

## J.D. IRVING - Continued

been working on this program for a couple of years and we're ready now to be able to produce in large quantities."

More than 4,000 people are employed in the forestry and forest products operations at J.D. Irving, Limited. They operate 15 sawmills in addition to pulp, paper, medium and tissue mills. Company officials attribute 125 years of growth to two essential ingredients – valued customers and dedicated employees.

"This company is locally owned, and we live in New Brunswick, the owner lives in New Brunswick, the majority of our forest products employees live in New Brunswick and in the Maritimes and also in Maine," Couturier said. "Mr. Irving would say that our success is due to the people that work for the company, and the customers with whom we have built long term partnerships. The dedication and the loyalty of our employees is unsurpassed and they're proud to be working

with us."

J.D. Irving, Limited is a member of the National Hardwood Lumber Assoc., Canadian Lumbermen's Assoc., New England Lumberman's Assoc., Quebec Pallet Assoc., and the Wood Component Assoc.

As long as J.D. Irving, Limited remains committed to sustainable forestry, customers and ongoing investment in its people and manufacturing plants, the next 125 years should have as many milestones as the first.



## IPS -

Continued from page 34

strapping costs. "And it's not only the savings, but polyester is a better performer for a variety of reasons," Derrick said. "When the product is dropped or bounced, the straps will elongate with the load then tighten back up. It acts like a rubber band, and it is much safer for the employees to use and reduces worker's compensation claims." IPS Packaging has been converting customers in other industries to polyester strapping too, he said.

"In today's economy," Derrick relates, "you've got to watch all your costs. There are always new technologies emerging, and you've got to be on top of them." In June 2008, Derrick is set to leave IPS Packaging's High Point distribution facility and move back to the Fountain Inn headquarters. Steve Rishel is now training to become the new division sales manager at High Point.

Jerry Murdock said with the lumber industry in its current condition, IPS has found more time to go to wood products companies and show them new packaging products. "Years ago," he said, "people weren't really interested in changing the way they did business. The lumber industry has changed so much in recent years that it is very important that we stay focused on the customer and provide solutions to his concerns."

The big box stores, Home Depot and Lowe's, opted against steel strapping in their distribution centers, Jerry said, due to safety, handling and disposal issues. Best practices at major retailers tend to filter down to local companies.

Jerry says the savings in polyester strapping comes not in cost-per-roll but in yield. The customer buys the strapping by the roll but uses it by the foot. He says that dimensional

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## IPS - Continued

wood companies normally use automatic strappers. IPS is converting many of them to the new Signode machine, which is faster and has 50 percent less moving parts than the conventional competitive machines.

IPS' focus is primarily aimed at hand tools, not the large lumber press strappers. "That's what our forte is," Jerry said. IPS sells and services both battery tools and pneumatic tools. The pneumatic tools apply consistent tension to the straps, while the battery tools work well for companies where strapping operations are accomplished in a variety of locations.

Brad Murdock, Jerry's younger son, who works in inside sales and marketing for his dad's company, says that for the past two years, IPS has sent associates to lumber yards and plants to survey the packaging needs of these businesses, to make recommendations on how to save them money. "That's been a really successful part of our business the last few years," Brad said.

IPS provides many packaging products like corner board and strap protectors too. Strap protectors come in plastic, metal or paper. "We stock them all," Jerry said. "We have what we call master-wrap stretch film, and it's specifically made for wood. Normally, this product is used in retail outlets, not by the manufacturers very much."

Paul Payerle, who sold Murdock his All Star Packaging Co. and who now enjoys working as division manager for IPS' Charlotte location, says the wood products industry is a big segment of IPS' business. He said, "The mills, the wholesale distribution lumber yards, retail lumber yards, virtually any processor of lumber at any level is a prospect for us. They all need a lot of packaging materials."

A sign seen at one of IPS' facilities spells out the company's business philosophy. The word "integrity" is written in large letters. In smaller type is: "We are honest and trustworthy. We strive to deliver on our promises."

Derrick Murdock says IPS is one of the few packaging service companies to have its own repair center to take care of a customer's packaging equipment. Repairs can be done either on-site at the customer's facility or at one of IPS' repair facilities. IPS Packaging will do whatever is necessary to get the equipment up and running.

Steve Taylor, head of the

Equipment and Service Division, oversees the bench repair personnel as well as the technicians that are on the road that make on-site service calls. Steve said, "It may sound Cornish, but we truly service what we sell."

Looking to the future, more growth is projected for IPS. In three years, the company plans to build another facility in the High Point, N.C., area.

Customers can reach IPS by phone, at its Web site, [www.ipspack-](http://www.ipspack-aging.com)

[aging.com](http://aging.com), and by fax. Product specialists for IPS Packaging visit clients in person, along with sales representatives.

## BABCOCK -

Continued from page 37

Babcock is a member of the Sustainable Forestry Initiative (SFI) and is one of the oldest members of

*Please turn the page*



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## BABCOCK - Continued



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8/4 White Oak dries in T-sheds at the Acme, Pa. location.



4/4 Poplar on sticks waits to be sent into the dry kilns at the Champion location.

both the National Hardwood Lumber Assoc. (NHLA) and the North American Wholesale Lumber Assoc. (NAWLA).

## BRUGGEMAN -

Continued from page 39

Similarly, Wiezorek has a long history in the lumber industry. "I started out working in a sawmill when I was 16 years old," he said. "My neighbor had owned a mill in Dubuque, Iowa. When I was in high school, I was the head sawyer at the sawmill."

Wiezorek worked for this particular sawmill operation for seven years before opening his own company. When Dale Chapman, owner of Chapman Logging, began having health problems, Wiezorek was asked by Chapman to talk with timber owners in the area about buying



## BRUGGEMAN -

Continued

tracts of timber from them for Chapman Logging, and he was taught how to cruise timber as well.

Wiezorek, who is in charge of log procurement for Bruggeman Lumber Inc., handles a number of other responsibilities including grading logs, selling logs, doing maintenance on sawmill and wood-working equipment, arranging trucks to deliver his firm's wood products, and he sometimes runs a skidder.

Furthermore, Wiezorek gets involved with buying the equipment his company needs from time to time from various vendors. Other key employees besides Arnie Jr., his three sons and Wiezorek include Mike Meade, dry kiln manager; Dana Picray, head saw manager; Randy Kiburz, lumber sales for Bruggeman Lumber Inc.; Irv Feldman, saw filer; Darren Mesch, lumber grader; Pat Hall, timber buyer, and Vic Boeding, mill manager.

Arnie pointed this out about his employees: "We really consider every employee that works here as a key person," he said. "Without everybody working together as a team to get our lumber and wood products manufactured and out the door to our customers, we wouldn't be successful."

The production process begins



Ben Bruggeman, in the forefront, is standing by a huge Walnut tree that his company has bought, which will be manufactured into quality lumber.

shortly after Arnie or another log buyer purchases standing timber on a tract of land, and contracts loggers to cut the trees Bruggeman Lumber purchases.

Each log bought is tagged to know specific details, such as length and where it was cut. The information obtained can tell Bruggeman executives which batch of logs made money and which ones didn't. After the logs are tagged, they are stored until an order is placed.

"At the end of the day, we know how many logs went through the

sawmill, how much lumber they produced, what that lumber was worth and what we paid for the log," Wiezorek said.

"When we have to fill a regular order, we bring that log in and run it through the mill and saw it," Arnie added. "We first put it on the log deck, where it is debarked and then it is sent to the head saw, where it is sawed into boards."

The lumber grader then grades those boards before they are banded

*Please turn the page*



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## BRUGGEMAN -

Continued

together into a pack. The packs that are to be kiln dried are loaded into the dry kiln, then the boards may be run through a planer if the customer so desires. When the lumber has been processed, it is loaded on either a company truck, a customer's truck or a contract truck and hauled where a customer specifies.

"We're always trying to find new companies who we can do business with,"

Arnie said. "I always listen to my customers and make sure they are happy with the quality of lumber that we're furnishing them. We've sold logs and lumber to customers in China, Sweden and all over the world. We often have foreign log buyers come to our sawmill operation, inspect our logs and buy them."

Bruggeman Lumber, which is located four miles north of Monticello, Iowa, on Highway 38, is particularly known for the quality of its lumber, Arnie said.

"Repeat customers comprise most of our business base," he said. "They like the color of our Walnut. There's not a lot of sap in it. We offer double end trim on all of our Select and Better and Face and Better species of lumber."

For more information on Bruggeman Lumber, contact Randy Kiburz at 3113 Willow Road, Sand Springs, Iowa 52237, or call 319-465-7083. For more information on BTS Lumber, contact Ben Bruggeman at 108 W. Howard St., Manchester, Iowa 52057, or call 563-543-8293.

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## HARDWOOD FEDERATION -

Continued from page 50

increase could cost individual HF members hundreds of thousands of dollars a year – a cost which would be prohibitive to U.S. exporters. HF is also working with APHIS on other solutions to address the increase in fees;

**Farm Bill:** HF members explained the importance of full funding for the Healthy Forest Reserve Program (HFRP) under the 2007 Farm Bill. HFRP provides important incentive and conservation programs for family forest owners. The Foreign Agricultural Service (FAS) section of the Farm Bill must properly fund export promotion programs such as the American Hardwood Export Council (AHEC). Additionally, funding for the Emergency Forest Reserve Program, which helps restore private forests after natural disasters should be included in the reauthorized Farm Bill;

**Green Building:** On Capitol Hill HF members also stressed the importance of Green Building legislation giving proper credit for renewable wood building materials recognizing various green building systems, and not preferencing the LEED standard;

**Other:** Immigration reform that supports a guest worker program and does not burden employers, and energy legislation that recognizes the carbon storage potential of Hardwoods and forests as a renewable energy source.



## HARDWOOD FEDERATION -

Continued

### HF/HFPAC BOARD MEETING

The HF Board of Directors meeting included association business, policy issue updates, and special reports on:

International Trade Commission (ITC) investigation on worldwide competitive conditions facing the Hardwood plywood and flooring industry;

Hardwood flooring tariff misclassification;

Log Scanning Technologies. Jeffrey Nickel, of Armstrong World Industries, was elected to represent NOFMA: The Wood Flooring Manufacturers Association on the HF Board. Nickel replaces John Clark, Cherrybark Flooring, on the HF Board. Clark will remain on the HFPAC Board.

The HF 2008 meeting dates were set: Annual Meeting, February 12-13th and Fall Meeting/Capitol Hill Fly-In, September 16-17th.

The HFPAC Board meeting reviewed 2007 solicitation plans and candidates supported for reelection. The 2007 HFPAC goal of \$250,000 was reaffirmed as a priority to help elect candidates who understand and support the interests of the Hardwood community. HFPAC President Wendell Cramer stressed the importance of a strong HFPAC in voicing industry concerns on Capitol Hill.


### OCTOBER ACTIVITIES INCLUDED:

The ITC held hearings on October 3rd regarding the ITC Section 332 investigation on the competitive conditions facing U.S. Hardwood flooring and Hardwood plywood industries. HF Executive Director, Deb Hawkinson, provided an overview of challenges facing the industries and introduced the flooring and plywood panels. The U.S. Hardwood plywood industry was represented by Gail Overgard (Timber Products Company), Paul Davis (Columbia Forest Products) and Bill Altman (HPVA). The U.S. Hardwood flooring industry was

represented by Don Finkell (Anderson Floors), Frank Ready (Armstrong World Industries), Tom Davis (Mannington Mills), Tommy Maxwell (Maxwell Hardwood Flooring), Bob Haggard (Hassell & Hughes Lumber Company), Timm Locke (NOFMA), and Ed Korczak (NWFA) provided testimony for the flooring industry. Panelists selected represent both small and large businesses.

The illegal logging hearing on Rep. Blumenauer's (D-OR) bill, HR.1497, took place on October 16th in the House Natural Resources Subcommittee on Fisheries, Wildlife and Oceans. HF member Victor Barringer, president and CEO of Coastal Lumber, testified in support of legislation to address the economic and environmental impacts of international illegal logging. With

*Please turn the page*



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## HARDWOOD FEDERATION -

Continued

Rep. Blumenauer's amended changes, both HR.1497, and Senator Wyden (D-OR) and Senator Alexander's (R-TN) legislation S.1930 are supported by the HF. The Hardwood Federation commends these leaders for their efforts to address the global issue of illegal logging.

For more information on how you can support the HF or the HFPAC please contact us at 202-463-2452, or 1111 19<sup>th</sup> St. Suite 800 NW Washington, D.C. 20036 or through email [deb.hawkinson@hardwoodfederation.com](mailto:deb.hawkinson@hardwoodfederation.com). HF's website at [www.hardwoodfederation.com](http://www.hardwoodfederation.com).



## KRETZ -

Continued from page 55

The day began before 7 a.m. with a lumberjack breakfast and progressed through a variety of topics and exhibits. For example, Kretz employees Wayne Gagne and Ken Bastle provided a log grading and scaling exhibition and answered questions from onlookers about their jobs in the log yard. Another Kretz employee, Denny Fincher, assembled unique benches designed by Aldo Leopold for guests and Kretz's Lynn Woller presented a program about the company's forest management.



Black and white nature photography was on display and for sale during the Forestry Field Day. Photos were provided by Kretz Lumber employee Hans Schmitt, pictured with Troy Brown, Kretz's president.

Guests were also escorted on a tour of Kretz's sawmill, dry kilns, dimension plant where Hard Maple components are manufactured and the timber processor.



In the Ray Kretz Industrial Forest, Peter Hilgers, Kretz Lumber Forester-Veneer Specialist, grants a tour of the land to Paul Doruska, associate professor, College of Natural Resources Dept., University of Wisconsin-Stevens Point, Wis., and Scott Bove, associate professor and wood products specialist, Forest Ecology and Management, University of Wisconsin-Madison, Wis.

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## KRETZ - Continued

Sixteen exhibits were set up on the company's main tent during Forestry Field Day, and among them were presentations by the University of Wisconsin, Wisconsin Family Forests, Trout Unlimited and artwork by such artists as Paul Martorano, who sculpts and carves wood decoys.

Kretz Lumber Co. Inc. hosts this annual event to educate, demonstrate and address such forestry issues as sustainable forestry and good stewardship.

## NHLA CONVENTION -

Continued from page 40

Elkins, W.Va., a firm which is owned and operated by members of fifth and sixth generations of the Wilson family; Holt & Bugbee Co. Inc., which began in 1825 in Charlestown, Mass., as a modest sawmill for rough cutting Mahogany logs; and Alan McIlvain Co., of Marcus Hook, Pa., which began in 1798 and has been family-owned and operated ever since.

Ron Andrews, president of Deer Park Lumber Inc. was presented the Forestry Stewardship Award, which was established in 1996 by the NHLA to promote responsible stewardship of Hardwood forests, recognize excellence in the utilization of forest resources, and to inform the Hardwood community of good forestry practices—all goals within NHLA's mission.

Attendees took advantage of several informational seminars that addressed current issues, including: a rules forum, moderated by Chief Inspector Mark Horne; the domestic Hardwood Market Report, presented by representatives of The Hardwood Market Report; a look at the global market for U.S. Products, moderated by the American Hardwood Export Council; and Judd Michael, associate professor at Penn State University, addressed the Seven Deadly Sins in the Hardwood Lumber Business.

Honored guest speakers at the NHLA Convention included General Colin L. Powell, USA (Ret.), who served as the 65<sup>th</sup> Secretary of State of the United States; and Col. Oliver

L. North, a decorated Marine who is also a best-selling author, small business founder and host of WAR Stories on FOX News Channel.

The five-day convention was packed with various dinners and receptions, in addition to NHLA New Board Member Orientation, live musical entertainment, a golf tournament and a tour of Washington, D.C. For example, The Hardwood Distributors Association hosted a luncheon and a meeting, as well as dinner and a reception, for

its members during the annual convention. Also, the Hardwood Federation, the International Wood Products Association and the Canadian Lumbermen's Association presented programs and hosted social gatherings as well.

Next year's NHLA Convention is set for Oct. 8-11 in San Francisco, Calif., at the San Francisco Marriott.

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## NHLA NEWS -

Continued from page 18

have our Hardwoods accepted as such.

At the Convention, NHLA honored Deer Park Lumber Company with the 2007 Forest Stewardship Award for their public outreach efforts and forest management practices. The centerpiece of its educational efforts is the Pennsylvania WoodMobile Project, a traveling educational exhibit that is taken to county fairs,

public events, and schools. They are doing a great job of telling our story of being stewards of a renewable, sustainable natural resource.

All the forces affecting the industry come down to one fundamental: modernization. The world has changed and the economy has become competitive across the world. In the past, different regions of North America competed with each other for market shares. Today, with rapid advances in transportation and information dissemination,

different regions of the world compete. To compete, we must be modern, efficient, and adaptable.

Judd Michael, an expert in both the forest products industry and modern management practices, engaged a large crowd on how to make better management decisions in the modern marketplace. The best attended seminar, however, was "The Legends of Lumber." Four leading figures in the industry shared their experiences, wisdom, and advice for the future. Each believes the industry can compete on the world stage but must modernize to do so – be leaner, more efficient, and use technology. We were fortunate to hear words of optimism from leaders who have weathered and thrived in the turbulent economic cycles over the last few decades.

It was a great, educational, and fun convention, but NHLA is already planning next year's. The 2008 Annual Convention & Exhibit Showcase will be in San Francisco on Oct. 8-11. Even more than this year, it will be "the Global Gathering of the Hardwood Community." NHLA will be doing special promotional and marketing work in Asia and Europe to bring those buyers and companies to our convention. I urge all of you to mark your calendar for a seminal event in the North American Hardwood industry.



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## HARDWOOD COUNCIL -

Continued from page 20

Institute of Architects (AIA), Construction Specifications Institute (CSI), and the International Roofing Show.

### COUNCIL EXHIBITS AT ASID

The Council exhibited its pop-up display at the American Society of Interior Designers' Pennsylvania West Chapter's *Back to School* Tradeshow on September 6<sup>th</sup> in Pittsburgh. The Council distributed a variety of educational materials including: *Sustainable Solutions* packages, the *Material Matters* series, *Mission & Materials*, and both the *Interiors & Sources* and the *Architectural Record* continuing education units (CEUs) to the interior design community. The show attracted attendees from local design and architecture firms. The *Sustainable Solutions* packages were well received. Several individuals commented that they use the package every time they meet with a



## HARDWOOD COUNCIL -

Continued

client and that it was the best hand-out they have ever received. Numerous members of ASID inquired about the Council's CEUs, because ASID members will be required to have such credits beginning in 2008.

### COUNCIL AT AIA NORTH DAKOTA EXPO

The Council provided copies of *Mission & Materials* to the 2007 American Institute of Architects' North Dakota Expo. This publication provides a variety of educational resources for those seeking information on specifying, installation, finishing and care of North American Hardwoods.

### AIAS SPONSORSHIP

As part of the on-going support of the American Institute of Architecture Students (AIAS), the Council has created a banner ad for *FORUM 2007*. *FORUM* is a global gathering of architecture and design students. The event offers students the opportunity to learn about issues facing both architectural education and the profession. The Council's involvement with AIAS contributes to the leadership training and other important educational programs.

## AHEC UPDATE -

Continued from page 22

other countries. According to David Venables, AHEC Director for Europe, "the single objective of this major piece of work is to ensure American Hardwoods can be traded in the confident knowledge that they are derived from 'legal sources'. The results of this Study, together with existing evidence, will provide us with the knowledge and independently verified data that is being increasingly required. At the heart of this initiative is the determination of the American Hardwood industry to set high standards of transparency in the international wood trade and to this end, further initiatives, particularly related to the issue of sustainability, are under discussion. This leading research initiative is setting an example which could be applied in other parts of the world which are working towards verified and legal standards for their own resource."

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.

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

panies service the growing global demand for U.S. Hardwood and represent the full range of Hardwood products. AHEC maintains offices in Japan, Europe, Southeast Asia, China, Korea and Mexico, in addition to its Washington, D.C. headquarters, to serve the needs of the global community. For additional information please contact AHEC by phone at 202/463-2720, by fax at 202/463-2787 or consult our web site at [www.ahec.org](http://www.ahec.org).



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# Who's Who

## IN HARDWOOD PURCHASING

**Johnie Cates** has been General Manager of **Clark's Hardwood Lumber Co.** in Houston, Texas, for four years.

In his position, Cates handles day-to-day operations, purchasing and sales.

Clark's Hardwood Lumber Co. offers approximately 100 species of Hardwoods, softwoods and exotic woods (Premium Grades). The company offers such species as Cherry, Hickory, Hard and Soft Maple, Red and White Oak, Poplar and Walnut. The firm specializes in custom mouldings, millwork, plywood and allows customers to select their own lumber.



Cates is a 47-year veteran of the forest products industry, working in such varied roles as operations manager, sales, purchasing and controller for All Woods/Schroeder Inc., Monarch Hardwood Lumber Co. and Canadian Millwork Inc. He is a graduate of Charles Milby Senior High School in Houston, Texas, and the University of Houston, where he received a bachelor's degree in business.

Clark's Hardwood Lumber Co. is a member of the Greater Houston Home Builders Assoc., National Assoc. of Home Builders (NAHB) and the Lumbermen's Assoc. of Texas.

Cates has four children and nine grandchildren. He enjoys hunting, fishing, computers, photography and spending time with his grandchildren.



**Reid J. Cecil** has been materials manager for **Mity-Lite Inc.** in Orem, Utah, for 12 years. In his position, Cecil oversees the supply chain and purchases wood. He has been involved in the forest products industry for 16 years.

Mity-Lite specializes in lightweight folding leg tables, and is a member of APICS – The Assoc. for Operations Management. The company purchases approximately 3,600,000 board feet of lumber per year.

Cecil graduated from Los Alamitos (Calif.) High School, and received a bachelor's degree in history from Brigham Young University in Provo, Utah. He has been married for four years, and has two daughters.



**Tim J. Clausen** has served as branch manager of **Timber Mountain Hardwoods Inc.**, located in Sacramento, Calif., for two years. He joined the lumber industry 15 years ago as an inside sales trainee with Hardwoods Inc., located in Denver, Colo.



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

Timber Mountain Hardwoods specializes in melamine, PB, MDF, all domestic Hardwoods, import Hardwoods, lumber and plywood (FAS and No. 1 Common, 4/4 to 12/4). The firm also offers milling, cut to size, manufacturing parts and next-day delivery. The company purchases approximately 5 million board feet of lumber per year.



Clausen received a general education diploma from Walnut High School, located in Walnut, Calif., in 1982. He received a bachelor's degree from Arizona State University, located in Tempe, Ariz., in 1990.

Timber Mountain Hardwoods is a member of the Forest Stewardship Council (FSC), National Hardwood Lumber Assoc. (NHLA) and the Hardwood Plywood and Veneer Assoc. (HPVA).

Clausen has been married to his wife of two years, Kelli, and has four children. He enjoys surfing, boating and all sports.



**Jeffrey L. Crockett** has served as lumber buyer for **Pike Lumber Co. Inc.** in Akron, Ind., for 25 years. In his position, Crockett handles sales, issues cutting orders to the Akron and Carbon, Ind., mills, and quality control for the mills.

Pike Lumber offers a broad line of quality Hardwoods, including Ash, Basswood, Cherry, Hard and Soft Maple, Red and White Oak (plain sawn and R/Q), Yellow Poplar and Walnut (4/4 through 8/4, some species up to 16/4, S2S, SLR1E). Full and mixed truckloads and container loading is available. The company purchases 3 to 4 million board feet of lumber per year. Pike Lumber received the 2006 NHLA (National Hardwood Lumber Assoc.) Forest Stewardship Award.

Crockett's first job in the industry was in 1978, piling down boards at a sawmill. He is a graduate of Clarksville (Ind.) High School, and received his bachelor's degree in forestry from Purdue University in West Lafayette, Ind.

Crockett has two children, enjoys playing guitar and hiking, and is a member of the Akron Lions Club and Fellowship of Christian Lumbermen.



The lumber buyer and personnel manager at **Great Brook Lumber Co.**, located in Southwick, Mass., is **Larry Rawls**.

Flooring and siding are among the products manufac-

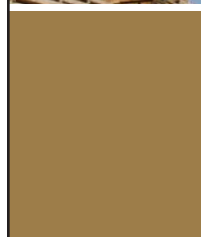
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## WHO'S WHO - Continued

tured here. The firm uses Red and White Oak, Birch, Cherry, Hard and Soft Maple and Ash in various grades and thicknesses that range from 4/4 through 8/4, kiln-dried, air-dried and S4S. Great Brook Lumber Co. also welcomes custom orders, and purchases 1.5 million board feet of lumber annually.

Rawls has been with the company for 15 years, and he began his career in the wood products industry 30 years ago in a sawmill.

He graduated from South Windsor High School in Connecticut, and attended Johnson State College in Johnson, Vt.

His hobbies include spending time with family members, which includes a son, and gardening.

**Mark Starr** has worked as plant manager of **Thunderbird Wood Products**, located in Days Creek, Ore., since 2006. In his position, Starr, a 30-year industry veteran, handles purchasing and "whatever it takes to get the job done."

Thunderbird Wood Products specializes in Alder wood furniture parts (common grades to cabinet grades, 4/4, 5/4, 6/4, 8/4, KD, S2S), mouldings, sanding, ripping, chopping and resaw. The company is a member of the Western Hardwood Assoc., and the Douglas Co. Better Business Bureau.

Starr joined the lumber industry in 1977, as a mill worker. He has also previously worked as a business owner/manager in moulding, millwork and cabinets. The 1979 graduate of Walla Walla Valley Academy, located in College Place, Wash.,

received a bachelor's degree in technology from Walla Walla College in 1983.

Starr is married to his wife of 20 years, Nancy, and has four sons. He enjoys spending time with his family and working on cars. He is the president of the Milo Motorsports Auto Club.

**Robert W. Victor Sr.** is the president/lumber buyer for **Bob Victor's Co-Nect-It Frame Corp.** in Topeka, Kan. Victor, a 44-year forest products industry veteran, started the company with his wife in 1983.

Bob Victor's manufactures American Hardwood picture frame mouldings from Cherry, Walnut, Ash, Basswood, Maple and pine (Select and Better). The firm offers over 450 different solid wood patterns of picture frame mouldings in cut to size or stick.

Bob Victor's is a member of the Professional Picture Framers Assoc., and the Kansas and Missouri chapters of the Professional Photographers of America.

Victor has held numerous sales and sales management positions since 1960. He is a graduate of Topeka (Kan.) High School and Washburn University in Topeka, Kan. The Washburn University Small Business Development Center nominated the Victors for best small business administration, and they received second place in the Kansas City district.

Victor and his wife, Jo Ann, have been married for 47 years, and have three children and three grandchildren. He enjoys photography, scouting and flying.

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## WHO'S WHO - Continued

**John Wiley** has been president of **Elipticon Wood Products Inc.** in Little Chute, Wis., since 1993.

Elipticon Wood Products specializes in more than 18 species including Northern Red Oak, Hard and Soft Maple, Poplar, Birch, Cherry, Walnut and pine (surfaced, Select or Better, KD, 4/4). The company offers curved and straight millwork, purchasing 600,000 board feet of lumber per year.

Wiley is a graduate of Appleton (Wis.) West High School, and received his bachelor's degree in economics from Cornell College in Mount Vernon, Iowa. He is a member and past district governor of Rotary International, and vice chairman of the PowerFlour Action Network.

Elipticon Wood Products has been listed in *Wood Products Magazine's* "Wood 100" six of the past seven years, *Inc. Magazine's* "5,000 Fastest Growing American Companies" for 2006, and received the 2003 Builders Edge Award. The firm is a member of the Wood Products Manufacturing Assoc. (WPMA), Wisconsin Architectural Woodwork Institute, Wisconsin Builders Assoc., and Fox Valley Builders Assoc.

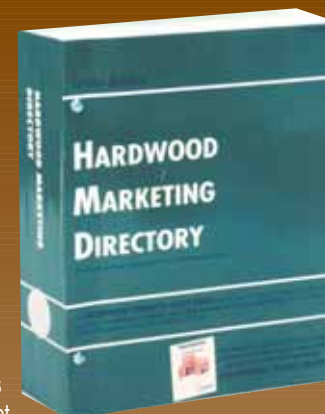
Wiley and his wife of 40 years, Sandy, have four children and eight grandchildren. His interests include PowerFlour, a food supplement geared towards helping more than 140 million severely malnourished babies and small children in the developing world.

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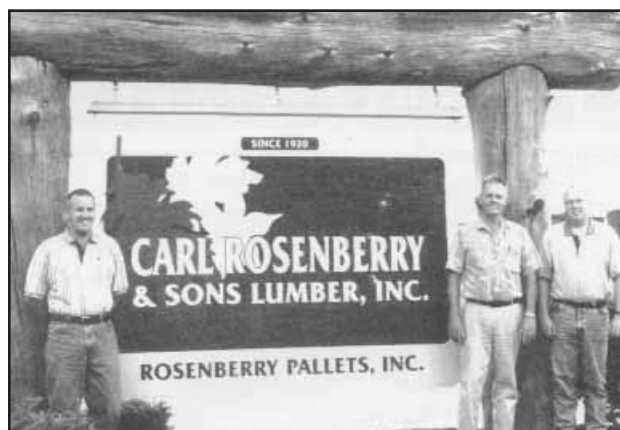
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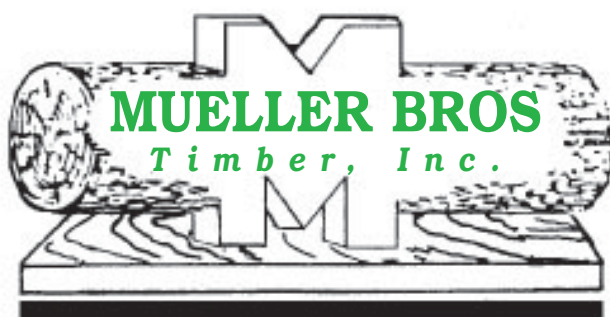
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# TRADE TALK

**Selma, Ala.**—Charlton Harris was recently promoted to lumber sales for Miller & Company Inc., located here. He joined the company 24 years ago, and trained to be a lumber inspector upon graduating from high school.

"It's pretty fun, interesting and different," said Harris, who handles lumber and flooring sales for the entire U.S. and export markets.

Miller & Company specializes in Hardwood lumber, flooring and moulding in Red and White Oak and Poplar (No. 2 Common, 3A, FAS, S4S, KD) for domestic and export sales. The firm maintains four sawmills in Selma and York, Ala., Jackson and Middleton, Tenn., and two flooring plants in Selma.

Harris, who is married with three children, owns a Hardwood flooring company where he installs, sands and refinishes floors.



**Charlton Harris**

**Moss, Tenn.**—G.F. Hardwoods Inc., headquartered here, recently added Bobby Collins to its sales staff. Collins worked for Honest Abe Log Homes, a sister company, for the past five years, overseeing construction and trucking.

In his new position, Collins will be responsible for assisting with domestic lumber sales, along with developing new business.

"He's already working with some of our existing customers and moving lumber," said Jimmy Carr, president of G.F. Hardwoods. "He's spent the last few months hitting the road pretty hard, trying to meet new customers and get to know them."

In addition, Collins will help on the trucking side of the business, getting the product moved and meeting the needs of customers, Carr said.

G.F. Hardwoods specializes in Poplar, Red and White Oak, Hard and Soft Maple, Ash, Cherry and Basswood (4/4 through 8/4, KD), manufacturing approximately 25 million board feet per year. The firm also sells green Walnut.

The company maintains a dry kiln capacity of 600,000 board feet per charge. "We also have a 500,000-foot pre-dryer and a Yates American planer," Carr said.

G.F. Hardwoods markets lumber to North American exporters, manufacturers of furniture, moulding and cabinets, as well as distribution and concentration yards. The firm is a member of the National Hardwood Lumber Assoc. (NHLA) and the Kentucky Forestry Industry Assoc. (KFIA).



**Bobby Collins**

**New Orleans, La.**—Robinson Lumber Co., headquartered here, recently distributed funds to 14 of its employees still recovering from Hurricane Katrina, which devastated the area two years ago. Nine of the employees are based in Chalmette, La., while the remaining work at the New Orleans headquarters.



## An update covering the latest news about Hardwood Suppliers.

Soon after the hurricane devastated the Gulf Coast in 2005, Robinson Lumber established the Robinson Lumber Katrina Relief Fund, a 501(c)3 foundation aimed at aiding employee recovery efforts. The Katrina Relief Fund received strong support and donations from those in the lumber and veneer industries.



On the 2<sup>nd</sup> anniversary of Hurricane Katrina, another distribution of funds took place at Robinson Lumber Co., which set up the fund to aid employees impacted by the storm. Pictured are Robinson Lumber owners, Courtney and Toto Robinson, flanking office staff fund recipients Vince Parry, Dan Lennon and Denise Dalferes. Not pictured are Alma Raymond and Courtney Miller.

The Katrina Relief Fund will remain active as the need for recovery continues. All donations are tax deductible, and all monies will be given to families still in need of help. For more information, visit [www.robinsonlumberandflooring.com/katrina](http://www.robinsonlumberandflooring.com/katrina) or e-mail Marilyn Jackson at [mjackson@roblumco.com](mailto:mjackson@roblumco.com).

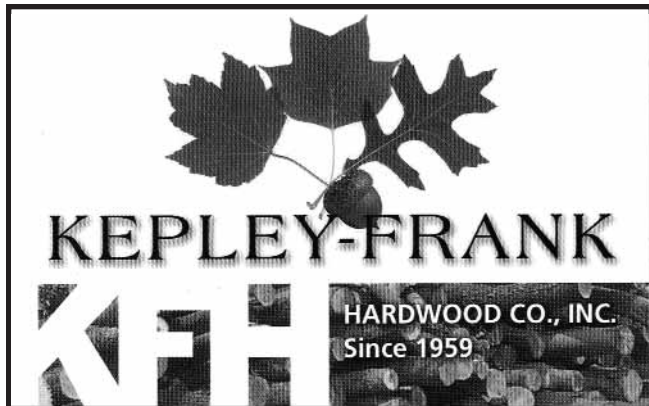
Since 1893, Robinson Lumber Co. has been committed to quality and consistency. The company sells lumber to over 70 countries worldwide, and provides solid wood flooring and decking in such species as White Oak, Hickory, Cherry, Hard Maple, American Walnut and White Ash.

**Blacksburg, Va.**—A workshop for forest products industry leaders, entitled "Managing and Leading Change," was recently held here on the Virginia Tech campus.

The USDA Forest Service's Wood Education and Resource Center and the Sloan Foundation Forest Industries Center co-sponsored this interactive workshop where leading experts in the field of change management presented successful strategies for leading and managing organizational change, and presented topics, such as how to develop the strategic agility needed to respond to external change, and how to create an entrepreneurial culture that encourages innovation throughout any organization.

For information on future workshops, visit [www.forest-industries.vt.edu](http://www.forest-industries.vt.edu)

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- 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

**Luck, Wis.**—St. Croix Valley Hardwoods Dry Kiln Division recently made several additions to its sales and marketing team based



Chris Martinson

here. Chris Martinson, who brings 20 years experience in Hardwood lumber sales, was brought on as sales manager.



Charlie Berg

Scott Anderson, a 25-year Hardwood lumber sales and purchasing veteran, has joined the firm as sales representative and lumber trader. Charlie Berg, a 27-year veteran and former green yard manager for St. Croix, has been added as lumber buyer and sales representative. Valerie Wood, who previously worked in accounting for St. Croix, has returned as customer service representative.



Valerie Wood



Scott Anderson

The Dry Kiln Division currently produces about 15 million board feet of Hardwood lumber annually. St. Croix Valley Hardwoods also operates a distribution yard in White Bear Lake, Minn., a wood components division and retail lumber store, both in Luck, Wis.

**Johnson City, Tenn.**—Hardwood flooring trends and environmental concerns were among the main topics discussed at the 2007 Appalachian Hardwood Manufacturers Inc. (AHMI) Inter-Industry Meeting and Tour, held at the Carnegie Hotel here recently.

Ed Korczak, executive director of the National Wood Flooring Assoc. (NWFA) in St. Louis, Mo., served as keynote speaker for the event. His talk centered on the NWFA Life Cycle Analysis for Hardwood flooring, a study initiated in response to changes in building codes to include environmental statements.

The Inter-Industry tours included Mullican Flooring, which produces Hardwood floors in both unfinished and prefinished; and ABS Truss, which manufactures walls and trusses for residential and commercial buildings.

The meeting also included a golf tournament at the Johnson City Country Club, a meeting of the AHMI Board of Trustees, a reception and dinner.

AHMI also recently became a founding member of the Sustainable Furniture Council (SFC), a non-profit industry association committed to promoting sustainable practices within the home furnishings business. Sustainable practices are those that create a healthy balance between the environment, local economy and social equity.

**Harrisburg, Pa.**—The Pennsylvania Department of Agriculture, located here, recently issued a quarantine order, prohibiting the transport of Ash material from Allegheny, Butler, Beaver and Lawrence counties. The ban impacts trees of any size, Ash limbs, branches, stumps and roots, Ash logs and lumber with either bark or the outer 1-inch of sapwood attached, and any cut firewood.

The quarantine, which will be enforced by Department of Agriculture officials and state police, targets the Emerald Ash Borer,



## TRADE TALK - Continued

an invasive Asian beetle. Signs of infestation include upper crown dieback, vertical bark splits and D-shaped emergency holes. Infested trees usually die within three years.

Wood products companies can handle Ash material and wood chips if they receive a compliance agreement or limited permit. Penalties for violating the quarantine include 90 days in jail, a maximum \$300 fine and a civil penalty of \$20,000 per violation.

For more information, contact Wayne Blosser, Pennsylvania Department of Agriculture, at 717-772-5205.

**Kingston, N.H.**—Abenaki Timber Corp. recently announced the addition of Bruce Horner to its sales staff. Horner has more than 20 years experience in the Hardwood industry, and has held numerous positions. He has been in lumber sales for the past 12 years.

Horner graduated from the 108th class of the National Hardwood Lumber Assoc. Inspection School in Memphis, Tenn., in 1992. He finished first in his class.



Bruce Horner

**Montmagny, Que.**—Mercier Wood Flooring, based here, recently hired René Savoie as sales representative, serving eastern Canada. Savoie has an extensive background in the wood flooring industry, previously working as sales representative for Goodfellow.

Founded in 1980, Mercier Wood Flooring is a Hardwood floor designer and manufacturer, and has expanded in recent years. The firm, which employs 215 workers at its facilities in Montmagny and Drummondville, is known for developing and mastering leading edge technological processes.



René Savoie

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## NWFA - Continued from page 24

floor, or glued down to a wood subfloor or concrete slab. This makes engineered wood floors ideal for slab and basement installations, but they can be used in any room in the home. While this type of flooring can be sanded and finished, it cannot be done as many times as solid wood flooring.

Now that the two types of wood flooring have been identified, it's important to recognize that each type is manufactured in three styles: strip, plank, and parquet. Choosing the right style simply is a matter of which look your customer prefers.

Strip flooring ranges from 1-1/2-inch to 3-inches wide, and creates a linear effect in a room, often making the room appear larger. Strip flooring generally is considered "traditional" wood flooring.

Plank flooring typically ranges from 3-plus-inches to 7-inches wide. While plank flooring is linear, like strip flooring, its wider widths often create a more casual look.

Parquet flooring can vary in size, and usually generates a geometric, non-linear look. Parquet flooring can be very simple in design, or somewhat complex.

As you can see, there are a lot of decisions that your customer will need to make when selecting the right wood floor for his or her home. Becoming familiar with the many options available will help you make better sales and happier customers. For more information about the many options available with Hardwood floors, visit the National Wood Flooring Association's web site at [www.woodfloors.org](http://www.woodfloors.org), and select the All About Wood Floors menu option.

The National Wood Flooring Association is a not-for-profit trade organization of more than 4,100 wood flooring professionals working worldwide to educate consumers, architects, designers, and builders in the uses and benefits of wood flooring. The NWFA can be contacted at 111 Chesterfield Industrial Blvd., Chesterfield, MO 63005, or at 800-422-4556 (USA), 800-848-8824 (Canada), or 636-519-9663 (international).

## SOUTHEAST TRENDS - Continued from page 12

market "has been great."

"We're rolling along and selling it at good prices," he said. "The lumber market is kind of slow right now. Prices need to come back up, and hopefully we'll get that."

Frank Blake, chief executive officer of the Vinings, Ga.-based Home Depot, predicted earlier this year that the home improvement industry would continue to see setbacks during 2007.

"We had hoped that we'd start to see some bottoming and some beginning of the (housing) recovery in the back half of '07," Blake said. "From my perspective, it's going to be a longer path than certainly I would have initially envisioned."

The comments echoed the latest forecast by the National Assoc. of Realtors (NAR), which suggests tighter credit for home mortgages will postpone an expected recovery for existing home sales until 2008.

### EXISTING-HOME SALES STABLE IN SOUTHEAST

According to a monthly report by the National Assoc. of Realtors (NAR), existing-home sales recently remained unchanged in the Southeast region at 2.26 million. However, that figure is down 10.7 percent from 2006. The median price in the region was \$186,300, down 3.2 percent from a year ago.

Nationwide, total existing-home sales — including single-family, townhomes, condominiums and co-ops — decreased 0.2 percent to a seasonally adjusted annual rate of 5.75 million units, 9.0 percent below the year-to-date total of 6.32 million units.



## SOUTHEAST TRENDS - Continued

According to the McLean, Va.-based Freddie Mac, the national average commitment rate for a 30-year, conventional, fixed-rate mortgage stands at 6.70 percent, up from 6.66 percent a month ago. The median home price was \$230,200 a year ago, the highest monthly price on record.

Total housing inventory rose 5.1 percent to 4.59 million existing homes available for sale, which represents a 9.6-month supply at the current sales pace, up from an upwardly revised 9.1-month supply.

Existing-home prices are predicted to slip 1.7 percent to a median price of \$218,200 this year, before rising 2.2 percent in 2008 to \$223,000. The median new-home price is estimated to drop 2.2 percent to \$241,000 in 2007, and then increase 1.7 percent next year to \$245,100. The 30-year fixed-rate mortgage is projected to average 6.4 percent this quarter, edging up to the 6.5 percent range in 2008.

### NEW HOME SALES MAKE SMALL GAIN

According to a report by the U.S. Commerce Department, sales of new single-family homes rose 2.8 percent recently to a seasonally adjusted annual rate of 870,000 units. Despite the increase, the sales pace is 10.2 percent below 2006 figures. The Southeast reported a small new-home sales gain of 0.6 percent.

The national inventory of new homes for sale edged down slightly to 533,000 and the equivalent months' supply at the sales pace was 7.5 months, down from 7.7 months.

Completed homes for sale were 33 percent of the inventory, while units still under construction represented 51 percent of the inventory and units for-sale that were permitted but not yet started represented 16 percent of the inventory level — essentially no change from the previous two months. The median length of time that completed homes were on the market was 6.1 months, up from 5.9 months.

Based on the estimates, the National Assoc. of Home Builders (NAHB) expects the recovery of the housing market to be delayed until mid-to-late 2008.

### DISCOUNT STORES EARN SHARE OF FURNITURE MARKET

According to a recent survey, Wal-Mart, the Bentonville, Ark.-based retailer, and other discount department stores captured seven percent of the U.S. furniture and bedding retail market during 2006, or roughly \$5.9 billion.

The figures showed 32 percent of households with incomes of \$30,000 or less bought furniture at discount department stores. Only 12 percent of households with incomes of \$100,000 or more bought furniture at discount stores.

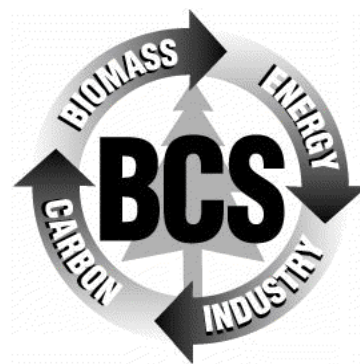
Traditional furniture stores continued to have mass appeal, attracting 15 to 22 percent of households in each of the survey's five income categories. More homeowners shopped at traditional furniture stores (75 percent) than discount stores (59 percent). Renters were more likely to shop at discount stores, with 35 percent versus 22 percent of traditional furniture store shoppers.

### COMMERCIAL REAL ESTATE, CONSTRUCTION MARKETS STABLE

In the Federal Reserve's latest "Beige Book" summary of informal soundings of business conditions, commercial real estate and construction markets are considered "generally stable to expanding across the Districts." Richmond, Va., and Atlanta, Ga., are among the six "steady or stable" commercial construction and real estate markets.

The 12 regional Federal Reserve Banks, which are referenced by their headquarter cities, indicated low or declin-

*Please turn the page*



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### **SOUTHEAST TRENDS - Continued**

ing vacancy rates, and modestly rising rents. Richmond also noted some tightening of credit in the commercial real estate market.

Most contractors contacted said they had seen no damage from housing and credit problems. However, some developers added that credit for projects has become unaffordable or harder to obtain.



### **LAKE STATES TRENDS - Continued from page 12**

#### **BUILDER CONFIDENCE DIPS IN LAKE STATES**

According to the most recent National Assoc. of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), concerns about new home inventory and deepening mortgage market problems caused the seventh consecutive monthly dip in builder confidence. The Lake States posted a single-point decline to 13.

The nation's HMI dropped two points to stand at 20, the record low previously reached in January 1991. The monthly survey, which began in January 1985, gauges builder perceptions of current single-family home sales and sales expectations for the next six months as either "good," "fair" or "poor." The survey also asks builders to rate traffic of prospective buyers as either "high to very high," "average" or "low to very low."

The index gauging current single-family home sales declined two points to 20, while the index gauging sales expectations for the next six months fell five points to 26. The index gauging traffic of prospective buyers held steady at 16 for the month.

#### **SOME LAKE STATES CITIES SEE GROWTH**

In the latest Federal Reserve "Beige Book," several regional Federal Reserve Banks posted growth in commercial real estate and construction. Minneapolis, Minn., indicated continued nonresidential construction and commercial real estate expansion, while those markets in Cleveland, Ohio, and Chicago, Ill., are considered "steady or stable." Chicago also noted some credit tightening in the commercial real estate market.

The "Beige Book" is a summary of informal soundings of business conditions taken by the 12 regional Federal Reserve Banks, which are referenced by their headquarter cities. The report also pinpointed a rise in nonresidential construction. The value of nonresidential construction starts from January through August 2007 climbed 19 percent year-to-date. Architectural and engineering services employment, meanwhile, increased for the 31<sup>st</sup> straight month and 2.9 percent over last year.

#### **EXISTING-HOME SALES DROP SLIGHTLY**

According to the National Assoc. of Realtors (NAR), existing-home sales in the Lake States region fell 2.2 percent recently to a level of 1.35 million, some 5.6 percent below 2006 figures. The median price in the region was \$173,800, which is 1.8 percent below a year ago.

Total existing-home sales — including single-family, townhomes, condominiums and co-ops — dropped 0.2 percent nationwide to a seasonally adjusted annual rate of 5.75 million units. The sales figures are 9.0 percent year-to-date below the 2006 level of 6.32 million units, and the slowest pace in five years.

The national median existing-home price for all housing types was \$228,900, down 0.6 percent from 2006 when the median was \$230,200, the highest monthly price on record. The median price, a typical market price where



## LAKE STATES TRENDS - Continued

half of the homes sold for more and half sold for less, has decreased 12 months in a row.

Total housing inventory rose 5.1 percent to a 16-year high of 4.59 million existing homes available for sale, which represents a 9.6-month supply at the current sales pace.

### NEW HOME SALES FLAT IN LAKE STATES

According to a report by the Commerce Department, new home sales nationally recently climbed 2.8 percent to a seasonally adjusted rate of 870,000, up from the previous month's rate of 846,000. The Lake States region, however, posted a 0.9 percent loss, and the sales pace is 10.2 percent behind 2006 numbers.

David Seiders, NAHB chief economist, said the recovery of the housing market is not expected until mid-to-late 2008 because of "the tightening of lending standards and problems in the financial sector." "Home builders have been trimming prices and offering nonprice sales incentives to bring reluctant home buyers back into the market, and their efforts have brought results, at least for the short term," he said.

The inventory of new homes for sale nationally edged down slightly to 533,000 and the equivalent months supply at the sale pace was 7.5 months, a 30-day decline of 0.2. Completed homes for sale were 33 percent of the inventory, while units still under construction represented 51 percent of the market. Permitted units for sale make up 16 percent of the inventory level.

### PENDING HOME SALES INDEX DROPS

According to the NAR Pending Home Sales Index (PHSI), existing-home sales are likely to decline in coming months as mortgage disruptions work their way through the housing market. The PHSI, which is based on contracts signed, fell 12.2 percent to a reading of 89.9, 16.1 percent lower than 2006's index of 107.1. The index in the Lake States dropped 13.1 percent to 80.4, 15.8 percent below a year ago.

The index is a leading indicator for the housing sector, based on pending sales of existing homes. A sale is listed as pending when the contract has been signed but the transaction has not closed, though the sale usually is finalized within one or two months of signing.



## WEST COAST TRENDS - Continued from page 12

market appears to be healthy.

He said, "Alder stays steady and it's still probably the best product. We're selling more Alder than all species put together based on tradition more than anything. It seems to be working well."

### HOUSING STARTS DROP 2.6 PERCENT

According to figures released by the Commerce Department, housing starts recently fell 2.6 percent to a seasonally adjusted annual rate of 1.331 million units — the lowest level in 12 years. Overall, starts are down 19.1 percent from a year ago as the downswing of the housing market continues. On the West Coast, housing starts dropped 18.4 percent to 271,000 units.

Starts of new single-family homes are down 7.1 percent nationwide for the month to a seasonally adjusted annual rate of 988,000 units. The pace for single-family construction is 27.1 percent below 2006.

*Please turn the page*



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### WEST COAST TRENDS - Continued

California-based homebuilder Brian Catalade, president of the National Assoc. of Home Builders (NAHB), said the report verifies several NAHB studies that, builders "are cutting back on new production and focusing on reducing their inventories by offering a variety of incentives to boost sales and limit cancellations."

Multifamily housing starts increased 12.8 percent nationwide to a seasonally adjusted annual rate of 343,000 units for the month. The pace of multifamily construction is 17.9 percent above year-to-date figures.

Analysts are still trying to determine how a 50 basis points cut to the Fed Funds and discount rate will affect homeowners. The Fed Funds rate influences most short-term rates such as prime loans, but may result in inflation in interest rates. If that is the case, the decrease could mean a rise in mortgage rates in the future.

### STOCKTON LEADS NATION'S FORECLOSURE RATE

According to a recent report by RealtyTrac, an online marketplace for foreclosure sales, Stockton, Calif., currently leads the nation with the highest foreclosure rate (1:27) of any U.S. city. ACORN (The Assoc. of Community Organizations for Reform Now) adds that the Weston Ranch area of Stockton, a 15-year-old subdivision of modest tract homes, has the worst foreclosure rate in the city.

Adjustable rate mortgages, many offered to sub-prime borrowers with shaky credit, are mostly to blame, the study noted. Foreclosures have forced some brokers to shift their strategy, either offering "short sales" or focusing on rental property management instead of home sales. "Short sales" are a method of avoiding foreclosure, where the borrower provides evidences of financial hardship and the lender agrees to take a loss and sell the house below the amount owed.

Foreclosures have risen 36 percent nationwide to 243,947 filings, including default notices, auction sale notices and bank repossessions, RealtyTrac said. The rate of foreclosures was at one foreclosure notice for every 510 households.

Six California cities had among the 10 highest rates of foreclosure filings, with a state average of one notice for every 224 households. In Stockton, where more than 8,000 foreclosures have been reported this year, homes are sitting on the market three times as long as in 2006 and the average sale price has dropped by 10 percent.

### NEW HOME SALES INCREASE

According to a recent report by the Commerce Department, new home sales climbed 2.8 percent nationwide, following a four percent drop the month before. Sales stand at a seasonally adjusted rate of 870,000, up from the revised rate of 846,000. Despite California's rising foreclosures, new home sales have increased 22.4 percent on the West Coast.

Economists for the National Assoc. of Home Builders (NAHB) suggest month-to-month volatility in local markets doesn't qualify as a trend, because the home building market has yet to bottom out.

The nationwide inventory of new homes for sale edged down slightly to 533,000 and the equivalent months' supply at the sales pace was 7.5 months, down from 7.7 months. Completed homes for sale represent 33 percent of the inventory, while units still under construction make



## WEST COAST TRENDS - Continued

up 51 percent and permitted units for-sale comprise 16 percent.

### BLACK WALNUT TREES DYING IN OREGON

According to a report by the National Walnut Assoc., Walnut Bunch disease is likely killing the small minority of Black Walnut trees available in The Dalles, Ore. Most of the Black Walnut trees found in the region are dead or dying thanks to Walnut Bunch, which is compared to diabetes in people.

Similar to diabetes, Walnut Bunch affects the vascular system and causes the ends to die. Melody Putnam, director of the diagnostics laboratory at Oregon State University, said Willamette Valley has recently seen a high mortality rate of Black Walnut trees. She described the symptoms of Walnut Bunch as "witch's brooming," where dense clusters of short branches appear within a small area, in the shape of mistletoe.

## QUEBEC TRENDS - Continued from page 14

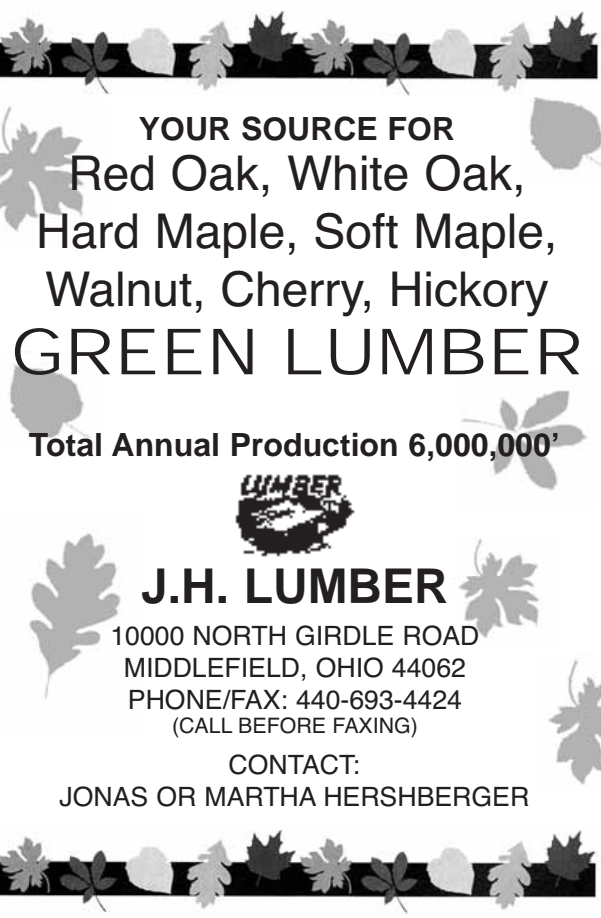
duction. Quebec experienced the greatest decline in the country, as production decreased by 20.4 percent to 1.18 million cubic metres, or 19.1 percent of total Canadian output. Quebec's production has declined monthly by double digits since July 2006, it was reported.

Housing starts rose 5.1 percent in August, rising to 226,500 units from 215,600 in July, announced Canada Mortgage and Housing Corporation recently. Expectations of starts had been set at 220,000 for the month. Construction on apartments and condos led the increase, though the government agency still believes that residential building will soon start to cool.

"Despite the increase in August, the pace of housing starts remains consistent with our view that residential construction will decrease gradually between now and the end of 2008," said CMHC's chief economist. This year's starts aren't keeping up with last year's blistering pace. Actual starts are about 4.5 percent lower than in the first eight months of 2006.

Quebec's housing affordability deteriorated across all segments in the most recent quarter despite modest price gains, according to the Housing Affordability report released by RBC Economics.

While the house prices in the past quarter only increased modestly, climbing mortgage rates, utilities and taxes eroded Quebec's housing affordability. According to the RBC report, the housing market has softened gradually over the past two years in Quebec. The slowdown has seen the annual pace of house price gains stabilize between four and five percent. It appears the market is roughly balancing its supply and demand conditions. The dynamics of the housing market have changed with the arrival of extended amortization mortgages. The ability to extend amortization up to 40 years temporarily offsets affordability pressures.



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## ONTARIO TRENDS - Continued from page 14

trends in the U.S. are on a decline. Manufacturers are persistent in their efforts to move developing production and some have reported mixed success in achieving this goal. Supplies are available in most grades of Red Oak and White Oak, which are having an impact on prices. Cash flow has become a critical item to many manufacturers at this time.

No. 2 Common Red Oak and White Oak is the opposite of the general market trend for Oak strip flooring. Supplies are tight in both 2-1/4 inch and 3-1/4 inch widths, keeping prices firm to higher. Demand for White Oak remains brisk. Many contacts report full order files for upcoming production, with several stating they are over-committed on available inventory. Prices for both green and kiln dried White Oak are firm.

The Ontario government recently announced its plan to plant 50 million trees across southern Ontario by 2020. This is great news for groups battling against climate change and for the environment. The Ministry of Natural Resources in partnership with Trees Ontario Foundation (TOF), will invest more than \$4 million (Cdn.) to support the planting of 2 million more trees beyond current levels by 2009. The Ministry will work with TOF and partners to build annual tree planting to levels that will meet the target of 50 million trees by 2020.

Agencies assisting with tree planting efforts include Ontario's Conservation Authorities, Conservation Ontario, Stewardship Ontario, the Ontario Forestry Association, the Forest Gene Conservation Association, the Ontario Tree Seed Plant and privately owned nurseries. TOF works closely with skilled foresters in these agencies, who identify optimal planting sites, and work with landowners to ensure the appropriate selection of native seedlings for specific geographic areas.

Landowners participating in tree planting on their property may be eligible for The Managed Forest Tax Incentive Program (MFTIP), which allows landowners owning more than four hectares of forested land to reduce their property tax if they prepare and follow a Managed Forest Plan for their property.

On the housing front, Canada Mortgage and Housing Corporation (CMHC) reported that Ontario's new construction market will continue its decline this year and next in the face of higher home prices and increased mortgage costs. The agency predicts housing starts for Ontario will fall to 66,950 in 2007 from 73,417 in 2006, further drop to 64,500 in 2008.

"The new construction market share of total home purchases has been dropping over the last several years," said an economist for CMHC. "One of the reasons is we are running out of land to build on, and if you look at the average price of a new single-detached home, it is clearly outstripping the price of a resale detached home." The price gap is pushing buyers to the resale market.

National housing starts are expected to fall from 227,395 in 2006 to 207,200 in 2008. Analysts say that despite these projections, Ontario's housing market remains on solid ground due to a powerful home resale sector. It is expected to reach record territory in the coming months with volumes hitting 209,500 this year and 202,000 in 2008. Reasons for this success are attributed to the stable job market, improvement in affordability, and high consumer confidence.



# OBITUARY

## William T. Tunstill

William T. "Bill" Tunstill, chief executive officer of Mid-Atlantic Wood Products Inc., headquartered in Taylorsville, N.C., recently passed away. Tunstill started his career in the wood industry with Nickey Brothers Lumber Co., before moving to Evans Products Co. and Weyerhaeuser.



During the mid-'70s, Tunstill joined Mid-Continent Wood Products, specializing in the import and sale of plywood, core and veneer. Later, he was involved in the creation of two companies. Seaport Plywood, a wholesale and retail establishment supplying panels and related products to the cabinet and construction industries opened in 1977.

In 1982, Mid-Atlantic Wood Products began operations, supplying various panels and wood components to the furniture and cabinet industries. Throughout his career, Tunstill was associated with various trade organizations such as the Hardwood Plywood and Veneer Assoc. (HPVA).

Though he retired from Mid-Atlantic in 1997, Tunstill remained active as chairman and CEO. Survivors include his wife, Willisteen; four children, David, Chris, Terry and Tim; six grandchildren and five great-grandchildren.

Memorial contributions may be made to the Mountain View Baptist Church Building Fund, 4266 River Road, Hickory, N.C. 28602.



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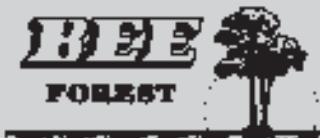
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### HELP WANTED

**Wolf River Lumber, Inc.** one of the nations largest, state-of-the-art 5A1 Red Book rated companies is seeking candidates for the following positions:

The successful candidate for our **Vice President of Sales and Marketing** position will have the following qualifications:

- Ability to function as a Sales/Marketing team leader and be responsible for profit contributions motivating sales teams
- Minimum of 5 successful years managing inside and outside Sales/Marketing functions in a \$20+ million sales business in the lumber/forestry industry or similar businesses where material yields and grades are significant to both domestic and international customers
- At least 5 additional years of proven experience in personal sales to customers in comparable industries
- Tested customer experience in demand forecasting by product
- The ability to energize a sales team to significantly increase volume
- Directed marketing research programs
- Effective use of computerized information, use of a dashboard and implemented CRM packages to manage Sales and Marketing functions
- B.S./B.A. in business, marketing, wood technology or forestry is required

The successful candidate for our **Sales Associate** position will have the following qualifications:

- Minimum of 5 years of aggressive sales experience in the hardwood lumber industry
- Ability to analyze customer needs and apply solutions
- Identify and develop new business opportunities
- Excellent oral and written communication skills
- Traveling to customers and trade shows is required
- B.S./B.A. in business, marketing, wood technology or forestry is preferred

Wolf River Lumber is a dynamic company and industry leader offering opportunities for growth. Please send a cover letter and resume with references to:



**Gary Ort, Kari Bunting, Scott Gilson**  
(920) 982-2542  
**Wolf River Lumber Inc.**  
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# INDEX

## *of Advertisers*

Abenaki Timber Corporation.....	74	Hanks, Bill, Lumber Co., Inc.....	98	Pride Hardwoods, LLC.....	103
Air Systems Mfg. of Lenoir, Inc.....	96	Hardwood Forest Foundation.....		Prime Lumber Company.....	
AJD Forest Products.....		Hardwood Forestry Fund.....		Progressive Solutions, Inc.....	11
ANCHORSEAL.....	23	Hardwood Lumber Manufacturing, Inc.....		Quality Hardwoods, Ltd.....	15
Atlanta Hardwood Corporation.....		Hardwood Manufacturers Assoc.....		Ram Forest Products, Inc.....	28
AWMV Industrial Products.....	73	Hawkeye Forest Products, Inc.....	59	Red River Hardwoods, Inc.....	
Barnes, J. Bruce, Inc.....	90	Hermitage Hardwood Lumber Sales, Inc.....	72	Rex Lumber Co.....	57
Batey, Ltd.....	98	Highland Hardwood Sales, Inc.....		Rives & Reynolds Lumber Co., Inc.....	19
Battle Lumber Co., Inc.....		Holmes & Co., Inc.....		Rock Hill Lumber, Inc.....	
Beard Hardwoods.....		Huntersville Hardwoods, Inc.....		Rosenberry, Carl L., & Sons, Lumber, Inc.....	87
Beasley Forest Products, Inc.....		Husky Hardwood Lumber.....	22	Rossi American Hardwoods.....	71
Bee Forest LLC.....	99	Indiana Wood Products, Inc.....	26	Salamanca Lumber Co., Inc.....	76
Begley Lumber Co., Inc.....	94	Industrial Timber & Lumber Corp.....	5	Salem Frame.....	92
Better Built Dry Kilns, Inc.....		Inter-Continental Hardwoods.....	63	Scoopsoft™ / BCE Business Solutions.....	4
Bingaman & Son Lumber, Inc.....		IPS Packaging.....	69	Shannon, J.T., Lumber Co., Inc.....	85
Biomass Combustion System, Inc.....	93	Irving, J.D., Limited.....	17	Shaver Wood Products, Inc.....	94
BLC Hardwood Flooring.....		ISK Biocides, Inc.....		SII Dry Kilns.....	9
Bradford Forest Inc.....	BC	J.H. Lumber.....	97	Simply Computing.....	24
Brenneman Lumber Company.....		Jones, Ron, Hardwood Sales, Inc.....		Sirianni Hardwoods, Inc.....	3
Bruce & Jenkins Lumber Co., Inc.....		Kendrick Forest Products.....	68	Southern Forest Products Assoc.....	
Bruggeman Lumber, Inc.....	29	Kentucky Forest Industries Assoc.....		Southern Pneumatics.....	
Brunner-Hildebrand Lumber Dry Kiln Co.....	65	Kepley-Frank Hardwood Co., Inc.....	89	Spencer, C.A., Inc.....	75
Buckman Laboratories Int'l, Inc.....	91	Kitchens Bros. Manufacturing Co., Inc.....	20	Stiles, A.W., General Contractors, Inc.....	
Cersosimo Lumber Co., Inc.....	FC	Kretz Lumber Co., Inc.....	IFC	Stiles, H.A., Company.....	103
Champlain Hardwoods, Inc.....		Kuhns Bros. Lumber Co., Inc.....	64	Storey Sawmill & Lumber Co., Inc.....	
Chaney Lumber Co., Inc.....		Lewis Controls, Inc.....	7	Swaner Hardwood Company.....	84
Church, Bryant, Hardwoods, Inc.....		Lewis, Dwight, Lumber Co., Inc.....	60	Sylvan Hardwoods, LLC.....	
ClearCreek Hardwoods.....	27	Limbo.....	26	T & S Hardwoods, Inc.....	
Cleereman Sales, Inc.....		Linden Lumber Co., Ltd.....	18	Taylor Lumber, Inc.....	52 & 53
Coastal Lumber Company.....	20	MacBeath Hardwood Company.....		Taylor Machine Works, Inc.....	1
Cole Hardwood, Inc.....		Mackeys Ferry Sawmill.....		Taylor, Ralph, Lumber Co., Inc.....	86
Cook, C.C., & Son Lumber Co., Inc.....		Maine Woods Company LLC.....		Tectronix Systems Inc.....	67
Corley Manufacturing Co.....	7	Maritime Lumber Limited.....	66	TRAM Lumber, LLC.....	99
Coulee Region Enterprises, Inc.....	24	Maxwell Hardwood Flooring.....		Tuscarora Hardwoods, Inc.....	80
Coulee Region Hardwoods, Inc.....	24	Mayfield Lumber Co.....		Twin River Hardwoods, Inc.....	103
Cramer, W.M., Lumber Co.....	60	McDonough Manufacturing Company.....		Two Rivers Timber Co.....	29
Cummings Lumber Co., Inc.....	95	Meridien Hardwoods of PA., Inc.....		U•C Coatings Corp.....	23
Curtner Lumber Co.....	99	Metal Detectors, Inc.....	58	USNR.....	79
Deer Park Lumber, Inc.....	27	Midwest Hardwood Corporation.....		Vaughn, Emmet, Lumber Co.....	
Devereaux Sawmill, Inc.....	70	Miller & Co.....		Weston Premium Woods Inc.....	
Distribution Management Systems, Inc.....	62	Missouri-Pacific Lumber Co.....		Weyerhaeuser Hardwoods & Industrial Products.....	77
Downes & Reader Hardwood Co., Inc.....	16	Mueller Bros. Timber, Inc.....	88	Wheeland Lumber Co., Inc.....	
Eagle Machinery & Supply, Inc.....	61	Musser Lumber Sales, Inc.....		White, Harold, Lumber, Inc.....	3
Eastern Lumber Corp.....	103	Neff Lumber Mills, Inc.....		Williams, Jerry G., & Sons, Inc.....	28
Elk Creek Lumber Co.....		Netterville, Fred, Lumber Company.....		Williams, R.J., Inc.....	
Emporium Hardwoods.....		Noland Lumber Co. Inc.....	95	Wilson Hardwoods Inc.....	
Evarts, G.H., & Co., Inc.....		North Pacific.....	21	Wilson Lumber Co., Inc.....	
Fields, Walter M., Lumber Co.....		Northern Hardwoods.....		Wolf River Lumber, Inc.....	10
Flamex, Inc.....	22	Northland Corp.....		Wolverine Hardwoods, Inc.....	
Forestry Systems, Inc.....		Oakcrest Lumber, Inc.....	29	WoodStorm Automation, Inc.....	
Freedom Forest Products, Inc.....	92	Oaks Unlimited.....		Yoder Lumber Company, Inc.....	13
G.F. Hardwoods, Inc.....	78	Olympic Forest Products, Inc.....	82		
GEMPAINT.....	23	O'Shea Lumber Co.....			
Gilbert Hardwood Centers, Inc.....	18	Parton Lumber Company, Inc.....	93		
Gilco Lumber, Inc.....	6	PCS VacDry USA, LP.....			
Graf Brothers Flooring.....	25	Peterman Lumber, Inc.....			
Granite Hardwoods, Inc.....		Peterson, Keith D., & Co., Inc.....	103		
Granite Valley Forest Products, Inc.....	2	Pike Lumber Co., Inc.....	IBC		
Grezenski, James, Forest Products, Inc.....	96	Pine Mountain Hardwood Lbr. Co.....	81		
Gutchess Lumber.....	83	Pine River Lumber Co., Ltd.....	99		
Haglof Inc.....		Powell Industries, Inc.....	97		
Hanafee Bros. Sawmill Co., Inc.....					

Note: Advertisers with no page number carry an alternating Ad schedule.



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