

National

Established In 1927

June 2009

Hardwood Magazine

"Read by North America's Major Hardwood Purchasing Agents"

A photograph of four men sitting in a roller coaster car, wearing white jerseys with green accents and the word 'ABENAKI' on them. They are all smiling and have their arms raised in excitement. The roller coaster track is red and blue, and the background is a clear sky.

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

The Cover

The staff of Abenaki Timber Corp. decided this month would be a good time to focus on the wild ride our industry has been on and our hope and belief that the worst is behind us and good times are ahead. Established in 1982 Abenaki produces 15 to 20 million board feet of high quality kiln dried domestic hardwoods from our two concentration yards in Epping, NH and Belington, WV. Small enough to adapt quickly to market changes yet large enough to produce a large supply to satisfy your hardwood needs, our goal is to offer a diversified line of products and services to meet the challenges of today's difficult markets. In order to stay focused on being "green" we fire our dry kilns with wood waste and other recycled material. We are also in the process of becoming FSC certified. Please visit our website www.abenakitimber.com or e-mail abenaki@abenakitimber.com for more information.



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1894-1963

The **National Hardwood Magazine** is the product of a company and its affiliates that have been in the publishing business for 82 years.

Other publications edited for specialized markets and distributed worldwide include:

Forest Products Export Directory • Hardwood Purchasing Handbook • Dimension & Wood Components Buyer's Guide • Import/Export Wood Purchasing News • Classified Exchange • Imported Wood Purchasing Guide • Green Book's Hardwood Marketing Directory • Green Book's Softwood Marketing Directory • The Softwood Forest Products Buyer

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HARDWOOD CALENDAR

JUNE

Southern Forest Products Assoc., The Forest Products Machinery and Equipment Exposition, New Orleans Morial Convention Center, New Orleans, La. **Contact: 504-443-4464. June 11-13.**

Western Hardwood Assoc., Annual Meeting, Sunriver Resort, Sunriver, Ore. **Contact: wha@westernhardwood.org. June 20-23.**

Penn-York Lumbermen's Club, monthly meeting, hosted by Ram Forest Products, Bolivar, N.Y. **Contact: www.pennnyork.org. June 22.**

Penn-York Lumbermen's Club, monthly meeting, hosted by Carl Rosenberry & Sons Lumber, Chambersburg, Pa. **Contact: www.pennnyork.org. July 20.**

AUGUST

Appalachian Hardwood Manufacturers Inc., Summer Family Conference, The Homestead, Hot Springs, Va. **Contact: ahmi@northstate.net or 336-885-8315. Aug. 1-4.**

Penn-York Lumbermen's Club, monthly meeting, hosted by Deer Park Lumber. **Contact: www.pennnyork.org. Aug. 17.**

WHAT ARE YOU UP TO NOW?

Expanding your facilities, adding personnel or equipment, holding a meeting or convention? The National Hardwood Magazine would like to know so that we can publish your announcement.

Send news items to:
editor@millerpublishing.com

JULY

AWFS Fair, Las Vegas Convention Center, Las Vegas, Nev. **Contact: 704-486-0711. July 15-18.**



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SOUTHEAST

Sources in the southeast offered mixed reports about recent current status. With the onset of warmer weather some expect an increase in business while others are receiving only inquiries. Certified products are on the move and increasing in demand for the region. Lower grade Hardwoods and crossties are still moving, however, both price and demand have weakened. Curtailments, weekly hour reductions, employee layoffs and lower inventories are common in the area as they try to adjust to the current market conditions.

A Hardwood supplier in Arkansas said business was "mediocre at best." The sawmiller, who cuts Red and White Oak, said grade lumber was not moving very well but industrial lumber and crossties remained 'hot' items. As for inventory levels, the contact said, "Logs are down and lumber is up, we are cutting inventory and laying people off. We've idled our mill for the time being."

Going forward, the supplier said he did not think much would change in the lumber industry before 2010. "Before we see any major changes it will be 2010. The Hardwood lumber market was really about two years ahead of this recession and it kind of started slowing down. Pricing got out of whack and people were paying too much for logs and not enough for lumber. But I think when we get out of the credit crisis, things will change pretty quickly," he said.

According to the Kiplinger Letter, the housing market may become worse in the coming months as foreclosures rise and home prices continue to slide. However the recent Letter did say that sales were

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LAKE STATES

Heading into the summer months sources in the Lake States region continue to feel the effects of the financial crisis. Commercial construction decreased with nonresidential permits falling by a third in value. Residential construction remained slow and manufacturing activity decreased. Manufacturers reported production cutbacks due to weak orders and lumber suppliers reported lack of sales due to overproduction. However some furniture retailers in the area said that sales were improving due to the introduction of new items.

In Indiana a Hardwood lumber supplier stated lack of new home and furniture sales as the leading factor in today's increasingly challenging market. "People aren't buying new homes or new furnishings for existing homes," he said. The contact, which supplies Poplar and Red Oak to distribution yards, flooring, millwork and cabinet manufacturers said that having a good product mix was key to remaining competitive. "What orders do come in are specific and very high end. Prices are going down and there is plenty of lumber on the market right now, so if you don't have it on the ground there isn't much time to get it, they will move on," he explained.

According to Furniture Today, two leading retailers in the region reported increased sales for a recently introduced distressed Oak and Oak veneer dining table. The table, manufactured by Sedona is a corner nook that features reversible seats with underneath storage. Vice president of American Rental in Bloomington, Ind. said the set was a 'hot' item. "This corner bench with inlaid slate and corner

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WEST COAST

In recent weeks sources on the West Coast experienced a slight pick up in business. Lumber suppliers and builders in the region said that the remodeling sector was stronger than new building and construction. However with the tax credit now available for first-time home buyers, many hope for an improvement in the coming months.

A Hardwood distributor in Oregon commented that remodels were coming back fairly strong. "We're tied into the San Francisco market here and it seems like definitely the remodels are coming back pretty strong." Compared to six months ago, the contact said market conditions are about the same. "January and February was a rough patch and December is always slow but the last couple months have been decent. I think that the banks are slowly lending again and I think that has freed up a little cash to put back into houses."

He added that the darker species were popular. "I'd say Walnut still seems to be pretty hot along with Mahogany and Teak. All of the darker woods seem to be doing pretty good. Oak is still tough, specifically Red Oak is tough to move," he explained. "Prices from mills have been coming down considerably."

When asked about certified products, the source said that demand was increasing and "it's a hot topic in California especially." As for the coming months, he said that he is prepared for a pick up. "We've prepared for it. I expect a lot of people will be caught with tight inventories once it starts picking up. I would still say it's 'wait and see' for the next three months, but within six months hopefully we'll be

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Canadian Trends

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

QUEBEC

A competitive environment remains in the marketplace for the regionally important species, Hard Maple, and it shows no signs of easing up for area producers and wholesalers. Even though sawmill production is down significantly, there are sufficient volumes available to meet, or even surpass, the demand. Prices, then, remain under pressure. Prices for the grades of this species vary according to area contacts. Prices are reported to be wider spread for kiln dried stocks.

As for Hard Maple, prices for Soft Maple are also experiencing competitive markets, with prices pressured for the common grades and green Soft Maple. Pricing is reported as weak to lower for the full complement of kiln dried stocks.

Quebec's Minister of Natural Resources, Claude Béchard, announced in late March measures as part of the provincial budget aimed at helping the forestry industry's future. The province will finance a \$22-million program this year to plant 35 million trees, preparing the forestry sector for the future. Of the total, \$17 million will be spent on public forests and \$5 million on private forests, creating 2,000 jobs. Another \$26 million will be spent to prepare seedlings for planting in 2010, as Quebec tries to correct the effects of over-cutting that reduced forestry production even before forestry markets went into decline. The provincial budget also calls for \$2 million to upgrade forestry roads where there is also fishing and hunting. The province will also invest \$15 million in the development of value-added forestry products over the next two years, \$10 million of which will be invested in 2009-2010.

Private forests will benefit from a \$1-million program to certify their products, making them eligible for 30 percent tax credits. The minister said the forestry sector will benefit from other measures in the budget since forestry producers are included in Renfort, a program offering liquidity to small businesses, which has been enriched by \$200 million.

Béchard also noted the provincial government's Société générale de financement du Québec and the Quebec Federation of Labour Solidarity Fund are co-sponsoring a \$500-million emergency financing fund available to the forestry sector. Additionally, under the Quebec employment pact, the forestry industry also has access to \$518 million – funded by both the Quebec and federal governments – to protect jobs, Béchard said.

The Premier of Quebec and the Minister of sustainable development, environment and parks, announced that the Quebec govern-

Please turn to page 61

ONTARIO

Although Yellow Birch has slowed since last summer, it has remained better than other species comment some contacts. Prices for Select and Better and No. 1 Common 9-foot and longer Yellow Birch were still higher than for a comparable load of Hard Maple they add. No. 2 and 3A Common Unselected Yellow Birch has been hard to move, they stated.

Ash sales were poor for some, but others were still receiving decent orders from overseas customers. No. 1 Common Aspen prices trended lower, and export markets remained quiet.

Basswood sales were generally slow, but a few contacts reported reasonably good order files. Prices continued to slide for most No.1 and No. 2 Common Basswood items.

Some Cherry wholesalers reported that low priced competition was making it very difficult to sell this species. Sawmillers with Cherry logs were not cutting them because of the lack of interest at this time for the species.

One contact reported that finding good quality Walnut to meet his needs was difficult to find.

Pallet manufacturers purchased less lumber and were pushing prices for cants back down. Sawmills reported prices for crossties had dropped, but said orders were still available.

Statistics Canada announced that lumber production by sawmills increased 16.7 percent to 4,045.9 thousand cubic metres in January from December. Compared with January 2008, lumber production declined 22.8 percent. Sawmills shipped 3,800.5 thousand cubic metres of lumber in January 2009, up 9.5 percent from December.

Forestry workers and businesses impacted by the global recession will receive renewed support through the Harper Government's Economic Action Plan. Natural Resources Minister Lisa Raitt and Minister of National Revenue and Minister of State (Agriculture) Jean-Pierre Blackburn announced recently a \$170-million package of measures to help the Canadian forestry sector adapt to these global challenges.

"Our Government is working closely with workers and businesses who are struggling during this period of challenge and change," said Minister Raitt. "This new investment will help build a better future for Canada's forest communities by opening up new markets for Canadian forest products. It will also help build on Canada's position as a world leader in developing new technologies in the forest sector."

"This investment is another solid step forward in helping the com-

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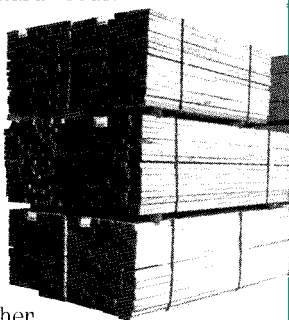
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Eye On Technology

SMITHCO'S 24-HOUR SHIPPING AROUND THE WORLD

Smithco Manufacturing Inc. located in Portland, Ore. is now shipping in Australia, South America, Europe and the Baltic countries.

The dry kiln fan propeller manufacturer's president, Tracy Smith said the company ships within 24 hours of receiving an order. "When a kiln owner or operator need parts or service, he can't afford to be waiting," Smith said. "Because kiln propellers are our only business, we can provide quick turn-around time and assistance."

Smithco propellers are constructed of permanent-mold aluminum blades and hubs, heat-treated for long life in a kiln environment. The precision hubs feature stainless steel hardware, balanced for vibration-free operation. The propellers are 100 percent reversible for uniform drying cycles and allow fast blade pitch angle setting.

Smithco Manufacturing was founded in 1989 to supply specialized air circulation propeller fans for lumber drying kilns and drying sheds.

PIERCE LUMBER ADDS YIELDMASTER G3™

Pierce Lumber Inc., based in Belle Plaine, Iowa, recently added a USNR YieldMaster G3™ carriage optimizer.

The USNR YieldMaster G3™ system scans and tapers each log precisely according to the grade and targeted products specified by the sawyer using the patented StereoScan™ 3-D scanning for headrig carriages. According to USNR, the system scans on the fly, which means the knees are moving to the pre-set while the carriage is moving to the saw all while scanning the log for data to determine the final set.

StereoScan™ projects a series of vertical laser lines onto the front and top sides of the log and views the lasers with dual CCD cameras 60 times per second while the carriage is traveling toward the saw. This produces a high-density digital "map" of the log surface, enabling the USNR YieldMaster G3™ Headrig Carriage Optimizer to precisely model and optimize the opening face for maximum grade recovery.

Pierce Lumber Inc. is a producer of fine Northern Hardwoods and kiln-dried lumber. The firm produces primarily White Oak, Red Oak, Walnut, Cherry, Hard Maple, Soft Maple, Ash, Hickory, Cottonwood, Red Elm, Grey Elm, Butternut, and Locust.

Jim Pierce opened Pierce Lumber in Belle Plaine, Iowa in 1977.

DMSI SOFTWARE ADDS AGILITY INTERFACE TO RF NAVIGATOR

DMSi recently announced the availability of Agility's interface to Majure Data's RF Navigator. RF Navigator is a WMS software applica-

Installation, Products and Services

tion that specializes in handling building material products that include doors and windows. Available since 2002, the RF Navigator has been installed in 44 warehouse locations. After a year of development, the interface to RF Navigator is now available for Agility customers.

According to DMSi's senior product manager, Jim Houser, Agility customers have a clear path in implementing warehouse technology today. "Agility customers can refine processes within Agility; implement Agility Mobil technologies to introduce hand held scanning to the warehouse operation; and, now they are able to use RF Navigator to say goodbye to paper and take their operations to the highest level of efficiency," Houser explained. "DMSi provides customers a solution which delivers maximum benefit at every level."

TURBOSONIC WINS U.S. \$2.3 MILLION ORDER FOR CLEAN AIR TECHNOLOGY

Turbosonic Technologies, Inc., of Waterloo, Ont., a leading provider of clean air technologies, recently announced the receipt of a U.S. \$2.3 million order from a European refinery. The refinery will incorporate TurboSonic's technology for controlling particulate emissions, as an integral part of an upgrade of its physical plant. The upgrade will facilitate the production of low-sulfur fuels in response to environmental legislation. TurboSonic expects that delivery will be completed in its 2010 fiscal year.

TurboSonic Technologies (www.turbosonic.com) designs and markets air pollution control technologies to industrial customers worldwide. Its products help companies in the wood products, cement and mineral processing, ethanol, metals and mining, petrochemicals, power generation, pulp and paper, waste incineration, and other industries meet the strictest emissions regulations, improve performance and reduce operating costs.

Edward Spink, TurboSonic CEO, noted, "We have had tremendous success with our international marketing efforts. For the third time this fiscal year, TurboSonic's clean air technology has been selected for emissions control by a European oil refinery. We are very encouraged to see a continued demand for our "green" technologies. We have developed a highly effective customer-focused approach that leads to innovative, cost effective solutions. We believe that we will continue to grow based on this approach, the quality of our technologies, and demand resulting from an increasing environmental conscience."



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NHLA News

NHLA Expands Global Reach



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

The National Hardwood Lumber Association opened its first overseas office in Shanghai, China in January 2009. By opening the office in Shanghai, NHLA is now able to be closer to the buyer and take a more active role in helping Chinese and Asian companies be more successful in using North American Hardwoods. The Shanghai office is staffed by former NHLA Chief Inspector, Bob Sabistina whose three main roles will be: education, dispute resolution and promotion.

For over 100 years, NHLA has established the grades by which North American Hardwoods are traded. These grades not only provide a common language for the Hardwood industry but also assist manufacturers in estimating and increasing yield. NHLA has been the leader in Hardwood grading education throughout the United States and Canada for over 60 years. With the new office and personnel in Shanghai, NHLA will expand its educational offerings and provide a valuable educational experience for both manufacturers and suppliers alike. Manufacturers can gain insight on purchasing, regional differences of the same species and the right grade to select for finished goods coming out of the plant. Suppliers can better serve their customers if they have a working knowledge of the grades and species, as the cheapest price is rarely the best value.

Another important function of the NHLA Shanghai office will be assisting both buyers and sellers in dispute resolution. Disputes arise even for the best of partners, but the way in which the dispute is settled is what separates the elite companies from the rest. NHLA can assist you through the dispute process. As a former NHLA Chief Inspector, Sabistina has experience resolving claim disputes and understands what is required to remove personalities from the equation, get both parties talking and resolve the claim.

Many disputes and claims arise from a contested load of lumber. NHLA can provide a trained lumber inspector to give an unbiased review of a load of North American Hardwood. At the same time, NHLA can train a company's employees on how to approach a load of disputed lumber. This approach can help maintain a good working relationship between the buyer and seller. In today's economy, those relationships are crucial for the success of a business.

NHLA is the voice of the Hardwood industry and works to promote Hardwoods to users and communicate to the industry. The NHLA monthly magazine, *Hardwood Matters*, keeps members informed of the latest trends as well as providing current news regarding Hardwoods and this great profession. NHLA promotes Hardwoods by sharing the wonderful environmental story of North American Hardwoods, both domestically and worldwide. NHLA will continue its longtime partnership with the American Hardwood Export Council and their promotional programs. Through the efforts of AHEC, NHLA has been able to provide its

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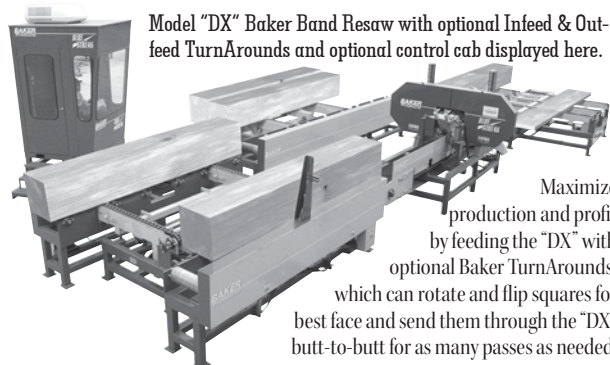
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HMA & Solid Hardwood Promotion

Leading The Way Of Hardwood Promotion
The "Buck" Starts And Stops With Us

by **LINDA JOVANOVICH**
Director of Operations
Hardwood Manufacturers Association
Pittsburgh, Pa.

Each of us can play an important part in spreading the Hardwood "message." As a wood-products industry professional, what are you personally doing to promote the use of U.S. Hardwoods?

Have you verbalized the endless virtues of Hardwood to your family members? Do your neighbors truly understand the "greenness" of our industry? And because there is so much interest in responsible specifying and overall environmental awareness, at a grassroots level, have you shown your community leaders how well Hardwood fits into their planning for a more environmentally-friendly community?

At your next social gathering, instead of small-talk, discuss our industry and the virtues of Hardwood. And if you need some help with the language, use these Hardwood facts:

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- **Healthy** – U.S. Hardwoods are non-toxic; don't trap allergens like mold spores and dust and are often recommended by doctors for those with allergies or asthma.

- **Renewing Resource** – The U.S. Forest Service reports that more U.S. Hardwoods grow than are harvested each year. In the last 50 years, the volume of Hardwoods in our forests has nearly doubled. Foresters work with Nature's timeline: sustained supply and ongoing replenishment are the result.

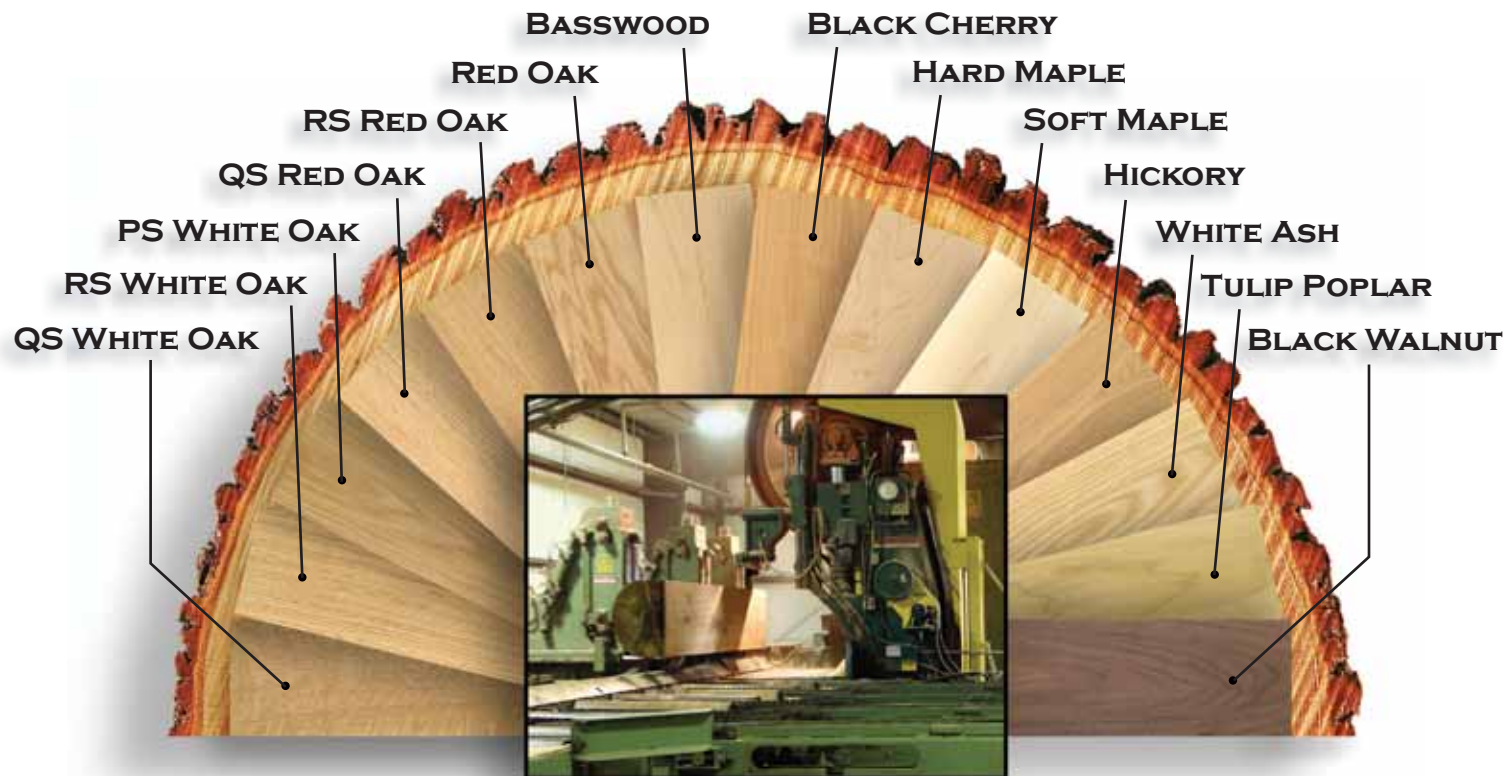
- **Responsible Forest Management** – In U.S. Hardwood forestry, the predominant harvesting method is single-tree selection - not clear-cutting. Foresters select individual trees; crews carefully remove them. Openings in the forest canopy are created so that more precipitation, sunlight and nutrients reach the forest floor.

- **Carbon Negative** – Thanks to photosynthesis, trees reduce greenhouse gases in the atmosphere by removing carbon dioxide, storing carbon and releasing oxygen. That makes wood more than carbon neutral; it's carbon negative.

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AHEC Update

Busy Month In Surprisingly Robust Southeast Asia Furniture Market



by **MICHAEL SNOW**
Executive Director

American Hardwood Export Council
Washington, D.C.

Against the backdrop of the global economic crisis, AHEC found reason recently for cautious optimism in what is becoming a very active market for

U.S. Hardwoods in Southeast Asia's increasingly globalized furniture industry. In March, AHEC exhibited at four different furniture shows in Southeast Asia, sent representatives to three others, hosted a Red Oak furniture design competition in Singapore, and sponsored a "Hardwood Design Camp" for young professionals in Thailand. A brief review of each of the shows reveals some very interesting trends:

The 15th Malaysian International Furniture Fair 2009 (MIFF 2009) was the first to be held, but not without problems. A flash flood from the adjacent river inundated many exhibitors with several feet of water in two lower halls of Putra World Trade Center, temporarily wiping out over a quarter of the show space until some exhibitors were re-located. AHEC exhibited at its usual prime location and, this year held a continuous "on stand" grading seminar by NHLA International Grading Consultant Bob Sabistina with a bundle of Red Oak which drew much attention.

Billed as "a one-stop platform for industry players to showcase the best of furniture not only from Malaysia but from all over the world" MIFF 2009 boasted 500 exhibitors from 12 countries showcasing their products and more than 70 exhibitors participating for the first time. Buyers and visitors, down only 5 percent in number, seemed to have come from some unexpected corners of the world, such as Mauritius and Bali, as well as many from South Africa, the Middle East and Russia.

AHEC's second show of the month, The International Furniture Fair Singapore (IFFS) was in a class of its own and up there with any global fair in terms of furniture quality, presentation and excitement – quite an achievement in 2009). With over 470 exhibitors from 33 countries in six halls, including 30 percent first timers, buyers from all over the world and many from Europe were around; although it remains to be seen how much new business was actually written. The show bristled with new launches and furniture marketed for its environmental credentials – either from sustainable materials or processes, or its origin in re-cycled materials.

Singapore has an industry that is hard to define, as so many companies manufacture offshore in the region, but its driving force is the Singapore Furniture Industries Council (SFIC) with huge government encouragement and a dedication to the development of design skills unsurpassed in the region. The show featured the "FLIP Challenge" entered by students from design schools in Singapore and overseas, in which an American Red Oak chair was converted creatively while retaining the

Please turn to page 58



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We recently acquired a new Hardwood lumber concentration yard in Marion, N.C., which will produce an additional 15,000,000 board feet of kiln dried lumber annually.



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High-End Customers Drive Julian & Sons' Success

BY MARGARET WALLACE

Heber Springs, Ark.—If you do what you love, the money will follow. If you do not love what you do, money is not much consolation for the cost of not being satisfied. Such is the case for Tom Julian, who followed in his father's footsteps as a builder and became a successful homebuilder and general contractor in 1972.

The story might have ended there, had Tom not recognized the need to incorporate his creative design skills with his general contracting skills.

"In 1984, I made the decision to leave the home-building field to pursue my love of cabinet-making," said Tom. Renting a small facility, he started by building solid-wood gun cabinets and similar pieces. Word of Tom's commitment to craftsmanship spread quickly and he soon built his first shop and showroom. "We eventually expanded beyond the capability of that facility and bought the 20 acres where our current plant is located," he said. "We have been here since 1998."

Today, Julian & Sons Fine Woodworking is a small, highly successful family business with 25 employees, including Tom's two oldest sons (who are full partners) and the two younger sons, who are also involved in the business. In this scenic 20-acre showcase of the Ozark Mountains in Arkansas, Julian & Sons designs and builds one-of-a-kind complete room environments that include furniture grade cabinetry, finished architectural milling and woodwork.

"We produce game rooms, trophy rooms, offices, board rooms and a number of residential environments including libraries, kitchens, media rooms, receptions and entryways," said Tom, who is chief designer and sales representative for the company.

The firm's main production facility is 12,440 square feet, which includes administrative office space. "We also have a 3,200-square-foot storage facility, along with another building that is 6,000 square feet," Tom said. This

6,000-square-foot space houses a climate-controlled storage area that is almost 600 square feet, for pampering the company's inventory of furniture-grade, local and exotic Hardwoods. It also includes a new 1,500-square-foot show-



Located on 20 acres in the scenic Ozark Mountains of Arkansas, Julian & Sons Fine Woodworking has established its reputation for fine custom craftsmanship across the nation.

room and storage space for storing installation tools.

More than half of Julian & Sons' production utilizes Select and Better furniture-grade American Walnut that Tom prefers to purchase from Indiana for its superior quality. The company also produces its room environments in Alder, Cherry, White Oak, spruce and a variety of exotic imported Hardwoods, including African Mahogany, Afrormosia, Avodire, Bubinga, Moradillo, Padauk, Shedua and Wenge.

Julian & Sons orders all of its lumber within the U.S. and is picky about the suppliers who supply lumber for their products, according to

Tom. "But we're also very loyal," he said. "We do business with Hogan Hardwood, Acadian Hardwood, Cedar Creek and Craig Lumber Co. and others. Mostly, people find us, because we'll be ordering between 120 and 5,000 board feet at a time. When the pre-dried material arrives, it is already straightlined on one side and surfaced to 15/16ths. We sand it down to 7/8 for bin storage," said Tom. The company efficiently maintains about 20,000 board feet of inventory in its warehouse at any time.

Equipment used for the machine portion of the Julian & Sons production process includes a buffering sander, Weaver Powermatic shapers, Murphy-Rodgers air handlers, Reese air handlers, Powermatic table saw, SawStop table saws, Ogma saws, Ritter boring machines, edge sanders, Multi-Cam CNC machine, RazorGage cut-off saw, and installation hand tools by Grizzly, Festool, Blum, Rockwell and Porter-Cable.

Tom estimates that Julian & Sons' target market represents "the top half of the top one percent of the nation's wealth," and the company's list of satisfied customers reads like a Forbes Who's Who list. "We recently installed a custom-designed executive desk for a client in Las Vegas that was a \$50,000 purchase for the customer," said Tom. "And we recently completed a 55,000 square-foot residential project for a client in Sidney, Nebraska."

Many of Julian & Sons customers have interests in enjoying the great outdoors and hunting in far-flung locations around the world, which is one reason why the company's inventory includes exotic Hardwoods.

To draw the attention of such discriminating

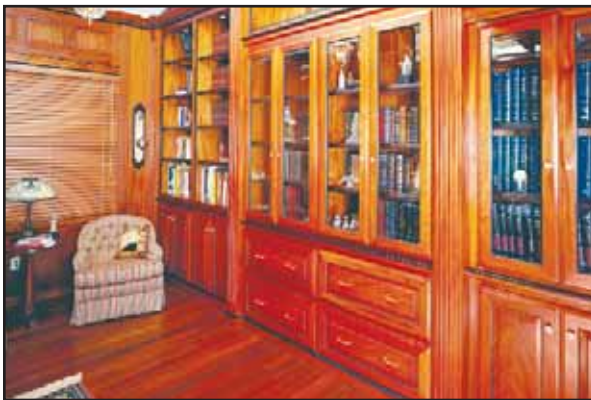
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Julian & Sons, located in Heber Springs, Ark., handcrafts game rooms, trophy rooms, offices, libraries, media rooms, kitchens, and more, using Select and Better furniture grade American Walnut, Alder, Cherry and White Oak.



Precision cutting to length for an entire room full of custom millwork and cabinetry is one of the first stages in the Julian & Sons customized production process.



Julian & Sons' target market represents the top half of the top one percent of the nation's wealth, according to company owner, Tom Julian.



Well-lit worktables and well-trained craftsmen are essential components of the meticulous process of joining pieces of Hardwoods into cabinets and other custom environmental components.



The MultiCam CNC machine enables Tom Julian's designs to be translated from CAD/CAM schematics into precision routing that allows for variable feed rates and operator-assisted adjustments when preparing materials for hand-crafted assembly on location.



Tom Julian designs custom room environments and furnishings projects, and also works closely with architectural and design firms to coordinate an integrated finished product for the firm's clientele.

Hill Wood Products'

Independent Streak Reaps Profits

BY CLARE ADRIAN

Cook, Minn.— The Hill Wood Products (HWP) product list of today may read differently than it will down the road a piece, just as it does compared to the content of its yesteryears. That's because the constant of the company remains the same as it has since the first generation Hill put one foot in front of the other, in responding to market changes and customer demand with adaptability, diversification, fully integrated product control, and efficient use of raw materials.

Observant insider and parent of current third generation president, Steven Hill, summed up the path the company has taken by saying, "There are three ways to do things: the right way, the wrong way, and the Hill way."

Hill confirmed that his grandfather's way has spread through the generations, sustaining the company of today, a conglomerate of several businesses really, under one roof in Cook, with three outlying warehouse locations to distribute products throughout the United States and abroad.

The Hill way focuses on niche markets. "Companies seek us out or we see the need and pursue the market. Currently, the product mix can be categorized into two major divisions, biomass and wood products. Diversity is the secret of our longevity," said Hill.

A substantial biomass division sells dehydrated biomass for fuel conversion to energy, landscape bedding, and composites to various industries. HWP-owned semi tractors and trailers along with several contract trucking companies deliver up to 700 truckloads of biomass monthly.

"We were like anyone in the 1980s, with mountains of sawdust and nowhere to go with it," said Hill. Following tests and negotiations with area taconite plants, HWP was able to displace natural gas with wood-sourced energy, enough by '84 to put the word biomass in the State of Minnesota's vocabulary.

The solid wood division branches into three major subdivisions, biscuits, sawn veneer, and flooring. A 50-year dowel business was gradually phased out to accommodate rapid production growth in those areas.

Though only 5 percent of output, Hill's

White Birch plate-joining biscuits supply 70 percent of the U.S. market, having displaced European-manufactured biscuits. Porter-Cable, now Black & Decker owned, has been a major distributor of HWP biscuits since the late 80's.

Within the veneer division, logs aren't peeled, boards aren't sliced, rather lumber from all over the U.S. and world is ripped, trimmed, thin sawn and sold as a sawn

through 3 million board feet of lumber bought each year from sawmills, distributors and wholesalers, in the manufacture of products sold to international and domestic flooring, veneer, window and pallet manufacturers, DIY stores in all 50 states, the utility industry and industrial mining. "We've been around so long we know exactly who to go to for what," said Hill.

The native and exotic Hardwood species loaded onto docks range from Hickory, Red and White Oak, Quarter Sawn Oaks, Hard Maple, Aspen, Basswood, Cherry, Walnut, Red and White Birch, Mahogany, Jatoba, Ipê, Wengé, Kumaru, red pine, radiata and eastern white pine, Doug fir, Engineered LSL Lumber and reclaimed pines, all, most frequently purchased as 4/4, Select and Better.

The native FSC Birch grown in the area supplies the company's biscuit business and is in higher demand than Birch from other parts of the world for its fleck-free characteristic, particularly appealing in Japan's flooring market, for its bright white appearance.

Machinery used to transform lumber into the varied products span the gamut of manufacturers from Mereen-Johnson, Raimann, and Multiscore rip saws, Weinig moulders, to a Homag tenoner, Newmann trimmer, Ogden frame saw, RFS glue press, Tigerstop trimmer, Cornell lumber stacker, Thomas tilt hoist, Holz-Her panel saw, and Timesaver and Cemco sanders. The sawmill machinery is original 1960s vintage and the three 50,000 bft. capacity dry kilns are rebuilt mostly with American components. Transport of materials onsite is accom-

“There are three ways to do things: the right way, the wrong way, and the Hill way.”

Steven Hill, third generation president of Hill Wood Products

veneer product to veneer and window companies. As opposed to peeled or sliced versions, sawn veneers behave more like a board, are flatter, don't get wavy or split, and have more stability, with less degradation, delineated Hill.

Various domestic and imported woods are processed into finished, unfinished and custom engineered product within the flooring division. Entry into the flooring market developed by customer request and the Hill way response is, "We offer them any species and any size they want."

A 60,000-square-foot plant houses the three division operation that processes

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Pausing from the operations of the Hill Wood Products Inc. day to day operations are president of the company, Steve Hill; Andy Richie, International Marketing Manager; Leah Kuyava, Customer Service; and vice president, Randy Rosandich.



Production Superintendent Bill Manick feeds lumber into a Raimann KR310 ProfiRip.



Operating the Extrema 225 Magnum XP surfacer, Manick programs board thickness.



Production Superintendent Bill Manick loads blanks into an Ogden Orbit Plus frame saw.



Hill Wood Products main production plant in Cook, Minn., where operations periodically modified by market demand, hum on.

Oaks Unlimited

Gains Ground With Certification

BY GARY MILLER

Waynesville, N.C.— Located 3,000 feet above sea level in an area known for superior Hardwoods, Oaks Unlimited Inc. processes these species of Hardwood lumber at their concentration yard: Red and White Oak; Cherry and Tulipwood. The firm is owned and operated by Joe Pryor, whose family has been in the lumber business for more than 40 years.

Recently, the company became chain-of-custody certified and recognized by the Forest Stewardship Council (FSC), Sustainable Forestry Initiative (SFI) and Programme Endorsement of Forest Certification (PEFC).

After attending an Appalachian Hardwood Manufacturers Inc. (AHMI) seminar, president and fourth generation owner, Joe Pryor began the certification process for Oaks Unlimited Inc. "I was looking ahead. While the demand for certified lumber is not significant from our customers at this point, the time will come when it will be," he said. "It's one more service we can offer our customers, and I've been pleasantly surprised at the volume we've been able to ship since we started. With the demand for certified products growing, we wanted to be on the forefront."

Oaks Unlimited is certified to carry all Hardwood species, but their primary focus is selling Red and White Oak, Poplar and Cherry lumber in 4/4 through 8/4 thicknesses. According to Pryor, certified products do offer a premium price. "There is a reasonable premium for certified lumber. It's another service, another market and there is an extra cost involved, having to freight it a farther distance so, there is a small premium," he

explained.

Pryor also commented that the expense was not just monetary because, "the larger expense is the time commitment. The company has to be committed from the top all the way down. You're going to do training and make a paper trail documenting everything because you will be audited by a third party annually. This third party will review your processes and your books to assure that you are maintaining your chain-of-custody."

The people at Oaks Unlimited examined the certification process and determined it was a beneficial expense. "We are excited and committed to following through and doing it properly. While there is not a fee to join FSC, there is an expense to have your processes in place. We set up our own certification filing system with layers of documentation that we're committed to do accurately so we will be prepared when the auditor comes by my operation," Pryor said.

As far as sourcing FSC certified lumber, Pryor mentioned his company has had to obtain the certified lumber from firms located further north, "simply because there seems to be more

Please turn to page 46



This is the interior of Oaks Unlimited's new dry storage warehouse.



President and owner of Oaks Unlimited, Joe Pryor.



A load of surfaced and ripped FAS & Better Red Oak is ready for delivery to a domestic customer.



Ricky Parton operates Oaks Unlimited's computerized measurement and end tally kiln dried grading station.



Henry Ledford grades lumber at Oaks Unlimited's green inspection and stacking chain.



This is an aerial view of facilities at Oaks Unlimited.



A pack of White Oak passes in front of the company's SII dry kilns, heading for the new warehouse.



Green lumber under the company's covered air-drying facility.

Hardwoods Plentiful At High Point

PHOTOS BY TOM INMAN

High Point, N.C. — Approximately 80,000 buyers, sellers and guests recently converged here at the twice-yearly High Point Furniture Market (HPFM), to view the newest furnishing trends, many of which were crafted from a variety of North American Hardwoods. Furniture retail store purchasing agents and other buyers were interested in the furniture market for different reasons, such as to purchase goods, share insight into surviving the ongoing challenge presented by the depressed furniture industry and, generally, some were there to celebrate the Market's 100th anniversary.

Some of the more popular domestic wood species on exhibit in furniture at High Point included Maple, Cherry, Oak, Poplar, Ash, Walnut, Hickory and Birch. Examples of this include the following manufacturers and their products: Copeland Furniture, Cherry solids and American Black Walnut solids, Bradford, Vt.; Harden Furniture, White Ash furnishings, McConnellsville, N.Y.; Kincaid Furniture,

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Kincaid Furniture's Alston line of formal dining suites are comprised of mixed Hardwoods.



Oak is used to make this handsome piece in the Alexander Julian Spectator Collection, presented by Vaughan-Bassett Furniture at High Point Furniture Market.



Ash makes a fashionable statement in this Newberry Street bedroom suite, displayed by Kincaid Furniture at High Point Market.



This stately American Perspective armoire is made of Cherry and Maple, and presented by Stanley Furniture at High Point Market.



This coffee table, on display at High Point, is an Oak piece displayed by E.J. Victor.

Making The Most Of The Lacey Act

BY ELIZABETH BALDWIN

The Lacey Act and its potential impact on the international wood trade has been heavily discussed over the last few months. For those few still unfamiliar with it, the Lacey Act is America's oldest national wildlife protection statute. Named after Congressman John Lacey, it was signed into law in 1900.

Originally written to protect game animals and birds, it has been amended nearly a dozen times over the years with the 2008 amendment extending protection to plants and trees. The new amendment is designed to eliminate American import and trade in illegally harvested wood.

The Act is unusual in that the action that defines the product as illegal (or "tainted") does not have to have occurred within the U.S. Included in the long list of ways to "taint" a product are actions such as harvesting it illegally, trading it without proper duties or other fees being paid, or smuggling/stealing it. The Act also mandates an extensive new reporting requirement for nearly all imported materials.

The Lacey Act provides for some very steep penalties if the government is able to

prove that an individual or a corporation has knowingly traded in illegal material or has misreported an imported product. Because the Act also includes penalties to be applied against innocent owners (people or companies who did not know the wood was 'tainted' when they purchased it), many people are 'running scared' from all tropical or imported timber.

It is important to note that the government bears the burden of proof to show both that the product was tainted and that the individual or company either knowingly purchased it or if they innocently purchased it, that they really should have known better when doing so. As a result of the Lacey Act, importing companies are expected to have increased burdens of due diligence in documenting the



Elizabeth Baldwin

source of their material.

Many American Hardwood companies are anticipating an increase in their domestic market share as both downstream producers and retail customers shift from imported species to the 'safer' domestic Hardwoods. Certainly there should be a change in that area, but U.S. companies should not neglect

“Our customer asked us to identify our Pecan for them and I answered with the standard ‘Carya spp.’ It turns out that under Lacey, they need to know the exact species.”

Arnie Hogue of Anderson-Tully

their opportunity to utilize the Lacey Act to increase their export opportunities as well.

U.S. companies should be offering their overseas customers who intend to export a finished product back to the United States documentation to show that their production has an extremely low risk of being considered 'tainted.' Such documentation can include the FSC's own assessment of American Hardwoods as "low risk," or copies of reports by AHEC or the AHMI and other local industry organizations. Local universities often have studies (Purdue has an excellent one on Indiana timber) that can be quoted. Companies with good documentation packages should become preferred suppliers to nervous overseas buyers.

While being certified (by any internationally recognized program such as FSC or SFI) does not specifically protect companies from prosecution under Lacey, it helps show that a company is doing its due diligence. Companies supplying FSC and SFI certified wood should see an increased interest in their production. (Again it should be emphasized that although it will be considered a sign of good faith, the U.S. government does not accept any third party verification regarding the legality (or illegality) of material.)

Also, as noted, the Lacey Act requires importers to file extensive declarations upon the product's entry into the United States. This requirement includes documenting any American woods re-entering the country after downstream processing overseas.

U.S. Customs requires the product to be identified not just by genus and species, but to have the identification include any and all possible species that could be included in the production. A well-prepared exporter can protect their customer by providing them with documentation to allow them a smooth re-entry of their product into the United States. Since innocent typos or misdeclarations could come at a cost of \$250, a good species documentation package is of distinct value to a foreign company.

Arnie Hogue of Anderson-Tully has firsthand experience in the documentation issues. "Our customer asked us to identify our Pecan for them and I answered with the standard 'Carya spp.' It turns out that under Lacey, they need to know the exact species. Although we only cut *Carya illinoensis* deliberately, our forestry department has identified up to five species within the Pecan family on our land that could possibly be inter-mixed into our production. I gave our customer all five species and we are both pleased to know that there is now absolutely no way they could be accused of misreporting the details for their Pecan furniture frames."

Hogue continues, "We are preparing a package that will provide all our international customers with the exact scientific names

for all our species. They appreciate the attention to detail and I think it will encourage them to use our woods over a tropical mixed light Hardwood product that is nearly impossible to correctly identify, much less verify as legally harvested. We are certainly seeing increased interest in our FSC production."

The NHLA is working on redefining their identification of commercial woods with greater details as to the likely common woods sold under one trade name. However, since some species will be unique to specific regions, the more work companies can do to exactly define species within their region, the better. After all, the NHLA's list for Hickory/Pecan includes eight species, and a quick internet search returns over 30 different listings for *Carya*. Hogue's work to limit and accurately define the five specific ones should certainly reassure his customers.

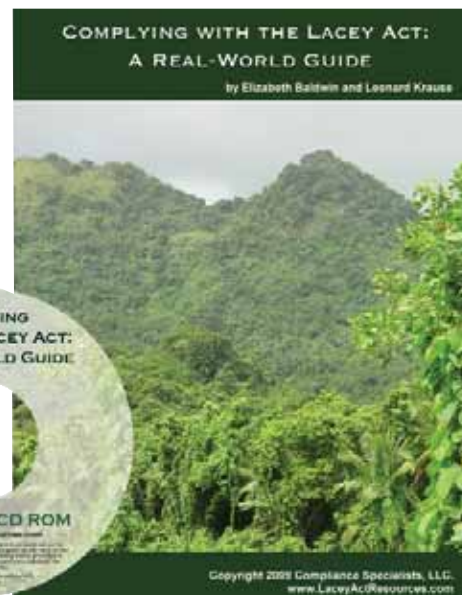
The Lacey Act should help U.S. companies increase their domestic market simply by its very existence. However, the companies that go above and beyond to provide their international customers with both proper species identification and additional legality documentation will benefit even further.



Arnie Hogue

Editor's Note:

Elizabeth Baldwin, is author of "Complying with the Lacey Act: A Real-World Guide," available at www.LaceyActResources.com. The Guide provides practical instructions to help you organize and manage your documentation; to assist you in preparing for the necessary import declarations; in learning how to document the legality of your product; and in educating yourself, your staff, suppliers and customers regarding the potential impact of the Lacey Act. Also included with the printed guide is a CD ROM containing assorted templates, sample databases, possible Purchase Order text in multiple languages common to many key supplying regions, and more.



KFIA Considers State Of Industry

BY GARY MILLER

Lexington, Ky.—

The 44th Annual Meeting of the Kentucky Forest Industries Association (KFIA) was held here recently at the Marriott Griffin Gate Resort under the theme “It’s Not Easy Being Green.”

That theme underscored the many issues facing the forest industry now and for the foreseeable future. KFIA President Tom Broadfoot welcomed members and guests to the event, noting that a full slate of activities awaited them including the Log A Load for Kids Charity Golf Scramble, a Tree Farm Silent Auction, luncheon, and the ever-popular Robinson Lumber/Van Meter Insurance hospitality suite.

Additionally, an exhibition hall was open to attendees who wished to view the latest products from vendors with whom they are familiar.

Among the many guest speakers to address the KFIA crowd were: Joe Kelly, senior advisor to Lexington Mayor Jim Newberry; Mark Peachey, director of International Trade for Kentucky Cabinet

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Casey Goodman, C.B. Goodman & Sons Lumber Inc., Hickory, Ky.; Michael Hancock, Van Meter Insurance Co., Lexington, Ky.; Toto Robinson, Robinson Lumber Co. Inc., New Orleans, La.; and Scott Cole, Van Meter Insurance Co.



Marty Cope, Associated Hardwoods Inc., Granite Falls, N.C.; Mike Ray, U•C Coatings Corp., Buffalo, N.Y.; Andy Dunsmore, Midwest Hardwood Corp., Cadiz, Ky.; and Billy Hoskins, Pine Mountain Hardwood Lumber Co., Whitesburg, Ky.



Jerry Koetter, Koetter Woodworking Inc., Borden, Ind.; Ken Negray, New Page Corp., Eddyville, Ky.; Mark Thomas, Superior Hardwoods, Montezuma, Ind.; Jack Grace, Robinson Lumber Co. Inc., New Albany, Ind.; and John House, National Hardwood Lumber Association, Memphis, Tenn.



Richard and Valerie White, Richard White Wood Products Inc., Morehead, Ky.; and Rob McCarthy, Industrial Timber & Lumber Corp., Beachwood, Ohio



Casey Goodman, C.B. Goodman & Sons Lumber Inc., Hickory, Ky.; Tom Johel, U•C Coatings Corp., Buffalo, N.Y.; Eric Adams, Whayne Supply Co. Inc., Lexington, Ky.; and Dennis Carr, Mueller Brothers Timber Inc., Old Monroe, Mo.

(Editor’s Note: The first seven photos accompanying this article were taken at the Robinson Lumber/Van Meter Insurance hospitality suite, which welcomed attendees to the annual KFIA meeting.)



Alan Richardson, Wayne Lumber Co., Monticello, Ky.; Howell White, Truman Holland Lumber Co., Lafayette, Tenn.; Jason Goodman, Seemac Lumber LLC, Boston, Ky.; and Danny Arnold, Little River Lumber Co. LLC, Taylorsville, N.C.



Ralph Bartles, Graf Brothers Lumber & Flooring, South Shore, Ky.; Pete Green, Beard Hardwoods, Moss, Tenn.; and Danny Flick, Kentucky Hardwood Lumber Co., Somerset, Ky.



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



Tom Johel, U•C Coatings Corp., Buffalo, N.Y.; Fred Holshouser, Pro Lift Industrial Equipment, Elkins, W.Va.; and Mike Ray, U•C Coatings Corp.



Andy Dunsmore, Midwest Hardwood Corp., Cadiz, Ky.; and Gloretta and Hank Bishop, Gilco Lumber Inc., South Charleston, W.Va.



Trip Lanham, L&L Hardwoods, Chicago, Ill.; and Richard Pumphrey, Pennsylvania Lumbermen's Mutual Insurance Co., Philadelphia Pa.



Clark Boyer, Marty Cornett, Larry Johnson, and Dale Brown, Pine Mountain Hardwood Lumber Co., Whitesburg, Ky.



Skip Edwards, Baillie Lumber Co., Hamburg, N.Y.; Bob Zandi, Baillie Lumber Co., Leitchfield, Ky.; Turner Martin, Turner & Conyer Lumber Co. Inc., Marion, Ky.; Joel Clendenin, Baillie Lumber Co., Leitchfield, Ky.; and Howell White, Truman Holland Lumber Co., Lafayette, Tenn.



Thom Brown, SII Dry Kilns, Lexington, N.C.; Jim Burris, Corley Manufacturing Co., Chattanooga, Tenn.; and David Townsend, Breeze Dried Inc., Tillsburg, Ont.



Mike Schlegel, Hardwoods of Michigan, Clinton, Mich.; Tom Mays, Lumbermen's Underwriting Alliance, Lexington, Ky.; John Binegar, Hardwoods of Michigan; and Pete Green, Beard Hardwoods, Moss, Tenn.

Additional photos on page 44

Southwestern Club Enjoys Spring Meeting

PHOTOS BY MARK COFFEY

Vidalia, La.—

Good attendance was reported at the recent Southwestern Hardwood Manufacturers Club meeting and dinner, held at Comfort Suites Riverfront, located here.

Seventy-five club members attended a meeting preceding a crawfish boil, and according to a spokesman for the organization, the topic of discussion pertained to shared concern over closures and layoffs in the industry.

Afterwards, members and guests totaled 85 at the annual crawfish boil.

The next meeting of the Southwestern Club will be May 18 at Mississippi State University's Dept. of Forest Products.

For more information, contact a Southwestern Club representative, located in Collins, Miss., at 601-765-8892.



George Prince, Rives & Reynolds Lumber Co. Inc., Natchez, Miss.; Mike Norris, West Tennessee Lumber, Adamsville, Tenn.; and Ronnie Cornelius, JRC Lumber, Middleton, Tenn.



Scott Howard, McDonough Manufacturing Co., Hot Springs, Ark.; Ricky Smith, Kelwood Products Inc., Enterprise, Miss.; and Bruce Reynolds, Rives & Reynolds Lumber Co. Inc., Natchez, Miss.



Jan and Charlie Netterville, Netterville Lumber Co., Woodville, Miss.



Shane Kitchens, Mississippi State University, Starkville, Miss.; Jeff Lewis, Lewis Brothers Lumber Co. Inc., Aliceville, Ala.; and Cynthia Kitchens, Kitchens Brothers Manufacturing Co. Inc., Utica, Miss.



Jerry Kelley, Kelley Brothers Construction Co., Waynesboro, Miss.; Adam Taylor, Ralph Taylor Lumber Co. Inc., Memphis, Tenn.; Toto Robinson, Robinson Lumber Co. Inc., New Orleans, La.; and Wood Holley, Wood Holley Lumber Co., Nanafalia, Ala.



Wayne Fendley, AHI Linden Lumber LLC, Linden, Ala.; Bob Barnes, Barnes Lumber Co., Hamburg, Ark.; and Hugh Overmyer, AHI Linden Lumber LLC



Kirby Field, Ralph Taylor Lumber Co. Inc., Memphis, Tenn.; Magruder Hazlip, Terre Management, Baton Rouge, La.; and Alex Kirkland, Big River Lumber Co., Centerville, Miss.



Wayne Fendley, AHI Linden Lumber LLC, Linden, Ala.; Randy Clark, Tangient Rail, Alexandria, La.; and Hugh Overmyer, AHI Linden Lumber LLC



Sheila and David Engelkes, Maxwell Hardwood Flooring, Monticello, Ark.; and Duncan Ferguson, Sawmill Machinery, Crestview, Fla.



Sylvia Napper, Mississippi Lumber Manufacturing Association, Jackson, Miss.; Pat Rudolph and Walt Thomasson, Thomasson Co., Philadelphia, Miss.; and Jerry Kelley, Kelley Brothers Construction Co., Waynesboro, Miss.

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Penn-York Members Celebrate Club's History

PHOTOS BY PAUL MILLER JR.

Titusville, Pa.—

Members and guests of the Penn-York Lumbermen's Club met here recently to enjoy a skeet shoot, dinner and time to network among peers.

They were addressed by Tom Johel, of U•C Coatings Corp., who is also vice president of the club. Johel outlined the history of the club, and how it continues to serve the same mission upon which it was founded.

Johel noted, "The club started in January 1950. If you read the transcripts of the original charter of P-Y, it is surprising that the same objectives in 1950 are still relevant today – almost 60 years later. In 1950 the founding club members felt it would be helpful to band together with a single purpose to improve their business opportunities."

Johel said the Penn-York Lumbermen's Club began with three common goals:

1. Hold regular meetings as an opportunity for social interaction and fellowship among people they might do business with;
2. Promote education programs that

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Mike, Bill, Marie, Mitra and Jay Reese, Penn-Sylvan International Inc., Spartansburg, Pa.; and Marc Reese, Salem Hardwood Inc., Adamsville, Pa.



Marc Reese, Salem Hardwood Inc., Adamsville, Pa.; Jay Reese, Penn-Sylvan International Inc., Spartansburg, Pa.; Randy Flament, Emporium Hardwoods Inc., Emporium, Pa.; and Tom Johel, U•C Coatings Corp., Buffalo, N.Y.



Jeff Landis, Weston Premium Woods, Toronto, Ont.; Dave Sondel, U•C Coatings Corp., Buffalo, N.Y.; Marvin Kauffman, Trumbull County Hardwoods Ltd., Middlefield, Ohio; and Dan Holmes, Peladeau Lumber Inc., Laval, Que.



Terry Hunter, Hickman Lumber Co., Emlenton, Pa.; Paul Staub, Taylor Lumber Inc., Pittsburgh, Pa.; Nelson Ochs, Walter McIlvain Co., Leeper, Pa.; Dora Boyer, Blue Ox Lumber Co., Titusville, Pa.; and Paul Miller Jr., National Hardwood Magazine, Memphis, Tenn.



Russ Shamblen, Premier Hardwood Products Inc., Jamesville, N.Y.; Lee Stitzinger, BWP Hardwoods Inc., Brookville, Pa.; Rod Bedow, Blue Ox Lumber Co., Titusville, Pa.; and Steve Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.



Mike Songer, Meridien Hardwoods of PA Inc., Pittsfield, Pa.; Thad Taylor, AgChoice Farm Credit, Coudersport, Pa.; Marc Reese, Salem Hardwood Inc., Spartansburg, Pa.; Dave Lupsha, Associated Hardwoods Inc., Granite Falls, N.C.; and Bruce Horner, Abenaki Timber Corp., Kingston, N.H.



Dan Ferman, Meridien Hardwoods of PA Inc., Pittsfield, Pa.; Darrell Mitcheltree, Mitcheltree Bros. Lumber, Pulaski, Pa.; Jerry Puckly, Summit Hardwoods, Waterford, Pa.; and Brandon Ferman, Meridien Hardwoods of PA Inc.



Rick Kenny, Weyerhaeuser, Titusville, Pa.; Darlene Cyphert, Babcock Lumber Co., Champion, Pa.; Robb Greer, Shetler Lumber Co. Inc., Waterford, Pa.; and Tom Johel, U-C Coatings Corp., Buffalo, N.Y.



Sid and Sharon Clevenger, Coastal Lumber Co., Spartansburg, Pa.; Julie and Greg Beers, Penn-Sylvan International Inc., Spartansburg, Pa.; and Blair Walker, Babcock Lumber Co., Champion, Pa.



Dan Holmes, Peladeau Lumber Inc., Laval, Que.; Brian Walsh, Cherry Forest Products, Guelph, Ont.; Mike HousiauxSteward, Walker Lumber Inc., Woodland, Pa.; and Ed White, Wagner Hardwoods, Cayuta, N.Y.



Paul Kephart, Industrial Timber & Lumber Corp., Beachwood, Ohio; Mike HousiauxSteward, Walker Lumber Inc., Woodland, Pa.; Rob McCarthy, Industrial Timber & Lumber Corp.; and Ed White, Wagner Hardwoods, Cayuta, N.Y.



Bob Dynes, Goodfellow Inc., Toronto, Ont.; Greg Short, Clymer Quality Hardwood, Clymer, Pa.; and Trevor Vaughan, Ron Jones Hardwood Sales Inc., Union City, Pa.



Bob Rutledge, Tembec Lumber Industries, Huntsville, Ont.; Mike Bartlett, Wesont Lumber Co. Ltd., Burlington, Ont.; and Pat Hennebicque, Bradford Forest Inc., Bradford, Pa.



Trevor Chambers, Upper Canada Forest Products Ltd., Mississauga, Ont.; Diane Raymond, Estate Hardwood Floors, Renfrew, Ont.; and Tom Imm, Pine Mountain Hardwood Lumber Co., Whitesburg, Ky.

'Experience Of A Lifetime' Prompts Optimistic Caution At IWPA

BY WAYNE MILLER

Indian Wells, Calif.–

Although attendance was down approximately 35 percent at the 53rd annual World of Wood Convention hosted by the International Wood Products Association (IWPA), according to Brent McClendon, IWPA executive vice president, the mood was positive and realistic as members and guests listened to expert speakers throughout the multi-day event.

Christian Mengel, 2008-09 IWPA president, welcomed attendees to the convention and noted, "We are facing one of the most difficult economic situations any of us have ever seen. To quote Winston Churchill: 'When you are going through hell, keep going!' That is what we must do."

His sentiments were echoed by McClendon, who said, "It feels like we're in the middle of a desert (in regard to the economy) now. IWPA, though, is an oasis in this desert. We're going to end this year in the black and we have plans to stay in the black next year too as we provide you information you need to know about our industry."

After the convention, McClendon said, "We received tremendously positive feedback from this program. Our members wanted an immediate return-on-investment and I am thrilled how our speakers came through for them. From economics and market projections to helpful insights from a member of Congress, our people left with solid planning insight that they can immediately put to use. Our total attendance was down a bit as expected, but the enthusiasm and business connections certainly weren't."

Scott Beggs, incoming IWPA president, also spoke to the attendees and stated that in today's economy, "it's survival of the most adaptable, not the fittest or strongest or fastest."

Following the convention, Beggs, who is president and CEO of American Pacific Inc., said, "These conventions are so rejuvenating for the mind and our businesses. We are facing tough times, but also confident in the knowledge that working together through IWPA, we can overcome any obstacle in our path."

The convention was packed with speakers,

among them was Lynn Michaelis, vice president and chief economist with Weyerhaeuser Co. He reported that "the primary driver of consumer confidence is about your belief that you may, or may not, have a job indefinitely. That overall confidence is falling. In 2007, consumers felt good, but today, 401ks, pension funds and home equity is disappearing so factors like auto and retail sales have dropped dramatically. Household furniture sales are down 29 percent."

Despite the sombering news, Michaelis said, "I do not believe we are headed for a depression. Although for the first time since 1947, the global economy is declining. We need global participation on policies for things to improve. Consumers are in a saving rate mode. Now we need government to spend money to make up for consumers not spending."

Housing will remain depressed, he noted. "Next year, we'll see 500,000 to 600,000 housing starts – maybe," he said. "Right now California home prices are down 61 percent from their peak. The only good news is that in California, people are buying houses at new, lower priced, levels."

He continued that exports "are falling about as fast as imports and the U.S. dollar will be under downward pressure for the next few years. We have one source that can stop that downward spiral: it's the Federal government. In the meantime, the U.S. economy will contract 3 to 4 percent this year, and we may get some growth in 2010. I expect we will push to 10 percent unemployment however."

Despite all negative indicators, Michaelis said he remains, "optimistic. The good news is the drop in oil prices. The main thing we all need to do is watch our cash flow carefully. I counsel you to expect another 12 months of slow wood business."

He summed up by stating, "We are in extremely risky and uncertain times – a very unique event in our lifetime. It could take two to three years of no growth in the U.S. before we see significant improvement. This is unlike anything since the Depression."

These are the benchmarks he advised attendees to watch for in 2009:

- First, be prepared for slow painful recovery from here;

- Second, watch the financial markets to see stabilization – one indicator is the interest rate spreads;

- Finally, look for house prices to stabilize and unemployment to start declining;

- Advice: construct some scenarios, but be cautious – great opportunities await if you time it correctly.

His sentiment was supported by speaker John Young, of Young Homes, who noted, "Our business is off 90 percent of first-time homeowners and move-up homes. We have a huge credit crunch in our country, so lots of my friends who used to build homes have gone out of business. Last year, building permits were the worst in volume since World War II. That means flooring and cabinets needed for homes have dropped in sales dramatically."

Young also accentuated the positive, stating that inventories of completed homes for sales have dropped in recent weeks, which is an improvement in the market. He outlined other positive signs as follows:

- Slight rise in commodities prices;
- Cost of ocean freight has improved since last year;
- Slight increase in consumer spending;
- Construction levels rose in January and February of this year.

Young added that, "now we are building smaller homes. That's the trend. They average 2,000 to 2,200 square feet instead of 3,500, and a few builders are getting orders for homes up to 1,600 square feet. We're also seeing a growing demand for green construction, concentrating on energy efficiency and water conservation. Green is not going away. We, as builders, are going green in California because you can make a house so tight this way. These houses are very economical energy-wise."

The issues of trade and the environment were addressed by Jeffrey Grimson, attorney with Troutman Sanders LLP. He said, "We are entering a period of action on climate change and other environmental issues. Politicians will be looking for easy fixes that avoid costly lifestyle changes at home."

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Christian Mengel, DLH Nordisk Inc., Greensboro, N.C.; Tom Walthousen, National Hardwood Lumber Assoc., Memphis, Tenn.; and Brian Attridge, General Woods & Veneers Ltd., Mississauga, Ont.



Alan McIlvain, Alan McIlvain Co., Marcus Hook, Pa.; and Matthew Olivo, Brown Brothers Harriman & Co., New York, N.Y.



Donald Thompson, Thompson Mahogany Co., Philadelphia, Pa.; and Maureen and Warren Spitz, UCS Global, Mississauga, Ont.



Thuy and Norm Murray, U•C Coatings Corp., Buffalo, N.Y.



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Los Angeles Hardwood Club Hosts Spring Outing

Chino, Calif.— The weather was perfect recently for the annual spring golf outing, hosted by the Los Angeles Hardwood Lumberman's Club (LAHLC). The El Prado Golf Course, located here, was the site for the day of fellowship and leisure.

Steve Ondich, of Atlas Lumber and spokesman for LAHLC, said, "Since this was a social event for us, there were no prizes, but it was a great day to golf, so in that sense, we were all winners!"

The LAHLC was established in 1969 and holds various social events for its members throughout the year.



Charley Fiala, GMC Hardwoods, Long Beach, Calif.; Bill Fitzgerald, Industrial Timber & Lumber Corp., Beachwood, Ohio; and Randy Porter, Atlas Lumber Co., Chino, Calif.

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Craig Jordan, Autumn Mill, Long Beach, Calif.; Marty Fox, Max Hill Lumber, Chino, Calif.; and Alan and Mike Bohnhoff, Bohnhoff Lumber, Los Angeles, Calif.



Mark Michie, Tropical & Western Lumber Co., Long Beach, Calif.; Jim Gaither, Specialized Milling Corp., Fontana, Calif.; Pete Lang, Cherokee Wood Products Inc., Upland, Calif.; and Alan Arbiso, Highland Lumber, Anaheim, Calif.

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NHLA Graduates 158th Class

Memphis, Tenn.—

Commencement exercises for the 158th Class of the National Hardwood Lumber Association (NHLA) Inspector Training School, located here were recently held. Six students representing five states completed the 14-week Lumber Inspection Program, which was led by veteran School Instructor Rich Hascher.

Graduates were:

- Zachariah Belcher of Critz, Va. – Stuart Flooring Corporation
- Keith Horn of Blacksburg, Va. – Industrial Timber & Lumber
- Craig Preston of San Antonio, Texas
- Jamil Rahman of Skaneateles, N.Y. – Gutchess International
- Mark True of Rochester, Ind. – Pike Lumber Company
- Matthew Welsh of Muscoda, Wis. – Nelson Hardwood

In his address to the graduates, Larry Evans, president of Industrial Timber & Lumber, congratulated the students on their accomplishment and their choice of a career in the Hardwood industry. Emphasizing the importance of strong principles as the key to success, Evans outlined several personal values and encouraged the students to take initiative, be a motivator, be receptive to change, and never stop learning.

"This, the NHLA Inspector Training School, is the foundation of the industry, the cornerstone to build your career upon. But what makes someone



Pictured is the 158th Inspector Training School Class. (L to R) back row: Craig Preston, Keith Horn and Zach Belcher; Front row: Jamil Rahman, Matthew Welsh and Mark True.

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successful is not measured in money but what you accomplish in life. That accomplishment begins with a goal. Now that you have reached one goal with the completion of this program, you must continue to set goals for yourself and raise the bar every time," Evans said.

Outstanding individual awards recipients are as follows:

- Keith Horn - John Thomson Award for Highest Overall Average
- Mark True - Howard Hanlon Award for Second Highest Overall Average
- Keith Horn - Westside Hardwood Club Award for Highest Board Run Average
- Craig Preston - J.P. Hamer Award for Most Improved Student
- Matthew Welsh - South Central Lumbermen's Award for Best Attitude/Citizenship
- Keith Horn - Lumbermen's Club of Memphis Leadership Award

The NHLA Inspector Training School has a proud and rich 60-year history, graduating more than 6,700 students since its conception. The Program teaches the rules and applications of the NHLA grading system and prepares students for a career in the Hardwood industry. This unique program has earned worldwide respect, consequently attracting students from throughout the United States, Canada, Europe, Africa, South America and Asia.

Enrollment is now open for the fall program (160th Class) that will begin September 9 in Memphis, Tenn. To enroll or learn more about either program please contact Cassie Gibbons, Education Program Manager at c.gibbons@nhla.com or 901-399-7555 or visit www.nhla.com.

The world's largest and oldest Hardwood industry association, 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. Since 1979, its headquarters have been in Memphis. To learn more about NHLA, please visit www.nhla.com.

IWPA - Continued from page 38

Regulations affecting other countries are an attractive concept, such as efforts to limit carbon emissions from deforestation abroad.

"There is a growing collaboration between environmental groups and advocacy groups for U.S. manufacturing interests. Trade groups have been active on seeking remedies related to wood products over the past few years. Imports of wood products are an 'easy target' shared by both the environmental groups and the U.S. manufacturing interests. Vigilance is key."

Grimson added there is a "growing focus on carbon emissions, with leads inevitably to China. China has grown as a processing location for timber and many unfair trade actions on forestry products have occurred with more likely to come. The result is common objective for environmental and trade advocacy group – restrictions on trade with China."

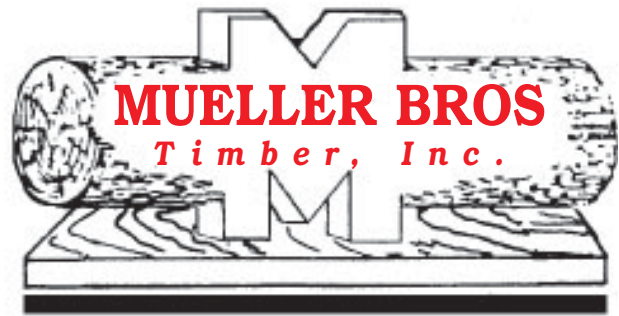
Grimson stated that China accounts for 18 percent of global Green House Gas (GHG) emissions today and that by 2030, China will account for 33 percent of the world's GHG emissions.

He summed up by saying that now "we are in a new era of environmental regulation. Differentials in compliance costs raise 'carbon leakage' issue, which connects environmental concerns directly to competitive agendas. Cap and Trade, Carbon Tax on imports all must be watched to ensure that wood products imports are not unfairly blamed or disproportionately burdened as a result of competitive agendas. Future unfair trade cases are likely to include environmental issues."

Among the many presenters at the World of Wood were Ray Markley, Shorepoint Insurance Services; Craig Fedchock, USDA; and Daniel Wackerman, John A. Steer Co.

Approximately 250 business executives from 25 countries attended the convention, which also welcomed guests and attendees to enjoy various

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Tracey Mueller, Log Procurement

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KFIA PHOTOS - Continued from page 31



Monte Pope, ISK Biocides Inc., Memphis, Tenn.; Billy Hoskins, Pine Mountain Hardwood Lumber Co., Whitesburg, Ky.; Joseph Szuskiewicz, Triple Z Forest Products, Loveland, Ohio; and Tony Leanhart, Northland Trading LLC, LaGrange, Ky.



Joe Earley and Tony Leanhart, Northland Trading LLC, LaGrange, Ky.; Dennis Carr, Mueller Brothers Timber Inc., Old Monroe, Mo.; and Rick Goodin, Lebanon Oak Flooring Co. LLC, Lebanon Ky.



Kevin Black, Begley Lumber Co. Inc., London, Ky.; Haygan Wonn, Kentucky Hardwood Lumber Co., Somerset, Ky.; and Larry Norfleet, Somerset Wood Products Inc., Somerset, Ky.



Bill Steele, Kentucky Tie & Lumber Co., Columbia, Ky.; Jim Black, Sam Carey Lumber Co., Memphis, Tenn.; and Casey Goodman and Tony Goodman, C.B. Goodman & Sons Lumber Inc., Hickory, Ky.



Bob Bauer, Kentucky Forest Industries Association (KFIA), Frankfort, Ky.; Lennie Underwood, Rudd Equipment Co., Evansville, Ind.; Michele Brewer, KFIA; and Ralph Bartles, Graf Brothers Lumber & Flooring, South Shore, Ky.



Phillip Baxter, Baxter Lumber LLC, Deputy, Ind.; George Crawford, Somerset Wood Products Inc., Somerset, Ky.; Richard White, Richard White Wood Products Inc., Morehead, Ky.; and Welby Neal, Neal Lumber Co., Albany, Ky.



Deron Harris, Premium Hardwoods Inc., Bremen, Ky.; and Steve Merrick, Somerset Wood Products Inc., Somerset, Ky.

KFIA - Continued from page 30

of Economic Development; the Honorable Lieutenant Governor Daniel Mongiardo; Ken Ngray, certification review; Rodney Andrews, director of University of Kentucky Center for Applied Energy Research at University of Kentucky; and David Caldwell, Hardwood Market Report.

Several attendees were recognized with various awards. They included:

- Grant Curry, Hazard, Ky., Communicator of the Year;
- West Star Logging, Sacramento, Ky., Outstanding Logger of the Year;
- J. Henry Duncan, Versailles, Ky., Outstanding Tree Farmer of the Year;
- Connie Woodcock, South Central District, and Sean Godbold, Eastern District, Ky. Div. of Forestry, Tree Farm Inspectors of the Year.

Also discussed at the Annual Meeting are plans for the upcoming 2009 Kentucky Wood Expo, which is set for Sept. 18-19, and sponsored by KFIA in cooperation with London-Laurel Co. Tourist Commission and members of the forest products industry. This show is primarily for loggers, lumber and pallet manufacturers, secondary manufacturers, farmers and landowners.

KFIA is the state association for Hardwood interests. For more information, visit their website at www.kfia.org or phone 502-695-3979.

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OAKS UNLIMITED -

Continued from page 24

FSC timberland available in that area of the country," he explained. "I've been pleased with the quality of the certified lumber and its availability and I believe it's going to get more prevalent as time goes on."

Oaks Unlimited is situated on 10 acres of land. The company has six dry kilns with 300,000 board foot capacity, three air-drying sheds and two enclosed warehouses. The firm keeps an inventory of approximately 2 million board feet at its facilities at all times. Pryor said, "About 60 percent of our lumber is exported and the other 40 is sold in the

domestic market." His operation also has a planer, straight-line rip saw, a Weinig moulder and an end matcher. They recently completed construction of a new office building and a 13,500 square foot warehouse.

Exporting is handled through the ports of Charleston, S.C., and Wilmington, N.C. "We ship our lumber throughout the world, including Europe and Asia," Pryor said. "Our customers are predominately distribution yards. Because of our packaging and consistent quality, distribution yards have always been a good market for us. The quality is consistent throughout. We take care in the detail of packaging and grading lumber strictly after kiln drying."

Pryor also mentioned that Oaks Unlimited doesn't venture into the retail market. "We don't compete with our distribution yard customers; we focus on supplying them," he said.

Pryor's workday seems to always be full. Taking the lead from his father, who ran a sawmill and a stove mill in Marshville, N.C. for 36 years, his goal is "to be a customer-focused company that supplies the highest quality wood products to partners worldwide."

Key personnel at Oaks Unlimited include: Trent Thomas, vice president; and Mark Taylor, export sales manager. Both Pryor and Taylor travel overseas at separate times ensuring one of them is available at the company headquarters at all times.

"Trent Thomas is acting controller. He handles accounting and our computer systems, and he developed a lot of our software. Sabrina Browning and Tina Parker are office administration people that support him," Pryor said.

Of the company's 25 employees, the lumber salesmen include: Joe Pryor, Mark Taylor, Doyle Hyde, Monty Minton, John Oakes, David Dickson, Brett Dively and Ray Shepard. Shepard is also in charge of green lumber buying and Ricky Parton is the lumberyard manager.

Oaks Unlimited Inc. offers straight and mixed loads for the domestic markets, and is experienced in the export preparation of lumber.

For more information about Oaks Unlimited and its products visit www.oaksunlimited.com or contact direct at 828.926.1621.



HILL WOOD PRODUCTS -

Continued from page 22

plished on two each 5000 lb. Caterpillar forklifts, Michigan L-120 loaders, and Liebherr 932 log loaders.

The Hill viewfinder has always had a green tint to it, before the word was popular, said Hill. "We've never burned fossil fuels and not a pound of wood is wasted." HWP was one of the first wood products manufacturers in the state to receive FSC certification in 2003, and was instrumental in getting the Minnesota forests FSC certified, testifying in the House of Representatives of its necessity if the state wanted to market its forest products.

Though Hill's grandfather, Hugh Hill, started out in the farming industry in the early 1900s, he quickly saw opportunity in the pine rich forests and was soon selling lumber from his farmland. Over the years, the Hill way developed into the manufacture of various products from fishing net floats to Christmas tree stands, baby crib slats to cedar green house flats, dowel rods, and flagpoles for the Department of Defense tanks used during war games, recounted Hill. "It kept evolving. If the product matures or if it turns into a commodity, we make something else." Necessity of invention or consumer demand leads to introduction of new lines every two years.

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HILL WOOD PRODUCTS - Continued

The expectation that the company, approaching 65 years in business, might be larger is tempered by a controlled growth heralded by Hill's father, who with his brother formed the company shortly after WWII. A growth spurt then was repeated after current Hill took the reins in 1991. "Steady was good, as long as dad didn't have to move," Hill said of his father, with whom he agrees. "It's a nice neck of the woods to live, though there are so few people because it's tough to make a living up here." Businesses have been shuttered as the housing crisis looms. HWP is the largest employer with 50 full time workers and 12 contractors.

"People in Minnesota have a strong work ethic," noted Hill. Many of his work force are 2nd generation, some have been on board for over 25 years, the oldest, retired after 40 years of service. "There's almost a family atmosphere; everybody knows everybody, and we support the community in every way we can."

That support manifests in the form of a variety of tasks that the village may be ill-equipped for, such as clearing streets of snow with HWP's front end loaders and contributions to athletics, academics, PTO, girl and boy scouts and a scholarship fund. In the levy department, HWP sponsors the Easter egg hunt, assists in the annual Timber Days parade, and has shot off fireworks for the community on July 4th for 25 plus years.

As the lone Hill in leadership of the company and his three daughters in flight toward other occupations, Hill decided the natural flow of events was to create an ESOP so that employees are poised for the next step in ownership.

Although a manufacturer, the Hill self-concept is characterized as a service industry. Longterm relationships with Fortune 500 companies to mom and pops, and an 80 percent return business rate testify to that service and quality product focus. Hill is confident. He said, "They search us out because we're entrepreneurs, and know of our skills and successes."

Hill Wood Products received a conference Re-Invention Award in 2006 for demonstrating initiation, success and creativity in changing company direction. Deserving, yes, yet, a matter of course for a company accustomed to the Hill Way precedent.

Contact Hill Wood Products Inc. at 218-666-5933, www.hillwoodproducts.com

PENN-YORK - Continued from page 36

benefits the lumber industry in Pennsylvania and New York;

3. Promote and foster favorable legislation regarding cutting timber on state lands.

"And most importantly, they felt if they banded together as a group they would have a much greater influence and impact than if they acted as individuals," he said.

Johel noted that in 2009 – 60 years later – "we have different problems but similar

needs and goals," which are:

1. Regular meetings for fellowship and social interaction among folks you may do business with;

2. Need for educational endeavors that will help our industry and ultimately help ourselves;

3. Promote and foster favorable legislation. "Think of the power of a group of 200 vs. the trying to be heard at your state capital as an individual."

Johel continued that today's problems and opportunities are different than 60 years ago, but the solutions to issues remain the same. "Banding together as a group is much more powerful than standing alone fighting indi-

vidual battles," he said. "So getting to the point of this talk, how do your (club) dues work for you? The answer is: very effectively. Your dues contribute to important causes that affect each of us. Penn-York dues become an influential voice for improving the Hardwood industry in your state.

"If you paid your dues, that money has been put to good use. Your dues are an investment in protecting and improving your industry."

Penn-York Lumbermen's Club supports education in the lumber industry with donations for:

- NHLA Grading school scholarships

Please turn the page



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PENN-YORK - Continued

- HMA Promotion fund
- Penn State Forestry Building fund
- Appalachian Hardwood Manufacturers Education fund
- The Wood Mobile

"All these endeavors improve education about the lumber industry and communication to the general public about the good things that are happening by producing and consuming U.S. Hardwood products. We support and donate to associations that are working to gain favorable legislation that benefits lumber companies and those who work in the industry," Johel added.

They include: PFPA, Empire State Forest Products and Hardwood Federation.

"All these groups recognize the Penn-York Lumbermen group and their financial support and they are influenced by your needs," Johel said. "Think of your \$200 dues as a Mutual Fund that actually works for you on many different issues. Break it down to \$25 for education promotion; \$25 for favorable legislation; \$25 to promote Hardwood lumber; \$25 to fight anti-logging legislation; \$25 to ensure that qualified graders are trained and available and on and on. Alone, your voice may not make much of a difference. But by paying your dues and joining together with other Penn-Yorkers your voice

will be substantial and will be heard."

The next Penn-York Lumbermen's Club meeting is set for June 22 in Bolivar, N.Y., and hosted by Ram Forest Products.

JULIAN & SONS -

Continued from page 20

clientele, Tom designs custom room environment and furnishing projects, and has also worked closely with architectural and design firms to coordinate an integrated finished product. Such attention to detail continues in the hand-finished portion of the Julian & Sons' production process, which includes several stages of sanding (ending with 0000-grade steel wool) and a hand-rubbed application of Danish oil finishes both before and after on-site installation. "We order wiping cloths by the pound for the rub-downs between each coat of oil," said Tom.

In order to offer one-source to busy executive-grade customers, Julian & Sons also provides on-site installation of the entire project's cabinetry, millwork, desks and other room features. The company's projects have taken Tom and his team to locations throughout the continental United States, Puerto Rico, the Hawaiian Islands, and Africa.

"Since 1998, we have reached our customers by participating in the Safari Club International trade show and by advertising in two high-end outdoor sportsmen's magazines," said Tom. "Most of our customers are quite traditional in design preference, which is why most of our work follows an 18th or 19th century Colonial American design that is never outdated."

In addition to Tom, key personnel at Julian & Sons includes Jacob Julian, administrative director; Joseph Julian, shop production director; James Julian, finish carpentry supervisor; Jason Julian, installation supervisor; Terrah Fletcher, office manager and accountant; and Daniel Earnst, project coordinator and OSHA controller.

For more information about Julian & Sons Fine Woodworking, visit the company's website at www.julianandsons.com or contact them at 501-362-7933.

IWPA - Continued from page 43

receptions, dinners and a convention-closing banquet, as well as an annual golf classic.

The World of Wood 2010, IWPA's 54th Annual Convention, will be held March 24-26 at the Eden Roc in Miami Beach, Fla.

The IWPA's offices are located in Alexandria, Va., which can be contacted by phoning 703-820-6696.



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HIGH POINT - Continued from page 26

Cherry and Ash solids, Hudson, N.C.; Universal Furniture, Poplar solids, High Point, N.C.; Vermont Tubbs, solid White Ash, Whitefield, N.H.; Hooker Furniture, Hardwood solids, Martinsville, Va.; and L&JG Stickley Inc., Birch and Maple solids, Manlius, N.Y.



Maple and Poplar solids are used to comprise this colorful Cottage Collection bedroom suite, exhibited by Vaughan-Bassett Furniture.

Days of educational seminars offered expert advice to those who attended, but many also gleaned helpful information from their peers in the industry. The majority of the sources in attendance echoed the same sentiment that a turnaround in business is not expected this year. However, most agreed that the economy has hit a bottom and a recovery will simply take time. Overall, the exhibitors questioned felt a turnaround will begin mid-2010, but all predicted the industry will be 'different' than it was. None felt the industry would return to 2007 levels, however, the consensus was also that the current turn of events is not as bad as the recession of the late '70s and again in the early '80s. That's when the country suffered under prime interest rates that soared to 21 percent, and houses were being mortgaged at 18 percent.

Among more than 2,000 exhibitors in the 12-million-foot showroom were several newcomers, which included Primo Designs, manufacturer and distributor, Hayward, Calif.; Andre Originals Mfg. Co., Rahway, N.J.; Clayton Oxford Designs, Winston-Salem, N.C.; Berg Furniture, Barrington, N.J.; Design Workshop, Indian Orchard, Mass.; and Southeastern Kids, High Point, N.C.

About the Market's 100th Anniversary theme, Brian Casey, president and CEO of the High Point Market Authority, said, "We chose '100 Years New' because we believe the most important aspect of our Market's history is the firm foundation that has been laid for the future. As evidenced by the number of industry professionals that traveled here this week, the High Point Market is as relevant to its constituents today, in what may be the most challenging of economic times this industry has experienced in decades, as it was to those who traveled here a century ago for the very first Spring Market."

Home office products in many smaller con-

figurations proved popular with dealers in search of savvy, smart new styles. Exhibitors said this trend is linked to the volume of smaller homes now, in addition to dependence on laptops by the American consumers. Other items particularly successful at High Point included modular home office furnishings as well as mix-and-match items.

This fall's High Point Furniture Market will be held Oct. 17-22, followed by the spring 2010 Market on Apr. 17-22.

For more information, to go the organization's website at www.highpointmarket.org.



SOUTHEAST TRENDS -

Continued from page 8

starting to strengthen and realtors were beginning to see more traffic due to the tax credit for first time buyers as well as low mortgage rates.

The Letter also projected foreclosures to keep pressure on prices for another year. In Florida and other areas where foreclosures are widespread Kiplinger forecast a drop in the national average by 10 percent through the first quarter of 2010. A pick up in the building industry is not forecast until 2010. With unsold homes about 1 million higher

Please turn to page 59

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Who's Who

IN HARDWOOD PURCHASING

Bobby Atkinson purchases lumber for **Somerset Wood Products** (Burnside, Ky.), **Somerset Hardwood Flooring** (Somerset, Ky.), **Interstate Hardwoods** (Munfordville, Ky.) and **Crossville Hardwoods** (Crossville, Tenn.).



Somerset Wood Products manufactures unfinished and prefinished Hardwood flooring and Hardwood lumber (S2S, SLR1E). The company purchases 65 million board feet annually of Red and White Oak, Poplar, Ash, Hickory, and Hard and Soft Maple. Somerset provides container and export prep for lumber.

Somerset Wood Products is a member of the National Hardwood Lumber Assoc., Kentucky Forest Industries Assoc., American Hardwood Export Council, Hardwood Manufacturers Assoc., Appalachian Hardwood Manufacturers Inc., and the National Wood Flooring Assoc. Atkinson is a member of the Christian Lumbermen's Assoc., the Classic Chevy club and various automotive clubs.

Atkinson has been in his present position for over four years. He began his career as a lumber inspector in 1995 after attending the National Hardwood Lumber Assoc. Autumn Inspection School. His other responsibilities have included mechanic, product sales, installation and delivery, dry kiln operator/supervisor, planer knife grinding/sharpening and forklift operator.

Atkinson is a graduate of Wayne County High School in Monticello, Ky., and attended Somerset Community College in Somerset, Ky. He has also completed General Motors auto technician certifications, lumber drying courses, forklift certification classes, log grading course, forestry course, business management and safety training.

Atkinson and his wife, Misty, have been married for about nine years. He enjoys singing in a southern gospel quartet, restoring classic automobiles and working for Somerset.



Jerry Barben is the lumber buyer for **Wood-Mode Inc.** in Kreamer, Pa.



Wood-Mode Inc. manufactures custom kitchen and bath cabinetry. The firm purchases approximately 10 million board feet annually of Hard Maple, Cherry, Red Oak, Poplar and white pine (No. 1 Common and Better, 4/4 through 8/4, green, rough).

Wood-Mode Inc. is a member of the Penn-York Lumbermen's Club, National Hardwood Lumber Assoc. and the Kitchen Cabinet Manufacturers Assoc.

Barben has been in his present position for about nine years. He began his career in the forest products industry in 1983 for 84 Lumber as a management trainee. His other responsibilities have included rough mill manager, manufacturing manager, lumber sales and retail building supply sales.

Barben received a bachelor's degree in education from Millersville University in Millersville, Pa. He is a graduate of Selinsgrove Area High School in Selinsgrove, Pa.

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

Barben and his wife, Jill, have five children. He enjoys motorcycles, ATVs, snowmobiles, hunting and fishing, woodworking, travel and spending time with his family.

Roger Dettmann is the assistant manager for **Mertins Custom Cabinets Inc.**, located in Nashotah, Wis.

Mertins is a manufacturer of cabinets, mouldings (including custom radius mouldings), countertops, stairways and parts, doors, windows and general custom millwork.

Dettmann purchases between 150,000 and 200,000 board feet of Birch, Cherry, Hard White Maple, Red Oak, Hickory, Poplar, and Northern white pine annually. Mertins employs a small staff of skilled craftsmen whose goal is give the client exactly what they want, the way they want it.

"We produce a high quality product to meet our customers high expectations. All work is welcome, regardless of the level of difficulty involved," Dettmann said.

Born in Watertown, Wis., in 1956, Dettmann has been with Mertins, and in his present position, for approximately 15 years. He previously worked as assistant manager for Lumber Supply Co. for 11 years. Dettman has a son and a daughter and enjoys bowling and playing dart-ball, softball and golf, in his spare time.

Rod Fleming is the plant manager of the wood division and Hardwood lumber buyer for **Grandview Products** in Parsons, Kan.

Grandview Products manufactures a stock line of kitchen and bathroom cabinets, and high-pressure laminate countertops. The company purchases 3 million board feet annually of Appalachian Red Oak and Hard Maple (No. 1 Common, 15/16, 6 to 8 percent moisture content).

Fleming has been in his present position for five years. He began his career in the forest products industry in 1986, working for his dad building doors in his cabinet shop. Fleming has held a number of other jobs in the cabinet industry.

Grandview Products has received a number of awards over the years including: the Kansas Assoc. of Career and Technical Education Award of Merit; the Kansas Department of Aging Employer of the Year; Parsons Chamber of Commerce Business of the Year; Kansas Department of Health and Environment Award for Excellence in Recycling; Parsons Area Community Foundation Award for Affordable Housing Program; Furniture Design and Manufacturing top 300 wood-working companies in the U.S.; the Kansas Department of Commerce and Housing annual regional award; and the *Joplin Business Journal* green manufacturing award.

Fleming is a graduate of Labette County High School in Altamont, Kan. Fleming and his wife of 23 years, Denise, have three children. He enjoys fishing and hunting.



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Lebanon, NH

Please turn the page

David McGowan is purchasing agent for **Harden Furniture Inc.** in McConnellsville, N.Y. The firm purchases approximately 100,000 board feet annually of rift and quartersawn White Oak and No. 1 and 2 Common, Cherry and Ash in 4/4-8/4 thicknesses. McGowan has been with Harden Furniture for 21 years and has been responsible for purchasing and sales for the past five years.



He began in the forest products industry by operating an optimizing chop saw and later moved into lumber grading. A graduate of Camden High School in Camden, N.Y., McGowan attended Mohawk Valley Community College in Utica, N.Y.

McGowan is a member of the New England Lumbermen's Assoc. and National Hardwood Lumber Assoc. (NHLA). He has two children and enjoys attending their school activities, hunting and fishing in his spare time.

Harden Furniture Inc. manufactures case goods and upholstery furniture. The facility has planing, straight line ripping and kiln drying capabilities.

Awarded Silver Exemplary status by the Sustainable Furniture Council (SFC) in 2008, the company is also a member of the NHLA, Sustainable Forestry Initiative (SFI) and the New England Lumbermen's Assoc.

For more information about Harden Furniture and their products visit www.harden.com or email dmcgowan@harden.com.

Dennis Teague is the lumber buyer for **Kincaid Furniture Co.**, located in Hudson, N.C.

Kincaid Furniture manufactures solid wood furniture from Red and White Oak, Cherry, Poplar, Ash and Alder. The firm also makes products from softwoods, including cedar and pine. For its products, Kincaid purchases Nos. 1 and 2 Common in all species, as well as 1F and FAS in 4/4 through 8/4 thicknesses. The company can ship direct and many of its products are still made in the U.S.A.

The company is a member of the National Hardwood Lumber Assoc. (NHLA), the Appalachian Hardwood Manufacturers Inc. (AHMI) and the Appalachian Lumbermen's Club.

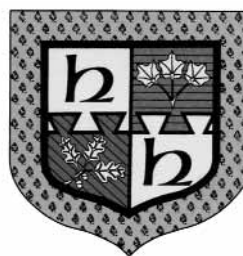
Teague has been employed at Kincaid for the past 11 years. He began his long career in the wood products industry with Broyhill Furniture Industries, where he held various positions. He holds a business degree from Coldwell Community College in Hudson, N.C., and is a graduate of Hudson (N.C.) High School.

Teague has also been a member and served on the board of both the AHMI and the Appalachian Lumbermen's Club.

In his leisure time, Teague enjoys playing golf and riding horses. He has a wife, Luci, and one son.



Charles "Lindy" Markland, Vice-chairman; Bob Moore, Chairman of the Board/CEO; and Dave Redmond, President/COO



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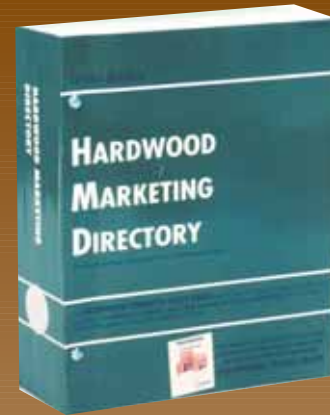


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Left to Right: Al Weston, buyer; Moe Hart, office manager; James Walter, operations manager; Jack Williams, president; and Bo Miller, truck driver



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NHLA

TRADE TALK

Union City, Ind.—Frank Miller Lumber Co. Inc., based here, recently appointed Jack Clark as president and chief executive officer.

Clark brings with him a wealth of experience in the Hardwood industry, most recently as senior vice president of Hardwood and Industrial Products with North Pacific.

He has served on the board and as executive committee member of the National Hardwood Lumber Association (NHLA) and is the past president of the Hardwood Forest Foundation.

Clark and his wife, Edie, have relocated to the Union City area. They have five children located in Hawaii, Missouri, Canada, and Kelowna, British Columbia.



Jack Clark

Frank Miller Lumber Co. is considered one of the world's largest producers of quartersawn Hardwoods, specifically Red and White Oak, Walnut, Cherry, Hard Maple, Sycamore and Hickory.

The family-owned business, established in 1903, continues today with the fourth generation of the Miller family taking part in various aspects of the company.

Martha Miller Mathias remains as Chairman of the Board of FML. For more information about FML and its products and services visit www.frankmillerlumber.com.

Nineveh, N.Y.—Wagner Lumber Co., located here, recently announced Cliff Clune as plant manager. Prior to joining Wagner, Clune was president and manager for Clune Lumber Corp. His first job in the forest products industry was as a lumber inspector in 1972.

A graduate of Hancock Central High School and the National Hardwood Lumber Inspector School, Clune is a former president of the New England Lumbermen's Assoc. A family man, he enjoys time with his wife and six children, playing blues guitar and hiking in the Adirondack Mountains.

The Wagner Companies sell approximately 20 million board feet of green lumber annually and 25 million board feet of kiln-dried with a kiln dried capacity of 2.5 million. They supply the furniture, cabinetry and specialty use product industries worldwide with both green and kiln dried lumber. The firm purchases standing timber from private landowners as well as logs from loggers and landowners throughout New York State and the Northern Tier of Pennsylvania.



Cliff Clune

State College, Pa.—Penn-York Lumbermen's Club members recently gathered here at the Atherton Hotel. Hosted by U•C Coatings Corporation located in Buffalo, N.Y., the meeting covered updates on current legislation and the future of the Hardwood Development Council (HDC).

During the meeting, secretary and treasurer of Penn-York, Tom Johel, U•C Coatings Corp., Buffalo, N.Y., presented a donation check to president of the Hardwood Manufacturers Assoc. (HMA), Terry Brennan, Baillie Lumber Co., Hamburg, N.Y. for HMA's American Hardwood Promotion Program.

The promotion program is a nationwide marketing communications

An update covering the latest news about Hardwood Suppliers.



Terry Brennan and Tom Johel

effort provided by the HMA to build consumer demand for products such as Hardwood flooring, cabinetry, millwork, and furniture made from North American Hardwoods.

A comprehensive website was developed to provide consumers with "how-to projects" that include design and decorating ideas along with care and repair tips. Green design and sustainability information is also provided. More than 20 American Hardwoods in four different finishes are featured.

The guest speaker was Paul Lyskava, executive director of the Pennsylvania Forest Products Assoc. (PFFA).

The HMA supports research projects that position American Hardwoods as cost-effective, sustainable, healthy and aesthetic choices for all-natural building materials. For more information visit www.hmamembers.org.

Founded in 1952, Penn-York Lumbermen's Club is comprised of lumber industry professionals in the Pennsylvania/New York region of the country. Club president is Randy Flament with Emporium Hardwoods who can be contacted at 814-486-3764.

Akron, Ind.—Pike Lumber Co., located here, recently installed River City Software's PictureTally Line Scan system. The system, which produces high-resolution color pictures of both the top and bottom boards as they come off the head-rig and re-saw production lines, enables the grader to make grading and ripping decisions by looking at the monitors.

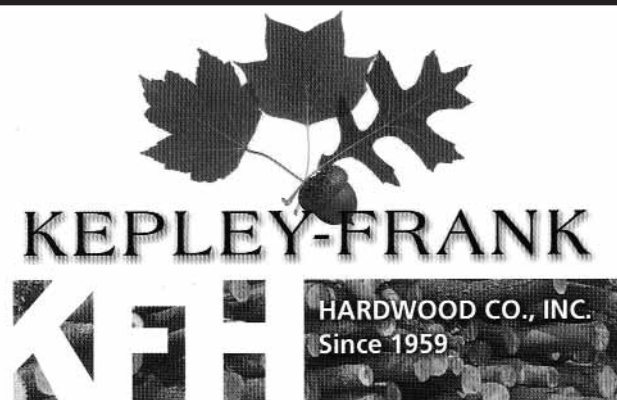
Larry Hunter of Pike Lumber Co. said, "The PictureTally Line Scan system is a key part of our optimized edging system. These pictures eliminated having a man on the floor and any board flipping. Our grader sees both the top and bottom of every board."

Pike Lumber Co. is Northern Indiana's largest manufacturer and distributor of quality Hardwoods to buyers such as the cabinet, millwork, furniture, and musical instrument industries.



Larry Hunter

Please turn the page



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- 2.) Our modern planer mill runs two shifts to ensure on time shipments of our lumber to customers. We deliver kiln dried or air dried lumber and offer export preparation and on site container loading.
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*Through Jimmy Kepley acquiring Lexington Home Brands' plant #2 in Lexington, N.C., and naming the operation Linwood Furniture, Inc., his company offers kiln dried lumber from Linwood's eight dry kilns with a total dry kiln capacity of 600,000 board feet per charge. The furniture plant is also offering the service of contract furniture manufacturing and the manufacturing of wood components for other furniture manufacturers and other woodworking companies.



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TRADE TALK - Continued

The firm offers exact specifications for widths, lengths, color, inspection and kiln drying.

With 180 employees at two plants in Akron and Carbon, Ind. the company has three main divisions: The Forestland and Timber Procurement Division which employs over 20 degreed foresters and forestland managers, a sawmill division and a distribution division.

For more information about Pike Lumber Co. and their products visit www.pikelumber.com or call direct at 574.893.4511.

Alberta, Canada—McKillican American, based here, recently expanded into the Phoenix, Ariz. market with the acquisition of American Hardwoods from Patrick Industries.

Patrick Industries acquired the Phoenix operation two years ago and added a complete hardware line, additional decorative surfacing and high pressure laminate products. McKillican plans to expand those lines as well as add a vast assortment of Hardwood and panel products.

McKillican's offering will also include a line up of certified wood products, and American Hardwoods will be added to McKillican's status as a certified chain-of-custody distributor.

McKillican American operates 21 distribution facilities in Canada and the U.S. with locations from Hawaii to Texas.

For more information visit www.mckillican.com.

Greensboro, N.C.—Columbia Forest Products, based here, recently received written approval from the California Air Resources Board (CARB) to be exempted from routine formaldehyde emissions testing for its veneer core Hardwood plywood products manufactured with soy-based PureBond formaldehyde-free resin technology.

The exemption was granted in the No Added Formaldehyde (NAF) resign category and will last for two years.

President and CEO Brad Thompson said that the exemption "testifies to our decision to convert away from urea-formaldehyde adhesives throughout our seven plywood operations in favor of our PureBond formulation. Over 35 million panels later, we are proud to offer our customers a formaldehyde-free veneer core panel as our mill standard with improved moisture resistance as an added benefit."

For more information visit www.cfp-wood.com or email cfpmarketing@cfp-wood.com.

High Point, N.C.—Appalachian Hardwood Manufacturers Inc. (AHMI) participated in its first exhibit in China at the International Woodworking Machinery and Furniture Raw Materials Fair in Guangzhou, China.

TRADE TALK - Continued

According to the association's newsletter, more than 40,000 furniture, flooring and cabinet manufacturers from across southern China attended the sixth annual event. AHMI's space was located in the Appalachian USA Pavilion that was organized by the Appalachian Regional Commission.

"The show was very well attended the first two days and we gave out hundreds of AHMI promotional pieces and export guides," said AHMI president, Tom Inman. "We printed materials in Chinese and our member companies had representatives in our space who spoke Chinese so we were able to communicate our message very well."

Inman also worked in a neighboring booth, the American Hardwood Export Council booth and distributed hundreds of brochures on American Hardwood grades, species and characteristics.

Chicago, Ill.—Members of the Window and Door Manufacturers Assoc. (WDMA) are addressing the Environmental Protection Agency (EPA) investigation into whether regulatory or other action might be appropriate to protect against potential risks posed by formaldehyde emitted from certain pressed wood products.

The WDMA is concerned with the difficulty of meeting and managing a national program on formaldehyde, in a cost efficient manner, specifically for products with limited risk. According to WDMA vice president of advocacy and technical services, Jeff Lowinski, "WDMA wants to ensure that if there is to be a national program it must be based on sound science and knowledge that it is going to be meaningful. It also needs to preempt individual state regulations. Otherwise, multiple state regulations will likely continue, with multiple compliance requirements, labels and confusion."

For more information visit www.epa.gov or contact EPA staff at 202.566.0484.

Washington, D.C.—The American National Standards Institute (ANSI) recently approved the National Green Building Standard. This green building rating system was the first to be approved by ANSI. According to Kathy Abusow, president and CEO of the independent Sustainable Forestry Initiative (SFI), this is good news for third-party forest certification.

A joint effort between the International Code Council (ICC) and the National Association of Home Builders (NAHB), the National Green Building Standard referred to as ICC-700-2008 applies to all residential construction work in the U.S. including single-family homes. Credits for wood and wood-based materials are given to all credible third-party forest certification programs including the SFI program.

Tyrone, Ga.—The Southeastern Lumber Manufacturers Association (SLMA) recently joined the National Association of Manufacturer's (NAM) Net Operating Coalition.

Included in the stimulus bill was a 5-year carry back for net operating losses but the bill limited the relief to small companies with annual gross receipts of \$15 million or less. The Coalition is a lobbying effort towards Congress members to have the \$15 million cap removed.

Lobbyist for SLMA, Tom Cator is attending NOL Coalition meetings and reaching out to members on Capitol Hill to educate them on the issue.

For more information, contact Christy Sammon at 770.631.6712.

Washington, D.C.—The National Lumber and Building Material Dealers Assoc. (NLBMDA) is calling on members of Congress to oppose the "Employee Free Choice Act" which was recently introduced in the U.S. House of Representatives and Senate.

"At a time when our economy is struggling and the housing market continues to have many challenges, the Employee Free Choice Act will destroy jobs and hobble businesses that are already struggling in this recession," said president and CEO of the NLBMDA, Michael O'Brien.

The legislation also known as "card check" legislation, bypasses the official secret ballot election and instead allows for recognition of the union as the bargaining representative once it presents authorization cards assigned by a majority of workers that the union is seeking to organize.

"The secret ballot election is a pillar of established labor-management law. This legislation is an undemocratic attempt to overturn decades of established law," O'Brien said.

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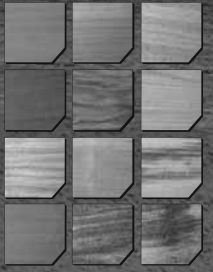
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NHLA NEWS - Continued from page 14

many members the opportunity to expand their sales worldwide. Upgrading international NHLA publications and translating many of them into Chinese was a result of this long-time partnership between these two excellent organizations.

Nowhere is there a better place to meet NHLA's members and to establish and build relationships with the North American Hardwood industry than the NHLA Convention. NHLA will hold its 2009 Annual Convention & Exhibit Showcase, "the global gathering of the Hardwood community" in Boston, Massachusetts from Sept. 30 – Oct. 3, 2009.

The 4-day meeting will be packed full of activities designed to help companies find a competitive edge in a challenging market. The educational seminars will once again cover timely and relevant topics in an industry undergoing quick and drastic change. Last year's topics included Hardwood and the economy, Hardwood certification, and market updates and the panels consisted of some of the top experts in their fields. This year's seminars will address similar issues.

Above all else, the Convention is a place to do business, and any company involved in the business of Hardwoods is encouraged and welcome to attend. The 2008 Convention included attendees from over 17 countries, international market updates and special events to connect buyers and sellers. The Exhibit Showcase allows companies to display the latest Hardwood products and services while also further connecting the producer and the manufacturer. Please visit www.nhlaconvention.com to learn more or to register to attend.

HMA & SOLID HARDWOOD PROMOTION -

Continued from page 16

rience make you an excellent "cheerleader" for the Hardwood cause. Help spread the word.

For HMA membership and American Hardwood Promotion Program information, visit our websites at www.HardwoodInfo.com and www.HMAmembers.org, or contact us at 412.829.0770.

AHEC UPDATE - Continued from page 18

function of seating. Also displayed were the Furniture Design Awards and PLATFORM, a launch pad for entrepreneurial designers – both of which featured American Hardwoods.

The Thai International Furniture Fair (TIFF) in Bangkok was smaller than others, with about 200 exhibitors but, according to the organizers, had set out its stall to the same level of international buyers as Singapore – expecting at least 2,000. "Imagine Green Living" was the theme of the show, although the extensive use of synthetic weave in outdoor furniture did not make much contribution to that sentiment. There were many green products, although none observed as certified by FSC, but a great deal of plantation rubberwood, acacia and local Thai species including mango.

AHEC and American Hardwoods achieved high profile at the show, recognized in the Guest of Honor's (Minister of Commerce) opening speech and with a very well produced Design Camp exhibition - featuring furniture all in U.S. Hardwoods - and a well attended media reception, graced by the Minister. Prominent in this event was the Thai Furniture Industries Association with which AHEC works closely.

The Handicraft & Wood Industry Association of Ho Chi Minh City (HAWA) held its Vietnam International Furniture & Home Accessories Fair – VIFA 2009 in the brand new Saigon Convention & Exhibition Center, a much-needed and improved facility which now meets the needs of international visitors. However several major manufacturers were absent and it was not clear whether this was due to space constraints or their lack of enthusiasm to spend money this year.

AHEC exhibited with a very well located and smartly designed stand featuring a bundle of Red Oak and samples of all main species, together with a continuous video that drew visitor attention. Also well displayed, separately, were the shortlisted entries of the Hoa Mai furniture design competition – all in American Hardwoods.

While there is no doubt that the global economy took its toll on attendance at several of the regional shows, some of the trends identified by AHEC in the region show a promising future for U.S. Hardwoods. Among these trends are:

- Oak remains by far the most important temperate Hardwood in furni-

AHEC UPDATE - Continued

ture production in southeast Asia

- European Beech is rare in furniture in Southeast Asia, although European Oak is well represented

- The trend to dark stained furniture provides opportunities for Tulipwood, Soft Maple, Cottonwood, Willow, Gum, etc., which indicate the need for AHEC to further increase promotion of such U.S. species in the region

- The demand for environmentally acceptable (legal and sustainable) Hardwoods is increasing as Asian manufacturers become more aware of the demands by many of their buyers, requiring AHEC to continue to upgrade its promotion and advertising of the environmental credentials of U.S. Hardwoods

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

SOUTHEAST TRENDS - Continued from page 49

than in years past, there is plenty of inventory on the market.

A Georgia Hardwood supplier said his market was slow due to oversupply and lack of demand. The contact, who cuts Red and White Oak and Poplar said, "Most of the common grades in 6/4 White Oak are moving. When China's business slows down they tend to drop a grade." He also said 4/4 Poplar and Red and White Oak No. 1, 2 and 3 seems to be tightening up.

The source commented that his customers, flooring and furniture manufacturers report slow business. "I do think with the continued mill shut downs and cutbacks, we are beginning to see a tightening of supply which will help," he explained. He added that the company has reduced working hours to a 32-hour workweek.

Transportation costs have not been a factor for his operation directly but others in the industry have been affected to some degree. "I read an article concerning exports and there is approximately 400 steamship vessels out of service. That has certainly pushed some bookings back but we haven't had any major issues with it," he said.

As for the next six months the contact said, "From a mill standpoint the relief that we're going to get is going to come from the lack of supply. People are still using wood. The problem is that most mills including us, ramped up for a market with 2 million housing starts and when the market took off it took six to eight months to ramp up to maximum production capability. Obviously it's going to take at least that long or longer for people to reduce that or shut down all together."

According to National Association of Home Builders (NAHB), 2009 has been a tough year for the home building industry. Housing starts dropped to record lows in a weak economic climate and green home building demand presented hope for the future.

Building permits for the Southeast region as a whole, were off by approximately 50 percent compared to the same time last year. State by state reports included: Georgia at 3.13 (data by thousand) compared to 7.93 in 2008; North Carolina at 5.14 compared to 12.11 thousand, also in '08.

"Green homes represent hope and the future is green home building," Green Builder Advocate of 2007, Don Ferrier of Ferrier Custom Homes said at a NAHB's 11th annual National Green Building Conference and Awards Ceremony.



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LAKE STATE TRENDS - Continued from page 8

seating is one of our hottest sets. Customers out shopping for furniture see it in the window and stop in to buy it," he said.

In Minnesota transportation costs were reported as an area of slight concern, although gasoline prices rose only 10 cents per gallon, still \$1.14 less than a year ago. Lumber prices continued to decrease for the state and were reportedly 10 percent lower, according to The Beige Book. The Book's recent report said that manufacturing activity had decreased with a broad base of manufacturer's reporting weak orders and a diversified manufacturer noted large declines in every segment apart from the municipal market. The Book's recent reports from commercial, industrial and residential real estate contacts indicated a continued slow down in economic activity.

A Hardwood lumber supplier in Wisconsin reported a depressed market. "Prices are much lower than the market reports reflect. The contact that supplies Red Oak, Poplar and Basswood said phone calls have picked up but the inquiries have "mostly been just price quotes."

"Transportation is easier because there are more trucks available, but you can't fill a truck without an order," the contact said. "What we're looking for and preparing ourselves for in the next six months is actually an increase in interest rates inflation and such which would affect us as far as holding inventory," the source said regarding the near future outlook. As for long term, she stated, "I don't look for any real improvement until 2010."

In Michigan, a Hardwood lumber supplier agreed that conditions are challenging. "It's tougher than six months ago that's for sure. Consumer confidence is not there. There's plenty of lumber on the market but things aren't moving as fast as they were a year ago," he said.

The source, which supplies all Hardwoods said, "all species are slow, it's flat across the board." Concurrent with others in the region, the supplier also said transportation was not an issue but expected it to become one in the coming months. "The price of fuel has been steady but it is starting to go up now as summer comes along." Looking ahead the contact said the next six months would present more challenges.

Pro Sales Magazine recently reported that LEED certifications and registrations continue to climb, despite the current market. According to the article, home builder interest in U.S. Green Building Council's (USGBC) LEED for Homes green building certification program continues to climb, and houses registered this year could exceed 1 percent of new-home starts. The group's vice president of residential development, Nate Kredich said that LEED for Homes project registrations have surpassed 8,500, which is an increase of 5,000 from October 2008.

"Regardless of the down housing market, projects that have that determined focus on sustainability are moving forward," Kredich said. "Our numbers are moving opposite the market."

Kredich also said that interest in LEED for Homes spans all sectors, with affordable housing gaining a surprising 40 percent share of certified units.

Pro Sales said another indicator of increasing homebuilder interest in eco-friendly practice was the response to the inaugural Green Homebuilder's Day at the USGBC's annual Greenbuild conference last fall. Over 1,000 attended the workshop. The goal for USGBC for the remainder of '09 is to exceed a 1 percent market share, which the organization measures by comparing registrations to housing starts. "Based on the way we started the year, we're well on our way to exceeding a 1 percent share," a representative for USGBC said.

In related news, a new study from The Freedonia Group Inc., an industry research firm based in Cleveland, Ohio said the U.S. market for green building materials generated sales of almost \$57 billion in 2008, and is projected to expand 7.2 percent annually to over \$80 billion in 2013. Green building materials are expected to account for an increasing share of materials used but growth was forecast to be primarily driven by the recovery of the residential market through 2013 as it rises from 2008's depressed level.

WEST COAST TRENDS - Continued from page 8

going again."

According to recent reports from Builder Magazine new home sales in Stockton, California are at the lowest levels since the housing downturn began. However, in recent weeks builders are nonetheless getting some optimism from increased traffic and inquiries.

Robert Rivinus, president and CEO of the California Building Industry Association, said, "We are hopeful that sales will continue to increase over the next few months, helping to restore consumer confidence, clear out inventory and get job-generating home construction back to healthy levels, which will go a long way towards reinvigorating our economy."

Builder permits for single-family homes recently totaled 30 for Stockton. Notably the lowest monthly tally of the downturn compared to previous months that totaled 50 and 46. Builders are hopeful the recent tax credits will boost sales. The state is giving up to \$10,000 in tax credit for a new home primary residence purchase. A federal credit of up to \$8,000 is also available for first-time homebuyers.

President and CEO of Stockton based realty group, Florsheim Homes, Joe Anfuso told the magazine that extra sales could be attributed to the tax credits. "Tax credits combined with the low interest rates are getting some people off the fence," he said.

Another source in California said that demand for wood fiber products is very low. "This downturn is not isolated to just wood fiber or lumber, it is affecting almost every industry," the Hardwood supplier said. "The current situation finds us with our next problem being: will we have enough production later this summer and fall to go around? Many sawmills have closed permanently and many have 'mothballed' until they see better prospects arise. We've had a very wet spring throughout Appalachian timber area that has created a very low inventory of logs."

In reference to product on the market currently, the source said there is an overabundance of lumber products. "Most kiln drying facilities have very ample inventories that must be worked through. I feel we're at or near the bottom of this thing because lumber can't be produced any cheaper," he explained. For the last 60 days however, the contact said his prices have been steady.

Taking a look at the factors involved in today's tough economy he said the price changes forecast for crude oil would have a large impact. "As it did in the first three quarters of 2008, the increase of crude oil prices and transportation cost will largely affect us," he said.

When asked about the next six months the contact said he expects more sawmill closures. "I think we'll see production come in line with demand and there will be some spot shortages of some items. However they will be short lived and the biggest indicator that I've watched for the last 35 years is the housing starts, remodeling numbers and when you see those start to rise, the train gets back on the tracks," he said.

Looking on the other side of the downturn the source doesn't expect a great change in market conditions. "Those that survive this downturn are not going to find a pot of gold at the end of the rainbow. We're going to make decent profits but it's not going to be anything extravagant. Some people are saying if you make it through this you'll get rich. It isn't going to happen that way," he said. "We are headed for a slow, hopefully sustained market probably beginning some time in 2010."

QUEBEC TRENDS - Continued from page 10

ment has added 18,000 square kilometres of land to the amount protected in the province, bringing the total to 135,326 square kilometres. The increase, announced earlier in April, brings the percentage of protected land in the province to 8.12 - just over the eight-percent goal the government set in 2003.

The latest protected swaths comprise half of Quebec's Boreal Forest in the northern part of the province, including more land around George River and eight sites in Nunavik. Environmental groups applauded the

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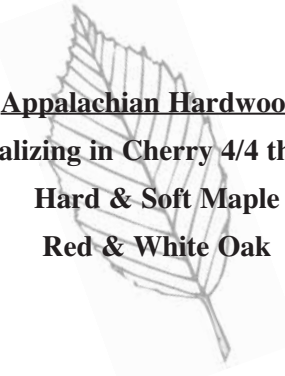
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QUEBEC TRENDS - Continued

move, as well as future commitments to add another four percent province-wide and to protect at least half of northern Quebec. The Nature Conservancy of Canada said Quebec is now among the leaders of conservation in the country in its efforts to preserve the ecosystem and habitats of endangered species.

The Pew Environment Group, which is involved in the International Boreal Conservation Campaign, also applauded the First Nations and Inuit who have decided to protect the land.

"Just five years ago, Quebec was behind the curve in protecting its natural heritage," Mathew Jacobson, of Pew Environment Group, said in a statement. "Now it's on its way to becoming a world leader."

Canada Mortgage and Housing Corporation (CMHC) announced that the seasonally adjusted annual rate of housing starts increased to 154,700 units in March from 136,100 units in February.

"Higher multiple starts in Ontario and Quebec were the main contributors to the rise in new construction activity in March," said the Chief Economist at CMHC's Market Analysis Centre. "While the multiples segment experienced the largest increase, the overall boost in starts was broad based, encompassing the singles segment as well."

The seasonally adjusted annual rate of urban starts increased 17 percent to 127,900 units in March. Urban multiple starts increased 28.3 percent to 81,500 units, while urban single starts moved up by 1.3 percent to 46,400 units in March.

March's seasonally adjusted annual rate of urban starts increased by 35 percent in Ontario and by 23.3 percent in Quebec.

Rural starts were estimated at a seasonally adjusted annual rate of 26,800 units in March.

New home construction is now at a more sustainable level after having been exceptionally strong over the past 7 years, exceeding 200,000 units per year, concluded CMHC.

ONTARIO TRENDS - Continued from page 10

munities and workers who depend on the forest sector weather the current economic storm," said Minister Blackburn. "By targeting the marketing and innovation side of our forest industries, our Government is not only helping this sector during these current challenges, but we are also giving this sector a stronger foundation for the future."

As outlined in Canada's Economic Action Plan, the Government of Canada will invest: \$40 million to expand domestic and international markets for Canadian forest products as well as \$10 million to support large-scale demonstrations of the use of Canadian wood in construction; and \$80 million to support the development of next-generation forest products and another \$40 million to develop pilot-scale demonstrations of these products leading to commercial applications.

These new investments are endorsed by Canada's forest sector and address its priorities outlined during the 2009 pre-budget consultations. They will help the forest sector meet current competitive challenges as well as strengthen its ability to compete in a changing global marketplace.

Statistics announced for institutional components reveal that following a 64.2 percent increase in January, the value for these permits declined 56.4 percent to \$363 million in February. The decrease came mainly from construction intentions for medical buildings in Ontario and Quebec and a decline in permits for educational institutions in Ontario and Alberta.

Permit values for the commercial component declined 20.4 percent to \$972 million. This decrease came largely from construction intentions for office buildings and recreational buildings in Ontario. However, British Columbia experienced the strongest growth in this component.

OBITUARIES

Walter M. Fields Jr.

Walter Marley Fields Jr., 85, died recently after a short illness. He was a lifelong Memphis resident. He graduated from the National Hardwood Lumber Association (NHLA) Inspection Training School. After graduation, he worked as a lumber inspector for the James E. Stark Lumber Co., Memphis, and was promoted to the position of lumber buyer.



He founded Walter M. Fields Lumber Co. in 1960 as a wholesale Hardwood lumber business. The firm operates today as a Hardwood lumber concentration facility in Memphis. Fields served as director and president of the NHLA and received the Lumberman of the Year Award.

Fields graduated from Christian Brothers High School in Memphis. He later served the United States Marine Corps in the South Pacific with the Sixth Marine Division, fighting in the battle of Okinawa.

He was preceded in death by his wife of 57 years, Shirley Mott Fields; his parents, Walter M. Fields Sr. and Mae Zanone Fields; and three sisters, Virginia Mae Fields, Mary Catherine Venters and Dorothy Covington. He is survived by two sons (Memphis), six grandchildren and two great-grandchildren and his special friend Liz Jackson.

Services were held at Saint Louis Catholic Church, Memphis. The family requests that memorials be sent to the Monsignor Paul W. Clunan Endowment Fund, c/o Saint Louis Church; Christian Brothers High School; the Alzheimer's Association or a charity of the donor's choice.

Eugene Ernest Freeman

Eugene Ernest Freeman, 79, retired president of Freeman Corp., located in Winchester, Ky., recently passed away in Boynton Beach, Fla.

Freeman received his master's degree in forestry from Syracuse University and went on to work at George G. Tomlinson Co. in Winchester, which was founded by his grandfather in 1914. After his grandfather's death in 1953, Freeman became president. He retired in 1993.

John Grunwald

John Grunwald, 73, of Nashville, Ind., recently passed away. Grunwald worked with David R. Webb Co. in Edinburgh, Ind. for approximately 50 years.

Grunwald's first job with the David R. Webb Co. was as a summer laborer in 1954 and 1955. From 1957 to 1960 he worked in the Log Department, starting as a log buyer trainee and then a log buyer, and from there he successfully worked his way through the production and sales departments until he became president in 1973.



Throughout his career he served on many forest products industry committees including the American Hardwood Export Council and the Hardwood Plywood Veneer Association, among others.

"John was a visionary for Bradford Forest and will be greatly missed," Mark Conolly, president of Bradford Forest, said.

In lieu of flowers, Mrs. Grunwald has requested that any donations be made to Brown County Humane Society, 128 State Road 135 South, Nashville, Ind., 47448 (812-988-7362).

John Joseph Haggerty

John Joseph Haggerty Jr., 92, of Rocky Mount, N.C., recently passed away. Born in Elm City, N.C., on March 15, 1917, to the late John Joseph Haggerty Sr. and Pearl Williams Haggerty, he attended Mount Saint Mary's College, The University of N.C. at Chapel Hill and the University of Virginia at Charlottesville.

Haggerty served in the United States Navy during World War II as an airship pilot stationed in Lakehurst, N.J. A member of Our Lady of Perpetual Help Catholic Church, he was a lumberman for 70 years serving as president of Williams Lumber Co. Inc.

According to relatives and friends, Haggerty was a waterfowl enthusiast who especially enjoyed time spent at the Loose Goose cabin on the Alligator River. His wife, Mary Mildred Lea Haggerty and his daughter, Barbara Pell Haggerty, preceded him in death. Haggerty is survived by his brothers, Cash W. Haggerty of Rocky Mount and James A. Haggerty of Smithfield, Va.; and sisters, Loretta Salisbury of Rocky Mount and Jean Kilby of Tarboro.

He is also survived by a son, John Joseph Haggerty, III and wife, Debbie, of Rocky Mount, and daughters, Mary Bruce Ricks and husband, Robert, of Florence, S.C., Lea Barbee and husband, Butch, of Sims, N.C., and Anna Branch and husband, Vaughan, of Cape Carteret, N.C.; grandchildren, Mary Burton Lewis and husband, Todd, of Wilmington, N.C., John Joseph Haggerty IV and wife, Kandy, and William Shepard Haggerty of Rocky Mount, Layne Haggerty Hutchinson and John Foster Hutchinson of Raleigh, N.C.; great-grandchildren, Mary Hannah and Tanner Lewis, Parker and Holden Haggerty.

In lieu of flowers, memorial donations may be made to the Our Lady of Perpetual Help Catholic School H.S.A. Playground Fund, 315 Hammond Street, Rocky Mount, N.C. 27804. Online condolences may be sent to the Haggerty family at www.wheelerandwoodlief.com.



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