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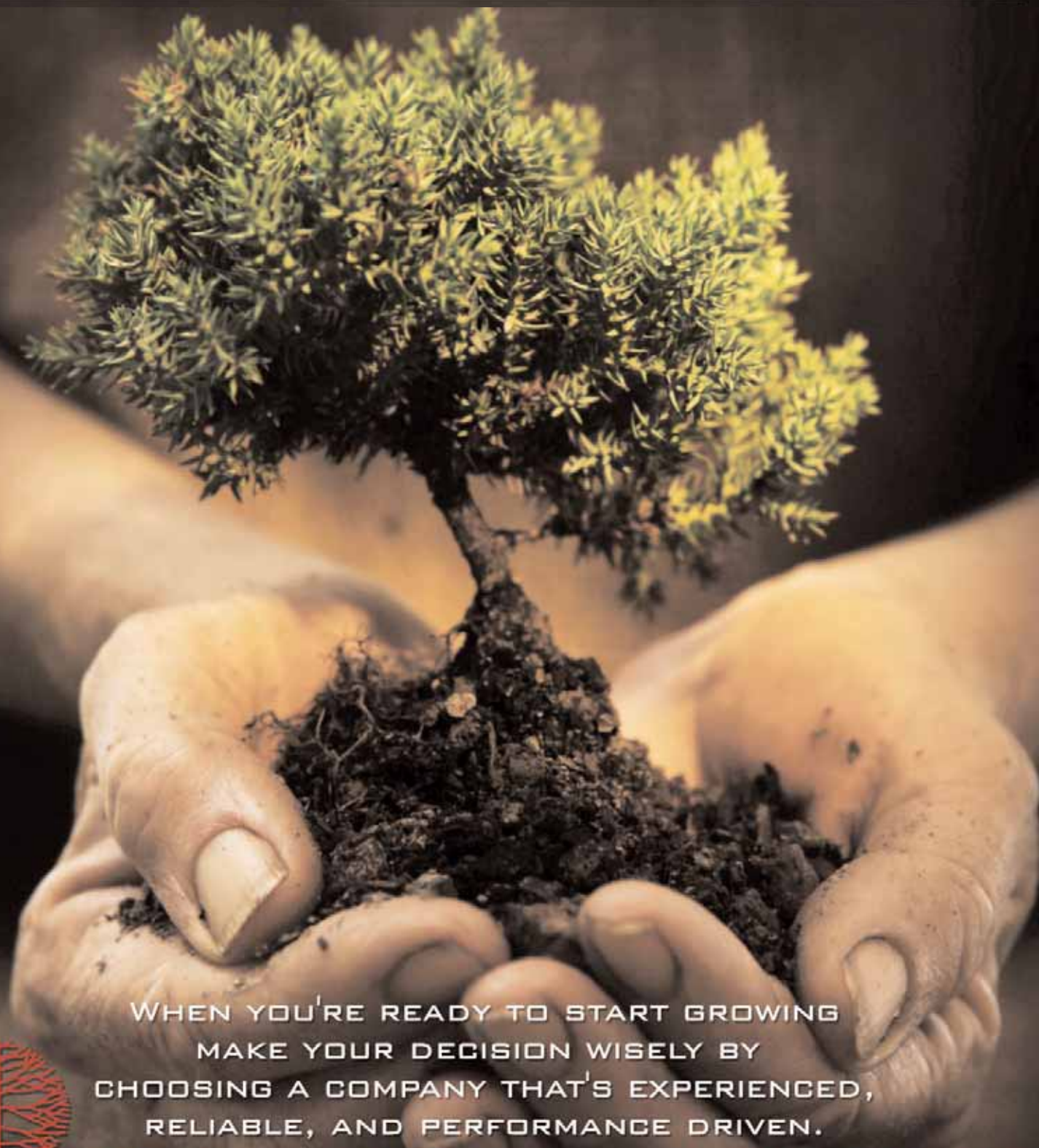
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September 2008

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Magazine

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*Hickory*

*Basswood*

A red and black articulated forklift is shown in the center of the advertisement. The background features a large, close-up image of a tiger's face with green eyes, which is being torn away by the forklift's mast and forks, revealing a white surface underneath. The Taylor logo is in the top right corner, and the model name 'TX4-300 Articulated Forklift' is written in large red letters below it. To the right of the forklift, a list of features is provided in red text. At the bottom right, a slogan is written in a mix of bold black and red fonts, with 'Big Red' in a script font.

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



### The Cover

We are all aware of the difficult times for those of us making a living in lumber and related businesses. American businesses have seen tough times before and there have always been "peaks" on the other side of those valleys. We at SII Dry Kilns are very optimistic that the lumber industry will see the "peaks" again. Unfortunately, we aren't able to tell how far away the up turn may be. What we do know, is that when your business starts to feel the need to grow, SII Dry Kilns will be ready to provide any lumber drying related equipment you may need. But, in the short term, if you are needing to cut costs by improving energy efficiency of existing equipment, improve performance with computerized controls, reduce air yard inventory with fan sheds or predryers, or replace existing capacity, we can help with these needs too. In addition to our traditional equipment line, we also provide an assortment of "heat treating" equipment designed to meet any standards, from interstate to international.

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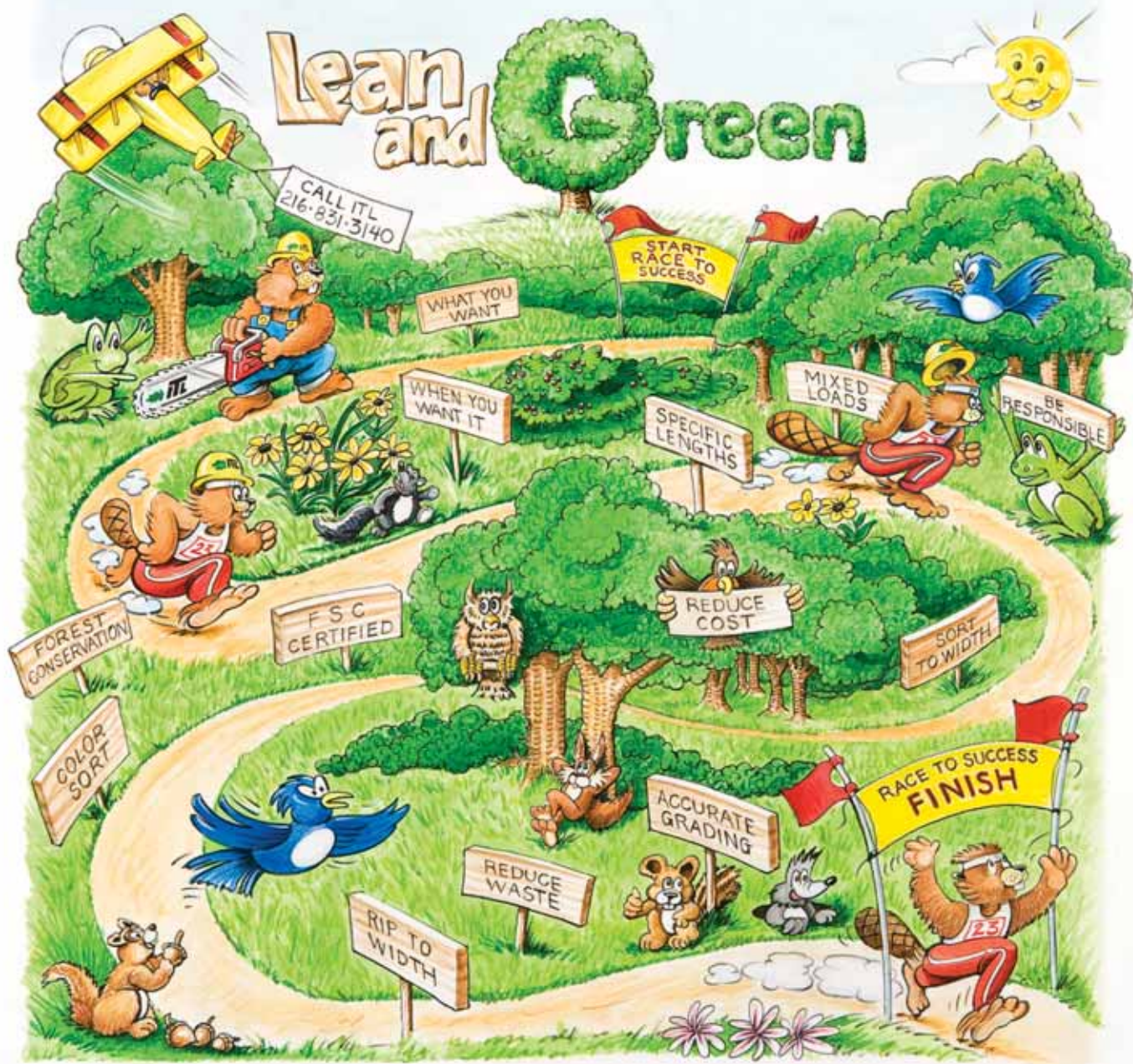
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Partial view of log yard.



Partial view of boiler building and dry kilns.

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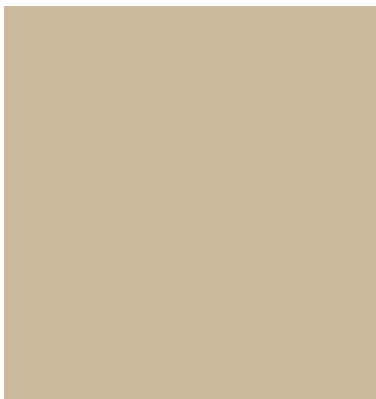
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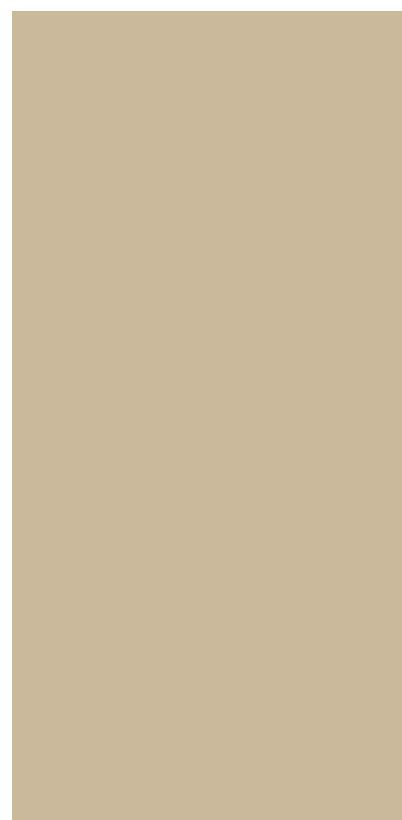
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## HARDWOOD CALENDAR

### SEPTEMBER

National Hardwood Lumber Assoc. (NHLA) Inspection School, 14-week Lumber Grading Course, Memphis, Tenn. Contact: 901-507-0312. Sept. 10-Dec. 12.

Ray Kretz Industrial Forest, Forestry Field Day, Antigo Wis. Contact: [russj@kretzlumber.com](mailto:russj@kretzlumber.com). Sept. 15.

Wood Week 2008, Virginia Tech, Blacksburg, Va. Visit: [www.wood-science.vt.edu](http://www.wood-science.vt.edu). Sept. 15-18.

Los Angeles Lumberman's Annual Golf Tournament, Costa Mesa, Calif. Contact: 310-638-0468. Sept. 19.

Penn-York Lumbermen's Club Meeting, hosted by Hickman Lumber, Clarion, Pa. Contact: 716-372-2316. Sept. 22.

Hardwood Federation Political Action Committee, Fall Meeting, Washington, D.C. Contact: 202-463-2705. Sept. 23-24.

Missouri Forest Products Assoc. & Freedom Products Co. Inc., 3-Day Lumber Grading Short Course, Linn, Mo. Contact: 573-634-3252. Sept. 23-25.

Hardwood Plywood & Veneer Assoc., Fall Conference, Omni Severin Hotel, Indianapolis, Ind. Contact: 703-435-2900. Sept. 28-30.

Wood Component Manufacturers Assoc., Fall Conference & Plant Tour Event, Waterloo, Iowa. Contact: 770-565-6660. Sept. 28-30.

### OCTOBER

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



## CALENDAR - Continued

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

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.

## WHAT ARE YOU UP TO NOW?

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## The Goal

# Integrated operations and accounting



**Sherry Sabbatini, Project Manager  
Deer Park Lumber, Inc.**

## The Solution

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"We were looking for software that we could grow with. One of our main goals in looking for software was to get reporting data that we need to make decisions," says Sherry Sabbatini. "We found that with Lumber Track and Great Plains."

"The integrated solution gives us the ability to dig down and get the data we need. It has streamlined our workflow and the general ledger," Sherry continues, "Great Plains incorporates eight years worth of advances in software. It's a package designed for general ledger. Then, to dovetail with Lumber Track handling the lumber side of it ... The bookkeepers are ecstatic."



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## SOUTHEAST

Sources in the Southeast said business continued to remain slow as the summer months concluded. While some items are still moving well, they're just not selling at previous prices.

An Alabama manufacturer, who handles both lumber and flooring, said both markets were moving "pretty slow. Nos. 1 and 2 Common Poplar are doing all right," he said. "Upper grades are slow in pretty much every species. The price is too cheap on flooring."

The source said the Red Oak market, which had been nearly dormant in recent months, is "moving pretty well. We're using high grade Red Oak in S4S, and shipping a fair amount of common Red."

The contact said he's heard rumblings of some furniture manufacturers returning to the United States to make their products, a move he definitely favors. "It would definitely be a big help," he said. "All of them moved overseas for cheap labor, and the furniture business in the States right now is pretty much dead."

An Arkansas Hardwood dimension and flooring mill source said his company is just now recovering from a loss of logs during the spring. "We were out of logs for a long time," he said. "But, the spread on the market is not enough to kiln dry anything so we're selling most everything green except for FAS Red and White Oak."

The contact said stumpage prices are too high and lumber is selling too cheap to make a considerable profit. "We don't have anything that we can't sell, but it's tough," he said.

*Please turn to page 73*

## LAKE STATES

Sources in the Lake States region recently cited the current state of their business as "slow," but are hoping for a turnaround during 2009.

A Michigan sawmill source said his company is being "double whammied" due to the downturns in both the housing and automotive industries. "A lot of people have lost their jobs (in the automotive industry)," he said. "Packaging containers and pallets for those guys are down, as well as the housing industry so it's a double whammy. Our production is probably down about 30 percent."

The contact said species such as Red and White Oak, and Hard and Soft Maple are "moving OK, but prices are low. It's the toughest I've seen it in my 30 years."

The Michigan source added that he anticipates an uptick for industrial lumber during October as firms restock their inventories. "But, it will probably be the middle of next year before we see any significant breathing room," he said. "By 2010, we'll be doing pretty good. It will take that long to clear out this housing thing."

An Ohio wholesale lumberyard source echoed the sentiments, adding that several mills in his area are working limited hours.

"I don't think the situation's going to improve for at least 12 months or better," he said. "The high cost of gas has just been a pain in the neck."

The contact said Ash and White Oak are moving decently, while Cherry is "probably the slowest thing out there, and production has also fallen way off. Hard

*Please turn to page 74*

## WEST COAST

Sources on the West Coast have mixed feelings about the current state of the forest products industry. Despite a sluggish housing market, contacts said there is business to be found with higher-priced homes and the industrial sector.

A Washington wholesaler described business as good. "Although the low-end housing market has definitely slowed down, the higher-end homes and commercial side of the business are still profitable. A lot of buildings are still being built."

The source said smaller homes are a "dead" market, with values decreasing 4 to 5 percent in the past two months. "Million dollar plus houses are still being built, and those that have the money are still buying them," he said.

The contact noted that Cherry and African Mahogany, including paint grades, are the hottest species. "Upper grade Red Oak is actually selling again, while Maple just ended," he said. "All of our guys are pretty positive, and our customers seem to have work. We're just going to keep going forward, and not try to get into the downspin that everybody else is experiencing."

A California wholesale lumberyard source described the current market as challenging. "Nobody's building so nobody needs wood," he said. "With the housing situation as grim as it is, the only bright spot we're all chasing is the commercial sector."

The contact said Poplar, Mahogany and Alder are the "bright lights" in the industry right now, selling to the custom mill-

*Please turn to page 75*





# Branching Out Worldwide

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# Canadian Trends

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

## QUEBEC

Ash prices for green No. 2 Common edged upward due to continued strong demand. For some in the industry, Ash was the only big seller. The price pressure rise is caused by tight green supply and stiff buying competition from both sides of the border by flooring manufacturers. It was reported that the Emerald Ash Borer was found in the Montérégie region of Quebec, which includes Montreal. This is the first time the Borer has been spotted in Quebec and the farthest east it has traveled.

Tightened supplies of Hard Maple had prices moving higher for this species, report some contacts. They also commented that Hard Maple logs were expensive to buy, therefore profit margins rather thin for this species. Industry contacts in other regions reported it was selling well at stable prices, although it took more width sorting to keep both Hard and Soft Maple moving.

Supplies of Unselected and No. 1 and Better and Sap and Better grades of Soft Maple were rather flat. Green Red Oak saw additional price pressures in Ontario and Quebec. However, the No. 2 and 3A Common grades continued to move well to flooring manufacturers in Canada. Some contacts who had been sold out of Red Oak reported they were now starting to build their inventory for this species.

Poplar pricing is reported as stable, although market activity was seasonally quieter for the summer months. Overseas demand for Walnut continued to slow down, suggested reports from the industry.

Demand for No. 1 and Better Aspen was reported to have increased while prices remained steady. Yellow Birch prices continued to climb as summer production levels were very low. Comments received on Cherry markets were to the effect that "there were no markets for Cherry." A few stated there was some interest for No. 1 Common Cherry wood in Asian markets.

Pallet producers had difficulty finding enough cants and pallet lumber to supply the demand for their products, due to economic conditions holding up better than reported and/or predicted.

According to a Statistics Canada report, Canadian lumber production increased in recent months to 40.9 million board feet, rebounding from a slow Spring season. Lumber inventories fell in Ontario and New Brunswick, but increases in Quebec were enough

*Please turn to page 85*

## ONTARIO

In most regions, high fuel costs are cutting into profits for primary and secondary manufacturers. Loggers are unable to pass these higher expenses to sawmills and other customers, resulting in many ceasing activity. There are also fewer loggers, therefore less timber is being sold, causing log shortages for sawmills. Demand is down for lumber and finished goods related to new home construction. Overseas shipments remain a challenge because of the continuing lack of containers and space on vessels. It is reported that overseas residential construction is also showing signs of a slowdown. Many in the lumber industry find it's difficult to make longterm plans because of the complex issues that the industry is now facing. Yet most are taking necessary steps to survive this extended downturn.

Ash supplies remained limited. Tight supplies affected prices for green stock in an upward trend. Kiln dried stock prices are reported as steady for the common grades.

Finished goods, other species and imported parts have eaten into Basswood's market, resulting in a decline in demand for this species. Buyers are purchasing only for immediate needs of kiln dried stock, creating a competitive arena for suppliers. Market activity for Basswood and Birch improved in the U.S. because of the weaker U.S. dollar, making imported products more expensive, thus improving demand for U.S. species in that country. Birch supplies in Canada were reported as limited, forcing wholesalers to extend their purchasing circle to maintain desired receipts.

Recently, sawmills shut down for an extended period due to highly competitive lumber markets. It was hoped that the downtime this summer would help reduce excess or unwanted inventories. Many sawmills had to deal with very tight log decks throughout the year. It was hoped this downtime would allow log supplies to build enough to support an efficient production and better sales. However, results were mixed. Contacts said that demand is still in a downward trend for many species and grades. Those that were short on logs before the holiday break are still in the same situation. Demand, however, remains high for low grade lumber and industrial timber markets, but this demand is not being met.

Reports for Yellow Birch were positive, where demand remained strong, and prices continued to rise. According to areas contacted, some reported it as a difficult item to obtain and finding the


*Please turn to page 84*





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# News Developments

## **WOODPRO, RED WING FORM PARTNERSHIP**

WoodPro Software Inc., headquartered in Richmond, B.C., and Red Wing Software Inc., based in Red Wing, Minn., recently formed a partnership to create an interface between WoodPro's software for the lumber and building products industry, and Red Wing's CenterPoint Payroll application.

WoodPro Software specializes in the development and design of integrated financial and operational management software for the Hardwood and softwood lumber industries, and has previously integrated with payroll products ranging from shelf packages to high-end complex payroll applications. With the addition of CenterPoint Payroll, users will be able to handle needs such as direct deposit, time-clock import, project and department tracking, and even electronic tax filing.

David Goulet, vice president of sales and marketing at WoodPro, said, "We feel the partnership with Red Wing Software and their CenterPoint Payroll provides WoodPro customers an integrated payroll option that is complete and comprehensive, without being too complex."

Mark Machtemes, business development manager at Red Wing, added, "I believe the new interface and partnership provides great value and time-savings as well as excellent service for WoodPro Software customers."

For more information about WoodPro Software, visit [www.woodprosoftware.com](http://www.woodprosoftware.com), call 1-800-755-2402 or e-mail [marketing@woodprosoftware.com](mailto:marketing@woodprosoftware.com). Red Wing Software can be reached at [www.redwingsoftware.com](http://www.redwingsoftware.com), by calling 1-800-732-9464 or by e-mail at [info@redwingsoftware.com](mailto:info@redwingsoftware.com).

## **SHAW INDUSTRIES PURCHASES ZICKGRAF FLOORING**

Shaw Industries Group Inc., a Dalton, Ga.-based subsidiary of Berkshire Hathaway, recently announced the acquisition of Zickgraf Hardwood Flooring Co. LLC, located in Franklin, N.C. Berkshire Hathaway Inc., headquartered in Omaha, Neb., is an investment firm whose largest shareholder is investor and philanthropist Warren Buffett.

Vance D. Bell, chief executive officer of Shaw Industries Group, said, "Zickgraf has excellent capabilities in solid wood manufacturing and allows Shaw to continue rounding out our product portfolio in the Hardwood category. With our innovative Epic product line, the multidimensional capability of Anderson and now solid wood manufacturing, Shaw has one of the most comprehensive product offerings in the wood industry. We look forward to further growth in this category."

Drew Hash, president of Zickgraf, said, "The combined strengths of Zickgraf and Shaw Industries will allow Zickgraf to continue exceeding the expectations of our valued customers for many years to come. Zickgraf looks forward to expansion and growth within the Shaw Industries family. The communities of Franklin and Bryson City will have the benefits of a financially strong company and a corporate leader in the industry."

Scott Sandlin, a Shaw representative, said no layoffs were expected, and the firm planned to utilize Zickgraf's current product mix, putting it into more channels and adding new products quickly.

## **BIOMASS PROJECTS COULD EQUAL \$1.5 BILLION BY 2012**

RISI, a leading information provider, located in Boston, Mass., for the global forest products industry, recently announced that the emerging biomass industry would likely become a \$1.5 billion fiber market by 2012.



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

According to the International Woodfiber Report (IWR), multi-billion investments from private equity firms and Fortune 500 corporations, as well as numerous legislative initiatives have contributed to the market's explosive growth. IWR has identified over 65 new major wood energy projects across North America with another 30 to 50 projects "in the works."

Cogeneration, the process of burning wood for energy, leads wood pellets and ethanol as the most widely reported type of wood-based biomass project. There is concern that the supply of raw materials will be able to support both existing markets and the dramatically expanding biomass industry.

"Right now we are estimating that woodfiber consumed by energy projects will reach 50 million tons per year by 2012, and that figure could grow to between 100 and 200 million tons by 2020," said Chris Lyddan, IWR editor. "The passage of the Farm Bill, which provides loan guarantees of up to \$250 million per project, combined with the relative speed of starting up a cogeneration facility (usually 12 to 18 months), makes it simple to see why this industry will continue to grow at an exponential rate."

#### **NAHB SUPPORTS SENATE- PASSED HOUSING STIMULUS BILL**

The National Assoc. of Home Builders (NAHB), headquartered in Washington, D.C., recently pledged their support to H.R. 3221, the American Housing Rescue and Foreclosure Prevention Act. The bill contains several provisions that would help put the economy back on track, save jobs and restore confidence, analysts believe.

The legislation, which had already passed the Senate as of press time, would create a temporary, first-time home buyer tax credit for the purchase of any home; establish a more effective and balanced regulatory system for the housing government sponsored enterprises; give the Federal Housing Administration (FHA) greater flexibility to respond to the needs of borrowers; provide a temporary increase in state tax-exempt housing bond authority; enhance the Low Income Housing Tax Credit (LIHTC) and tax-exempt housing bond programs; and expand the FHA program to provide additional authority to help at-risk borrowers.

#### **STORE FIXTURE INDUSTRY SEES RISING COSTS**

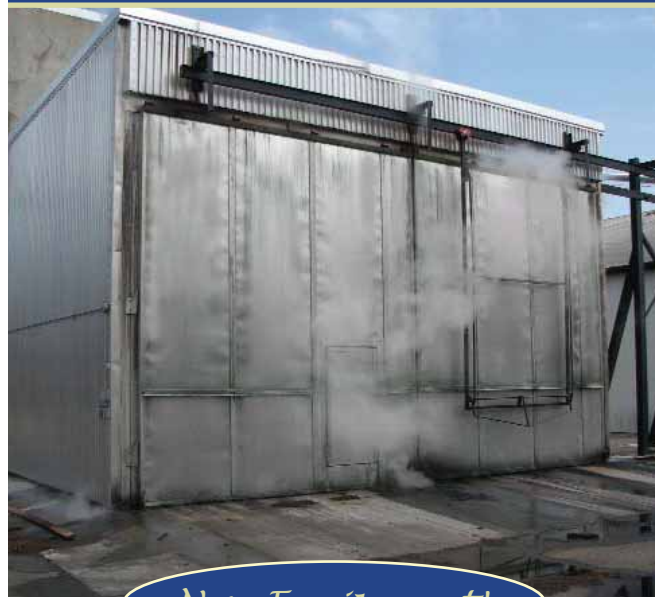
The Association for Retail Environments (A.R.E.), based in Hollywood, Fla., recently announced its member companies have seen increased costs of more than 5 to 15 percent for composite board materials such as MDF (medium-density fiberboard) and particleboard.

The cost of Hardwood has increased for a number of reasons including limited availability of dimensional lumber in some parts of the country, as well as the ever-increasing cost of gasoline and diesel fuel.

"Growing global demand for raw materials, spiraling fuel prices and a weaker dollar have together created what some of our member manufacturing companies are calling a 'perfect storm,'" said Klein Merriman, A.R.E. executive director.

Dave Mueller, president of Leggett & Platt Store Fixtures Group, Chicago, Ill., added, "We're seeing challenges right now in the soaring costs of oil and materials caused in part by growing demand from China, India and other emerging economies. Add in fluctuating global currencies, and the greatest challenge facing fixture manufacturers is finding the optimum balance between the costs of labor, materials and transportation in order to deliver the lowest prices to retailers."

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**NHLA**  
News

## NHLA Re-brands For Future



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

In the 110 years of the National Hardwood Lumber Association, the industry and NHLA have undergone considerable and constant change. One of the attributes of any successful organization is not only the ability to respond to change but to anticipate future developments. In just the last decade, our industry has seen transformational change, especially with the relocation of user factories and the increasingly mainstream aspects of environmentalism. Over the last 18 months, NHLA leadership has developed a new communications and outreach strategy to meet these challenges. On August 15, 2008, NHLA "turned over a new leaf."

NHLA has experienced a re-branding. Like any re-branding, the exercise was comprehensive and included a refocus of services and programs, and a new logo. In addition to the new logo, NHLA has adopted five brand attributes to define our new focus and services. They are:

- We are the voice of the Hardwood industry.
- Our standards mean quality.
- We stay informed, current and relevant.
- We are visionaries for the industry.
- We exist for our members.

The new brand reflects a new focus. We will always be the keeper of the rules for the industry for they are the foundation of NHLA. However, more is needed from NHLA in today's economic, media, and regulatory climates. Our communication efforts will go beyond only addressing NHLA services. We will be involved in the debates shaping the future of the industry: certification, consumer choice, global trade, etc. In order to enter this debate NHLA has begun to engage the media in a proactive role. NHLA's education program is adding new education courses designed to give members what they and their employees need at all levels of their career, be it entry level, mid-management, or C-level executives. We will continue our increased involvement with the Hardwood Federation and the American Hardwood Export Council. The market and the industry are changing, and the stakes are too high to be simply sitting on the sidelines.

We know we are not alone in recognizing the need of the associa-

*Please turn to page 72*




For 85 years, Beard Hardwoods has relied on the "4P's" for success: Product - People - Progress - Pride. If you're already a customer of ours, you're probably already aware of this. If you're not, we'd like to show you what a positive difference this combination can mean to your business.

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Tom Beard, John Beard, Jay Cindric, Aaron Fouts,  
Pete Green, Derick Shular, David Wilson



The background of the entire advertisement is a photograph of a man, Rick Rogers, standing in a lumber kiln. He is wearing a blue t-shirt, a light-colored baseball cap, and has a goatee. He is looking upwards at tall, dense stacks of light-colored wooden lumber that reach towards the top of the frame. The stacks are separated by dark wooden spacers. To the right of the man, a large black tarp is visible. The overall scene is industrial and emphasizes the scale of the lumber operation.

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## HMA & Solid Hardwood Promotion

### HMA Membership Yields Many Benefits

by GIL THURM

**Executive Vice President  
Hardwood Manufacturers Association  
Pittsburgh, Pa.**



Thinking about becoming a member of the Hardwood Manufacturers Association? Here is just a sampling of HMA member benefits.

Manchester, New Hampshire, will be the base for the Hardwood Manufacturers

Association's Northeast Regional Meeting, scheduled for October 22-23, and what is hoped to be the peak of fall foliage in New England.

The two-day schedule includes visits to three concentration yards and a sawmill, all HMA members: HHP, Inc., at Henniker; Abenaki Timber Corporation in Epping; Northland Forest Products, Inc., in Kingston; and Holt & Bugbee Company, at Tewksbury, Mass. Regional tours always include a secondary manufacturing plant, which on this tour is New England Wood Pellet, at Jaffrey, which makes premium wood pellets for heating fuel. Members also will visit the Society for Protection of New Hampshire Forests at Concord, a 107-year-old institution, which is now one of the country's most effective statewide land conservation organizations. These extremely popular HMA Regional Meetings and Tours are limited to HMA members and prospective members. More information can be found on our website, [www.HMAmembers.org](http://www.HMAmembers.org).

### TRENDTRACKER REPORT

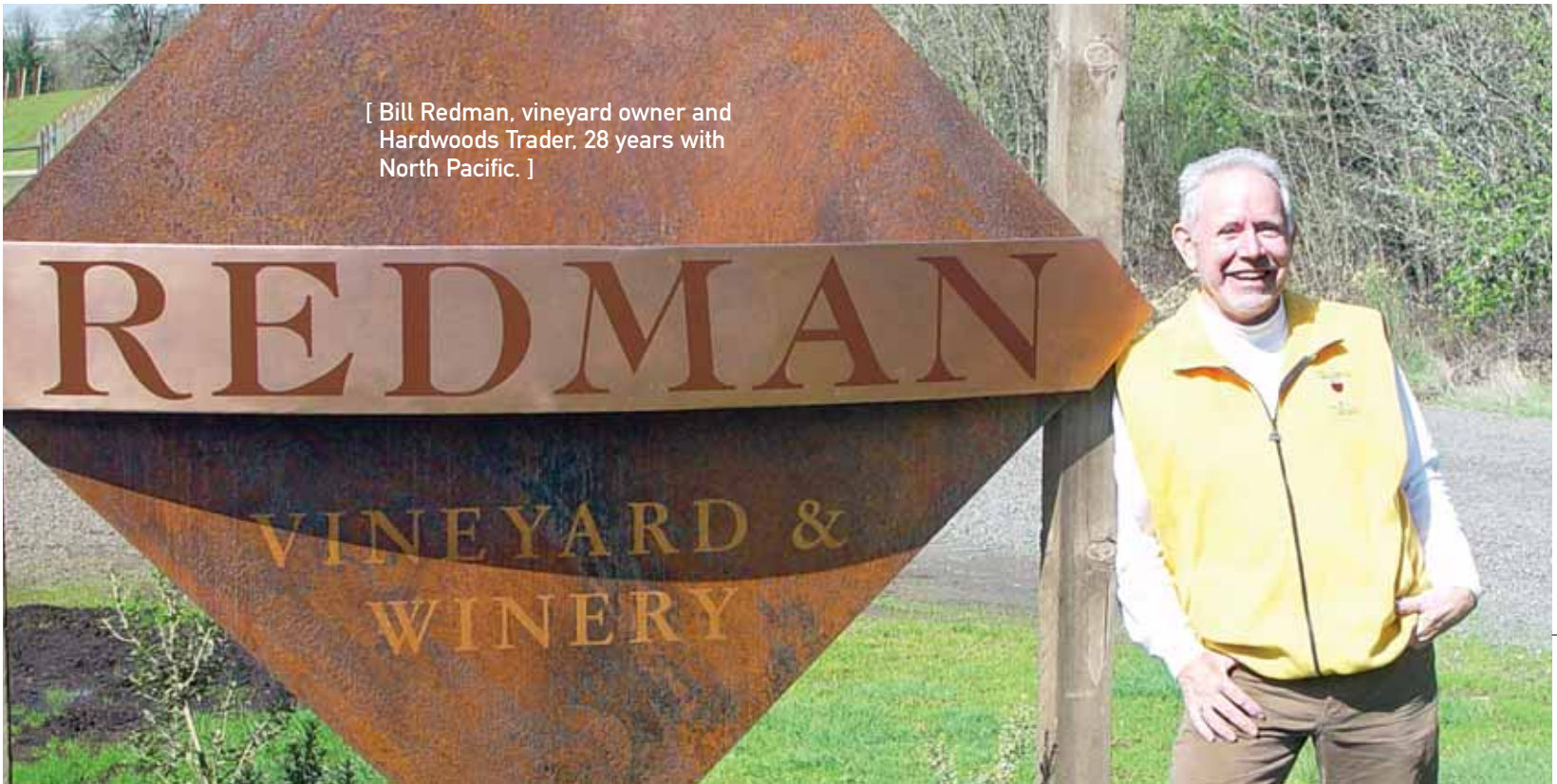
HMA members recently received the 2008 HMA *TrendTracker* Report, an annual publication on U.S. Hardwood markets, including construction, cabinetry, wood furniture, wood flooring, mouldings and millwork.

Prepared by A.G. Raymond & Company, the report provides HMA members with timely information on industry trends and their impact on global marketing. *TrendTracker* helps identify the critical economic drivers that determine demand in primary markets, highlights the present status of those drivers, underscores the present situation in each product sector, and emphasizes emerging changes that may affect future Hardwood manufacturing. The report is available only to members.

*Please turn to page 71*



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# AHEC Update

## Grading Seminars To Expand To New Markets



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

The American Hardwood Export Council (AHEC) has been hard at work promoting American Hardwoods in overseas markets for more than a decade. While many in the industry are familiar with our marketing campaigns, our presence at tradeshow, and our conventions, one of our biggest focuses is simply educating buyers on *how* to purchase American Hardwoods. This is accomplished by grading seminars.

The NHLA grading rules American producers use effectively are often unfamiliar to foreign buyers who want to tell just what they are purchasing and how to best use it – this is where AHEC steps in with its grading seminars. Most Hardwood lumber in the United States is traded on NHLA rules or a variation of these rules. Trader, buyers, designers, and specifiers usually begin conversation with lumber grading rules. The knowledge of grading increases consumer awareness of variables such as exact requirements needed for purchase orders, the effect of defects on lumber yield, increased knowledge of how to evaluate lumber, more transparent relationships with suppliers, increased profit, matching needs of end-users, and maximizing the value of purchases.

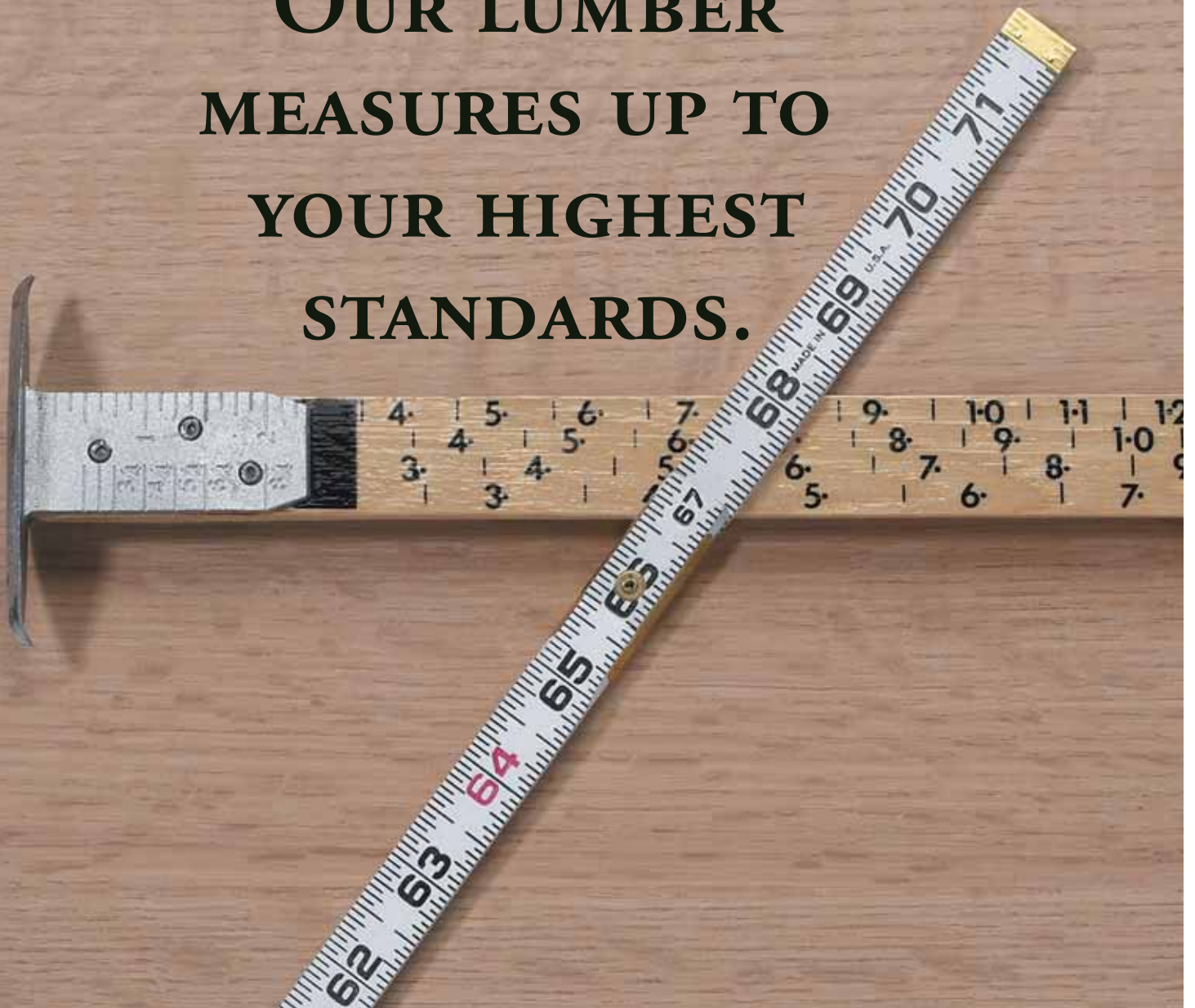
There has been marked improvement in understanding around the world because of AHEC's many educational seminars, translation of technical publications and continuous support via physical offices overseas. Indeed, during seminars there, AHEC witnessed a marked improvement in the participants' productivity, which will have an immediate impact on their ability to make more effective use of wood products. While some of the grading products may not be immediately available in the market, a number of participants agreed to distribute certain products on a trial basis. Based on the overwhelmingly positive response from the participants at previous grading seminars, it is clear that the global trade is in need of both additional training and the full variety of grading products.

AHEC's grading seminars vary in length and content, depending on the particular needs of the local market. Some seminars last only a few hours and cover the basics of grading and differentiating

*Please turn to page 70*



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- offer container loading for Export.
- manufacture pallet components (cut-stock) for the pallet industry.
- saw crossties and pallet cants.
- saw Cypress framing timbers.
- manufacture Cypress to various patterns.
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# NOFMA NOTES:



## Why Associations?



by TIMM LOCKE  
Executive Vice President  
NOFMA: The Wood Flooring  
Manufacturers Assoc.  
Memphis, Tenn.

In times like these businesses think a little bit harder about the expenditures they make. Direct costs of doing business on a day-to-day basis tend to pass the test of scrutiny, while indirect costs start looking like unnecessary costs. Association dues and participation clearly fall into this latter category. Of course it makes sense to reconsider all expenditures when business is bad, but really things like the cost (and the purpose) of associations should be assessed at all times, good or bad.

But the assessment should be real, and not obscured by what's happening in the moment. Few, if any, trade or professional associations are about what's happening in the moment. We in the association business are about the bigger picture; the context within which businesses operate. Just as Association costs should not increase when times are good, if the association in question has a legitimate purpose, it should not be among the first costs cut when times are tough.

Of course, what should be (in my mind) and what is are often two separate things and the reality we face (as most associations in this industry face) is scrutiny of purpose and cost vs. value during economic difficulties. When this occurs, I've always felt a bit of historical perspective can be helpful. How did we get started? Why did that occur? Is the fundamental purpose of our organization still valid?

When it comes to NOFMA I have my own opinions, but my opinions hardly matter. What matters is what NOFMA's members and (perhaps more importantly) NOFMA's prospective members think. So, what about those questions?

NOFMA was founded in 1909 by a group of individuals who represented the bulk of Oak flooring manufacturers in the U.S. "for the purpose of promulgating and administering industry grading rules." These founders saw the need for NOFMA to be a consumer advocate ("to assure the purchaser that he is getting Oak flooring of the grade specified...").

Over the years, this original, narrow sense of purpose has expanded to include development and dissemination of product use standards, as well as other values, including advocacy on behalf of wood flooring manufacturers, and to serve as a gathering place for wood flooring manufacturers to meet and interact and share information. And, of course, the grade rules have expanded beyond just Oak.

Today NOFMA attempts to remain true to these core purposes. We administer the industry's manufacturing and grading standards (used in some respect by virtually all manufacturers, whether they are members or not). We help manufacturers maintain those stan-

Please turn to page 69



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**NH LA**

# Component Trends



## WCMA Promotes Members & Component Industry



by **ERIK LAWSER**  
Membership & Marketing Manager  
Wood Component  
Manufacturers Assoc.  
Marietta, Ga.

During these turbulent and changing times in the woodworking industry, there is a need for greater emphasis on marketing and promotion to help maintain and increase business activity. Right now, it is more important than ever for companies to send a signal of confidence in their stability and staying power and to continue keeping their company's name in front of potential customers. Companies who raise or maintain their advertising spending in difficult times experience overall growth of their businesses at the expense of their competition while increasing their market share. Customers who see their suppliers promoting themselves feel more positive about the company's commitment to their products and services and it puts them in a "top-of-the-mind" position when purchases are made.

The WCMA recognizes this need for more promotion and has substantially increased its marketing efforts for WCMA members and the wood component industry as a whole. Exhibiting at more domestic and overseas trade shows than ever before, participating in more specialized woodworking industry events and seminars, publishing a new Wood Components Buyer's Guide, advertising in major woodworking magazines, producing valuable research and market studies, and contracting a redesign of the WCMA website are some of the ways the WCMA has been promoting its members and the wood component industry.

Exhibiting at the International Woodworking Fair – IWF, recently held in Atlanta, Ga. on Aug. 20-23, was a great success for the WCMA. We displayed a wide variety of dimension and component products produced by WCMA members from our 200 square-foot booth. Copies of the WCMA's new Wood Components Buyer's Guide, which includes all WCMA members' contact information, available products, and machining capabilities, were distributed from our booth to help promote these products. The WCMA also received many good sales leads from interested dimension and component buyers who stopped by our booth and these sales inquiries were sent to all WCMA members following the show.

The WCMA, in cooperation with the American Hardwood Export

*Please turn to page 70*

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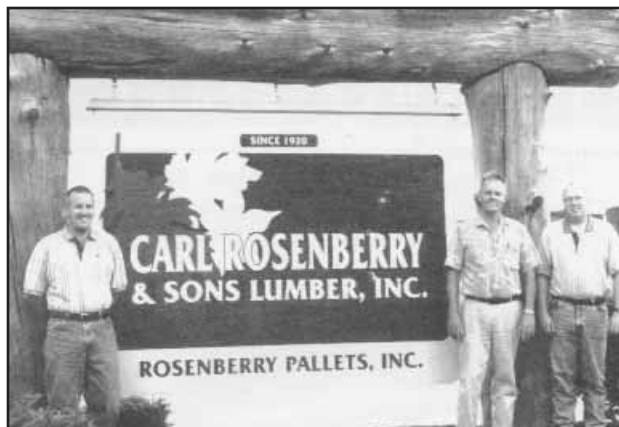


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Front row, left to right: Marijo Wood, Sales Manager; Matt Hoover, Assistant Procurement Manager; Back row, left to right: Chris Hoover, Production Manager; Eric Hoover, Pallet, Cut-up Operations; Mike Hoover, Procurement Manager.

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# The Greening Of Edward Hines

BY CLARE ADRIAN

**Buffalo Grove, Ill.**— Green is not a new color to Edward Hines Lumber Co., a well-established building materials supplier with locations dispersed throughout the greater Chicagoland area and Central Indiana. Some of its hues can be traced back to maximum yield principles of the founder. Over the years, those tenets have deepened and continue to permeate the values of the family members that govern the various branches of company operations.

“Green’s always been a lucky color for us,” said North Chicago lumberyard operations manager, Bill Maniates, referring to the anniversary date of the company’s inception. Hines celebrated their 116<sup>th</sup> year in business on March 17, 2008, St. Patrick’s Day.

The color green assumed a formalized connotation for Hines in 2007 when the North Chicago location became a chain of custody carrier of Forest Stewardship Council certified products. That designation assures contractors and homeowners that the lumber was assessed and stamped with the seal of a sustainable yield forest, trackable to its source as environmentally responsible, socially beneficial, economically viable and legally harvestable. “That’s reason enough to get certification,” said Maniates. “Just knowing it’s done right and that we’re conserving energy properly.”

FSC certified products distributed through Hines include dimension lumber, plywood sheathing, exterior



The corporate offices of Edward Hines Lumber Co. are located in Buffalo Grove, Ill.



Edward Hines III pauses in front of a photo of his father and grandfather, pioneers in the industry.

treated lumber and plywood, as well as Dricon interior fire retardant treated lumber and plywood. Sustainable forestry is a natural for Hines Lumber. Long before the current surge sweeping the industry, Edward Hines, founder of the company that bears his name, was issuing sustainable practices.

After starting as an office boy at age 14, Hines quickly moved up the ranks to secretary-treasurer of the lumber company, and 15 years later, in 1892, started his own business. He built up considerable timber holdings through consolidations and in 1928 acquired a tract of public timber in Oregon where he cooperated with the Malheur National Forest in sustainable yield forestry. He stated, “There is no good reason why reforestation can-



Bill Maniates is manager of Hines’ North Chicago yard, as well as Hines’ commercial division.



not be undertaken and the lumber business be made as perpetual in America as the growing of wheat.”

He also pioneered selection logging. Ships from Wisconsin and the Upper Peninsula en route to the distribution centers Hines established in Chicago, bore loads of whatever lumber the mills produced that day, not what the customer wanted, noted Maniates, so no one knew what they’d be getting. “Edward Hines employed common sense, helping to establish unified grade rules to shipping. If he were alive today, he’d be an advocate of green building and FSC certification.”

In spirit Hines is alive, as some of his third and fourth generation progeny continue his also financially sustainable legacy. Grandson Edward Hines directs as chairman of the board, with his son Edward “Mac” Hines as vice president of new business development, and daughter Elizabeth Hines Bigelow as marketing manager.

One of the largest building materials suppliers in the Chicago region, Hines has several full-service facilities. Corporate offices are located in Buffalo Grove and customers are accommodated through seven lumberyard locations and a 5-acre millwork division comprised of a custom shop, steel door shop, lock shop, and interior door line, cabinet division, window center, and commercial division.

At the forefront of innovation, the Custom Millwork operation in South Chicago Heights is a high-end custom millwork program that builds and runs

mouldings and doors. The millwork operation in Kirkland builds interior prehung doors among other standardized products.

Eighty percent of the lumber processed through the custom millwork operation is solid Hardwood, said John Drake, general manager of Hines Custom Millwork. In species ranging from African Mahogany, Sapele, Iroko, Cherry, Walnut, Maple, Jatoba, various Alders, Oaks and Mahoganies, to aromatic red cedar and an occasional cypress or other unusual wood, all are premium grade, in standard 4/4 to 10/4 sizes.

Customers dictate what appearance they want to achieve from exterior stain and paint grade materials, and on interiors, they often request Mahogany or White Oak, though Poplar, the preferred paint grade, comprises 60 percent of orders.

The customization process that transforms rough lumber into finished product accounts in large part, for the low turnover of the 50 mill employees. “It’s a real pleasure to watch it reach completion,” Drake said. “Everyone enjoys the new challenges and not punching out the same thing every day, so they don’t fall into a rut.”

Individuals, not an assembly line, build the pieces. After the architects’ drawing is interpreted in the tech shop, the lumber is machined and assembled using a variety of equipment pieces, including a Shoda CNC Router. Small groups engage in entry door and case work. The only production facet of the plant regards the prehung doors and even there, the individual subcomponents change the setup. Up to

80 percent of the door components might be unique, yet Hines’ integrated sticking detail method ties them all together into one consistent theme.

To remain in the forefront of milling processes, CNC operators continuously initiate new specialty applications such as beveling techniques. Recent commissions to carve a family crest into a door or incorporate Chinese characters in with the house number were accomplished with ease. On another, rounded detail prescribed routing out a large clamshell into the midrail of the door.

The mill is set up to run a variety of products made from Azek®, an exterior PVC cellular product, such as mouldings, window/door surrounds, column wraps and exterior products traditionally created using wood. As a rot resistant material, it’s often used to match existing boards in historic restorations. Drake explained that it’s considered green because of its longevity, a requirement of the NAHB Model Green Building Program.

As one of 11 sponsors of the winning FSC house design at the 2007 Green Build Expo that took place in Chicago, Hines donated the custom cabinetry, countertops and paneling, all designed, fabricated and installed by Drake’s custom mill team, exclusively using FSC certified materials.

“We’ve always been interested in the environment and outdoors,” said Edward Hines, whose father worked closely with his founder-father. “It’s said my Grandfather was a risk-taker who worked

*Please turn to page 68*



Important pieces of the puzzle that became part of the Cherry cabinets constructed for the Greenbuild Seminar set stacked and ready for assembly.



Craftsman John Schnepf builds custom cabinets from Cherry at Hines’ Custom Millwork Division in South Chicago Heights. The cabinets were used in the FSC house last year that was part of the Greenbuild Seminar & Expo, held at McCormick Place in Chicago.

# Beasley Forest

## Boosts Production Capabilities



Linwood Truitt, grade lumber sales, and Darrell Beasley, vice president, stand by a truckload of 4/4 kiln-dried Red Oak to be shipped to a flooring customer.

BY GARY MILLER

**Hazlehurst, Ga.—** While other firms are facing cutbacks due to the struggling economy, Beasley Forest Products Inc., headquartered here, recently made several improvements to become more efficient. The upgrades include a new McDonough band saw, two additional SII dry kilns and a new 22,000-square-foot warehouse.

Beasley, which produces more than 90 million board feet of lumber annually, added the 7-foot McDonough band mill head-rig and carriage to help cut logs that are 28 inches in diameter and larger. The addition increased the firm's production by 500,000 board feet of lumber per week, and called for new kilns and storage capacity to be built.

The two dry kilns, which were ordered from the Lexington, N.C.-based SII Dry Kilns, each can dry 100,000 board feet of lumber per charge, and bring Beasley's total kiln drying capacity to 520,000 board feet.

Linwood Truitt, who handles grade sales for Beasley Forest Products Inc., said the McDonough band saw was necessary in order to utilize all of the logs, which are purchased from landowners.

"The McDonough band saw will cut up

to a 50-inch diameter log," he said. "Our regular sawmill was sawing logs that were 28 inches in diameter and below. However, we purchase tracts of timber where many large logs are procured from these particular forestlands. So, we bought and installed the McDonough band saw to help us increase production, to an average of 1.8 million board feet per week."

Truitt said Beasley Forest Products believes that its operation must manufacture and sell more Southern Hardwood and cypress lumber products in order to combat the rising cost of diesel fuel.

"You've got everything from your cut-down machine, to your skidders, loaders and trucks that run on diesel fuel," he said. The price of diesel fuel was \$1.30 eight years ago, and it has increased 300 to 400 percent within the last year or so.

The price of lumber hasn't even come close to matching that. By the time it comes across our scales, we've got more money invested in the timber, counting the increased cost of cutting it on our timber tracts and hauling it to our sawmill operation. Then when the finished product leaves the mill, it is transported by truck, train or ship. They all use diesel fuel. Our main concern is having a profit after you pay the freight."

Truitt added, "You've got to keep loggers and truckers in business. We're trying to do everything we can here to be more efficient."

Founded in 1999 by Rabun Beasley, the firm's owner and president, Beasley Forest Products Inc. has grown from its original 20-acre sawmill operation to include a large log yard with a sprinkler system, an air-drying yard and warehouse.





Linwood Truitt is standing in front of the two new SII dry kilns that the company just recently installed.



This is the 7-foot McDonough band saw cutting a large log into lumber.



This is a huge log that will soon be processed into lumber. Beasley's new McDonough band saw will cut up to a 50-inch thick log.



A view of Beasley Forest Products' air drying yard, which has a total capacity of 6 million board feet.

es covering part of their 40 acres.

Producing some 90 million board feet of lumber annually, Beasley is the second largest Hardwood grade sawmill in the United States. The company's product line includes 4/4 Hardwood grade and cypress lumber, railroad ties, crane mats, pallet components, pallet lumber, Hardwood and cypress bark, chips and sawdust.

Beasley saws and kiln dries Southern Hardwoods species such as Red and White Oak, Poplar, and Ash (4/4, FAS, No. 1 and 2 Common). Just last year, the firm began re-manufacturing cypress to various patterns including v-joint, beaded ceiling, siding and radius edge decking. All lumber at Beasley receives anti-stain treatment and end-coat paint to reduce splitting and checking.

Key personnel at Beasley Forest Products Inc. includes: Rabun Beasley, president and owner of the company; Darrell Beasley, vice president; Linwood Truitt, grade lumber sales; Phil Clements, plant manager; Ricky Lilliot, maintenance supervisor; Josephine Beasley, office manager; Zach Johnson, timber procurement manager; and Lee Miles, pallet component sales.

Beasley employs 180 people who operate two shifts during a five-day workweek.

With 21 loggers and seven timber buyers on staff, Beasley Forest Products directly controls and personally harvests over 75 percent of the logs sawn in their mill. The remaining 25 percent is purchased from outside log suppliers. The firm also maintains a 15-acre log yard with a sprinkler system to ensure consis-

tent log flow into the mill year round.

The Hazlehurst, Ga., facility is strategically located within five miles of three major rivers, the Oconee, Ocmulgee and Altamaha, and near other river systems, which gives Beasley access to an excellent supply of Hardwood timber. The company is located just 125 miles from three port cities — Savannah and Brunswick, Ga., and Jacksonville, Fla. — and offers container loading for export. With several trucking companies in the area, Beasley can also guarantee prompt delivery of its lumber and other forest products to customers.

For more information, contact Beasley Forest Products Inc. at 912-375-5174, visit [www.beasleyforestproducts.com](http://www.beasleyforestproducts.com) or email [bfp9541@bellsouth.net](mailto:bfp9541@bellsouth.net).



# Salem Frame

## Adds Lumber Grading Chain

BY GARY MILLER

**Salem, Va.—** Salem Frame Co., Inc., a business unit of Rowe Fine Furniture Inc., recently solidified its position as a one-stop, full-service lumber drying and grading facility by opening the Roanoke Valley's only lumber grading chain here.

Lumber from around the country will arrive at Salem Frame for its final preparation before being packaged and shipped around the world. Final preparation includes kiln drying, grading, trimming, ripping and packaging. Prior to the installation of the grading chain, Salem Frame's custom kiln drying yard was only able to offer lumber customers one particular service, kiln drying freshly cut lumber.

As a separate business unit of Rowe Fine Furniture, Salem Frame operates as both a mill, supplying wood components to Rowe Fine Furniture for the making of its upholstered furniture; and as a yard, offering custom kiln drying and grading capabilities to lumber customers around the country and the world. The existing location was established in 1972, and the new 11,250-square-foot lumber grading chain structure is the first addition to the location in over 25 years.

Rowe Fine Furniture invested a total of \$500,000 in the construction of the facility including the concrete slab, steel exterior structure and components of the grading chain. The new structure measures 25 feet high, 150 feet long and 75 feet wide. Industrial weight, breeze-dried panels are drawn and pulled back on a pulley system on both sides of one half of the length of the building, which allows wind for natural ventilation. The mesh panels are pulled aside when carts of packaged lumber are ready to be loaded on outgoing trucks.

"Rowe's commitment to support Salem Frame's ability to offer its lumber clients great service and a quality product is in keeping with Rowe's overall company goals," explained Stefanie J. Lucas, president and chief executive officer of Rowe Fine Furniture, which is headquartered in Elliston, Va. "Throughout all of our operations, we work to identify opportunities within our existing capabilities to grow the business, maintain jobs and increase both. Salem Frame's ability to now offer one-stop

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Justin True is a lumber grader for Gilco Lumber Inc., whose sales office is in South Charleston, W.Va. He is based at Salem Frame in Salem, Va.

**Hardwoods Have Resiliency**





Kenneth Cox, plant manager, Salem Frame Co. Inc., Salem, Va.; Stefanie Lucas, president and chief executive officer, Rowe Fine Furniture Inc., Elliston, Va.; and Scott England, who is in charge of lumber sales at Gilco Lumber Inc., South Charleston, W.Va.



Scott England, Gilco Lumber Inc., South Charleston, W.Va.; Tim Worrell, Salem Frame Co. Inc., Salem, Va.; and Tony Love, Gilco Lumber Inc.



Kenneth Cox, Eric Collins, engineering manager, and Tim Worrell, Salem Frame Co. Inc., Salem, Va.; and Keith Peek, McDowell Mechanical Service, Marion, N.C.



Charles Serber, left, handles tallies, ships containers overseas and works as a backup lumber grader for Gilco Lumber Inc. at Salem Frame's Salem, Va., facility. Art Borders, Gilco Lumber Inc., is based out of Cabin Creek, W.Va.



Gary Wilson, custom kiln drying coordinator, Eric Collins, and Darrell Cannaday, lumberyard supervisor, Salem Frame Co. Inc., Salem, Va.



John Stanley, senior vice president of operations, Ben Jarrell, director of human resources, and Mark Freitas, chief financial officer, Rowe Fine Furniture Inc., Elliston, Va.



Tim Worrell, lumber specialist, and Kenneth Cox, Salem Frame Co. Inc., Salem, Va., and Scott England, Gilco Lumber Inc., South Charleston, W.Va., help put the two boards together into one, which symbolizes the partnership that now exists between Salem Frame and Gilco Lumber Inc.

# C.A. Spencer Celebrates

## Laval, Que.—

Approximately 300 guests from Canada, the United States and Europe recently helped C.A. Spencer Inc., headquartered here, celebrate its 100<sup>th</sup> anniversary.

“Our guests were primarily from Quebec and the United States, but we had four visitors from Germany and England,” said Claude Cadrin, president of C.A. Spencer Inc.

In 1908, Charles Allen Spencer established C.A. Spencer Inc. by selling softwood from western Canada into eastern Canada. In 1920, the company built its first Hardwood sawmill, which was operated until the Great Depression of 1929.

In the early ‘40s, C.A. Spencer Inc. opened its first lumberyard on the island of Montreal. Colin Spencer, Charles’ son, joined the firm in 1948 and, in 1967, he moved the company to its present location in Laval.

Rémi Cadrin joined C.A. Spencer in 1977 as a shareholder. When Colin Spencer retired in 1989, Cadrin was promoted to company president. Following Rémi’s retirement in 1998, his son, Claude, and nephews, Mike Ferron and Peter Cadrin, took over the company.

Today, C.A. Spencer has a concentration yard, 1.2 million board feet of dry kiln capacity, and six sawmills producing 40 million board feet of species such as Hard and Soft Maple, Yellow Birch, Red Oak, White Ash, Basswood and Aspen (4/4 through 12/4 in random width, 4/4 fixed width).

The event allowed members of the C.A. Spencer family, including employees and customers, the opportunity to visit with each other and see the operations at Fabreville. A dinner and dance was also included.

*Please turn to page 66*



Claude Cadrin, Pierre Cadrin, Colin Spencer, Rémi Cadrin and Mike Ferron, C.A. Spencer Inc.



Pierre Cadrin, Denis Laforge, Jean Désilets, Claude Cadrin and Serge Robichaud, C.A. Spencer Inc.



Colin Spencer and Rémi Cadrin, past presidents, and Claude Cadrin, president, C.A. Spencer Inc.



# ates 100th Anniversary

BY WAYNE MILLER



Pierre Cadrin, Anne Bouchard, Jean Désilets, Serge Robichaud and Réjean Allard, sales staff, C.A. Spencer Inc.



Anne Marie Lebel, Silvie Roy, Rémi Cadrin, Monique Grégoire, Chantale Lamarche and Johanne Gascon, administration staff, C.A. Spencer Inc.



Lucie Arguin and Robert Lapointe, Menuiserie D'East Angus Inc., East Angus, Que.; and Rémi Cadrin, C.A. Spencer Inc.



Sam Holman and Paul Balharrie, Wood Profile, Ottawa, Ont.; and Claude Cadrin, C.A. Spencer Inc.



Michel Miller and France Racicot, Livingston International Inc., Brossard, Que.; Judy and Jacques Lanciaux, and Sandra and Ed Jones, W.J. Jones Co. Ltd., Saint-Hubert, Que.; and Steve Hanson, Tembec Industries Inc., Huntsville, Ont.



Art and Denise Nelson, Weston Premium Woods Inc., Brampton, Ont.; and Monica and Shawn Collins, Tioga Hardwoods Inc., Owego, N.Y.

Additional photos on page 54

# LSLA Summer Outing Heavily Attended

BY PAUL MILLER JR.

## Minocqua, Wis.—

Nearly 200 members and guests recently attended activities during the 2008 Wisconsin Golf Outing, hosted by the Lake States Lumber Association (LSLA).

Approximately 190 people attended cocktails and dinner at the Timber Ridge Country Club, located here. Also 144 participants enjoyed various golf activities at the Timber Ridge Golf Course, including a putting contest, the Par-three prize challenge, the \$2,500 putt for dough contest and an 18-hole golf scramble. Winners included Lori Bennett, low gross 77, Bingaman & Son Lumber Inc., Clarendon, Pa., and second place, Ray Wheeland, Wheeland Lumber Co Inc., Liberty, Pa.

Golfers also had a chance to qualify for Baillie Lumber Company's "Cash Shoot-Out," which awarded more than \$500 in cash and prizes, and a Hole-N-One winner was awarded \$10,000.

Guests and members also enjoyed a social hour and banquet at the Waters of Minocqua. Kendrick Forest Products

*Please turn to page 66*



Grant Willnow, U\*C Coatings Corp., Buffalo, N.Y., awards Bill Hallinger, St. Croix Valley Hardwoods Inc., Luck, Wis., with a \$10,000 check for hitting a hole-in-one on hole No. 5 with a six iron playing 164. It was Hallinger's first ever hole-in-one.



Mike Cockland, D & R Wood Products, Rockland, Wis.; Dave Richardson Jr., Richardson Industries Inc., Sheboygan Falls, Wis.; Wendy Jeske, Timberland Wood Products, Sheboygan, Wis.; Dianne Beauchamp, Northern Hardwoods, South Range, Mich.; and Bill Hallinger, St. Croix Valley Hardwoods Inc., Luck, Wis.



Dick Allman, Weyerhaeuser, Dorchester, Wis.; Dave Sebastian, St. Croix Valley Hardwoods Inc., Luck, Wis.; Dan Hansen, Midwest Hardwood Corp., Maple Grove, Minn.; and Jim Jordan and Clint Smith, Bass Creek Lumber, Walworth, Wis.



Jason Nelson, Blade Premium Hardwoods, Strum, Wis.; Nate Lindbeck, Lumbermen's Underwriting Alliance, Green Bay, Wis.; Dennis Jansen, BlueLinx Corp., St. Paul, Minn.; and Bill Dupont, Lumbermen's Underwriting Alliance, Minneapolis, Minn.





John Zirkel, lifetime honorary member and retired past president, and Dan Corel, past president, Lake States Lumber Inc., Schofield, Wis.; Bal Anderson, past director and treasurer, Lake States Lumber Assoc., Waunakee, Wis.; and Vince Catarella, Baillie Lumber Co., Hamburg, N.Y.



Nick Bunkelman, Menzner Lumber & Supply Co., Marathon, Wis.; Russ Lambert, American Wood Fibers, Schofield, Wis.; Joe Francois, Snowbelt Hardwoods Inc., Hurley, Wis.; Dave Schroeder, GMC Hardwoods Inc., Jefferson, Wis.; and Steve Aubry, American Wood Fibers



Gary Elpin, Riverside Sawmill, Muscoda, Wis.; Dave Nash, Midwest Hardwood Corp., Maple Grove, Minn.; Bob Schlosser, Wolf River Lumber Inc., New London, Wis.; and Cody Lann, Banks Hardwoods Inc., Menomonie, Wis.



Dale Elliot, BlueLinx Corp., Wausau, Wis.; John Hilgemann, Snowbelt Hardwoods Inc., Hurley, Wis.; Mike Burket, Springs Window Fashions LLC, Grayling, Mich.; and Roy Reif, Quality Hardwoods Ltd., Powassan, Ont.



Rick Smrcka, Wolf River Lumber Inc., New London, Wis.; Deanne Kidd, Timber Ridge Country Club, Minocqua, Wis.; Pete Albrecht, Pine River Hardwoods, Laona, Wis.; and Dave Mills, Mills Hardwoods, Bemidji, Minn.



Jay Reese, Penn-Sylvan International Inc., Spartansburg, Pa.; Cindy Hilsabeck, Kendrick Forest Products, Edgewood, Iowa; and Nico Poulos, Weston Premium Woods Inc., Brampton, Ont.



Kathy and Peter Solberg, Coulee Region Hardwoods Inc., Bangor, Wis.; Amy Lafferty, Spread Eagle Hardwoods Inc., Cavour, Wis.; and Dianne Beauchamp, Northern Hardwoods, South Range, Mich.



Jason Brettingen, Kretz Lumber Co. Inc., Antigo, Wis.; Peter Koxlien, Pigeon Creek Hardwoods Inc., Owego, Wis.; Patrick McBride, Rockland Flooring Co. LLC, Rockland, Wis.; and Peter McCarty, McDonough Manufacturing Co., Eau Claire, Wis.

*Additional photos on page 58*



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Jeff Taylor



Ralph Taylor

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Phil Taylor



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John Taylor, Vice President and Mark Bueker, General Manager standing in front of a partial view of 1 Common & Better Red and White Oak under covered air drying sheds.

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# New Company President Announced At Penn-York Meeting

PHOTOS BY STEPHEN WEST

## Franklin, Pa.—

Challenges in the transportation industry were addressed recently by Al Flick of Roehl Transport at the monthly Penn-York Lumbermen's Club, held here at the Wanango Country Club. Ron Jones Hardwood Sales Inc., located in Union City, Pa., hosted this meeting, which was attended by 115.

Additional speakers included Gil Thurm, executive director of the Hardwood Manufacturers Assoc., who addressed current association programs and membership opportunities. Rich Hascher, inspection school director of the National Hardwood Lumber Assoc. gave an update on the 10-week NHLA Inspection Class which was being held in Oil City, Pa.

*Please turn to page 65*



Donn and Sherri Patchen, Ron and Sally Jones, Steve and Danielle Jones, and Serene and Brad Klomp, Ron Jones Hardwood Sales Inc., Union City, Pa.



Ron and Sally Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.; and Tim Edgar, Lumbermen's Underwriting Alliance, Youngwood, Pa.



Steve and Danielle Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.; Marc Reese, Salem Hardwood Inc., Adamsville, Pa.; and Shelia and Joe Ledford, Hill, Barth & King Inc., Meadville, Pa.



Terry Hunter, Hickman Lumber Co. Inc., Emlenton, Pa.; Milo Glancy, Ron Jones Hardwood Sales Inc., Union City, Pa.; and Lee Stitzinger, BWP Hardwoods Inc., Brookville, Pa.



Greg Ochs and Drew Helmus, PW Hardwood LLC, Brookville, Pa.; Allen Guth, Hazen Lumber LLC, Hazen, Pa.; and Jack Monnoyer, PW Hardwood LLC

*Additional photos on page 61*



# WHA Focuses On Global Market

BY WAYNE MILLER

**Whistler, B.C.—** The Western Hardwood Association (WHA), headquartered in Camas, Wash., recently partnered with BC Wood Business Innovation, located in Langley, B.C., to present expert speakers at the WHA's 53<sup>rd</sup> annual meeting, held here recently at the Fairmont Chateau.

Attendees traveled from the Pacific Northwest and British Columbia to gather insight at the meeting regarding the Hardwood sector and its importance in their areas. Guest speakers included: Mike Snow, executive director of the American Hardwood Export Council; Grace Terpstra, lobbyist for the Hardwood Federation; Glenn Ahrens, Oregon State University's Extension office, who addressed the Hardwood harvest outlook for the Pacific Northwest; Brian Hawrysh, with BC Wood Specialties Group, who highlighted opportunities for Hardwoods in B.C.; and Dr. Ivan Eastin, director of CIN-TRAFOR (the Center for International Trade in Forest Products).

Some topics addressed by the various speakers included imports, which was addressed by AHEC's Snow. He noted that China is buying more lumber now from the U.S., and has become the largest importer of Hardwood



Incoming WHA officers are: Darrin Hastings, Emerson Hardwood Co., Portland, Ore., vice president; Jeff Nuss, Greenwood Resources Inc., Portland, Ore., president; and Walt Seals, Rose City Wood Products, Broadbent, Ore., treasurer.

*Please turn to page 65*



Lee, Janelle and Jesse Jimerson, The Collins Cos., Portland, Ore.



Andy Walker, BC Wood Specialties Group, Langley, B.C.; Mike Snow, American Hardwood Export Council, Washington, D.C.; and Grace Terpstra, Hardwood Federation, Washington, D.C.

*Additional photos on page 56*

# NHLA Convention Brings

## San Francisco, Calif.—

The National Hardwood Lumber Assoc. (NHLA), headquartered in Memphis, Tenn., will host its 2008 Annual Convention and Exhibit Showcase Oct. 9-11 at the San Francisco Marriott. This year's convention is themed "Global Gathering of the Hardwood Community," and marks the first year NHLA has made a concerted effort towards global participation.

"As the export market becomes increasingly more important to the North American industry, I think it is crucial for NHLA to expand its traditional networking opportunities provided to members," said Mark Barford, NHLA executive director. "Having overseas participants was a natural progression for the convention."

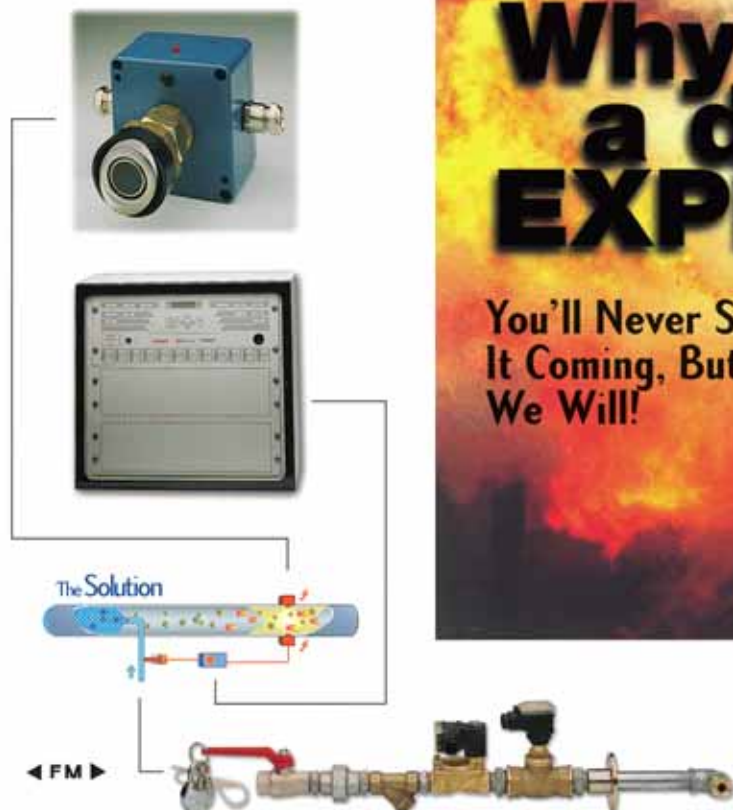
To encourage overseas buyers and users of North

American Hardwood to attend the convention, NHLA has aggressively promoted the annual convention and exhibit showcase by utilizing an overseas public relations consultant in conjunction with the American Hardwood Export Council.

The convention will feature educational seminars, numerous networking opportunities, exhibit showcase hall with the popular Traders Alley, and keynote speaker Chuck Leavell, a tree farmer, author (*Forever Green: The History and Hope of the American Forest*), and touring keyboardist for the Rolling Stones and former member of the Allman Brothers Band and other groups.

The late Tony Snow, a former journalist, news anchor and White House Press Secretary, was scheduled to deliver the keynote address prior to his death from colon cancer. Karl Rove, former Deputy Chief of Staff and Senior Advisor to President Bush and current contributor to *Fox News Channel*, will address the audience during the opening session on Oct. 10.

Various industry groups will also conduct their annual



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# 'Global Gathering'

meetings in conjunction with the convention including the American Hardwood Export Council, Hardwood Forest Foundation, Hardwood Distributors Assoc. and the Canadian Lumbermen's Assoc.

Key educational seminars will include: Certification of Hardwoods; the Economy and the Hardwood Industry; International Markets Breakout Sessions; a Rules Open Forum; Grading Seminar; and the Truth About Trees.

To learn more about NHLA or to register for the 2008 NHLA Annual Convention and Exhibit Showcase, visit [www.nhlaconvention.com](http://www.nhlaconvention.com) or call 901-377-1818.

NHLA represents 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.



Chuck Leavell, a tree farmer, author and musician, will serve as one of two keynote speakers for the 2008 NHLA Annual Convention and Exhibit Showcase.



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# Pacific Coast Events

## San Francisco, Calif.–

More than 18,000 attendees got the message that “green is good” at the recent Pacific Coast Builders Conference (PCBC), held here recently at the Moscone Center. The annual event has evolved into a premier tradeshow and conference that attracts more than 26,000 residential builders, developers, architects, financiers, product manufacturers and consultants in the industry.

More than 650 building product suppliers exhibited their wares this year at the event, which focused heavily on green, eco-friendly, energy efficient and sustainability. Speakers addressed this from a purely business standpoint,

noting that green building makes sense to a company’s bottomline. That was the specific message at the Builder-to-Builder Green Forum, an information session that more than 100 building professionals attended. Energy efficient homes, for example, sell at a faster pace due to their lower operating costs.

J. Walker Smith, president of research firm Yankelovich Partners suggested that today’s homebuyers are not as concerned about the environment as builders may think. He advised builders to offer homebuyers incentives to go green. “Talk about saving me money (as a homeowner),” he said. “Don’t talk about green.”

Overall, speakers at the PCBC were

optimistic and upbeat. Marketing researcher John Burns said in his panel session that “the day is coming when we’ll be making a lot of money, and I think it’s coming soon.”

Burns panelists concurred. Those panelists included Richard Dugas, president and chief executive officer (CEO) of Pulte Homes, and Bert Selva, president and CEO of Shea Homes. Burns noted great deals on land right now are plentiful, as well as opportunities in home buying due to dropping sales prices.

Selva advised builders to focus on things they can control. And panelists concurred that a tax credit for home

*Please turn to page 65*



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PHOTOS BY CHARLES GESELL



Matt Mladenka, East Teak Fine Hardwoods Inc., Sultan, Wash.



Renee Strand, Tim Johnson, Curt Nierman, Don Ricca, Kate Grobe and Greg Wells, Weyerhaeuser Hardwoods & Industrial Products, Portland, Ore.

Additional photos on next page

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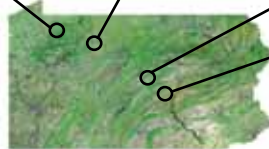
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**PACIFIC COAST PHOTOS** - Continued from page 53



Bruce Huewe, Steve Oberholser and Vince Valdez, Saroyan Lumber Co. Inc., Huntington Park, Calif.



Ryan Kline, Disdero Lumber Co., Clackamas, Ore.



Gary Davey and Mike Pidlisecky, Woodtone Building Products, Seattle, Wash.

**C.A. SPENCER PHOTOS** - Continued from page 43



Eddie, Donna, Lindsay and Kris Heideman, Lavern Heideman & Sons Ltd., Eganville, Ont.



Stuart McBride, NHG Timber Ltd., London, England; and Rémi Cadrin, C.A. Spencer Inc.



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Alain Poirier and Louisette Beaudoin, Boa-Franc, St-George de Beauce, Que.; and Pauline Trotter and Flo Côté, Lauzon Ressources Forestières, Thurso, Que.



Mary and Bob Chase, Quabbin Timber Inc., Rutland, Mass.; Si Grondin, guest; and Claude Cadrin, C.A. Spencer Inc.



Alain Dubreuil, C.A. Spencer Inc.; André Lemire, Lemire Lumber Co. Inc., Sherbrooke, Que.; and Richard Garneau, P.G. Hardwood Flooring Inc., Saint-Edouard-de-Lotbinière, Que.



Johannes Behnisch, Behnisch Holzagentur, Telgte, Germany; Nick Goodwin, NHG Timber Ltd., London, England; Holger Paulsen, Joh. Heinrich Warncke GmbH, Hamburg, Germany; and Stuart McBride, NHG Timber Ltd.



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\*FSC Certified Sapele shown in background










Jeff and Jaynie Wirkkala and Kathi and Scott Lilley, Hardwood Industries Inc., Sherwood, Ore.



Dave and Faye Sweitzer, Western Hardwood Association, Camas, Wash.; and Lindy and Tim Stallard, Rose City Wood Products, Powers, Ore.



Scott and Lorie Cramb, TradeTec, Parksville, B.C.; Criswell Davis, Frank Miller Lumber Co. Inc., Union City, Ind.; and Tony Pistilli, Wood Trade International, Vancouver, B.C.



Ron Wilson, Cascade Hardwood, Chehalis, Wash.; Doug Carl, Carlwood Lumber, Maple Ridge, B.C.; and Darrin Hastings, Emerson Hardwood Co., Portland, Ore.



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Doug and Cathy Carl, Carlwood Lumber, Maple Ridge, B.C.; Mark Murphy, Seaport Lumber Co., Raymond, Wash.; and Danielle and Chris Pistilli, Carlwood Lumber



Lee Jimerson, The Collins Cos., Portland, Ore.; and Ryan Oliver, Sierra Forest Products, Salt Lake City, Utah



Wayne and Lynne Miller, National Hardwood Magazine, Memphis, Tenn.; and Mike and Maribel Snow, American Hardwood Export Council, Washington, D.C.



Brian Hawrysh, BC Wood Specialties Group, Langley, B.C.; Darrin Hastings, Emerson Hardwood Co., Portland, Ore.; Scott Thompson, BC Wood Business Innovation Partnership, Langley, B.C.; and Jeff Wirkkala, Hardwood Industries Inc., Sherwood, Ore.



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(front row l to r): Alicia Degenfort, Cindy Hilsabeck, Ashley Simons, and Morgan and Rhonda Kendrick, Kendrick Forest Products, Edgewood, Iowa; (back row l to r) Steve Peters, Coulee Region Hardwoods Inc., Bangor, Wis.; Amanda Burgin, Kendrick Forest Products; Karl Christensen, Coulee Region Hardwoods Inc.; and Dennis Gustafson, Besse Forest Products Group, Gladstone, Mich.



Mike McKee, Northland Hardwood Lumber, Bemidji, Minn.; Dave Mills, Mills Hardwoods, Bemidji, Minn.; and Mitch Smith, Northland Hardwood Lumber



Tom Talbot, Glen Oak Lumber & Milling, Montello, Wis.; Pete Albrecht, Pine River Hardwoods, Laona, Wis.; Mike Burket, Springs Window Fashions LLC, Grayling, Mich.; and Roy Reif, Quality Hardwoods Ltd., Powassan, Ont.



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Dave Rhodes, Friendship Hardwoods LLC, Adams, Wis.; Luke Brogger, Quality Hardwoods Inc., Sunfield, Mich.; Pat Sullivan, Friendship Hardwoods LLC; and Jason Nelson, Blade Premium Hardwoods, Strum, Wis.



Nico Poulos, Weston Premium Woods Inc., Brampton, Ont.; Jeff Rabl, Glen Oak Lumber & Milling, Montello, Wis.; and John Carithers, Kendrick Forest Products, Edgewood, Iowa



Jeff Koxlien, Koxlien Brothers Wood Products, Strum, Wis.; Matt Tietz and Peter McCarty, McDonough Manufacturing Co., Eau Claire, Wis.; and Will Borden, Quality Hardwoods Inc., Sunfield, Mich.



Dennis Wilcott and Matt Yest, Wolf River Lumber Inc., New London, Wis.; Dianne Beauchamp, Northern Hardwoods, South Range, Mich.; and Steve Niemuth, Wolf River Lumber Inc.

Additional photos on next page

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Rhonda Kendrick, Kendrick Forest Products, Edgewood, Iowa; Jason Kretz, Kretz Lumber Co. Inc., Antigo, Wis.; Jay Reese, Penn-Sylvan International Inc., Spartansburg, Pa.; and Scott Anderson, St. Croix Valley Hardwoods Inc., Luck, Wis.



Peter and Kathy Solberg and family, Coulee Region Hardwoods Inc., Bangor, Wis.



Dave Geier, Menominee Lumber & Dimension LLC, Menominee, Mich.; Bill Dupont, Lumbermen's Underwriting Alliance, Green Bay, Wis.; Scott Hancock, Menominee Lumber & Dimension LLC; and Dale Elliot, BlueLinX Corp., Wausau, Wis.



John Hilgemann, Snowbelt Hardwoods Inc., Hurley, Wis.; Don Koch, Granite Valley Forest Products Inc., Marathon, Wis.; and Brady Francois, Snowbelt Hardwoods Inc.



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Rob Matson, Matson Lumber Co., Brookville, Pa.; Sherman VanVoorhis, VanVoorhis Lumber, Big Run, Pa.; and Bill Tallyen, Emporium Hardwoods Inc., Emporium, Pa.



Jerry Puckly, Summit Hardwoods Inc., Waterford, Pa.; Dora Boyer, RR Hardwoods Inc., Titusville, Pa.; Bill Reese, Penn-Sylvan International Inc., Spartansburg, Pa.; and Rod Bedow Sr., RR Hardwoods Inc. and Blue Ox Timber Resources, Titusville, Pa.



Serene and Brad Klomp and Donn and Sherri Patchen, family members of Ron Jones Hardwood Sales Inc., Union City, Pa.



Marty James, Penn-Sylvan International Inc., Spartansburg, Pa.; Jeff Burrows, Weyerhaeuser Hardwoods & Industrial Products, Titusville, Pa.; and Ian Fulton, Fulton Forest Products Co., Shippensburg, Pa.

Additional photos on next page

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## PENN-YORK PHOTOS - Continued



Dale Henderson, Henderson Electric, Titusville, Pa.; Gene Cirka, National City Bank, Meadville, Pa.; and Larry Fledderman, National City Bank, Titusville, Pa.



Barb Makohus, Diane Cooper and Kaylynn Ostergard, Ron Jones Hardwood Sales Inc., Union City, Pa.



Steve Fulton, Fulton Forest Products Co., Shippensburg, Pa.; Marc Reese, Salem Hardwood Inc., Adamsville, Pa.; and Brian Short, Clymer Quality Hardwood Inc., Marion Center, Pa.



Barry Kibbey, National Hardwood Lumber Assoc., Pittsville, Pa.; John and Darlene Cubbon, Cubbon Lumber & Land Co., Pleasantville, Pa.; and Tom Gooch, AgChoice Farm Credit, Coudersport, Pa.





Tim Edgar, Lumbermen's Underwriting Alliance, Youngwood, Pa.; Jeff Herman, Tanner Lumber Co., Wilmore, Pa.; and Jeffrey Barnhart, Barnhart Wood Products, Emlenton, Pa.



Ted Rowe, Aurora Timberland, Aurora, Ont.; and Robb Greer, Shetler Lumber Co., Waterford, Pa.



Randy Flament, Emporium Hardwoods Inc., Emporium, Pa.; Tom Johel, U'C Coatings Corp., Buffalo, N.Y.; Perry Wallin, Highland Forest Resources Inc., Marienville, Pa.; Barry Kibbey, National Hardwood Lumber Assoc., Pittsville, Pa.; and Brian Popoleo, Highland Forest Resources Inc.



Jason Roblee, Firth Maple Products, Spartansburg, Pa.; and Dave Zimmerman, Marsh Planing Inc., Titusville, Pa.

Additional photos on next page



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Dale Hamilton  
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478-454-3418

### Sales Administration

Loretta Meeks

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## PENN-YORK PHOTOS - Continued



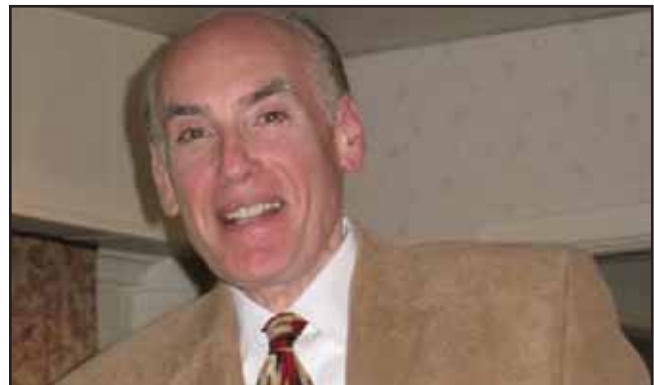
Al Flick, Roehl Transport, Carlisle, Pa.



Milo Glancy, Ron Jones Hardwood Sales Inc., Union City, Pa.



Rich Hascher, National Hardwood Lumber Assoc., Memphis, Tenn.



Gil Thurm, Hardwood Manufacturers Assoc., Pittsburgh, Pa.



## PACIFIC COAST -

Continued from page 52

buying to avert damage to the country's economy is needed by the federal government.

More than 60 seminars and workshops during PCBC featured renowned figures in business, media, sports, literature and entertainment.

Also, the winner of the coveted Gold Nugget Award was Talking Rock, a luxury master-planned community in the Prescott, Ariz., area. The award honors creative achievements in architectural design and land use planning for residential, commercial and industrial projects internationally. This year, 520 entries were entered in the Gold Nuggets contest in various categories. Entries come from 14 Western states, as well as other countries.

## PENN-YORK -

Continued from page 48

Following the speakers, Ron Jones announced that his son, Steven, is the new president of Ron Jones Hardwood Sales Inc. and Jones Hardwoods Inc.

The monthly club meetings provide members and guests an opportunity to share insight about current market status and to enjoy an afternoon of leisure time. Many members and guests participated in 18 holes of golf following a brunch. Later, the club gathered for a reception and deluxe buffet dinner.

Fifty-six golfers participated in the 18-hole golf tournament, in which Jay Reese scored first low gross and Jeff Herman took second.

Also, 13 rounds of sporting clays were shot at The Busted Flush Range in Titusville, Pa., with Rob Matson, Brian Short and Trevor Vaughan taking the top three spots.

Ron Jones Hardwood Sales Inc. is a family-owned and operated concentration yard located in the rolling hills of Northwestern Pennsylvania. The firm specializes in domestic sales of Northern Appalachian kiln dried and green Hardwoods.

The next Penn-York Lumbermen's Club meeting will be held Nov. 10 in Shamokin Dam, Pa., and hosted by Kuhns Brothers Lumber Co.

## WHA -

Continued from page 49

logs in the world, but the U.S. is not that country's primary source of logs, which are mostly veneer logs, not sawmill logs. He added that growth in the furniture market is moving toward Vietnam. Other markets with great potential to watch include Southeast Asia, Singapore and Thailand, as well as Dubai. Europe, he said, remains the biggest importer in overall Hardwood

imports, although in volume, China is bigger – but in Europe, the value is higher.

Eastin addressed a roundtable of attendees and stated that the weakening of the U.S. dollar helps the status of U.S. exports, and that the growth of the Vietnam market cannot be overstated. He cited a 478 percent growth rate in Vietnam and a 250 percent growth rate in China.

Please turn the page

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## WHA - Continued

During the three-day meeting, attendees also enjoyed a golf tournament at the Fairmont Chateau Whistler Golf Club, dinners and receptions hosted by the host association. Cascade Hardwoods LLC provided a mill tour and barbecue lunch.

Former professional hockey star Ryan Walter served as the keynote motivational speaker during the event. Walter played 15 seasons in the pros, and more than 10,000 games in the National Hockey

League.

The WHA was founded in 1955 to promote and market western Hardwoods while educating stakeholders on sustainable and environmentally responsible resource management.

## LSLA - Continued from page 44

sponsored live musical entertainment during the social hour.

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LSLA was incorporated in 1983 to provide representation to a broad cross-section of individual and business organizations involved in the timber industry. LSLA is comprised of more than 200 members representing 20 states and two Canadian Provinces. LSLA offices are located in Green Bay, Wis. For more information, call 920-884-0409.

## C.A. SPENCER -

Continued from page 42

In celebrating the company's milestone, Colin Spencer said, "For the success and future of this business, we must do what is good for all parties concerned. We have employees of very high talent and ethical standards. We must build upon what C.A. Spencer has established in the past."

Spencer noted that the greatest thing he ever did as president was hiring Rémi Cadrin. While definitely worthy of recognition, Cadrin thanked the firm's suppliers and customers, as well as his wife for helping him during his tenure as president.

"Not too many companies get to the place where we've reached," he said. "I want to thank my wife who has put up with me for 47 years. She did a great job in raising our family. I would also like to thank Colin Spencer, who gave me a chance in 1977 to join his company and have the chance to prove that I could do the job. We've had good success, and I'm very proud of them for dealing with me all these years."

Nick Goodwin, who represents NHG Timber Ltd. in London, England, added that C.A. Spencer has been one of his company's "most reliable" trading partners. "We've been trading with C.A. Spencer for 15 years now," he said. "We represent them in the United Kingdom and the Middle East. We support each other through good times and bad."

For more information, contact C.A. Spencer Inc. at 1-800-361-0789, visit [www.caspencer.ca](http://www.caspencer.ca) or e-mail [email@caspencer.ca](mailto:email@caspencer.ca).

## SALEM FRAME -

Continued from page 40

kiln drying, wood grading and packaging to its customers around the country,



## SALEM FRAME - Continued

strengthens our position in the lumber industry as well as strengthens a great Salem-based operation.”

In 1963, Rowe purchased the Roanoke Woodworking Corp. to operate it as a wholly owned subsidiary and renamed it Salem Frame Co. In 1972, Salem Frame moved into a new 188,000-square-foot facility where it continues to be located. The feasibility of creating a one-stop shop for kiln drying and grading became more viable in late 2006 with the closing of Rowe’s wood framing facility in Missouri.

Tim Worrell, lumber specialist at Salem Frame, began to research the feasibility of adding to the existing machinery and constructing a structure to house a complete lumber grading chain. In June 2007, an offer from Gilco Lumber Inc., headquartered in South Charleston, W.Va., helped move the proposal forward.

Gilco Lumber, which is headed by James H. “Buck” Harless and is an employee-owned firm, was looking for a wood yard that could handle kiln drying, grading, packaging and shipping. In a strategic partnership agreement, it was agreed that the output from Gilco’s Cabin Creek, W.Va., sawmill would be flowed to Salem Frame. Gilco, which owns and operates four sawmills and two Hardwood lumber concentration yards, has two trained lumber graders permanently based at Salem Frame, and also assisted Salem Frame in sourcing a trim saw, which was flat-bedded from Missouri to Virginia for installation.

The construction of the grading chain involved: initial excavation of the site, exterior steel structure and interior concrete slab by Price Buildings Inc., Rocky Mount, Va.; architectural plans by Parker Design Group Inc., Salem, Va.; surrounding pavement by Asphalt Solutions, Boones Mill, Va.; and interior equipment and electrical work by McDowell Mechanical Service, Marion, N.C.

Kenneth Cox, plant manager at Salem Frame, said the construction of the lumber grading chain has helped maintain positions at Salem Frame. The company currently operates from 6:30 a.m. to 3 p.m. Monday through Friday, but “the potential exists to increase capacity and add additional shifts,” he said. Employees dedicated to the grading chain have already

reached an all-time personal record of 34,000 board feet of lumber processed in one day. The team’s goal is 50,000 board feet of lumber in one day.

The grading of lumber involves the inspection by a qualified grader of each board of lumber after it has been kiln dried. Based on the width of the board and the condition of both sides, the grader attributes a ranking to the board, which eventually determines how it will be used and at what price it will be sold. Lumber,

which is now able to be processed at Salem Frame, is likely to be shipped around the country and the world and used for furniture, home construction, wine barrels, interior wall panels and almost anything made of wood.

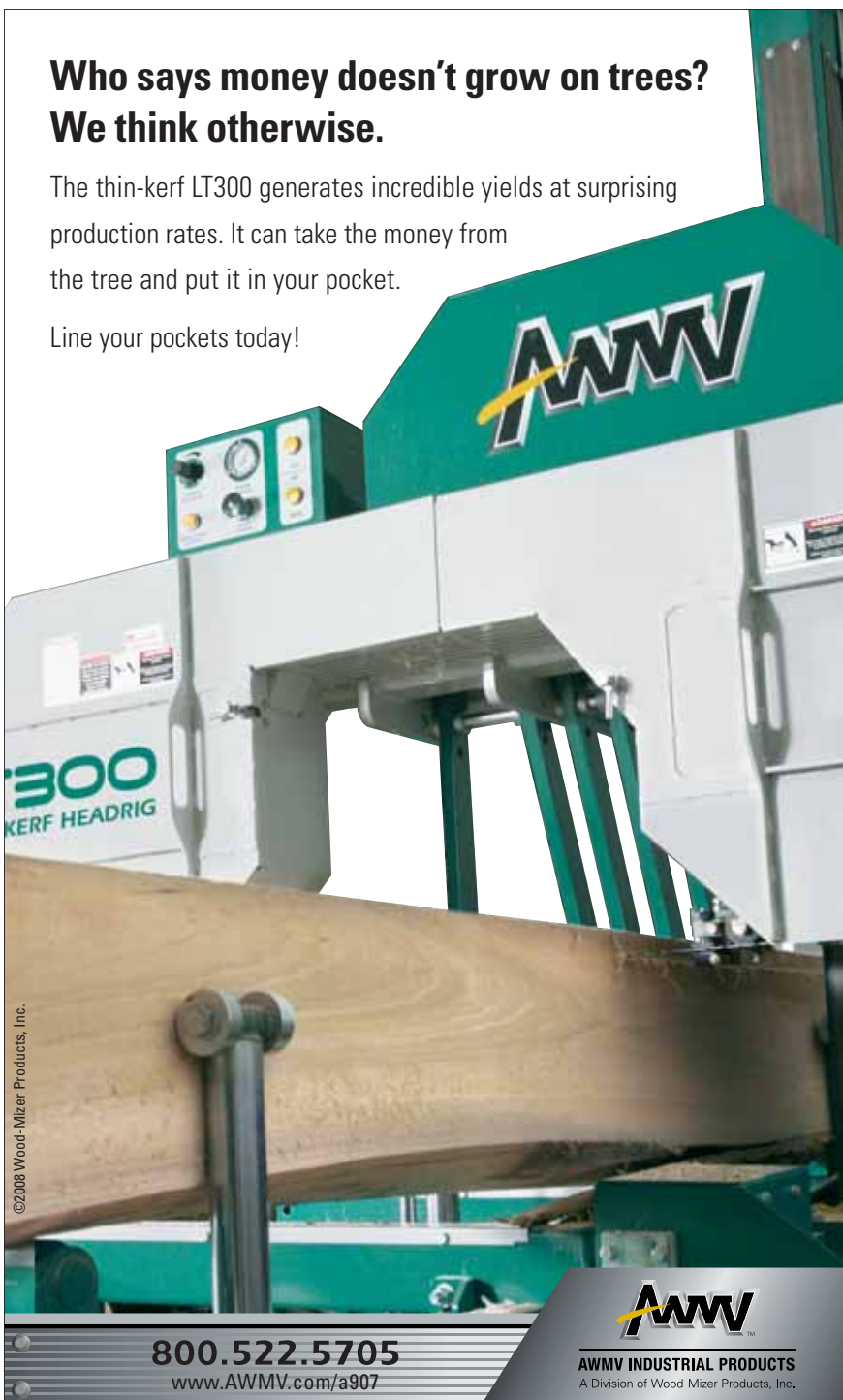
Lumber is processed through Salem Frame’s complete custom kiln drying operation. First, loads of inbound, freshly cut lumber from the sawmill are kiln dried. The lumber experiences a natural

*Please turn the page*

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## SALEM FRAME -

Continued

shrinkage of about 7 percent as the moisture is removed, a necessary process to ensure the wood's viability and usability. Stacks of lumber are then brought to the entrance of the grading chain structure where the lift operator moves them into position.

The tilt hoist operator oversees the mechanism that tilts the stack up and inwards so

that each board gradually slides onto the grading platform, which is a mezzanine-height platform with a chain pulley embedded in the platform to help move the boards along. As the lumber moves along the platform, each board is inspected by the lumber grader, a trained professional who is familiar with wood species and necessary conditions to attribute a grade to each board.

With an instrument in each hand — a

red marker on the tip of an extended stick to apply markings on the board to identify where it should be trimmed length-wise and how it has been graded, and a flexible, measuring stick with a metal tip (lumber ruler) to measure the width and easily flip the board to inspect both sides — the lumber grader is the key role in the process. Each board then cascades down to the trim saw area where the red markings are interpreted and the boards are trimmed accordingly.

Each board is then checked after it is trimmed to see if it needs to be edge ripped. The board continues down the horizontal conveyor chain where it is pulled and placed on a cart with similarly graded lumber. Packs of lumber are then packaged and loaded on outgoing trucks or containers for shipment.

For more information on Salem Frame call 540-389-8661, or visit their Web site at [www.customkilndrying.com](http://www.customkilndrying.com). For more information on Gilco Lumber Inc., call 304-746-3160, click onto their Web site ([www.gilcolumber.com](http://www.gilcolumber.com)) or e-mail them at [sales@gilcolumber.com](mailto:sales@gilcolumber.com).



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PROCESSORS OF NORTH AMERICAN HARDWOODS

## HINES - Continued from page 37

up until the day he died. He was a great salesman and lumberman and we try to carry on that tradition. We value and have great respect for sales people. That aspect is fun, spirited and entertaining." Hines is intrigued by the business. "It's fascinating and the builders, the users, are very individualistic, creative, and interesting."

The robust family stock generates enthusiasm for the trade among employees, too. Bigelow described the company as one that fosters an entrepreneurial spirit, continuously expanding leadership into employee responsibilities. "We value each individual and their input. The management team is very customer driven and allotted a great deal of decision making flexibility. They know their customers very well, our customers know them, and managers make decisions on their own."

As a result, several employees have remained with the company well over 20 years. Maniates joined the Hines team 35 years ago right out of college, and began to cultivate a rounded background in purchasing, sales and management of five



## HINES - Continued

different yards to the commercial division management for 14 years. Branch Manager James Carollo has 38 years with the company; general manager John Drake, 38 years; and assistant manager Dawn Weber, 35 years. Walter Baumgartner's 52-year tenure surpasses chairman of the board Hines by two years and John Vetter, senior vice president, by three.

The company is constantly working on new showrooms and new product lines, often featuring recycled or recovered wood.

The commitment to environmental responsibility is a driving force. Subcommittees discuss operating more efficiently, selling products and educating customers within a market that can be very complicated. Frequent sales training sessions on green products are held at the corporate office, where a recycling program was recently instituted. Over the years, the company has supplied trees to customers to replant, preserving the founding Hines' stance on maintaining maximum yields and reforestation. "We've launched the green initiative because we really believe in it and want to leave the world a better place," said Bigelow.

Through difficult and changing times, with the right practices, said Drake, Hines Lumber is here to stay. "As in the past during a downturn, we just work harder. Our overall approach in everything we do is to make sure it's done right and that attracts business."

For more information, contact Edward Hines Lumber Co. at 847-353-7700 or visit their website at [hineslumber.com](http://hineslumber.com).



## NOFMA NOTES -

Continued from page 30

dards through consultation and training. We develop product use standards from the manufacturers' perspective (seems appropriate—the people who make the products should be the ones who define how the product is intended to be used...). We represent the interests of North American flooring manufacturers in matters involving legislation and regu-

lation. We gather industry statistical information and share the compiled figures with the manufacturers who provided the information. And we provide opportunities for the industry to gather and interact.

The questions are: Are these reasons to be still valid? Do they provide value to the industry we represent? How would the industry react if the organization ceased to exist? Would it be re-created in some form? What form would that take?

What about the associations you belong

to? Are they true to their purpose? Is that purpose still valid? Does the organization provide value?

These are not easy questions to answer, particularly because the investment you make in an association typically does not have a direct return on investment. Nevertheless, they are questions that should be pondered and answered and acted upon.



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## COMPONENT TRENDS -

Continued from page 32

Council, will be exhibiting at the upcoming ZOW Fair in Pordenone, Italy on Oct. 15-18. ZOW, the International Exhibition for Components and Accessories for the Furniture Industry, is expected to host over 20,000 woodworking professionals from over 90 countries during its eighth exhibition held in Pordenone. This is a good opportunity to connect with cabinet and furniture manu-

facturers who visit this show to purchase components and supplies.

Export markets have been growing for component manufacturers as a result of more favorable exchange rates created by the decrease in the value of the U.S. dollar. It's important for companies to always be aware of current market conditions in order to position themselves correctly and take advantage of new opportunities in these times where change is the only constant we can count on.

For further information on the WCMA's upcoming events and promotions, please visit our website at [www.woodcomponents.org](http://www.woodcomponents.org). You can also contact our office by emailing [wcma@woodcomponents.org](mailto:wcma@woodcomponents.org) or calling (770) 565-6660.



## AHEC UPDATE -

Continued from page 28

between species. Others last two days and include hands-on practice, strategies to maximize yield, and in-depth question and answer sessions. In each grading seminar, AHEC has taken feedback from surveys to improve the quality of future seminars, which has resulted in more frequently updated literature, increased use of visual displays, a vast variety of lumber and its grades, as well as more attendee participation.

AHEC has been very active in carrying out these simple seminars, and plans to continue doing so in the future as these are a very effective marketing tool: by educating buyers, we increase their interest in and use for American Hardwood species. AHEC will be primarily targeting new developing areas and markets, and grading seminars are taking place in China in Qingdao, Shenyang, Harbin, Xiamen, Nanjin and Ningbo, as well as in Mexico, Nicaragua, and Brazil. In the near future, AHEC also hopes to hold seminars in Turkey. AHEC will certainly continue its steady run of seminars, and has even started including short, impromptu grading lessons during large tradeshows. Members have been able to bring their customers over for a quick lesson, and those already nominally interested in American Hardwoods can gain the confidence they need to purchase our product.

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

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### AHEC UPDATE - Continued

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 26

An update to this year's *TrendTracker* report will be a November webinar, where Art Raymond will provide up-to-the-minute trend information and answer questions from participating members.

### 2008 COMP & BENEFITS SURVEY

The 2008 Compensation & Benefits Survey is another important service provided by the HMA to its members. The report is designed to allow HMA members to easily compare their annual compensation figures, wage rates and benefit policies with similar facilities.

The report is divided into two major sections. The first contains data on annual compensation and wage rates. The second outlines benefits offered including holiday and vacation policies. The data have been aggregated into three groupings – all reporting facilities, annual shipments in board feet, and geographical region – so that facilities can compare their own data to others most like them.

There is no additional fee for this valuable member service, and results of the Compensation and Benefits Survey are only available to HMA members who participated in the survey. HMA is the only industry trade association to provide this important tool to its members.

### ON THE ROAD WITH THE AMERICAN HARDWOOD MESSAGE

I had the pleasure of attending and speaking at the Penn-York Lumbermen's Club meeting held in Franklin, Pennsylvania, and hosted by HMA members Ron and Steve Jones. I spoke with the Penn-York members about various industry issues, including the growing focus on "sustainability," and HMA's continued American Hardwood Promotion activities.

### HARDWOOD COUNCIL PLANS FOR 2009

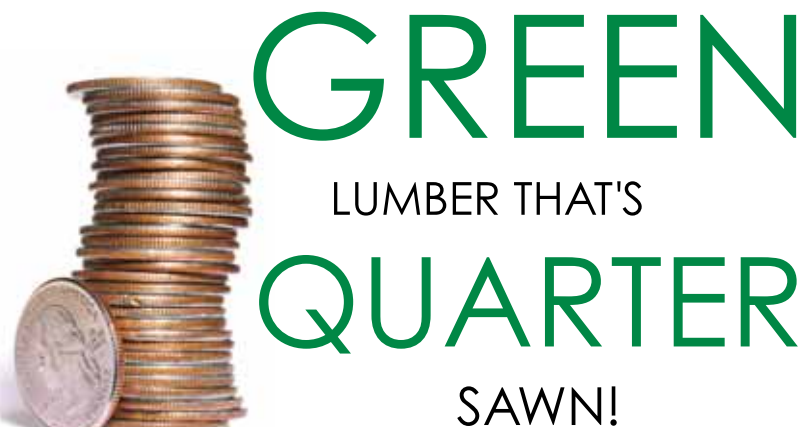
The Hardwood Council held a mid-year planning meeting in July to discuss plans and ideas for 2009 Hardwood promotion to architects, designers, and specifiers. Strong interest in Hardwood promotion brought 19 individuals from eight associations to the Council meeting held in Pittsburgh.

Because HMA is the managing partner of the Hardwood Council, I also had

recent opportunities to talk about American Hardwoods to two very different audiences on behalf of the Hardwood Council. One was the American Institute of Architecture Students in Washington, D.C., where more than 250 chapter leaders from around the country heard our industry's message of sustainability and renewability. The Council has worked with this group for many years, realizing that these young architects are the future

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## HMA & SOLID HARDWOOD PROMOTION - Continued

specifiers of our products.

Then, I traveled to the American Society of Interior Designers' annual Chapter Leadership Conference, and spoke at a general session with 400 ASID leaders and designers from all parts of the U.S. In addressing this group, I found a very receptive audience eager to embrace "green" concepts and to incorporate them into their design work. As a conference

sponsor, the Hardwood Council exhibited its table-top display, offered many resource materials, and provided certificates for ordering the Sustainable Solutions Hardwood sample kit.

As always, HMA remains hard at work for its members. If you have a sawmill or concentration yard, we would be happy to talk with you about how you will benefit from becoming part of HMA.

The Hardwood Manufacturers Association (HMA) is the only national

trade organization with membership limited to American Hardwood sawmills and concentration yards. 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, or by fax at (412) 829-0844.



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## NHLA NEWS - Continued from page 24

tion to deliver these programs. Over the last 28 years, I have had the pleasure of working with many associations and when I started as Executive Director of NHLA in November 2006, one of my primary goals was to improve the working relationship between NHLA and other Hardwood associations. We share the same goals and usually the same members. We are all in this together.

As we make these changes, we are fully aware that we are continuing the legacy of the visionaries who foresaw the future of the industry. The first part of the tagline says it all: Strong Roots. As an old saying goes, we are standing on the shoulders of the giants of the past. By being visionaries for the industry today, we are continuing their proud legacy.

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.



## SOUTHEAST TRENDS -

Continued from page 18

"One change I believe we're getting ready to see is No. 1 Common lumber going into flooring," the source added. "Our flooring mill is already buying No. 1 Common because it's cheap, and you can get a great yield out of it. If it wasn't for the flooring market, I don't know what we'd do with our lumber."

### BEIGE BOOK REPORTS SLOWER HOME SALES IN SOUTHEAST

According to the Federal Reserve Board's latest "Beige Book," residential real estate markets remain on the decline across most of the country. Those surveyed reported slower home sales in the Richmond, Atlanta and St. Louis Districts. Inventories of unsold homes or condos were reported as higher or excessive in several districts, while home prices continued to decline in most districts including Atlanta where home prices dropped across the board.

Home sales continued to decline throughout the Eighth District (St. Louis). Compared with the same period in 2007, year-to-date home sales are down 19 percent in Memphis and Louisville, and 16 percent in Little Rock. Meanwhile, single-family housing permits have dropped 57 percent year-to-date in Memphis, 41 percent in Louisville and 34 percent in Little Rock.

Residential real estate agents across the Fifth District (Richmond) reported generally slower home sales as uncertain economic conditions kept some prospective buyers sitting on the sidelines. A Virginia Beach, Va., realtor described the housing market as "anxious," while a Fairfax, Va., source said the "heart of his market" has softened but remains "very fragile." In Richmond, Va., an agent predicted a "real challenge" for the housing market to turn around by the end of 2008. Sales were good in the Greenville, S.C., market, and an agent in Charlotte, N.C., reported flat sales with an expected increase later this year.

Reports from homebuilders in the Sixth District (Atlanta) indicated that new and existing home sales remain below year-earlier levels. Overall, housing inventories increased and home prices declined across the District. The outlook for residential sales and construction activity over the next several months was weaker relative to previous reports.

### NEW ORLEANS IS FASTEST GROWING CITY

After devastation by Hurricane Katrina

in 2005, New Orleans, La., was the fastest-growing large city (100,000 or more residents) between July 1, 2006, and July 1, 2007, according to a new report by the Census Bureau. "This follows the city having the largest rate of population loss since 2000," the report said, noting New Orleans' population rose by 13.8 percent during the time period.

Other cities in the Southeast making the list include Cary, N.C., (fifth); Port St. Lucie, Fla. (seventh); and Clarksville, Tenn. (ninth). Columbus, Ga., had the

largest percentage decrease due to a decline in the population living in military barracks. Columbus was followed by Baton Rouge, La.; Hollywood, Fla.; Jackson, Miss.; and Coral Springs, Fla. Baton Rouge and Jackson were both affected by evacuees from New Orleans moving out.

### COMPANIES FINDING WAYS TO COMBAT DIESEL COSTS

TW Perry, a building materials supplier

*Please turn the page*



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## SOUTHEAST TRENDS -

Continued

with locations in Leesburg and Springfield, Va., is one of many companies trying to overcome the rising cost of diesel fuel. The company, which operates a fleet of 70 trucks, recently added a small surcharge (\$5 for next-day delivery), but is absorbing many of the higher surcharges from vendors.

Rich Cortese, president of TW Perry, said the company was better equipped

than most pro dealers to handle the rising cost of diesel due to initiatives begun during the housing boom. The firm began a "next-day delivery" program during the boom period, but often found it difficult when working with busy contractors. TW Perry streamlined its logistics operations using new software, and those investments are now paying off.

With rising costs also come more reports of diesel fuel theft. Some companies, including Somerville Lumber, are using a fuel management system known as

FuelForce that requires drivers to use key cards at gas pumps, and records how much gas goes into each vehicle. Drivers must then input their mileage.

●

## LAKE STATES TRENDS -

Continued from page 18

Maple seems to be picking up, and Red Oak is fair. There's nothing to brag about, but they seem to keep moving."

### HOUSING STARTS, PERMITS CONTINUE DECLINE IN LAKE STATES

According to the U.S. Commerce Department, housing starts recently fell 10.5 percent in the Lake States to a seasonally adjusted annual rate of 128,000 units, while building permits declined by 2 percent to a rate of 144,000 units. In the Minneapolis-St. Paul area, residential permits are down 51 percent year-to-date, the Federal Reserve Board recently noted.

Nationwide, new single-family home starts dropped 5.3 percent to a rate of 647,000, while permits decreased 3.5 percent to a rate of 613,000 units. Overall housing starts and building permits actually increased 9.1 percent and 11.6 percent, to 1.07 million units and 1.09 million units respectively, driven by new building code changes in the Northeast. Excluding that data, overall housing starts dropped 4 percent, while building permits climbed 0.7 percent.

"Traffic of prospective buyers is down substantially, and consumer confidence is very low," said David Seiders, chief economist for the National Assoc. of Home Builders (NAHB). "Job-market losses, deepening problems in the finance area and sinking home values aggravated by the wave of foreclosures are all contributing factors that are keeping potential homebuyers on the sidelines. Clearly there is a need for immediate action by Congress and the Administration to help put an end to this downward economic spiral and restore the homeownership dreams of many Americans."

### CONSUMER CONFIDENCE DROPS TO 28-YEAR LOW

The University of Michigan's Index of Consumer Confidence recently dropped 3.1 points to a reading of 56.7, the lowest reading since May 1980. The university noted that the continuing erosion of home values, as well as rising foreclosures and food prices are to blame.

"Compounding these vexing issues on the household balance sheet, there continues to be relatively weak employment market conditions, and the persistent

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## LAKE STATES TRENDS -

Continued

upward pressure on crude oil and gasoline prices is several quantum levels worse than Chinese water torture,” said Brian Bethune, chief U.S. economist for Global Insight.

With gas prices up more than a dollar per gallon year-to-date, Bethune said it's likely “another heavy shoe (will) drop on consumer spending in 2008.”

### EIA DISCUSSES FACTORS THAT AFFECT GAS, DIESEL PRICE

As costs continue to rise at the pump, consumers are paying more and more attention to what goes into transportation fuels. In light of this issue, the Energy Information Administration (EIA) recently tackled the four cost components in the retail price of a gallon of fuel (gasoline or diesel).

Those factors include: Crude Oil, the cost of crude oil to refiners (the Composite Refiners Acquisition Cost) divided by the average retail price of regular gasoline; Taxes, average state and federal taxes divided by the average retail price of gasoline; Refining; the difference between the average spot price of gasoline or diesel fuel (in such cities as Chicago, Ill.) and the Composite Refiners Acquisition Cost; and Distribution and Marketing, the percentage of the average retail gasoline price not reflected in the other three components.

According to the EIA, the Refining and Distribution and Marketing components can vary widely from month to month, because there is a lag between the spot price change and the retail price change. As of press time, Crude Oil consumed approximately 65 percent of the price for a gallon of diesel, followed by Refining (10 percent), Taxes (10 percent) and Distribution and Marketing (8 percent). For up-to-the-minute changes, visit [www.eia.doe.gov](http://www.eia.doe.gov).

In related news, freight companies hope that rising fuel costs are stabilizing, although the price of crude oil is still up some 30 percent year-to-date. As of this writing, oil prices had fallen more than \$2.50 a barrel, bringing pump prices for diesel below recent highs including the Lake States region (still up approximately \$1.77 from year ago levels).

## WEST COAST TRENDS -

Continued from page 18

work and commercial construction sectors.

The California source said he expects the current business climate to continue until

the housing market picks up, possibly during the early part of 2009. “We’re so tied in through different avenues to housing that it is the driving force to a robust business,” he said.

### NEW HOME SALES FALL, EXISTING SALES RISE ON WEST COAST

According to the Commerce Department, sales of new single-family homes recently fell 11.6 percent on the West Coast. Meanwhile, the National Assoc. of Realtors (NAR) recently posted

a 2 percent increase in existing home sales on the West Coast, to an annual rate of 1.91 million units.

Nationwide, new home sales fell 2.5 percent to a seasonally adjusted annual rate of 512,000 units. The Commerce Department similarly reported a decline in the inventory of new homes for sale of 1.7 percent to 453,000 units, a 10.9-month supply at the current sales pace.

“The fact that new home sales are occurring at such a slow pace in the middle of the home buying season, with inventories

*Please turn to page 84*



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# Who's Who

## IN HARDWOOD PURCHASING

**David M. Allard** is the president and owner of **Lyndon Woodworking** doing business as **Lyndon Furniture** in Lyndon, Vt.

Lyndon Furniture manufactures a full line of Hardwood furniture and dry lumber in Walnut, Cherry, Maple, Ash and Oak. The company specializes in commercial and residential solid Hardwood and customizes some of its products.

Lyndon Furniture purchases 1 million board feet of lumber annually. The firm is a member of the Vermont Wood Products Assoc.

Allard has been involved in the forest products industry for 30 years. After graduating from the Lyndon Institute in Lyndon Center, Vt., he worked for a local cabinet shop for 1 1/2 years before starting his own company.

Allard and his wife of 23 years, Judy, have two children. He enjoys tapping trees for Maple sugar, forest management and hunting. He received the "Small Business Person of the Year" award for Vermont in 2000.



**Rick Baumgarten** is the president of **Lee Lumber & Building Materials** in Chicago, Ill.



Lee Lumber & Building Materials manufactures mouldings, arches, radii, window sashes and custom millwork. The company inventories 4/4 through 10/4 Poplar, 4/4 through 8/4 Red Oak, White Oak, White Ash, 4/4 and 8/4 Hard Maple, 4/4 and 5/4 Birch and Walnut, 4/4 through 8/4 Genuine Mahogany and 4/4 Cherry, all Select and Better.

Lee Lumber & Building Materials purchases over 250,000 board feet of Hardwoods annually.

Lee Lumber & Building Materials is a member of the National Lumber and Building Material Dealers Assoc. (NLBMDA), where Baumgarten is a past chairman, and the Illinois Lumber & Material Dealers Assoc.

Baumgarten has been in his present position for 27 years. He began his career in the forest products industry 45 years ago, unloading boxcars as a teenager.

Baumgarten and his wife of 38 years, Esther, have two children. He enjoys collecting fine art prints, enjoying good wine and travel. He received the first Lifetime Leadership Award from NLBMDA.

Baumgarten is a graduate of New Trier Township High School in Winnetka, Ill. He received a Master of Business Administration from the University of Chicago.





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

**Richard F. Feist** is the president and chief executive officer of **Minot Sash & Door Inc.** in Minot, N.D.

Minot Sash & Door Inc. manufactures custom architectural millwork, staircases, institutional casework and residential cabinetry in Red and White Oak, Maple, Cherry, Walnut, Hickory, Birch, Beech, Alder, Ash, Poplar and Mahogany (FAS, 4/4, 5/4, 6/4, 8/4, KD).

Minot Sash & Door purchases approximately 150,000 board feet of lumber annually. The company is a member of the Associated General Contractors of America, Architectural Woodwork Institute, U.S. Chamber of Commerce and the National Association of Home Builders.

Feist has been involved in the forest products industry since 1953. He began his career in residential and commercial building in 1953, and has been in his current position for 47 years.

Feist and his wife of 51 years, Irene, have eight children, 14 grandchildren and two great-grandchildren. He enjoys animal genetics and breeding, hunting, fishing and chairs a number of health care committees.

Feist is a graduate of Karlsruhe High School in Karlsruhe, N.D. He is a board member of Minot Area Development Corp., and received the "Regional Family Owned Business of the Year" award in 2007 and the "Citizen of the Year" award in 1983.



**Scott M. Glynn** is the president and owner of **Mountain Millworks** in Steamboat Springs, Colo.

Mountain Millworks manufactures architectural millwork and stair parts in Alder, Maple, Oak, Mahogany, Hickory and pine (4/4, 5/4, 8/4, rough, KD). The company provides finish sanding and custom profile design. Mountain Millwork purchases approximately 225,000 board feet of lumber annually.

Glynn began Mountain Millworks in August 2001. He is a graduate of Avondale High School in Auburn Hills, Mich. Glynn received a bachelor's degree in business administration from Wayne State University in Detroit, Mich.

Glynn and his wife of 15 years, Cathy, have two children. He enjoys playing golf and hockey, fishing and biking.



**Linda E. Graham** is the purchasing agent for **Harbor Furniture Manufacturing Inc.**, located in Elberta, Ala., doing business as **Table Topics**.

Table Topics manufactures custom table and bar tops in Hard and Soft Maple, Cherry, Walnut, Mahogany, Red and White Oak, Teak,

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## WHO'S WHO - Continued

pine and cypress (8/4, 6/4, some 4/4, KD, FAS/Select and No. 1 Common, rough, 9-foot to 10-foot lengths, random widths). The company purchases approximately 100,000 board feet of lumber annually.

Graham began her forest products industry career with Table Topics in August 1997. She is a graduate of Biggers-Reyno High School in Biggers, Ark.

Graham spends her free time working with crafts.

**Keith M. Swaner** is the chief executive officer of **Swaner Hardwood Co. Inc.** in Burbank, Calif. His responsibilities include flooring and Hardwood lumber sales.

Swaner Hardwood manufactures Hardwood plywood in such species as Ash, Birch, Maple, Oak, Walnut, Sycamore, Poplar, Alder and Mahogany. The firm offers complete milling, cut-to-size and specialty items.

Swaner Hardwood purchases approximately 7 million board feet

of lumber annually. The company is a member of the National Hardwood Lumber Assoc., Western Hardwood Assoc., Los Angeles Hardwood Lumberman's Club and the Pacific Coast Wholesale Hardwood Distributors Assoc.

Swaner has been involved in the forest products industry for over 60 years. He began his career with E.L. Bruce Co. in Memphis, Tenn., in 1948. He has held his current position for 41 years.

At age 75, Swaner received an honorary diploma from Hoover High School in Glendale, Calif. He received a bachelor's degree in business from Alderson-Broaddus College in Philippi, W.Va.

Swaner received the Silver Beaver, Silver Antelope and Scout of the Year awards from the Boy Scouts of America, and the Los Angeles Man of the Year award.

Swaner and his wife of 60 years, Beverly, have two children, seven grandchildren and six great-grandchildren. His hobbies include the lumber industry and the Boy Scouts.



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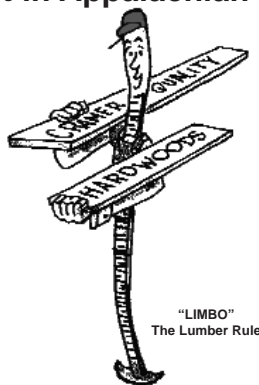
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NHLA

# TRADE TALK

**Painted Post, N.Y.**—Sirianni Hardwoods Inc., headquartered here, recently added a 100-by-120-foot covered truck and container loading facility to expedite shipments during inclement weather. The company is also refurbishing some of their existing kilns for drying efficiencies, which is being done by Tommy Stiles at A.W. Stiles Contractors Inc., McMinnville, Tenn.

Sirianni Hardwoods operates a concentration yard with 900,000 board feet of dry kiln capacity, and 2 million board feet of dry storage capacity. The company also utilizes 12 air-drying buildings for their Red and White Oak lumber. The firm specializes in 5/4 through 8/4 Red and White Oak. They also dry Hard and Soft Maple and Cherry.



Keith McPherson

**New Bern, N.C.**—J.E. Jones Lumber Co., which was founded Jan. 1, 1968, by J.E. Jones, will soon celebrate its 40<sup>th</sup> year of existence in the Hardwood lumber business.

Jimmy Jones is the president of the firm, and has been involved with the company since its inception. Mike Jones, Jimmy's brother, is the other owner of the operation, and has been secretary/treasurer for 36 years. Their father, J.E. Jones, was in the lumber business for 45 years until his death in 1989. Mike Jones' son, Mike Jr., has been with the company for 15 years and does accounting work for the firm.



Jimmy Jones

J.E. Jones Lumber Co. is a large wholesale firm, headquartered in New Bern, N.C., and operates a Hardwood concentration lumberyard division on the outskirts of Lexington, N.C., called Carolina Dry Kiln Co. This yard was started in 1981, and it has approximately 700,000 board feet per charge of dry kiln capacity. All of the kilns at this facility were made by SII Dry Kilns, headquartered in Lexington, N.C.

J.E. Jones Lumber Co. and Carolina Dry Kiln Co. buy and sell 4/4 through 12/4 thicknesses of green lumber. The company is known worldwide for their quality, bright White Poplar marketed as "Carolina Bright."

Jimmy Jones said, "We take pride in the fact that we have been and continue to buy Poplar lumber from some of the best producers in the country, many of whom we have done business with for all of our 40 years."

**Federal Way, Wash.**—Weyerhaeuser, one of the largest pulp and paper companies in the world, based here, recently announced several executive changes, including the promotion of Thomas F. Gideon to executive vice president of forest products.

Gideon replaced the retiring Richard Hanson, and will oversee the company's timberlands, wood products and cellulose fibers businesses in addition to its research and development, information technology, procurement and logistics operations.

Gideon had served as senior vice president of containerboard,

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

packaging and recycling since March 2007. An employee of Weyerhaeuser since 1978, he has worked as senior vice president of timberlands, vice president of Western timberlands, and held other human resources and sales management positions.

John A. Hooper was recently promoted to senior vice president of human resources. Hooper, who succeeded the retiring Edward Rogel, joined Weyerhaeuser in 2001 to assist in the integration of Willamette Industries, later assuming the role of vice president of human resources.

**Woodland, Wash.**—USNR, headquartered here, recently acquired Coe Newnes/McGehee. The solid wood business unit will continue to operate out of Salmon Arm, B.C., as Newnes-McGehee, a division of USNR. The engineered wood products business units will continue to operate independently out of Painesville, Ohio, as Coe Manufacturing Co.



Newnes-McGehee's solid wood operation in Salmon Arm, B.C.

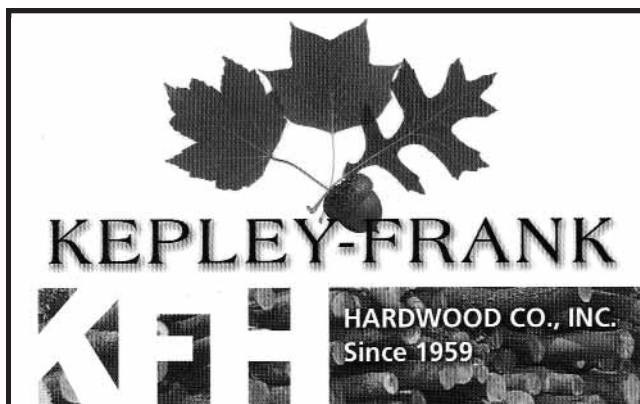
George Van Hoomissen, USNR's president and chief executive officer, said, "We see tremendous potential in both the Newnes-McGehee and Coe Manufacturing businesses. For many years, both companies have employed some of the industry's most qualified personnel and offered some of the best products on the market. Now those people and products will be backed by the financial stability of USNR. We believe this will prove to be a winning combination — first and foremost for our customers, but also for our suppliers and our employees."

Chris Blomquist, USNR vice president, added, "I am extremely gratified by the positive comments we have been hearing from Newnes-McGehee employees, suppliers and customers. They are very pleased this company will go forward with the support of an experienced industry leader like USNR."

Mike Parkes, former Coe Newnes/McGehee sales manager for solid wood products and now part of the combined USNR and Newnes-McGehee sales team, said, "It is great to see these organizations that were so recently competitors, pull together so quickly. This is a very positive outcome."

Newnes-McGehee has a long history in the wood processing industry as a major supplier of stand-alone machinery as well as integrated mechanical, optimization and controls systems. Coe Manufacturing Co.'s history dates back more than 150 years, pri-

*Please turn the page*



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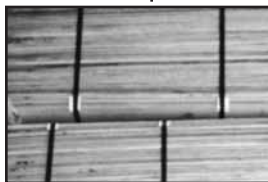
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**TRADE TALK - Continued**

marily as a supplier of equipment and systems to the plywood and panel markets.

These acquisitions firmly establish USNR as one of the largest suppliers of wood processing equipment in the world, offering state-of-the-art machinery, controls and optimization to both solid wood and engineered wood products sectors. Headquartered in Woodland, Wash., USNR also operates facilities in Arkansas, Florida, Georgia, Oregon, British Columbia and Quebec.

**Memphis, Tenn.**—The National Hardwood Lumber Assoc. (NHLA), located here, recently received a \$25,000 USDA Forest Service grant to develop a new delivery method for NHLA lumber inspector training in order to meet the demand for trained lumber inspectors.

In 1948, NHLA established a vocational training school in Memphis, Tenn., to teach the rules and application of the NHLA grading system and help to meet the industry's increasing demand for skilled lumber inspectors. Since its founding, the inspection school has trained over 6,500 lumber inspectors.

Based on data analysis of industry trends, there is currently an inadequate supply of Hardwood lumber inspectors to satisfy industry needs. NHLA's current training model, which requires trainees to attend a 14-week course in Memphis, also presents a barrier to full-filling training needs.

The alternative training model is a comprehensive approach that will: define a testing regime for online trainers to establish their competency in grading lumber; develop all the technical topics of the current curriculum into a technology-based format that is accessible via web browser over the Internet; make provisions for hands-on training of student inspectors in production environments.

NHLA represents 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.

**Mottville, Mich.**—Spencer Lutz was recently promoted to president of Banks Hardwoods Inc., based here. Lutz joined Banks Hardwoods in June 1989, helping construct kilns and later piling boards on the green chain.



**Spencer Lutz**

After graduating from the NHLA Inspection School in Memphis, Tenn., Lutz graded lumber for several years, before being promoted to plant manager at the Mottville location in 1992. During that time, he also became proficient in operating dry kilns and learned the basics of buying green lumber.

In 1994, Lutz transferred to the firm's newest division in Menomonie, Wis., to help hire, train and manage the new manufacturing team. After the Wisconsin division was running smoothly, Lutz returned to Mottville in 2000 to serve as sales manager, and was promoted to vice president in 2004. In his new position, he will manage the day-to-day operations of the company and work closely with the executive committee.

Banks Hardwoods Inc. is a valued supplier of Hardwoods to some of the most discerning buyers in the industry. Banks ships more than 65 million board feet of domestic and imported species annually from four facilities located throughout the United States.

**Millersburg, Ohio**—Walnut Creek Planing, located here, has expanded rapidly in the last year, adding six Nova KDK-42EXT-P dry kilns. Father and son owners, Dwight and Kenric Krater, had been purchasing approximately 6 million board feet of kiln-dried lumber annually. With the upgrades, the firm can handle approximately two-thirds of its own production.

"Having our own kilns will help us be more competitive in the market," Dwight said. "We also have more control over our costs and the quality of the lumber we produce."



## TRADE TALK - Continued

Dwight's three sons are all involved in Walnut Creek Planing, which has been in business for over 20 years. Kenric runs the drying operations and is responsible for all equipment maintenance. Charles is engaged primarily in sales and marketing, while Matt does maintenance.

In addition to its planing mill, Walnut Creek Planing remanufactures Hardwood lumber (predominantly Poplar, Red and White Oak) into various components for the homebuilding industry and other outlets. The company also produces glued-up panels for stair treads, chair seats and cutting boards.

Walnut Creek Planing sells its products throughout the United States and Canada, and exports some products to Europe.

**High Point, N.C.**—Seven industry leaders from the manufacturing, retail and design sectors were recently nominated for election to the American Furniture Hall of Fame, headquartered here. The installation ceremony will be held during the High Point Market Oct. 21.

Nominees include the late Alfred J. Audi, who with his wife, Aminy, grew L. & J.G. Stickley from a company with fewer than 25 employees into a booming international presence with three factories and more than 1,600 employees.

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

**Louisville, Miss.**—Taylor Machine Works Inc., headquartered here, recently introduced a four-wheel drive articulated forklift known as the TX4-300, the latest addition to the TX series. The 132-inch wheel-base TX4-300 has a rated capacity of 30,000 pounds at 24-inch load center. Designed and built specifically to overcome the challenges of rough and undeveloped working surfaces, the TX4 also incorporates the innovative and performance-proven features of the TX series introduced by Taylor in 2007.



Taylor Machine Works' TX4-300 four-wheel drive articulated forklift

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## WEST COAST TRENDS - Continued from page 75

only barely inching downward, is a strong indication of just how critical it is for Congress to move forward immediately with housing stimulus legislation, said Sandy Dunn, president of the National Assoc. of Home Builders (NAHB).

On the other hand, existing-home sales rose 2 percent nationwide to a seasonally adjusted annual rate of 4.99 million units. Although 15.9 percent below the 5.93 million units reported in 2007, it does show promise.

Richard F. Gaylord, NAR president, said, "Homebuyers are starting to get off the fence and into the market, drawn by drops in home prices in many areas and armed with greater access to affordable mortgages. Today's buyer plans to stay in a home for 10 years, which is a good strategy for building long-term wealth."

Although conditions remain mixed around the country, areas experiencing much higher sales activity including Sacramento, the San Fernando Valley and Monterey County, Calif.

### PENDING HOME SALES DOWN ON WEST COAST

According to the NAR, the Pending Home Sales Index (PHSI), a forward-looking indicator based on contracts signed, recently fell 1.3 percent on the West Coast, but the index is still up 2 percent year-to-date. Double-digit pending sales gains from a year ago were noted in Sacramento, Calif.

Nationwide, the PHSI fell 4.7 percent to 84.7, some 14 percent below 2007 when it stood at 98.5. Lawrence Yun, NAR chief economist, said some pullback was expected.

"The overall decline in contract signings suggests we are not out of the woods by any means," he said. "The housing stimulus bill... is critical to assure a healthy recovery in the housing market, jobs and the economy."

### CALIFORNIANS COULD SEE TAX INCREASE FOR FIRE FUNDS

After spending \$412 million last fiscal year on fighting wildfires, California had already spent more than a third of that amount two weeks into the new budget year. With California already operating under a \$15 billion budget deficit, it is believed the state's taxpayers may have to foot the bill to control fires.

Bill Stewart, a forestry specialist at the University of California at Berkeley, noted, "Everybody is now realizing we are going to spend a lot of money... and we might have to pass tax increases to pay. We're not paying for (fire protection) out of the petty cash drawer anymore."

Federal, state and local governments divide the lands in California into thirds to handle wildfire responsibility. The United States has offered to pay 75 percent of the more than \$214 million state and local governments have spent on firefighting since lightning-strike fires in June. The state also often goes out of its jurisdiction to help local fire districts.

To help cover the expense of fighting wildfires, Gov. Arnold Schwarzenegger has proposed adding a surcharge onto all homeowners' insurance, which would be higher for those living in fire, flood or earthquake zones.



## ONTARIO TRENDS - Continued from page 20

required lengths and widths was very challenging. White Birch was equally hot and in tight supply.

With regards to imports, it was reported that prices for several species had softened. However, prices for African Mahogany were reported to be more volatile in recent weeks, while a scarcity of Genuine Mahogany had firmed up its prices despite a low demand.

According to Canada Mortgage and Housing Corporation (CMHC), the seasonally adjusted annual rate of housing starts was



## ONTARIO TRENDS - Continued

217,800 units recently, down from 227,700 units the previous month. This is the first time house prices fell since January, 1999.

"Despite the decrease, total housing starts remain at high levels," said the Chief Economist at CMHC's Market Analysis Centre. "This is mostly due to the multiple segment which has been continuously above the 100,000 unit threshold since the beginning of the year."

The seasonally adjusted annual rate of urban starts moved down by 5 percent in June compared to May. Both urban multiples and singles decreased, with a decline of 3.0 percent for multiples to 114,700 units, and a 7.8 percent drop for singles to 74,600 units.

The seasonally adjusted annual rate of urban starts went down in all regions of Canada, except Ontario, where housing starts increased by 10.8 percent to 77,900 in June. Urban starts declined to 40,300 units in Quebec. Both single and multiple urban starts decreased in all regions in June, with the exception of multiple starts in Ontario which increased by 30 percent. For the first half of 2008, actual starts in rural and urban areas combined were up an estimated 1.5 percent compared to the same period last year.

A Royal Bank of Canada (RBC) forecast stated that Canada's economy will recover moderately from the surprising retreat in the first quarter before rising to a relatively healthy 2.5 percent growth next year. In a "nervously optimistic" outlook, the bank calls for a bounceback of 1.5 percent growth in the second quarter of this year, which ended June 30, and three percent in the third quarter. This will take growth for the year to 1.4 percent, the same as predicted by the Bank of Canada in its April forecast.

Although the figure is below the growth of the Canadian economy in recent years, it is a robust performance, considering the manufacturing sector was battered in the last year by the slump in the U.S. housing and auto markets, rising energy costs and a high Canadian dollar. The RBC also agreed with the Bank of Canada that 2009 would be a better year for Canada, predicting growth at 2.5 percent.

One strong area, cites the report, is the jobs front, noting that the economy has created an average of 26,000 jobs per month so far into 2008, as opposed to the U.S., which has shed about 65,000 jobs a month, with most recent cuts amounting to another 62,000, the sixth straight month of losses.

Still, discounting the first quarter, the RBC sees Canada's economy outperforming the U.S. in the next three quarters and next year. The bank sees oil prices starting to go downward and the Canadian dollar will also go down from the current near-parity position to about 94 cents (U.S.) by year's end and 89 cents by the end of 2009. The report predicts the housing market will cool due to deteriorating affordability, however, it will be less pronounced than what is currently happening in the U.S.

They project that Saskatchewan will lead all provinces in economic growth this year and next, followed by Alberta. Ontario and Newfoundland and Labrador will lag, but are expected to show some improvement next year.

## QUEBEC TRENDS - Continued from page 20

to increase total Canadian mill stocks to 15.4 million board feet, continued the report. Weather continued to play a major role across the province, with persistent rainfall keeping it from drying out after June's deluge. It was hoped that the scheduled July holiday shutdowns would provide some extra time for logging activity to resume fully.

The Forest Products Association of Canada (FPAC) recently signed a Memorandum of Understanding with the Assembly of First Nations (AFN) that sees First Nations and forest industry leaders agreeing to work together to strengthen Canada's forest sector through economic development initiatives and business investments, strong environmental stewardship and the creation of

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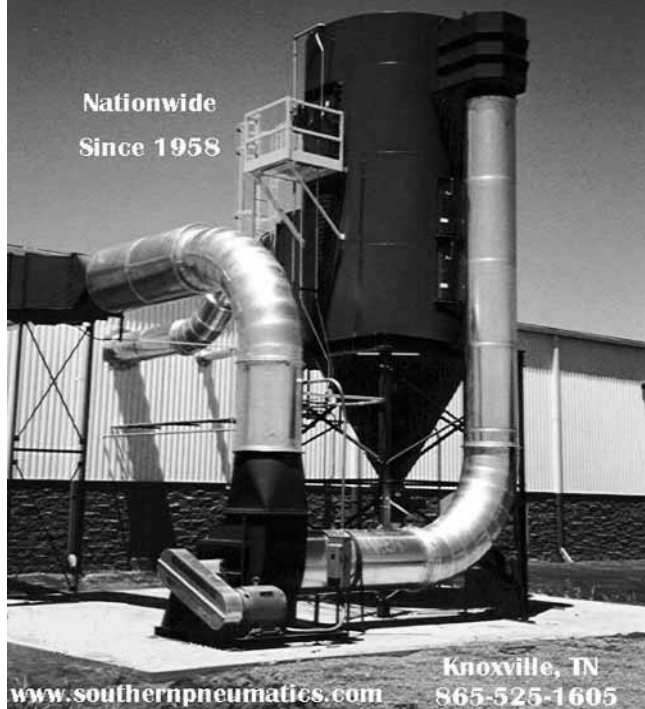
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## QUEBEC TRENDS - Continued

skill development opportunities, particularly targeted to First Nations youth. The agreement's three key objectives are to support lasting economic initiatives, promote mutually beneficial business relationships and develop strategies designed to enhance the capacity for business development of First Nations people and communities. The Canadian forest products industry records \$80 billion annually in sales, accounts for 12 percent of Canada's manufacturing GDP, directly employs nearly 300,000 Canadians in more than 300 communities across the country. The sector employs more than 17,000 Aboriginal people and involves more than 1400 Aboriginal businesses.

Economists said that Canadian consumers, facing softer job creation and a slowdown in the housing sector, will likely rein in their spending which has fuelled the economy. High energy prices and rising food costs could scare consumers into a sharper pullback, they caution, though the situation is not dire yet, they say.

Economists further added that the country is coming off one of the strongest spending periods in decades. In recent years, consumers took advantage of the strong employment, low interest rates, tax cuts and the strong Canadian dollar. One economist feels that consumer spending only has one direction to go in this kind of environment, and that is towards slower growth.

The strong housing market was driving demand for furniture, appliances and other big ticket items over the past couple of years, which provided support to the economy when the export-oriented manufacturing sector had been suffering because of the high dollar and lagging U.S. markets.

Another expert believes the tide will finally turn for exporters in 2009 as the U.S. economy gradually improves, but Canadian consumer spending will grow at a slower rate than it is today, with economic growth being predicted at a soft pace of less than 2 percent.

There is some evidence that consumers are already reining in spending. Retail sales increased 4.2 percent recently from the same period a year ago, the weakest growth in nine months, according to Statistics Canada. The Retail Council of Canada expects things to be a bit softer in 2008 and 2009 than they have been in the last few years, although Canada is still in pretty good shape.

Experts forecast that employment growth is expected to slow to 1.6 percent in 2008 and 0.5 percent in 2009, compared to 2.3 percent last year. The unemployment rate will likely edge up.



## OBITUARY

### Richard H. Elliott

Traverse City, Mich.—Richard "Dick" Hensley Elliott, a long-term member of the Leelanau County community, recently passed away. He was born on Feb. 13, 1925, in Indianapolis, Ind., to Robert C. and Lucy Woodbridge Elliott.

Elliott served in the U.S. Marine Corps from October 1942 until January 1946. He spent three years during World War II as a pilot in the South Pacific.

Elliott joined Standard Dry Kiln as a salesman in January 1946. The company supplied brick and lumber-drying equipment that was purchased by manufacturers, including Steinway Pianos in New York City. During his lengthy career, he worked with several dry kiln manufacturers, and was considered by many of his peers as one of the most knowledgeable people in the dry kiln industry.

Elliott's work took him all over the globe, including Thailand, Europe and South America.

Elliott volunteered to help troubled youth at the Probate Court in Leland, and mentored students in the Leland Public Schools. He was also an active member of the Leland Community United Methodist Church, and enjoyed singing.

Elliott is survived by his wife of 15 years, Elizabeth "Berry" Elliott of Leland; his four children, Kathryn Buckhorn (Kent) of Indianapolis, Ind., Edward J. Elliott (Karen) of Noblesville, Ind., Lucy A. Schaub (the late Rev. Carl L.) of Lake Leelanau, Richard W. Elliott (Cynthia) of Minneapolis, Minn.; sister, Jean Elliott Latigan of Vero Beach, Fla., and Leland; nine grandchildren; four great-grandchildren; and a step-daughter.

Two brothers, Robert Elliott, and John M. Elliott, and a sister, Anne Elliott Jones, preceded him in death.

A private service and burial was held for family members. Reynolds Jonkhoff Funeral Home in Traverse City, Mich., handled the arrangements.

Memorial donations in Dick's name can be made to the American Cancer Society for Breast Cancer Research, 525 W. Fourteenth St., Suite No. 5, Traverse City, Mich., 49654.



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