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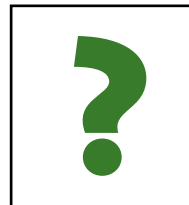
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**Union City**

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Visit the company's website to learn more about its facilities and manufacturing processes through a virtual tour. Additional information on products, services, species, contact information, current inventory, and much more are available as well at [www.devereauxsawmill.com](http://www.devereauxsawmill.com).



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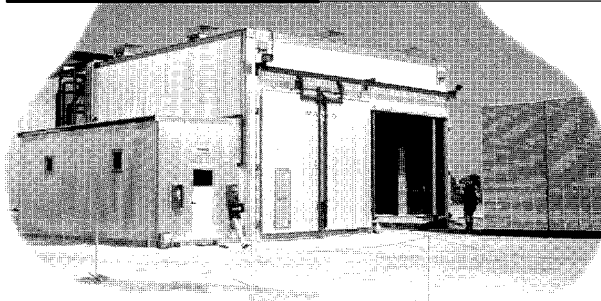
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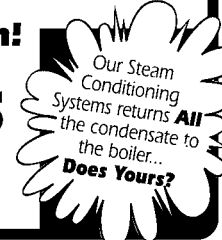
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# HARDWOOD CALENDAR

## OCTOBER

National Hardwood Lumber Assoc. Annual Convention, San Francisco Marriott, San Francisco, Calif. **Contact:** 901-377-1818. **Oct. 9-11.**

Canadian Lumbermen's Association Hardwood Bureau Breakfast & Meeting, San Francisco Marriott, San Francisco, Calif. **Contact:** 613-233-6205. **Oct. 10.**

NHLA Inspection School, Memphis, Tenn. Basics of Drying Hardwood Lumber. **Contact:** 901-507-0312. **Oct. 20-22.**

Hardwood Manufacturers Association, Northeast Regional Meeting, Manchester, N.H. **Contact:** 412-829-0770. **Oct. 22-23.**

Quebec Industrial Woodworking Show, Hotel des Seigneurs, St. Hyacinthe, Que. **Contact:** 203-840-4800. **Oct. 23-25.**

NAHB Custom Builder Symposium, The Hilton Austin, Austin, Texas. **Contact:** 800-368-5242, ext. 8388. **Oct. 24-26.**

## NOVEMBER

Kentucky Forest Industries Assoc., Kentucky Master Logger, 3-Day Course, Cooperative Extension Service, Owen County, Owenton, Ky. **Contact:** Mark Schuster, 800-859-6006. **Nov. 6.**

Penn-York Lumbermen's Club, Shamokin Dam, Pa., hosted by Kuhns

Bros. Lumber Co. **Contact:** 716-372-2316. **Nov. 10.**

Appalachian Lumbermen's Club Meeting, Rock Barn Country Club, Hickory, N.C. **Contact:** 828-396-7481. **Nov. 11.**

## DECEMBER

Southwest Club, Windsor Court Hotel, New Orleans, La. **Contact:** 601-765-8892. **Dec. 6-8** (annual banquet and meeting dates: Dec. 7 and 8)

West Side Hardwood Club Annual Christmas Luncheon, Eden Park Raquet Club, Pine Bluff, Ark. **Contact:** 501-851-3580. **Dec. 18.**

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## SOUTHEAST

According to sources in the Southeast, there may be a lumber shortage looming by the end of 2008. However, demand will likely not be strong enough to create a major shortage.

A Tennessee wholesale supplier said he's beginning to see some spot shortages in certain items. "There's been a definite loss of production in recent months, but orders have seemed to be on the same pace as production. The European export market is also suffering from a reduced flow of orders."

The source added, "My concern is not when the market will improve, but how much supply is going to be lost waiting for that to happen. In time, there will be particular grades or thicknesses of some species that you just won't be able to get."

Speaking of species, the contact said Ash has been holding its own, while the popularity of other species has differed in thicknesses and grades.

"There are certain thicknesses or grades of certain species that are doing better than others," he said. "When you saw a thickness, you also get more than one grade. Trying to find a species where all thicknesses and grades are moving is difficult to do."

A Georgia dimension manufacturer said numerous customers have asked him about a possible lumber shortage this year.

"I think a shortage is a good possibility," he said. "Originally, I thought it was going to be a major shortage, but now I'm not sure if demand will be good enough to create a large shortage."

*Please turn to page 65*

## LAKE STATES

Sources in the Lake States region recently reported the current industry as slow or quiet. However, some species have been making rumblings, particularly in the export market.

An Indiana Hardwood dimension manufacturer described the current lumber market as quiet.

"Everybody we talk to is reporting slow business," she said. "Cherry, which has always pretty much been a standard, isn't moving at all, and even sales of Hard Maple are slowing down. Red Oak seems to be not as disastrous as it used to be."

The source said her company specializes in thick stock, which has been steady. "Our niche products and longtime customer relationships are really what's keeping us going," she said. "In these tough economic times, people just aren't spending money they don't have to spend. When they're buying, they're definitely buying out of loyalty to their suppliers."

A Wisconsin distribution yard source said business has been mixed with some species moving fairly well, others slowing down and some species performing based on grade or thickness.

"Ash and Basswood are moving, but they're hard to find," he said. "Red and White Oak are slowing down, especially common White Oak. In Hard and Soft Maple, it depends upon grade."

The source said Ash and Basswood are hard to find because there just aren't enough logs at the sawmills. "A couple of mills have hinted that loggers are using the logs for pulping, and others have hinted that the loggers just aren't there any-

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## WEST COAST

Sources on the West Coast predict that housing market woes will not hit bottom until the early part of next year. As a result, some companies are expanding their inventories to include more Hardwoods and industry-related products to attract more business.

An Oregon distribution yard source said he expects the housing market to reach its lowest point during the first quarter of 2009. "After we hit bottom, I think we'll stay flat for the rest of the year," he said. "Housing starts are still low, and there's a huge inventory of mid-priced homes on the market."

On a positive note, the contact said that the commercial sector is "still going pretty strong. And, there are high-end homes — \$800,000 and up — that are still being built."

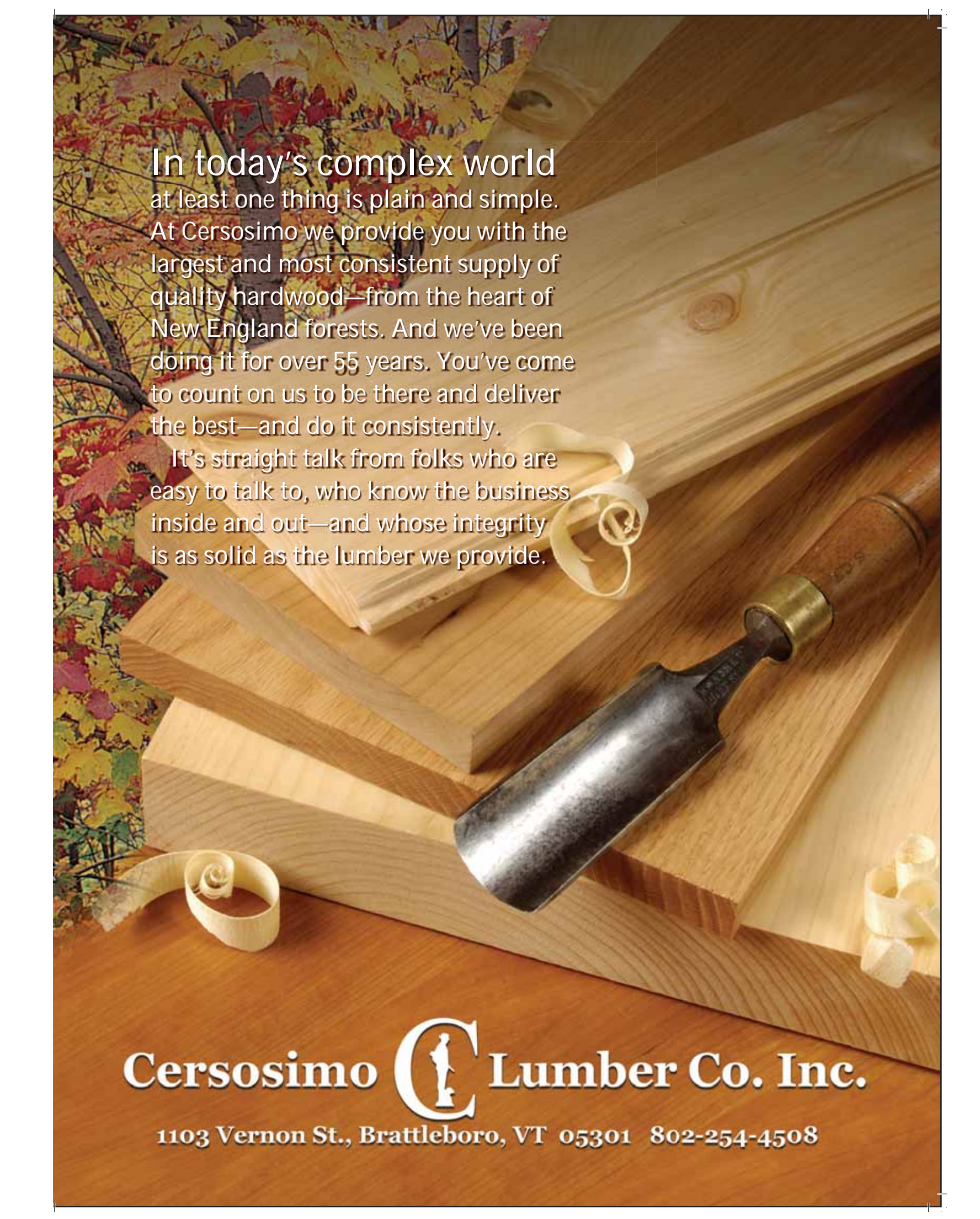
The source said there might also be an Alder shortage coming for the West Coast as loggers cut less of the species, which grows alongside conifers such as western red cedar. "If they're not logging for conifer, they won't be logging for Alder either," he said. "The Alder mills may see a tightening of supply this winter."

However, right now, there is an overabundance of Alder in cabinet grade and better, the contact said. "Knotty Alder has remained somewhat strong," he said. "There has been a tightening in Select and Better, No. 1 and No. 2 4/4 White Maple, and plain sawn and rift and quartered 4/4 White Oak is showing some strength."

A California dimension lumber manufacturer said his company recently expanded its product line to help attract

*Please turn to page 64*





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# Canadian Trends

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

## QUEBEC

Wet weather conditions over the summer months kept log supplies minimal and limited availability of green lumber throughout the region for many species.

Ash log supplies are sufficient in spite of the ongoing efforts to eradicate the Emerald Ash Borer from the region. There is a balanced supply and demand for kiln dried Ash. Sales are reported to be remaining strong and kiln dried No. 1 Common prices are reported to have increased.

There's been a growing interest in Yellow Birch, with Sap and Better orders remaining strong. Prices for Cherry have dropped. Select and Better Red Oak orders were difficult to find, making profits difficult to come by.

Demand for Aspen has risen, and kiln dried Aspen prices for several items showed signs of steady upward movement recently.

Demand for the No. 1 Common and Better grades of Red Oak is still weak, and sales competition persists from other producing regions. Strong demand for ties and other industrial timbers has cut into the volume of developing No. 2A and 3A Red Oak.

Imports of exotic Hardwoods are reported to be down drastically. "Business is terrible," stated one importer. Sapele sales are reported to have slowed, while warehouses have excess inventories. According to statistics, U.S. Hardwood lumber imports from the three leading sources – Canada, Brazil and Ecuador – were down 30 percent, 20 percent and 10 percent, respectively, during the first six months of 2008 compared to the same period in 2007. Imports from Africa were only down 3.6 percent.

According to a Desjardins Group study recently released, Quebec will be faced with a squeeze on its labor pool. The Group sounded the alarm bell in their study, which found even boosting the province's birth rate and immigration levels won't compensate for the tidal wave of retiring workers. By 2021, a quarter of Quebec's population will be age 65 or older. It also lags other provinces, such as Ontario, in attracting and retaining immigrants, the Group said.

The result will be an "upheaval, particularly on economic growth and on the labour market," said a senior economist. "Neither massive immigration nor an increase in the birth rate can turn the current trends around."

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## ONTARIO

Business remains tightly controlled for North American Hardwoods, comment industry contacts. According to reports, there's been roughly a 60 percent drop in new home construction in the U.S. and this is being felt in Canada. It is uncertain if product sales have reached their lowest point. Secondary manufacturers are adjusting their production accordingly, and purchasing raw materials on an as needed basis. Concentration yards are guarded as well when purchasing to fill inventory needs. With the wet summer months, there has been greater risk in purchasing green lumber, especially with whitewoods; higher costs were incurred to rapidly process inbound shipments and some percentage of damaged goods was inevitable.

Sawmill production is down, and the supply is reportedly decreasing. Supply of certain species is hard to come by.

Basswood's market activity has contracted just as it has for most other species in Ontario and Quebec. Sawmills and wholesalers have adjusted their production and inventories accordingly. Maintaining established business relationships is the basis for most transactions across the industry.

Demand for Birch is keeping pace with the developing production. Orders are based on specifications such as lengths and colour.

Many expressed grave concern about the future availability of the regionally important species Hard Maple. Production has been drastically reduced during the year, with additional downtime being taken in July. There are less kiln dried supplies because of the declining green Hard Maple production. The industry has been hit by market pressures on log prices and skyrocketing fuel costs. Many logging crews were forced to shut down, which forced many skilled employees to move on to other work outside of the industry. It is felt that it could take more time than forecast for the supply to respond to a rebounding market. Most agree that current market conditions for Hard Maple and most other species are highly competitive. Wholesalers are controlling quantities purchased and keenly observing prices before placing orders.


Interest in Soft Maple has waned. The declining demand from end-users has cut into total Hardwood consumption, but ample availability and moderated prices for Hard Maple have caused

*Please turn to page 77*



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# Eye On Technology

## WARRIOR BUILDING PRODUCTS, SCHAAF WINDOW ADD DMSi AGILITY

Warrior Building Products Inc., headquartered in St. Louis, Mo., and Schaaf Window Co. Inc., based in Tinley Park, Ill., recently added DMSi's Agility Software.

Warrior Building Products, a wholesale distributor of building materials, transitioned from DMS+ to Agility, based on their need to upgrade an aging server and the ability of Agility's SaaS (Software as a Service) to replace it completely.

By transferring their IT infrastructure to a hosted facility, Warrior Building Products has the flexibility to run Agility with a PC and reliable Internet connection from anywhere in the world. Agility SaaS simplifies technology, fixes IT costs, and frees resources to focus on core business initiatives.

Schaaf Window Co., a one-stop distributor of windows and related products, also recently implemented their Agility software. Schaaf Window uses Agility's error-proof CAFÉ (Component Attribute Filtering Engine) logic for its door production to filter down the bill of materials within actual components and previously selected options. CAFÉ helps save time, eliminate errors, and increase efficiency with minimal training and maintenance.

For over 30 years, DMSi has been a leading business management solution for distributors of building material and forest products. Nearly 400 of North America's top building product suppliers use DMSi software to efficiently manage daily activities.

## BUEHLER LUMBER, STANFILL HARDWOOD ADD USNR SYSTEMS

USNR, based in Woodland, Wash., posted sales in recent months with orders coming in from Buehler Lumber Co. and Stanfill Hardwood Lumber among others.

Buehler Lumber Co. recently placed an order for a USNR YieldMaster G3 system with StereoScan for its mill in Ridgway, Pa. McDonough Manufacturing Co. of Eau Claire, Wis., will provide a new carriage. Buehler Lumber Co. manufactures 5 million board feet of Hardwood lumber a year, with a focus on 6/4 through 16/4 kiln-dried stock. The firm specializes in Red and White Oak, Cherry and Maple.

Stanfill Hardwood Lumber, located in Culleoka, Tenn., recently completed start-up of a new USNR optimized combination gang/edger. The traverse system uses the USNR WaneMaster G3 optimizer system.

Bégin & Bégin ordered a new USNR linebar resaw system with a 6-foot headrig with a live rolls conveyor for its mill in Lots-Renversés, Que. The sawmill produces approximately 11 to 12 mil-



## Installation, Products and Services

lion board feet of Hardwood annually, including 7 million board feet of graded lumber and another 4 million board feet of pre-cut pallet stock.

### **DYNAVISION™ HELPS SAWMILLS DETECT DEFECTS**

In an effort to achieve better value recovery, many sawmills have installed LMI Technologies' DynaVision™ chroma+scan 3300 sensor. The sensor integrates high-density 3D differential profiles and true color vision for defect detection.

Combining these two technologies into a single sensor provides the sawmill with the technology to increase the value of each cutting decision at the edger and trimmer. This field-proven technology provides early detection of wood defects, such as cracks, stains, knots and pitch pockets from the boards. The value recovery is immediately observed through improved productivity and a higher value end product.

Yvone Hubert, vice president of optimization and control at Comact Equipment Inc., said that DynaVision™ helps mills "make better decisions at the edger. Color vision provides a solution for specific problems that have occurred, such as split wood. In this particular case, color vision technology helps to locate defects to reduce the problem of cracked wood."

LMI Technologies designs and manufactures scalable vision sensor technology for OEMs and system integrators. Since 1976, LMI has applied its expertise in optical inspection to simplify automated vision, measurement and control metrology worldwide.

### **TURBOSONIC NAMED EXCLUSIVE BIOFUEL PROCESS SUPPLIER**

A new, state-of-the-art waste-to-energy plant in Canada recently placed an order with TurboSonic Technologies Inc., located in Waterloo, Ont., for its SonicKleen™ Wet Electrostatic Precipitator system, to help control emissions. TurboSonic has been selected by the plant as its exclusive supplier of pollution abatement equipment for its biofuel process.

Edward Spink, TurboSonic's chief executive officer, said, "This latest order is consistent with our effort to pursue 'green' and sustainable energy projects. The SonicKleen™ WESP system will control particulate and acid gases from a high-temperature organic destruction process that converts organic waste matter into a high quality gas stream that can be used for energy recovery and to replace the use of fossil fuels."

TurboSonic Technologies designs and markets air pollution control technologies to industrial customers worldwide.

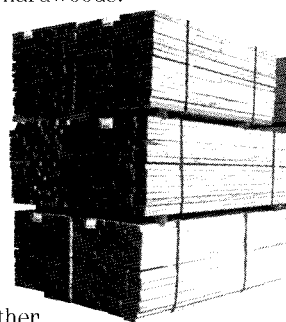


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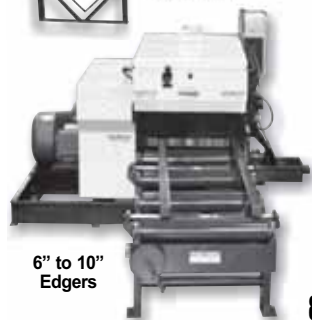


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## NHLA News

### Why Family Businesses Will Survive



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

The current economy has many companies reflecting upon their business plans and making adjustments. Larger companies are closing plants and laying-off employees, but the

smaller family owned businesses have some unique advantages to help them survive.

The most important advantage may be perspective. Yes, business is tough and many folks are losing money, but past experience assures us that business will improve and we need to hold on to get to that point. This means absorbing some losses, liquidating assets and consolidating operations, becoming lean operators and maybe cutting some budgets while all the time making plans for the next boom cycle.

The second advantage is lower debt load and less influence from the banks. Some companies have to show immediate profits to please their lenders and will make desperate moves to keep the books in the black. You can see examples of this when some mills and yards don't even do basic maintenance or take proper care of suppliers. These actions may have things looking good in the short run but it doesn't prepare them to profit from the return to good times when they will need those suppliers.

The final big advantage may be the people. Small businesses have to work closely with their people who they often are related to or may even live next door to. In tough times many workers understand the concept of mutual sacrifice to ensure the longevity of what may be the most important company in their town.

Does all of this assure that all of our industry will be able to survive? Not necessarily, but it sure gives us a better than fighting chance.

See you in San Francisco!

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](http://www.nhla.com) or call 901-377-1818.



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## HMA & Solid Hardwood Promotion

### The American Hardwood Message



by GIL THURM  
Executive Vice President  
Hardwood Manufacturers Association  
Pittsburgh, Pa.

Today, literally everyone is talking "green." And the new buzzword, "sustainability," is rolling off the lips of architects, designers and consumers. But I'm not convinced it's crystal clear to them as to what that really means.

What is clear, however, is that building professionals and consumers are simply confounded by many product choices and not enough accurate information. The future of our industry depends upon the decisions of an informed buyer.

Design professionals and consumers, alike, need to know and understand that American Hardwoods are our nation's greatest renewable, sustainable and natural resource. They need to know that American Hardwoods are the ultimate in "sustainability."

That product knowledge will not only create but drive demand for flooring, cabinetry, millwork and furniture made of American Hardwoods. That's where the Hardwood Manufacturers Association can help. And so can you.

Through HMA's on-line information, media relations programs, industry events and our educational and promotional outreach activities, architects, designers and consumers will continue to become more knowledgeable about American Hardwoods and Hardwood products. As they say, information is power. An informed buyer will make the smart product choice. When that happens, we all win.

Your financial support to the HMA's American Hardwood promotion program will enable us to continue our promotional and educational efforts. And you do not have to be an HMA member to contribute to this important cause. Equipment manufacturers, suppliers, distributors, sawmills, lumber concentration yards, Hardwood products companies, newsletter and magazine publishers, and others involved in all aspects of the Hardwood industry can and do contribute because they understand the importance of this ongoing American Hardwood promotion program, and they know they all benefit from it. Help us to continue to promote American Hardwoods. Contact HMA at 412-829-0770 to learn more.

The issues facing the Hardwood industry are many and our representatives on Capitol Hill must be made aware of the challenges we all face. Last month, HMA leaders, members, and I were pleased to have the opportunity to work with other Hardwood industry association leaders at the Hardwood Federation's Fall Fly-In Meeting in Washington, D.C. Thank you, Hardwood Federation. The HMA shares your vision of "a healthy Hardwood community."

This month, all roads lead to Manchester, N.H. and HMA's Northeast Regional Meeting, Oct. 22-23. Fall is a great time to be in New England. Just one of our great HMA member benefits, this meeting will be action-packed with tours to member facilities –

*Please turn to page 63*



# Put the HMA Advantage to Work for You

Our members know that membership in the **Hardwood Manufacturers Association** gives them a clear advantage in improving their operations and selling their products.

The **HMA** is the only national hardwood trade organization with membership limited to U.S. sawmills and concentration yards.

We know the special needs of mill owners and yard operators.

**When you belong to the HMA, you'll benefit from:**

- ▶ **"Members only" plant tours** – trips to hardwood sawmills, concentration yards and secondary manufacturing facilities that provide a host of money-making, money-saving ideas.
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- ▶ **American Hardwood Promotion Program** – on-going national promotional campaigns that create consumer demand for American hardwood products.

These are just a few ways to profit from membership. To learn more, call **412-829-0770** and we'll send you the "20 Benefits of HMA Membership," so you, too, can share in the HMA Advantage.



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NHLA



# AHEC Update

## AHEC Helps NHLA Make Annual Convention International



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

It is no secret that the Hardwood industry is becoming increasingly globalized. The National Hardwood Lumber Association (NHLA) has observed its members' growing need for familiarity with international mar-

kets, and therefore decided to expand its international element to their upcoming convention, to be held in San Francisco October 10-12<sup>th</sup>. NHLA asked AHEC to use its experience, connections and reputation in world markets in order to assist them with this endeavor.

First, AHEC overseas staff will be present at the convention, and will be happy to answer questions and talk about their respective markets. Almost all of AHEC's China office staff will be present, as this is one of the most dynamic markets and has been a starting point for many companies who wish to begin exporting. AHEC representatives will also conduct three international market sessions, one on the high potential markets of India and the Middle East, one on the dynamic Asian market, and the third on the lucrative European market. These sessions will occur during the afternoon of Saturday, October 11<sup>th</sup> right after the AHEC annual membership meeting, and all are encouraged to attend.

Second, AHEC is bringing journalists from timber and design magazines across Asia and Europe. Many dynamic and high-potential Asian and European markets will be represented, as well as the most prominent trade magazines. Representatives will be coming from Thailand, Singapore, Vietnam, Italy, India, Greece, Germany, Turkey, UK and China and will be writing for Asian Timber, Panels and Furniture Asia, China Timber, China Furniture, Ekin Publishing Group, Epipleon, Il Legno, Mondo Legno, WoodNews, Timber Trade Journal and Holz-Zentralblatt. All are highly placed within their publications, either as editors or chief editors. Their experience reporting on the industry within their home countries gives these individuals the inside information on the needs and desires of these markets that the American Hardwood industry needs to better find customers and meet their needs.

After the convention, the press delegates will be able to increase their knowledge of the American Hardwood industry. AHEC has arranged a series of visits to Hardwood mills all along the West and East coasts. The Asian press will take tours through the Northwest while the European press will tour the East coast. Such visits are vital because, especially within Asia, it is often believed that the only Hardwood forests in the United States are along the East

Please turn to page 63



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# HARDWOOD FEDERATION

## Importance Of Hardwoods Recognized



by **DEB HAWKINSON**  
Executive Director  
Hardwood Federation  
Washington, D.C.

September was an active month on Capitol Hill for the Hardwood Federation (HF). Congressman Donnelly (D-Ind.) and Shuler (D-N.C.) introduced a U.S. House Resolution, on the environmental credentials of U.S. Hardwoods. This is in an official statement of Congress, in response to a HF request that will help to ensure recognition of the importance of Hardwoods in green building legislative efforts. The International Trade Commission (ITC) investigation on the global competitiveness of Hardwood flooring and plywood was released to the Senate Finance Committee and then to the public. The HF continued working with House Small Business Committee to address industry export concerns. Congress came back in session to finish up legislative priorities before adjourning for November elections and Hardwood industry leaders traveled to Washington, D.C., for the HF Fall Fly-In.

Members of Congress are being asked to co-sponsor Representatives Donnelly and Shuler's Congressional Resolution (CR) to help industry address our Green Building challenges on Capitol Hill. The resolution recognizes and encourages the need for U.S. Hardwoods to be given full consideration in any federally mandated program directed at green building programs. The CR is a top priority for the HF and all efforts will be focused to have it passed before the end of the current Congress.

The ITC Section 332 investigation into the competitive conditions facing U.S. Hardwood plywood and flooring industries was released to the public in September. The report was first released to the Senate Finance Committee (at the time this article was written, the results had not been disclosed to the public). At the request of the HF, the Senate Finance Committee commissioned the ITC in March 2007 to conduct the competitive investigation. The ITC investigation results will be used to continue HF efforts to educate Members of Congress on the global competitive challenges confronting the U.S. plywood and flooring industry. This 17-month investigation was a historic effort to address the challenges facing the Hardwood industry.

Industry export concerns were addressed recently by HF President Jamey French in testimony before the House of Representatives' Small Business Committee on the Current State of Small Business Exports. The HF specifically highlighted the APHIS fee increase and unexpected additional freight charges at port. The HF continues to work closely with Small Business Chairwoman Nydia Velazquez (D-N.Y.) and committee members who have pledged to help the industry with these trade obstacles. The HF has submitted draft letters to Chairwoman Velazquez to send to both USDA APHIS and the Federal Maritime Commission explaining the export concerns of the Hardwood industry. A copy

*Please turn to page 62*



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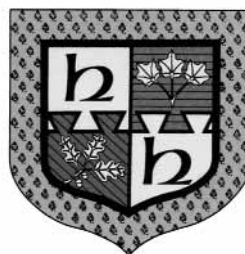
Partial view of log yard.



Partial view of boiler building and dry kilns.



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This is a view of our two office buildings at our Hardwood concentration yard in Waynesville, NC. The building on the right was just constructed.

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This is aerial view of R.P. Wakefield's division headquarters in Waterloo, Ind.

BY GARY MILLER

**Waterloo, Ind.—** Founded in 1948, R.P. Wakefield Co. Inc., headquartered here, knows a thing or two about adapting to market conditions. After all, the firm began as a wooden armrest supplier for automobile manufacturers such as Chrysler LLC and Ford Motor Co. When the car companies stopped using wooden products, R.P. Wakefield Co. diversified its product line to include making kitchen cabinet components, fireplace mantels as well as having a computerized routing business.

Today, the company is owned by the Ruegsegger family, and manufactures several wood products including Hardwood mouldings, edge glued panels, sanded S3S lumber, S4S lumber, moulder blanks, butcher blocks, drawer sides, door jambs, squares and, as has been mentioned previously, fireplace mantels. The operation is open to producing about any type of wood product a customer may want, if it can be done in their plant at a fair price.

Another way R.P. Wakefield is diversified is they perform service work for various Hardwood lumber companies. For example, the firm has inventoried and surfaced lumber for others, as well as processed and loaded lumber into containers for various firms, which is destined for the export market.

Donald Ruegsegger purchased R.P. Wakefield Co. in 1962, after working as a plant manager for a Detroit, Mich.-based louver and fire damper manufacturer.

"About the time my father wanted to purchase this plant, Mr. Wakefield had died, and his widow was trying to run the business. But she wasn't able to make it,"

said Brian Ruegsegger, who assumed ownership of R.P. Wakefield when his father passed away in 1999. "My dad bought the business in 1963 with another partner, and they got it turned around. My father eventually bought his partner out, and now our family is the sole owner."

Brian's son, Tyler, also works for R.P. Wakefield Co. as an engineer. In addition to the Ruegseggers, key employees include: Bob Simon, vice president and general manager; Sandy Rhoads, secretary-treasurer and office manager; Rick Reynolds, manager of the Waterloo, Ind., plant; Dick Rowe, manager of the Auburn, Ind., plant; Mike Garber, who handles sales of the firm's various wood products and buys lumber; John Thompson, mill room foreman; Julie Minnick, receptionist; Joe Fair, CNC departments supervisor; Carmen McHale, fireplace mantel supervisor; and Earl Christy and Brian Swanson, outside sales.

Ruegsegger said, "All of R.P. Wakefield's employees, which number about 35, are key people because without their hard work in manufacturing our firm's wood products and getting them

shipped to customers promptly as specified, our operation wouldn't be successful.

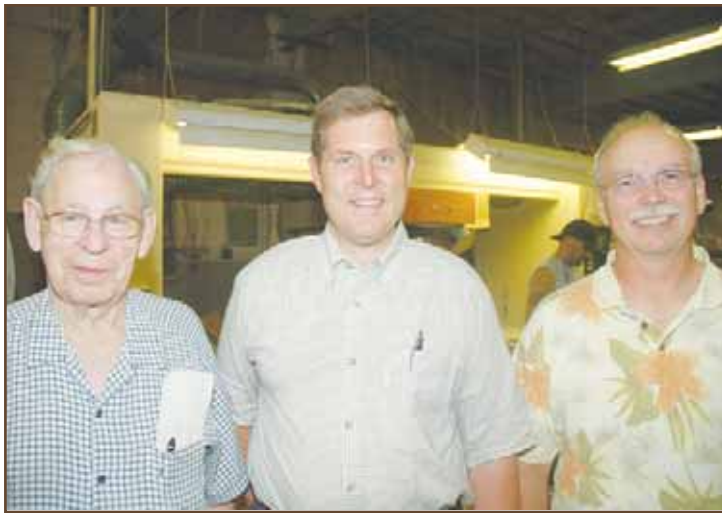
"Many of our employees have been here for over 20 years," he added. "Rick Reynolds and Dick Rowe have been with R.P. Wakefield for almost 40 years. Bob Simon has been here since 1962, and he probably turned over the first board processed at our woodworking plant."

Ruegsegger said the company currently works four 10-hour shifts per week, although the CNC router has two crews operating it 20 hours a day.

Last year, Mike Garber at R.P. Wakefield Co. purchased approximately 1 million board feet of lumber all together in such species as Ash, Birch, Cherry, Red Oak, Hard and Soft Maple, Poplar and Walnut (No. 1 Common, Select and Better, 4/4 through 8/4 and thicker when needed). That figure is down in 2008 because of the weaker economy.

"Probably about 40 percent of our wood products are made from Poplar," Garber said. "About 20 percent is Red Oak, and the rest of our products are made from a

*Please turn to page 57*



Key executives at R.P. Wakefield Co. Inc., headquartered in Waterloo, Ind., include Bob Simon, vice president; Brian Ruegsegger, owner; and Rick Reynolds, plant manager.



This is a picture of Auburn Hardwood Molding, a division of R.P. Wakefield Co. Inc.



This is a view of the company's Komo computerized routing center with two 5x5 beds and two heads with eight tool changers on each.



Employees are shown running S4S lumber.



These are some employees ripping lumber on R.P. Wakefield's Barr-Mullin CompuRip computerized wood optimizer.



This is a view of an employee checking glue panel materials for defects before sending it into the Barr-Mullin computerized cutoff saw.



# Technology Streamlines Efficiencies At Hermitage

BY TERRY MILLER

**Cookeville, Tenn.—** Approaching their 30<sup>th</sup> anniversary in 2009, Hermitage Hardwood continues to evolve with the times. In an age where the only constant is change, the company continues to make capital improvements to assure quality, efficiency and consistency.

Founded in 1979 by Parker Boles, company president and chief executive officer, Hermitage began as a wholesale lumber business and evolved into a global supplier of Hardwood lumber. Boles attributes his success to being proactive, which has provided a positive rate of growth. Boles states that he could see globalization taking place and knew that gaining efficiency and increasing production would ultimately be the way to remain competitive in the domestic and international markets. “With continued pressure on margins, we felt it was necessary to gain more production with our existing manpower,” Boles said.

This past spring, Hermitage added a new material handling system. Boles explained the efficiency of this new system.

“By integrating three workstations into one with automated scanning technologies, we are able to combine inspection, trimming and sorting into one major production line,” Boles said. “For our customers that request more specific width sorting, we are able to sort to their request or we can pro-

gram the system to pull any percentage of any width our products will allow.”

Hermitage also runs a planer production line where sorting for color is sometimes more important than sorting for width. The company’s most important goal is to minimize handling, while at the same time offering more ability to fulfill customers’ requests.

Boles added, “The way we packaged

lumber was also upgraded with an automatic package maker to handle bulk items with each individual species and sort. For items that are not considered bulk – the more specialized and smaller lots – those items are transferred to a pull chain that labels in bundle numbers that are separate from the bulk.”

In 2006, a 40,000-board-foot capacity per charge Walnut steamer was built.

“Steaming was done elsewhere for some time. We knew we would have better quality control if we were able to do it here,” said Boles. With the addition of a 22,500-square-foot warehouse that same year, Hermitage Hardwoods now inventories a diversified stock of up to 2.5 million board feet combined of Ash (4 through 8/4), Basswood (4/4 and 5/4), Poplar (4 through 10/4), Red and White Oak (4 through 6/4), Hickory, Hard and Soft Maple and Cherry kiln dried lumber (4/4). Junior Kessler is responsible for the procurement of all green lumber.

At the end of ’06 and early into 2007, the company installed a Picture Tally system. The benefits of this system include accurate and individual tallies on each bundle as well as individual bundle weights and automatic printouts of board footage for maximizing weight



Parker Boles, president and chief executive officer, and Lawson Maury and Steve Gunderson, who work in sales, stand with a bundle of lumber ready for shipment.

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Tracy Clark and Wilma Love keep Hermitage Hardwood's office in Cookeville, Tenn., running smoothly.



Lumber is inspected and marked for grade and remanufacture request at the new sorting line.



Hermitage's recent addition of an automated package maker handles larger volume runs.



A package of surfaced Hickory at the Picture Tally is weighed and tallied prior to end painting.



Small percentage products and specialty sort items are packaged at the pull chain.



Junior Kessler, lumber procurement manager, examines inbound green lumber at the stacker.



# 'Back-To-Basics' Approach Successful At Tupelo Market

BY DEBORAH ARMSTRONG

## Tupelo, Miss.—

Attitudes, orders and attendance remained strong this year at the Tupelo Furniture Market (TFM), held here twice yearly since 1993.

Furniture producers and exhibitors offered unbeatable bargains to dealers, embracing a back-to-basics approach to doing business during tough economic times. Those who were questioned noted that dealers/retailers were shopping and placing orders to bolster lean inventories, and were doing so in search of the most "bang for their bucks." Producers did not disappoint. Dealers and retail customers found discount bargains in most showrooms, and were allowed to begin shopping two full days



Solid Oak trim handsomely accents this Shaker-style bedroom suite on display at TFM by Jimson's Manufacturing, located in Haleyville, Ala.



Hickory provides stunning, and comfortable, framing, legs and arms for this chaise lounge displayed by Old Hickory Furniture in Shelbyville, Ind. The furniture's accompanying cushions are pictured beneath the lounge.



Nostalgia Handcrafted Furniture Inc., in Columbus, Miss., exhibited this Chippendale-style dining set, comprised of Mahogany.

prior to the official opening of TFM, which enabled exhibitors to literally fulfill some orders for dealers before the show's weekend opener.

"Dealers want availability," noted one furniture exhibitor. "Their inventories are lean and they want quick delivery."

The majority of those in attendance at TFM voiced optimism about the future of the industry, and said they believe that the retail business has "turned up" as all are focusing on having successful third and fourth quarters.

Many furniture producers unveiled new product lines in their showrooms. Cleaner lines and a variety of new furnishing goods for youth were readily available throughout showrooms at TFM.

Most importantly, said a furniture manufacturer, buyers and retailers were definitely placing orders. The strong show of support for this TFM continued the event's tradition as one of the strongest order-writing markets in the country. TFM welcomed more than 800 exhibitors from around the globe and its yearly average attendance by furniture buyers was upheld. Typically, more than 35,000 buyers visit Tupelo for this event.

The majority of the dealers and producers departed Tupelo feeling positive about the upcoming TFM 2009, which is scheduled for Saturday through Wednesday, Jan. 24-28.

In a released statement, Market Chairman V.M. Cleveland said the decision to move TFM from its former February dates resulted from a survey TFM conducted of the market's exhibitors and retailers.

For more information about TFM, call 662-842-4442.



Rockers made of Oak are the signature products of Country Road Furniture, located in Tupelo.



Hand-carved Victorian-style Oak legs and arms accent this furniture set displayed at the Tupelo Furniture Market by American Décor Inc. of Atlanta, Ga.



# AHMI Discusses Future Carbon Legislation

## Asheville, N.C. –

Congressman Heath Shuler (D-N.C.) told Appalachian Hardwood Manufacturers Inc. (AHMI) members recently that Congress is learning more about forestry and the role of trees in capturing carbon and also producing energy. The remarks came during the 2008 AHMI Summer Family Conference at the Grove Park Inn, located here. More than 185 people attended the conference and filled the room for the business session.

“We are working to make sure Congress understands that through good forestry techniques, we can utilize the carbon and bring a new healthy young tree on to capture more carbon that is even better for our environment,” Shuler said. “Anything that we can do in Washington, especially when it comes to our fuels, if we can use the products that you produce we all win.”

Shuler said one piece of legislation he is working on encourages landowners to establish forest management plans and become eligible for carbon credits in the future. He said the proposal could benefit the timber industry.

“You will be able to get money back for the forestry work you are already doing,” Shuler said.

Shuler was elected to Congress in 2006 and serves on the House Committee on Small Business, Committee on Transportation and Infrastructure and Committee on Natural Resources. He said he is willing to work with all sides in Washington to get things done.

“We have got to make sure that it is okay to be in the middle of ideas and bring consensus,” Shuler said. “Let’s do what’s right for America first.”

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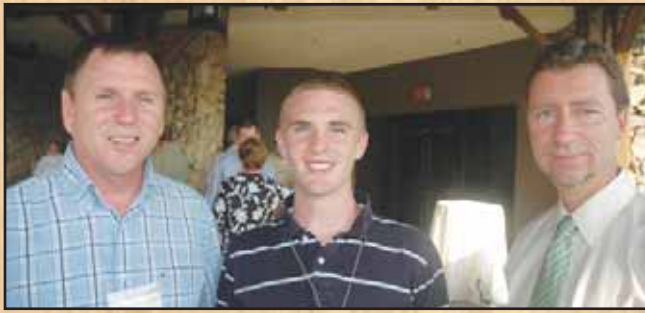


Chip and Marti Corley, Corley Manufacturing Co., Chattanooga, Tenn.; and Jerri and John Patterson, Begley Lumber Co. Inc., London, Ky.



Mike and Kathy Hincer, The Forestland Group, Abingdon, Va.; and Stephanie and Scott England, Gilco Lumber Inc., South Charleston, W.Va.





Bill and Michael Graban, Prime Lumber Co., Thomasville, N.C.; and Joe Pryor, Oaks Unlimited, Waynesville, N.C.



Phil Frantz, Red Rock Enterprises LLC, Friendsville, Md.; Jim Hamer, Jim C. Hamer Co., Kenova, W.Va.; and Ed Dallison, Dallison Lumber Inc., Jacksonburg, W.Va.



John and Pat Crites, Allegheny Wood Products Inc., Petersburg, W.Va.; and Ginny and Bill Campoll, Coastal Lumber Co., Weldon, N.C.



Congressman Heath Shuler, 11th District, Asheville, N.C.; Deb Hawkinson, Hardwood Federation, Washington, D.C.; and Judy and Wendell Cramer, W.M. Cramer Lumber Co., Hickory, N.C.



Kim and Roy Cummings, Cummings Lumber Co. Inc., Troy, Pa.; and Shelly Crites, Allegheny Wood Products Inc., Petersburg, W.Va.



Mary Ann Miller, National Hardwood Magazine, Memphis, Tenn.; and Karl and Karen Schmertzler, Yoder Lumber Co. Inc., Lenoir, N.C.



Phil Lowndes, Brooks Brothers UK Ltd., Shelby, N.C.; Lowery Anderson, Roy Anderson Lumber Co., Tompkinsville, Ky.; Mike and Paula Turlington, SII Dry Kilns, Lexington, N.C.; and Scott England, Gilco Lumber Inc., South Charleston, W.Va.



Larry Randall and Jimmy and Grace Lee, Tides & Times Group USA Inc., Winston Salem, N.C.; Whit Whitmire, USNR, Waynesville, N.C.; and Todd Nelson, Thompson Appalachian Hardwoods Inc., Huntland, Tenn.



Preston and Frances Herrington, Keith D. Peterson & Co. Inc., Richmond, Va.; and Sandy and Rick Jordan, Associated Hardwoods Inc., Granite Falls, N.C.



Dean and Eric Alanko, Allegheny Wood Products Inc., Petersburg, W.Va.; Scott Cummings, Cummings Lumber Co. Inc., Troy, Pa.; and Lance Johnson, ISK Biocides Inc., Roanoke, Va.

*Additional photos on page 46*



# IWF Attracts 43,000 Attendees In Atlanta

BY TERRY MILLER AND GARY MILLER

**Atlanta, Ga.—** The 2008 International Woodworking Machinery & Furniture Supply Fair (IWF) attracted more than 1,300 exhibiting companies and over 43,000 attendees at the Georgia World Congress Center here recently. Those figures included more than 230 new exhibitors and almost 300 international exhibitors.

"Key decision makers worldwide come to IWF because they know it attracts the manufacturers and suppliers that provide the manufacturing solutions they need for this wide-ranging industry, for every company from the one-man shop to a large production facility," said Charles R. "Tommy" Tompkins, IWF 2008 chairman and president of Cresent Fine Furniture in Gallatin, Tenn.

Tompkins added, "IWF is the best opportunity to see and evaluate the most innovative new technology, machinery, supplies and services displayed all in one place, and to meet with new and existing suppliers."

The IWF 2008 Technical Conference included 17 sessions including Advancing Your Business Management Skills; Teaching You How to Implement Profitable, Efficient and Safe Production Strategies; Providing Information on New Technology, Processes

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Mike Ray, Tom Johel and Norm Murray, U•C Coatings Corp., Buffalo, N.Y.; and Jeff Berchtold, Exclusive Woodworking, Waukegan, Ill.



Hal Mitchell, Atlanta Hardwood Corp., Mableton, Ga.; Randy Harrison, Southern Staircase, Alpharetta, Ga.; Dan Caldwell, Atlanta Hardwood Corp.; and Mike Sellers, Southern Staircase



Nico Poulos, Weston Premium Woods Inc., Brampton, Ont.; Mike Mitchell, Bradford Forest, Bradford, Pa.; and Mark Young and Don Petersen, Interforest Lumber Inc., Shade Gap, Pa.



Nico Poulos, Aly Sutton, Andrew Robinson, Jeff Landis and Tony Mendolia, Weston Premium Woods Inc., Brampton, Ont.



Norman Atchley, Parton Lumber Co. Inc., Rutherfordton, N.C.; Lane Maltba, Century Furniture Industries, Hickory, N.C.; and Alfred Mayo and Patrick Parton, Parton Lumber Co. Inc.



Joe Hines, Tom Henderson, Chris Haugen and Dan Hansen, Midwest Hardwood Corp., Maple Grove, Minn.



Orn Gudmundsson, Jr. and Orn Gudmundsson, Sr., Northland Corp., LaGrange, Ky.; and Nordeck Thompson, Thompson Appalachian Hardwoods, Huntland, Tenn.



Noah Dreyer, Baillie Lumber Co., Hamburg, N.Y.; Nikituk Komsadam, Barubdhall, Hlao, Russia; and Matt Bubar and Tom Eichler, Baillie Lumber Co.



Mark Vollinger, W. M. Cramer Lumber Co., Hickory, N.C.; Bill Haskin, Patriot Timber Products International Inc., Greensboro, N.C.; Michael Cramer, W. M. Cramer Lumber Co.; and Tom Wilson, International Specialties Inc., Collierville, Tenn.



Edward Godek, Rex Lumber Co., South Windsor, Conn.; Bill Renzulli, Rex Lumber Co., Doswell, Va.; and Paul Wentzell, Rex Lumber Co., Acton, Mass.



Norman Roberts, Roberts Plywood Co., Deer Park, N.Y.; Jim Howard, Atlanta Hardwood Corp., Mableton, Ga.; and John Biedermann, Hardwoods Inc., Mableton, Ga.



Tim Girardi, Keith Price and Keith Finewood, Northland Corp., LaGrange, Ky.; and Bill Stanton, Blumer & Stanton Inc., West Palm Beach, Fla.



Brian and Paula Turlington, SII Dry Kilns, Lexington, N.C.; Mike Owens, Buchanan Hardwood Flooring Co. LLC, Aliceville, Ala.; Eric Porter, Abenaki Timber Corp., Kingston, N.H.; Derek Wheeland, Wheeland Lumber Co. Inc., Liberty, Pa.; and Dan Mathews, SII Dry Kilns



Claus Staalner, WoodEye North America Inc., Suwanee, Ga.; Rick Jordan, Associated Hardwoods Inc., Granite Falls, N.C.; and Stefan Nilsson, WoodEye North America Inc.



Larry and Florence Randall, Better Built Dry Kilns Inc., Villa Hills, Ky.

*Additional photos on next page*





Tom Inman, Appalachian Hardwood Manufacturers Inc., High Point, N.C.; Terry Miller, National Hardwood Magazine, Memphis, Tenn.; Linwood Truitt, Beasley Forest Products Inc., Hazlehurst, Ga.; and Rick Armstrong, Homer Gregory & Co. Inc., Morehead, Ky.



Matt Marzella, Hood Distribution, Mobile, Ala.; Jerry Brown, The Wood Gallery, Hornbeck, La.; Aaron Cannady, Hood Distribution, Raleigh, N.C.; Randy Marzella, Hood Distribution, Memphis, Tenn.; and Bob McCubbins, Hood Distribution, High Point, N.C.



Alexandria Sytcheva, The Danzer Group, Moscow, Russia; Jesper Bach, Baillie Lumber Co., Hamburg, N.Y.; and Emmi Herger, Intercomp, Baar, Switzerland



Justin Gittler and Bill Gittler Jr., Catawissa Lumber & Specialty Co. Inc., Catawissa, Pa.



Michael Davison, Barefoot Pellet Co., Troy, Pa.; and Scott Cummings, Cummings Lumber Co. Inc., Troy, Pa.



Jason Delves, Roger Dodd and Ron Leslein, BLC Hardwood Flooring LLC, Macon, Ga.



Simon Briggs and Jerry Little, Canterbury Flooring, Mocksville, N.C.



Jon Swanson and Nathan Jobe, American Lumber Co., Erie, Pa.



Randy Panko, Wood-Mizer Products Inc., Indianapolis, Ind.; Mike Fisher and Kevin Corder, AWMV Industrial Products, Indianapolis, Ind.



Mike MacDonald and Tim Costin, Valspar Corp., Toronto, Ont.; and David King, Valspar Corp., High Point, N.C.





Vincent Lavoie, FPInnovations Forintek, Quebec City, Que.; Peter Garrahan, FPInnovations Forintek, Ottawa, Ont.; Jack Meredith, Nova Dry Kilns Inc., New Albany, Ind.; and Hector Silver Castro, Nova Dry Kilns Inc., Veracruz, Mexico



Silvio Giandomenico and Dennis Reid, Cherry Forest Products, Guelph, Ont.; and Jerry Hodgert, Augusta Lumber LLC, Waynesboro, Va.



Jean Désilets, Claude Cadrin and Pierre Cadrin, C.A. Spencer Inc., Laval, Que.



Bob and Billy Thompson, Thompson Forest Products International, Greensboro, N.C.



Joe Zona, Deer Park Lumber Inc., Tunkhannock, Pa.; and Chris and Nick Kilibarda, Seaboard International Forest Products Inc., Nashua, N.H.



Steve Staryak, Darlene Cyphert and Blair Walker, Babcock Lumber Co., Champion, Pa.



Paul Dow, Gene Walters and Karl Schmertzler, Yoder Lumber Co. Inc., Millersburg, Ohio; and Don Petersen, Interforest Corp., Shade Gap, Pa.; and Mel Yoder, Yoder Lumber Co. Inc.



Ed Downes, Downes & Reader Hardwood Co. Inc., Stoughton, Mass.; Steve Arnett and William von der Goltz, Downes & Reader Hardwood Co. Inc., Greensboro, N.C.; and Jim Reader, Jay Singh and Rod Reader, Downes & Reader Hardwood Co. Inc., Stoughton, Mass.



Rick Burnett, Cross Creek Sales, Augusta, Ga.; Roger Barber, Graham Lumber Co., Linden, Tenn.; Diane Beauchamp, Northern Hardwoods, South Range, Mich.; and Scott Rossi, American Hardwood Industries Inc., Cromwell, Conn.



Scott Seyler, Brett Kuhns and Tim Kuhns, Kuhns Bros. Lumber Co. Inc., Lewisburg, Pa.

Additional photos on page 51



# Penn-York Members Convene At Findley Lake

BY PAUL MILLER JR.

## Tunkhannock, Pa.—

Deer Park Lumber Inc., located here, hosted members and guests of the Penn-York Lumbermen's Club recently at the Peek 'n Peak Resort in Findley Lake, N.Y.

Attendees enjoyed cocktails, dinner and a guest speaker. Many at the event also played 18 holes of golf and competed for various prizes.

Golf winners were:

Low gross first, (76) Jack Monnoyer; second, (78) Todd Wand; third, (79) Greg Fitzpatrick; fourth, (80) Jeff Herman;

Low net first, (59) Ron Monnoyer; second, (59) Steve Jones; third, (64) John Dolan;

Closest to pins: #4, Rich Conti; #6, Derrill Watkins; #10, Jay Reese; and #13, Jerry Puckly.



Ryan Andrews, Deer Park Lumber Inc., Tunkhannock, Pa.; Randy Flament, Emporium Hardwoods Inc., Emporium, Pa.; Rich Conti, Matson Lumber Co., Brookville, Pa.; and Ron Andrews, Deer Park Lumber Inc.

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Val Geist, Deer Park Lumber Inc., Tunkhannock, Pa.; Noah Shetler, Shetler Lumber Co., Waterford, Pa.; Bob Mineo, Bingaman & Son Lumber Inc., Clarendon, Pa.; and Kay Andrews, Deer Park Lumber Inc.



Noah Greer, Shetler Lumber Co., Waterford, Pa.; Scott Holley, ITL Corp., Beachwood, Ohio; Randy Flament, Emporium Hardwoods Inc., Emporium, Pa.; Scott Seyler, Kuhns Bros. Lumber Co. Inc., Lewisburg, Pa.; and Skeeter Helwig, Catawissa Lumber & Specialty Co. Inc., Catawissa, Pa.



Dave Sondel, U•C Coatings Corp., Buffalo, N.Y.; Tim Kuhns, Kuhns Bros. Lumber Co. Inc., Lewisburg, Pa.; Bob Rorabaugh, Rorabaugh Lumber Co., Birdseye, Pa.; Sharon Clevenger, Coastal Lumber Co., Spartansburg, Pa.; and Jim Krutik, Walter McIlvain Lumber Co., New Oxford, Pa.



Bill Reese, Penn-Sylvan International Inc., Spartansburg, Pa.; Michael Drusinsky and Av Fanaroff, ITL Corp., Beachwood, Ohio; and Nathan Jobe, American Lumber Co., Hamburg, N.Y.



Paul Lyskava, Pennsylvania Forest Products Assoc., Harrisburg, Pa.; Joe Ventimiglia, Sierra Forest Products, Chicago, Ill.; Rob Cabral, Upper Canada Forest Products, Mississauga, Ont.; and Cam Koons, Deer Park Lumber Inc., Tunkhannock, Pa.



Aaron Russell, GMC Hardwoods Inc., Dover, Mass.; Joe Zona, Deer Park Lumber Inc., Tunkhannock, Pa.; Frank Mainolfi, Weston Premium Woods Inc., Brampton, Ont.; and Matt Andrews, Deer Park Lumber Inc., Tunkhannock, Pa.



Tom Monahan, Weyerhaeuser, Titusville, Pa.; Bruce Roberts, Weyerhaeuser, Erie, Pa.; Mike Mallery, Wolverine Hardwoods Inc., Kane, Pa.; and Milo Glancy, Ron Jones Hardwood Sales Inc., Union City, Pa.



Skeeter Helwig, Catawissa Lumber & Specialty Co. Inc., Catawissa, Pa.; Jeff Herman, Tanner Lumber Co. LLC, Wilmore, Pa.; Bruce Horner, Abenaki Timber Corp., Braswell, Pa.; and Brad Schroeder, ITL Corp., Beachwood, Ohio



Nick Skudlarek, Salamanca Lumber Co., Salamanca, N.Y.; Lloyd Lovett, King City, Montreal, Que.; and Mario Lussier, Simon Lussier Ltd., Blainville, Que.



Paul Miller Jr., National Hardwood Magazine, Memphis, Tenn.; and Mary and Steve Fox, Deer Park Lumber Inc., Tunkhannock, Pa.



Bill Tallyen, Emporium Hardwoods Inc., Emporium, Pa.; Duane Keck, Woodcraft Industries Inc., St. Cloud, Minn.; Bob Elwell, Woodcraft Industries Inc., Greenville, Pa.; and Tom Armentano, Sirianni Hardwoods Inc., Painted Post, N.Y.



Larry Evans, ITL Corp., Beachwood, Ohio; Greg Fitzpatrick, Fitzpatrick & Weller Inc., Ellicottville, N.Y.; Jay Reese, Penn-Sylvan International Inc., Spartansburg, Pa.; Ron Mercer, Fitzpatrick & Weller Inc.; and Kevin Brown, W.J. Cox Associates Inc., Clarence, N.Y.



Paul and Betty Miller, Bally Block Lumber Co., Bally, Pa.; and Gail Carucci and Ron Mercer, Fitzpatrick & Weller Inc., Ellicottville, N.Y.



Dave Sondel, U•C Coatings Corp., Buffalo, N.Y.; Jeff Barnhart, Barnhart Wood Products, Emlenton, Pa.; and Rick Kenny, Weyerhaeuser, Titusville, Pa.

*Additional photos on page 48*



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American and worldwide markets. The Central Wisconsin location is convenient to other wood related businesses owned by the Ort family including three sawmills producing 35 million board feet and 85,000 acres of pristine northern hardwood timberland. Logs and lumber from this Northern Wisconsin region is known worldwide for the brightest color and uniform tight grain.

***Wolf River Lumber is one of the most advanced lumber manufacturing facilities in the world, is vertically integrated and can provide consistent supply of these products and services to our industry***

Wolf River Lumber is one of the most advanced lumber manufacturing facilities in the world and is vertically integrated and can provide consistent supply of these products and services to our industry. Our goal at Wolf River Lumber is to provide innovative forest products solutions that help improve our customers' financial and marketing positions by streamlining their organization, reducing their costs, and enhancing the quality of their operations, and thus spurring rapid growth and stronger profits.



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# Green Mountain Forestry Leads Architect Tour At Cersosimo

BY TERRY MILLER

## Battleboro, Vt.—

As certified forestry grows in popularity, it is important to truly understand what programs like the Forest Stewardship Council entail and why “green” is becoming the new buzzword. In that vein, Green Mountain Forestry, a forestry consultant firm owned by Steve Hardy, recently led a group of over 20 architects on a tour of several timberland projects as well as Cersosimo Lumber Co. Inc., headquartered here.

The group surveyed three projects, including a 27-acre woodlot, last cut 20 years ago, that is owned by Steve’s brother, Jeff. Jeff Hardy handles eastern white pine industrial sales at Cersosimo Lumber Co. Steve noted that the architects, who represented Goody, Clancy & Associates Inc. in Boston, Mass., also toured a 60-acre woodlot in Dummerston, Vt., last cut 50 years ago, that is owned by Peter Doubleday. The projects incorporated thinning and mechanized logging respectively.

Steve Hardy said that the projects are good examples of the type of work that has been accomplished over the last 50 to 60 years without certification.

“FSC has done tremendous marketing about what they’re doing, but the program is too cost prohibitive for many small woodland owners,” he said. “The Sustainable Forestry Initiative (SFI) and the Tree Farm Program are a little more reasonable.

“There is a huge confusion about what FSC is and what it isn’t,” Steve added. “If honey is not organic, does it mean it’s not good honey? If it’s not FSC certified forestry, does it mean it’s not good forestry? We wanted to showcase that while these jobs are not certified per se, the forestry on them is exemplary.”

Steve said he hopes the tour cleared up a lot of confusion that architects have about the role of certified woods in the forest products industry as well as other details.

“The architects didn’t realize that foresters actually go in, mark the trees and make sure everybody is properly

insured,” Steve said. “They were really intrigued by how we do things as foresters. When we went to Cersosimo’s sawmill, they were amazed at the orderliness of it all. Logs aren’t just dropped off in a pile and sawn up. They’re properly graded and scaled.”

In addition to the tour and dinner, the group asked questions about forest certification, which Dan Harrison, vice president and general manager of Cersosimo Lumber Co., addressed.

Jeff Hardy said there was good, meaningful discussion from both sides. “It was very informative for us to understand the architects’ thought processes behind their spec building projects,” he said. “It was informative for them to understand that while these timber lots are not certified, there are very good harvesting practices going on and that lumber is equal to any FSC-certified lumber.”

Steve Hardy, a licensed forester in Vermont, New Hampshire and Massachusetts, also co-owns a non-profit

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Steve Hardy (far left), owner of Green Mountain Forestry, Brattleboro, Vt., leads a tour of architects from Goody, Clancy & Associates Inc., Boston, Mass., around Cersosimo Lumber Co. Inc., also in Brattleboro.



Seth Berkowitz, Neval Pektas and Chee Xu, Goody, Clancy & Associates Inc., Boston, Mass.; Dan Harrison, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; and Steve Hardy, Green Mountain Forestry, Brattleboro, Vt.



Susan Pranger, Goody, Clancy & Associates Inc., Boston, Mass.; Phil Mann, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; and Annie Reed and Raymond Urban, Goody, Clancy & Associates Inc.



Jeff Wooding, Goody, Clancy & Associates Inc., Boston, Mass.; Jeff Hardy, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; Jennifer Gaugler, Ashley McClure and Patrick Gehlhoff, Goody, Clancy & Associates Inc.

# DLH Nordisk Specializes In iDeck

BY GARY MILLER

## Greensboro, N.C.—

For over 20 years, DLH Nordisk Inc., headquartered here, has provided quality timber products in Genuine Mahogany and other imported species, as well as domestic species of lumber, to customers throughout the world.

Established in 1986, DLH Nordisk Inc. is a subsidiary of the Denmark-based DLH Group, which also includes PW Hardwood LLC in Brookville, Pa., and Inter-Continental Hardwoods Inc. in Currie, N.C.

DLH Nordisk acquired EAC Timber Americas Inc., also located in Greensboro, N.C., in 2000. Both were established in Greensboro due to its location of a large majority of furniture manufacturers in the area at that time. When a lot of the furniture industry moved overseas, DLH Nordisk expanded its product line to include rough lumber and decking, wood deck tiles, deck systems, balusters, dimension stock, dowels, broom/brush handles, brush blocks, furniture parts, picture frame mouldings, trailer/truck flooring and flat/fluted "apitong" kiln drying sticks.

But, the company prides itself most on its iDeck brand decking. Predominantly made with Ipe, iDeck is available in a wide range of Hardwood species and dimensions. iDeck is produced from naturally durable species that stand up to outside conditions without the use of pressure-treating chemicals.

The iDeck tile system uses pre-bored durable Hardwood tiles and a plastic connection system called iConnect to produce a deck surface. "Using this system allows you to create a wooden deck on any solid, well-drained surface," said Stewart Sexton, president of DLH Nordisk Inc. "With iDeck tiles, you can create a wooden surface, which will give you a secure feeling, and makes your pool or pondside a safer place for bare feet."

As an imported and domestic Hardwood provider, DLH Nordisk also specializes in "apitong" kiln drying sticks, which are made out of Keruing, Balau, Kapur and other Indonesian Hardwoods. The species, which are known for dense, long fibers and interlocked grain, provide a stronger, more durable kiln drying stick. In addition, the company also sources kiln

sticks in Brazilian Ipe, Massaranduba and Cumaru.

"Since these sticks are cut from straight butt logs, they are free of knots with very minor grain deviation," Sexton said. "They are durable, decay resistant and stay straight even after multiple uses at high temperatures of over 200 degrees."

DLH Nordisk sells veneer also and it is marketed through Doug Holmberg, who maintains an office in Prospect, Ky. Imported plywood sales are done by Stuart McDiarmid and Jacob Boles, who work for DLH A/S in Copenhagen, Denmark. But the two men have their offices at DLH Nordisk's North American headquarters in Greensboro, N.C.

Please turn to page 58



Stewart Sexton is the president of DLH Nordisk Inc.'s headquarters in North America, which is located in Greensboro, N.C.

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Brian and Deb Hawkinson, Hardwood Federation, Washington, D.C.; and Kim, Mark and Michael Vollinger, W.M. Cramer Lumber Co., Hickory, N.C.



John Crites II, Allegheny Wood Products Inc., Petersburg, W.Va.; Tom Inman, Appalachian Hardwood Manufacturers Inc. (AHMI), High Point, N.C.; and Dani and Steve Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.



Matt and Jennifer Begley, Begley Lumber Co. Inc., London, Ky.; and Chris Ghiloni, American Woodmark, Winchester, Va.



Ray Hunt, Austin Hunt Lumber Co. Inc., Statesville, N.C.; Wendell Cramer, W.M. Cramer Lumber Co., Hickory, N.C.; and Sharon and Jimmy Powell, Canton Hardwood Co. Inc., Canton, N.C.

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Phil Lowndes, Brooks Brothers UK Ltd., Shelby, N.C.; Walt Setzer, Hardwood Market Report, Memphis, Tenn.; and Dale Thrash, WNC Dry Kiln, Marion, N.C.



Mitch Carr, Shenandoah Forest, Staunton, Va.; and Angela and Tony Honeycutt, Mullican Flooring, Johnson City, Tenn.



Galen Weaver, Weaver Inc., Lebanon, Pa.; John and Pat Crites, Allegheny Wood Products Inc., Petersburg, W.Va.; and Mark Barford, National Hardwood Lumber Assoc. (NHLA), Memphis, Tenn.



Gil Thurm, Hardwood Manufacturers Assoc., Washington, D.C.; Mike Parton, Gilkey Lumber Co. Inc., Rutherfordton, N.C.; and David Kay, Forest Products Inc., Conover, N.C.

*Additional photos on next page*

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Left to Right: Al Weston, buyer; Moe Hart, office manager; James Walter, operations manager; Jack Williams, president; and Bo Miller, truck driver

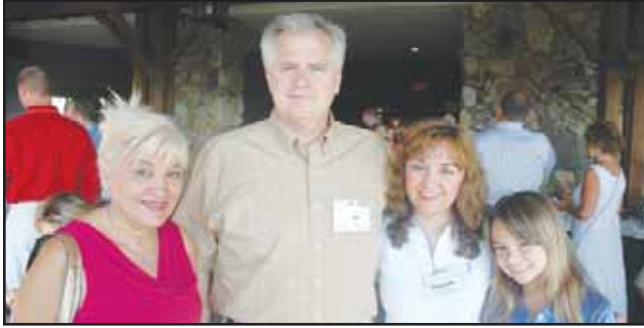


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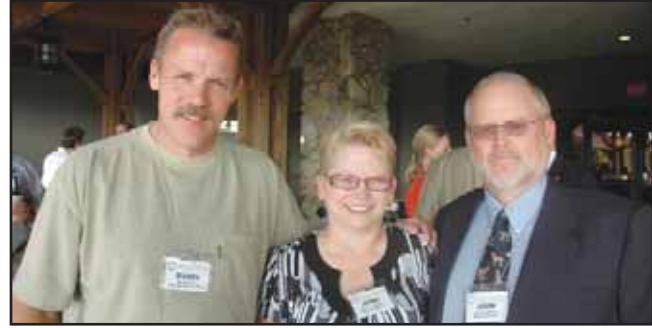




## AHMI PHOTOS - Continued



Carmen Garrido, guest, Seville, Spain; and Mike, Maribel and Samantha Snow, American Hardwood Export Council, Washington, D.C.



Barry Garrison, Glen Oak Lumber & Milling, Somerset, Ky.; and Jerri and John Patterson, Begley Lumber Co. Inc., London, Ky.

## PENN-YORK PHOTOS - Continued from page 41




Steve Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.; Val Geist, Deer Park Lumber Inc., Tunkhannock, Pa.; Chris Bingaman, Bingaman & Son Lumber Inc., Creamer, Pa.; and Amy and Bob Shields, St. Marys Lumber Co., St. Marys, Pa.



Jim Hoag, AgChoice Farm Credit, Meadville, Pa.; Drew Helmus, PW Hardwood LLC, Brookville, Pa.; and Joe Kasper, Taylor Lifts, Pittsburgh, Pa.

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Roger Anderson, Conestoga Wood Specialties, Beavertown, Pa.; Tim Kuhns, Kuhns Bros. Lumber Co. Inc., Lewisburg, Pa.; and Brandon Ferman, Meridien Hardwoods of PA Inc., Pittsfield, Pa.



Ed Armbruster, ITL Corp., Beachwood, Ohio; Reinier Taapken, Salamanca Lumber Co. Inc., Salamanca, N.Y.; Lloyd Lovett, King City, Montreal, Que.; Richard Wand, Metric Woods Ltd., Mississauga, Ont.; and Larry Cordner, Cummings Lumber Co. Inc., Troy, Pa.



Mark Cifranick, Baillie Lumber Co., Hamburg, N.Y.; Michael Drusinsky, ITL Corp., Beachwood, Ohio; Bob Rutledge, Tembec Inc., Huntsville, Ont.; and Trevor Vaughan, Ron Jones Hardwood Sales Inc., Union City, Pa.



Tom Monahan, Weyerhaeuser, Titusville, Pa.; Derrick Watkins, Merrill Lynch, Jamestown, N.Y.; Dan Ferman, Meridien Hardwoods of PA Inc., Pittsfield, Pa.; and Jerry Puckly, Summit Hardwoods, Waterford, Pa.

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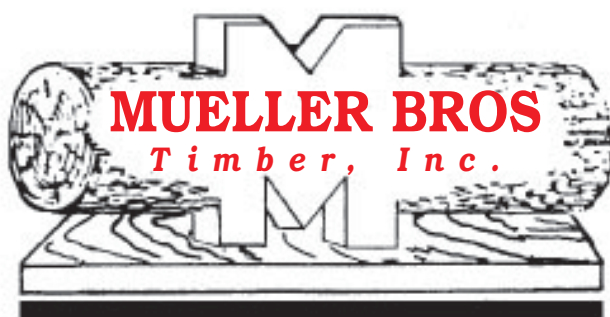
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### PENN-YORK PHOTOS - Continued



Jack Monnoyer, PW Hardwood LLC, Brookville, Pa.; Rob Matson and Brian Conklin, Matson Lumber Co., Brookville, Pa.; and Paul Miller Jr., National Hardwood Magazine, Memphis, Tenn.



Jeff Herman, Tanner Lumber Co. LLC, Wilmore, Pa.; Michael Price, Forestry Systems Inc., Summerfield, N.C.; and Steve Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.



Mike Mallery, Wolverine Hardwoods Inc., Kane, Pa.; Bob and Laurie Knowlden, Brooks Lumber Co., Ralston, Pa.; and Rus Gustin, RAM Forest Products, Shinglehouse, Pa.



Ron Monnoyer, PW Hardwood LLC, Brookville, Pa.; Frank Mainolfi, Weston Premium Woods Inc., Brampton, Ont.; Jack Monnoyer, PW Hardwood LLC; Trevor Vaughan, Ron Jones Hardwood Sales Inc., Union City, Pa.; and Michael Boylen, West Side Lumber, Burlington, Ont.

IWF PHOTOS - Continued from page 39



Keith Atherholt, Lewis Lumber Products Inc., Picture Rocks, Pa.; Federico Ferres, Urufor, Montevideo, Uruguay; Carlyle Holman, Advantage Lumber Co., St. Joe, Ind.; Steven Maslanka, Marjam Building Supply Co., Newark, N.J.; and Curt Wolfhope, Lewis Lumber Products Inc.



Bill Baker, Wheeland Lumber Co. Inc., Liberty, Pa.; Dan Keiderling, Wheeland Lumber Co. Inc., Austin, Texas; and Derek Wheeland, Wheeland Lumber Co. Inc., Liberty, Pa.



Trevor Vaughan, Danielle and Steve Jones, and Ron Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.



Phil West, Coastal Lumber Co., Weldon, N.C.; Bo Hammond, Karen Alford and Winslow Ballew, Coastal Lumber Co., Charlottesville, Va.; and Tom Boyce, Coastal Global Resources, Summerville, S.C.



Richard Uria, Ed Armbruster, Scott Eastwood and Dave Gutowski, Industrial Timber & Lumber Co., Beachwood, Ohio

Additional photos on next page

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- Steve Jones

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## IWF PHOTOS - Continued



Ted Lander, Bob Schlosser, John Andraschko and Rick Smrcka, Wolf River Lumber Inc., New London, Wis.



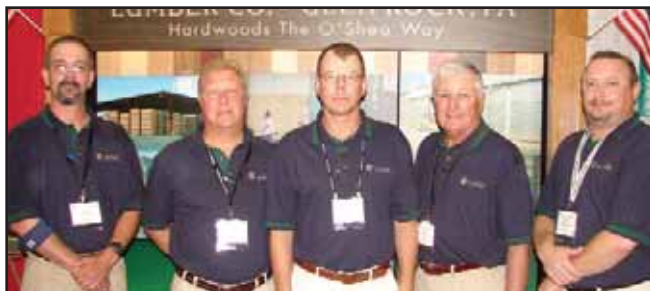
Whit Whitmire, USNR, Waynesville, N.C.; Bob Pope, USNR, Montpelier, Vt.; Sonia Perrine, USNR, Woodland, Wash.; and Jeff Cowley, USNR, Jacksonville, Fla.



Phil Rosebrock, Fred and Teresa Teague, Connie Vallier and Christopher Sackett, Prime Lumber Co., Thomasville, N.C.



Rob Young, Cole Hardwood Inc., Mableton, Ga.; Eric Porter, Abenaki Timber Corp., Kingston, N.H.; and Jeremy Rentschler, Indiana Dimension Inc., Logansport, Ind.



Jim Taylor, Jerry Anton, John Young, Jim Anton and Drew Baitz, O'Shea Lumber Co., Glen Rock, Pa.



Jack Shannon III, Felipe Corrales, Ed Espitia, Diane Pevy and Jim Lennon, J.T. Shannon Lumber Co. Inc., Memphis, Tenn.



Hank Millis, Nancy Arend, Jack Bates and Dave Bosley, Weyerhaeuser Co., Portland, Ore.



Nelson Miller, Air Systems Mfg. of Lenoir Inc., Lenoir, N.C.; Garett Bosiger, Appomattox River Mfg., Keysville, Va.; and Steve Dagenhart, Air Systems Mfg. of Lenoir Inc.



Alain Lamarre, J.D. Irving Ltd., Clair, N.B.; Darren Zwicker, J.D. Irving Ltd., St. John, N.B.; and Daniel Couturier, J.D. Irving Ltd., Clair, N.B.



Bob Mineo, Brad Bingaman, Chris Bingaman, Martha and Max Bingaman and Bob McCabe, Bingaman & Son Lumber Inc., Kreamer, Pa.

Additional photos on next page

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## IWF PHOTOS - Continued



John Borrero, Banks Hardwoods Inc., Miami, Fla.; Greg Ritchie, Banks Hardwoods Inc., Menomonie, Wis.; Kevin Kahila and Richard Peters, Banks Hardwoods Inc., White Pigeon, Mich.; Omar Linares, Banks Hardwoods Inc., Miami, Fla.; and Ralph Bartles, Graf Bros. Lumber, South Shore, Ky.



Scott Wood and Charles Owens, Southern Pneumatics, Knoxville, Tenn.



Terry Miller, National Hardwood Magazine, Memphis, Tenn.; Ivonne Nunez, Anderson-Tully Mexico, Mexico City, Mexico; Buddy Irby, Anderson-Tully Co., Vicksburg, Miss.; and Elsa Nunez, Anderson-Tully Mexico, Mexico City, Mexico



Craig Myers, Nick Kaz, Joe McCreia and Jay Phillips, Pennsylvania Lumbermen's Mutual Insurance Co., Philadelphia, Pa.



Drew Helmus, PW Hardwood LLC, Danbury, Conn.; Stewart Sexton, DLH Nordisk Inc., Greensboro, N.C.; and Jack Monnoyer, PW Hardwood LLC, Brookville, Pa.

**AHMI** - Continued from page 34

Shuler also spent a few minutes with AHMI members who contributed to the Hardwood Federation Political Action Committee. The Congressman's remarks set the stage for the second presentation on carbon credit and exchange programs.

Scott Shouse, forester from the Mountain Association for Community Economic Development in Berea, Ky., explained how the program works and how Appalachian landowners can become involved. Carbon credits and trading programs are voluntary in the United States and allow forest landowners to receive value for trees that grow and capture carbon. Industries that produce carbon are willing to pay landowners a fee for sequestration to offset the carbon emitted.

The credits are traded on the Chicago Climate Exchange and MACED serves as an aggregator between landowners and the exchange. Acceptance in the program requires landowners to certify their forests, have an accurate inventory and contract with an aggregate.

Shouse said the average contract is for 15 years. Landowners receive payments based on a portion of their inventory and also have guidelines they must follow for harvests and ownership. The land must be verified each year to make certain that plans are followed.

Shouse said there will be legislation in coming years to set up carbon limits for industry and requires carbon offsets.

National Hardwood Lumber Association Executive Director Mark Barford shared information on that group's new branding campaign. "Strong Roots. Global Reach" is NHLA's latest effort to market its programs to the world.

As the keeper of Hardwood lumber grades, NHLA will maintain that focus but also expand its role as the voice of the Hardwood industry. "NHLA has made a firm commitment to become an international organization and we certainly understand that our future markets are throughout the world," he said.

Chris Jacobson of Lumbermen's Underwriting Alliance wrapped up the business session by challenging attendees to be prepared for the worst. He cited recent tornadoes, floods and fires as threats that every business faces but often fail to have adequate plans.

"There are many questions you have to be prepared to answer in these situations," he said. "If you don't have a plan, you will overlook something that may be very important."

He encouraged attendees to have contingency plans in place for equipment, power sources, transportation and workers if needed.

"Do you have specialty contractors in place to get you back in business as quickly as possible?" Jacobson asked. "How are you going to pay for it? Savings? Many people are underprepared to face things like this that they do not expect."

Jacobson said companies should familiarize themselves with their policies and coverage. He urged everyone to review their plans annually for updates.

"Our attendees found these business sessions to be extremely helpful in providing valuable information," said Tom Inman, AHMI president. "The Grove Park offers outstanding accommodations and reports from everyone were very positive."

Winners of the AHMI sporting events were:

**Golf**

Men: Low gross 1st Joe Pryor, 2nd Chris Jacobson; Low net 1st Chip Corley, 2nd Scott Vidrine; Long drive Chris Keziah; Closest to the pin Preston Herrington

Ladies: Low gross 1st Bert Barrett, 2nd Laurie Johnston

**Tennis**

Men's tie between Kent Carr and Todd Carr

**Sporting Clays**

1st place tie between Matt Begley and Lance Johnson; 3rd place Davis Inman

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## PENN-YORK MEETING -

Continued from page 40

Closest in two: #7, Mario Lussier and John Darby; and #16, Gary Dubler and Fuzzy Zoller.

Deer Park Lumber Inc. is a second-generation family owned Hardwood sawmill. The company purchases native Hardwood logs such as Red Oak, White Oak, Cherry, Ash, Hard and Soft Maple, Beech, Birch, Poplar, Basswood, pine and hemlock from private woodlot owners and ship kiln dried lumber domestically and

internationally. For more information, contact (570) 836-1133.

Next month's Penn-York meeting is set for Nov. 10 at Shamokin Dam, Pa., and will be hosted by Kuhns Bros. Lumber Co.

## GREEN MOUNTAIN TOUR -

Continued from page 44

forest foundation, the Northeast Regional Forest Foundation, with Rob O'Halloran. Together, the two travel to schools and

universities during their down time to promote the "wise use of natural resources in a free market economy."

For more information about the Northeast Regional Forest Foundation, visit [www.nrff.org](http://www.nrff.org).

Established in 1947 by Anthony F. Cersosimo, Cersosimo Lumber Co. Inc. is one of the largest producers of high quality Northeastern Hardwood and eastern white pine in New England.

Cersosimo manages approximately 12,000 acres of company-owned timberlands, of which a majority are enrolled in current use programs and subject to the firm's own written forest management plans.

For more information, contact Cersosimo Lumber Co. Inc. at 802-254-4508, visit [www.cersosimolumber.com](http://www.cersosimolumber.com) or e-mail [jhardy@cersosimo.com](mailto:jhardy@cersosimo.com).

## HERMITAGE -

Continued from page 30

on truckload and container shipments. "By combining these individual capabilities we are able to load for the benefit of the customer," Boles said.

Boles plans to further develop production capacity, which will allow the company to process smaller quantities of specialty items such as Ash, Maple, Walnut and Oak in thicker stock than what Hermitage has traditionally been able to supply. "Our diversity will expand and we will be able to offer smaller quantities of selected items as the customer tells us what their needs are," he said.

The company markets lumber both domestically and internationally. The firm is targeting Scandinavia, Northern Europe, Mexico, China, Vietnam, Indonesia and Malaysia. The company distributes directly as well as through a vast resource of exporters, agents and importers. The company uses contract carriers and utilizes its own shipping department to handle containers for the railway to domestic customers.

Along with Boles, Lawson Maury and Adam Moran handle international sales. An experienced lumber veteran, Maury, who previously lived in Europe, is currently handling the majority of direct European export sales. Working under the guidance of Boles and Maury, Adam Moran, a recent graduate with a B.A. in Asian studies, who also studied in Beijing for a semester, recently began training to help develop domestic business and increase a presence in the Asian market. Steve Gunderson, also having an extensive lumber industry background, is focused on expanding North American markets.



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## HERMITAGE - Continued

Hermitage Hardwood's dry kiln capacity is approximately 875,000 board feet per charge, and the dry kilns and steamer are fueled by a wood waste boiler. The firm has a covered air-drying capacity of 4.5 million feet. Lumber is waxed on the ends to minimize checking and end splits, which is supplied by U•C Coatings Corp. The production target for Hermitage is 1.6 million board feet per month. The company is a member of the National Hardwood Lumber Assoc., Hardwood Manufacturers Assoc. and the Tennessee Forestry Assoc.

With 45 employees, other key personnel include, Wilma Love who is responsible for handling freight, insurance and other administrative duties; and Tracy Clark who oversees accounts receivable, payable and customer relations.

"One of the ultimate goals at Hermitage Hardwoods is to develop procurement solutions for our customers. We want our customers to know that we are going to be here to do what we can to help maximize their potential in an increasingly challenging market," Boles said. The company is committed to providing a wide-range of high quality Appalachian Hardwoods – on time – as ordered with a quality guarantee. By increasing efficiency, keeping current with technological advances and maintaining consistency and quality, Hermitage Hardwood Lumber Sales is well positioned for the future.

For more information about Hermitage Hardwood Lumber Sales visit them at [www.hermitagehardwood.com](http://www.hermitagehardwood.com) or contact them directly at 931-526-6832.

## R.P. WAKEFIELD -

Continued from page 28

mixture of species."

R.P. Wakefield's Waterloo facility encompasses 50,000 square feet under roof. Additionally, mantels are manufactured in a 3,000-square-foot building. The firm also has a plant in Auburn, Ind., which has 11,000 square feet of production space under roof, and 8,000 square feet of storage space.

"The reason our Auburn, Ind., plant was built was to service high volume users like lumberyards," Ruegsegger said. "It also helps streamline the process. We can process the lumber in Waterloo, and then send the moulder blanks to Auburn where they're turned into high volume mouldings."

At both plants, all of the dust is collected into bins, and then loaded onto semi-trucks and sold for different uses such as animal bedding. "All of our wood waste is

hauled away, ground up and reused," Ruegsegger said. "Very little of it is wasted at our plant."

R.P. Wakefield ships its products throughout the United States, and to some customers in Canada as well. "About 75 percent of our business is within 600 miles of here," Ruegsegger said. "Our company can arrange shipping for customers on our own vehicles or by contract carriers."

The firm owns a semi-truck with a 53-foot trailer and two straight trucks, one curtain side and one flat bed. Trucks can

be loaded from the side or the rear, per customer request, and this helps keep lumber and wood components protected from the elements during shipping. The company also has five forklifts for moving lumber and various wood products they make around their plant. The lifts are also used for loading and unloading trucks.

R.P. Wakefield also specializes in fireplace mantels manufactured in various species and dimensions. The company

*Please turn the page*

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## R.P. WAKEFIELD -

Continued

often has customers ship lumber to them to be surfaced, ripped or made into moulder blanks.

"We have the capability to run lumber through our plant and deliver it to clients, or we can cut it to length and even glue it up," Ruegsegger said. "We're very flexible and are competitive with domestic competitors. When you're competing against the overseas market, sometimes you just have to find a niche that they can't service."

Garber said R.P. Wakefield has been shipped 4x8 sheets of plywood from its customers, and machined the plywood into furniture components. "We have actually machined the components, assembled them and sent them back to our clients to fabricate and ship to their customers," he said.

In addition to its regular customers such as cabinet and furniture manufacturers, the company sells its value added products to wholesalers. R.P. Wakefield has even processed lumber for its competitors.

"We're set up to process lumber in such an efficient way that even some of our competitors have brought us their wood to process it here," Ruegsegger said. "We machine it and sometimes assemble the components, then send the components back to them where they finish them in their own plants."

R.P. Wakefield Co. has upgraded its lumber handling equipment over the years to include a Campbell automation computerized router, a Komo computerized routing center, seven moulders, including two Weinig moulders, a Barr-Mullin CompuRip computerized wood optimizer, a Barr-Mullin computerized cutoff saw, a Weinig Rondamat 950 automatic grinder, a Diehl mill head grinder, a Norton router-bit grinder and a Taylor clamping system.

"Before our customers come to us with a need, we want to be aware of a solution," he said. "If there's a technological change in the way woodworking machinery is manufactured, we want to know about it before somebody else tells us about it. We won't always be able to buy the latest technology, but at least we can be aware of it."

Ruegsegger and Bob Simon frequently attend the Midwest Industrial Woodworking Expo in Grand Rapids, Mich., and the International Woodworking Fair in Atlanta, Ga., to keep abreast of the latest advancements in woodworking machinery. In addition, R.P. Wakefield is a member of the Indiana Hardwood Lumbermen's Assoc.

Ruegsegger said R.P. Wakefield also manufactures its own tools including router bits and blades, and can even produce custom-designed parts submitted by customers.

"With our state-of-the-art software and tool room, we are able to deal with custom and big run jobs," he said. "We service all of our tools, sharpen them and keep them in top working order."

Ruegsegger said R.P. Wakefield can usually handle any job, no matter how big or small.

"The thing that makes us strong is that we're set up to do really large jobs efficiently, but we can also do smaller jobs with high quality," he said. "It's really unique because most of our competitors can either do really high volume work or really small volume work. We are successful either way."

For more information, contact R.P. Wakefield Co. Inc. at 800-538-4163, visit [www.rpwakefield.com](http://www.rpwakefield.com) or e-mail [mikeg@rpwakefield.com](mailto:mikeg@rpwakefield.com).



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**DLH NORDISK** - Continued from page 45

Originally focused purely on Genuine Mahogany, DLH Nordisk today processes and sells South American and African species of lumber such as Jatoba, Virola,



## DLH NORDISK - Continued

Banak, Cumala, Andiroba, Purpleheart, Spanish Cedar, Ipe, Cumaru and many others. The domestic species of lumber that their Hardwood lumber concentration yard with dry kilns in Brookville, Pa., (called PW Hardwood LLC), handles includes Red and White Oak, Poplar, Cherry, Ash, Walnut, Hard and Soft Maple, Yellow Birch and others.

For its imported forest products, DLH Nordisk utilizes the Port of Savannah, Ga. The company has a warehouse in Statesboro, Ga., where decking, flooring and some kiln-dried lumber is stocked. DLH Nordisk generally uses outside facilities for custom kiln drying including Huntersville Hardwoods in Huntersville, N.C., where the company also keeps a warehouse.

DLH Nordisk's customer base includes all types of woodworking plants (like the manufacturers of furniture, cabinets, millwork, flooring, etc.), distribution yards and others.

As part of his responsibilities as president, Sexton concentrates on imported decking, lumber and flooring sales in the United States and Canada, and helps manage the DLH Group's office in Guyana.

Sexton is joined at DLH Nordisk by Christian Mengel, who serves as the executive vice president. Mengel oversees sourcing of the firm's lumber and machined wood products from Asia, Malaysia, Indonesia and Vietnam. Mengel is also currently the president of the International Wood Products Assoc., based in Alexandria, Va. Mengel speaks several different languages including English, Danish, German and some Portuguese.

In addition to Sexton and Mengel, the sales team includes: Jens Bursche, who handles South American product sales including Brazilian flooring and decking; and Tim McGill, Tommy Stepp, Mike Morton and Ralph Elliott, who handle the imported lumber sales for DLH Nordisk Inc. Other employees include: Kenn Rahbek, Wendy Wilson, Kristie Kennedy and Jesper Christensen, who work in the accounting and human resources department of the company; and Melissa Kinney, Melissa Poteat, Joey Jewell, Linda Rumley and Sandy Smith, who provide sales support.

The DLH Group, which celebrated its 100<sup>th</sup> birthday earlier this year, maintains offices in 34 countries across the globe, and has more than 3,500 employees worldwide.

The company traces its history back to Harald Kjaer, who as a young man in the timber industry left his employer and took over his own consignment of pine. Kjaer quit his job following an argument with

Melissa Kinney, Melissa Poteat, Joey Jewell, Linda Rumley and Sandy Smith provide the sales support for the company's forest product sales people.



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*Please turn the page*



## DLH NORDISK - Continued

his boss, who said he paid too much for the consignment. Although Kjaer was two years under the minimum age for a trading license, which is 25, he succeeded in getting a license, and the operation known today as DLH was born.

The DLH Group, which is led by Jørgen Møller-Rasmussen, president and chief executive officer, is today a U.S. \$1.2 billion company shipping over 1 million cubic meters of wood worldwide annually.

As has been mentioned previously, DLH Nordisk owns two divisions in the United States called PW Hardwood LLC and Inter-Continental Hardwoods Inc.

PW Hardwood LLC, headquartered in Brookeville, Pa., began



The sales staff for DLH Nordisk Inc.'s imported lumber and other forest products include: Ralph Elliott; Jens Bursche; Mike Morton; Tommy Stepp; Christian Mengel; and Tim McGill.

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business in 1915 as Plunkett-Webster Lumber Co., and was purchased by the DLH Group in 2002. PW Hardwood has eight dry kilns and this operation, led by Andrew Helmus, concentrates on processing domestic lumber and selling it to customers worldwide.

Inter-Continental Hardwoods Inc., based in Currie, N.C., was acquired through a merger with the Timber Group of Basel, Switzerland, in 2006. The opera-



Jacob Boles, shown here, assists Stuart McDiramid in selling imported plywood for DLH A/S in Copenhagen, Denmark, though their offices are located at DLH Nordisk Inc.'s North American headquarters in Greensboro, N.C.

tion provides over 30 species of tropical Hardwoods, and specializes in imported Hardwood lumber, flooring and decking. Inter-Continental Hardwoods, under the direction of Tom Herga, has a 20-acre lumberyard with approximately 300,000 board feet of kiln capacity per charge at this location.

One of the DLH Group's main goals as it moves into the future is the sustainability of its forests and wood products. The company has set short, medium and long-term goals including: to know the origin of all wood; to become a global leader in certified tropical Hardwoods; and to trade and produce wood products, which originate from sustainably managed forests.

The DLH Group manages 1.3 million hectares of tropical rainforest in the Republic of Congo. Approximately 750,000 hectares have been certified

### DLH NORDISK - Continued

through the Forest Stewardship Council (FSC), and the firm plans to have their remaining hectares certified within the next two years. The tract is one of the largest continuing FSC-certified natural tropical forest areas in the world.

In addition to its own FSC-certified forests, the DLH Group offers FSC-certified timber from suppliers in North and South America, Europe, Russia and Asia, and works actively to motivate more suppliers to become certified. The operation offers timber certified according to many forest certification schemes including the Sustainable Forestry Initiative, the Canadian Standards Assoc., Malaysian Timber Certification Council, Timber Legality and Traceability Verification, Origine et Légalité des Bois, Verification of Legal Origin, and the Programme for the Endorsement of Forest Certification Schemes.

DLH utilizes the Good Supplier Program (GSP) to evaluate its suppliers' environmental performance. The brief questionnaire asks suppliers whether they own their forest concessions, what percentage of that source is from known origin and if the supplier can supply certified and verified timber.

For more information, contact DLH Nordisk Inc. at 800-688-2882, visit [www.dlh-usa.com](http://www.dlh-usa.com) or [trade.us@dlh-group.com](mailto:trade.us@dlh-group.com).

### IWF - Continued from page 36

and Manufacturing Techniques; and Industry and Environmental Standards and Regulations.

The show is owned and operated by the American Home Furnishings Alliance, Wood Machinery Manufacturers of America and the Woodworking Machinery Industry Assoc., and ranks in the top 10 trade shows in the United States in terms of attendees' plans to buy and attendees with buying influence.

The event began one day early this year with a symposium on industrial wood finishing that was sponsored by the IWF, Wood & Wood Products and the University of British Columbia.

The Challengers Award® was presented to several deserving companies for their advancements in technology or significant contributions to environmental improvement. This year, IWF received a record 126 entries from 93 companies. The award challenges IWF exhibiting companies to develop revolutionary, creative, ingenious, forward-thinking technology, materials, services or safety devices that advance the industry.

"The products entered for the IWF 2008 Challengers Award® competition were some of the best ever," Tompkins said. "The industry as a whole will be winners

*Please turn the page*

Kenn Rahbek, Wendy Wilson, Kristie Kennedy and Jesper Christensen work in the firm's accounting and human resources department.



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## IWF - Continued

by utilizing these new products.”

Winners included WoodEye North America/Innovative Vision AB; DUX Area Inc.; DV-Systems/Delle Vedove USA Inc.; Super Thin Saws; Giben International SpA; NAP GLADU; and FS Tool Corp./FS Cruing.

In addition to the Challengers awards, IWF featured a New Product Showcase to give special attention to new developments. The IWF Design Emphasis 2008 student design competition, another annual highlight, featured students from more than 30 colleges and universities.

Also at this year's IWF, the Wood Machinery Manufacturers of America launched the U.S. Innovation & Demonstration Center. The center provided WMMA members with the opportunity to show and



Rusty Logue, Battle Lumber Co. Inc., Wadley, Ga.; Charlie White, Horizon Forest Products, Greenville, S.C.; Tom Wright and Jim Skiver, Liberty Lumber Co., Liberty, N.C.; and Chip Underwood, Underwood Forest, Madison, Ga.

demonstrate the machinery, cutting tools, systems and supplies during IWF 2008 beyond what is shown in their booths on the show floor. Some 18 WMMA member companies participated in the project.

As an added bonus for attendees, IWF gave away 42 prize vouchers, worth \$105,000. The vouchers, in denominations of \$10,000, \$5,000 and \$1,000, could be used toward the purchase of products from exhibitors at the show. Lucky winners also walked away with \$100 gas cards or a 42-inch flat screen TV.

For more information, visit [www.iwfatlanta.com](http://www.iwfatlanta.com).

## HARDWOOD FEDERATION -

Continued from page 24

of these letters can be found on the HF website, [www.hardwoodfederation.com](http://www.hardwoodfederation.com), under Document Library.

These issues and other industry priorities were the focus of the HF Fly-In on Sept. 23-24 when HF members came to Washington to discuss the legislative priorities of the industry. Leaders on Capitol Hill were educated about issues affecting Hardwood businesses, and Members of Congress were given recognition for their support of the industry. Industry leaders met with their Members of Congress, including key Members of the Agriculture Committee, Appropriations Committee, Energy and Commerce Committee, Natural Resources Committee, and Small Business Committee.

Thank you to these industry leaders that traveled to Washington and our HFPAC supporters who made the HFPAC events held during the Fly-In a success. The HF Political Action Committee (HFPAC) contributed over \$60,000 to Hardwood friendly Members of Congress during the HF Fly-In. Members of Congress and industry leaders met at HFPAC sponsored events that provided the industry the opportunity to personally thank Congressional leaders for their support and interest in the Hardwood community. A strong HFPAC helps to elect federal

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## HARDWOOD FEDERATION -

Continued

legislators who understand the Hardwood industry's issues and priorities.

As an industry, our unified voice on Capitol Hill and the ability to support elections of candidates important to the Hardwood community are key to advance our policy priorities. Please visit [www.hardwoodfederation.com](http://www.hardwoodfederation.com) to learn more about the HF and the industry's federal PAC. The November elections are fast approaching and the HFPAC is critical in keeping Hardwood industry supporters in Congress. Thank you to all industry members who have supported the HFPAC.

## AHEC UPDATE -

Continued from page 22

coast. Environmental concerns in Asia favor diverse, widely available products like the United States has with its coast to coast span of Hardwood forests and these visits will educate not only the press delegates but also the millions who read their publications.

The American Hardwood Export Council (AHEC) is the leading international trade association for the U.S. Hardwood industry, representing the committed exporters among U.S. Hardwood companies and all major U.S. Hardwood product trade associations. AHEC's member companies service the growing global demand for U.S. Hardwood and represent the full range of Hardwood products. AHEC maintains offices in Japan, Europe, Southeast Asia, China, Korea and Mexico, in addition to its Washington, D.C. headquarters, to serve the needs of the global community. For additional information please contact AHEC by phone at 202/463-2720, by fax at 202/463-2787 or consult our web site at [www.ahec.org](http://www.ahec.org).

## HMA & SOLID HARDWOOD

PROMOTION - Continued from page 20

Abenaki Timber Corporation, Northland Forest Products, Inc. and Holt & Bugbee Company, special visits to New England Wood Pellet and the Society for Protection of New Hampshire Forests, and Forester and guest speaker, Jane Difley, will top off our evening's dinner with her presentation, "Conserving the Forest Resource."

The meeting promises to be a great information exchange and that's what our members love. Information is power, remember? The HMA Regional Meetings and Tours are limited to HMA members. If you would like more information about

HMA membership, please contact our HMA office at 412.829.0770.

The Hardwood Manufacturers Association is the only national trade organization with membership limited to Hardwood sawmills and lumber concentration yards located in the United States.

HMA is a member-driven association, providing member companies with peer networks, state-of-the-art information, 21st Century management tools and far-reaching American Hardwood promotion campaigns. With that strong, clear focus, HMA's hallmarks are value, efficiency

and cost-effectiveness.

For more information, to become an HMA member, and to support HMA's American Hardwood promotion campaigns, please visit our websites at [www.HMAmembers.org](http://www.HMAmembers.org) and [www.HardwoodInfo.com](http://www.HardwoodInfo.com), or contact HMA by phone at (412) 829-0770, by fax at (412) 829-0844, or email at [info@Hardwood.org](mailto:info@Hardwood.org).



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## WEST COAST TRENDS -

Continued from page 12

more customers. He noted that several firms are growing their inventory to help clients meet all of their needs in one place.

"While others are shrinking and cutting back, we're bringing in a lot of new products including finishes, adhesives and tools," he said. "We're not leaving the Hardwood lumber business, just expanding our product line. It eases the purchasing burden on our customers."

## HOUSING CONTRACTS INCREASE ON WEST COAST

According to the National Assoc. of Realtors (NAR), the Pending Home Sales Index (PHSI), a forward-looking indicator based on contracts signed, recently rose 4.6 percent to 101 on the West Coast, still 1.7 percent below a year ago. Nationwide, the PHSI rose 5.3 percent to 89, but remains 12.3 percent below 2007 figures when it stood at 101.4.

Lawrence Yun, NAR chief economist, said sales have been in a pattern of rising and falling within a fairly narrow range.

"The vacillation of data from one month to the next indicates a housing market in transition," he said. "The rise in pending home sales was broad-based with all four regions showing gains. This is welcome news because a rise in contract activity is necessary for an overall housing recovery."

Sales gains have been consistently strong in recent months in Sacramento, Calif., while pending sales have fallen significantly in the Pacific Northwest.

NAR President Richard F. Gaylord, a broker with RE/MAX Real Estate Specialists in Long Beach, Calif., said the housing stimulus package would provide long-term relief. "Provisions to stem foreclosures are helpful, but a greater lift to the economy should come from higher mortgage limits, enhancements to the FHA loan program and the first-time homebuyer tax credit," he said.

## BUILDER CONFIDENCE SLIPS ON WEST COAST

According to the National Assoc. of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), builder confidence declined three points to 11 on the West Coast, whose new-homes market has been heavily impacted by an upswing in foreclosure sales at cut-rate prices. Overall confidence held even at 16, while the component gauging sales expectations rose two points to 25.

"With the passage of crucial housing legislation that created an attractive home buyer tax credit, there is a sense that home sales may soon be reaching a turning point," said Sandy Dunn, NAHB president. "Builders are anticipating the stimulative effects of this legislation and are optimistic that the tax credit will give those buyers who've been sitting on the fence the reason they need to jump back into the market."

Two out of three of the HMI's component indexes posted gains, including a one-point rise to 16 in the index gauging current sales conditions. The component gauging traffic of prospective buyers remained unchanged.

## FIRES CONTINUE TO RAGE IN CALIFORNIA, WASHINGTON

According to the U.S. Forest Service, forest fires along the West Coast have tapped firefighting budgets dry this year. In California alone, state wildfire spending has increased more than 150 percent in the last decade, to more than \$1 billion annually.

As of press time, the Forest Service had already spent more than \$900 million, almost 75 percent of its fire suppression budget, with the fire season nearing its peak. According to estimates, some 53,085 wildfires have raged in California within the last five years, covering more than 4.6 million acres.

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## WEST COAST TRENDS -

Continued

In Washington, lightning strikes recently caused a blaze to begin in a remote area of Gifford Pinchot National Forest, which spread to more than 12 square miles. The first 12 days of firefighting cost more than \$8.6 million, and over 1,100 people helped extinguish the flames.

Trees in the area also face a threat by budworms. According to recent Canadian research, budworm-infested trees throw burning material (or spotting) twice as far as other fires, and helps spread the fires.

In related news, Senate Interior Appropriations Chairwoman Dianne Feinstein (D-Calif.) has pushed for an emergency supplemental appropriations bill that would include \$910 million to fund wildfire suppression efforts, rehabilitation and recovery efforts in California.

•

## SOUTHEAST TRENDS -

Continued from page 12

The source said No. 1 and No. 2 Common Poplar is performing well, while No. 1 and No. 2 Common Red Oak is "adequate."

"White Oak has fallen off, but it's still pretty steady," he said. "The worst thing out there is 4/4 Face and Better Poplar, but sawmills are cutting heavier stock to compensate."

The contact said companies like his are also facing more and more restrictions when shipping products overseas. "Everybody's hurting on freight, and these new rules are making it increasingly difficult," he said.

### LOWER HOME PRICES ATTRACT BUYERS IN SOUTHEAST

According to the National Assoc. of Realtors (NAR), lower existing-home prices, many due to foreclosures, are attracting buyers in the Southeast region. In the second quarter of 2008, existing-home sales increased 10.5 percent in Virginia and 10.1 percent in Florida. The Cape Coral-Fort Myers, Fla., area posted one of the largest yearly single-family home price drops, down 33.1 percent to \$178,100.

Nationwide, existing-home sales in the second quarter rose in 13 states, while prices dropped in 115 of the 150 metropolitan statistical areas surveyed.

Regionally, the median existing single-family home price was \$177,000 in the second quarter, down 4.1 percent from a year earlier. One of the strongest price increases was in Greenville, S.C., which rose 5.1 percent to \$160,300.

"In many areas with large concentrations

of foreclosure sales, homes are being purchased below replacement cost values," said Richard Gaylord, NAR president. "Many buyers with long-term expectations are getting exceptional value in the current market. Once the inventory is drawn down, price pressure will return because the costs of construction are rising."

### HOUSING STARTS FALL 8.2 PERCENT IN SOUTHEAST

According to the Commerce Department, single-family housing starts recently declined 8.2 percent in the

Southeast, while permit issuance gained 4.1 percent. Nationwide, single-family housing starts decreased 3 percent to a seasonally adjusted annual rate of 641,000 units, the lowest rate since January 1991.

"Though some may be inclined to focus only on the negative angle of this report, there is definitely a bright side," said Sandy Dunn, president of the National Assoc. of Home Builders (NAHB). "The actions that homebuilders are taking right now to keep a lid on new production are

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## SOUTHEAST TRENDS -

Continued

slowly but surely helping to bring supply and demand back into balance and put us on the road to a much healthier housing market.”

Total housing starts declined 11 percent nationwide to a seasonally adjusted annual rate of 965,000 units. Meanwhile, overall permit issuance fell 17.7 percent to 937,000 units. Overall housing starts and permit numbers were skewed by a building code change in New York City.

NAHB Chief Economist David Seiders said, “While there is definitely a sense that we are nearing the bottom of the downswing in home sales, builders are not ready to start ratcheting up production just yet. We anticipate that the new first-time homebuyer tax credit will help bring about a rebound.”

### ASHEVILLE RECOGNIZED FOR AFFORDABLE HOUSING

The NAR and the U.S. Conference of Mayors recently named Asheville, N.C.,

an Ambassador City for expanding affordable housing. Asheville was recognized for its Mayor’s Affordable Housing Task Force, which is aimed at addressing the city’s growing need for affordable housing.

“Realtors build communities and care about the lack of affordable housing in many of our towns and cities,” said Pat V. Combs, NAR immediate past president. “Successful partnerships like this are crucial to developing comprehensive affordable housing plans that will help Asheville’s residents successfully obtain and maintain quality, affordable housing.”

U.S. Census data shows that two-thirds of Asheville households make less than the area’s median income. As a result, more than 40 percent of renter households are unable to make their monthly rent payments and nearly one-third of homeowners struggle with their mortgage payments. Of North Carolina’s major cities, Asheville has the lowest annual median income but the second highest average monthly rent.

To help address these challenges, the Mayor’s Affordable Housing Task Force recommends zoning changes, incentives for building affordable housing and redeveloping public housing, a free tax-preparation collaborative, an employer-assisted housing initiative, and an affordable housing public awareness campaign.

## LAKE STATES TRENDS -

Continued from page 12

more,” he said. “I really don’t know what it is. Generally, the mills are having log supply issues.”

The contact said his company was performing “better than I could have hoped for” through the beginning of August, which saw a more than 20 percent drop in profits for the month. “Right now, customers are of the ‘if you’ve got it on the shelf, I’ll take it’ mentality,” he said. “There is no pre-buying or quantity purchases. We’re taking it log-by-log, day-by-day. If I had the material, I would be selling more Ash and Basswood overseas, though.”

### REMODELING MARKET INCREASES IN LAKE STATES

According to the National Assoc. of Home Builders’ (NAHB) Remodeling Market Index (RMI), current market expectations recently rose in the second quarter to 52.9 from 44.1 in the Lake States region. Nationwide, the current market conditions indicator remained at 41.8, while future expectations rose slightly to 38 from 37.9 in the first quarter.

The RMI measures remodeler percep-



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## LAKE STATES TRENDS -

Continued

tions of market demand for current and future residential remodeling projects. Any number of 50 indicates that the majority of remodelers view market conditions as improving.

"Remodelers are experiencing slower activity in markets nationwide, particularly for major improvements to owner-occupied housing," said Lonny Rutherford, NAHB Remodelers chairman. "While markets remain pretty active, most remodelers are taking on a greater number of smaller jobs to maintain their businesses."

The index shows a gradual decline in overall remodeling activity since 2005. Nationally, major additions and alterations declined slightly to 43.18 (from 44.15) in the second quarter, while minor additions and alterations increased slightly to 42.89 (from 41.57).

In related news, Pete Casteel, president of the Green Oak Township, Mich.-based KSI Kitchen & Bath, said his company and others in Michigan have seen new life in the remodeling market, as fewer single-family homes are built. "We've been living on remodeling," he said.

### RESISTANCE TO HARVESTING THREATENS INDIANA FORESTS

According to the Indiana Department of Natural Resources Forestry Division, resistance by private owners to cut down their trees is one of the biggest threats facing the state's Hardwood lumber industry. Forests need harvesting from time to time to make more room to grow. Because less harvesting and replanting is happening, Indiana's privately held woods may be shrinking.

John Seifert, forestry division director, said, "We believe forestland acres have probably peaked in Indiana." Seifert said that he expects the next forest inventory will show a decline in the growth of forestland for the first time since the late '60s.

Mike Brinson, a professional forester for Pike Lumber Co. in southern Indiana, said, "Urban sprawl and forest fragmentation are taking land out of production and making the management of forests more difficult. We are losing ground to developers."

This year, the state, which controls about 153,000 acres of public forests, cut down more than five times as many trees as in years past. DNR said the move was intended to rejuvenate aging forests that have become too congested to allow trees to properly mature.

### WARMER CLIMATE COULD CAUSE WISCONSIN TREES TO DISAPPEAR

According to forest ecologists from the University of Wisconsin-Madison, warmer climate conditions could cause the

disappearance of northern tree species such as Oak, Hickory, balsam fir, spruce, jack pine and other southern trees might be slow to replace them.

Robert Scheller and David Mladenoff, who did the study, said the growth of southern trees would not only be delayed by the warming, but also by barriers to dispersal such as agricultural lands.

"The result is that northern forest biomass in the future — that is, the standing amount of forest — could decrease, because the trees that are there now will be experiencing less than optimal condi-

tions," Mladenoff said. "And the southern species aren't going to fill in as quickly as we'd like."

Scientists are turning to assistant migration of Sugar Maple and other southern Wisconsin species to help fill in the gaps of the disappearing northern species. Sugar Maple is already widely distributed across Wisconsin, and is projected to "do OK" on moist soils in the north when the climate warms.

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# Who's Who

## IN HARDWOOD PURCHASING

**Dennis R. Blackwell** is the president and lumber buyer for **Indiana Lumber Inc.** in Bloomington, Ind.

Indiana Lumber Inc. manufactures quality Hardwood flooring, custom trim, stair parts, interior doors and S4S products in Oak, Poplar, Hickory, Cherry and Brazilian Cherry, Maple and Wormy Maple and Walnut (kiln-dried, surfaced to 15/16). The company offers job site measuring and free estimates. Indiana Lumber also supplies flooring in exotic woods and installs and sands floors. In addition, they do refinishing work on wood in many homes throughout the area that are over 100 years old.

Indiana Lumber purchases 150,000 board feet of lumber annually. The company received recognition from the Herald-Times in Bloomington, Ind. in 1997 for its growth.

Blackwell began Indiana Lumber Inc., his first foray into the forest products industry, with his son, Stacy, who passed away in 2003. Today, Blackwell's daughter, Cammy, sands and finishes Hardwood floors and his wife of 44 years, Maye, is the office manager.

Blackwell is a graduate of Smithville High School in Smithfield, Ind. He enjoys horseback riding and riding his Harley-Davidson motorcycle. Blackwell has two children and three grandchildren.



**John T. Edge** is the purchasing agent for **Boyce Highlands Co. Inc.** in Concord, N.H.

Boyce Highlands Co. carries up to 60 species of lumber including Poplar, Red and White Oak, Maple, Cherry and Mahogany (FAS, FEQ, No. 1 Common, 4/4 through 10/4, Rough, S2S, S4S, SLIE). The company also offers straight line ripping, planing, two moulders, profile sanding, finishing (any color) and custom packing.



Boyce Highlands Co. is a member of the Wood Products Manufacturers Assoc. and the Architectural Millwork Institute. The company received the New Hampshire Governor's Award for pollution control. Boyce Highlands purchases approximately 2.25 million board feet of lumber annually.

Edge has been involved in the forest products industry for 23 years. He began his career as a custom cabinetmaker in 1983. His other responsibilities have included homebuilder, cabinet and furniture maker, moulding and picture frame manufacturing.

Edge is a graduate of Wilton (Conn.) High School. He served in the U.S. Navy from 1976 to 1980. He is single and has two daughters. Edge enjoys coaching fast pitch softball and any outdoor activities.



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

**Bryan Hansen** purchases raw material and oversees financial budgets for **Custom Woodworks Ltd.** in Sioux City, Iowa.

Custom Woodworks Ltd. manufactures architectural wood mouldings and casework, and is a solid surface fabricator. The company purchases approximately 150,000 board feet annually of Red and White Oak, Poplar, Walnut, Maple, Birch, Cherry, Mahogany and Sapele (rift and quarter sawn, 4/4, 5/4, 8/4, FAS, KD, hit and miss surfaced, random width and length).

Custom Woodworks is a member of the Architectural Woodwork Institute, and a participating member of the AWI Iowa/Nebraska Chapter. Hansen is a member of the Knights of Columbus, and currently holds the office of treasurer.

Hansen began his career with Custom Woodworks 22 years ago, including eight years on the production floor and 14 years in purchasing. He is a graduate of North High School and received a bachelor's degree in accounting from Briar Cliff University, both in Sioux City, Iowa. Hansen also received a journeyman carpenter certificate from Associated Builders and Contractors of Iowa in Sioux City.

Hansen and his wife of 24 years, Mary, have three children. He enjoys watching sports and playing golf.



**Steven L. Peters** works in purchasing and sales for **Coulee Region Hardwoods** in Bangor, Wis.

Coulee Region Hardwoods purchases and sells most North American Hardwood species. The firm manufactures dimension, edge-glued panels and lumber (4/4 to 8/4, KD and green, all grades, rough and S2S, gang ripped and straight line ripped).

Coulee Region Hardwoods processes approximately 10 million board feet of lumber annually. The firm is a member of the Lake States Lumber Assoc. and the National Hardwood Lumber Assoc. (NHLA).

Peters began his career in the forest products industry as a lumber inspector in April 1982. He recently joined Coulee Region Hardwoods. Peters' other responsibilities have included sawyer, sawmill manager and special products manager.

Peters is a graduate of Blair (Wis.) High School, and the NHLA Inspection School in Memphis, Tenn.

Peters and his wife of 19 years, Karen, have two children. He enjoys hunting, fishing and spending time with his family.



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## WHO'S WHO - Continued

**Bill Ross** is the corporate log and lumber director for **Ethan Allen Operations Inc.** in Old Fort, N.C. In his position, he is responsible for all case goods lumber operations.

Ethan Allen Operations manufactures furniture, and provides lumber sales and custom kiln drying. The company annually purchases approximately 7 million board feet of Cherry, Hard and Soft Maple, Ash, Poplar and African Mahogany. All lumber is purchased green, rough or produced from the company's two sawmills, located in Beecher Falls, Vt., and Andover, Maine.

Ethan Allen Operations is a member of the Appalachian Hardwood Manufacturers Inc., Appalachian Lumbermen's Club, National Hardwood Lumber Assoc. and the American Home Furnishings Alliance. Ross is a past president of the Appalachian Lumbermen's Club.

Ross has been with Ethan Allen for 28 years, and held his present position since 2005. He began his forest products industry career in 1975 with the U.S. Forest Service. His other responsibilities have included lumber buyer, yield manager and lumber operations manager.

Ross attended Clemson University in Clemson, S.C. He received a forest technician degree from Lake City Forestry School in Lake City, Fla.

Ross and his wife of 28 years, Beth, have two children. He enjoys hunting, playing golf, raising rainbow trout and spending time with his children.

**Earl Y. Wangler** is the log and lumber procurement manager for **Wellborn Cabinet Inc.** in Ashland, Ala.

Wellborn Cabinet Inc. manufactures kitchen and bath cabinets in Hard Maple (No. 1 through No. 3 Common) and Cherry (No. 3 Common and Better). The company purchases approximately 10.5 million board feet of lumber annually.

Wangler began his career in the forest products industry piling lumber on the green chain at Taylor-Ramsey Corp. in Titusville, Pa., in 1997. He recently assumed his present position. Wangler's other responsibilities have included lumber inspector at Weyerhaeuser, lumber buyer for M & P Lumber, and plant manager for Salem Hardwoods Inc.

Wangler is a graduate of Maplewood High School in Guys Mills, Pa. He graduated in the 130<sup>th</sup> class of the National Hardwood Lumber Assoc. Inspection School in Memphis, Tenn.

Wangler and his wife of six years, Sabrina, have one child. He enjoys playing golf, working as a PIAA soccer official and cheering on the Dallas Cowboys.



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# TRADE TALK

**Sherwood, Ore.**—Hardwood Industries Inc., based here, recently moved into a 42,000-square-foot wholesale Hardwood lumber and plywood distribution center in Snohomish, Wash. The company has maintained a market presence in the Seattle area for over a decade, and saw a lot of potential for growth in the northern part of the city.

"As with most of our satellite branches, we can offer straight line ripping and cabinet finish planing," said Scott Lilley, lumber purchaser for Hardwood Industries. "We can offer a smooth finish for cabinet manufacturers that don't have the ability to produce it."

Lilley said the new location for the distribution center also allows Hardwood Industries to better serve its customers with on-time and next-day delivery. The firm also offers proprietary grades that best fit the end user for yield.

Hardwood Industries Inc. manufactures a vast amount of grades, colors, lengths and widths to meet any customer's demands. The company hopes to be "partners in success" with its clients by helping boost yield benefit and reducing the waste factor.



Scott Lilley

**Brookville, Pa.**—Ron L. Monnoyer was recently promoted to purchasing and sales of 4/4 through 12/4 lumber for PW Hardwood LLC in Brookville, Pa. His brother, Jack, has handled domestic and export lumber sales and purchasing for two years.



Jack (sitting) and Ron L. Monnoyer

PW Hardwood LLC manufactures lumber in all kiln-dried species (4/4 through 12/4).

Ron has worked for PW Hardwood for 16 years, handling various yard duties including grading lumber, double end trim, saws and forklift driving. He began his career in the industry as a lumber handler.

Jack started at the ground level with PW Hardwood 18 years ago, and has held numerous positions including boiler/kiln tech, grader, lift driver and shift foreman. He began his career in the industry during high school cleaning up around the mill.

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

The Monnoyers are both graduates of Brookville Area High School. The two are also members of the Penn-York Lumbermen's Club and the National Hardwood Lumber Assoc.

● **North Vancouver, B.C.**—Tony Pistilli handles sales and marketing for North America, Asia and Mexico for Wood Trade International, located here.

Wood Trade International manufactures Alder, Pacific Coast Maple, and distributes European Beech, hemlock, douglas fir and western red cedar.

Prior to joining Wood Trade, Pistilli worked for Carlwood Lumber Ltd. for 21 years. He began his career in the forest products industry processing lumber for Carlwood in 1984.

Pistilli is a graduate of Carson Graham Secondary School in North Vancouver, B.C. He is a member of the board of directors for the Western Hardwood Assoc. and BC Wood Specialties Group.



Tony Pistilli

● **McKenzie, Tenn.**—Kevin Nolan recently joined the lumber sales team at Shomaker Lumber Co., based here. He was previously the co-owner of Curtner Nolan King Lumber Co. in Monticello, Ark., for seven years.

Shomaker Lumber Co. manufactures 4/4, 5/4, 6/4 and 8/4 Red and White Oak, Poplar, Ash, Cherry, Hard Maple, cypress and other miscellaneous species of lumber.

Nolan has been in his current position for four months. He began his career in the forest products industry pulling lumber at age 13. His father was the sales manager for McGraw-Curran Lumber Co. in Yazoo City, Miss.

Nolan graduated from Yazoo City High School in Yazoo City, Miss. He also graduated from the National Hardwood Lumber Assoc. (NHLA) Inspection School in 1976. Nolan is a former vice president of the West Side Hardwood Club.



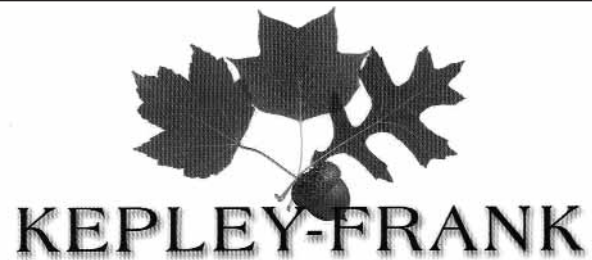
Kevin Nolan

● **Dublin, Ohio**—Larry Frye, formerly a longtime manager of the American Walnut Manufacturers Assoc. (AWMA), located here, recently announced his retirement. Frye began his career in 1967 as chief forester jointly for the American Walnut Manufacturers Assoc. and the Fine Hardwood Veneer Assoc., both of which were based in Chicago, Ill., until 1978.

Throughout the 1980s, Frye was instrumental in steering the American Walnut Manufacturers Assoc. towards new markets overseas as darker woods fell out of favor here. The AWMA joined the American Hardwood Export Council in the late '80s, and flourished under Frye's guidance into the '90s.

Walnut enjoys some of its success today because of Frye's former travels to promote the species around the world. He will be honored

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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

during a reception at the National Hardwood Lumber Assoc. Annual Convention this month in San Francisco.

Bob Sabistina, who recently became AWMA's executive director, said, "Larry Frye will always be a part of our group. Retirement means he can golf on week-days with no guilt, but his guidance and counsel will be depended on."

**Memphis, Tenn.**—The National Hardwood Lumber Assoc. (NHLA), located here, recently celebrated the graduation of its first offsite inspector training class at the Venango Technology Center in Oil City, Pa. This was the 156<sup>th</sup> graduating class of the NHLA Inspector Training School.



Mark Barford

A group effort between the NHLA, Clarion University-Venango Campus, Keystone Community Education Council (KCEC) and the Allegheny Hardwood Utilization Group (AHUG) brought the 10-week Inspector Training School to Pennsylvania in lieu of a Memphis-based summer class. Rich Hascher, NHLA inspector school director, traveled to Pennsylvania to preside over the class.

"NHLA seeks to provide the lumber industry with many well-educated and skilled lumber inspectors," said Mark Barford, NHLA executive director. "It's a tradition that will always be in place — no matter the location of the class."

NHLA and Clarion University – Venango Campus offered college credit for the NHLA program. The Keystone Community Education Council handled logistical preparations, and AHUG provided an Incumbent Worker Training Grant through the North Central Workforce Investment Board and the Pennsylvania Department of Labor and Industry.

**Reston, Va.**—C.T. "Kip" Howlett Jr. was recently named president of the Hardwood Plywood & Veneer Assoc. (HPVA), based here. Howlett was vice president of the American Chemistry Council and executive director of its Chlorine Chemistry Council for 11 years.

Howlett also worked with Georgia-Pacific for over 19 years, holding a variety of positions including vice



Kip Howlett Jr.

## TRADE TALK - Continued

president of environment and government affairs. He is a lawyer with a doctor of jurisprudence from Willamette University College of Law in Salem, Ore., and a bachelor's degree from The Johns Hopkins University in Baltimore, Md.

HPVA represents the North American manufacturers of Hardwood plywood, veneer and engineered flooring and their value chain including suppliers, distributors and fabricators. HPVA develops national consensus standards for the industry, provides laboratory testing and certification services, promotes the products of its members, and represents the industry in public policy venues.

**Washington, D.C.**—The House Small Business Committee and Hardwood Federation recently worked together to draft proposed letters to the USDA on the status of NHLA Kiln Dry certificates for Hardwood products and the Federal Maritime Commission regarding the industry's struggle with exorbitant additional freight charges for shipments already under contract.

In its letter to the USDA, the Small Business Committee voiced its concerns about the near 100 percent increase for USDA Animal and Plant Health Inspection Service (APHIS) phytosanitary export certificates. The increase could cost some members of the industry over \$100,000 a year in additional fees. Some countries will accept an industry-issued certificate for Hardwood lumber based on an APHIS-approved Kiln Drying (KD) certification system in lieu of a phytosanitary certificate. However, some of the largest export markets for wood products do not accept the KD certificate, including China and the European Union.

The Small Business Committee also asked the Federal Maritime Commission to investigate supplemental fees by shipping companies and freight forwarders of up to \$1,000 to load containers of Hardwood lumber at the port that were already under contract. The added freight charges, along with a shortage of shipping containers has hindered the industry's ability to get their products to market.

In related news, the Hardwood Federation recently hosted its annual Fall Fly-In on Capitol Hill to highlight the industry's priority issues on green building, trade and energy. Key legislation for the Hardwood industry is expected to be delayed until after the election of a new president.

**Rensselaer, N.Y.**—The Northeastern Lumber Retailers Assoc. (NLRA), headquartered here, recently began assisting its

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## TRADE TALK - Continued

members in certifying the wood products they sell. As the "green" movement grows, more and more customers are seeking labels on forest products for the Forest Stewardship Council (FSC), Sustainable Forestry Initiative (SFI) and other groups.

Certification has been endorsed in many foreign countries as a way to combat illegal logging. Annual audits required with the FSC and SFI also help alleviate environmental concerns.

However, American foresters have not been quick to secure either FSC or SFI certification. Because of private property laws and environmental regulations, most U.S. forests already meet high standards, and it is often too costly for smaller firms to achieve certification.

While higher prices for certified goods have kept many buyers away, there is concern that many companies could be shut out of the market if it becomes a required standard.

**Cleveland, Ohio**—According to a new study by the Freedonia Group Inc., based here, U.S. cabinet shipments are expected to increase at an average annual growth rate of 3.7 percent between 2007 and 2012, to over \$17 billion in sales. Kitchen cabinets make up about 85 percent of the cabinet market.

Larger and a greater number of bathrooms in homes are seen as an aid to increased demand, as well as the tendency for kitchen-type cabinet use in other rooms.

A copy of the report can be found at [www.freedoniagroup.com](http://www.freedoniagroup.com).

**St. Louis, Mo.**—The National Wood Flooring Assoc. (NWFA), based here, recently began offering an Inspection Report Writing School as part of its continuing education commitment to certified wood flooring professionals.

The one-day class provides instruction on how to properly write a comprehensive inspection report based on NWFA Certified Professionals standards. Seven main report writing criteria are covered, including developing a clear statement of the problem, providing a detailed physical description of the floor, outlining a comprehensive claims history of the problem, describing all testing procedures and documenting all testing results, listing all industry standards that are appropriate and apply to the problem being inspected, identifying the cause or causes of the problem, and developing a conclusion statement that is clearly supported by the accompanying report data and materials.

For the remainder of 2008, the class will be offered in the Baltimore/Washington, D.C., area, and San Francisco. Additional classes will be added in 2009. For more information, visit [www.nwfafcp.org](http://www.nwfafcp.org).

**Sacramento, Calif.**—The California Building Standards Commission, headquartered here, recently adopted a new green building code that will apply to all new construction, the first code of its kind in the country. The code will be voluntary until 2010, when provisions are expected to become mandatory.

The code sets targets for energy efficiency, water consumption, dual plumbing systems for potable and recyclable water, diversion of construction waste from landfills and use of environmentally sensitive materials in construction and design, including eco-friendly flooring, carpeting, paint, coatings, thermal insulation and acoustical wall and ceiling panels.

The standards cover commercial and residential construction in the public and private sectors as well as schools of all levels, hospitals and other public institutions. The green thresholds include a 50 percent increase in landscape water conservation and a 15 percent reduction in energy use compared to current standards.

"By adopting this first-in-the-nation statewide green building code, California is again leading the way to fight climate change and protect the environment," Governor Arnold Schwarzenegger said.

## QUEBEC TRENDS - Continued from page 14

In much of Canada, demand for labor has softened this year and employment recently tumbled the most in 17 years. But short-term trends shouldn't distract policy makers from labor problems in the years ahead, said the economist.

The economist sees the trend over the years as "quite alarming. We're seeing Quebec facing real problems compared with Ontario and the rest of Canada." "We have to act now to prepare the ground for the next few years."

The Desjardins Group has several solutions to help ease the pinch. These include: making the work force more accessible for "atypical" workers, such as those with irregular schedules or women with young children. For example, the government could provide daycare services that are open evenings and weekends; the province could ease labour laws to create more flexibility, encourage workers to delay retirement and add tax incentives.

The economist predicts the province's unemployment rate will tumble to about five percent within the next five years. It now stands at 7.4 percent. But this drop will be irrelevant as an economic measure since it will reflect more changing demographics – fewer people will be looking for work – rather than an improvement in the labor market.

Employers across Canada are already fretting about shortages. About 40 percent of Canadian firms believe labor shortages are hurting their ability to meet demand, the Bank of Canada's summer business outlook survey shows, with the most concern in British Columbia.

The sales of existing homes in Canada slowed down in recent months while prices receded the most than in the past 10 years, which appears to confirm a slowdown in the residential market, reported the Canadian Real Estate Association.

The average resale price of homes listed on the MLS was at \$327,020 U.S., a decrease of 3.6 percent compared to last year. This drop indicates that the Canadian market is falling after a growth that has lasted more than 10 years. It was boosted by favorable mortgage rates and a gas boom that maintained the unemployment rate at its lowest level in 30 years.

Housing starts slowed more sharply than expected this summer, as the pace of condo and other multiple-unit dwelling construction in Ontario cooled, at least briefly, said Canada Mortgage and Housing Corporation.

## ONTARIO TRENDS - Continued from page 14

some buyers to switch from Soft Maple. However, reductions in production have prevented uncontained Soft Maple supply gains and mounting price pressures.

The flooring industry, however, has remained fairly consistent in purchasing raw materials. Availability and demand are equally matched for green No. 2A and 3A Oak, with prices being reported as stable. Business for kiln dried Number 2A has lost some intensity, though demand is keeping pace with supplies.

Demand for White Oak on the world markets has contracted. With the cutbacks made in spring and summer by sawmillers, supplies are not overly abundant. Without this pressure, prices have stayed steady for green and kiln dried stocks.

Tie buyers are keeping a high level of activity in their search for 7 x 9 crossties from established and potential new suppliers. Many are trying to increase their stocks for short-term needs, but many expressed concern over the long term supply.

The Ontario Ministry of Natural Resources announced recently the creation of a new biofibre policy to regulate fibre harvested from Crown lands. "This is a bright part of the future in the forest industry. It's a whole new world," said the Minister of Natural Resources, Donna Cansfield. The policy identifies forest biofibre as forest resources from Crown forests that are not normally being utilized for conventional forest products and are made available

*Please turn the page*



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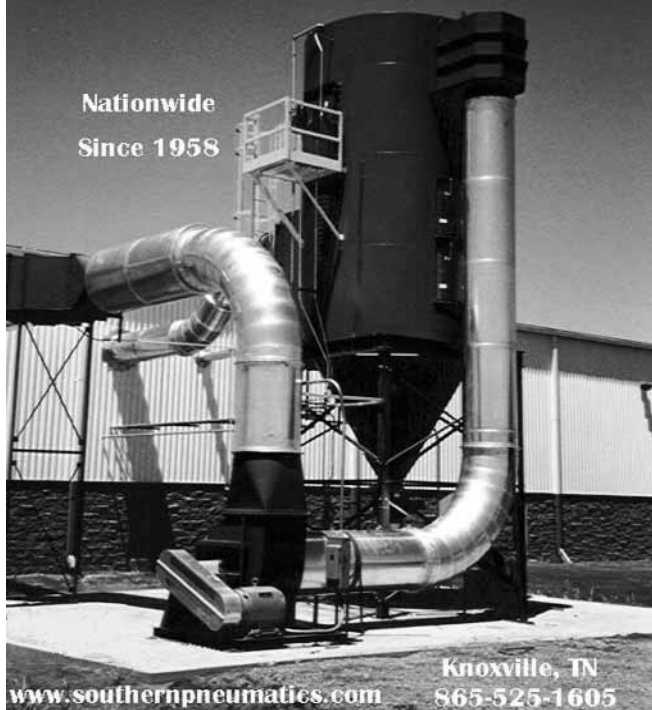
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## ONTARIO TRENDS - Continued

under an approved forest management plan. This includes tree tops, branches, individual and stands of unmerchantable and unmarketable trees, and trees that may be salvaged as a result of a natural disturbance.

To harvest biofibre, foresters will have to acquire a licence issued under the CFSA and only harvest from areas that are included in an approved forest management plan. This includes previously harvested areas only where forest renewal requirements will not be compromised. The policy is scheduled to be in effect for 10 years with a review of its effectiveness in five years.

## OBITUARIES

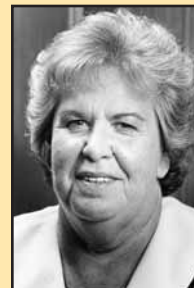
### Myrna Downey

Myrna Downey, a 34-year employee of the Hardwood Plywood and Veneer Assoc. (HPVA), recently passed away. She was a native of Clifton Forge, Va.

A loyal, committed, hard working, loved and respected member of this industry's family, Downey also had a special way with chocolate.

Downey was buried at Arlington National Cemetery, joining her husband, Willard F. Downey, a Korean War veteran who died in 2003. Survivors include her sons, James W. Mills and Richard T. Downey Sr.; grandchildren, Richard Jr., Matthew, Shannon and Nicholas, and a large adopted family.

In lieu of flowers, memorial contributions may be made to the Myrna E. Downey Foundation, c/o Faith Fellowship Assembly of God, 7800 Telegraph Rd., Alexandria, Va., 22313.



### Carroll M. Edwards

Marshville, N.C.—**Carroll Morgan Edwards**, owner and chief executive officer of Edwards Wood Products Inc., headquartered here, recently passed away. Born April 7, 1937, Edwards was also owner and CEO of Edwards Wood Products Inc./Transportation and Edwards Timber Co., both of Marshville, N.C., Edwards Wood Products Inc./Scotland of Laurinburg, N.C., and Edwards Wood Products Inc./Alamanca of Liberty, N.C.

Founded in 1969, Edwards Wood Products originated in an abandoned chicken house with three workers, Edwards and two part-time employees. Today, it is one of the largest manufacturers of wood pallets in the Southeast, producing more than 100,000 pallets weekly and employing approximately 400 people. The company is a leading supplier of Hardwood lumber to the furniture industry and a leading supplier of Hardwood and pine chips to the paper industry.

Edwards served on the board of directors of Beaver Lane Fire and Rescue Dept., Union County Chamber of Commerce, National Wooden Pallet and Container Assoc., North Carolina Trucking Assoc., North Carolina Forestry Assoc., ARC of Union County, Bank of America and American Community Bank. He was a member of the North Carolina Board of Transportation and a trustee of Wingate University.

Edwards also supported many organizations including ARC of Union County, Beaver Lane Fire and Rescue, the Lois Morgan Edwards



## OBITUARIES - Continued

Memorial Library, Hospice of Union County, the Literacy Council of Union County, Turning Point, United Way, HealthQuest, UDI and the Boy Scouts. He also invested in medical devices to improve the standard and quality of care for thousands of patients worldwide.

Edwards was a lifelong member of Union Grove Baptist Church in Marshville.

Survivors include his wife of 51 years, Elona Laisure Edwards; children, Lisa E. Ammons (Rick), Jeff Edwards (Teresa) and Tina Edwards; four grandchildren, Jeffrey Edwards, Krystle Edwards, Jonathan Nance and Blake Ammons; one great-granddaughter, Kamryn Nance; and one sister, Linda Lois Edwards.

Funeral services were held at the George E. Batts Jr. Fine Arts Center at Wingate University with burial at Union Grove Baptist Church Cemetery in Marshville.

Memorial contributions may be made to ARC of Union County, 1653-C Campus Park Drive, Monroe, N.C., 28112, or Union Grove Baptist Church, 2434 Old Lawyers Rd., Marshville, N.C., 28108. Online condolences may be made at [www.gordonfuneralservice.com](http://www.gordonfuneralservice.com).

## Charles M. Forbes

Townsend, Tenn.—Charles M. “Chic” Forbes, owner of Chic Forbes Lumber Sales, a division of Tennessee Highlander Lumber Co., recently passed away.

He is survived by his wife, Laquita Forbes; children, Judy Ann Forbes, Sara Elizabeth Faircloth and Mary Heather Steinman; step-children, Connie Frazier Mann, Christy Frazier Kalcheim



and Robert H. Frazier; grandchildren, Michael, Anna, Will, Amelia, Joe and Savannah; and numerous extended family.

Forbes was an active member of Wake Forest University and Lambda Chi Alpha Fraternity Alumni. He was a charter member of the Townsend Kiwanis Club, Friends of the Library and Heritage Museum. He was also active in many church and civic affairs. His fishing and golfing buddies will miss his great sense of humor, generosity and creative talents.

Forbes' creation and design of the Wake Forest Demon Deacon mascot was one of his proudest achievements.

Memorial services were held at Tuckaleechee United Methodist Church in Townsend, Tenn., with Rev. Ken Abbott officiating. Memorial donations may be made to the Juvenile Diabetes Assoc. in honor of his granddaughter and niece. For more information, visit [www.jdrf.org/easttennessee](http://www.jdrf.org/easttennessee).



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#### PROCUREMENT FORESTER

American Hardwood Industries is seeking a **Procurement Forester** for our Blue Triangle Hardwoods Division located in the Everett, Pennsylvania area. This position reports to the General Manager, with responsibilities that include private timber and log purchase negotiation. Strong communication and interpersonal skills are required. Compensation package includes highly competitive base salary, company vehicle, health insurance and 401(k) company match benefits. Interested parties should send resumes to Debbie Brady at [debbieb@rossiwood.com](mailto:debbieb@rossiwood.com) or fax to 814-652-5863.

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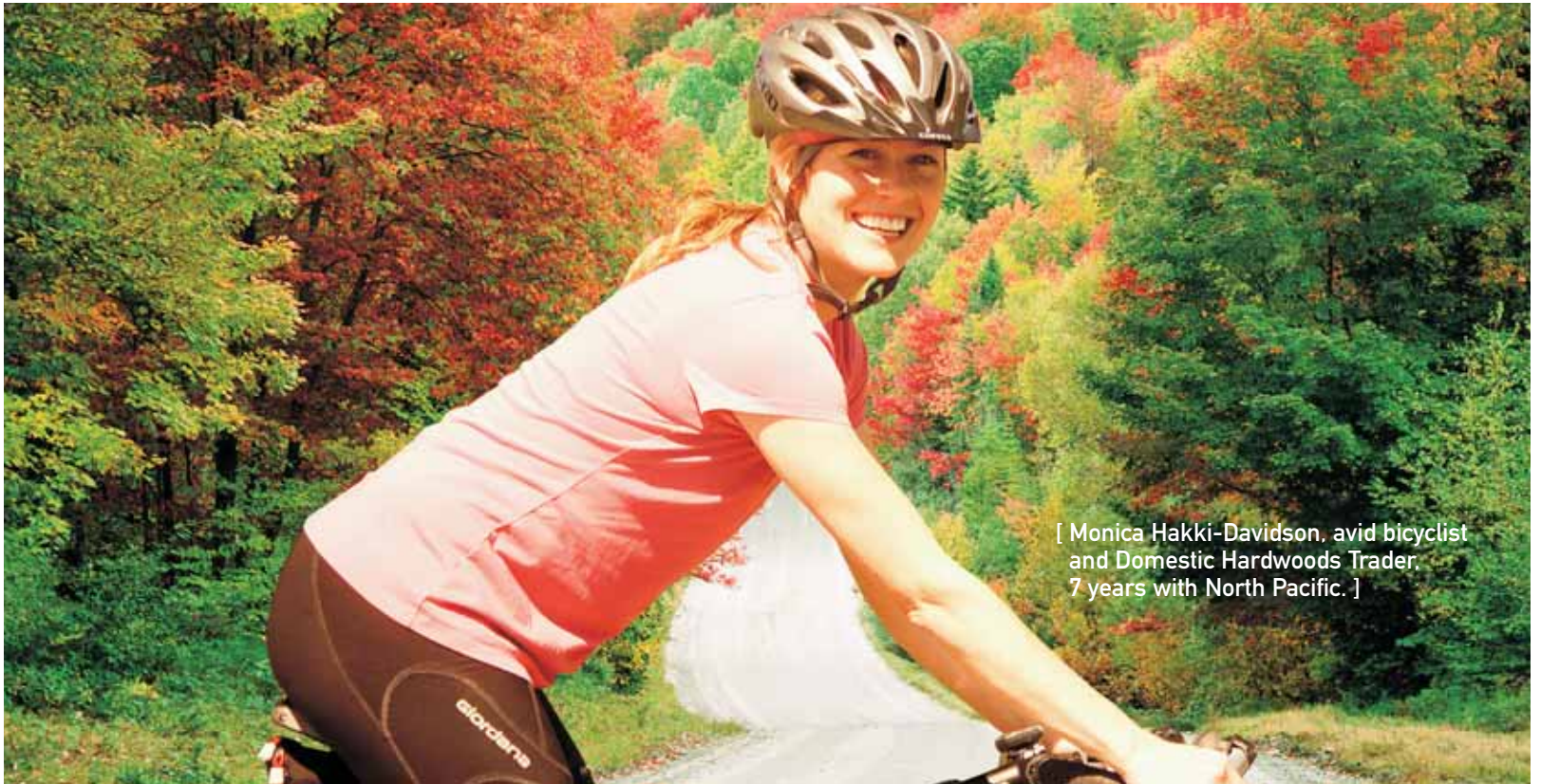
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