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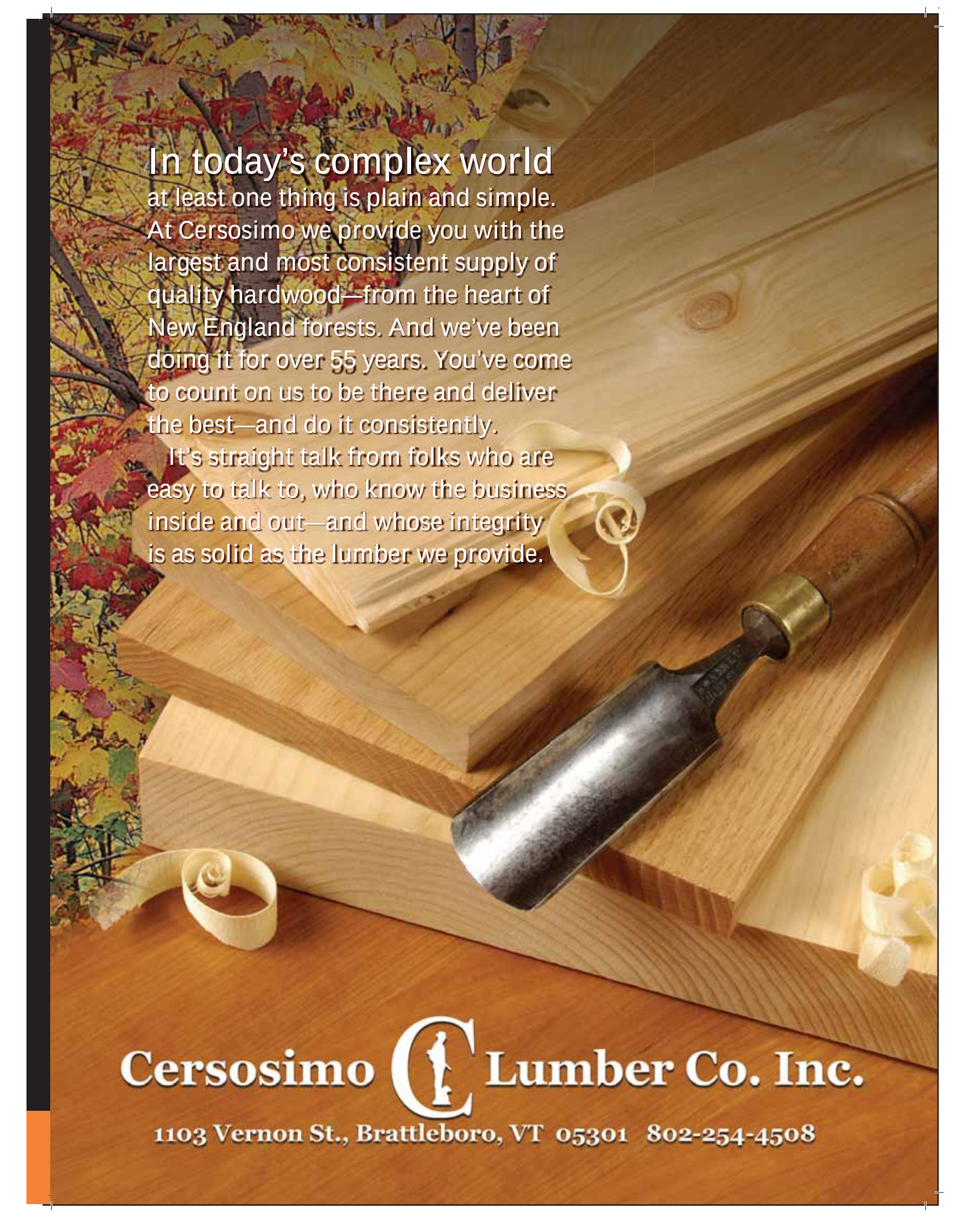


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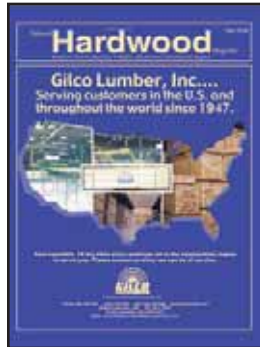
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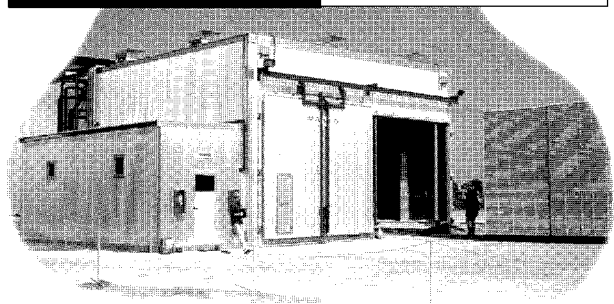
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HARDWOOD CALENDAR

MAY

Quebec Forest Industry Council, Annual Convention, Hilton Vieux-Quebec. To register, go to www.cifq.qc.ca. May 7-9.

Penn-York Lumbermen's Club meeting, Meridien Hardwoods, Jackson Valley, Pa. Contact: 607-594-3321. May 19.

JUNE

West Side Hardwood Club/Southwestern Hardwood Manufacturers Club joint meeting. Beach Club, Gulf Shores, Ala. Contact: 601-765-8892. June 7-9.

Penn-York Lumbermen's Club meeting, Emporium Hardwoods, Emporium, Pa. Contact: 716-373-1000. June 16.

JULY

Western Hardwood Assoc. Annual Meeting, Fairmont Chateau Whistler, Whistler, B.C. Contact: wha@western-hardwood.org. July 12-15.

Penn-York Lumbermen's Club meeting, Ron Jones Hardwood Sales Inc., Franklin, Pa. Contact 716-373-1000. July 14.

CALENDER - Continued

Appalachian Hardwood Manufacturers Inc., Summer Family Conference, The Green Grove Park Inn, Asheville, N.C. [Contact: 800-343-6466](tel:800-343-6466). July 27-29.

NOFMA: The Wood Flooring Manufacturers Assoc. meeting, Portland Regency, Portland, Maine. [Contact: www.NOFMA.org](http://www.NOFMA.org). July 31- Aug. 2.

Southeastern Lumber Manufacturers Assoc. Inc., 2008 Annual Conference, Red Rock Casino Resort and Spa, Las Vegas, Nev. [Contact: 770-631-6705](tel:770-631-6705). July 31-Aug. 2.

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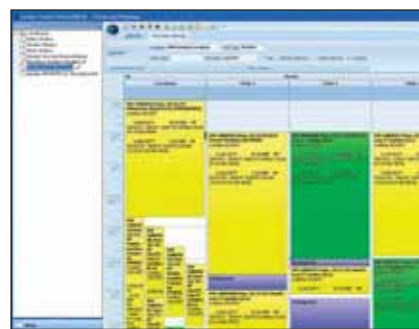
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SOUTHEAST

Sources in the Southeast believe the lumber industry's woes will continue in the coming months as the inventory of logs runs dry.

An Arkansas lumber manufacturer said the winter weather has just exasperated recent problems.

"There's a real shortage of logs, but it's hard to log when it's pouring down rain and the woods are under water," he said. "We're having to draw on our declining lumber inventory, which is down probably 15 to 20 percent from this time last year. Nobody's in good shape with logs."

However, the Arkansas source did note "very, very cautious optimism" in his company's 5/4 Red Oak market, which has seen increased sales to millwork manufacturers.

"Their business is surprisingly strong, and they are indicating to us that it's looking good into the second quarter," he said. "It has sure helped us to survive the overall downturn in the market. We are moving No. 1 Common and Better (in Red and White Oak), but not at the same price."

A Georgia wholesaler said his biggest concern as of late is not making, but rather completing the lumber sale.

"Everybody's wanting to pay later and later," he said. "Getting the order is a big deal, but getting paid for the shipment is an even bigger deal. Very few orders are being placed past 30 days, because they are not sure what they need 30 days from now. The lumber business is definitely not for the faint of heart at this time."

The Georgia source said he expects the current market conditions to continue for

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LAKE STATES

According to sources in the Lake States region, lumber sales have been "quiet" over the past several months, with even the once-hot species White Oak and Walnut slowing down.

An Indiana lumber manufacturer said the decline in business is due primarily to the downturn of the housing market.

"About everything you've got in inventory goes into floors or furniture," she said. "Locally, there are huge housing developments that are just sitting empty. They're not building anymore because they can't sell the ones they've already built."

The Indiana contact said an effort must also be taken to bring domestic Hardwoods back in favor with the national media.

"Home improvement magazines are all showing exotic and imported Hardwood floors," she said. "We're being told consumers don't want Red Oak, but most consumers don't know one wood from another. They buy what they see."

The source said she hopes the lumber industry can rebound soon, "where at least one species is favored somewhere. It's almost like there is no real species that stands out above the rest. Everything's slow."

A Michigan wholesaler said his company is moving more green lumber than kiln dried lumber right now.

"Soft Maple is still performing well, but No. 1 Common Hard Maple is backing up," he said. "Cherry died, but Red Oak's steady and cheap. I'm not sure why Cherry just died, being that the species

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WEST COAST

Depending on whom you talk to, the current lumber market situation on the West Coast is a mixed bag. While the decrease in the housing market has affected the bottom line, some sources are expecting a more solid 2008.

A Washington wholesaler, whose lumber products go into high-end homes, said his company could even see an increase in sales this year.

"Locally, we've seen a slight slowdown in tract housing, but custom homes are still going strong, and the commercial market is doing very well," he said. "If you look at this quarter versus 2006, business is down somewhere between 3 and 5 percent. But, unless there's some huge meltdown in the financial markets, I actually anticipate this summer that business will pick up."

The Washington contact said he realizes his company is lucky, and "there are some places in the country that are taking a beating. We have a good sales force, and a good reputation. Business is out there, but you've just got to work hard and continue to better your market share."

The source added that Cherry, Poplar, Sapele and African Mahogany are receiving the most sales. Basswood, Birch, Maple, Walnut, Red and White Oak are not as popular, he noted.

A California lumber manufacturer said many lumber companies are currently facing a "day-to-day existence," as consumer confidence continues to fall.

"We're cruising along, and moving a little bit of Poplar, Cherry and Alder," he said. "I don't really know which way to

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Canadian Trends

News from suppliers about prices,
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QUEBEC

Quebec manufacturers and sawmillers recently commented that lumber sales remained difficult, surging energy and freight costs and shipping delays were causing problems. Sawmills experienced low log levels in many regions, compounded by the heavy snowfall in most regions. Many worried about the spring break-up and the road restrictions that went into effect that would further limit logging.

Some exporters noted a slight increase in business, but shipping the lumber was a concern, due to delays and a shortage of containers.

Reports on Cherry in the Appalachian region show that production has slowed to a degree as demand has tumbled. Green supplies, however, continue to outpace the market's need. Buyers are taking a controlled approach to purchases to prevent unwanted inventory gains. This has compounded sale-ability issues and competition for orders, driving prices lower. Markets for kiln dried Cherry have become increasingly challenging for sellers. Overall use has fallen in relation to slower new home construction and remodelling in the U.S.

Red Oak continues to be popular with consumers, however, with the construction slowdown, it has affected the Hardwood demand for lumber and furnishing products using this species. Red Oak is reported to have experienced a proportional decline. Supply of No. 1 Common and Better is adequate to meet demand for green stocks as well as that of kiln dried market needs. Market conditions are reported to be more solid for the lower grades of Red Oak.

The Natural Resource Minister's plan to revolutionize Quebec's forest management regime would perpetuate a 'major flaw' that impedes industry consolidation, the council representing the Quebec forest industry says. The Minister's green paper that was made available recently is riddled with problems, including the maintenance of 'pertinency' measures that give harvesting rights to specific mills, said the lead economist for the Council of Forest Industries of Quebec (Conseil de l'industrie forestière du Québec).

The group feels it would be a disaster for the industry if it implemented as it is now. The group says they haven't seen any plans for industry consolidation from the Minister, and his blueprint for change does not allow for the central processing of wood at the most efficient mills.

It is reported that the average Quebec mill is operating at between

ONTARIO

Area sawmillers and wholesalers recently commented that ample supplies and finding new customers are hard to come by. The ability to move developing production is complicating potential activity. Sales are increasingly tied to buyers' immediate needs. Some sawmills have reduced their production over the winter months, while others have taken advantage of logging conditions in certain areas to boost winter-cut whitewoods production.

With Maple being produced at this time to support the market's future needs for winter-cut Hard Maple, as it is generally expected, the increase in volume is adding to already competitive conditions. Supplies are exceeding current demand.

Basswood continues to be purchased based on specific production or resale needs. Suppliers are being cautious by applying production controls when possible, bearing in mind the risks of excess market supplies.

The seasonal increases in whitewood production over the past few months have increased Birch supplies. With the construction slowdown in the U.S., and to some extent affecting Canada, demand for Birch and other Hardwood construction products has decreased somewhat, however, with much of the fallout affecting business for the common grades. Demand for the upper grades of Birch on the other hand appears to be stable.

There is adequate supply of Soft Maple, but with the contracted marketplace, it has resulted in reduced business for this species. Unlike Hard Maple and other species, Soft Maple has avoided the competition and negative price pressures.

Pallet lumber and container manufacturers comment that business is holding steady for now. Activity for Board Road material was at a seasonally slow rate and was mostly confined to previously established buyer/seller agreements, announced some contacts in this business.

The supply and demand of Oak strip flooring has not balanced itself out yet. This has been a very difficult period for many flooring manufacturers. Sale-ability is becoming a much harder issue, with market activity being focused on buyers' immediate needs and pricing issues. There currently exists a very controlled business environment comment several in the industry. Sales at reduced prices are unsustainable for manufacturers.

It was reported that some sawmills had temporarily shut down shifts for two weeks to draw inventories down because of the slow-

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News Developments

STEWART JOINS PREMIER FLOORING SOLUTIONS

Stephan Stewart recently joined the staff of Premier Flooring Solutions, headquartered in Anaheim, Calif., as a territory sales representative. In his new role, Stewart will serve the company's existing retail dealer base in the Northern California coastal region from Santa Cruz to San Francisco counties.

Prior to joining Premier Flooring Solutions, Stewart owned and managed a retail business for seven years in San Leandro, Calif. His experience led him to become president of a San Leandro-based business-networking group, containing more than 50 local business owners. Stewart is a member of the San Leandro Chamber of Commerce.

Premier Flooring Solutions' offering includes three company-branded engineered product lines Nature's Beauty, The Woodland Collection, Essenza; and is the distributor for Junckers Solid Traditions, a Danish manufacturer of solid Hardwood flooring.



Stephan Stewart

CAL DOOR HIRES NEW SENIOR VICE PRESIDENT

California Door Corp., located in Morgan Hill, Calif., recently named Glen Streeter senior vice president. Streeter previously worked with Enkeboll Designs, a Carson, Calif.-based architectural accent provider, as director of sales. He is a graduate of the University of British Columbia in Vancouver.

California Door Corp., known as Cal Door, is a wholesale manufacturer of custom carved doors. The company specializes in radius and louvered style doors, and can manufacture its products to customer specifications.



Glen Streeter

LABOR DEPT. PROPOSES NEW FMLA REGULATIONS

The U.S. Department of Labor (DOL), based in Washington, D.C., recently published a Notice of Proposed Rulemaking to update its regulations under the 15-year-old Family and Medical Leave Act (FMLA). The proposed rule is based on the Department's experience in enforcing this law, discussions with various "stakeholders" over the past six years, review of some 15,000 comments submitted to the DOL, and in response to certain court rulings.

In addition, the proposed rule solicits comments on the recent amendments to the FMLA, pertaining to qualifying events arising out of a covered family member's active military duty and attempts to better organize the existing regulations. For more information, visit www.regulations.gov.

TRANSPORTATION SECRETARY STUMPS FOR BORDER PROGRAM

U.S. Transportation Secretary Mary E. Peters recently asked Congress to continue efforts to implement trucking provisions in the North American Free Trade Agreement (NAFTA).

A coalition of more than 70 U.S. companies and agricultural and business organizations support the cross border trucking demonstration project because it allows U.S. exporters their first-ever access to ship products and produce into Mexico. If Congress decides to end the project, Mexico would have the right under NAFTA to impose fees and tariffs on U.S. goods that would result

News about North American industrial
Hardwood consumers and overseas
updates, including mergers, plant expan-
sions, association activities and personnel

in lost business and lost jobs, she said.

"Whatever their reason, this is no time to let the politics of pessimism dim the promise of prosperity for hundreds of thousands of American drivers, growers and manufacturers," Peters said. "We should be looking for every chance to open new markets for our drivers, to find new buyers for our products, and encourage new consumers for our produce."

OLDER BUYERS PEG DESIGN, CLOSENESS TO FAMILY REASONS TO MOVE

According to the National Assoc. of Home Builders (NAHB) 50+ Housing Council, over 250,000 people will opt to buy new housing in communities specifically built for those ages 55 or better, and more than 100,000 units will be constructed in 2008 that target the growing niche market. The report, "Profile of the 50+ Housing Market," also shows that "downsizing" is a relative term, and a vast majority of buyers relocate close to family.

The report found that homes in age-restricted active adult communities were only slightly smaller than other homes purchased by 55+ home buyers in both square footage and total number of rooms, but were less likely to include a specialty room such as a den or library. While 59 percent of age-restricted housing buyers felt they were moving into a better home, 41 percent said their new home cost more.

"These boomer buyers may be scaling back in their home size, but they aren't willing to sacrifice quality," said Robert Tippets, immediate past chairman of the NAHB 50+ Housing Council. "They're still looking for new homes that are well-designed and have many of the latest bells and whistles. What they are 'downsizing' is the maintenance that comes with owning the typical home with the big yard."

According to the American Housing Survey data that NAHB's researchers analyzed, most buyers (77 percent) chose a new home in a particular age-restricted community because they liked the home's look and overall design, while the top reasons they chose the community was the design (49 percent) and to be close to friends and relatives (28 percent). More than half of all new buyers in 55+ communities move within the same county as they currently live.

ARTISTIC FINISHES ADDS HUMIDIFICATION SYSTEM

Artistic Finishes, a leading prefinished accessory manufacturer in the Hardwood flooring industry, recently announced the addition of a humidification system to its primary wood storage facility, headquartered in St. Paul, Minn. The benefits of humidification include dramatically improved stability and health of the raw wood in-stock, with reduced warping, bowing and splitting of the material. The moisture that enters the wood is sealed-in upon staining and top-coating, thereby creating a higher quality, prefinished moulding, vent or stair tread.

"The investment made by Artistic Finishes in our new humidification system represents a big step forward in how we care for the raw and moulded wood in our warehouse," said Dave Raasch, operations manager. "The addition of this equipment is dramatically increasing the quality of our finished products and reducing scrap. In turn, this move will help us control product costs, of which the wood component makes up over 50 percent."

Artistic Finishes offers a unique line of prefinished, color-coordinated mouldings, vents and stair treads designed to blend with over 175 manufacturers' floors. For more information, visit www.artfinishes.com.

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NHHLA News

NHHLA Offers Kiln Dried Lumber Certification Program For Exporters



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

Last month, I wrote about NHHLA's expanded global activities. This month, I'd like to talk about a specific new service NHHLA is providing to help our members compete in the global marketplace.

Exports continue to be an increasingly important market for North American Hardwoods. Often, the shipments must obtain a phytosanitary certificate from the U.S. Department of Agriculture (USDA) to be accepted in the importing country. In 2007, the USDA's Animal and Plant Health Inspection Service (APHIS) proposed to increase the main phytosanitary certificate fee from \$50 to \$99. Considering the current state of the industry and the low profit margins right now, this increase could significantly harm the industry. The fee increase is held up in the Farm Bill right now, but NHHLA is working with the Hardwood Federation and the American Hardwood Export Council to find alternatives to the fee increase. APHIS estimates that the fee increase will be implemented about three months after the Farm Bill is passed.

NHHLA has an existing Memorandum of Understanding with APHIS to provide a kiln dried certification program modeled on the heat treatment program. Initially, NHHLA has offered this kiln dried certification program on a limited basis, with plans to expand as the program matures.

In conjunction with the Federation, NHHLA has been in discussions with APHIS to possibly allow kiln dried certificates to be used in place of a phytosanitary certificate. That decision must be made by each individual importing country.

Some countries have agreed to accept kiln dried certificates for Hardwood lumber, but with various exceptions. For example, Mexico will accept kiln dried certificates for all species except Elms. The European Union will accept it for species other than Maples, Oaks, Sycamore and Poplar. Unfortunately, those account for a significant portion of that market. Australia accepts the kiln dried certificate for all Hardwood species but requires possible higher temperature kiln drying requirements and final moisture content requirements.

These requirements are set by the importing countries and are not determined by NHHLA. However, NHHLA is working with the USDA/APHIS to expand acceptance of these kiln dried certificates

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The Hardwood Council

Hardwood Council Offers New Educational Initiatives

Two new continuing education programs and a white paper are part of The Hardwood Council's efforts in educating architects, designers, builders, specifiers and students on the durability, aesthetics, sustainability and healthy aspects of North American Hardwoods.

CEU's FOR ARCHITECTS AND DESIGNERS

"American Hardwoods for High-Traffic Areas," a continuing education program for architects, was recently published in *Architectural Record* (AR) magazine, reaching a potential 200,000 readers. After reading the material and taking the test, an architect should be able to evaluate the suitability of specifying American Hardwoods in high-traffic settings, explain how life-cycle thinking influences green building products selection, consider appropriate finishes for Hardwoods in different settings, and discuss economic considerations for Hardwood maintenance and care. Published in the December issue of AR, in just two months more than 330 individuals had read and taken the test for continuing education credits, which are required for maintaining professional licensing. To date, the Council's CEU ranks number two of the eight published in December.

A similar CEU was produced for interior designers. "American Hardwoods Stand Up to High Use" appeared in the January/February issue of *Interiors & Sources*, a publication read by 30,000 design professionals. Upon completing the article, readers should be able to identify which types of Hardwoods are specified for high-traffic settings, explain why factory-finished floors are more durable and consistent than on-site finished floors, and determine how a floor's abrasion-resistant qualities can be enhanced.

In addition to being in print, both CEU's appear on the publications' respective websites. They also can be found on the Council's website: www.hardwoodcouncil.com.

WHITE PAPER SEES HARDWOODS IN HOMES OF THE FUTURE

Just off the press is the fifth installment of the Material Matters white paper series. "American Hardwoods in Tomorrow's Homes: Seven Case Studies" focuses on innovative and sustainable uses of American Hardwoods as they were presented at the 2007 Solar Decathlon competition in Washington, D.C. Sponsored by the Department of Energy's Office of Energy Efficiency and Renewable Energy, the Solar Decathlon challenged 20 college and university-led teams from the United States and three foreign countries to find the wave of the future in energy-efficient abodes.

American Hardwoods were well-represented among the appealing, energy-efficient materials in the homes, with student designers using White and Red Oak, Ash, Birch, Cherry and Maple, for interior millwork, flooring, furniture, shelves and cabinetry. In each project, traditional Hardwoods combine with exciting, new spatial configurations and high technology to show what's in store for green-conscious homeowners in years to come.

If the houses designed and built for the Solar Decathlon 2007 are any indication, American Hardwoods have an important role to play in the sustainable dwellings of the future.

The Material Matters white paper series is an educational resource for architects, designers and specifiers, offering ideas on sustainability and natural materials.

The Council will distribute the new white paper at trade shows, as well as posting it to the website.

The Hardwood Council is a coalition of 10 trade associations who work together to promote the increased use of North American Hardwood flooring, paneling, furniture, cabinetry and decorative millwork in residential and commercial construction. More information can be found by visiting the Council website at www.hardwoodcouncil.com.

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AHEC Update

AHEC Convention Returns To Vietnam

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



The 13th AHEC Southeast Asia and Greater China Convention will be held at the Sheraton Saigon in Ho Chi Minh City (HCMC) on June 19-20, 2008. This year's convention, with the theme "US Hardwood – Sustainable and Reliable Resource for Manufacturing & Design" will attract furniture manufacturers, architects, designers, wood processors and traders from all over Asia as well as Hardwood exporters from the U.S.

HCMC was selected as a thriving center of wood importing and processing as the new economic drive of Vietnam develops in ever-more sophisticated products and furniture. Keynote speakers from Europe, across Asia and the U.S. will form a program that should have something for everybody. The environmental credentials of American Hardwoods will be a special focus alongside the facts of the resource as a long-term sustainable supply of quality Hardwood material renowned for its beauty, performance and acceptability in global markets. For Vietnamese there will be the opportunity of networking with delegates from the far corners and for visitors the chance to see the dynamic country that is Vietnam today.

The rise in consumption of American Hardwoods in Vietnam has been almost as spectacular as the rise in Vietnam's economy and particularly its furniture industry. Last year Vietnam imported U.S. Hardwood logs, lumber and veneer valued at \$97 million – up 62 percent from the previous year, accounting for 50 percent of all American Hardwood sawn lumber imported by the whole ASEAN region. When Taiwanese companies first started to invest in furniture production in Vietnam in the 1990s, American Hardwood was a raw material of relatively minor importance here. By 2003 when, the American Hardwood Export Council (AHEC) held its first Asian Convention in Ho Chi Minh City some progress had been made by U.S. exporters. By 2005 Vietnamese traders and manufacturers imported \$38 million and U.S. Hardwood producers became extremely active in supplying the fast expanding furniture industry.

During the last few years AHEC has worked closely with Vietnamese organizations to develop an understanding of the design and manufacturing opportunities with these timbers, such as

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Flooring Report

The Enduring Sustainability Of Wood



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

Public awareness about environmental issues is at an all-time high, and increasingly, consumers are doing their part by choosing products that have a minimal impact on the environment. As consumers become more ecologically

conscious, they are demanding the use of sustainable and renewable building products in their homes and businesses.

The facts are clear: wood flooring is the only flooring option available that is completely sustainable, and with new guidelines promoting responsible forest management, wood flooring has become the flooring option of choice among many eco-friendly builders, architects, specifiers, designers and consumers.

Wood flooring is the most abundantly renewable flooring material available. Sustainable forest management makes it possible to harvest wood without any serious impact on the environment, because trees are a renewable resource that can be replaced time and time again.

Wood is produced in a factory called a forest by a renewable source of energy called the sun. Nonrenewable building materials must be produced in man-made factories. This requires large inputs of fossil fuels, resulting in high carbon dioxide emissions. In other words, all other possible flooring substitutes are more harmful to the environment. The answer to using environmentally friendly building options, then, is not to use less wood, but to grow more trees, and to promote sustainable forests.

Which is exactly what is happening. According to the United States Department of Agriculture Forest Service, the average annual net growth for Hardwoods is greater than average annual removals. In fact, the average growth to removal ratio is 1.66, which means that for every cubic foot of Hardwood removed from the standing inventory, 1.66 cubic feet is added. And while it is true that it can take 40-60 years for those trees to mature, since wood flooring lasts in excess of 100 years, the inventory will be available long before it is needed. In all, the standing Hardwood volume currently is approximated at 328 billion cubic feet, an increase of nearly 90% since 1953. Clearly, forests are sustainable, making wood a sustainable resource, and an obvious choice for environmentally conscious consumers.

To provide more scientific data regarding the environmental benefits of Hardwood flooring, the National Wood Flooring Association Industry Research Foundation recently conducted a Life Cycle Analysis of wood flooring in conjunction with the University of Wisconsin, in Madison. The study focused on solid Hardwood flooring. A life cycle analysis of engineered wood flooring currently is underway.

The report provides a detailed analysis of the impact wood flooring has on our environment, from a seedling in the forest, through

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Component Trends



WCMA To Exhibit At International Woodworking Fair - 2008



by STEVE LAWSER
CAE, Executive Director
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The WCMA will exhibit from a 200-square-foot booth at the International Woodworking Fair-IWF 2008 to be held in Atlanta, Ga., on August 20-23. We will display dimension and component products produced by our members and promote these products by distributing our new WCMA Wood Components Buyer's Guide and receiving sales leads from interested dimension and component buyers who stop by our booth.

All sales leads will be sent to WCMA members following the show.

The International Woodworking Machinery & Furniture Supply Fair is the largest woodworking machinery and supply show of its kind in the Western Hemisphere. Over 1,400 exhibitors will feature the most innovative new technology, machinery, supplies and services in the woodworking industry. Nearly 45,000 industry representatives from 80 countries are expected to attend IWF 2008 to see what's new in woodworking machinery and equipment and to get an update on the production side of the woodworking industry.

Many WCMA members either exhibit or attend this important industry trade show. This show is ideal for our members as they are buyers of machinery and equipment and also sellers of components to the OEM wood product manufacturers who attend the show.

IWF 2008 will feature an expanded technical and business conference program, including a new symposium the day before the show opens and 16 sessions during the show designed to educate IWF 2008 buyers with the latest information on technology, manufacturing and business techniques. Experts from a wide variety of industry segments will headline the program.

The 2008 conference program focuses on advancing business management skills; implementing profitable, efficient and safe production strategies; and providing information on new technology, processes and manufacturing techniques and industry and environmental standards and regulations. The diverse program includes the all day symposium on the latest developments in wood finishing and technical and business sessions such as the economic and logistical impacts of going green, how to create a winning factory, CNC processing, lean manufacturing, expanding into new market segments, improving the bottom line, and recruiting and retaining quality employees.

For further information on how to register for IWF 2008, please visit the IWF website at www.iwfatlanta.com. You can also contact the International Woodworking Fair office at (404) 693-8333; Email: info@iwfatlanta.com or the WCMA at www.woodcomponents.org.



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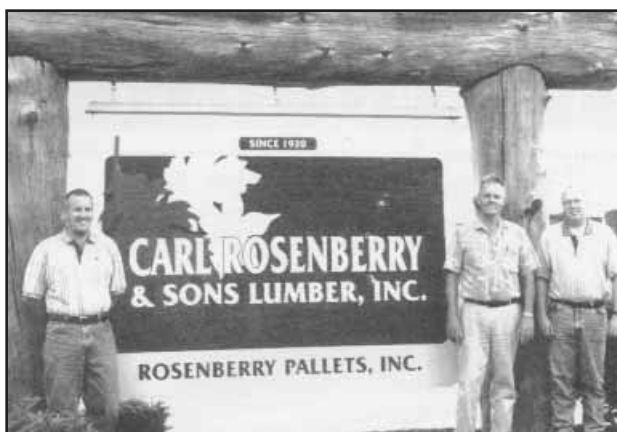
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Regal's A Company On The Move

BY CLARE ADRIAN

Anaheim, Calif.— A customer of Regal Custom Millworks, located here, who places an order for moulding at 8 a.m. Tuesday can be installing that moulding at 7 a.m. Thursday. Quality and quick turn around are just two reasons why the family-owned business, along with its counterpart Reel Lumber, is moving to a new location with much anticipated room to grow.

During a time when businesses were closing across America in the 1930s, E.G. Reel, started his firm in boomtown USA—Los Angeles. Reel Lumber came into existence in 1932, carrying 10 species of Hardwood lumber and experiencing steady growth for 44 years. E.G.'s two sons, Don and Gil, moved the thriving business to Anaheim in 1976. By that time, the number of stocked species had increased, Reel was beginning to also carry Hardwood mouldings and plywood, and to acquire milling machinery. The subsequent move was intended to enable the company to manufacture its own mouldings and other millworks. In 1982, the Regal Custom Millworks plant operations began turning out stock items and producing special runs to customer specifications.

Shortly after, the company implemented a will-call department for customers to browse and select their own materials. The unique service was so popular that by 1983, the owners were already inspired to purchase an existing lumberyard in Riverside where customers can choose from a wide assortment of lumber, mouldings and plywood products for will-call or delivery. Also on hand are woodworking books, magazines, and specialty hand tools. In 1989, the entire original will-call department was moved to a separate store location in Anaheim on North Kraemer Boulevard. With customer convenience always in the forefront, additional products such as adhesives, stains, veneers and corbels have been added to the Hardwood mouldings, surface lumber, plywood and other millworks available.

For some time, it had been evident to current third generation family members in charge—Shirley Reel as president and husband, Jim Cadwell, chief of operations—that business was going nowhere but up, concurrent with the growth of the

city. Cadwell discovered an opportune moment for much needed expansion. The distribution yard and mill property on Santa Ana Street were situated on a parcel of land zoned for housing development. The city purchased it, creating the means for a Reel/Regal relocation to a 13.5 acre site in the Corona area, 25 miles southeast of Anaheim. Both operations, currently situated on 2 acres, will move to the new location within a two-year time frame.

For now, rough lumber, finished lumber and the will-call department all occupy 35,000 square feet of a pole shed while the mill is another 7,000 square feet. "It's not big enough. I've moved and gotten rid

exotics, from companies such as Banks Hardwoods in Mottville, Mich., R.A. Miller Hardwoods in Buffalo, N.Y., and Pike Lumber in Akron, Ind.

Regal's wholesale market covers Southern California, as far south as the Mexican border and north beyond Santa Barbara, manufacturing custom runs of surface to size, straight-line one edge, and smooth-rip two edge to match patterns or drawings designated for mouldings, cabinets, flooring or picture frames.

As soon as the rough lumber is delivered, it is blanked to two clean edges, processed to either straight-line one edge, smooth two edge or ripped to the custom pattern size, knives are ground, and a moulder is set to the template designated thickness. Straight line one edge may be sent back to the planer to be surfaced appropriately. The order is then banded and sent to the will-call department.

Considering all the milling runs done in the plant on the two Weinig grinders, three Weinig moulders, the 18-inch Newman and 36-inch Oliver planers, the two 24-inch Mereen-Johnson arbor rip-saws, the Diehl straight-line and Mattison resaw, in any one eight hour day, said Carranza, "we put through 30 to 35,000 board feet of lumber."

Much of the success of the companies is due to efficiency and reliability of personnel and the comfort of working within a family atmosphere. Carranza knows the business like the palm of his hand. When he gives a new customer a tour, he goes into explicit detail. "Operations run smoothly, employees come to work happy, the owners are nice, caring people. That's why I'm here," said Carranza.

During the winter holiday season, he organizes a pre-Thanksgiving picnic lunch for the 17 mill employees. Also, the owners treat all 65 employees of Reel

"Word gets out that we're doing quality work."

Al Carranza, Regal mill manager

of equipment since I took over to maximize space," said mill manager Al Carranza, who came on board in 1988 and started running the mill in 1998.

"Word gets out that we're doing quality work. If I get a new account, I send one load, see if they like it, then they get a larger load," he explained. Sister company Reel is Regal's biggest account, totaling 85 percent of the millwork's business. Reel Lumber purchaser, Don Best, orders 3,000,000 board feet of Hardwood lumber per year, the most prevalent species being Maple, Oak, Alder, Poplar, Cherry, Mahogany, Walnut, Euro steamed Beech, and lesser amounts of Hickory, Pecan, and

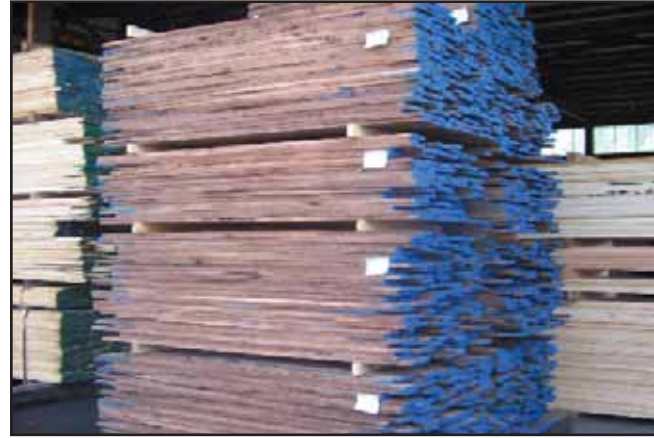
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Regal Custom Millwork employees include: (front, from left) Al Carranza, Adam Carranza, Angel Aguilera, Jose Aran, Ray Carmona, Jesus Chavira and Everardo Chavira; (back, from left) Jose Carranza, Rafael Arreola, Juan Gavilanes, Miguel Tellez, Hector Mejia, Antonio Casas, Amador Retano and Alex Garcia. Not pictured: Tony Carranza and Arturo Guzman.



Jose Aran, of Regal Custom Millwork in Anaheim, Calif. feeds the Newman planer for finishing.



4/4 Walnut is milled and ready for ripping to sizes at Regal's facility.



Completing a customer's order, Miguel Tellez stacks finished lumber from the Newman planer.



Amador Retano straps a finished unit.

Manufacturers Rely On Meridien's Quality

BY PAUL MILLER JR.

Pittsfield, Pa.— For over 20 years, Meridien Hardwoods of Pa. Inc. has provided “everything you’ll ever need from the forest.” Located 40 miles east of Erie, Pa., the company supplies all grades and thicknesses of lumber in Cherry, Hard and Soft Maple, Red Oak, Ash and Poplar to furniture, kitchen cabinet and architectural millwork manufacturers.

A graduate of the 32nd class of the National Hardwood Lumber Assoc. (NHLA) Inspection School in Memphis, Tenn., Dan Ferman started Meridien Hardwoods in May 1983. Prior to starting the company, he spent two years in the U.S. Army before going to work for Green Rock Lumber Co. and Carman Spears Lumber Co. In 1973, he was hired as a salesman by GMC Hardwoods Inc.,

located in Dover, Mass., where he worked for 10 years before starting Meridien Hardwoods.

For the first three years, the company was run from Ferman’s home office in Sugar Grove, Pa. In 1986, he bought the 18-acre concentration yard in Pittsfield, Pa., where the firm operates today. Originally, there was an office building, garage and one pole building for storage.

Over the years, the business has achieved success by continually adding and updating equipment. It has expanded to include five dry kilns with a drying capacity of 250,000 board feet, two trim lines with 40 sorts, two double end trimmers, an automatic lumber stacker, two T-sheds and several storage buildings with a capacity of 1.8 million board feet. Last year, the entire 18-acre lumberyard was paved to make operations run more smoothly.

Meridien Hardwoods draws its lumber from its Northern Appalachian region including Pennsylvania, New York, Ohio and West Virginia, as well as Ontario and Quebec. During a normal cycle, the company will have 400,000 to 500,000 board feet of lumber on sticks and the kilns filled to capacity at all times. All lumber is inspected before and after kiln drying, and customers can count on getting the lengths, color and sort of their choice.

Longtime yard manager Rick Frye oversees up to 20 employees, while also managing day-to-day yard operations, operating the dry kilns and organizing lumber for shipment. Running a two-crew, eight-hour shift, the company handles approximately 50,000 board feet of lumber daily.

Ferman is joined in the business by his family including his wife, Anne, who handles administrative duties, along with a secretary, Karen Morton. His sons, Shawn, Brandon and Michael are also onboard. Shawn Ferman has been with the company for nearly 20 years, driving forklifts, loading and unloading kilns and trucks, and supplying both trim lines with lumber. Brandon Ferman began piling lumber in junior high school, and learning the business from the bottom up. He completed several grading and kiln drying courses before graduating in 2001 with a business management degree from Penn State University, and joining the company’s sales staff. Michael Ferman has followed the same path as his brother, Brandon. Along with grading and kiln drying courses, he earned a business marketing degree from Edinboro University in 2003 before joining the company.

Another family member, nephew Michael Songer, is an “invaluable asset”

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Shawn, Brandon and Michael Ferman, sons of the firm’s owner, Dan Ferman, stand in front of the sign for Meridien Hardwoods of Pennsylvania Inc., which is located in Pittsfield, Pa.



Lumber grader Terry Barrett grades lumber on the green chain.



This picture shows lumber being staged for kiln drying under a T-shed.



This photo shows lumber being staged for shipment in a storage building on the left, while lumber is being taken off sticks on the right.



This picture shows kiln dried lumber being piled down.



An employee of Meriden Hardwoods is shown storing lumber in one of the company's storage buildings.

HMA Event Spotlights Global Marketing, Tracking Trends

BY PAUL MILLER JR.

Savannah, Ga.—Members and guests of the Hardwood Manufacturers Association heard realistic, yet upbeat, speakers during its recent 2008 National Conference and Expo held here at the Hilton Savannah DeSoto.

The three-day event hosted guest speakers who addressed a wide array of topics. Among the speakers was Art Raymond of A.G. Raymond & Co., who delivered his exclusive TrendTracker Report at HMA. Among the findings in TrendTracker: wood home furniture consumption in 2007 dipped slightly from 2006 figures, but still remains higher than 2005 totals; the consumption of Oak by furniture manufacturers has dropped from 22 percent in 1997 to 7 percent in 2007; from 2006 to 2007, residential construction fell 22 percent; wood consumption for the manufacture of kitchen cabinets dropped 23 percent from 2006 to 2007; and the bright spot has been the

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Gil and Mary Ellen Thurm, Hardwood Manufacturers Assoc. executive director and spouse, Pittsburgh, Pa.; and Patti and Jimmy Jones, J.E. Jones Lumber Co., New Bern, N.C.



Gordon McIlvain, Alan McIlvain Co., Marcus Hook, Pa.; Karen and Jim Dills, Baillie Lumber Co., Hamburg, N.Y.; and Kari Ort-Bunting, Wolf River Lumber Inc., New London, Wis.



Ron Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.; Linda Jovanovich, Hardwood Manufacturers Assoc., Pittsburgh, Pa.; and Steve Jones, Ron Jones Hardwood Sales Inc.



Eric Porter, Abenaki Timber Corp., Kingston, N.H.; Dick Kordes, Kuhns Bros. Lumber Co. Inc., Lewisburg, Pa.; Ray Wheeland, Wheeland Lumber Co. Inc., Liberty, Pa.; Rick Seroski, Weaber Inc., Lebanon, Pa.; and Scott Seyler, Kuhns Bros. Lumber Co. Inc.



Jim and Karen Dills, Baillie Lumber Co., Hamburg, N.Y.; and Charlie and Seth Netterville, Fred Netterville Lumber Co., Woodville, Miss.



Tim Reid, Buckman Laboratories International Inc., Memphis, Tenn.; Charlie and Seth Netterville, Fred Netterville Lumber Co., Woodville, Miss.; Laura McQueen, Anthony Timberlands Inc., Beirne, Ark.; and Mike Sumrow and Jim Collette, Buckman Laboratories International Inc.



Mike and Laura McQueen, Anthony Timberlands Inc., Beirne, Ark.; Bart Jones, Buckman Laboratories International Inc., Memphis, Tenn.; and Kathy and Tony Messina, Frank Miller Lumber Co. Inc., Union City, Ind.



Todd Nelson and Barry Hodges, Thompson Appalachian Hardwoods Inc., Huntland, Tenn.; Skip and Beth Edwards, and Mark and Christie Lowe, Baillie Lumber Co., Hamburg, N.Y.



Rod Weaver, Scott Seyler, Tim Kuhns, Dick Kordes, Marsha Kuhns and Cathy Kordes, Kuhns Bros. Lumber Co. Inc., Lewisburg, Pa.



Kerrie Combs, Virginia-Carolina Forest Products Inc., Lawrenceville, Va.; Jeff Hanks, Bill Hanks Lumber Co. Inc., Danbury, N.C.; Marcia Strickler, Virginia-Carolina Forest Products Inc.; and Mark and Lanette Williams, Jerry G. Williams & Sons Inc., Smithfield, N.C.



Michael Cersosimo, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; Lee Stitzinger, BWP Hardwoods Inc., Brookville, Pa.; Paula Turlington, Dan Mathews, Ken Matthews and Thom Brown, SII Dry Kilns, Lexington, N.C.; and Karl Schmertzler, Yoder Lumber Co. Inc., Millersburg, Ohio

Additional photos on next page



Jim Gauntt, Railway Tie Assoc., Fayetteville, Ga.; John Sleva, Woodcraft Industries Inc., St. Cloud, Minn.; Art Raymond, A.G. Raymond and Co. Inc., Raleigh, N.C.; and Steve Lawser, Wood Component Manufacturers Assoc., Marietta, Ga.



Clay Harper, Turn Bull Lumber Co., Elizabethtown, N.C.; Mike Parton, Gilkey Lumber Co. Inc., Rutherfordton, N.C.; and Ryan Harrell, Suffolk Forest Products Inc., Suffolk, Va.



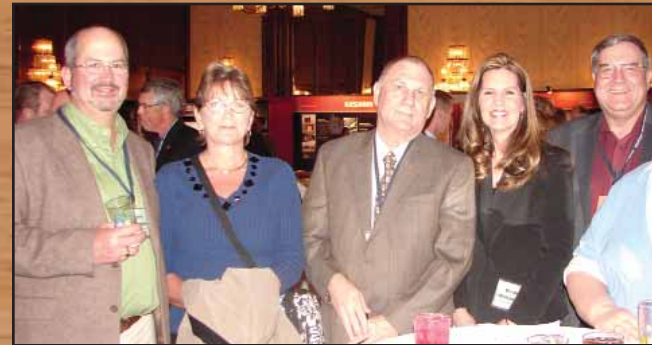
Jack Haessly, Haessly Hardwood Lumber Co., Marietta, Ohio; Randy Zellis, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; and Jeff Hanks, Bill Hanks Lumber Co. Inc., Danbury, N.C.



Rusty Logue, Tommy and Thomas Battle, Battle Lumber Co. Inc., Wadley, Ga.; and Bill McCauley, Northwest Hardwoods, Federal Way, Wash.



Scott Marcus and Scott Theurer, Forestry Group Software LLC, Portsmouth, N.H.



Terry and Rachel Stockdale, BWP Hardwoods Inc., Brookville, Pa.; Stanford Neglay, Maxi Mill Inc., Albany, Ore.; Deidra Williamson, Edwards Wood Products Inc., Marshville, N.C.; and Don Neglay, Maxi Mill Inc.



Libor and Helena Cech, Blue Ridge Wood Products Inc., Marion, N.C.; and Lois and Don Blair, Edwards Wood Products Inc., Marshville, N.C.



Wilson Jones, Mackeys Ferry Sawmill Inc., Roper, N.C.; Mark Combs and Owen Strickler, Virginia-Carolina Forest Products Inc., Lawrenceville, Va.; and Ryan Harrell, Suffolk Forest Products Inc., Suffolk, Va.



Karl Schmertzler, Yoder Lumber Co. Inc., Millersburg, Ohio; Whit Whitmire, Jeff Cowley, Bob Pope, Carl Thomas and John Seifert, USNR, Woodland, Wash.; and Mel Yoder, Yoder Lumber Co. Inc.



Tom McIlvain, TBM Hardwoods Inc., Hanover, Pa.; Ron Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.; and Galen Weaber, Weaber Inc., Lebanon, Pa.



Deborah Hawkinson, Hardwood Federation, Washington, D.C.; and Dale Shughart, Colleen and John Dunkelberger, Bingaman & Son Lumber Inc., Mill Hall, Pa.



Paula Turlington, SH Dry Kilns, Lexington, N.C.; Scott Cummings, Cummings Lumber Co. Inc., Troy, Pa.; Bill Rosenberry, Carl L. Rosenberry & Sons Lumber Inc., Fort Loudon, Pa.; and Dan Mathews, SH Dry Kilns



Robert Taylor, Taylor Machine Works Inc., Louisville, Miss.; James Rogers, MaintainIT Ltd., Greenville, S.C.; Jack Shannon III, J.T. Shannon Lumber Co. Inc., Memphis, Tenn.; Norm Murray, U-C Coatings Corp., Buffalo, N.Y.; and Barry Black, Taylor Machine Works Inc.



Troy Brown, Hardwood Manufacturers Assoc. president, Kretz Lumber Co. Inc., Antigo, Wis.; and Tim and Natalie Sprink, East Perry Lumber Co., Frohna, Mo.



Kevin Corder, AWMV Industrial Products, Indianapolis, Ind.; Donald Bryant, Buchanan Lumber Birmingham, Aliceville, Ala.; and Stacy Thompson, AWMV Industrial Products



Jay Lee, Turn Bull Lumber Co., Elizabethtown, N.C.; Hugh Hawley, McDonough Manufacturing Co., Eau Claire, Wis.; and Peter de Leeuw, Yield Strategies Inc., Chapel Hill, N.C.

Additional photos on page 59

Appalachian Club Awards Efforts

Greensboro, N.C.—

Members and guests of the Appalachian Lumbermen's Club met at the Grandover Resort here recently and recognized the distribution of several key grants.

The Appalachian Lumbermen's Club issued the following grants: Haywood Community College was awarded \$6,500 for the reinstatement of their Wood Products education. The school now offers forest mapping, log grading, and lumber grading, among other courses, to train students in the forest products industry through their continuing education program. This way, the cost is less and there is no penalty for out-of-state students. According to a spokesperson for the Appalachian Lumbermen's Club, this is the only program of this type, and they need funding to make the sawmill operational among other expenses.

The Hardwood Federation was presented a \$5,000 grant. Mark Vollinger thanked the group for renewing their membership with the Federation. He also updated the group on how the Federation is pushing legislators to recognize wood as an environmentally friendly resource worthy of more points on the LEEDS standards. He explained that the Federation successfully targeted importers who were avoiding tariffs due to misclassification of products entering

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PHOTOS BY GARY MILLER



Phil West and Bob Conger, Coastal Lumber Co., Weldon, N.C.; Greg Pappas, Coastal Lumber Co., Goldsboro, N.C.; and Larry Walker, Forest Products Inc., Conover, N.C.



David and John Leonard, Lawrence Lumber Co., Maiden, N.C.; Kim Vollinger, W.M. Cramer Lumber Co., Hickory, N.C.; and Steve Cash, Jim Cash Lumber Co., Hickory, N.C.



Bill Phillips and Doug Younts, Y & Y Hardwood Inc., Lexington, N.C.; David Turner, Eastern Lumber Corp., Orangeburg, S.C.; and Sully Sullivan, American Eagle Forest Products, New Bern, N.C.



Gary Miller, National Hardwood Magazine, Memphis, Tenn.; and Chad and Jimbo Shaver, Shaver Wood Products Inc., Cleveland, N.C.



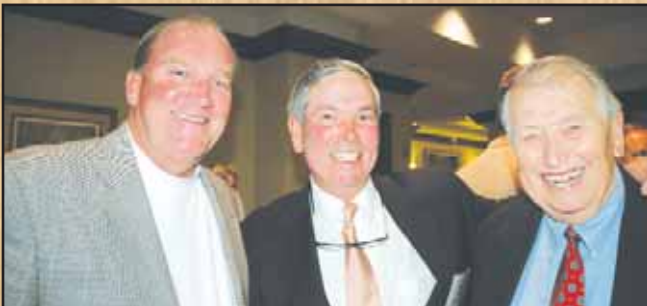
Rick Wheeler and Steve Leonard, Lawrence Lumber Co., Maiden, N.C.; Rich Thompson, Tanner Lumber Co., Elkins, W.Va.; and Robert Young, Cole Hardwood Inc., Mableton, Ga.



Finn Grubbe, Bruce & Jenkins Lumber Co. Inc., Greensboro, N.C.; Ernie Pait, Zickgraf Hardwood Flooring Co., Franklin, N.C.; Howard Bollinger, BOLDesigns Inc., Lenoir, N.C.; and Mark Vollinger, W.M. Cramer Lumber Co., Hickory, N.C.



Kim Bergenser, Tradelink Wood Products, Greensboro, N.C.; Guy McLean, Bruce & Jenkins Lumber Co. Inc., Greensboro, N.C.; Ole Sorensen, Flamex Inc., Greensboro, N.C.; and Charlie Lancaster, Tradelink Wood Products



Ken Hardy, T&S Hardwoods Inc., Milledgeville, Ga.; Skipper Beal, Beal Lumber Co., Little Mountain, S.C.; and Walt Setzer Jr., Walt Setzer Consultants, Camden, S.C.



Tommy Steadman, Upton Lumber Co., Alberta, Va.; Linwood Truitt, Beasley Forest Products Inc., Hazlehurst, Ga.; and Ken Matthews, SII Dry Kilns, Lexington, N.C.



Tony Honeycutt, Mullican Flooring, Johnson City, Tenn.; Hal Tester, Hood Distribution and McEwen Group, High Point, N.C.; Bill Conley, Conley Millwork Inc., Statesville, N.C.; Mark Pierce, Cranberry Hardwoods Inc., Beckley, W.Va.; and Mike Ray, U-C Coatings Corp., Buffalo, N.Y.



Jamie Straka, Vernon James Co., Hickory, N.C.; Ken Matthews, SII Dry Kilns, Lexington, N.C.; Bill Conley, Conley Millwork Inc., Statesville, N.C.; and Jim Skiver, Liberty Lumber Co., Liberty, N.C.



Jerry Vaughn, Emmet Vaughn Lumber Co., Knoxville, Tenn.; Tom Mason, Tom Mason Lumber Sales Inc., High Point, N.C.; and Robert Conner and John Varner, Denton Hardwoods Inc., Thomasville, N.C.



Tom Inman, AHMI, High Point, N.C.; Rob Cumbia, Northland Forest Products, Ivy, Va.; and Ernie Pyle Jr., Ontario Hardwood Co., Keysville, Va.

Additional photos on page 52

Pilot Project Announced At AHMI Meeting

Marco Island, Fla.—

BY GARY MILLER

Speakers at the recent 2008 Annual Meeting of Appalachian Hardwood Manufacturers Inc. (AHMI) announced a pilot project on forest certification and revealed changes in store for the mid-Atlantic ports.

The two sessions were among the business highlights of the annual meeting of AHMI, which was attended by more than 160 members and spouses.

“Our business sessions had a keen focus and socially, the weather was perfect,” said Tom Inman, AHMI president. “I was extremely pleased by our attendance this year and the valuable information we were able to provide to participants.”

A key presentation was from the Sustainable Forestry Initiative (SFI) and the announcement of a pilot project with AHMI to offer forest management and chain of custody certification for AHMI members. The AHMI Board of Trustees approved the plan in January that gives AHMI members access to a third-party audited certification program at a substantial savings.

AHMI has been working for more than one year on a group licensing project to assist members seeking certification. AHMI has met with SFI and the Forest Stewardship Council since early 2007. Inman said he hopes to have a similar arrangement later this year with FSC.



Pat and John Crites, Allegheny Wood Products, Petersburg, W.Va. Crites is the immediate past president of the Appalachian Hardwood Manufacturers Inc. (AHMI) and Rick and Kathy Armstrong, Homer Gregory & Co. Inc., Morehead, Ky. Armstrong is the new chairman of AHMI.

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Ben and Carol Forester, Rex Lumber Co., Englishtown, N.J.; Matt and Jennifer Begley, Begley Lumber Co. Inc., London, Ky.; and Tom Inman, AHMI, High Point, N.C.



John Crites, Allegheny Wood Products, Petersburg, W.Va.; Buck Harless, GILCO Lumber Inc., Gilbert, W.Va.; and Jim C. Hamer, Jim C. Hamer Co., Kenova, W.Va.



Dan Mathews, SII Dry Kilns, Lexington, N.C.; Mac and Mitch Carr, Augusta Lumber Co., Waynesboro, N.C.; Beth Mathews, SII Dry Kilns; and Ed Downes, Downes & Reader Hardwood Co. Inc. Stoughton, Mass.



Bill and Ginny Campoll, Coastal Lumber Co., Weldon, N.C.; and Rosemary and Tom Inman, AHMI, High Point, N.C.



Norm and Thuy Murray, U-C Coatings Corp., Buffalo, N.Y.; and Cathy and Richard Kordes, Kuhns Bros. Lumber Co. Inc., Lewisburg, Pa.



Roy and Scott Cummings, Cummings Lumber Co. Inc., Troy, Pa.; and Tony Honeycutt, Mullican Flooring, Johnson City, Tenn.



Richard Kordes, Kuhns Bros. Lumber Co. Inc., Lewisburg, Pa.; Wendell Cramer, W.M. Cramer Lumber Co., Hickory, N.C.; Scott England, GILCO Lumber Inc., South Charleston, W.Va.; and Jim Burris, Corley Manufacturing Co., Chattanooga, Tenn.



Tony and Angela Honeycutt, Mullican Flooring, Johnson City, Tenn.; and John and Mindy Foley and Tracie and Richard Sturgill, Pine Mountain Hardwood Lumber Co., Whitesburg, Ky.



Blake Stansell, Forestland Group LLC, Chapel Hill, N.C.; Jim Burris, Corley Manufacturing Co., Chattanooga, Tenn.; Chris Keziah, Oak Ridge Hardwoods, Oak Ridge, Tenn.; and Mike Hincer, Forestland Group LLC, Abingdon, Va.



Mark and Kim Vollinger, W.M. Cramer Lumber Co., Hickory, N.C.; Sally and Ron Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.; and Judy Cramer, W.M. Cramer Lumber Co.



Ken Michaels, ISK Biocides Inc., Oakland, Md.; Mitch Carr, Augusta Lumber Co., Waynesboro, N.C.; and Lance Johnson, ISK Biocides Inc., Roanoke, Va.



Mark Church, Church & Church Lumber Co., Millers Creek, N.C.; Tim Church, Bryant Church Hardwoods Inc., Wilkesboro, N.C.; and Kin and Vicki Church, Church & Church Lumber Co.



Gary Miller, National Hardwood Magazine, Memphis, Tenn.; Rosemary Inman, AHMI, High Point, N.C.; and Karen and Joe Pryor, Oaks Unlimited, Waynesville, N.C.



Larry Thompson, T & S Hardwoods Inc., Milledgeville, Ga.; Jimmy Powell, Canton Hardwood Co., Canton, N.C.; and Jack Hatfield, Jim C. Hamer Co., Kenova, W.Va.

Additional photos on page 55

Wood Tech ‘Reinvents The Mill’

BY WAYNE MILLER

Portland, Ore.—

The Oregon Convention Center here was buzzing with activity recently as 250 exhibitors filled 80,000 square feet of exhibit space while thousands of industry professionals visited to examine the products vendors displayed at the 34th Wood Technology Clinic and Show.

Throughout the years, this trade show has remained dedicated to primary wood processing and technology, and has proven to be a leading exposition for equipment, machinery, services and technology.

The three-day expo also offered several guest speakers with specific knowledge to various facets of the wood products industry. The keynote presentation –Great Hardwoods in Hawaii, But a Tough Place to Do Business– was given by Jim McQuinn, of Hawaii Island Hardwoods LLC.

Some other speakers and subjects included: The Color of Profit Is Green, by Mike Lipke, president, Turbo Wood Products; Biomass: An Environmental Alternative, Frank Wilson, The Pacific Lumber Co.; The Practical Science of Cutting Wood, H. Reid Smith, Saw Control Systems; and Alternative Equipment Financing, Jack Winsten, president, Threshold Financial.



Sales team, USNR, Woodland, Wash.



Terri and Jesse Vigil, Metal Detectors Inc., Eugene, Ore.



Steve Zobrist, “D” Stake Mill Inc., McMinnville, Ore.; and Darren Gellerson and Don Vanney, Weyerhaeuser Hardwoods & Industrial Products, Arlington, Wash.



Jack Corley, Karen Bernhagen, Karen Fifer and Chuck Boaz, Corley Manufacturing Co., Chattanooga, Tenn.



Frank Campbell, ISK Biocides Inc., Memphis, Tenn.; and Dave Reynolds, ISK Biocides Inc., Battleground, Wash.



Lee Hamre, Jason Gasparik, Tom Forest, Keith Goodin and Billy Kelly, Taylor Machine Works Inc., Louisville, Miss.



Harlan Lawler, California Redwood Co., Korb, Calif.; and Paula Turlington, SII Dry Kilns, Lexington, N.C.



Darin Thompson, Pepper Browne and Casey Dean, Timber Products Inspection, Vancouver, Wash.



Tom White, Gary Kolari and Bill Moore, American Wood Dryers Inc., Clackamas, Ore.; and Harvey Chandler, Hampton Lumber Mills, Randle, Wash.



Butch Bernhardt, Western Wood Products Assoc., Portland, Ore.; and Allen Brackley, U.S.D.A. Forest Service, Sitka, Alaska



Perry Rosehill, Logging & Sawmill Journal, North Vancouver, B.C.; and Karl Heine, Brunner-Hildebrand Lumber Dry Kiln Co., Nashville, Tenn.



Terry Kerwood and Melinda Lilley, The Engineered Wood Technology Association, Tacoma, Wash.; and Jack Merry, APA - The Engineered Wood Association, Tacoma, Wash.



Jesse Hardin, Roseburg Forest Products, Roseburg, Ore.; Mark Wells, Roseburg Forest Products, Dillard, Ore.; Don Jon Pelc, Roseburg Forest Products, Dillard, Ore.; and Greg Balmer and Rob Shell, Tectronix Systems, Inc., Surrey, B.C.

U-C Coatings Hosts Penn-York Members

PHOTOS BY SUSAN GLUNT

State College, Pa.—

At the Atherton Hotel, located here, nearly 100 members and guests of the Penn-York Lumbermen's Club gathered for an evening of networking and dinner during the association's monthly meeting.

Jamie Barnett, representing the National Hardwood Lumber Assoc., gave a presentation about the work being conducted at the lumber grading school in Elkins, W.Va. Additionally, attendees participated in an interactive informal discussion about the status of the lumber industry.

During the meeting, Mark Sharer, director of development for Pennsylvania State University, was presented a check for \$5,000 by Penn-York for the institution's forest resources building fund.

The next Penn-York Lumbermen's Club meeting is set for May 19 to be hosted by Meridien Hardwoods in Jackson Valley, Pa.



Tom Johel, U•C Coatings Corp., Buffalo, N.Y.; Dave Lupsha, Associated Hardwood Inc., Granite Falls, N.C.; Trevor Vaughan, Ron Jones Hardwood Sales Inc., Union City, Pa.; and Rodney West, Babcock Lumber Co., Champion, Pa.



Earl Wangler, Salem Hardwood Inc., Adamsville, Pa.; Sherman VanVoorhis, VanVoorhis Lumber, Big Rock, Pa.; Joe Catalone, Lyons Equipment Co. Inc., Brookville, Pa.; and Bob Rorabaugh, Rorabaugh Lumber Co., Burnside, Pa.



Nelson Ochs, Walter McIlvain Co., Leeper, Pa.; Joe Zona and Steve Fox, Deer Park Lumber Inc., Tunkhannock, Pa.; and Jeffrey E. Barnhart, Barnhart Wood Products, Emlenton, Pa.



David Krumenacker, Krumenacker Lumber Co., Carrolltown, Pa.; Colleen and John Dunkleberger, Pine Creek Lumber Inc., Mill Hall, Pa.; and Harry Riethmiller, Riethmiller Lumber, New Wilmington, Pa.



Geoff Brown, Freedom Forest Products Inc., Zeeland, Mich.; Randy Flament and Bill Tallyen, Emporium Hardwoods Inc., Emporium, Pa.; and Hud Caldwell, Gutches Lumber, Latrobe, Pa.



Paul Kephart, Industrial Timber & Lumber Corp., Beachwood, Ohio; Doug Davis, Gutches Lumber, Latrobe, Pa.; Scott Porosky, Porosky Lumber Co., Preston Park, Pa.; and Rich Harden, Gutches Lumber



Mark Krumenacker, Krumenacker Lumber Co., Carrolltown, Pa.; Matt Douthit, Douthit Logging, State College, Pa.; and Jamie Barnett, W.Va. Wood Technology Center, Elkins, W.Va.



Blair Walker, Babcock Lumber Co., Champion, Pa.; Jim George, AG Choice Farm Credit, Lewisburg, Pa.; and Shannon and Lou Sycz, Pine Creek Lumber, Mill Hall, Pa.



Missie Geitner and Chris Harter, W.J. Cox Associates, Clarence, N.Y.; Ed White, Wagner Hardwoods, Cayuta, N.Y.; and Bob Pope, USNR, Montpelier, Vt.



Sharon Clevenger, Coastal Lumber Co., Spartansburg, Pa.; Bob Kittle, McDonough Manufacturing Co., Eau Claire, Wis.; and Jack Monnoyer and Greg Ochs, PW Hardwood LLC, Brookville, Pa.



Jeff Herman, Tanner Lumber Co., Wilmore, Pa.; Garry Drawbaugh, O'Shea Lumber Co., Glen Rock, Pa.; Larry Baker, Baker's Lumber Co. Inc., Cherry Tree, Pa.; and Shawn Covalt, O'Shea Lumber Co.



Bob McCabe, Bingaman & Son Lumber Inc., Kreamer, Pa.; Paul Lyskava, Pennsylvania Forest Products Assoc. (PFPA), Harrisburg, Pa.; Mike Meiser, Bingaman & Son Lumber Inc.; and Michael Butcher, Weston Forest Group, Mississauga, Ont.



Rick Rufo, Elk Creek Lumber Co., York, Pa.; Bob Knowlden, Lori Brooks-Knowlden and Alexis Knowlden, Brooks Lumber Co., Ralston, Pa.; and Harlow Floray, PFPA, Harrisburg, Pa.



Alan Metzler, Metzler Forest Products, Reedsville, Pa.; Frank Wagner, Walker Lumber Co. Inc., Woodland, Pa.; Alecia Gold and Scott Seyler, Kuhns Bros. Lumber Co. Inc., Lewisburg, Pa.



Jay Reese, Penn-Sylvan International, Spartansburg, Pa.; Randy Byers, Kane Hardwood, Kane, Pa.; and Cam Koons, Deer Park Lumber Inc., Tunkhannock, Pa.

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MAST

Harless Receives AHMI Lifetime Achievement Award

Marco Island, Fla.—

Appalachian Hardwood Manufacturers Inc., headquartered in High Point, N.C., presented James H. “Buck” Harless of Gilbert Lumber Co., with its first Outstanding Lifetime Achievement award at the 2008 Annual Meeting held here recently.

John Crites, AHMI chairman, presented Harless with a carved eagle from West Virginia artist John Garton to commemorate his years of service. Harless has been an active member of AHMI for over 60 years, and his companies have contributed to the success of AHMI and the Appalachian Hardwood industry. Crites said the award honors those achievements and Harless’ personal and business commitments.

“We are extremely pleased this morning to honor a true friend of our association and one of the most successful lumbermen in the region and likely the world, Mr. James H. ‘Buck’ Harless,” Crites said. “Buck Harless is truly one of the eagles that soars in this region, and we honor you for your foresight, commitment and devotion to this industry.”

Harless opened Gilbert Lumber Co., located in Gilbert, W.Va., in 1947. Starting out with just “\$500 and a one-horse sawmill,” Harless grew the operation to its current height. Today, the firm is called International Industries Inc., and operates more than 15 lumber, coal mining and real estate companies, and aluminum and steel trailer manufacturers.

In 1994, Harless and his partner, C. Fred Stewey, gave the employees of International Industries Inc. stock, and the company became employee owned to continue its legacy and desire to provide for the future of the employees and their families.

Harless has been recognized with numerous honors including *The Charleston Gazette-Mail’s* “West Virginian of the Year”; City of Hope’s Spirit of Life award; West Virginia University’s Order of Vandalia, “Most Loyal Mountaineer” and the West Virginia Coal Hall of Fame; West Virginia Bar Association’s “Public Citizen of the Year” award; Marshall University Campaign for Prominence honoree; Rotary International Foundation’s Paul Harris Fellowship; honorary doctoral degrees from a half dozen institutions of higher learning; and most recently, *Executive Magazine’s* Pinnacle Award.

Harless also donated \$11 million to honor his son, Larry Joe Harless, who passed away in 1995. The Larry Joe Harless Community Center offers a full fitness center including a gymnasi-



John Crites, AHMI chairman, left, presents the Outstanding Lifetime Achievement Award to Buck Harless.

um, walking track, aerobics, Olympic-size indoor pool, theaters, computer lab and various programs for all ages.

In accepting the award, Harless said, “I remember in 1949 when I was approached by the members of AHMI who said that they had a problem and wanted me to go to Washington on their behalf. This association has been a wonderful thing to come together, solve problems together and work together on behalf of the industry. Thank you so much.”

AHMI is a 200-member trade association, headquartered in High Point, N.C., with the goal of promoting logs, lumber and products from the Appalachian Mountain region.



Furniture China, FMC Join Expo Forces



Shanghai, China— Furniture Manufacturing & Supply China 2008 (FMC 2008) will be staged alongside FMC Premium at the Shanghai New International Expo Centre, Sept. 10-13. Under the umbrella of the Furniture China Exhibitions, the two shows will provide outstanding business opportunities to companies supplying raw materials, components and machinery to furniture manufacturers. While FMC will host machinery and technology manufacturers, FMC Premium will welcome exhibitors supplying quality raw materials and parts for the furniture production.

The shows benefit from co-location with Furniture China, Asia's leading trade show for the furniture industry, which is expected to welcome 80,000 domestic and international trade visitors. FMC and FMC Premium will host about 650 companies on 32,000 square meters of exhibition area. About 26,000 domestic and 4,000 overseas visitors will visit FMC and FMC Premium in the newly finished exhibition halls E5 and E6, and the temporary exhibition halls 2-4 G and 3-4 H.

FMC and FMC Premium are not only allocated to new exhibition halls, but also will feature better classified display areas to make navigation easier. For example, FMC will set up several display sections, such as office fittings, fabric and leather, soft furniture manufacture.

International woodworking manufacturers, such as Homag, Biesse, Weinig, SCM, Shoda, IMA, Wemhoener, Freud, Leitz, Leuco and Heian, have confirmed their participation. The Taiwan Woodworking Manufacturers Association will come with over 30 of their members, including Fonjin, Jun Shiao, Anderson, Huan Hong, Kuang Yung, Gesong and Tsung Chang. In addition, a large number of domestic woodworking machinery manufacturers will take part, among them Nanxing, Shanghai Yuetong, Qiulin, Sichuan Qingcheng, Tiege, Beisheng, Ganglong, Sinhui, Fuma and V-Hold. After two years' absence, Qingdao Huashunchang as a leader of Qingdao woodworking Machinery association will again attend FMC in 2008.

Suppliers of upholstery furniture manufacturers are upbeat about current business prospects and are joining in large numbers, with companies such as Foshan Yuantian, Chee Siang, Square, Xinqunli, Beichuan and Zhongwei presenting their products.

Following the departure of ZOW China, FMC Premium will set an exclusive business platform for domestic and international quality suppliers of furniture accessories and material. Designed to provide an open and harmonious atmosphere with uniform, high-quality exhibition stands, FMC Premium continues to provide a forum where exhibitors can concentrate fully on business. Catering and selective visitor access will make attendance efficient and effective for both visitors and exhibitors.



Asia's leading trade show is expected to welcome 80,000 domestic and international trade visitors.



FMC and FMC Premium will host about 650 companies on 32,000 square meters of exhibition area.



FMC will host machinery and technology manufacturers and FMC Premium will host exhibitors who supply raw materials and parts for furniture production.

Furniture Market Attendance Down, But Orders Strong

BY DEBORAH ARMSTRONG

Tupelo, Miss.—

Bill Cleveland, president of the Tupelo Furniture Market (TFM) complex, could not deny that attendance at the recent bi-annual event was considerably less than previous years.

“We were disappointed in attendance,” he said after the close of the TFM. “Where we lost traffic was the mom-and-pop stores.” He added that store reps told him that their dealers had cut back on their volume of store employees, rendering store-owners unable to leave their operation to attend the market.

Regardless, the usual Top 100 dealers were present at the Tupelo Furniture Market, and exhibitors reported strong order-writing throughout the event.

Cleveland did confirm a couple of changes underway at TFM. He said the Tupelo Furniture Market will be shortened by one day in the future and consolidation of space is being considered.

He added that shortening the market by a day both in February and in August will be the “new format for the future unless customers tell us to do otherwise.”

The possibility of consolidating space at the market is the result of attempting to resolve a recurring complaint that TFM is too long. Cleveland said, however, that no immediate plans exist to minimize space in the Tupelo and Mississippi buildings.

Cleveland and the staff at TFM will spend the next few months preparing for the summer market, which is set for Aug. 21-24.



Oak and Cherry are used in these handcrafted clocks by Howard Miller in Zeeland, Mich. The Tupelo Furniture Market included an extensive display of Miller clocks and cabinets.



Beecham Swing Co., located in Lexington, Tenn., displayed an Adirondack chair and glider made of Poplar in its TFM booth. The company sells these items unfinished.



A four-shelf Oak bookcase stands at the center of the exhibit hosted by BG Industries Inc., of Lafayette, La. This item is part of the firm's Timeless Heirlooms collection on display at TFM.

**The next Tupelo Furniture Market
is set for Aug. 21-24.**



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Indianapolis, Ind.—

According to the Indiana Hardwood Lumbermen's Assoc. Inc., the Indiana Senate recently stood firmly behind its principles, and insisted that in order for Green Building legislation to pass in Indiana, it must be done in a way that would not be to the detriment of Indiana's important Hardwood industry.

As environmental groups, architects, and green building advocacy groups pushed for the passage of House Bill 1280, they quickly learned that it wasn't going to happen unless the concerns expressed by the Hardwood industry were addressed.

When it became apparent that the bill would die in the Senate, its proponents finally came to IHLA and asked if there could be a compromise in order to get a bill passed.

The original version of the bill mandated that all public buildings be built to the LEED standard, which requires among its many provisions, that only FSC wood could be used to earn the LEED credit. While in the House, the bill was amended to include other ANSI-approved rating systems, such as SFI. It passed the House 51-45, despite IHLA's expressed opposition to the bill. The straight party-line vote had all Democrats supporting and all Republicans opposing. Even a few Democrats in the heart of "Hardwood country" stood with their party instead of their Hardwood constituents.

The Senate, however, was a different story, as both Republican and Democrat Senators stood staunchly behind the Hardwood industry. Senate Minority Leader Richard Young (D-Milltown), Lindel Hume (D-Princeton), Richard Bray (R-Martinsville), Jeff Drozda (R-Westfield), the bill's sponsor Brandt Hershman (R-Monticello) and Committee Chair Beverly Gard (R-Greenfield) were all champions when it came to making sure that the bill was fairly balanced, which included not overlooking Hardwoods as an environmentally-friendly and renewable resource.

IHLA's testimony challenged the sense of passing legislation that would give preference to materials such as Bamboo over Hardwoods, and ignored the state's Hardwood resource in favor of items which are more environmentally irresponsible to manufacture and transport. They also pointed out several shortcomings in the LEED system, questioned the need for a mandate, and called attention to a recent newspaper article in which the Indianapolis president of the Architect's Assoc. (AIA) urged members to start becoming more environmentally aware by using Bamboo instead of Hardwoods.

IHLA's proposals will be considered in study committee, and if agreed upon, would make the following changes to the bill:

- Include a price preference (5-10 percent) for wood products purchased from Indiana companies.
- Remove the LEED credit for FSC certified wood, unless the wood is bought from an Indiana company.
- To receive the 2 LEED credits for locally sourced materials, language would be added to indicate that this includes non-certified wood.
- The inclusion of language somewhere in the bill that recognizes that Indiana's Hardwood forests are verified sustainable by the IDNR and USFS, and
- The USGBC agrees to meet with representatives of Indiana's Hardwood industry to discuss the LEED standard as it relates to Hardwoods (not a part of the bill).

For updated information, email RayM@ihla.org.



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Don Blair, Edwards Wood Products, Liberty, N.C.; Jack and Cliff McKittrick, J.W. McKittrick Lumber Co., Camden, S.C.; and David Hutchison, Edwards Wood Products, Marshville, N.C.



David Evans, Home Lumber Co. Inc., Eden, N.C.; Stacy Dillon and Bud Griffith, Griffith Lumber Co. Inc., Woolwine, Va.; Greg Pappas, Coastal Lumber Co., Goldsboro, N.C.; and Jimmy Jones, J.E. Jones Lumber Co., New Bern, N.C.



Jimbo Shaver, Shaver Wood Products Inc., Cleveland, N.C.; Charlie Lancaster, Tradelink Wood Products, Greensboro, N.C.; Kenneth Stephens, Associated Hardwoods Inc., Granite Falls, N.C.; and Joe Pryor, Oaks Unlimited, Waynesville, N.C.



Tom Morris, TRAM Lumber LLC, Seagrove, N.C.; David Evans, Home Lumber Co. Inc., Eden, N.C.; and Hildred Briggs, Briggs Sawmill & Co. Inc., Bunn, N.C.



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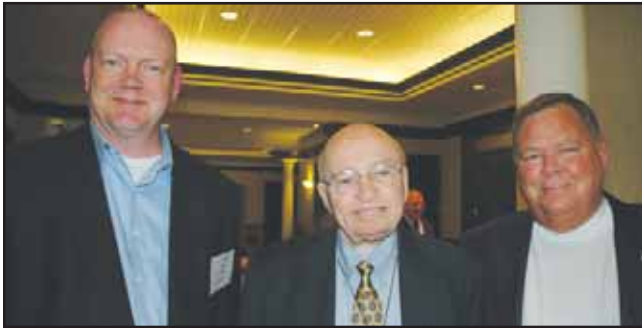
APPALACHIAN CLUB PHOTOS - Continued



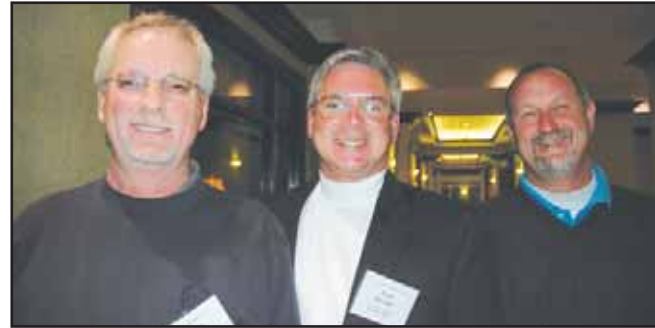
David McLean, Bruce & Jenkins Lumber Co. Inc., Greensboro, N.C.; Donnie Turner, Liberty Lumber Co., Liberty, N.C.; and Ray Hunt, Austin Hunt Lumber Co. Inc., Statesville, N.C.



Paul Gates, Tradelink Wood Products, Greensboro, N.C.; and Rob Cumbia, Northland Forest Products, Ivy, Va.



Tom Wright, Liberty Lumber Co., Liberty, N.C.; Ralph Elliott, DLH Nordisk Inc., Greensboro, N.C.; and Dennis Teague, Kincaid Furniture, Hudson, N.C.



Wayne Bollinger, W.B. Frames Inc., Newton, N.C.; Fred Hardin, Gilkey Lumber Co. Inc., Rutherfordton, N.C.; and Rodney Lawing, Conover Lumber Co. Inc., Conover, N.C.

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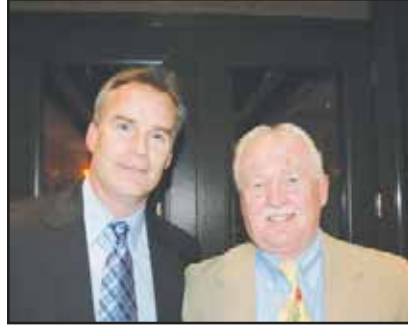





APPALACHIAN CLUB PHOTOS - Continued



Greg Pappas, Coastal Lumber Co., Goldsboro, N.C.; Martin Lang, BFP Co., Greensboro, N.C.; and Rodney Lawing, Conover Lumber Co. Inc., Conover, N.C.



Tim McGill, DLH Nordisk Inc., Greensboro, N.C.; and Lanny Vessell, Horizon Forest Products, Greenville, S.C.



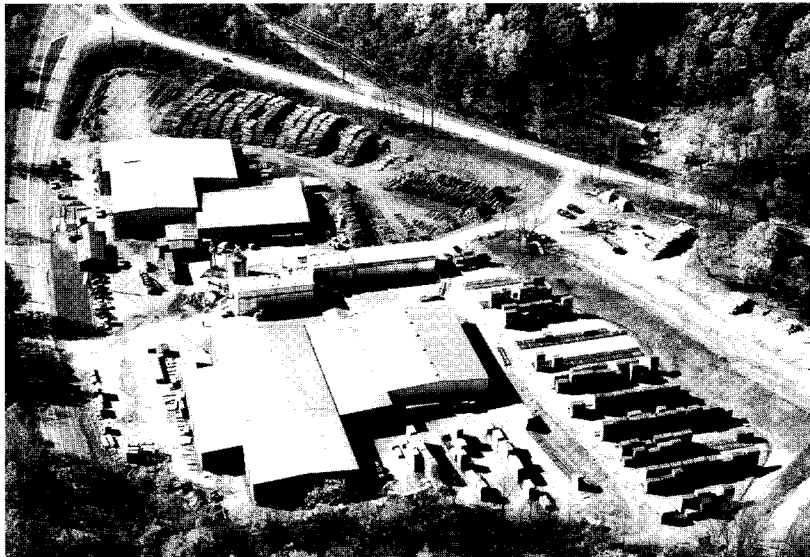
Randy Rose and Clayton Leonard, Cronland Lumber Co. Inc., Gold Hill, N.C.; and David Kay, Forest Products Inc., Conover, N.C.



Ernie Pyle Jr., Ontario Hardwood Co., Keysville, Va.; Tom Hayes, Roanoke Forest Products Co. Inc., Roanoke, Va.; Danny and Rebekah Arnold, Little River Lumber Co. LLC, Taylorsville, N.C.; and Mike Ray, U•C Coatings Corp., Buffalo, N.Y.



Don Blair, Edwards Wood Products Inc., Liberty, N.C.; David Hutchison, Edwards Wood Products Inc., Marshville, N.C.; Kenneth Jacobson, Uniwood Inc., Greensboro, N.C.; and Brian Hoschek, Ketcham Forest Products, Garner, N.C.



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Mike Hoover and Marijo Wood, Neff Lumber Mills Inc., Broadway, Va.; and Carol and Ben Forester, Rex Lumber Co., Englishtown, N.J.



Mark and Kim Vollinger, W.M. Cramer Lumber Co., Hickory, N.C.; Jimmy Powell, Canton Hardwood Co., Canton, N.C.; and Mitchell Powell, Powell Industries Inc., Waynesville, N.C.



Fred Blackmon, Heritage Forest Products Inc., Deland, Fla.; Dean Alanko, Allegheny Wood Products, Petersburg, W.Va.; and Mitra, Jay and Reza Reese, Penn-Sylvan International, Spartansburg, Pa.



Stephanie England, GILCO Lumber Inc., South Charleston, W.Va.; and Hallie Harless, JoAnn and Gary White and Buck Harless, GILCO Lumber Inc., Gilbert, W.Va.

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Rick Burnett, Cross Creek Sales, Augusta, Ga.; Ed Downes, Downes & Reader Hardwood Co. Inc., Stoughton, Mass.; and Bill, Reza and Marie Reese, Penn-Sylvan International, Spartansburg, Pa.



John Crites, Allegheny Wood Products Inc., Petersburg, W.Va.; Tim Edger, Lumbermen's Underwriting Alliance, Youngwood, Pa.; and Courtney and Tim Borntraeger, Babcock Lumber Co., Pittsburgh, Pa.



Paul and Dorothy Mathews, SH Dry Kilns, Lexington, N.C.; and Jack Hatfield, Jim C. Hamer Co., Kenova, W.Va.

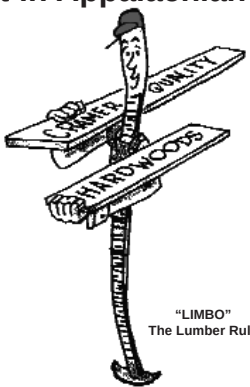


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Lauren and Rick Burnett, Cross Creek Sales, Augusta, Ga.; and Mary Ann Miller, National Hardwood Magazine, Memphis, Tenn.



Mary-Ellen and Gill Thurm, Hardwood Manufacturers Assoc., Pittsburgh, Pa.



John and Carol Ann Graybeal, McCloud Lumber Co. Inc., Hampton, Tenn.; and Wendell Cramer, W.M. Cramer Lumber Co., Hickory, N.C.



Dan Mathews, SH Dry Kilns, Lexington, N.C.; Marijo Wood, Neff Lumber Mills Inc., Broadway, Va.; Gary Miller, National Hardwood Magazine, Memphis, Tenn.; and Jimmy Jones, J. E. Jones Lumber Co., New Bern, N.C.



John O'Dea, Augusta Lumber Co., Waynesboro, Va.; Ray Moistner, Indiana Hardwood Lumbermen's Assoc., Indianapolis, Ind.; Deborah Hawkinson, Hardwood Federation, Washington, D.C.; and Galen Weaver, Weaver Inc., Lebanon, Pa.

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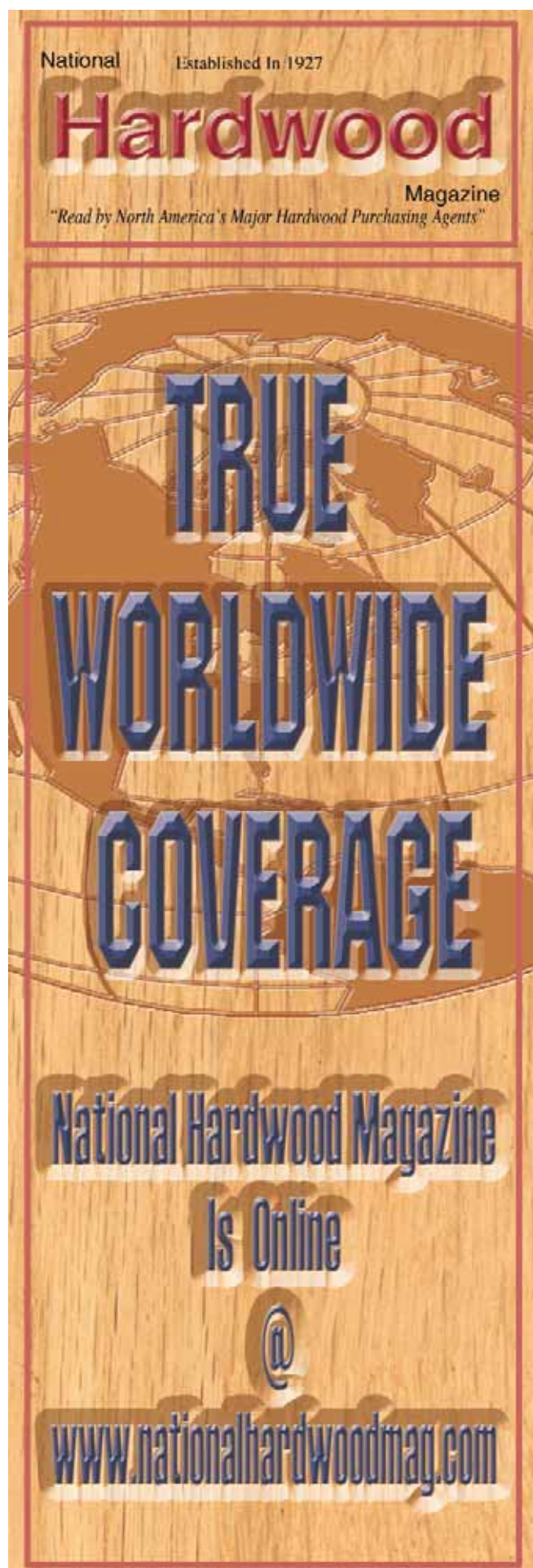


Pine Creek Lumber Company



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AHMI PHOTOS - Continued



Rick and Kathy Armstrong, Homer Gregory & Co. Inc., Morehead, Ky.; and Stephanie and Scott England, GILCO Lumber Inc., South Charleston, W.Va.



Jerry Vaughn, Emmet Vaughn Lumber Co., Knoxville, Tenn.; David Kay, Forest Products Inc., Conover, N.C.; and Patti Heintzelman and Bob Keiver, Keiver-Willard Lumber Corp., Newburyport, Mass.



Dean Alanko, Allegheny Wood Products Inc., Petersburg, W.Va.; and Trisha and Larry Thompson, T & S Hardwoods Inc., Milledgeville, Ga.



The winning captain's choice golf team with a 5-under par was: Matt Begley, Begley Lumber Co. Inc., London, Ky.; Gary Miller, National Hardwood Magazine, Memphis, Tenn.; and Joe Pryor, Oaks Unlimited, Waynesville, N.C.



Mark Haddix, Farm Credit, Oakline, W.Va.; Mike Turman, Turman Hardwood Flooring Inc., Galax, Va.; and Tom Talbot, Glen Oak Lumber & Milling Inc., Montello, Wis.

PENN-YORK - Continued from page 43



Al Flick, Roehl Transport Inc., Marshfield, Wis.; and Thad Taylor and Tom Gooch, AG Choice Farm Credit, Coudersport, Pa.



Steve Briggs, SJS Hardwoods, Emporium, Pa.; Milo Glancy, Ron Jones Hardwood Sales Inc., Union City, Pa.; and Mark Sharer, Pennsylvania State University, director of development; and Fred Piercy, Taylor Northeast Inc., Baltimore, Md.

HMA PHOTOS - Continued from page 35



Darlene Licina-Tubbs, Hardwood Manufacturers Assoc., Pittsburgh, Pa.; Skipper Beal, Beal Lumber Co. Inc., Little Mountain, S.C.; Linda Jovanovich, Hardwood Manufacturers Assoc.; and Jeff Hanks, Bill Hanks Lumber Co. Inc., Danbury, N.C.



Paul Sorek and Jack Matson, Matson Lumber Co., Brookville, Pa.

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HMA PHOTOS - Continued



Randy Zellis, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; Jeff Hanks, Bill Hanks Lumber Co., Danbury, N.C.; and Seth Netterville, Fred Netterville Lumber Co., Woodville, Miss.



Paul Miller Jr., National Hardwood Magazine, Memphis, Tenn.; Judd Johnson, Hardwood Market Report, Memphis, Tenn.; and Tom Inman, Appalachian Hardwood Manufacturers Inc., High Point, N.C.



Milt Cole, Cole Hardwood Inc., Logansport, Ind.; Owen Strickler and Mark Combs, Virginia-Carolina Forest Products Inc., Lawrenceville, Va.; and Luke Brogger, Quality Hardwoods Inc., Sunfield, Mich.



Mark Herskind, Baillie Lumber Co., Hamburg, N.Y.; Ray Wheeland, Wheeland Lumber Co. Inc., Liberty, Pa.; and Dan Harrison, Cersosimo Lumber Co. Inc., Brattleboro, Vt.

HMA PHOTOS - Continued



Ward Mintzler, Progressive Solutions Inc., Richmond, B.C.; and Linda Jovanovich, Hardwood Manufacturers Assoc., Pittsburgh, Pa.



John Wadsworth, Intermark Ltd., Essex, England; and Jimmy Jones, J.E. Jones Lumber Co., New Bern, N.C.



Karl Schmertzler, Yoder Lumber Co. Inc., Millersburg, Ohio; and Gordon Connor, Nicolet Hardwoods Corp., Laona, Wis.



Brian Schilling and Shane Johnson, Pike Lumber Co. Inc., Akron, Ind.; and Michael Cersosimo, Cersosimo Lumber Co. Inc., Brattleboro, Vt.

Additional photos on next page



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HMA PHOTOS - Continued



Kathy and Peter Solberg, Coulee Region Hardwoods Inc., Bangor, Wis.; and Kari Ort-Bunting, Wolf River Lumber Co. Inc., New London, Wis.



Alan Kitchens, Kitchens Bros. Manufacturing Co. Inc., Hazlehurst, Miss.; and Claus Staalner, WoodEye North America Inc., Suwanee, Ga.



Steve Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.; Ron Vitone, Industries P.H.L. Inc., St-Ephrem-de-Beauce, Que.; Charlie Brenneman, Brenneman Lumber & Kiln Drying, Mt. Venon, Ohio; and Jack Shannon, J.T. Shannon Lumber Co. Inc., Memphis, Tenn.



Kelly Lee and Chuck Boaz, Corley Manufacturing Co., Chattanooga, Tenn.; and Alan and Paula Kitchens, Kitchens Bros. Manufacturing Co. Inc., Hazlehurst, Miss.



PHOTO LEFT: Tom Johel, U•C Coatings Corp., Buffalo, N.Y.; Tony and Kathie Messina, Frank Miller Lumber Co. Inc., Union City, Ind.; Jimmy Harris, Cornelia Textiles Inc., Cornelia, Ga.; and Norm Murray, U•C Coatings Corp.



PHOTO RIGHT: Lance Johnson, ISK Biocides Inc., Memphis, Tenn.; Don Blair, Edwards Wood Products Inc., Marshville, N.C.; and Debra and Parker Boles, Hermitage Hardwood Lumber Sales Inc., Cookeville, Tenn.

HMA MEETING - Continued from page 32

consumption of wood office furniture, which has continued to climb since 2003.

In Hardwood flooring, Lumber Liquidators, The Home Depot and Lowe's are responsible for 26.9 percent of all Hardwood flooring retail sales, according to the TrendTracker. Raymond pointed out that, on a positive note, domestic species are becoming more in demand as the cost of imports continue to rise.

An additional positive note, according to TrendTracker's findings, is the projected net household growth from 2005 to 2015 should peak at 1.46 million per year, compared to 1.26 million per year from 1995 to 2005. Also, the demand for new homes from 2005 to 2014 is expected to total 19.5 million starts.

And finally, the biggest increase in construction since 2003 has been in the non-residential sector.

Other topics covered at the HMA convention included: global marketing, maximizing your workforce, green marketing, and "Tales from the Trenches – Lessons Learned."

HMA members were also offered the opportunity to be part of round table discussions that tackled several pressing industry issues. Leading these discussions were: Tom Fife, building supply expert and educator, who fielded questions about hiring, training and retaining employees; John Wadsworth, who addressed questions about export markets, promotion

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HMA MEETING - Continued

activities abroad and selecting the right market; Dr. Lawrence Chimarine, president of Radnor International Consulting, who discussed short- and long-term changes in the economy; and Professor Scott Bowe, University of Wisconsin, who spoke on Lifetime Cycle Inventory and its importance for green marketing of American Hardwoods.

During the HMA convention the Hardwood Federation and the Hardwood

Council held associational briefings. In its briefing, the Hardwood Federation outlined its 2008 legislative priorities, including a focus on trade and competition, green building and LEED, alternative energy and climate change. Deborah Hawkinson, executive director of HF, led this presentation. The Hardwood Council, represented by Ralph Yearick, outlined its focus for 2008 as well, including: educating specifiers and major influencers on the sustainability of North American

Hardwoods; demonstrating through life-cycle analysis that North American Hardwoods can have more favorable costs over other building materials; and promoting the aesthetics, practicality and healthful attributes of these Hardwoods.

The launching of The New Oak Partnership program was also addressed by Tom Inman in a presentation and guest speakers outlined the basics of LEED in another briefing.

Guests and attendees at the HMA Convention and Expo were also treated to networking opportunities at various receptions.

AHMI - Continued from page 38

"AHMI is not advocating one program over another and hopes to have every opportunity available to our members so they can decide which works best for them," he said.

"This is another tool for companies to use in the marketing efforts," said Rick Cantrell, SFI vice president. The SFI board has been working diligently to gain acceptance with consumers.

"We want to be recognized as the most credible certification system in the marketplace," he said. "We make sure that all of our claims are backed up with credible data."

SFI has begun a widespread marketing campaign that is showing results. "We have seen a tremendous increase in interest over the past two years with a 750 percent increase in chain of custody participants," Cantrell said.

SFI is also gaining ground in the forest with more than 8.5 million acres added into the program in 2007.

"There is better recognition of SFI in the marketplace and people are getting more involved in our program," he said.

SFI has developed a group licensing discount for AHMI members and will assist AHMI in developing a system to demonstrate legality, implement verification, develop a framework for discussions with auditors and research pre-packaged implementation programs.

"For AHMI members whose customers are demanding certified products, we believe this pilot program will enable them to enroll in a certification program that is less expensive, easier to enroll and is credible," said Tom Inman, AHMI president. "Every company will have the opportunity to make their own decision about enrollment."

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AHMI - Continued

AHMI continues to discuss a similar arrangement with the Forest Stewardship Council with hopes of developing a program later in 2008.

Inman updated the attendees on the Appalachian Hardwood Verified Sustainable program. Announced in July 2007, the program provides letters, certificates and documentation of the sustainability of the Appalachian Hardwood Forest.

"Verified Sustainable will continue to meet the needs of members whose customers are seeking sustainability documentation," Inman said. "We have printed more than 12,500 certificates that have been distributed around the world."

Verified Sustainable is available to all AHMI members to provide 'green' sourcing documentation.

The Saturday business session was highlighted by reports from the major mid-Atlantic port authorities in Maryland, Virginia and North Carolina. Three representatives shared about each of their port systems and plans for the future.

Rick Schiappacasee of the Maryland Port Authority said the Port of Baltimore said the facility is more than 300 years old and handles pulp, paper, automobiles, rolling stock and millions of containers annually. The port has six terminals and is served by rail and interstate highway.

Mike Jones of the Virginia Port Authority in Norfolk, Va., said the port is one of the largest on the East Coast and served by more than 45 shipping lines. The port has five terminals including an inland service and has seen growth in both the volume of containers and cargo in 2007.

Glenn Carlson of the North Carolina Port Authority in Wilmington, N.C., said the ports at Wilmington and Morehead City are smaller than their competitors to the north but North Carolina focuses on service. He said an intermodal facility near Charlotte provides quick service at affordable rates to the port.

All three said expansion plans are underway to increase the size of each facility and dredging the channels to allow larger ships to serve the ports. The larger ships will dramatically increase the number of containers shipped from each.

The panel was asked about container availability and freight rates. The three agreed that containers will continue to be difficult to secure in 2008 as imports are off and exports of U.S. goods rise.

The rates will likely continue to rise because of the supply and demand.

AHMI congratulates the following for winning the Annual Meeting sports tournaments:

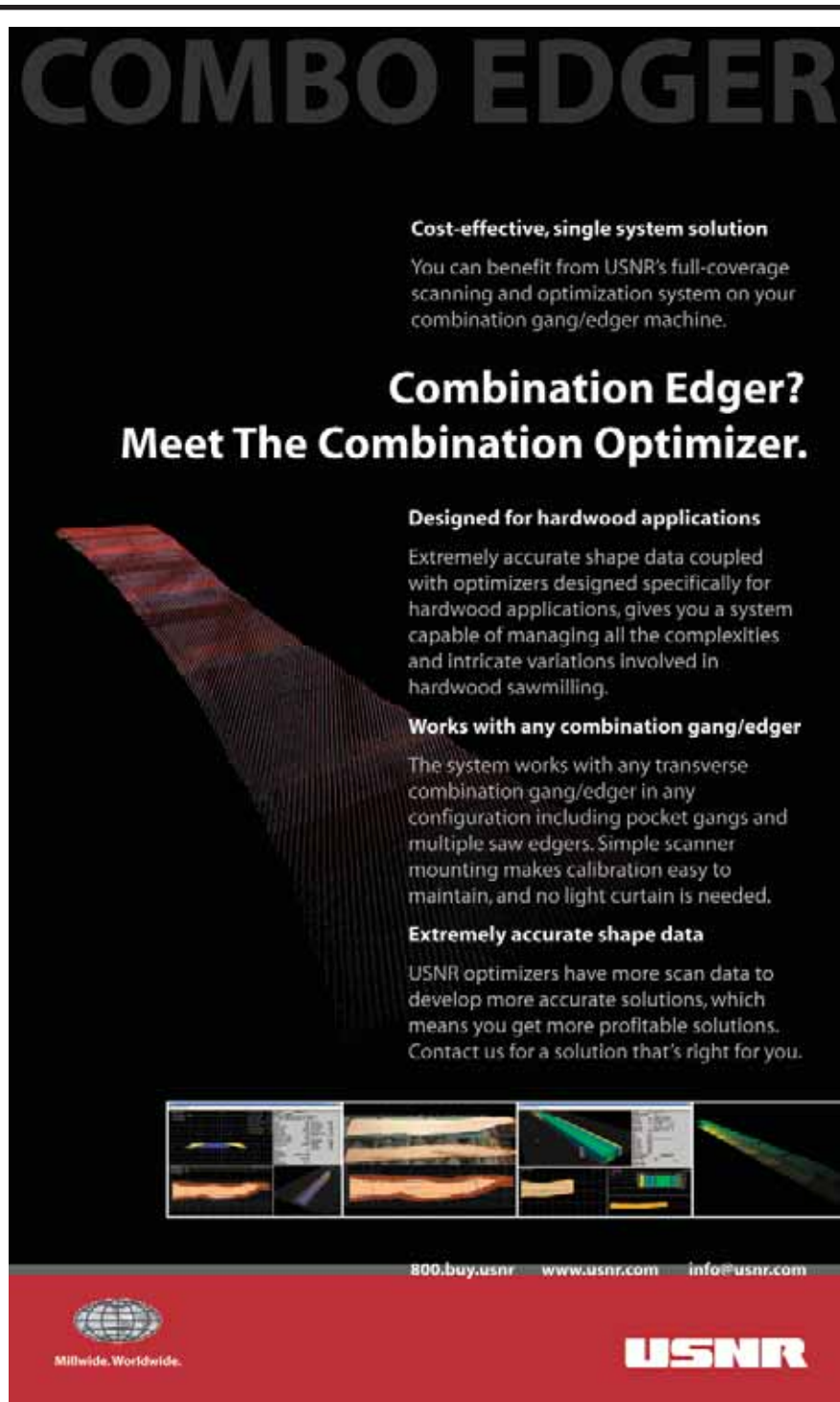
Golf-Medal Play: Low gross, 1st, Webb Heintzelman; 2nd, Tim Church; 3rd, John Lowe;

Low net: 1st, Marijo Wood; 2nd, John Winkler; 3rd, Dan Mathews;

Closest to the pin: Webb Heintzelman and Courtney Borntraeger

Long drive: Tim Church and Marijo Wood

Team: 1st, Joe Pryor, Gary Miller, Matt Begley; 2nd, John Lowe, Scott Lowe, Steve Reckart and Ryan Turman



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APPALACHIAN CLUB -

Continued from page 36

this country. In addition, illegal logging has been addressed in legislation through the Lacey Act.

\$1,000 was awarded to the New Oak Partnership (NOP). Tom Inman explained that The New Oak Partnership made it its mission in 2007 to bring American Oak to the forefront of home construction, remodeling and decorating industries, by encouraging manufacturers to go 'green' with American Oak. The sustainability message found a home as green design

and building were increasingly important to furniture, cabinet, flooring and mill-work manufacturers. The result: hundreds of contacts with designers, dozens of new pieces in American Oak produced for furniture contests, and preparations for the launch of a messaging campaign with a celebrity spokesperson.

For 2008, NOP introduces a celebrity spokesperson to educate designers, architects and the public about the attributes of American Oak. Laurie Smith, one of the first designers on TLC's *Trading Spaces*, became the face and voice of New Oak in

2008.

"We are thrilled to have someone of Laurie's talent and prominence who can speak from experience about the beauty and versatility of Oak," said Ed Ramsey, NOP co-chairman. "She will help us tremendously in reaching our audience and helping consumers to understand and, we believe, again demand Oak."

Smith's background is in design and television with a degree in broadcast journalism and course work at the New York School of Interior Design. She has designed two pieces of furniture in Oak independent of the NOP arrangement.

Smith's work has been described as conveying warmth, class and practicality, matching a sometimes muted palette with bold structural elements. One of her most memorable rooms was a Los Angeles living room where she worked with a carpenter on a custom-built wall extension unit that offered the homeowners much-needed storage and elegance.

Her work for NOP began in April with 30-second and 60-second public service announcements and appearances across the country. The promotions began airing on public television and independent outlets.

The Appalachian Hardwood Manufacturers Incorporated's (AHMI) Verified Sustainable Campaign received a \$3,500 grant. Inman received this award on behalf of AHMI. This campaign shows that the Appalachian Region is verified sustainable by the U.S. Forest Service. Also, AHMI is working with SFI to help members become certified with their program at reduced costs. Workshops to educate people about both SFI and FSC certification were recently held in Tennessee and West Virginia. \$4,000 was awarded to the Hardwood Forest Foundation. Kim Vollinger accepted this award on behalf of the foundation. This non-profit education foundation has distributed more than 500 kits to schools educating students and teachers about the forest industry. Also, their scholarship program aimed at seniors in college pursuing an education career awarded seven scholarships this year. Finally, their spotlight on project consisted of a 5 minute program educating the public on the value of forests is currently airing on PBS channels. This program was shown to the members at this meeting.

Regular meetings of the Appalachian Lumbermen's Club are held in September, November, January and March and locations vary from Asheville to Hickory and Greensboro, all located in North Carolina. Each May the organization holds its annual spring meeting in Myrtle Beach, S.C.



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REGAL - Continued from page 28

Lumber and Regal Custom Millwork and their families to an annual trip to Disneyland in December. "These are real (Reel) community building events," said Shirley.

Reel and her husband are looking forward to moving the companies to Corona as quickly as possible to continue to provide customers with the best services and products possible, to expand the radius of service and diversify production.

Involvement in the layout of the new plant has Carranza energized. "It will be heaven," he envisioned. "It may be a longer commute for me, but definitely worth it."

MERIDIEN -

Continued from page 30

to Meridien's sales team, Ferman said. "I wish I had 10 Mike Songers," he said. "He does an incredible job for us." Songer has been with the company since shortly after it was founded. After graduating in 1982 from the NHLA Inspection School, Songer graded lumber for a few years before starting in sales with Meridien. He resides in Emporium, Pa., where he maintains a home office.

"We are always happy for the opportunity to start new relationships and strive to strengthen existing ones," Ferman said. "We always look forward to the chance of working with anyone on any of their lumber needs. We think that you'll find that Meridien Hardwoods can provide you with everything you'll ever need from the forest."

Meridien Hardwoods is a member of the National Hardwood Lumber Assoc., the Penn-York Lumbermen's Club and the Pennsylvania Forest Products Assoc. For more information, contact Meridien Hardwoods by phone at 814-563-4614, by fax at 814-563-4624, or e-mail at meridien@penn.com.

NHLA NEWS -

Continued from page 14

internationally and will keep members updated on future developments. To date, APHIS has sent requests to Australia, Vietnam and China.

The following requirements are for exporters wanting to participate in the program:

If there are monthly Hardwood lumber

export shipments under this program, participating companies will be required to be audited once per month by an NHLA auditor; A kiln dried certificate will need to accompany each shipment; Each package of lumber in every shipment must have attached an official steel ID clip with unique identification number, and each number must be recorded on the corresponding kiln dried certificate; Moisture content readings with a moisture meter will need to be taken on each package of lumber at the time of shipment and these

readings must be recorded on the kiln dried certificate. There is also a requirement that each kiln dried certificate have attached a history of the kiln drying (circle charts, digital kiln temperate readouts, etc.) and any recorded weights of lumber samples during the drying cycle; Lumber must be bark-free to be eligible for this program.

One of the major benefits of the new kiln dried certification program is that quali-

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NHLA NEWS - Continued

fied participants will be able to immediately ship any load of lumber that has been properly kiln-dried and has the requisite verifiable records of the kiln-drying cycle for that particular shipment. There will be no need to wait for an official agent to view the load prior to shipment as is currently required when shipping using phytosanitary certificates. And if you are a large volume shipper of

Hardwood lumber, the cost savings compared to the APHIS phytosanitary program could be significant.

The world's largest and oldest Hardwood industry association, NHLA is comprised of over 1,600 companies and individuals that produce, use and sell North American Hardwood lumber, or provide equipment, supplies or services to the Hardwood industry. It was founded in 1898 to establish a uniform system of grading rules for the measurement and

inspection of Hardwood lumber. Today, its members represent all sectors of the industry.

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

AHEC UPDATE -

Continued from page 18

supporting the annual Hoa Mai furniture design competition with the Handicraft and Wood Industry Association of Ho Chi Minh City (HAWIA) by providing judges to evaluate entries on design concept and excellence, originality, marketing value and opportunity for production. AHEC has also regularly participated in trade shows such as Vietnam Wood and this year in the first Vietnam International Furniture Association (VIFA) show in Saigon. In addition, technical seminars have played an important part in this process providing technology transfer and inspiration to many young and aspiring designers, some of whom are now already benefiting from this collaboration.

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 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 on the Convention as well as additional overseas activities, please contact AHEC by phone at 202/463-2720, by fax at 202/463-2787 or consult our web site at www.ahec.org.

FLOORING REPORT -

Continued from page 20

its growth, to its harvest and manufacture into lumber, and finally, wood flooring.

The study analyzed the environmental impact of solid Hardwood flooring for harmful air emissions, water consumption, total primary energy consumption and product life expectancy. Wood flooring compared favorably in each of these study areas to other flooring alternatives such as vinyl, linoleum and carpet. The final report shows that wood flooring has the least environmental impact of all other flooring options studied. In other words, the results were "good for wood." Air emissions tests analyzed four substances that contribute to atmospheric warming and human respiratory ailments. These included carbon dioxide, methane, nitro-

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FLOORING REPORT -

Continued

gen oxides and other unspecified particulates. Wood flooring had no emissions for methane, nitrogen oxide and other particulates, and minimal emissions for carbon dioxide.

Water consumption was favorable for wood flooring as well. Water used for producing solid wood flooring was substantially less than that used to produce linoleum or carpet, and generally is limited to use in on-site boilers for heating the manufacturing facilities.

Primary energy use reflects the collective energy inputs required in manufacturing. Again, wood was found to have the least amount of primary energy consumption of the materials studied.

Wood flooring also stacks up favorably when product service life is compared. Because Hardwood floors can last hundreds of years, there are fewer replacement and associated production impacts. In addition, wood is the only flooring option analyzed that does not end up in a landfill after its service life. Much of it is recycled or used as a combustible fuel.

In addition to these scientific findings, wood is a carbon neutral material. This means that wood has the added benefit of storing carbon during its service life. During the process of tree growth, trees remove carbon dioxide from the atmosphere and release oxygen. This unique process makes wood a carbon neutral substance.

All of this scientific data has encouraged many prominent green building initiatives to embrace wood as an environmentally friendly flooring alternative.

The Leadership in Energy and Environmental Design program is perhaps the most-recognized green building initiative in the United States. The LEED Green Building Rating System is the nationally accepted benchmark for the design, construction, and operation of high performance green buildings. LEED promotes a whole-building approach to sustainability by recognizing performance in five key areas of human and environmental health: sustainable site development, water savings, energy efficiency, materials selection, and indoor environmental quality. The Life Cycle Analysis provides the scientific data designers and builders need to gain points with LEED, as well as the National Association of Home Builders Model Green Home Building Guidelines, and the Green Building Initiative Green Globes program.

The NWFA also has partnered with the American Hardwood Export Council and the Hardwood Federation to address the issues associated with illegal logging throughout the world. The group lobbied the International Trade Commission earli-

er this year to investigate illegal logging practices and their impact on the U.S. Hardwood market. The ITC is an independent, nonpartisan, fact-finding federal agency. Their report will provide an overview of the U.S. markets for solid and engineered wood flooring, both unfinished and factory finished. The report also will include a description of the U.S. industries for wood flooring and those of the principal countries that supply the U.S. market; an examination of U.S. trade patterns and the factors affecting trade patterns, including tariffs and other border

measures; an analysis of the factors affecting the competitive position of U.S. producers and the principal foreign suppliers to the U.S. market; and the views of industry, homebuilders, importers, and other interested parties on developments in the supply of and the demand for wood flooring, including the effect of imports.

The bottom line is that the green movement presents a tremendous opportunity for those of us in the wood flooring business. Wood is the only flooring material that is totally sustainable and renewable,

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FLOORING REPORT -

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making it the obvious choice for the ecologically aware consumer. Therefore, it is our job to educate our customers about the environmental benefits of wood flooring. Get the facts you need by downloading a copy of the NWFA Industry Research Foundation's Life Cycle Analysis for Solid Hardwood Flooring. Simply visit www.nwfa.org, and click on the "What's New" link.

The National Wood Flooring Association

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



SOUTHEAST TRENDS -

Continued from page 8

the next 12 to 18 months.

"It may get a little better, but the overall health of the Hardwood lumber industry will not improve until housing does," he said. "We've got an oversupply of houses right now. Until we can get some of these houses off the market, we're going to be in this situation."

The contact said Ash and Walnut, particularly in the No. 1 and No. 2 Common grades, are the two hottest species, while Red Oak and Hickory are on the opposite ends of that spectrum.

"We're selling lumber and shipping it every day," he said. "At the current price level, I'm afraid all we're doing is slowly running our producers out of business. I'm concerned that when we finally get out of this economic downturn, there will be a growing demand for Hardwood lumber and the supply base will have shrunk depreciatively. It's draggy at best."

SOME HOMEBUILDERS POSTED PROFIT IN 2007

Although sales of new single-family homes dropped significantly, some homebuilders actually posted positive growth during 2007. Steve Hall, president and chief executive officer of Savannah, Ga.-based Hallmark Homes, was among them. Last year, Hallmark Homes instituted a zero-defect punch list, set a tight building schedule, streamlined policies and procedures for its custom division and created a customer care department.

"In 2000, by taking advantage of the opportunity to buy bulk land and develop a master planned community, we diversified our construction efforts by focusing on production housing," he said. "We now succeed in building homes starting at \$140,000 as well as homes into the millions. We are currently building in 16 neighborhoods, closed 164 homes in 2006 and topped that in 2007 with 235 closings."

In related news, the National Assoc. of Home Builders recently reported a 2.4 percent decline in new home sales in the Southeast. Nationwide, sales dropped 2.8 percent to a seasonally adjusted annual rate of 588,000 units, the slowest pace since February 1995.

FLORIDA, ALABAMA CONTINUE FORECLOSURE CLIMB

RealtyTrac Inc., which tracks foreclosures across the country, recently listed Florida among the states with the highest foreclosure rates. The state had 32,447 properties in some form of foreclosure during the month, an increase of over 70 percent from 2007. The Cape Coral-Fort Myers, Fla., area had the highest foreclosure rates of any metropolitan area in the nation with one in every 85 households.

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SOUTHEAST TRENDS -

Continued

Though listed 39th in the United States, Alabama reported a 57 percent increase in foreclosure activity compared to 2007. According to RealtyTrac, Alabama has 1 in every 2,949 households in some form of foreclosure. Nationwide, a total of 223,651 foreclosures were reported, up 60 percent year-to-date. That amounts to approximately 1 in every 557 households going through foreclosure.

FOREST SERVICE LOOKS TO LOUISIANA FOR ALTERNATIVE FUELS

Forest landowners and industry leaders recently met with representatives from the U.S. Forest Service in Deridder, La., to discuss the potential of using low-grade wood products to produce biofuels.

A research project is planned for Winnfield, La., where the U.S. Forest Service will use a gasification/generator unit to convert wood chips into electricity and other biofuels. Les Groom, who is managing the project, said at least 200 pounds of wood chips or fibrous waste material is needed to produce accurate data.

"We are here to serve the public by researching the potential and demonstrating the feasibility of the production of electricity and transportation fuels using wood chips," Groom said. He noted that although biodiesel is easier to make from wood chips, ethanol and other chemicals can be extracted, but may require additional refining.

GREATER POPULATION INCREASES HURRICANE LOSSES

According to a recent report in the *Natural Hazards Review*, economic damages from hurricanes have increased in the United States over time due to greater population, infrastructure and wealth on the U.S. coastlines, not to an increase in hurricane intensity.

"The economic costs of land-falling hurricanes have steadily increased over time," said Chris Landsea, science and operations officer at the National Oceanic and Atmospheric Administration's National Hurricane Center in Miami, Fla. "There is nothing that indicates global warming has caused a significant increase in destruction along our coasts."

According to the study, if the 1926 Great Miami Hurricane were to hit today, it would cause the largest losses at over \$140 billion, with Hurricane Katrina second on the list at \$81 billion. The team found that economic hurricane damage has doubled every 10 to 15 years, and to avoid huge losses, a change in the rate of population growth in coastal areas and

major improvements in construction standards will be required.



LAKE STATES TRENDS -

Continued from page 8

was in demand."

The Michigan contact said new technology at the sawmills has improved the ability to cut lumber, but also helped flood the market with product.

"That doesn't help with price, of course," he said. "Our warehouse is still selling lumber. All of our distribution customers are just a little bit slower."

The source said the news media is partially to blame for the current state of the housing market and lumber industry.

"For instance, they say new home sales plummeted .5 percent, but if sales went up by that amount, the media would say it was a weak increase," he said. "If an increase is just a meager increase, then it should also be a meager decrease. They're just wordsmithing."

Please turn to page 80



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Who's Who

IN HARDWOOD PURCHASING

John R. Babiracki has been purchasing manager at **Hill Wood Products Inc.** in Cook, Minn., for over two years.

Hill Wood Products Inc. manufactures wood-joining biscuits (White Birch), thin-sawn veneer (all North American and imported Hardwoods), engineered Hardwood flooring (Red and White Oak, Walnut, Cherry, Hard Maple, Hickory and Jatoba). The company offers Forest Stewardship Council (FSC) certified wood-joining biscuits and engineered flooring.



Hill Wood Products is a member of the Lake States Lumber Assoc., National Wood Flooring Assoc., and the Forest Stewardship Council.

Babiracki has been involved in the forest products industry for over eight years. He began his career as a sales representative for Owens Forest Products in 2000. His other responsibilities have included a West Coast sales representative for Midwest Hardwood Corp.

Babiracki is a graduate of Roosevelt High School in Virginia, Minn. He received a bachelor's degree in forest products marketing from the University of Minnesota in Twin Cities, Minn. Babiracki enjoys hunting, fishing and playing golf.



Robert L. Hagedorn is the plant manager for **DMi Furniture Inc.** in Ferdinand, Ind.

DMi Furniture specializes in medium-priced furniture for home and office use. The firm manufactures blank panels, glued up and moulder work in Poplar (4/4, 5/4, 8/4), Red Oak, Hard Maple, Hickory and Cherry (4/4) and Sycamore (6/4). The company purchases 2 million board feet of lumber annually.

Hagedorn joined DMi Furniture as a caster in 1974. He has held his current position for 20 years. He graduated from Dale (Ind.) High School, and is a member of the YMCA. Hagedorn and his wife, Maureen, have two children. He enjoys woodworking and playing golf.



Michael D. Hanson is the production manager and lumber buyer for **Edgewater Cabinets** in Boring, Ore.

Edgewater Cabinets manufactures semi-custom and custom

Hardwoods...The All-Purpose Material

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

kitchen, bath and entertainment cabinetry in Oak, Maple, Cherry, Hickory and Alder (S4S). The company is a member of the Kitchen Cabinet Manufacturers of America, and purchases over 150,000 board feet of lumber annually.

Hanson has been with Edgewater Cabinets for eight years, and in his current position for four years. He began his career as a cabinet builder in 1992. His other responsibilities have included quality manager for Edgewater Cabinets, and operations team leader for MasterBrand Cabinets.

Hanson is a graduate of Forest Grove (Ore.) High School. He received a Master of Business Administration degree from the University of Phoenix Oregon campus.

Hanson has three children, and enjoys snowboarding, teaching and woodworking.

●
Steve Moore is manufacturing/lumber manager for **Flexsteel Industries Wood Products Division** in Harrison, Ark. In his position, Moore is responsible for all manufacturing, lumber procurement, lumber sales, engineering, scheduling, shipping and maintenance.

Moore has been with Flexsteel Industries for 26 years, and has held his current position for four years. He began his career at 18 years old operating a rip saw. Moore's other responsibilities have included rough mill supervisor and yard manager.

Flexsteel Industries Wood Products Division manufactures furniture frames, and sells kiln dried Red and White Oak, Ash and Hickory (all grades, A.D., frame stock). The firm offers custom kiln drying and surfacing. Flexsteel is a member of the Arkansas Forestry Assoc.

Moore is a graduate of Harrison (Ark.) High School. He and his wife of 22 years, Lisa, have two children. Moore enjoys hunting, fishing and camping with his family.

●
Kurt T. Schmidt is the president of **A.E. Schmidt Billiard Co.** in St. Louis, Mo.

A.E. Schmidt Billiard Co. manufactures pool tables and related equipment in Oak, Maple, Mahogany, Cherry, Hickory, Satinwood, Basswood, Walnut, Grenadilla, Shedua, Jatoba, Wenge and cedar. The company purchases 100,000 board feet of lumber annually, and is a member of the Billiard Congress of America and has

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WHO'S WHO - Continued

served on the board of directors.

Schmidt joined A.E. Schmidt Billiard Co. 30 years ago, and has held his current position for 25 years. He attended high school in St. Louis, Mo. Schmidt and his wife, Karen, have three children.

●

Sean E. White is the vice president of operations for **Santa Fe Door Store Inc.**, located in Albuquerque, N.M.

Santa Fe Door manufactures standard doors as well as custom doors, windows, furniture, copper and aluminum clad products, European style door and window functions and configurations, along with custom metal fabrication for door accessories. The com-

pany offers all types of woods primarily knotty Alder, FAS Walnut, Oak, Mahogany and knotty pine. Santa Fe Door purchases 360,000 board feet of lumber annually.

White joined Santa Fe Door eight years ago. He has been involved in the forest products industry for 15 years, and started out delivering finished products. His other responsibilities have included sawyer, draftsman, sales and management.

White is a graduate of Grand Junction (Colo.) High School. He received a bachelor's degree in civil engineering from the University of New Mexico in Albuquerque.

White and his wife of 10 years, Rose Walsh, have two children. He enjoys watching college football, dining, and spending time with family and friends.

●



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- Market our Appalachian Hardwood lumber in 4/4 through 8/4 thicknesses that is green, air dried and/or kiln dried.
- Specialize in mixed truck loads.

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TRADE TALK

Memphis, Tenn.—The Los Angeles Hardwood Lumberman's Club (LAHLC) recently donated \$15,000 to the Hardwood Forest Foundation, based here. The gift was raised through the club's eighth annual golf tournament, held at the Costa Mesa Golf & Country Club in Costa Mesa, Calif.



Mark Mitchie, LAHLC president, presents a \$15,000 check to Charley Fiala, Hardwood Forest Foundation board member and LAHLC golf tournament director. Both men are from Long Beach, Calif.

"Each year, members of the LAHLC and its supporters gather in Southern California to raise money for the foundation and its educational efforts," said Charley Fiala, LAHLC golf tournament director and foundation board member. "The foundation's educational endeavors benefit the lumber industry as a whole, as it is a goal of the foundation to teach people that properly managed forests are beneficial to the environment, especially in a day when 'going green' is more important than ever."

LAHLC was formed in 1969 with the goals of "friendship, fellowship and the promotion of wood products." Today, the club's mission is to organize charitable endeavors and to promote practices by word and deed for the betterment of the Southern California Hardwood lumber industry. Its membership consists of 65 industry leaders.

Founded in 1989, the Hardwood Forest Foundation, a 501(c)3 organization, has been involved in a variety of forest products educational programs and activities throughout the United States and Canada. Since the foundation's inception, the National Hardwood Lumber Assoc. has supported its efforts and hosted its office in the NHLA headquarters, located in Memphis.

Brampton, Ont.—Rob Nogas recently joined the staff of Weston Premium Woods Inc., headquartered here, in sales management. Nogas brings close to 20 years of experience in sales, marketing and general management experience in the Hardwood and specialty panel industry.

Weston's parent company, Weston Forest Group, based in Mississauga, Ont., was also recently named one of Canada's 50 Best Managed Companies for 2007. The award, sponsored by Deloitte,

An update covering the latest news about Hardwood Suppliers.

CIBC Commercial Banking, Queen's School of Business and the *National Post*, recognizes companies that succeed by focusing on their vision, creating stakeholder value and excelling in the global economy.

"One of the key criteria for achieving the Best Managed Companies designation was having exceptional customer relationships," said Peter Ekstein, president of Weston Premium Woods. "That's always been a strength and passion for us, and we know that Rob's experience and reputation will strengthen us further. Our team welcomes Rob and looks forward to his contributions to take our business in new directions."



Rob Nogas

Weston Forest Group was founded in 1953, and has grown to become one of North America's premier providers of forest products. The companies in the Weston Forest family supply domestic and imported Hardwoods, softwoods, engineered wood products and panel products across Canada, the U.S. and around the globe — through one of the largest supply bases and most knowledgeable workforces in the industry.

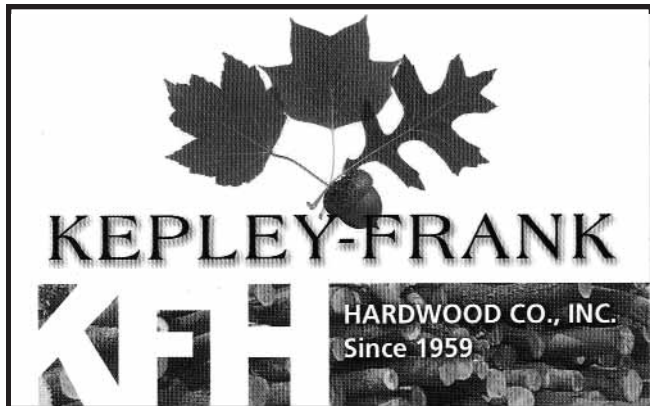
Established in 1993, Canada's 50 Best Managed Companies is one of the country's leading business awards program, recognizing excellence in Canadian owned and managed companies with revenues over \$10 million. Every year, hundreds of entrepreneurial companies compete for this designation in a rigorous and independent process that evaluates the caliber of their management abilities and practices.

Montello, Wis.—Glen Oak Lumber & Milling, headquartered here, recently appointed Harry Alexander as northeastern sales manager. Alexander will manage Glen Oak's northeastern market relationships from an office in Mount Kisco, N.Y. Prior to joining Glen Oak, he gained 25 years of Hardwood experience managing Plunkett-Webster's Hardwood division (PW Hardwood LLC), a division of the DLH Group of Copenhagen, Denmark.

Tom Talbot, Glen Oak chief executive officer, said Alexander would provide the company with a more personalized presence in the northeast. Based in Wisconsin since 1981, Glen Oak currently has manufacturing plants and distribution centers in five key states in the eastern half of the United States.

Glen Oak Lumber & Milling and its subsidiaries manufacture a wide range of wood products for home and commercial interiors. Productions with traction in the northeastern market include fixed-width and fixed-length S4S boards in Oak, Poplar, Maple and Cherry, stock and specialty mouldings, seven types of shutter components, and Engineered Solutions™ boards, panels, and jambs, which are finger-jointed, edge-glued and veneered. Many of Glen Oak's products are also available primed or prefinished.

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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

Atlanta, Ga.—Over 130 members and associate members attended the Southeastern Lumber Manufacturers Assoc. (SLMA) 2008 Spring Meeting, recently held here.

Featured speakers included Donald Ratajczak, a renowned economist; and Kathy Abusow, chief executive officer of the Sustainable Forestry Initiative. Two panel discussions addressed selling to the big boxes, and management in tough times. Qualtim was also on hand to offer attendees a glimpse of the newly launched Online Learning Center. For more information, call the SLMA office at 770-631-6701.

Alexandria, La.—RoyOMartin, headquartered here, recently completed the first part of the sale of its Le Moyne, La., Hardwood sawmill, 10,000 acres of Hardwood timberland, and 20-year harvesting rights on an additional 138,000 acres of Hardwood timberland to The Forestland Group LLC (TFG) of Chapel Hill, N.C.

RoyOMartin will retain ownership of the surface and mineral rights, and will monitor timber harvesting to ensure continued compliance with approved harvesting methods of the Forest Stewardship Council (FSC).

TFG currently manages more than 3 million acres of timberlands in 20 states, Canada and Central America for institutional investors. A fund controlled by TFG also owns Anderson-Tully Co., including its Hardwood sawmill complex in Vicksburg, Miss. TFG emphasizes naturally regenerated Hardwood and pine forests and the strategic production of valuable saw timber, which is complementary to RoyOMartin's historical forest management practices. TFG is a certified resource manager under the FSC.

The Le Moyne, La., sawmill produces some 50 million board feet per year of Hardwood and pine lumber, serving both the domestic and international markets. The sawmill currently employs approximately 200 employees, including site management, which TFG plans to retain.

Washington, D.C.—The Hardwood Federation Board of Directors, based here, recently met to discuss key issues and legislative priorities for 2008. Chief concerns for the year include trade/competition, green building, alternative energy and climate change.

The Hardwood Federation (HF) created

Hardwoods Have Workability

TRADE TALK - Continued

a Green Building Task Force at the meeting to establish a unified voice and principles behind green building policy. The task force will address public policy and green building guidelines to gain appropriate recognition of the role of Hardwoods in the environment and economy.

The HF is also keeping a close eye on the International Trade Commission study on global competitive conditions for the U.S. Hardwood flooring and plywood industries, which is scheduled for release in August. The Lacey Act amendment to combat the trade of illegally harvested wood and wood products is attached to the Farm Bill as an amendment, and is expected to pass through that bill or by itself.

The HF is working with Congress to create a policy definition for cellulosic ethanol that supports Hardwood business interests. The organization is also working to ensure climate change legislation supports the role of finished Hardwood products in carbon trading and carbon sequestration.

Buffalo, N.Y.—U•C Coatings Corp., headquartered here, recently became the exclusive sales agent for Shade-Dri™, a patented mesh fabric which protects valuable lumber and logs during yard storage.



Tom Johel, president of U•C Coatings Corp., Norm Murray, CEO of U•C Coatings Corp., and Jimmy Harris, president of Cornelia Textiles Inc.

Shade-Dri™, which is manufactured by the Cornelia, Ga.-based Cornelia Textiles Inc., allows for good airflow for drying while preventing stain, checking and other damage from the sun, wind, dirt and rain. The UV-resistant polypropylene adds another barrier of protection, meaning logs and lumber are cleaner and brighter with less degrade.

U•C Coatings is a premier manufacturer and supplier of lumber end sealer and glue release coating, and serves the logging, lumber, furniture and woodworking industries. U•C Coatings specializes in ANCHORSEAL®, a wax emulsion end sealer that prevents end checking, as well as LogSavers and FitchSavers, special plastic staples for logs that restrict existing end checks.

"Shade-Dri™ is another tool to prevent damage during wood storage and helps our customers maintain the value of their wood products," said Tom Johel, U•C Coatings president. "During the current economic times, this is especially important so that the producers get the best possible price for their products. Shade-Dri™ fits perfectly in our area of expertise and service."

Norm Murray is the chief executive officer of U•C Coatings Corp.

For more information, call Tom Johel, U•C Coatings Corp. at 716-833-9366 or tom@uccoatings.com, or Jimmy Harris, Cornelia Textiles at 706-778-9749 or shadedri@gmail.com.

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LAKE STATES TRENDS - Continued from page 71

GAS PRICES LIKELY TO TOP \$4 THIS SUMMER

Already reaching record highs, the U.S. monthly average retail regular gasoline price could cross the \$4 per gallon mark this summer. According to the Energy Information Administration's Short-Term Energy Outlook (STEO), gas prices are projected to peak near \$3.50 per gallon, but some regions or stations could see even higher figures at the pump. Residents of the Lake States region, particularly Chicago, Ill., are used to seeing prices spike well above the national average. Prices recently spiked at \$3.89 per gallon.

The STEO projects the average West Texas Intermediate crude price during the period will be about \$97 per barrel. With each additional dollar in the oil price, gasoline prices generally increase 2.4 cents. If oil prices are significantly above projected levels, the likelihood of \$4 per gallon gasoline increases. As of this printing, West Texas Intermediate costs exceeded \$104.52, and the price of crude oil futures closed on the New York Mercantile Exchange at \$110.01.

Local supply conditions will also play a role in determining prices this spring and summer. However, gasoline inventories are currently well above the seasonal average, and demand is down due in part to higher prices.

U.S. average retail gasoline prices recently hit their highest point in history at \$3.22, an increase of 66.6 cents from year ago figures. Prices in the Lake States surged 11.1 cents to \$3.19 per gallon, up 70.4 cents year-to-date. The U.S. average retail diesel price also hit a record high at \$3.82, over \$1.13 higher than a year ago. In the Lake States, prices jumped by 14.5 cents to \$3.78 per gallon, up by \$1.11 from a year ago.

LAKE STATES GET HOUSING STARTS BOOST

According to a release by the U.S. Commerce Dept., total housing starts recently rose 0.8 percent nationwide to a seasonally adjusted annual rate of 1.01 million units. Single-family nationwide housing starts dropped 5.2 percent to 743,000 units, the lowest rate since January 1991. The Lake States, meanwhile, received a small boost, with housing starts rising 12 percent.

"Builders continue to do what they need to do to reduce the inventory of units on the market, both by limiting new production and pulling fewer permits for new homes," said Sandy Dunn, newly elected president of the National Assoc. of Home Builders (NAHB).

The decline in home construction is slowing demand for construction materials and appliances, and increasing the problems for homebuilders, lenders and retailers. As of press time, Rolling Meadows, Ill.-based Kimball Hill Inc. was the latest company to announce possible Chapter 11 bankruptcy protection as the demand for new homes continues to fall.

EXISTING HOME SALES BOOM IN GRAND RAPIDS

According to the Grand Rapids, Mich., Board of Realtors, sales of existing homes recently climbed 18.9 percent over 2007 figures. Some 996 single-family homes, condominiums and vacation homes were sold during the month, the highest number since 2002. Grand Rapids was also named one of the five most affordable cities to live in the NAHB/Wells Fargo Housing Opportunity Index.

In related news, the National Assoc. of Realtors recently announced a 3.4 percent increase in existing home sales throughout the Lake States region. The annual pace of 1.2 million units is still 20 percent below the same period in 2007. The median price in the Lake States was \$154,200, down 4 percent from a year ago. Nationwide, existing home sales dropped 0.4 percent to a seasonally adjusted annual rate of 4.89 million units, 23.4 percent below the 6.44 million-unit pace reported in 2007. The national median existing home price for all housing types was \$201,100, down 4.6 percent year-to-date.

WEST COAST TRENDS - Continued from page 8

go right now, but if you look hard enough, you'll find something that will sell. Everybody says to look to the election. We'll see what happens after that."

The California source said he didn't think the much-hyped tax rebate would do enough to jumpstart the economy.

"I think a lot of people are going to take that money and put it in the bank," he said. "Some people might pay off old bills, but it probably won't have the effect the government wants."

The contact said sawmill shortages, including logs and even sawdust, haven't helped matters any.

"The situation's not real good," he said. "Green lumber is selling far too cheap, and there's not a lot of money to be made there. Housing's pretty well shut down right now. The banks aren't letting builders build until they sell some of their existing homes."

SAWDUST SHORTAGE KEY ISSUE IN HOUSING SLUMP

As fewer new homes are built and fewer trees are cut, individuals and businesses that depend on sawdust are finding it a scarce commodity. Companies that are able to acquire much needed sawdust are forced to pay upwards of \$100 a ton, nearly four times the amount they paid in 2006. Those that can't find enough have lost sales, and even laid off employees.

According to recent estimates, the West Coast is expected to produce approximately 15 billion board feet of lumber in 2008, down 3 billion board feet from two years ago. The shortfall amounts to a 1.5 million ton drop in the amount of sawdust and wood shavings.

Farmers, particleboard and auto parts manufacturers, oil rig operators and even wineries use sawdust in various applications. As the product's availability diminishes, some farmers have turned to processed cow manure as bedding, while oil rig operators are using alternatives including almond hulls and walnut shells to help locate petroleum reserves deep within caves.

Others have turned the lack of sawdust into a money making venture. Some Boy Scout troops in Beaverton, Ore., that collected discarded Christmas trees following the holiday raked in close to \$10,000, while other people have turned a profit through logging and selling "slash," branches, treetops and stumps logging companies generally discard on site.

SCHAFER AWARDS WOODY BIOMASS DEVELOPMENT GRANTS

Agriculture Secretary Ed Schafer recently awarded \$4.1 million to help 17 small businesses and community groups, including five on the West Coast, find more innovative uses of woody biomass from national forests in new products and renewable energy. The grants will help create markets for small-diameter woody material, damaged and other low-valued trees removed to reduce the risk of fire hazard, insect infestation or disease.

"The renewable use of shrubs and underbrush removes unhealthy overgrowth in our national forests and creates local opportunity for new products and energy sources," Schafer said.

The recipients must provide at least 20 percent of the total project cost, while a total of \$6 million in non-federal matching funds range from \$65,590 to more than \$1.3 million per project. The Forest Service's State and Private Forestry, Technology Marketing Unit, will administer the grant program.

WASHINGTON REPRESENTATIVE INTRODUCES FLAME ACT

Rep. Norm Dicks (D-Wash.), along with Reps. Nick Rahall (D-W.Va.) and Raul Grijalva (D-Ariz.), recently introduced the Federal Land Assistance, Management and Enhancement (FLAME) Act. The bill creates a special fund to cover emergency suppression for catastrophic wildfires.

Under the current budget system, the USDA Forest Service has generally "borrowed" from other land management programs to

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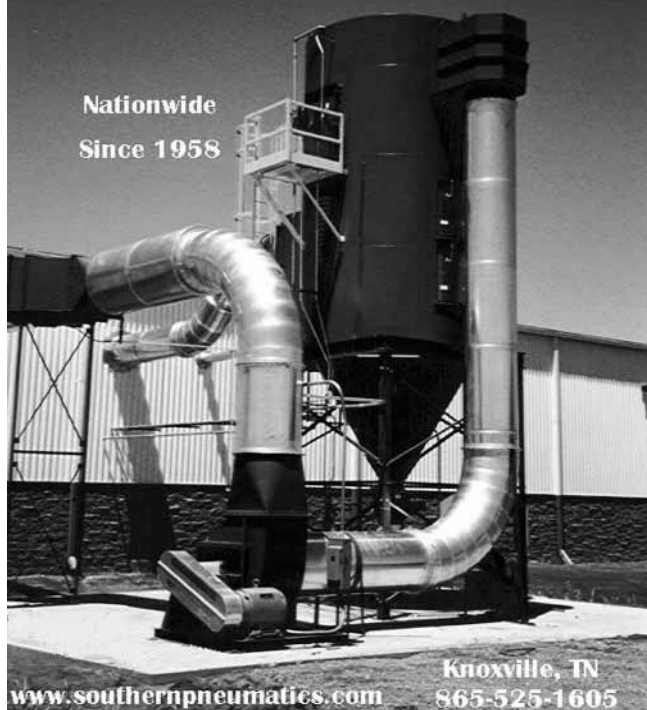
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WEST COAST TRENDS - Continued

fund fire suppression costs. The agency has drawn much criticism for diverting over \$2.2 billion between 1999 and 2003 to fight raging wildfires, with over \$450 million yet to be repaid. In fact, fire suppression costs comprise roughly half of the Forest Service's discretionary budget, leaving other important programs out in the cold.

Donna Harman, president and chief executive officer of the American Forest & Paper Assoc. (AF&PA), who strongly supports the bill, said, "The FLAME Act is a much better way to fund fire suppression costs. The establishment of an emergency account that can be managed separately from the rest of the Forest Service budget is critical to the successful management of our national forests."

QUEBEC TRENDS - Continued from page 10

65 and 75 percent capacity, making them inefficient and unprofitable because fixed costs are too high.

The Minister's green paper will be subject to consultations, and will also be used to prepare for legislation that will put a new forest management scheme in place in 2013.

A major change would be the introduction of a 'competitive market' for a significant portion of wood from public forests. The current system that gives forestry companies harvesting rights would be replaced by five-year contracts pegged to the market price of wood.

Companies now holding the rights would have first right to 75 percent of the wood they now have access to. They would be allowed to bid on a portion of the remaining wood but would face competition from newcomers who would ideally, according to the government, want the wood for secondary and tertiary processing, creating value-added products.

Forest management would be decentralized and given to local authorities and dedicated entities such as forestry co-operatives, under the plan. Meetings were to take place to discuss and approve a position paper on the Minister's plan.

On the residential construction side, the total value of residential construction investment for 2007 reached \$88.7 billion, an increase of 8.5 percent over 2006. There were gains in all components – new housing, renovation and acquisition costs – and in all provinces and territories. In constant dollars, the increase in the overall residential construction investments in 2007 was 2.3 percent.

The biggest dollar increases were in Alberta (18.9 percent to \$14.8 billion) and in Quebec (eight percent to \$19.1 billion). New housing investment represented the largest contribution in dollars, posting an increase of 8.5 percent to \$44.2 billion. Single-family homes drove the growth with a 7.2 percent increase to \$27.4 billion, while apartment and condominium construction rose 9.7 percent to \$10.3 billion.

ONTARIO TRENDS - Continued from page 10

down in residential construction that was trickling over as a result of the U.S. slowdown. Other factors cited for these shutdowns also included the high Canadian dollar, energy costs, the sub-prime mortgage crisis and the high winter snowfall.

The forestry sector, Canada's largest industrial employer, and the manufacturing sector said they didn't get much they could take to the bank, or their workers, with the Federal Finance Minister's budget announced in February. The only item for manufacturers was a one-year extension in the tax break for investments in new equipment and machinery, followed by two more years of smaller tax breaks, which will amount to about \$1 billion (Cdn.) in extra tax

ONTARIO TRENDS - Continued

relief over three years. This is a measure that fell short of what the manufacturing industry was looking for.

The forestry sector, which has seen tens of thousands of layoffs amid falling lumber prices and the high loonie, also said the government needed to do more. The budget allocated to the forestry sector \$10-million, over two years, for developing overseas markets. It was hoped that some action would have been taken in the form of research and development tax credits. Those credits, unlike cuts to the general corporate income tax rate, would be of some use to forestry firms awash in red ink, said the president and CEO of the Forest Products Association of Canada (FPAC). And such a program, unlike the recently announced \$1-billion program to ease the transition of workers from the resource and manufacturing sectors, would help improve the competitive situation of the forestry industry. According to the FPAC president and CEO, these measures will mean more jobs lost, bankruptcies, mill closures, more suddenly quiet resource towns, and a forestry sector smaller and weaker than it needs to be.

Although Canada's residential construction industry is set to fall in 2008 and 2009, it will stay above historical norms, said the Conference Board of Canada's report, Canadian Industrial Outlook: Canada's Residential Construction Industry - Winter 2008. Profits are expected to fall slightly from 2007 levels to C\$3.3 billion (\$3.4 billion) in 2008, and then by another 4 percent in 2009, before gradually improving.

An economist at the Conference Board said, "With a growing inventory of new homes, declining housing starts and weaker price growth, builders' profits are expected to shrink over the next two years. Even with the declines, profit margins in the residential construction industry are seen staying above their 17-year average over the next four years. The report said many potential home buyers are expected to postpone purchases because of growing economic uncertainty coupled with a pricier market. Added to that, some analysts are predicting the United States is about to fall into a recession. While the Canadian economy has shown some small cracks, strong internal growth has helped it avoid a similar downturn so far.

The price of existing homes in Canada rose 10.6 percent last year, despite growing economic headwinds, said Canada Mortgage and Housing Corporation (CMHC). U.S. prices fell 12.8 percent in 2007, according to the National Association of Realtors.

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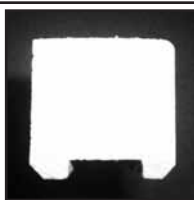
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