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April 2009

Magazine

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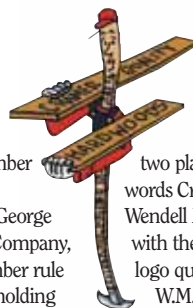
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**4. Atlanta, Georgia
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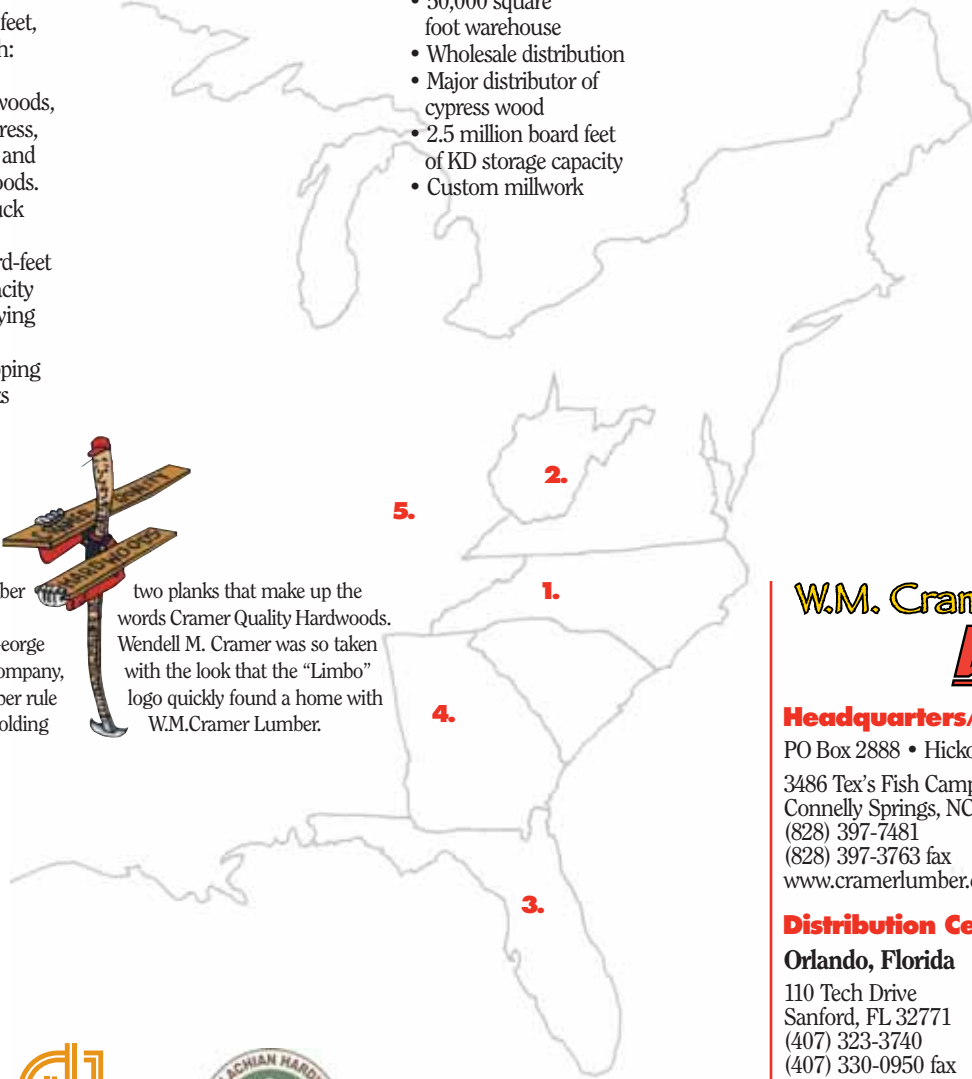
**5. Millwood, Kentucky
Concentration Yard/Kilns**

- 300,000 board-foot dry-kiln capacity
- Container & Truck shipments



"Limbo", the famous lumber rule. Originally drawn by June Myles, daughter of George Myles of Myles Lumber Company, the logo represents a lumber rule wearing a work cap and holding

two planks that make up the words Cramer Quality Hardwoods. Wendell M. Cramer was so taken with the look that the "Limbo" logo quickly found a home with W.M.Cramer Lumber.



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Contents

Features:

Westcoast Hardwoods Introduces FSC Alder	20
Renowned Chef Bobby Flay Depends On John Boos' Quality Products.....	22
Van Millwork Rises Above Slow Market.....	24
Indiana Lumbermen Tackle Industry Issues.....	26
Distinguished Industry Leaders Headline SURFACES.....	34
Quality Attendees Keep NRLA/LBM Expo Spirits High	36
Penn-York Members Gather For New York Meeting	38
New American Home Showcases Green Technology At IBS.....	42
Lumber Certification Debate Gains Momentum.....	44
LAHLC Enjoys Winter Social Gathering	45

Departments:

Hardwood Calendar	4
U.S.A. Trends.....	6
Canadian Trends	8
Eye On Technology	10
NHLA News	12
The Hardwood Council.....	14
AHEC Update	16
Hardwood Federation	18
Who's Who.....	62
Trade Talk.....	66
Obituaries.....	75
Classified Opportunities.....	76
Advertisers Index	80

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

The Cover

American Hardwood Industries produces fine hardwood lumber, logs and by-products through its subsidiaries: Blue Triangle Hardwoods, Emporium Hardwoods, Graham Lumber Company and Northern Hardwoods. With a combined shipping capacity of over 150 million board feet, it is one of the most diverse manufacturers of hardwood lumber in the country. Lumber offerings include ash, Pennsylvania cherry, Northern hard maple, poplar, Appalachian white and red oak as well as birch, soft maple and walnut in a variety of sizes and grades. FSC certified lumber is also available in many species. Export sales are conducted through its Rossi American Hardwoods division. American Hardwood Industries exports to forty plus countries worldwide through its extensive agent network. Please visit the company's website, www.ahwood.com, or email sales@ahwood.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

APRIL

Kitchen Cabinet Manufacturers Assoc., 54th Annual Convention, Loews Ventana Canyon Resort, Tucson, Ariz. **Contact:** 703-264-1690. Apr. 19-22.

Penn-York Lumbermen's Club, meeting, host Penn-Sylvan International, Titusville, Pa. **Visit:** www.pennnyork.org. Apr. 20.

Hardwood Plywood & Veneer Assoc., Spring Conference, Sheraton Atlantic Beach Hotel, Atlantic Beach, N.C. **Contact:** 703-435-2900. Apr. 26-28.

National Wood Flooring Assoc., Annual Convention and Wood Flooring Expo, Long Beach, Calif. **Contact:** Convention@NWFA.org. Apr. 28-May 1.

WCMA, Woodworking Industry Conference (WIC), Ponte Vedra Beach, Fla. **Contact:** 770-565-6660. Apr. 29-May 2.

Appalachian Lumbermen's Club Family Meeting, Ocean Reef Resort, Myrtle Beach, S.C. **Contact:** 800-542-0048. Apr. 30-May 3.

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SOUTHEAST

According to sources in the Southeastern region, railroad ties are selling like “hot cakes,” but they may well be the only cake that’s hot. While the ties are in steady demand most suppliers in the area said other markets are flat. However a few noted some bright spots in specialty and flooring markets. With the advent of the economic stimulus plan some are doubtful that it will offer help and others are optimistic about the amount of time it will take to help.

An Arkansas Hardwood lumber supplier stated, “The only thing that folks are selling across the board are railroad ties. Lumber or any kind of millwork product and even flooring is just extremely depressed,” he said. He also offered that his customers (millwork, cabinet, and flooring manufacturers) were ordering on an as needed basis. “Everybody is keeping very low inventory. Having a ‘just-in-time’ inventory is important now more than ever,” he said. “If you don’t have it in stock or if you can’t get it within a day or two they’ll find it elsewhere.”

The source mentioned lack of demand in the housing market and poor lending practices as the top reasons for the economic slowdown. “Lowering of standards and offering zero collateral loans was using extremely poor judgment and it has come back to bite us. It has taken 10

Please turn to page 57

LAKE STATES

As the global economical crisis continues, sources in the Lake States region appear to be feeling the downturn but there are still some bright spots. For most of the area, Forest Stewardship Council (FSC) Certification is either already attained or high on the list of priorities.

A Wisconsin window and door-manufacturing source said that the company initiative for 2009 was planned and centered on FSC certification and green products.

The contact stated that while business was slow and competition fierce, green products were in demand for the orders that were coming in. “Specialty items are moving right now. Those that are spending, have the reserve to do so and they want environmentally sound products,” he said. “Those products are accounting for the majority of orders.”

The source also commented that “Rustic Alder is hot and Oak seems to be making a bit of a resurgence; Maple has plateaued and Cherry is the most challenging.”

Also in Wisconsin, the Department of Natural Resources recently tripled its FSC certified land. A third party auditing and certification of forest management operations, Scientific Certification Systems (SCS) recently awarded Forest Stewardship Council (FSC) certification to the Wisconsin Department of Natural

Please turn to page 56

WEST COAST

In the face of the poor economy, keeping inventory on the ground for just-in-time orders is making or breaking sales for the West Coast. Sources across the region say that lead-time is currently the best way to remain on the competitive edge. And in spite of the weak worldwide demand, sources say there are bright spots in coastal shipping as well.

A Hardwood lumber, moulding and flooring supplier, Steve Ondich of Atlas Lumber in Chino, Calif., said, “The demand we’re seeing is for just-in-time orders. Keeping inventory ready for immediate shipment has landed us some nice orders.” Referring to current economical woes of the industry, he commented that those who thought they were in a protected market (ultra high-end, commercial, etc.) are now singing the blues along with everybody else. “The slowing economy has crept into almost all sectors. It started last year in tract residential. This year, commercial building and custom residential have followed suit,” he said.

As to the factors in play, Ondich held the bank crisis largely accountable. “Profitable companies do not have access to credit through no fault of their own,” he said. “There are over a dozen mills now stocking Hardwoods in warehouses throughout Southern California leaving

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Canadian Trends

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

QUEBEC

With the reduced demand for interior products made of Red Oak, and other species as well, it is certain that the lower demand for these products in the construction and renovation sectors is affecting Hardwood businesses. Red Oak is fighting for its marketplace with whitewoods and other close-grained species, which are the current trend. Sales of Red Oak is reportedly intense in most regions. As a result, prices have slid down sharply in response to these pressures.

Domestic and international demand for White Oak is ongoing in markets. Prices are mixed, however.

The Hardwood flooring industry is facing growing challenges. Saleability has become an issue for many companies. Some are questioning whether the demand for flooring at the present time is sufficient to keep them in business. There is a wide range of prices surrounding the sale of Oak strip flooring comment some producers. Cash flow is tight, and payment terms are extended out in certain instances.

Raw material demand for the wood pallets and containers' industry has fallen in conjunction with the U.S. economy.

Canada Mortgage and Housing Corporation's (CMHC) first quarter Housing Market Outlook, Canada Edition report notes that housing starts reached 211,056 units in 2008, a decrease from 228,343 in 2007. Starts are expected to be about 160,250 for 2009 and about 163,350 for 2010.

"The new home market is moderating due to a number of key factors," said CMHC's Chief Economist. "The economic downturn will result in a decrease in demand for home ownership leading to a decline in housing starts and existing home sales in 2009. Housing market activity will begin to strengthen as the Canadian economy rebounds in 2010 and the level of housing starts over the forecast period will be more in line with demographic fundamentals."

Please turn to page 59

ONTARIO

Primary and secondary manufacturers continue to seek a balance in production necessary to meet the market's needs. For many, achieving that balance has been difficult, because demand for Hardwood lumber and finished goods has not found a level point. Consumer confidence remains low, and spending is restricted to necessities rather than durable goods, such as furniture, cabinets, flooring, and other Hardwood construction materials. In addition, lending continues to be tight, even to the most creditworthy potential borrowers. In the meantime, contacts acknowledge businesses are in survival mode, waiting for improvements in markets for Hardwood products or enough fallout in production to provide stability.

There is limited market activity for Ash comment some contacts. Supplies are not overwhelming at this time, with prices mixed depending on regions contacted. There is limited market interest for Basswood. Quantities are down and prices are being affected by outside competition. Beech is also suffering, due to the decreased demand for manufactured goods and increased supply competition from other species. The weak and declining U.S. housing sector, along with demand tapering off, are challenging Birch markets.

For the regionally important species, Hard Maple, business conditions are unstable and markets have contracted. Producers have cut back production, lowered their output and inventories starting with timber and log procurement through secondary manufacturing of consumer and industrial goods. The heavy winter snowfall in many parts of Ontario and Quebec could have an impact on log availability during spring. This could cause a decrease in Hard Maple supplies. Buyers are limiting their purchases of kiln dried stocks, however, purchasing only what they need in exact items and quantities.

Soft Maple supplies are ample to meet a reportedly flat to declining demand, and these unstable conditions are keeping prices unsettled for this species.

Please turn to page 60



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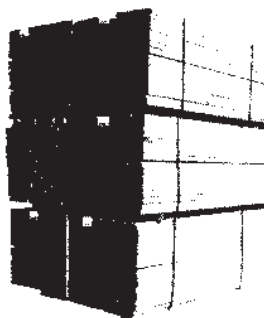
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Eye On Technology

SII DRY KILNS INSTALLS MULTIPLE DRY KILNS AND STEAMERS

SII Dry Kilns of Lexington, N.C., has installed several new dry kilns and steamers across North America over the last several months. "In addition, SII Dry Kilns has also sold and installed a number of heat treaters for the pallet industry and upgraded and expanded a number of control systems," Brian Turlington said.

SII manufactures conventional package-loaded kilns, single and double track-loaded kilns, various types of fan sheds, as well as multi-zoned predryers. The company also manufactures pallet-sterilizing equipment and employs more than 60 employees at their plant in Lexington, N.C.

Oakcrest Lumber Inc. headquartered in Buena Vista, Ga., recently added two new SII Dry Kilns to their Newport, Tenn., Appalachian Hardwood concentration yard, which brings the total dry kiln capacity for the Newport facility to approximately 320,000 board feet. General manager for the Tennessee facility, Rick Cook, said that the yard has approximately 1.5 million board feet of upper grade Red and White Oak inventoried. The yard also has a new wood-fired boiler system and plans to install a total of six to eight more dry kilns from SII Dry Kilns.

Oakcrest Lumber Inc. manufactures approximately 17 million board feet of Hardwood lumber and produces approximately 14 million square feet of Hardwood flooring annually. The Georgia facility has an average Hardwood lumber inventory of 5 million board feet and has 600,000 board feet of kiln capacity.

MacBeath Hardwood Co. based in Edinburgh, Ind., recently added a Walnut steamer and three new dry kilns, all from SII Dry Kilns. A representative of MacBeath said that the new installation would provide the company with a total dry kiln capacity of 600,000 board feet. The Walnut steamer has a capacity of 40,000 board feet and the three new dry kilns have a combined capacity of 100,000 board feet per charge.

Founded in 1943, MacBeath Hardwood Company currently has six facilities in California, Utah and Indiana.

Located in Hazlehurst, Ga., Beasley Forest Products, Inc. recently added two new SII Dry Kilns, which combined with the four existing kilns, puts Beasley's board footage capacity at 520,000 board feet. "The two new dry kilns have 100,000 board feet capacity per kiln and the other four are at 80,000 board feet per kiln," sales director, Linwood Truitt said.

Beasley Forest Products, Inc. produces over 90 million board feet of lumber per year. The company's product list includes Hardwood mat products,



Linwood Truitt



Lee Jimerson

grade Hardwood lumber, crossties, pallet cants and pallet lumber. Beasley's Hardwood grade lumber species includes Red and White Oak, Poplar, Cypress and Ash.

Headquartered in Portland, Ore., The Collins Companies recently installed five new kilns at their Upper Columbia Mill in Oregon. Installed by SII Dry Kilns each new kiln has a capacity of 125,000 board feet per charge.

With facilities in California, Pennsylvania and Oregon, The Collins Companies offers Hardwood

Installation, Products and Services

and softwood lumber, pine particleboard and their exclusive TruWood siding.

Collins manufactures an assortment of high quality wood products including TruWood Siding and Trim, Hardwoods, softwoods and Collins Pine Particleboard. Although Collins is known mostly for its softwoods, the Upper Columbia Mill will produce and ship Collins Pacific Albus, FSC-certified plantation Hardwood lumber.

WOOD-MIZER BLADES INTRODUCES 7-DEGREE PROFILE

Wood-Mizer Blades Division, a manufacturer of narrow band and thin kerf saw blades, has introduced the new 7-degree blade. Eight years ago, Wood-Mizer developed this profile; the blade has just now been added to their broad product line of bandsaw blades.

With a greater hook angle and higher tooth height than the 4 degree and 10 degree profiles, the 7-degree blade saws exotic woods from tropical regions, extreme Hardwoods and seasoned or recycled beams. Frozen logs have successfully been sawed by Wood-Mizer customers.

According to JP Sinclair of Sinclair Millworks in Vermont who used the new 7-degree profile blade in 15 below zero weather to saw a 22" wide Rock Maple, "the blade sang through it beautifully, very impressive."

"Wood-Mizer Blades aims to adapt to changing technology. The 7-degree blade meets the new demand of sawmills, running accurately at much higher feed rates, and cutting through difficult Hardwoods with the efficiency of normal wood," sales manager, Randy Panko said.

For more information about Wood-Mizer Blades, visit www.wood-mizerblades.com or call 1-800-522-5760.



Randy Panko

LMI TECHNOLOGIES INC. ANNOUNCES DISTRIBUTION AGREEMENT

At a recent tradeshow in Stuttgart, Germany, LMI Technologies Inc. (LMI) launched maestro™ to the machine vision industry.

DVC Machinevision bv (DVC) signed a distribution agreement during the show. In the near future DVC will be an LMI Technologies distributor in Belgium, The Netherlands and Luxembourg (BENELUX) for the following LMI product brands: FireSync™, HexSight™ and maestro™.

LMI's business focus is traditionally on OEMs and system integrators for vertical market applications under the Sensors That See™ brand. The LMI in-house research and development team decided to also focus on the general machine vision industry in 2007 with their FireSync™ component platform for vision applications. Currently LMI product offerings encompass HexSight software and hardware, as well as their recently launched maestro line.

For more information about LMI Technologies Inc. visit www.LMItechnologies.com or contact direct at 604-636-1011.



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NHHLA News

NHHLA's Reach Is Global



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

During the later part of 2008, NHHLA completed an image and brand change. The change was undertaken as NHHLA better prepares to serve its members and the industry. It now appears our timing was perfect. The new brand, "Strong Roots. Global Reach." gives NHHLA a defined mission and purpose that will serve our members especially well as we pull together to get through rough times. Here is just a sampling of some of the new programs and adjustments that NHHLA is unveiling for 2009.

Shanghai, China Office: NHHLA officially opened its first overseas office on January 12th in Shanghai, China. Bob Sabistina, previous NHHLA Inspector Training School Director and previous NHHLA Chief Inspector, will oversee the Shanghai office.

Having an NHHLA man in China will serve to demonstrate to our Chinese and Southeast Asia partners our dedication to their market, and our commitment to quality and service.

Certified Wood and the Green Movement: NHHLA is currently preparing an informational brochure that proclaims the natural sustainability and harvesting of North American Hardwoods, while we also organize and consolidate information regarding certification for those companies that are involved with providing a certified product.

International Promotion: With assistance and funding from the American Hardwood Export Council, NHHLA will take the message of quality and dependability of North American Hardwoods to markets around the world. The NHHLA website has also been rebranded and includes complete and up-to-date member information. The site will play a vital role in both domestic and overseas promotions.

NHHLA Inspector Training School Accreditation: NHHLA is working to maximize its potential and promote itself outside the Hardwood industry by becoming accredited through a nationally recognized program. This accreditation could mean that future students may be eligible for Title IV funding, which includes, but is not limited to, federal and state grants, as well as basic student loans.

The School is working with the Accrediting Commission of Career Schools and Colleges of Technology (ACCSC) on the accreditation process, which can take up to two years. If the School is accredited, it can open doors for many potential students that may otherwise not attend the School due to costs and will make the School more competi-

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Hardwood Council Offers *Fast Facts On North American Hardwoods*

The next time somebody asks you a question about Hardwood sustainability, tree harvesting or certification, give them the facts: *Fast Facts on North American Hardwoods*.

The Hardwood Council developed a one-page document on North American Hardwoods concerning issues such as: sustainability; abundance; renewal; harvesting; and certification. The *Fast Facts* were distributed to future architects in the 6,200-member American Institute of Architecture Students (AIAS) organization.

Here are the facts:

Homegrown – Don't search the globe for renewable and sustainable materials: North American Hardwoods fit the bill! From Alder and Cherry, to the Oaks and Walnut – to name just a few – the North American Hardwoods have been bringing warmth and beauty to the built environment for centuries.

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The Natural Choice – North American Hardwoods are the natural choice for environmentally conscious builders, architects and designers looking to specify green materials.

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Renewing Resource – The Forest Service reports that more Hardwoods grow than are harvested each year in the U.S. In the last 50 years, the volume of Hardwoods in American forests has nearly doubled. Supply is increasing, and it is sustainable.

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Life Cycle Costing – When considering life cycle costing, the useful life of North American Hardwoods can span generations, making them more favorable and cost effective than most other materials.

Energy Efficient – It takes less energy to make products from wood than other materials. Making products from aluminum, glass, plastic, cement or brick can require as much as 126 times more energy than making them from wood.

Please turn to page 73



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AHEC Update

AHEC Praises EU Proposal On Illegal Logging Regulation



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

The new EU proposals on the regulation of illegal logging could benefit U.S. Hardwood trade in Europe and will certainly justify AHEC's efforts to influence policy makers and promote U.S. Hardwoods as low risk.

The Draft EU regulation has been through the public consultation process (to which AHEC contributed) and is now being reviewed by the politicians in Brussels. The draft regulation has been influenced by the Lacey Act in the U.S., and would specifically require EU operators (defined as wood importers and primary wood producers) to implement a "due diligence" system in accordance with guidelines established by the European Commission with the goal of eliminating illegally-harvested wood from the marketplace.

If the EU regulation is passed it will mean that individual member states will have to set up a body to regulate wood importers and primary producers. The details of how this policy would be implemented are still being debated but one of the weaknesses of such a system is that EU members are likely to take varying approaches, as they have done with public procurement policies. The aim is to have the regulation on the statute books by the end of 2009 with a two-year introductory period so that full implementation would be unlikely before the end of 2011.

This approach to illegal logging by the EU of "due diligence", effectively means "risk assessment" therefore U.S. Hardwoods are already in a strong position to comply because of the national legality assessment commissioned by AHEC and undertaken by Seneca Creek. The debate in Europe appears now to be shifting to some extent away from certification and labeling with the emphasis firmly back on illegal wood. In fact under this new proposal currently recognized certification schemes, such as FSC and PEFC, will be under pressure to prove legality and this will result in more scrutiny of chain of custody procedures. That is not to say that certification will be irrelevant, as it will remain an important tool to demonstrate the highest standards of sustainability. But it should mean that wood sources, which can demonstrate good legality should not be prejudiced against simply because chain of custody certification is not available.

Please turn to page 73

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HARDWOOD FEDERATION

A Focus On Trade In 2009: The End Of Illegal Logging In Sight?



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

As the Obama Administration turns towards pursuing its own environmental and energy policies the list of the Hardwood Federation's legislative priorities will continue to expand. One of the areas

we are focusing on a great deal, and where we are frankly encouraged, is trade and competitiveness.

The Hardwood Federation (HF) supports a level playing field in international trade and is committed to working aggressively to counter unfair trade practices that put U.S. manufacturers at a competitive disadvantage.

We had several victories in 2008 and we are building on them in 2009.

HF lobbied for and received, with the help of Oregon's Senator Ron Wyden and the Senate Finance Committee, an International Trade Commission (ITC) Section 332 study of the global competitiveness for wood flooring and Hardwood plywood industries. The Senator reported the study is a good first step; however, more emphasis needs to be placed on the problems caused by illegal logging and unfair competition. The U.S. faces an unlevel playing field as a result of these practices and has suffered significant erosion of U.S. manufacturing and market share in domestic markets.

Foreign countries, such as China using government subsidies for their domestic industry, are a serious challenge for U.S. Hardwood businesses to remain competitive and a violation of World Trade Organization agreements.

HF will continue to emphasize the report's findings in all appropriate communications with Capitol Hill and the Obama Administration.

Another success we enjoyed last year that we must build on was the adoption of the Lacey Act Amendments in the 2008 Farm Bill. Supported by a broad coalition of industry, the environmental community, and organized labor, the amendments go a long way to addressing the unfair advantage illegal logging affords some of our industry's competitors.

We will spend 2009 working with the Administration and Congress to ensure the new guidelines are implemented effectively and fairly.

In an excellent sign that our government is taking seriously the competitiveness issues the HF and others have raised, earlier this year we were invited to participate first-hand in a U.S. State Department illegal logging initiative.

At about this time last year, the United States and China entered into a

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Grass Valley, Ore.—Westcoast Hardwoods LLC, headquartered here, recently formed a partnership with a small sawmill located in Chehalis, Wash., to manufacture and market Forest Stewardship Council (FSC) certified Pacific Coast Alder lumber.

Certified since 2008, Westcoast Hardwoods expanded its inventory to include FSC-certified Alder at the request of several customers. Scott Meyers, owner and president of the company, said the product was in short supply, at least in the numbers needed for the firm's industrial accounts.

"Many of our customers have asked for FSC-certified Alder, but until now, no one had really produced it," Meyers said. "We also saw this as a way for us to help the mill, one of the oldest Alder mills in Washington State, to hopefully survive the tough economic climate. In turn, it also helps us meet our needs for FSC-certified

Alder."

A native West Coast species, Alder is heavily favored in rustic applications because its color is 100 percent useable, Meyers said. "It's got an even honey-type color, and is a very forgiving wood," he said. "It's a smaller tight knot product, has considerable screw holding power and can be easily glued. People really like to work with it."

Meyers is a 27-year veteran of the Hardwood forest products industry, and has worked with Alder throughout that time. He began his career with a wholesale company in 1982, and started

Westcoast Hardwoods

BY DAVID OWENS

Introduces FSC Alder



Westcoast Hardwoods LLC in May 2007. One year later, the firm received its FSC Chain-of-Custody Certification (SW-COC-003278) through the SmartWood program.

Meyers said the certification has already paid off big for Westcoast Hardwoods. “We’re involved in the ‘green’ movement so to speak, and I didn’t think that we ever would be,” he said. “But, we had a number of large industrial accounts going FSC, and they wanted us as a supplier to continue along with them.”

Meyers added that he finds it interesting that through FSC he can track the logs purchased from a responsible landowner all the way through their use in furniture, flooring or millwork manufacturing. “It makes you feel good that you’re somehow involved in the process,” he said. “As a company, Westcoast Hardwoods will continue to lessen its carbon footprint by recycling and do anything we

can to help out not only our economy, but also our planet.”

In addition to the FSC-certified Alder, which is currently only produced in 4/4, Westcoast Hardwoods LLC manufactures edge-glued panels, squares, drawer sides, fingerjoint blanks, core stock, cut stock, door stiles and mouldings. The firm also sells non-certified 4/4 through 10/4 Pacific Coast Alder, Maple and Birch lumber

Please turn to page 48

1. Westcoast Hardwoods, located in Grass Valley, Ore., has 4/4 FSC-certified green Alder on sticks ready for the kiln.

2. Superior Grade Alder (4/4 FSC certified) is also available at Westcoast Hardwoods, which is operating with new kiln sticks and bunks, a reset planer and a modified kiln schedule.

3. The company formed a partnership with a Chehalis, Wash., sawmill that operates two kilns with a combined charge capacity of 50,000 board feet.

4. Westcoast Hardwoods owner and president Scott Meyers said he finds it interesting that through FSC he can track the Alder logs purchased from a responsible landowner all the way through their use in furniture, flooring or millwork manufacturing.

Renowned Chef Bobby Flay Depends On John Boos' Quality Products

BY M.A. WALLACE

Effingham, Ill.—

Adapting products for the needs of a new market requires being open to change, and that philosophy has stood the test of time for John Boos & Co. for 120 years.

"The lumber industry will always be a reactive barometer to our nation's economic fluctuations," said Joe Emmerich, who has been company president since 2002. "Changes in our nation's history are a built-in incentive for our company to be very open to the same degree of change." But even though it's bigger and better than ever today, John Boos & Co.'s flagship product is still the commercial foodservice grade Hardwood butcher block and cutting boards.

In 1887, Conrad Boos, Sr. harvested Sycamore from wooded areas around Effingham, processed it at his sawmill and then brought it to his blacksmith shop for finishing. He named his company for his son, John.

The first product innovation was a Sycamore tree on three legs to cushion the blows of the smith's hammer against the anvil. When the town butcher admired the innovation, the company adapted the idea, manufacturing the first Hardwood Boos Block for the meat market. Soon a growing number of commercial meat markets were purchasing the new product to reduce the shock of a meat cleaver against smoke-cured meats.

By the 1940s, butcher blocks were found in every restaurant, food store and butcher shop in America. Along the way, the Boos family sold company interest to the Gravenhorst family, which relocated the

company to its present site at 315 South First Street, expanding with extra buildings and kiln capacity.

By adapting the butcher block to changing market demands, John Boos & Co. also manufactured foodservice tables, worktables and tabletops for the U.S. Army, Navy and Marine mess halls and kitchens during World War II.

In 1955, the company expanded again by adding a dry kiln, increasing its office space

and Suring, Wis., which produce wooden school furniture. The company properties encompass 11 acres, with "two or three acres" of storage yard, according to Emmerich. The company operates four dry kilns (Imrie, Unitemp) that will dry a combined capacity of over 210,000 board feet of lumber.

"Our butcher block tops require quality-controlled drying of lumber to a six- to eight-percent moisture content. All of our lumber for these block tops are processed and glued on the same day," said Emmerich.

The Effingham facility operates on a 40-hour workweek with 150 employees, including one fifth-generation member of the Gravenhorst family. The company's sales force is located at the Effingham facility.

The company currently is processing 4 million board feet of Maple and Oak each year with an average inventory of 1 million board feet. Other species utilized in the company's product lines include Ash, Walnut and Cherry. Because all products are destined for high-end retail and gourmet customers, foodservice dealers and distributors, industrial distributors and supermarkets, all lumber utilized is inspected and graded onsite to achieve customer expectations. To safeguard that quality, John Boos & Co. products are packaged in heavy corrugated wrappings that include end and corner protection for shipment on common carrier trucks.

Please turn to page 53

“Changes in our nation's history are a built-in incentive for our company to be very open to the same degree of change.”

Joe Emmerich, president of John Boos & Co.

and adding more manufacturing space. The shipping docks were enlarged, and warehousing space was added to accommodate the addition of laminated-strip butcher block tops of Hard Rock Maple or Appalachian Red Oak for commercial and residential use. The next three decades would see John Boos & Co. add metal tables with stainless steel, Maple or synthetic tops and a new line of store fixtures, park benches and other butcher-block furniture items to its line of commercial food service products.

Today, John Boos & Co. occupies approximately 150,000 square feet in Effingham and approximately 65,000 square feet of manufacturing capacity in Philipsburg, Pa.,



Pictured is the AB Butcher Block, manufactured by John Boos & Co., located in Effingham, Ill. The Boos Butcher Block has evolved from a commercial meat market product into a high-end commercial and residential food service item. The firm maintains an inventory of 1 million board feet of various Hardwoods.



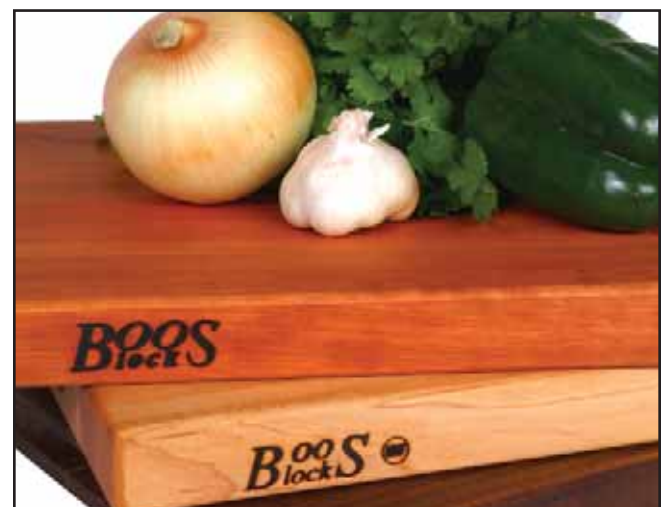
The Harvest Table (Barn Red) butcher block tabletops are among products made from a variety of woods to coordinate with a growing line of John Boos & Co. tables.



This Metro Oasis model pairs butcher block top technology with stainless steel and has resulted in new John Boos & Co. dining room styles.



This Maple butcher block counter is an example of how John Boos & Co. expanded its basic butcher block surface into a full-length countertop product for commercial and residential kitchens.



Some of the best-known chefs in culinary arts use Boos Hardwood Cutting Boards, which are regularly used during a wide range of cooking shows on FOOD NETWORK.

"We have held our own
and have made the
tough decisions to
make it through these
trying times."

James Donlin, president and CEO of Van Millwork

Van Millwork

Rises Above Slow Market

BY MICHELLE KELLER

Bellingham, Mass.— In today's challenging economy, many companies are cutting prices, diversifying products and continuing to search for new business. Van Millwork, a leading New England millwork supplier and interior specialist, is taking an alternate path down a successful road. Ending the fourth quarter of 2008 with sales that mirrored those of 2007, the company remains profitable even as the residential building and remodeling sector plummets 40 percent. "We have held our own and have made the tough decisions to make it through these trying times," explained James Donlin, president and chief executive officer.

The success of this prospering company can be attributed to product offerings, but more significantly to solid professional relationships. Donlin joined the established company in 2007. As the market began to show signs of weakness in the first quarter of 2008, Donlin forged ahead strategically. Expanding Van Millwork's product lines he brought Azek exterior trim and mouldings aboard, along with multiple lines of Hardwood flooring.

To promote the new brands, Donlin put a competitive promotional offering into motion. "Liberate Your Bottom Line," the promo states, as it offers a 3 percent discount for the entire order of 1,000 square feet that includes Hardwood flooring. The offer includes stock inventory of interior and exterior doors, hardware, stair parts, mantels, trim and mouldings. In addition, any order over 1,000 square feet receives a 5 percent discount. This successful promo has increased sales for the firm's flooring and other products.

As the company continues to innovate and introduce new products to accent existing lines, October of '08 brought the introduction of the Van Mantel Collection. These unique mantels come in

18 different designs that vary from traditional to contemporary. They are available in any species including Cherry and Mahogany, and a variety of exotic woods. The company purchases 1 million board feet plus annually of Hardwood species and exotics combined. The mantels are an accent to any existing millwork or Van Millwork's signature style of custom cabinetry, coffered ceilings, paneled walls and other architectural millwork products. The craftsmen at Van Millwork work with designs of their own as well as those of their customers to create a truly novel product.

From cabinets to shelving, built-ins to mantels, the combination of Van Millwork and Van Mantel is now available through select retailers, allowing them the benefit of being able to offer a complete line of custom products to their customers. The marketing department of the firm also supplies retailers with sales techniques, marketing tools and on-site sales training through a competitive SPIF program.

Of the company's four locations, Van Millwork Showroom located in Needham has nine architecturally themed rooms that replicate trim work and flooring for individual periods. The showroom dis-

Please turn to page 54



TOP: The Van Mantel Collection are unique mantels that are manufactured in 18 different designs that vary from traditional to contemporary available from Van Millworks, Bellingham, Mass. The mantels are available in many species, including Cherry and Mahogany, and a variety of exotic woods.

BOTTOM: To promote the new brands, Donlin put a competitive promotional offering into motion. "Liberate Your Bottom Line," the promo states, as it offers a 3 percent discount for the entire order of 1,000 square feet that includes Hardwood flooring.

The firm's reputation for quality work and expert craftsmanship rapidly grew and today the firm manufactures millwork, cabinetry, stair parts, doors, hardware, exterior trim, mantels and most recently Hardwood flooring.

Expanding Van Millwork's product lines Donlin brought Azek exterior trim and mouldings aboard, along with multiple lines of Hardwood flooring.



Indiana Lumbermen Tackle Industry Issues

Indianapolis, Ind.—

The Hyatt Regency Hotel located here was the recent site of the 111th Annual Convention and Exposition of the Indiana Hardwood Lumbermen's Association (IHLA), and was presented by the Indiana Lumbermens Mutual Insurance Co.

Approximately 700 exhibitors, guests and speakers were in attendance as more than 60 companies displayed their products in the exhibition hall. The two-day event was packed with activities and speakers, including Mark Mayberry, a national presenter whose opening address was entitled "You Can Do It," which was geared toward forming a positive mindset in each attendee.

Other key addresses focused on disaster preparedness, superior customer service, a broad overview of the economy, and a look at an independent website that will facilitate global commerce for Hardwoods and the Indiana forest products industry. This was presented by Dr. Eva Haviarova, assistant professor of wood products, Purdue University.

During the IHLA

BY PAUL MILLER JR. AND GARY MILLER

Convention attendees were also able to participate in a Harley-Davidson rally, and were later eligible to participate in a raffle for a Harley-Davidson Fat Boy®.

For more information about IHLA, phone 800-640-4452 or visit www.ihla.org.



Past IHLA presidents at the recent meeting included: (front row, left to right): Dave Bramlage, Roger Presl, Jay Engle, Tom Derleth, Sam Smith, Jim Von Telrop Jr.; and (back row, left to right) Phil Fischer, John Brown, Jim Mulligan, Mark Miller, Gordon Miller, Mick Sweeney, Jim Steen, Stan Messmer, Richard Wertz, Bruce Sweet, Joe Hines and Mike Seidl



Matt Yest, Wolf River Lumber Inc., New London, Wis.; Frank Mainolfi, Weston Premium Woods Inc., Brampton, Ont.; Jay Reese, Penn-Sylvan International Inc., Spartansburg, Pa.; Andrew Robinson, Weston Premium Woods Inc.; and Nick Skudlarek, Salamanca Lumber Co. Inc., Salamanca, N.Y.



John Brown, Pike Lumber Co. Inc., Akron, Ind.; Richard Wertz, Wertz Timber & Veneer LLC, Franklin, Ind.; and Tom Hibdon, Sitco Lumber Co., DeSoto, Texas



Mike Ray, U•C Coatings Corp., Buffalo, N.Y.; and Willem Van Der Wal and Scott Holley, Industrial Timber & Lumber Corp., Beachwood, Ohio



Bob and Mark Miller, and Glenn Durham, Frank Miller Lumber Co. Inc., Union City, Ind.



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



Ray Moistner, IHLA, Indianapolis, Ind.; Gary Middleton, USNR, Thomasville, Ga.; Diane Beauchamp, Northern Hardwoods, South Range, Mich.; and Bob Pope, USNR, Montpelier, Vt.



Mark Metzger, Weyerhaeuser Hardwoods & Industrial Products, Erie, Pa.; Mista Feist, Holmes & Co. Inc., Columbia City, Ind.; and Tony Leanhart, Northland Trading, LaGrange, Ky.



Jack Hatfield and Tom Webb, J.C. Hamer Cos., Kenova, W.Va.; and Paul Staub, Taylor Lumber Inc., Pittsburgh, Pa.



Michael Hilburn, TMX Shipping Co., Wilmington, N.C.; Dave Bramlage, Cole Hardwood Inc., Logansport, Ind.; and Curtis Struyk, TMX Shipping Co., Morehead City, N.C.



Bill Hallanger, St. Croix Valley Hardwoods Inc., Luck, Wis.; Kari Bunting, Wolf River Lumber Inc., New London, Wis.; and Peter Solberg, Coulee Region Hardwoods Inc., Bangor, Wis.



Brian Walsh, Cherry Forest Products, Guelph, Ont.; Bill Rosenberry and Jackie Kriner, Carl L. Rosenberry & Sons Lumber Inc., Fort Loudon, Pa.; and Dennis Reid, Cherry Forest Products



Jon Siebrase, Specialty Hardwoods of Indiana, Nappanee, Ind.; Pete Van Amelsfoort, Quality Hardwoods Ltd., Powassan, Ont.; and Chuck Beatty, Gutchess Lumber, Cortland, N.Y.

Additional photos on next page



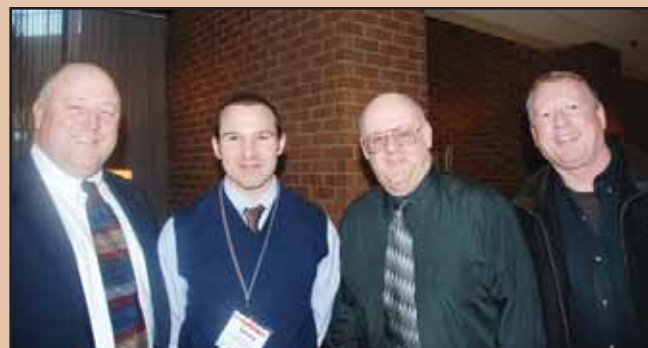
Joe Montgomery and Ray Dillman, Tuscarora Hardwoods Inc., Elliottsburg, Pa.; Marc Shiels, Charles F. Shiels & Co. Inc., Cincinnati, Ohio; and Mark Shaw and Jason Twigg, Tuscarora Hardwoods Inc.



Hal White, Truman & Holland Lumber Co., Lafayette, Tenn.; Marty Cornett, Pine Mountain Hardwood Lumber Co., Whitesburg, Ky.; Matt Tietz, McDonough Manufacturing Co., Eau Claire, Wis.; and John Foley, Pine Mountain Hardwood Lumber Co., Lexington, Ky.



Leah Covington, National Hardwood Lumber Assoc., Memphis, Tenn.; and Milt Cole, Cole Hardwood Inc., Logansport, Ind.



Shawn Covalt, O'Shea Lumber Co., Glen Rock, Pa.; Loren Voyer, Champlain Hardwoods Inc., Essex Junction, Vt.; Garry Drawbaugh, O'Shea Lumber Co.; and Mike Price, Forestry Systems Inc., Summerfield, N.C.



Lenny Shibley, Inter-Continental Hardwoods, Currie, N.C.; Lowell Miller, Hope Hardwoods Inc., Hope, Ind.; Gordon Miller, Miller Custom Hardwoods Inc., Wakarusa, Ind.; and Jay Engle, Koetter & Smith Inc., Borden, Ind.



Don Hanafee, Hanafee Bros. Sawmill Co., Troy, Tenn.; William McNeill, Little River Lumber Co. Inc., Hickory, N.C.; and Brian Popoleo, Highland Forest Resources Inc., Marienville, Pa.



Shaun Cook, C. C. Cook & Son Lumber Co. Inc., Reelsville, Ind.; Don Foley, Foley Hardwoods Inc., Bargersville, Ind.; John Melnick, Peter Thomson & Sons Inc., Alliston, Ont.; and David Wilson, Great Lake Woods Inc., Holland, Mich.



Chuck Ramsbacher, Superior Thermowood of Minnesota, Palisade, Minn.; and Mike Mallin, Midwest Hardwood Corp., Maple Grove, Minn.



Tangi Rider, Taylor Lumber Inc., McDermott, Ohio; and Paul Staub, Taylor Lumber Inc., Pittsburgh, Pa.



Fran Cleereman and Jeff Kueger, Cleereman Sales Inc., Newald, Wis.; Dennis Gustafson, Besse Forest Products Inc., Gladstone, Mich.; Rod Chitko, Cleereman Sales Inc.; and Ed White, Wagner Hardwoods, Cayuta, N.Y.



Jim Mills, Craig Lumber Corp., Collierville, Tenn.; Jamie Straka, Vernon James Co., Hickory, N.C.; and Paula Turlington, Dan Mathews and Thom Brown, SII Dry Kilns, Lexington, N.C.



Jim Burris and Chuck Boaz, Corley Manufacturing Co., Chattanooga, Tenn.; Tommy Steele, Kentucky Tie & Lumber Co., Columbia, Ky.; Ken Morris, Corley Manufacturing Co.; and Bill Steele, Kentucky Tie & Lumber Co.



(Front row, l to r) Bob Pope, USNR, Montpelier, Vt.; Sonia Perrine, USNR, Woodland, Wash.; Gary Middleton, USNR, Thomasville, Ga.; John Seifert, USNR, Chillicothe, Ohio; Ken Grubaugh, Maple Rapids Lumber Mill Inc., St. Johns, Mich.; (back row, l to r) Dale Bradicich, USNR, Salvisa, Ky.; and Larry Fedewa, Fedewa Sales Co., Foreman, Mich.



Kim Haven and Barry Hodgkin, Simply Computing International Inc., Scarborough, Maine



Mike Krol, American Wood Fiber, Circleville, Ohio; Tom Johel, Dave Sondel and Nicole Haas, U•C Coatings Corp., Buffalo, N.Y.; Ed Dallison, Dallison Lumber Inc., Jacksonburg, W.Va.; and Peter Duerden, U•C Coatings Corp.



Larry Cordner, Cummings Lumber Co. Inc., Troy, Pa.; Lance Steckler, Anglo American Hardwoods, Mason, Ohio; John Kestly, Boehm-Madisen Lumber Co., Waukesha, Wis.; and Rick Hetler, Indiana Wood Products Inc., Middlebury, Ind.

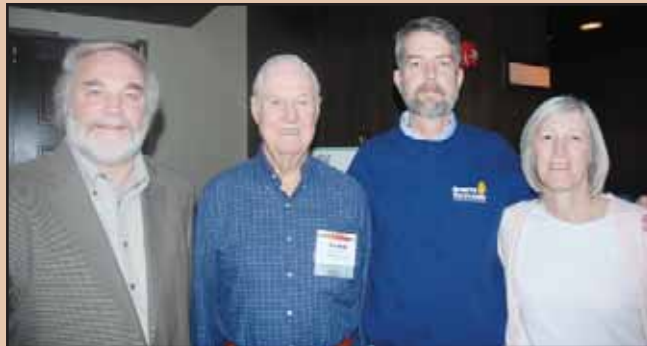
Additional photos on next page



Rob McCarthy, Industrial Timber & Lumber Corp., Beachwood, Ohio; David Yingling, Rex Lumber Co., Acton, Mass.; Jeff Crockett, Pike Lumber Co. Inc., Akron, Ind.; and Tim Webber, CK International LLC, Durham, N.C.



Monte Pope, ISK Biocides Inc., Florence, Ky.



Gordon Miller, Miller Custom Hardwoods Inc., Wakarusa, Ind.; Lou Herron, (retired from Bruce Hardwood Floors), Asheville, N.C.; and Ed and Karen Herron, Granite Hardwoods Inc., Granite Falls, N.C.



Dave Adams, Pennsylvania Lumbermens Mutual Insurance Co., Howard, Ohio



Roger Presl, Quality Hardwood Products Inc., North Manchester, Ind.; Tim Webber, CK International LLC, Durham, N.C.; and Lloyd Lovett, Transit King City/Northway Forwarding, Montreal, Que.



Greg Beaumont, G.L. Beaumont Lumber Co., Ramsey, Ill.; Rick Smrcka, Wolf River Lumber Inc., New London, Wis.; Steve Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.; and Delbert Thompson, Wieland & Sons Lumber Co., Winthrop, Iowa



Todd Houk, Foley Hardwoods Inc., Bargersville, Ind.; Wayne Feltner, MacBeath Hardwood Co., Edinburgh, Ind.; and John Grunwald, guest, Bloomington, Ind.



Jack Grace, Robinson Lumber Co., New Albany, Ind.; Ben Laski, Midwest Hardwood Corp., Maple Grove, Minn.; and Dave White, Menominee Saw & Supply Co. Inc., Menominee, Mich.



Jeff Irwin, Pike Lumber Co. Inc., Akron, Ind.; Sonia Perrine, USNR, Woodland, Wash.; and Chris Herrell, Pike Lumber Co. Inc.



Necy and Mista Feist, Holmes & Co. Inc., Columbia City, Ind.; and Sharon Miller, Miller Custom Hardwoods Inc., Wakarusa, Ind.



Nick Skudlarek, Salamanca Lumber Co. Inc., Salamanca, N.Y.; Marvin Kauffman, Trumbull County Hardwoods Ltd., Middlefield, Ohio; Ken Brakenbury, Babcock Lumber Co., Apex, N.C.; and Trevor Vaughan, Ron Jones Hardwood Sales Inc., Union City, Pa.



Bill Bruckman, B & B Machinery Co. Inc., Elkhart, Ind.; Roy Rentschler, Indiana Dimension Inc., Logansport, Ind.; Debbie Bruckman, B & B Machinery Co. Inc.; and Milt Cole, Cole Hardwood Inc., Logansport, Ind.



Ron Monnoyer and Greg Ochs, PW Hardwood LLC, Brookville, Pa.; and Jerry Thomas, Blue Ridge Lumber, Augusta Springs, Va.



Chris Travis, Jo Ellen Johnston, Tim Leyden, and Criswell Davis, Frank Miller Lumber Co. Inc., Union City, Ind.



Mark Thomas, Superior Hardwoods, Montezuma, Ind.; and Orn Gudmundsson Jr., Northland Corp., LaGrange, Ky.



Sally Johnson, Batey Ltd., Mt. Pleasant, Iowa; Ron Nentwig, Northland Corp., LaGrange, Ky.; and Todd Batey, Batey Ltd.

Additional photos on next page



Sam Smith, Koetter Woodworking Inc., Borden, Ind.; and John Land and Jeff Manges, Cole Hardwood Inc., Logansport, Ind.



Mark Muth, Muth Lumber Co. Inc., Ironton, Ohio; Cindra Zambo, ACES, Division of Kuehne + Nagel Inc., Scituate, Mass.; Steve Houseknecht, Wagner Lumber Co., Owego, N.Y.; and Philip Houseknecht, Wagner Hardwoods, Cayuta, N.Y.



Bill Steele, Kentucky Tie & Lumber Co., Columbia, Ky.; and Kathy and Peter Solberg, Coulee Region Hardwoods Inc., Bangor, Wis.



Mick Sweeney, Majestic Hardwood Lumber Sales Inc., Valparaiso, Ind.; Frank Calhoun, Walnut Street Hardwoods Inc., South Bend, Ind.; and Mike White, Harold White Lumber Inc., Morehead, Ky.



Jay Engle, Koetter & Smith Inc., Borden, Ind.; Tom Imm, Pine Mountain Hardwood Lumber Co., Wheelersburg, Ohio; Billy Hoskins, Pine Mountain Hardwood Lumber Co., Whitesburg, Ky.; and Jerry Koetter, Koetter Woodworking Inc., Borden, Ind.



Normand Langlois, PHL Industries, St-Ephrem, Que.; Gary Miller, National Hardwood Magazine, Memphis, Tenn.; and Geoff Gannon, PHL Industries, Plymouth, N.H.



Steve Merrick, Somerset Wood Products Inc., Somerset, Ky.; Skip Holmes, Thomas & Proetz Lumber Co., St. Louis, Mo.; and George Crawford, Somerset Wood Products Inc.



Jeff Caldwell, Armstrong Hardwood Flooring, Oneida, Tenn.; Troy Jamieson, Somerset Wood Products Inc., Somerset, Ky.; and Brad Froning, Emmet Vaughn Lumber Co., Knoxville, Tenn.



Brad Schroeder, Industrial Timber & Lumber Corp., Beachwood, Ohio; and Joe Hines, Midwest Hardwood Corp., Lagrange, Ind.



Fred Holshouser, Prolift Industrial Equipment Co., Evansville, Ind.; and Bob Ritz, Prolift Industrial Equipment Co., Louisville, Ky.



Jack Meredith, Nova Dry Kilns, New Albany, Ind.



Dennis Gustafson, Besse Forest Products Group, Gladstone, Mich.; Trip Lanham, L & L Hardwoods, Chicago, Ill.; and Trevor Vaughan, Ron Jones Hardwood Sales Inc., Union City, Pa.



Kelly Hall, John M. Wooley Lumber Co. Inc., Martinsville, Ind.; Bob Laurie, L. L. Johnson Lumber Mfg. Co., Charlotte, Mich.; and Mark Imhoff, MacBeath Hardwood Co., Edinburgh, Ind.



Tom Coble, Frank Miller Lumber Co. Inc., Union City, Ind.; and Charlie Steiner, Indiana Wood Products Inc., Middlebury, Ind.



Trisha and Charlie Cook, C.C. Cook & Son Lumber Co. Inc., Reelsville, Ind.



David Yingling, Rex Lumber Co., Acton, Mass.; and Karl Schmertzler, Yoder Lumber Co. Inc., Millersburg, Ohio

Additional photos on page 46

Distinguished Industry Leaders Headline SURFACES

PHOTOS BY TODD LUSSIER

Dallas, Texas— SURFACES 2009 proudly held its first ever General Session at the Sands Expo and Convention Center recently. The session was dedicated to addressing issues directly affecting the floor covering industry. Titled “*Prevailing Through the Current Crisis – An Industry Wake-Up Call*,” the session – consisted of a panel of distinguished industry leaders and addressed how floor-covering professionals might weather the most volatile economy the nation has faced in decades.

SURFACES averages over 900 companies exhibiting in 490,000 net square feet of space with more than 35,000 retailers, distributors, architects, designers, installers and builders and manufacturers in attendance.

“With all the uncertainty facing floor covering professionals today, it’s important that they know what to expect for the future of their businesses,” said Dana Teague, Show Director, SURFACES. “It’s SURFACES’ responsibility as the leading industry event to address these issues front and center. Attendees won’t find an event like this anywhere else.”

The SURFACES 2009 General Session was moderated by Gerri Willis, anchor of CNN’s weekend business program, “Open House,” and personal finance editor for CNN Business News, the division of CNN Worldwide that produces business news for CNN/U.S., CNN International, Headline News, CNN Airport Network, CNNRadio and the website CNN/Money.com. Willis also hosts “Issue #1,” CNN’s special programming focusing on the most important issues according to American voters. Prior to joining CNN Business News in March 2003, Willis was the senior financial correspondent for Smart Money magazine.

Panelists included: Ralph Boe, President and CEO, Beaulieu of America; Tom Davis, President and CEO, Mannington Mills; Tom Lape, President, Mohawk Residential; Randy Merritt, President, Shaw Industries and Frank J. Ready, Executive Vice President, Armstrong World Industries and CEO, Armstrong North American Floor Products.

With the insight from these leading executives and attendees getting the answers to their toughest business questions, the General Session proved to be standing room only. The General Session was sponsored by The Floor Covering Institute and Affluent Insights benefiting the Floor Covering Industry Foundation.

The official sponsor of SURFACES is the World Floor Covering Association (WFCA), the floor covering industry’s largest advocacy organization representing floor covering retailers, contractors and allied service providers throughout North America. The WFCA is a recognized leader in marketing research, industry certification programs, and operates the premier consumer flooring web site, www.wfca.org, providing unbiased information about every type of floor covering and connecting customers to members’ retail stores. The WFCA also influences public policy affecting the floor covering industry and consumers. For more information about the WFCA, visit www.wfca-pro.org.

For more information on SURFACES, visit www.Surfaces.com or call 800.547.3477.



Stan Smith, Johnny White and Larry Methner, Midwest Walnut Co., Council Bluffs, Iowa



Eric Anderson, Pat Fitzgerald, Joet Ferguson and Gary Janelle, Weyerhaeuser, Federal Way, Wash.



Teri Lemon, Mike Gurley and Diana Gurley, Taylor Lumber Inc., McDermott, Ohio



Neil Wenger, Lisa Durban, Tressa Samdal and Tom Foley, Mullican Flooring, Johnson City, Tenn.



Todd Braun, Rob Quilliam and Bob Bennet, Aacer Flooring, Peshtigo, Wis.



B. Shannon Fuller, Cliff De Loh and Richard Lingle, Baker's Creek, Edwards, Miss.



Ron Miller, Wade Bondrowski, Marielle Mercier and David Ferreira, Mercier, Quebec City, Que.



Justin Porter, Steve Arnold and William Qian, Missouri Walnut, Neosho, Mo.



Edward S. Korczak, Jan Landon and Don Conner, National Wood Flooring Association, Chesterfield, Mo.



Paul Stringer, Keith Waldrop and Harry Baker, Somerset Hardwood Flooring, Somerset, Ky.



Bert Gary and D.J. Mear, Coastal Global Resources, Summerville, S.C.



Ken Allen and Diane Pevy, Shamrock Plank Flooring, Memphis, Tenn.



Erin Graf, David Graf and John Nichols, Graf Brothers Flooring Inc., South Shore, Ky.

Quality Attendees Keep NRLA/LBM Expo Spirits High

BY TERRY MILLER

Boston, Mass.—

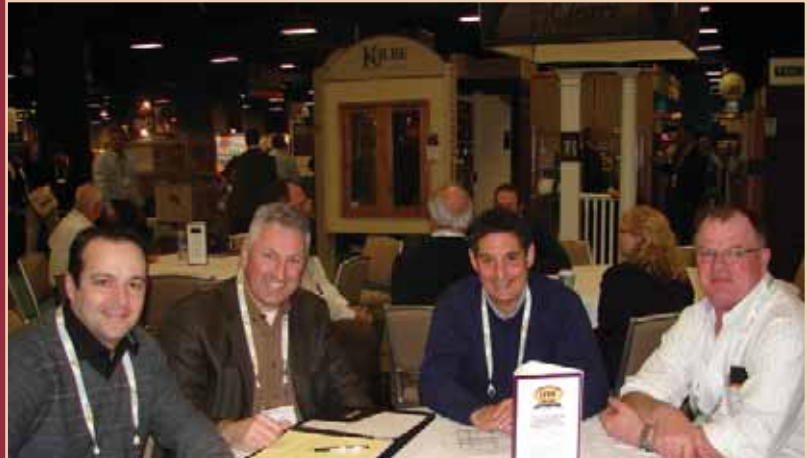
The Seaport World Trade Center here welcomed hundreds of attendees to the recent Lumber and Building Material (LBM) Expo, hosted by the Northeastern Retail Lumber Association (NRLA). Co-sponsors for the annual event were Better Brand, Bonneville Windows and Doors, Boston Cedar, Coastal Forest Products, The Delaney Co., Eastern Insurance, Hood Distribution Huttig Building Products, iLevel by Weyerhaeuser, Pennsylvania Lumbermens Mutual Insurance Co., REEB, Spruce Computer Systems and Typar Weather Protection System.

According to a spokesperson for NRLA, “while there was less attendance at the LBM Expo this year, the major decision makers from retail organizations throughout the northeast were present, and exhibitors were happy with the business they were doing.”

The theme for the three-day LBM Expo 2009 was Mission Impossible: Engineering Prosperity. Daily guest speakers offered insight and advice to those who chose to attend. Topics for some of those educational sessions included: Yardstick for Success: How Does Your Business Measure Up?, Matt Kay, Caturano & Co. Ltd.; Greenbuilding – Can Science Trust Activist Agendas?, Patrick Moore, Ph.D., Greenspirit Strategies; and Strategies For Combating The Industry Downturn, Craig Webb, ProSales Magazine.

In addition to the education aspect of the LBM Expo, various associations in the region were afforded the opportunity to host board of director meetings, membership meetings, and the NRLA hosted an industry recognition dinner.

For more information about NRLA or the LBM Expo, contact the NRLA headquarters in Rensselaer, N.Y., at 518-286-1010.



Denis Dube, J.D. Irving Ltd., St. Clair, N.B.; Andre Beaulieu, J.D. Irving Ltd., St. John, N.B.; Mike Correia, Boise, Nutting Lake, Mass.; and Harold Ouellette, J.D. Irving Ltd., Dixfield, Maine



Randy Kwist and Cindy Carlson, DMSi, Omaha, Neb.



Dale Coatsworth, Nick Georgelis and Bruce McArthur, Weaber Inc., Lebanon, Pa.



Joe Ferrelli, Mark Brassard and Dan Carroll, North Pacific, Concord, N.H.; and Patrick Amato, North Pacific, Springfield, Mass.



Roger Grenier, Goodfellow Inc., Delson, Que.; John Kirk, Curtis Lumber Co. Inc., Ballston Spa, N.Y.; Patrick Steele, Goodfellow Inc., Manchester, N.H.; and Dan Boisvert, Goodfellow Inc., Albany, N.Y.



Bob Keiver, Patti Heintzelman and Kevin Barlow, Keiver-Willard Lumber Corp., Newburyport, Mass.



Bob Keener, Russin Lumber Corp., Montgomery, N.Y.; Ed Downes, Downes & Reader Hardwood Co. Inc., Stoughton, Mass.; and Win Smith, Limington Lumber Co., East Baldwin, Maine



Duncan McNeill, Bentley Sales & Marketing Inc., Stokesdale, N.C.; and David Wynne, Coffman Stairs Inc., Marion, Va.



Craig Myers and Sheila Michaud, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.



Dinny Waters, Progressive Solutions, Durham, N.H. and Nick Williams, Progressive Solutions, Richmond, B.C.



Mark Alden, Cambia, Kingston, N.H.; Michael Corsello, Nash Lumber, Bay Shore, N.Y.; and Jonathan LaPointe, Cambia



Tom Murray, Bruce Smith and Larry Gagne, Rex Lumber Co., Acton, Mass.; and Mauricio Bravo, Weston Wood Solutions Inc., Mississauga, Ont.



James Lambert, David Mittelstadt and Steve Walsh, Maine Traditions Hardwood Flooring, Solon, Maine



Dan, Nancy, AnnMarie and Greg Fitzpatrick, Fitzpatrick & Weller Inc., Ellicottville, N.Y.; Ed Wright, W.J. Cox Associates, Clarence, N.Y.; and Bernice and Dana Fitzpatrick, Fitzpatrick & Weller Inc.

PENN-YORK MEMBERS GATHER FOR NEW YORK MEETING

PHOTOS BY STEVE GARVEY

Ellicottville, N.Y.—Members of the Penn-York Lumbermen's Club convened here recently at the Yodeler Lodge in Holiday Valley. The meeting was hosted by Fitzpatrick & Weller Inc., a Hardwood supplier located in western New York, and W.J. Cox Associates, insurers for the forest products industry.

Please turn to page 53



Nathan Meiser, AgChoice Farm Credit, Yeagertown, Pa.; Tom Gooch, AgChoice Farm Credit, Coudersport, Pa.; Nathan Jobe, American Lumber Co., Hamburg, N.Y.; and R. Andrew Moore, Sheffield Timber Services, Sheffield, Pa.



Tom Johel, U•C Coatings Corp., Buffalo, N.Y.; Randy Flament and Bill Tallyen, Emporium Hardwoods Inc., Emporium, Pa.; and Jon Swanson, American Lumber Co., Hamburg, N.Y.



Herb and Matt Kwasniewski and Sam Mauzy, J.C. Lumber Co., Elkins, W.Va.



Kevin Brown, W.J. Cox Associates, Buffalo, N.Y.; Peter Duerden, U•C Coatings Corp., Buffalo, N.Y.; and Susan Kane and Missie Geitner, W.J. Cox Associates



Jeff Childs, River Valley Hardwoods LLC, Mt. Vernon, Ohio; Sonia and Maurice Bennett, Bingaman & Son Lumber Inc., Clarendon, Pa.; and Nancy and Dan Fitzpatrick, Fitzpatrick & Weller Inc., Ellicottville, N.Y.



Jack Monnoyer, PW Hardwood LLC, Brookville, Pa.; Tom Armentano, Sirianni Hardwoods Inc., Painted Post, N.Y.; J.C. Fritz, Fitzpatrick & Weller Inc., St. Marys, Pa.; and Milo Glancy, Ron Jones Hardwood Sales Inc., Union City, Pa.



Ron Mercer and Gail Carucci, Fitzpatrick & Weller Inc., St. Marys, Pa.; Alecia Gold and Scott Seyler, Kuhns Brothers Lumber Co. Inc., Lewisburg, Pa.; and Matt Andrews, Deer Park Lumber Inc., Tunkhannock, Pa.



Perry Wallin, Highland Forest Resources Inc., Marienville, Pa.; Joe Zona, Deer Park Lumber Inc., Tunkhannock, Pa.; Nick Skudlarek, Salamanca Lumber Co. Inc., Salamanca, N.Y.; and Jay Reese, Penn-Sylvan International Inc., Spartansburg, Pa.



Lu Abbott, Roanoke Forest Products Co., Roanoke, Va.; Dan McElroy, D.A. McElroy Hardwoods, Buffalo, N.Y.; and George Donovan, Donovan & Schoonover Lumber, Shinglehouse, Pa.



Norm Murray, U•C Coatings Corp., Buffalo, N.Y.; Jerry Puckly, Summit Hardwoods, Waterford, Pa.; and Trevor Vaughan, Ron Jones Hardwood Sales Inc., Union City, Pa.

Additional photos on page 52



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New American Home Showcases Green Technology At IBS

BY TERRY MILLER

Las Vegas, Nev. —

Cutting-edge energy efficiency and stunning contemporary design are the keywords for the 2009 edition of The New American Home®, America's premier show home and construction technology laboratory. The New American Home offers real-world demonstrations of the latest concepts in architecture, construction techniques, new products and lifestyle trends, and showcases the latest innovations in green building.

The home was unveiled as the official showcase home recently of the National Association of Home Builders (NAHB) 2009 International Builders' Show®, held here.

Las Vegas builder Blue Heron and architect Danielian Associates collaborated with interior designer Robb & Stucky Interiors to create a home that is elegant, functional, and efficient, and green – the home scored at the gold level under the NAHB National Green Building Program.

"The New American Home has been a leader in green building for years, but this latest edition is built to be the most energy-efficient home in the history of this series," said Bill Nolan, chairman of The New American Home Task Force. "Builders, architects, engineers – anybody with an interest in housing construction will be fascinated by the natural gas-powered heating and cooling system, the photovoltaic cells and the solar water heating. Even the insulation in this home is exciting.

"The whole package of energy-efficiency products work together to make this a

near-zero-energy home," said Nolan, who runs The Nolan Group, a housing industry consulting firm in Altamonte Springs, Fla.

Details of this home include design aspects related to site development; resource, energy and water efficiency; indoor air quality; and operation, maintenance, and homeowner education.

The New American Home was sited to optimize solar resources and incorporate landscape design that helps limit water and energy demand. The development avoided environmentally sensitive areas. Soil erosion and disturbance was kept to a minimum with storm water pollution prevention plans and continued on-site monitoring and implementation of best management practices.

To minimize the quantity of materials used and reduce waste, the builder employed advanced framing techniques including pre-manufactured trusses and floor systems, and used building materials that don't require additional on-site finish resources. Manufacturers and suppliers were selected that could provide recycled building materials, or new materials manufactured from renewable resources or requiring fewer resources to produce than traditional products. During construction, a recycling and waste management program included on-site bins for collecting and sorting materials to be recycled off-site.

The New American Home benefits from a comprehensive design approach to achieve extraordinary energy efficiency. A proprietary gas-powered heating and cooling system with a SEER rating of 18

combined with other energy-efficient features such as low-E windows, advanced insulation, vertical and horizontal solar overhangs and window louvers enabled the home to achieve a Five Star-Plus HERS rating of 57. This is before factoring the installation of a 12,000+ khz solar panel system striving for a net-zero level of electrical consumption.

"The design concepts, construction techniques and materials used in The New American Home 2009 can be adopted for use in any home," Nolan said. "In a sense, this showcase home is a collection of ideas for the industry to take away and put into any new or remodeled home."

"From the architects who designed the home to the skilled tradesmen who completed the final details, everyone involved welcomed the challenge of producing the home," said Blue Heron principal Tyler Jones. "The end result was worth the effort. I think this house is going to absolutely blow people away."

Sponsored by the National Council of the Housing Industry (NCHI) – The Leading Suppliers of NAHB and Builder magazine, The New American Home is one of NAHB's most successful and visible programs. NCHI is made up of the leading product suppliers of the residential construction industry, and the show home provides an excellent way for NCHI members to highlight their products.

Registered attendees at the 2009 International Builders' Show were allowed to tour The New American Home during exhibit hours.

Please turn to page 48



The New American Home® benefits from a proprietary gas-powered heating and cooling system with a SEER rating of 18, combined with other energy-efficient features, such as low-E windows, advanced insulation and horizontal solar overhangs, and window louvers enabled the home to achieve a Five Star-Plus HERS rating of 57.



To minimize the quantity of materials used and reduce waste in The New American Home, the builder employed advanced framing techniques, including pre-manufactured trusses and floor systems.



The New American Home benefits from a comprehensive design approach to achieve energy efficiency.



Manufacturers and suppliers of The New American Home were selected that could provide recycled building materials, or new materials manufactured from renewable resources or requiring fewer resources to produce than traditional products. During construction, a recycling and waste management program included on-site bins for collecting and sorting materials to be recycled off-site.



The New American Home 2009, which was unveiled in Las Vegas during the recent International Builders Show, features the latest innovations in green building, construction and design trends.

Lumber Certification Debate Gains Momentum

BY KATHY BROOKS

Memphis, Tenn.— Green marketing has gained popularity since the 1990s, with environmental certification of timber and wood products exploding in the last two years.

But some of North America's smaller Hardwood and softwood growers, middlemen and dealers have been slow to jump on the bandwagon, wondering which of two major forest-management certifications are preferable and whether the costs of voluntary certification will pay off in increased sales.

"We feel it is a market decision that each company has to make individually," said Mark Barford, executive director of the National Hardwood Lumber Association.

The Forest Stewardship Council's (FSC) certification system and the Sustainable Forestry Initiative (SFI) are two of the most widely used auditing programs in North America. Both programs aim to assure consumers that certain landowners have shown their commitment to maintaining healthy, sustainable forests while providing the landowners an independent assessment of their management practices and advice on how to make them more environmentally friendly.

The FSC and SFI also provide "chain-of-custody" certification, which traces timber products through each phase of the supply chain to ensure that environmentally sound practices produced the final result. Each organization offers branded labels that may be attached to the certified products.

"The most important 'pro' of certification is the guarantee to your customers that your lands are being managed responsibly," said Corey Brinkema, President of FSC-US. "But it's also a way to maintain or increase market share in an otherwise-down marketplace."

Both organizations use independent third-party auditors who conduct the evaluations according to FSC or SFI criteria. Landowners interested in attaining certification contact an auditor directly, then sign contracts for the work to be performed. "The general public is notified about certification assessments before they take place so that the certifiers, helping assure the integrity of the process, can hear a full range of voices," the FSC website says.

Certification is good for five years, at which time the landowner may apply for recertification if desired. Annual audits are performed to insure that contract terms are being followed.

Chain-of-custody certification costs between \$3,000 and \$5,000, Barford estimated. Brinkema said the cost of certifying forest acreage varies, depending on the land's size and complexity.

"The cost is very difficult to lock down," said Jason Metnick, SFI's Director of Market Access and Product Labeling. "It could be 25 cents an acre or it could be three dollars an acre."

"Certification is generally not within reach of a single, small landowner," Brinkema said. "You won't net out relative to the cost of certification."

However, group certificates are an economically viable way for those landowners to become certified, Brinkema said. He noted that 31,000 family forest owners representing 2.15 million acres recently became certified through a tax-incentive program in Wisconsin. "Cost per acre was pennies or even less, so it's an extraordinarily efficient program," Brinkema said.

"Group certificates aren't usually of that scale," he added, noting that 10 or 20 landowners were more the norm in the Pacific Northwest and Maine. Increasing the number of group certifications is a prime objective for the FSC in 2009, Brinkema said. "Small companies provide the majority of wood fiber, so if we don't make FSC certification viable for the small landowner then it's not going to have the impact that it should have."

The SFI program was designed for larger landowners, but its partnership with the American Tree Farm System also provides for group certification of smaller landowners, Metnick said.

Significantly more forestland has been certified in Canada than in the United States, he said, attributing that to Canada's pattern of larger landowners. The SFI has certified 96 million acres in Canada and 54 million acres in the U.S., while the FSC has certified 60 million acres in Canada and 29 million in the U.S.

Timber certification has made great strides since the early 1990s, when a World Wildlife Fund coalition founded the non-profit FSC because of concerns about illegal, unsustainable logging practices in tropical forests. The American Forest & Paper Association followed in 1994, beginning the SFI program that is now maintained by a separate 501(c)(3) nonprofit organization, the Sustainable Forestry Board.

"It was really the 'Big Box' stores that drove the market toward certified products in the mid to late 1990s," Metnick said. "Then in 2001 and 2002, stores like Office Depot, Office Max and Staples instituted similar procurement policies."

"We've absolutely seen the market demand surge for certification in the last two years, whether it's a large government like the United Kingdom or a mom-and-pop print shop located in North Carolina that has a client who wants an annual report printed on certified paper," Metnick said.

However, Nick Kent, president and CEO of the North American Wholesale Lumber Association, said the paper industry has been much quicker to embrace "chain-of-custody" certification than the lumber industry. And softwood merchants have largely seen indifference among customers at the retail level, he said.

Please turn to page 48

LAHLC Enjoys Winter Social Gathering

Orange, Calif.— The Los Angeles Hardwood Lumberman's Club (LAHLC) recently held its annual pool tournament at Danny K's Billiards and Sports Bar, located here. The winner of the double-elimination competition was Garrison Cox of GLC Millworks of Fontana, Calif.

The LAHLC was established in 1969 and holds various social events for its members throughout the year. The next scheduled event is set for April 18 at the Santa Anita Racetrack, the Clubhouse Terrace in Arcadia, Calif.



Bill Fitzgerald, Industrial Timber & Lumber Corp., Beachwood, Ohio; Paul Pendergast, Penn Forest Products, Grove City, Pa.; Jim Gaither, Specialized Milling Corp., Fontana, Calif.; and Bob Mitchell, Mitchell Forest Products Inc., Simi Valley, Calif.

Additional photos on page 50



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Rob Kukowski, Devereaux Sawmill Inc., Pewamo, Mich.; and Loren Voyer, Champlain Hardwoods Inc., Essex Junction, Vt.



Chris Summers, Hartzell Hardwoods Inc., Piqua, Ohio; and Billy Hoskins, Pine Mountain Hardwood Lumber Co., Whitesburg, Ky.



Jerry Thomas, Blue Ridge Lumber, Augusta Springs, Va.; and Rich Thompson and Jake Daft, Tanner Lumber Co. LLC, Elkins, W.Va.

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Brad Schroeder, Industrial Timber & Lumber Corp., Beachwood, Ohio; Bob Smith, Thompson Mahogany Co., Philadelphia, Pa.; and Josh Brennan, Frank Miller Lumber Co. Inc., Union City, Ind.



Mike Shelton and Bert Moeke, Bert Moeke Hardwoods, Mancelona, Mich.; and Steve Niemuth and Matt Yest, Wolf River Lumber Inc., New London, Wis.



Keith Cole, Cole Hardwood Inc., Logansport, Ind.; Bruce Sweet, John M. Wooley Lumber Co., Martinsville, Ind.; Steve Peters, Coulee Region Hardwoods Inc., Bangor, Wis.; Jamie Straka, Vernon James Co., Hickory, N.C.; and Jim Post, Macatawa Forest Products Inc., Zeeland, Mich.



William Gillette, Tioga Hardwoods Inc., Owego, N.Y.; John Balasko, Aetna Plywood Inc., Indianapolis, Ind., then back, standing behind him, off his left shoulder is Gavin Freel, Salem Hardwood Lumber Co., Salem, Ind.; Shawn Collins, Tioga Hardwoods Inc.; Scott Seyler, Kuhns Bros. Lumber Co. Inc., Lewisburg, Pa.; and Roger Pheasant, Bingaman & Son Lumber Inc., Kreamer, Pa.



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IBS -

Continued from page 42

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LUMBER CERTIFICATION -

Continued from page 44

"But the trend is clearly going in that direction," Kent said. "It's just a matter of time before it happens, but market forces are putting a brake on it right now."

To be sure, many U.S. landowners – whether certified or not – always have maintained relatively high standards in managing their property, Barford said. He added that he has not seen forest management practices "change that much, if at all," since certification began its roll into the marketplace.

And wood itself is the ultimate environmentally responsible material. It's a renewable resource, consumes carbon in the atmos-

phere during growth, is biodegradable and recyclable. "We attempt to talk about all of the good things that we do and are," said Deb Hawkinson, executive director of the Hardwood Federation, which represents over 14,000 businesses and 1 million Hardwood families in Washington, D.C.

Hawkinson expects to see even more green initiatives this year, particularly with the recently passed economic-stimulus package. The legislation includes investments in renewable technology – such as wind, solar and biofuels – and also would create jobs in companies that supply energy-efficient technologies and cleaner forms of coal.

In 2008, the Hardwood Federation spearheaded the introduction of House Resolution 1477 to ensure that Hardwoods would receive preference in green building initiatives for government buildings. The bill, which was not acted upon at presstime, will be reintroduced this spring.

"If we're looking to stimulate the economy and put the life into small business, especially Hardwood companies, then they need to be recognized for what they already do," Hawkinson said.

WESTCOAST -

Continued from page 21

to domestic and international customers. Approximately 500,000 to 750,000 board feet of Hardwood lumber and related products are shipped by flatbed truck, rail or ocean container each month.

Additional custom services such as planing, sanding, ripped-to-width, chopping to length, fingerjointing and special packaging give Westcoast Hardwoods the ability to serve almost all Hardwood requirements.

"We do a lot of business on the West Coast, through the Rocky Mountain states and into the Midwest," Meyers said. "Some of our products go into Canada and Mexico. We also do a fair amount of business in China and export to Europe."

Meyers said the mill in Chehalis, Wash., operates two dry kilns, which combined have 50,000 board feet of capacity. In addition to a storage facility there, the company rents warehouse space in Portland and Eugene, Ore. "With those facilities, we can load containers for overseas and offer full, mixed and partial truckloads," Meyers said.

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WESTCOAST - Continued

that operation by purchasing new kiln sticks and bunks, resetting the planer, modified the kiln schedule and hired an independent grader. "That's going to help get more production through the mill, and make things more efficient," Meyers said. "We bring in one to two



This is 4/4 FSC certified kiln dried Premium Frame grade Alder offered by Westcoast Hardwoods.

loads per day. Right now, we're trying to not keep an overabundance of logs."

Meyers said the partnership with the Chehalis, Wash., mill works for a number of reasons including the relationship he's developed with that company during his career. He also said that there is not enough FSC-certified Alder timber for it to make sense business wise for a larger mill.

"Larger mills have a big appetite for logs, and there just isn't that kind of supply of FSC-certified logs," he said. "That's why this particular scenario fits so well. It's a small, family owned sawmill trying to keep afloat during the toughest economic times they've ever seen. This was a way to achieve that while also developing a niche market."

The mill acquires its logs from private landowners within a 75-mile radius of its Chehalis, Wash. facility. Meyers noted that the Washington State Department of Natural Resources and several grassroots organizations in Oregon are continually working to certify more land.

However, Meyers noted that there is some concern about the future availability of Alder logs, particularly those that are FSC-certi-

fied, due to a slump in the softwood market. Along the West Coast, Alder and Maple are grown in softwood timber stands. "Alder and Maple logs are an offshoot of a logging operation," Meyers said. "If there's not much softwood logging going on, they won't be cutting much Alder or Maple."

Please turn to page 51



The firm also has 4/4 FSC certified kiln dried Rustic grade Alder.



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Deonn DeFord, Ganahl Lumber Co. Inc., Orange County, Calif.; Walter Maas, Bohnhoff Lumber Co. Inc., Los Angeles, Calif.; and Dan Bohannon, Bohannon Lumber, Long Beach, Calif.



Mike Long, Granada Hardwoods, Granada Hills, Calif.; and Charles Bohnhoff, Bohnhoff Lumber Co. Inc., Los Angeles, Calif.



Kameron Shannon, Mitchell Forest Products Inc., Simi Valley, Calif.; Steve Long and Mike Long, Granada Hardwoods, Granada Hills, Calif.; and Alan Bohnhoff, Bohnhoff Lumber Co. Inc., Los Angeles, Calif.



Kevin Trussell, Timber Mountain Hardwoods, Garden Grove, Calif.; Charley Fiala, GMC Hardwoods Inc., Dover, Mass.; and Deonn Deford, Ganahl Lumber Co. Inc., Orange County, Calif.

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Paul Pendergast, Penn Forest Products, Grove City, Pa.; Bob Mitchell, Mitchell Forest Products, Simi Valley, Calif.; and Jim Gaither, Specialized Milling Corp., Fontana, Calif.



Alan Arbiso, Highland Lumber, Anaheim, Calif.; and Marty Fox, Max Hill Lumber Co. Inc., Chino, Calif.

WESTCOAST - Continued from page 49

A member of the Western Hardwood Assoc., Westcoat Hardwoods LLC often attends the Association of Woodworking & Furnishings Suppliers show in Las Vegas, Nev., and the Oregon Logging Conference in Eugene, Ore. Although his firm generally doesn't have a booth, Meyers said he is considering showing off the FSC-certified products at trade shows in the future.

Meyers noted that Westcoat Hardwoods will also seek to expand its FSC-certified offerings in Alder and eastern Hardwoods.

For more information, contact Westcoat Hardwoods LLC at 541-565-3813 or visit www.westcoasthardwoods.net.



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PENN-YORK PHOTOS - Continued from page 39



Lou Syez, Pine Creek Lumber Inc., Mill Hall, Pa.; Dave Sondel, U-C Coatings Corp., Buffalo, N.Y.; G.R. Holmes, Kane Hardwoods, Kane, Pa.; and Drew Helmus, PW Hardwood LLC, Brookville, Pa.



Steve Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.; Trevor Chambers, Upper Canada Forest Products Ltd., Mississauga, Ont.; Rus Gustin, RAM Forest Products Inc., Shinglehouse, Pa.; and Al Downs, Hyma Devore Lumber Mill Inc., Youngsville, Pa.



Tom and Kay Buffamonte, Buffamonte Whipple Buttafaro PC, Great Valley, N.Y.; Bill Reese, Penn-Sylvan International Inc., Spartansburg, Pa.; Bob Dynes, Goodfellow Inc., Toronto, Ont.; and Alain Poirier, Boa-Franc, St. Georges, Que.



Scott Silvis, Bradford Forest Inc., Bradford, Pa.; Steve Songer, SJS Hardwoods, Emporium, Pa.; Greg Ochs, PW Hardwood LLC, Brookville, Pa.; and Bob Potter, Potter Lumber Co., Allegany, N.Y.



Dan Zandi and Jeff Font, Cochran-Zandi Lumber Co., Sheffield, Pa.; and Kathy Thode and William Millier, Brookside Lumber Inc., Moravia, N.Y.



Randy Flament, president, Penn-York Lumbermen's Club, Emporium Hardwoods Inc., Emporium, Pa.; Tom Johel, secretary/treasurer, Penn-York Lumbermen's Club, U•C Coatings Corp., Buffalo, N.Y.; Kevin King, Empire State Forest Products Assoc., Rensselaer, N.Y.; Ed Wright, W.J. Cox Associates, Clarence, N.Y.; and Bob Potter, Potter Lumber Co., Allegany, N.Y. Members of the Penn-York Lumbermen's Club present members of the Empire State Forest Products Assoc. with a donation toward the construction of their new corporate headquarters.



J.C. Friz, Fitzpatrick & Weller Inc., Ellicottville, N.Y.; Chris Cochran, Cochran-Zandi Lumber Co., Sheffield, Pa.; Paul Kephart, Industrial Timber & Lumber Corp., Beachwood, Ohio; and Mike Songer, Meridien Hardwoods of PA Inc., Pittsfield, Pa.



Tom Gooch, AgChoice Farm Credit, Coudersport, Pa.; Wilbur Devore, Hyma Devore Lumber Mill Inc., Youngsville, Pa.; and Nathan Meiser, AgChoice Farm Credit, Yeagertown, Pa.

PENN-YORK - Continued from page 38

Members and guests enjoyed a social hour with hors d'oeuvres followed by dinner featuring chicken mozzarella or prime rib.

Guest speaker for the event was George Barrett, editor of the Hardwood Review.

Snow skiing was also available for attendees at The Holiday Resort and Holimont.

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

The next Penn-York Meeting will be held April 20 in Titusville, Pa., and hosted by Babcock Lumber.

JOHN BOOS - Continued from page 22

Quality control is a start-to-finish policy at John Boos & Co., according to Emmerich. "Each and every person who touches a product or a product component is responsible for quality control at his or her workstation," he said. "For example, our lumber is processed and glued into the blocks on the same day to ensure that quality is maintained."

Please turn the page

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JOHN BOOS - Continued

Machinery manufactured by Weinig, Raimann, Taylor, and Timesaver are also part of John Boos & Co.'s emphasis on quality control.

One of the most visible aspects of the company's successful marketing lies in their popularity with professional chefs across the nation. John Boos & Co. Cucina products, butcher blocks and cutting boards are being used by celebrity chefs throughout the United States. These include: Charlie Trotter, Paul Kahan, Mary Sue Milliken and Susan

Feninger at Border Grill in Santa Monica, Calif. In addition, the country's premier food channel, "The Food Network" features chefs, such as Mario Batali and Bobby Flay, who prepare meals every day on John Boos cutting boards. In most cases Boos cutting boards are used on the daily and weekly television programs sponsored for the chefs. "In a two-four hour span of time, you will see a Boos cutting board on a culinary arts broadcast on Food Network," said Emmerich.

The company sells its products under the registered trade names, "BOOS BLOCKS,"

"PRO-CHEF," "CUCINA AMERICANA," "PRO-BOWL," "STALLION" work tables, "TABLE TAILORS," "4COOKS BY JOHN BOOS," and "JOHN BOOS."

In 1994 the company that began with a butcher block in a blacksmith's shop was recognized at a ceremony at Carnegie Hall in New York City, where it was awarded the Gold Medal for Excellence in Foodservice Equipment by the Chefs of America. It was one of only 22 companies receiving such awards. In 2008, Kitchen and Bath Awards recognized an ergonomic kitchen island developed by the company.

"Visionary leaders have fostered our success every step of the way," said Emmerich. In addition to Emmerich, key personnel at John Boos & Co. include Ted Gravenhorst, vice president of sales and marketing and Jane Knicely, controller, Mike Hamann, Vice-President Procurement, and Jim Gibbons, Vice-President Information Services.

For more information about John Boos & Co., visit the company's website at www.johnboos.com or contact the company through the following information: John Boos & Co., 315 South First Street, Effingham, Ill., 62401, Phone: (217) 347-7701, Fax: (217) 347-7705.



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VAN MILLWORK -

Continued from page 24

plays full-size applications of Van Millwork's products that showcase different unique architectural styles that allow the homeowner, builder, designer, contractor or architect to match their room's design. The firm has two other showrooms located in Bellingham and Mashpee, Mass., and a full service custom woodworking shop in Fitchburg.

Van Millwork hosted six free Design Seminars in 2008 that attracted approximately 300 consumers and interior designers to the Needham showroom where they could learn innovative concepts along with enhanced product knowledge. This seminar series touches on topics such as what to expect with a home remodel; design and industry trend and options in flooring, trim and color for decorating your home.

In line with a major concern of the industry, the firm also offered a two day accredited course for architects and design professionals that among other topics covered Building Green, Health Safety and Welfare, Veneers & Millwork and Hardwood Flooring. "Van Millwork has always had a close relationship with the architectural and design professionals in our industry. We

VAN MILLWORK - Continued

thought this event would be a great way to help them stay on top of trends and new technology in the marketplace, while enabling them to accrue up to seven continuing education credits for their respective professions," Donlin said.

Presenters for this event included representatives from C&R Flooring, HB&G Columns, Masonite, True Stile Door, Azek, ThermaTru Doors and Marvin Windows. The courses were offered at no cost and participants earned AIA/CE units.

The firm supports the Room to Dream Foundation, which creates healing environments for chronically ill children. This past year Van Millwork hosted the 3rd annual Festival of Wreaths, which raised over \$18,000 for the organization. Held at the Needham showroom, this event showcased the talents of 11 area designers who decorated the showroom for the holidays. The "holiday showroom" opened to the public last fall and ended with a black-tie optional Gala and silent auction in December. The Gala included an awards ceremony for the designers in four different categories: the People's Choice; Designer Award (judged by other designers); the Premier Award (judged by local and regional celebrities); and the Editor's Choice (judged by editor, Rachel Levitt, Boston Magazine Group). All proceeds of this event benefit the Room to Dream Foundation. "This is our third year sponsoring this wonderful event," marketing director, Jennifer Driscoll said. "The Festival gives us the opportunity to involve the design community in a way that showcases their incredible talent all for a great cause."

With 60 employees, key personnel include president and CEO, Jim Donlin, vice president of operations, Mary Wills, director of marketing, Jennifer Driscoll, and general manager of custom division, Kevin Connors.

Van Millwork is a member of NARI, NAHB, BAGB, and the IFDA. Boston Magazine awarded the firm the 2009 Best of Boston Millwork award. In 2007 they received three prestigious awards: The Builders Association of Greater Boston's Gold PRISM Award for the "Best Home Theater/Media Room," the Silver PRISM Award for "Best Showroom," and the 2007 National Assoc. of the Remodeling Industry (NARI) Contractor of the Year Award for "Specialty-Kitchen Cabinetry."

"We are extremely proud to be honored by both the Builders Association and NARI," Donlin remarked. "We are also extremely pleased to have our Needham showroom honored in this way. The concept of showcasing trim in individual room settings has proven to be an invaluable resource for both

the trade and the consumer. This showroom offers a wonderful way to present to clients the many types of products and services we offer," he added. Presented by the Eastern Massachusetts National Assoc. of the Remodeling Industry, the (CotY) Contractor of the Year Award is considered the elite of its kind within the remodeling industry.

Over 40 years ago, Edward Van established Van Lumber Co. and began servicing the Medford area. The firm's reputation for quality work and expert craftsmanship rapidly grew and today the firm manufactures millwork, cabinetry, stair parts, doors, hardware,

exterior trim, mantels and most recently Hardwood flooring. The once small company in Medford is now headquartered at an expansive facility in the growing town of Bellingham.

For more information about Van Millwork, Van Mantel and their products or any of their sponsored events, visit them at www.van-millwork.com or contact them directly at 508-966-4141.

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LAKE STATES TRENDS -

Continued from page 6

Resources, putting the state's FSC certified land at a total of 1.5 million acres, which is three times the initial area first endorsed in 2003.

"We congratulate Governor Doyle and the Department of Natural Resources for expanding their FSC-endorsed certification lands," said SCS Senior Vice President, Dr. Robert Hrubes, who is also the head of SCS's FSC-accredited Forest Conservation

Program. "Conformance with the rigorous FSC standard assures the public that Wisconsin DNR continues to practice exemplary forest management." Wisconsin's efforts along with others in the Lake States are helping to establish the region as a forest certification economic hub.

Matt Frank, DNR secretary commented, "Wisconsin's leadership is steadily advancing the tide of verified responsible forestry. DNR began in 2003 with Governor Jim Doyle's, "Grow Wisconsin" initiative to secure forest certification recognition for the

state's land management programs.

Wisconsin DNR's management of multi-use lands involves balancing the goals of conserving forestland, supporting economic activities, protecting wildlife habitat, and providing recreational opportunities.

The certification is helping Wisconsin and others in the region to remain competitive in global markets that increasingly demand certified raw materials. More than 1,850 companies in the state utilize wood to produce nearly \$20 billion of forest products every year. More than 300,000 jobs in Wisconsin rely on the forest products industry.

In reference to the financial crisis as a whole, the window and door manufacturer said that while the state of the economy is troubled, the mill shutdowns could bring more trouble. "We're a small company and it's difficult to run in a thing like this. You count on strong suppliers and markets," he added. In order to adjust, the contact said they were cutting cost, inventory and labor.

In Indiana, a Hardwood lumber supplier commented, "I think our government is working to try to assist us to promote the fact that the North American Hardwood industry is a sustainable industry."

The source also said with an emphasis on the RV sector the local market was challenging. "We do business all over the United States, but as far as where we are right here in northern Indiana, it's a very tough climate. Because there was a large amount of Hardwood consumption by the RV industry and that industry is taking a beating," he said. "There are a lot of closures and layoffs."

The contact did say that Walnut was the faster moving species with White Oak and Hard Maple a close second and third. "We still have plenty of bright spots," he offered. As for the slowest moving item, he also noted Cherry to be challenging. Marketing products to distributors and end users he commented that his customers were watching costs, keeping inventory levels low and only buying what they need.

When asked about the factors involved with the current market the source stated, "I think the credit market has a lot to do with it. The demand is still there. People want to build, they want to remodel but banks are more apprehensive with tighter underwriting standards. I think people are nervous based on unknown future economic conditions," he said.

A Michigan builder commented that he

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LAKE STATES TRENDS -

Continued

thought the economic stimulus package might hurt the economy rather than help. "The money is not going to the right places, it's not going to help the building industry," he said. "I don't think the government is actually thinking about what the priorities are, there is still a lot of handouts and people are starting to look at that with a critical eye. Personally I think the stimulus package is making people nervous instead of bringing peace of mind."

The contact said that indicators suggested a pick up for his market in 2010. "I think the private market needs to get sorted out and reassess and refresh itself in a way that will be productive." He added that he was adjusting to the housing downturn by watching overhead expenses and looking at every opportunity to earn sales. "In a good economy sales come to you, in a poor economy you have to go out and find them. So our sales staff has been very aggressive along those lines."

SOUTHEAST TRENDS -

Continued from page 6

years, but that's what happened," he said.

Regarding the oversupply of houses on the market the source commented, "That's a wide umbrella and it affects both the Hardwood and softwood industries. Until people start buying houses again to consume the excess for several months, our industry will not come back."

Holding on to "as much working capital as possible," the contact said to adjust to the current market, he has shut down one of two sawmills indeterminately, cut labor hours down to 32 hours from 44, and reduced inventory.

For the state of Arkansas, 47,000 people are directly employed by the forest industry with 1 in every 6 manufacturing jobs involved in the production of forest products.

In an attempt to save those jobs along with millions of others, the recently signed American Recovery and Reinvestment Act of 2009 (ACT), may jumpstart the economy. The ACT includes plans to modernize infrastructure in the United States, enhance ener-

gy independence, expand educational opportunities, provide tax relief and improve affordable housing. Chief Kimbell with the United States Forest Service said, "With the funds provided by the ACT, the Forest Service Economic Recovery Program will immediately create jobs in land stewardship, infrastructure repair and conversion and in the production of energy from wood."

For Green building provisions, \$6 billion was included in the stimulus plan to improve federal buildings. According to the Hardwood Federation this may be an oppor-

tunity to introduce more Hardwoods as building materials since the final bill did not focus solely on plans such as LEED.

Another \$20 billion in funding will go towards renewable energy projects. These provisions are to help renewable energy projects survive by providing tax incentives and additional tools to deal with the tightening of the credit market, which put several projects on hold. At press time much of the federal money is expected to be sent to states

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SOUTHEAST TRENDS -

Continued

as block grants to allow for expedited distribution.

An Atlanta Hardwood sawmiller with a dimension plant, flooring plant and a S4S facility said that flooring recently picked up but lumber was off. "I'm selling very little lumber," he said. "In fact I just ran some White Oak through the flooring plant because it didn't sell." The contact also noted that FAS Red Oak was the slower

moving item. Along with others in the region, crossties are moving well for the supplier. "We were selling switch ties for a while but now its just crossties," he said. He also noted that his S4S facility was doing well. "In recent weeks, we've had a lot of orders in that facility."

A Mississippi sawmiller said business was spotty and demand was weak. "The industrial side is showing signs of weakness now. There is just nothing moving. The industrial mat timbers have slowed down. The tie busi-

ness is still going, but it's only crossties. The switch tie market is dead," he said. "It's really a challenge to find ways to produce and move the product."

The source also offered some candid remarks about the "green" aspect of the industry. In his opinion, "It's a farce, a lot of third party individuals who are hiding behind the curtain of "certification" and leeching money from an already sustainable industry," he said.

Overall the region seems to be spotty. With some areas doing mild business and others at a standstill, most commented a hope for an uptick by early 2010.

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WEST COAST TRENDS -

Continued from page 6

local distributors leery of competing against mills for unit quantity business." Ondich also made mention of equipment auctions being more common than ever before. "There have been several high-profile equipment auctions this year. I've never seen high-end equipment go so inexpensively," he said. "I am certain the lack of bidders is a direct result of overcapacity."

President and CEO Gordon Houston, Port Metro Vancouver, commented, "We are certainly not immune to the effects of current economic conditions, but at the same time a number of factors, such as our high degree of diversification and focus on the Canadian market, have allowed Port volumes to remain relatively stable compared to many of the Port's competitors."

"Our Port's statistics clearly reflect the interconnectedness of global trade," he added. Officials say bright spots include coal volumes that increased by three percent, crude oil also increased modestly at three percent while gasoline surged by almost 50 percent. "The ongoing downturn in the economy and erosion of consumer confidence led to a decline in container imports in the latter part of 2008, while wavering demand and letters of credit issues had an effect on containerized exports of forest products and specialty crops," Houston said in reference to the decrease in forest product exports.

A Hardwood lumber supplier source in Oregon said that exports were at an "even keel" for the company. "We are a major

WEST COAST TRENDS -

Continued

player in the coastal market and our domestic business has taken a few minor hits recently," he said. "But exports haven't declined as much for us as other's." The source attributed the company's ability to stay above water in a challenging market to innovative equipment, solid relationships abroad and quality working relationships with employees. "Over the years we have built many relationships at home and abroad. Our employees are some of the best you can find, most of them have been with us 15 years or more. You can't survive in times like these without good people and good relationships," he said.

The contact also stated that Alder and Maple were steady movers but Birch was falling off and Ash was the slowest moving species.

When asked for his take on the housing crisis, the contact said in his opinion, there is a need for a housing construction freeze. "All planning and zoning needs to be halted and instead we need to build rails and schools," he said. "The housing crisis would decline if we only allowed new housing to be built in areas located near mass transit and get rid of some of the 'McMansions' that people knew they couldn't afford when they built."

Recently the National Association of Home Builders Wells Fargo Housing Market Index (HMI) again released single digits, rising only a single point. Clear indications that homebuilders have seen essentially no improvement in the market for new single-family homes, NAHB Chairman, Joe Robson commented, "Clearly, the market for new single-family homes remains very weak at this time. However, looking forward we are certainly hopeful that the newly passed economic stimulus bill which includes some favorable elements for first-time home buyers and small businesses, will have a positive impact that will help get housing and the economy back on track," he said.

According to McGraw-Hill Construction's 2009 Construction Outlook the level of overall U.S. construction starts is expected to decline 7 percent to \$515 billion, which follows a 12 percent decline predicted for 2008. Also predicted in the report, single-family housing for 2009 at two percent along with a four percent drop in the number of units to 560,000. Multifamily housing is expected to retreat six percent in dollars and eight percent in units while commercial

buildings are forecasted to drop 12 percent in dollars and 15 percent in square feet.

QUEBEC TRENDS -

Continued from page 8

Existing home sales, through the Multiple Listing Service (MLS®), are expected to decline 14.6 percent during 2009 to 370,500 units, continues the report, but increase 9.3 percent to 405,000 units in 2010. The average MLS price is also expect-

ed to decrease over the course of 2009. Average prices are forecast to be \$287,900 for 2009, a decline of 5.2 percent, while 2010 will see little change from 2009 average prices.

According to the report, the downturn in economic activity and in the employment market will lead to housing starts that will vary from 141,000 to 180,000 in 2009 and much the same range in 2010. Both singles and multiples will see declines in 2009.

Forecasts for economic growth by private

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QUEBEC TRENDS -

Continued

sector forecasters have been revised down significantly in recent months. In October of last year, the average forecast for Canadian GDP growth in 2009 was 1.1 percent. By the first quarter of this year, this average forecast for Canadian GDP growth in 2009 was revised down to -0.7 percent.

The new home market is moderating due to four key factors. These are: strong house

price growth between 2002 and 2007 which has tempered home ownership demand particularly in Western Canada; the record high levels of new listings have increased the competition from the existing home market and reduced spillover demand; pent-up demand that built up during the 1990s is nearly exhausted and new home construction will become more aligned with long run demographic demand; and, uncertainty about the economic outlook remains high and is a contributing factor restraining

demand for home ownership.

Overall, housing starts will decline in all areas of Canada over the course of 2009. The largest declines will be seen in Western Canada and Ontario. By 2010, however, eight of ten provinces will see positive growth in housing starts; starts will continue to decrease in British Columbia and taper off in Quebec.

All ten provinces in Canada will see fewer single-detached starts during 2009; Ontario at a decrease of 26.1 percent to 23,000 units. In all provinces, declines will be at least 10 percent.

Moving into 2010, however, a betterment of economic prospects across Canada will help to push single-detached starts up in all regions except British Columbia and Quebec. Alberta and Saskatchewan are expected to lead the rebound with growth of 11.8 and 9.1 percent respectively.

Despite the increasing popularity of multi-family housing (row, semi-detached, and apartment units, the multiple starts segment will also see moderation this year. For 2009, it is expected that multiple starts will decrease to a level ranging between 75,200 and 96,200 units. The largest declines will occur in Western Canada.


Heading into 2010, however, economic prospects are expected to become more positive. Because of this, nine of ten provinces will see positive growth in the construction of multiple-family units. Multiple starts will still be in a range of 74,400 to 95,400 units in 2010.

ONTARIO TRENDS -

Continued from page 8


The economic downturn continues to be felt across the country with many mill closures, either permanently or temporarily with varied return-to-work timeframes that are heavily dependent on the U.S. economic recovery. The latest casualty of these difficult times is Tembec's Mattawa Hardwood sawmill which closed, resulting in 59 job losses.

The federal government's January budget containing plans to spend \$1.5 billion CDN on new initiatives to help the country's forestry industry was welcome news for some in the industry. They felt that government heeded some of the requests made by the Forest Products Association of Canada. Natural Resources Minister Lisa Raitt stated that the federal budget contained three new




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ONTARIO TRENDS -

Continued

forestry-related initiatives. These include: a \$1 billion community adjustment fund, to help rural areas adapt to the changing economic climate; more than \$100 million to invest in the development of emerging technologies for the forest sector, including forest biomass utilization and the development of next-generation forest products; and \$50 million to promote the forest sector abroad. Others feel that the \$1 billion investment into the community adjustment fund is "good mitigation" for forest-dependent communities, but does nothing to aid struggling forest companies. It is felt, however, that the \$150 million investment to develop emerging technologies and promote the forest industry abroad will be helpful to companies.

According to TD Securities' February 16 weekly report, Canadian manufacturing shipments plunged by their largest margin on record, falling by 8.0 percent M/M, which was far worse than the 5.3 percent M/M drop expected by the markets. The decline comes on the heels of the 6.2 percent M/M drop in November, and was the fifth consecutive monthly fall in this indicator. The 3-month annualized trend now stands at -45.9 percent, which is almost double the 26.7 percent pace of decline in November, and on a year ago basis, sales are down 6.5 percent Y/Y. The drop in shipments was more or less across the board, with 20 of the 21 industries posting declines. There were dramatic declines in the sales of wood products (down 12.3 percent M/M).

The report states: "This is yet another reminder that the Canadian manufacturing sector has now become a major casualty of the ongoing global economic recession, and there is little to suggest a reversal in fortune any time soon. In fact, with new orders falling a further 12.9 percent M/M in December, we expect things to get even worse in the coming months as businesses retrench their purchases even more. And with the pace of real shipments remaining in negative territory, the Canadian manufacturing sector is expected to remain a source of drag on economic activity for some time."

Canada Mortgage and Housing Corporation (CMHC) announced the seasonally adjusted annual rate of housing starts declined to 153,500 units this January from 172,200 units in December of 2008. "To a certain extent, the decline in housing starts

coincides with recent developments in the existing home market. Reduced sales and increased listings in the existing home market have led to reduced spillover demand in the new home market," said the Chief Economist at CMHC. The seasonally adjusted annual rate of urban starts decreased 15.6 percent to 126,700 units in January. Urban multiple starts decreased 12.2 percent to 76,700 units, while urban single starts fell 20.2 percent to 50,000 units in January. Rural starts were estimated at a seasonally

adjusted annual rate of 26,800 units in January. Actual starts in rural and urban areas combined decreased by an estimated 35.8 percent in January this year compared to relatively high levels in January last year. Actual starts in urban areas have decreased by an estimated 40.4 percent compared to the same month in 2008. Actual urban single starts for 2009 are 44.2 percent lower than they were a year earlier while urban multiple starts are down 38.1 percent.



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Who's Who

IN HARDWOOD PURCHASING

Gevin D. Brown is the president and owner of **Red Cloud Wood Products Corp.** in Powell Butte, Ore.



Red Cloud Wood Products Corp. manufactures Western Hardwood and softwood mouldings and millwork in such species as Alder, Pacific Coast Maple, Western Birch, Tanoak, pine and Douglas fir. The company also supplies specialty trim, including casings, bases, crowns, jambs, frames, boards, flooring and beams in all western species and grades.

Brown purchases approximately 225,000 board feet of lumber annually, of which 80 percent is certified through the Sustainable Forestry Initiative. The firm is a member of the Western Hardwood Assoc., where Brown is a board member.

Brown has been in his present position for six years. He began his career in the forest products industry 36 years ago as a sales associate for Coin Millwork in Prineville, Ore. Brown's other positions have included sales manager, production coordinator, order processing supervisor and operations analyst.

Brown is a graduate of Roseburg Senior High School in Roseburg, Ore. He received a bachelor's degree in business administration from Merritt-Davis School of Commerce in Salem, Ore.

Brown and his wife of 34 years, Jackie, have two children and three grandchildren. He enjoys hiking, photography and woodworking.



James C. Cox is the vice president of contract sales for **Drexel Heritage** in High Point, N.C.



Drexel Heritage manufactures case goods in Cherry, Alder, Poplar, White Oak and African Mahogany (4/4 through 8/4 thicknesses). The company purchases approximately 3 million board feet of lumber annually. Drexel Heritage is a member of the Appalachian Lumbermen's Club.

Cox has been with Drexel Heritage for five years, and held his current position for two years. He began his career in 1993 with Lexington Home Brands, and has worked in product development, continuous improvement and facility layout.

Cox is a graduate of Wesleyan Academy in High Point, N.C. He received a bachelor's degree in furniture manufacturing from North Carolina State University in Raleigh, N.C.

Cox and his wife of 13 years, Beth, have three children.



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

Steve Motzkus is the general manager for **Olympia Manufacturing Co. dba Crown Cabinets** in Salt Lake City, Utah.

Crown Cabinets manufactures kitchen and bath cabinetry in Alder, Cherry, Maple, Oak and Hickory (select, No. 1 Common, cabinet, premium and superior frame grades).

Value-added products offered by the company include: design service, custom delivery, stock and semi-custom cabinetry.

Crown Cabinets is a member of the National Kitchen and Bath Association and the Kitchen Cabinet Manufacturers Association.

Motzkus has been in his present position for 12 years. He began his career in the forest products industry as a controller in 1986. Motzkus has been with Crown Cabinets for 22 years. Crown purchases 500,000 board feet annually of Alder, Knotty Alder, Cherry, Knotty Cherry, Maple, Knotty Maple, Oak, Knotty Oak and Hickory.

A graduate of Skyline High School in Salt Lake City, Utah, he received a bachelor's degree from the University of Utah, also in Salt Lake City.

Motzkus and his wife of 26 years, Alisa, have four sons, two daughters and one granddaughter. He enjoys fly fishing, golf, snow skiing, wake boarding, camping, hunting and motorcycling.



Dennis Neri who oversees purchasing is president and co-owner of **Boswell Lumber Co.** in Boswell, Pa.

Boswell Lumber Co., which will celebrate its 100th anniversary this year, manufactures custom cabinets, moulding, trim, jambs, flooring, solid wood doors and paneling. The company purchases 1.6 million board feet annually of Ash, Birch, Cherry, Hard and Soft Maple, Red and White Oak, Poplar and radiata pine.

Boswell produces 120 standard patterns of moulding and trim, as well as custom designs, which account for 30 percent of sales. The firm has the expertise to provide radius work if required. Boswell is small enough to cater to clients' individual requests, but large enough to supply wholesale distribution throughout west central Pennsylvania and northern West Virginia.

Boswell is a member of the Home Builders Association of Somerset County, the Home Builders Association of Pennsylvania and the National Association of Home Builders.

Neri and his partner, Douglas Damico, took controlling interest in the firm in 1991. He began with the company in 1972, after studying drafting and design at Electronic Institute in Pittsburgh, Pa.

Neri is married with two children and two grandchildren. He enjoys golf, hunting and NASCAR racing.

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WHO'S WHO - Continued

Charles Rosin is president and owner of **Rosin Woodwork Corp.**, located in Bonduel, Wis. The company is a manufacturer of custom cabinets, moulding and millwork, tongue and groove, Hardwood flooring and stair parts.

Rosin purchases 275,000 board feet of Hard and Soft Maple, Red Oak, Hickory, Cherry, Ash, Birch, Butternut and Walnut annually. Originally a construction and cabinet shop, the firm dropped the home building services in the mid-1980s and focused on custom cabinets and millwork. Custom moulding, flooring, tongue and groove, stair parts and interior doors have been added to their services.

In 1940, Rosin attended technical school at Green Bay. He also received on-the-job instruction in business and craftsmanship from his father, company founder Emil Rosin. A family atmosphere, quality products, dedicated, hard working employees and loyal customers have been the success of this growing business' past, present, and future.

Married with three children and nine grandchildren, Charlie

enjoys deer hunting and is an active member of his local Lions Club.

Keith Turner is the president and operations manager for **Turner Woodworks Inc.** in Groveton, Texas.

Turner Woodworks Inc. manufactures residential cabinets, steps and decks for manufactured homes, and set-up material for manufactured homes (Hardwood wedges, pine blocks, travel strips). The firm purchases 2 million board feet of Red Oak and Maple as well as yellow pine.

Turner has been in his present position for 29 years. He began his career in the forest products industry cutting firewood in 1975. Turner is a graduate of Centerville High School in Trinity County, Texas.

Turner and his wife of 29 years, Kathie, have two children.



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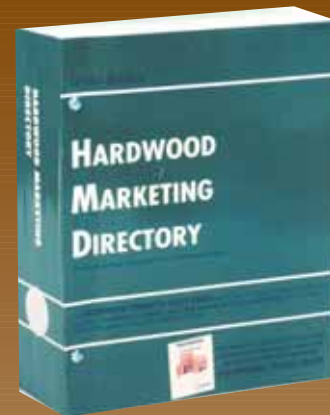
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Left to Right: Al Weston, buyer; Moe Hart, office manager; James Walter, operations manager; Jack Williams, president; and Bo Miller, truck driver



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TRADE TALK

Turbotville, Pa.—Bingaman & Son Lumber Inc., located here, recently began stocking a range of grades in Pacific Coast Red Alder lumber. Referring to the newly added species, a spokesperson for the company said, "Alder is one of the most versatile woodworking materials available, with superior turning and polishing properties." Bingaman Lumber maintains an average inventory of 2.5 million board feet of kiln-dried lumber in 13 different species: Alder, Basswood, Beech, Birch, Cherry, Hickory, Poplar, Hard and Soft Maple, Walnut, White Ash and Red and White Oak.

Incorporated in 1968, the company includes a main lumberyard in Kreamer, a second yard in Clarendon, and sawmills in Mill Hall and St. Marys. All facilities are located in the Appalachian Mountains of Pennsylvania.

Akron, Ind.—Headquartered here, Pike Lumber Co. Inc. recently purchased McDonough Manufacturing's new electric linear edger system. According to a company spokesperson, when the company decided to upgrade their Akron facility, "the selection of equipment and how it fits into both our sawmilling philosophy and the sawmill itself were key to keeping the highest quality product going out the door," he said. The representative said that certain criteria was determined which led to a lot of back and forth projects between Pike's special projects manager, Larry Hunter and McDonough's edger division general manager, Hugh Hawley. Working together with Hunter and his team to clear obstacles presented by the criteria, McDonough has brought to the Hardwood sawmill industry what it believes to be a linear edger system that will capture more value than other's on the market.



Larry Hunter

With features such as River City Software that provide the operator with full color, high definition images of both the top and bottom, the operator rarely looks at the actual board in the mill. According to a McDonough representative, the most impressive feature of McDonough's ValueMax edging system is the intuitive controls and the user-friendliness where an operator can manipulate the system to maximize the value of boards, grades, saw positions, skew angle and waste handling all controlled with two multi-function joysticks.

Larry Hunter also commented that the team at Pike Lumber Co. feels that their selection of McDonough to provide its optimized linear edger system has been a great decision. "We've increased our grade recovery and we've increased our footage recovery. It's been a tremendous success," Hunter said.

For more information about the McDonough ValueMax edging system please contact McDonough Manufacturing at www.mcdonough-mfg.com or (715) 834-7755.

Memphis, Tenn.—Adam Taylor, a salesman for Ralph Taylor Lumber Co., headquartered here, was recently named president of the

An update covering the latest news about Hardwood Suppliers.

Lumbermen's Club of Memphis, also based here.

Ralph Taylor Lumber Co. produces approximately 20 million board feet of Hardwood lumber annually in such species as Red and White Oak, Hickory, Sycamore, Hackberry, Gum and Cottonwood. The company sells its lumber green, air-dried and kiln-dried, 4/4 and 5/4. Ralph Taylor Lumber is also the sales agent for T&S Sawmill Inc. in Clarendon, Ark.

In addition to its annual production, Ralph Taylor Lumber buys and sells lumber from other mills across the eastern United States. The firm, which celebrates 40 years of business in 2009, has been a member of the Lumbermen's Club of Memphis throughout most of its duration.

As incoming president, Taylor said he hopes to keep the Lumbermen's Club of Memphis "actively involved in the industry and in the education of the people in our area. (The organization) is important to the Hardwood industry in Tennessee, Arkansas, Mississippi and throughout the Mid-South region."



Adam Taylor

Fishersville, Va.—Blue Ridge Lumber Co., LLC recently announced the implementation of Clean Diesel Technologies, Inc.'s Platinum Plus fuel-borne catalyst throughout Blue Ridge's trucking fleet.

A four-month on the road test of Clean Diesel's Platinum Plus was conducted. The test demonstrated a considerable reduction in visible particulate matter emissions, and a measured reduction of 12.7 percent in both fuel consumption and carbon dioxide greenhouse gas emissions from the Blue Ridge line-haul trucking routes. When the test was concluded, Blue Ridge made the decision to use Platinum Plus fleet-wide.

Blue Ridge's general manager, Thomas G. Sheets said, "As a natural renewable resources company, we are keenly aware of the need for a healthier environment. The combination of fuel savings and environmental benefits Clean Diesel delivers made the decision to deploy their solution throughout our fleet very appealing."

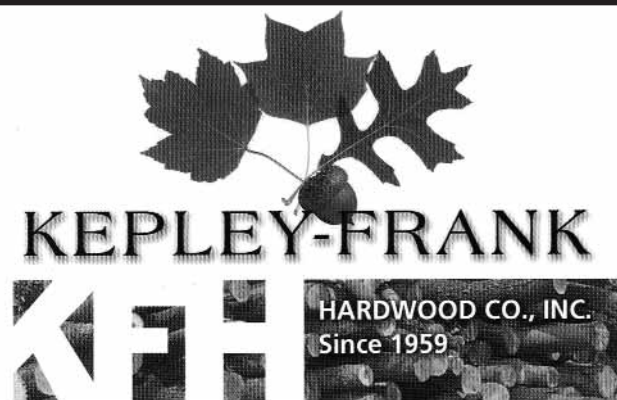
Blue Ridge Lumber, a regional business with worldwide markets adopted the Platinum Plus fuel-borne catalyst "to secure a strategic advantage through reduced transportation costs, to create and maintain a healthy environment for employees and to do their part in mitigating global climate change due to carbon emissions," a spokesperson for the company said.

Clean Diesel's chief executive officer, Dr. Bernhard Steiner commented, "We are pleased that the success of our technology in the Blue Ridge fleet enables them to serve as an industry-leading example. Rising fuel costs disproportionately impact industries dependent on transportation, especially those with high fuel consumption such as businesses that routinely ship goods across the country. Blue Ridge's progressive approach to pro-



Thomas Sheets

Please turn the page



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This is a view of our 50 bay sorter.

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- 1.) Our three sawmills cut 15 million board feet a year of fine Appalachian Hardwood lumber in 4/4 through 8/4 thicknesses in mostly Red Oak, White Oak and Poplar as well as Ash and Maple. Our crosstie mill manufactures about 100,000 board feet per week of crosstie and tie sides in species such as Hickory, Sycamore, Beech, Gum and Elm. In addition to the lumber we cut from our sawmill we also process another 12 to 15 million board feet of lumber per year through our Hardwood concentration yard business. We purchase and process all domestic species in all grades.
- 2.) Our modern planer mill runs two shifts to ensure on time shipments of our lumber to customers. We deliver kiln dried or air dried lumber and offer export preparation and on site container loading.
- 3.) We offer 600,000 board feet of fan shed inventory at all times, to provide efficient service to our customers. Kepley-Frank maintains an air dried inventory of 5,000,000 plus board feet of all species, to ensure back up inventory for our customers.

*Through Jimmy Kepley acquiring Lexington Home Brands' plant #2 in Lexington, N.C., and naming the operation Linwood Furniture, Inc., his company offers kiln dried lumber from Linwood's eight dry kilns with a total dry kiln capacity of 600,000 board feet per charge. The furniture plant is also offering the service of contract furniture manufacturing and the manufacturing of wood components for other furniture manufacturers and other woodworking companies.

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TRADE TALK - Continued

tecting the environment while directly benefiting their business is an example for the entire lumber industry."

Blue Ridge Lumber Company is a full service building supply dealer that supplies both builders and homeowners throughout the Northwest New Jersey area.

Clean Diesel Technologies, Inc. is a clean-tech emissions reduction company based in Stamford, Conn.

Antigo, Wis.—Kretz Lumber Co. Inc. recently partnered with Robbins Flooring and Zelazoski Wood Products Inc., all located here, to establish a Wood Technology Center of Excellence at Northcentral Technical College (NCTC), also in Antigo.

Tim Kassis, sales manager for Kretz Lumber Co., said the group originally approached NCTC to request that a technological training center was needed in order to get better employees.



Tim Kassis

"We were successful in working together with the Northcentral Technical College in Antigo and the Langlade County Board in getting the bonding to build the facility," Kassis said. "It will be a facility that showcases many Hardwood products including mouldings, flooring and other items from the area."

The Wood Technology Center will offer two programs — a wood manufacturing technologies diploma and a wood processes associate degree. Programming will include engineering, business and forestry disciplines to develop skills and specialized knowledge required for the manufacturing, marketing, distribution and end use of wood products. Attendees will use innovative approaches for obtaining, manufacturing, using and recycling wood products and other sustainable products in an environmentally safe manner.

Some classes of the outlined curriculum will begin in January 2010, with the full launch of the programs in the fall of 2010.

The Langlade County region, which includes Antigo, is one of the leaders in forest products manufacturing with mills that are among the most sophisticated in the world. The 127,000 acres of land includes some of the most beautiful White Hard Maple in North America and fertile soil known as Antigo silt loam.

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TRADE TALK - Continued

Collins Companies recently announced the addition of Kevin Paldino as vice president of sales and marketing. President and chief executive officer, Eric Schooler commented, "Paldino rose to the top amongst several qualified candidates with his energy and zeal for inspiring our sales team to be innovative and confident in our sales and marketing approach." Paldino has a sales background that includes the Collins product lines, marketing and most recently served as director of sales and marketing with The Pacific Lumber Co. out of northern California.

With facilities in California, Pennsylvania and Oregon, The Collins Companies offers softwood and Hardwood lumber, pine particleboard and their exclusive TruWood siding.



Kevin Paldino

Mason City, Iowa—Headquartered here, Woodharbor recently upgraded its Rockglen Cabinetry line from a semi-custom line to a custom line. "Rockglen now offers a breadth of choices and design options at a value unseen in any other custom cabinetry line," director of marketing communications, John Wilson said.

Company president, Curtis Lewerke added, "It's always nice to announce good news, especially when times are tough. When the economy is struggling, it's a good time to step back, look at our priorities and ask ourselves how we can improve our products and procedures to support our dealers."

Woodharbor manufactures two cabinetry product lines, Woodharbor, a custom cabinet line and Rockglen, a custom cabinet line.



Curtis Lewerke

Washington, D.C.—Recently re-elected, Congressman Brad Ellsworth in his 2nd term, represents the 8th District of Indiana. A supporter of the Hardwood industry, Ellsworth has reintroduced his resolution to recognize the unique environmental contributions made by Hardwoods in the form of H.Res 81. In a recent interview with the Hardwood Federation, Ellsworth explained why he felt it was important to reintroduce the bill at this time. "The Hardwood industry is important to the communities I represent in south and west Indiana, and I am proud to recognize their contributions to our economy and to sustainable business practices. I was encouraged by the bipartisan support this bill received last fall, and I think it's important to remind people about the role the domestic Hardwood industry can play in our economic recovery and efforts to live in more environmentally sensible ways," he said.



Brad Ellsworth

Noting the green initiatives in President Obama's plans, the Hardwood Federation asked for Ellsworth's opinion on the balance of green goals and the reality of competitiveness for business. The Congressman responded optimistically. "With our economy facing serious challenges, our top concern must be strengthening American businesses and workers. While I support efforts to develop more environmentally friendly technologies, Congress must ensure that policies to pursue this goal do not impede American workers and businesses' ability to compete and succeed in the global economy."

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TRADE TALK - Continued

St. Louis, Mo.—The National Wood Flooring Association (NOFMA), located here, has announced it will continue to offer and support the NOFMA Mill Certification Program. The association also announced it has established a NOFMA Standards Committee to develop criteria for expanding the program to increase the number of participating companies as a result of the NWFA/NOFMA consolidation that took place recently.

Manufacturers that are currently not NOFMA certified mills can qualify for certification based on certain criteria. The program is currently available to U.S. manufacturers only. However, the committee is considering expanding the program to include manufacturers in Canada and Mexico. For more information visit www.nwfa.org or contact direct at 800-422-4556.

Mississauga, Ont.—Weston Forest Products recently announced that Agnes Flinn has joined its North American Sales Group. Flinn has been in the lumber industry for over 20 years as a purchaser and trader for Canwel and Eacan Timber and also as the owner of her own company, Pine Island Lumber Ltd.

"Agnes will bring a tremendous amount of purchasing and sales experience to Weston, particularly increasing our depth in the Canadian Maritime Provinces, and in the U.S. Northeast," executive vice president of Weston, Steve Ekstein stated. "We are very happy to welcome Agnes to the Weston Team."

Flinn will be based in Halifax, Nova Scotia and may be reached at 902-860-8551.

Camas, Wash.—According to the Western Hardwood Association, located here, the U.S. furniture industry has continued to downsize. U.S. wood furniture factory shipments were reportedly 19.6 percent lower during the first three quarters of 2008 compared to the same period in 2007.

Stanley, Vaughan, and Flexsteel, are among the companies shutting down plants. Canada's furniture sector also took a beating with Baronet, Durham and Shermag closing factories as well. The oldest furniture manufacturer in Canada, Gibbad Furniture Shoppes of Napanee, recently announced plans to close.

The association forecasted that consumers would likely put the purchase of big-ticket items such as furniture on hold throughout the first three quarters of 2009.

According to the association, 2009 marks the ninth consecutive year that domestic Hardwood lumber shipments to U.S. furniture plants have declined to approximately one billion board feet. Not only are manufacturers producing less furniture, they are also purchasing less expensive species and/or grades of lumber when possible in an effort to cut raw material costs.

St-Eugene, Que.—A brand of The PENROD Group, ForesFloor, located here, recently announced an agreement with Intermountain Wood Products to serve as an exclusive distributor of ForesFloor premium Hardwood flooring in the northwest United States. This agreement will allow Intermountain Wood Products to offer ForesFloor Hardwood flooring products to customers in Utah, Idaho, Montana, Wyoming, eastern Oregon, western Colorado, eastern Nebraska, eastern Washington and western Iowa.

Operating nine distribution centers across the trading region, Intermountain Wood Products serves retailers with local inventories. In addition to its line of wood products, the company also provides accessories and other products needed by retailers and installing contractors to ensure full-service installations to its customers.

TRADE TALK - Continued

"Our decision to add a high-quality line of pre-finished solid Hardwood flooring products like the ForesFloor brand reflects our desire to provide a more complete range of wood flooring products to our customers," said Ron Winterton, marketing manager of Intermountain Wood Products. "ForesFloor's quality, coupled with their unique distribution policies, will provide our retail customers the best opportunity to serve their markets with some exclusivity."

ForesFloor offers a collection of flooring products available in an assortment of styles, grades, finishes, stains, widths and species.

"This exclusive partnership with such a strong distributor of forest products and solid Hardwood flooring blends well with the ForesFloor organization strategy. The addition of Intermountain Wood Products strengthens our position in the global forest products industry and will create continued growth for both our companies," Gerry Hebert, vice president of ForesFloor added.

For more information contact 819-396-1188 or visit www.foresfloor.com.

Memphis, Tenn.—The Agricenter International, the Tennessee Department of Agriculture's Division of Forestry, with offices located here, and a Cordova, Tenn. landscape company, Schwend Landscape Management Inc., recently began the city of Memphis' plan to plant a million trees.



Crystal Oldham, National Hardwood Lumber Assoc., Memphis, Tenn.; Ron Carlsson, USA Woods International Inc., Germantown, Tenn.; Joe Hryka, Sam Carey Lumber Co., Germantown, Tenn.; and Tom Wilson, International Specialties Inc., Collierville, Tenn.

As part of a recently adopted 'master plan' for the city's 4,500-acre park, Shelby Farms, 107 trees were planted to kick off the project.

Red Oak, Gum, Willow Oaks and Zelcovia were among many species of trees planted. Schwend Landscape Management was assisted in the planting of the trees by local 4H Club, and Boy Scout members. A representative for Schwend Landscape, Nathan Schwend said the seedlings, which are currently three years old, will become substantially mature in another seven years. "They will help screen the RV park area from other parts of Shelby Farms," he said.

Several members of the Memphis Lumbermen's Club were in attendance for the ceremony including Tom Wilson of International Specialties Inc., Collierville, Tenn.; Mark Barford, National Hardwood Lumber Assoc. (NHLA), Memphis, Tenn.; Ron Carlsson, USA Woods International Inc., Germantown, Tenn.; and Preston Padgett, Tennessee Forestry Association, Nashville, Tenn.



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HARDWOOD CALENDAR - Continued from page 4

MAY

Kitchen/Bath Industry Show & Conference, Georgia World Congress Center, Atlanta, Ga. Contact: 800-933-8735. Show: **May 1-3.** Conference: **April 30-May 3.**

Stairway Manufacturer's Assoc., Annual Conference, Sandpearl Resort, Clearwater Beach, Fla. Contact: sma@stairway.org. **May 3-5.**

Penn-York Lumbermen's Club, Host: Babcock Lumber, Seven Springs, Pa. Contact: www.pennnyork.org. **May 18.**

JUNE

The Forest Products Machinery and Equipment Exposition, Southern Forest Products Assoc., 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.**

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NHLA NEWS - Continued from page 12

tive on a post-secondary vocational level.

To better serve its members, NHLA will once again take the full Inspector Training School back on the road this summer and place it in the geographical center of our sawmill members in western Pennsylvania allowing members easier and more economical access to the program.

Serving NHLA Members: The last tenant of our new brand is to exist for our members and listen to their needs. To illustrate this commitment, the NHLA executive committee recently met to review the dues payment schedule. For 110 years, dues have been collected in advance for the full year. Under current economic conditions, this requirement has become a strain on some member companies. Rather than require payment in full, the proposed schedule will allow an installment option. NHLA is committed to serving our members and helping the industry. The NHLA presence will increase. You will see us more and hear from us more as we complete the transition of becoming the "voice of the Hardwood industry." We will be around to share the next good times; as we are here now enduring in these tough times.



THE HARDWOOD COUNCIL - Continued from page 14

Carbon Negative – Trees reduce greenhouse gases in the atmosphere by removing carbon dioxide, storing carbon and releasing oxygen.

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Certification – Only about 3 – 5 percent of U.S. Hardwoods are certified because more than 7 million private individuals and families own fully 62 percent of all Hardwood forestland in the U.S.

This full-color, one-page document is available for download at the Council's website: www.hardwoodcouncil.com. Print out this document and distribute it freely. Help get out the message of the positive attributes of North American Hardwoods.

Founded in 1993, The Hardwood Council is a coalition of nine Hardwood lumber and product associations, along with companies and individuals interested in promoting North American Hardwoods.



AHEC UPDATE - Continued from page 16

AHEC understands that the European wood trade, who will be required to implement these legality "due diligence" systems are broadly in support of the proposed regulations. They are seen as less onerous than the legality licensing favoured by some of the ENGO's. It should also provide a simpler solution for the market and remove some of the current confusion surrounding green procurement.

For U.S. Hardwoods these developments are potentially very good news. The AHEC legality study proves low risk status on a national basis. If the study is used together with the AHEC Responsible Purchasing Policy (recently launched in Japan) it could make it much easier for European importers bringing in American Hardwoods to demonstrate "due diligence" under the new legislation. In the meantime the AHEC study, which is the first of its kind, is being held up by the policy makers as an example of how national risk assessments could be defined and carried out.

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AHEC UPDATE - Continued

The American Hardwood Export Council is the leading international trade association for the U.S. Hardwood industry, representing the committed exporters among U.S. Hardwood companies and all major U.S. Hardwood product trade associations. AHEC's member companies service the growing global demand for U.S. Hardwood and represent the full range of Hardwood products.

AHEC maintains offices in Japan, Europe, Southeast Asia, China, Korea and Mexico, in addition to its Washington, D.C. headquarters, to serve the needs of the global community. For additional information please contact AHEC by phone at 202/463-2720, by fax at 202/463-2787 or consult our web site at www.ahec.org.

HARDWOOD FEDERATION - Continued from page 18

Memorandum of Understanding (MOU) to work cooperatively to combat illegal logging and associated trade. One of the components was the creation of the Bilateral Forum, an institution within which government officials from the two countries could work together.

An early concept developed by the Forum was to create a collaborative project involving representatives of the private sector, non-governmental organizations and the U.S. and Chinese governments to promote the development of transparent markets for legally harvested timber and timber products.

The office of the United States Trade Representative (USTR) developed the first project, and in February invited a representative of the HF to evaluate, offer feedback on, and help refine the project.

Don Finkell, President and CEO of Anderson Hardwood Floors in Clinton, South Carolina was selected to represent the industry and will serve as the liaison between the Hardwood industry and the Bilateral Forum as the project moves forward.

Don has reported back that he thinks this forum will offer the best chance for the industry to succeed in addressing the competitive challenges from illegal logging and unfair trade.

We are hopeful this project will be successful at eliminating some of the trade barriers our industry faces at the hands of illegal logging and the resultant trade, and we are grateful to USTR and the other participants in the project, including the Chinese government, for their willingness to help create a level playing field for U.S. industry.

We will continue to work on these important trade issues and our other priorities, including changing U.S. energy and tax policy, green building issues and transportation issues, among others. The Hardwood Federation is pleased to represent the industry and I personally look forward to continuing to serve your strong voice in Washington. Watch here for situation updates and visit us online at www.hardwoodfederation.com for even more information, and we'll hope to see you at the HF Capitol Hill Fly-In, September 22-23, 2009.

OBITUARIES

Marc Böhlke

Fairfield, Ohio — Marc Böhlke, executive vice president and managing director of M. Böhlke Veneer Corp., located here, died recently following a snowboarding accident while on vacation with his son in Canada.

Böhlke, 39, of Hyde Park, was educated as an architect but grew up working in his family's wood veneer business, founded by his father, Manfred Böhlke, in Fairfield, Ohio. Böhlke began his career in the company's warehouse and log yard, and was recognized internationally as an industry leader, culminating with the direct responsibility for all of the corporation's domestic and international sales.

Böhlke attended the Seven Hills School, graduated from Withrow High School and studied architecture at the Illinois Institute of Technology in Chicago. He was a member of the Board of Trustees of The Summit Country Day School and was actively involved with the Young Presidents' Organization.

Böhlke loved outdoor activities and spending time with his family and friends.

He is survived by his wife, Anna Cunningham Böhlke; children Nicholas, Isabella, Sebastian, and Francis; and his parents, Manfred and Katrin Böhlke, all of Hyde Park.

Donations in Böhlke's name may be made to Children's Hospital Medical Center, as follows: Cincinnati Children's Hospital Medical Center, 3333 Burnet Avenue, MLC 9002, Cincinnati, Ohio 45229.



Elizabeth Pritchette Neese Anderson

Paris, Tenn.—Former general manager of Henry County Hardwoods, Elizabeth "Lib" Pritchette Neese Anderson recently passed away. Born on July 12, 1958, Anderson grew up in Martin and graduated from Westview High School. Her son Blake, her brother John David Neese, two sisters, an aunt, eight nieces and nephews and five great-nieces and nephews survive her.

She began her career as a receptionist and after educating herself in the lumber industry she became responsible for corporate expansion and growth while developing and serving as general manager.

Funeral services were held at McEvoy's Funeral Home with burial at Johnson Chapel United Methodist Church, a small church founded by her great-great-grandfather in the mid 1800's. Founded in 1987, Henry County Hardwoods is owned by her brother, John David Neese. Memorial contributions may be made to the charity of the donor's choice.

Ed Seitz

West Point, Miss.—Former president of Seitz Lumber Co., Ed Seitz recently passed away. Seitz, a veteran of the U.S. Marine Corps, served in the Korean War and was a member of the First Baptist Church of West Point. He was also a founder of Oak Hill Academy.

Survived by his wife, Mamie and sons, John and Bob Seitz, he was president of Seitz Lumber Co. for over 50 years.



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If interested please send a resume to: Michelle Arthurs, Director of Human Resources, Weston Forest Products, 7600 Torbram Road, Mississauga, ON, L4T 3L8, Email: marthurs@westonforestgroup.com, Fax: 905-677-1639

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Stable hardwood lumber company has two positions for procurement foresters in west central Indiana. Successful candidates must have a love of the outdoors and the ability to communicate with a variety of people. They tend to be highly organized and can function independently or on a team. They also embrace technology. A Bachelor of Science in Forestry or equivalent is preferred but not required. Send resume or letter of interest to Samantha Howard, Vice President of Administration, Pike Lumber Company, Inc., PO Box 247, Akron, IN 46910 or e-mail to showard@pikelumber.com.

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INDEX

of Advertisers

Abenaki Timber Corporation	IBC	Hanks, Bill, Lumber Co., Inc.	75	Pennsylvania Lumbermens Mutual Insurance Co. .	
Air Systems Mfg. of Lenoir, Inc.	69	Hardwood Forest Foundation		Peterson, Keith D., & Co., Inc.	74
AJD Forest Products	73	Hardwood Forestry Fund.....	14	Pike Lumber Co., Inc.	15
American Hardwood Industries, Inc.	FC	Hardwood Manufacturers Assoc.....		Pine Mountain Hardwood Lbr. Co.	59
ANCHORSEAL	51	Hawkeye Forest Products, Inc.	45	Pride Hardwood, LLC.....	
Atlanta Hardwood Corporation	55	Hermitage Hardwood Lumber Sales, Inc.		Prime Lumber Company	
Baker Products.....	3	Highland Hardwood Sales, Inc.	47	Quality Hardwoods, Ltd.....	9
Battle Lumber Co., Inc.....		Holmes & Co., Inc.....	48	Ram Forest Products, Inc.	
Beard Hardwoods	64	Huntersville Hardwoods, Inc.....	55	Rex Lumber Co.....	
Beasley Forest Products, Inc.		Husky Hardwood Lumber		Rives & Reynolds Lumber Co., Inc.	
Bee Forest LLC	79	Indiana Wood Products, Inc.	3	Rosenberry, Carl L., & Sons, Lumber, Inc.	
Begley Lumber Co., Inc.....	72	Industrial Timber & Lumber Corp	7	Rutland Lumber Co., Inc.	16
Bingaman & Son Lumber, Inc.		Inter-Continental Hardwoods.....		Salamanca Lumber Co., Inc.....	
Bradford Forest Inc.		Iron Stick	79	Salem Frame	14
Buckman Laboratories Int'l, Inc.....		Irving, J.D., Limited		Shaver Wood Products, Inc.	
Cersosimo Lumber Co., Inc.....		ISK Biocides, Inc.....	5	SII Dry Kilns	
Chaney Lumber Co., Inc.....		John's Custom Panel Glueing	18	Simply Computing	18
Church, Bryant, Hardwoods, Inc.....	50	Jones, Ron, Hardwood Sales, Inc.....	66	Sirianni Hardwoods, Inc.....	
Cleereman Sales, Inc.....	68	Kennebec Lumber Co.....	53	Smithco Manufacturing, Inc.....	
Coastal Lumber Company.....	12	Kentucky Forest Industries Assoc.		Southern Forest Products Assoc.	
Cole Hardwood, Inc.	13	Kepley-Frank Hardwood Co., Inc.....	67	Southern Pneumatics.....	
Cook, C.C., & Son Lumber Co., Inc.....	46	Kitchens Bros. Manufacturing Co., Inc.....	70	Stiles, A.W., Contractors, Inc.	63
Corley Manufacturing Co.....		Kuhns Bros. Lumber Co., Inc.....		Sylvan Hardwoods, LLC	
Coulee Region Enterprises, Inc.....	16	Lewis Controls, Inc.		T & S Hardwoods, Inc.....	
Coulee Region Hardwoods, Inc.....	16	Lewis, Dwight, Lumber Co., Inc.....	74	Taylor Lumber, Inc.....	
Cramer, W.M., Lumber Co.....	IFC & 1	Limbo	IFC & 1	Taylor Machine Works, Inc.	
Cummings Lumber Co., Inc.....	71	Mackeys Ferry Sawmill.....		Taylor, Ralph, Lumber Co., Inc.	
Curtner Lumber Co.		Mars Hill Hardwoods		Tectronix Systems Inc.	73
Deer Park Lumber, Inc.		McDonough Manufacturing Company		Tioga Hardwoods, Inc.....	
Devereaux Sawmill, Inc.		Meridien Hardwoods of PA., Inc.....	49	Tuscarora Hardwoods, Inc.	57
Distribution Management Systems, Inc.	17	Midwest Hardwood Corporation	BC	U•C Coatings Corp.	51
DLH Nordisk, Inc.		Miller & Co.	40 & 41	USNR	
Downes & Reader Hardwood Co., Inc.....	52	Miller, Frank, Lumber Co., Inc.....		Weston Premium Woods Inc.	
Eastern Lumber Corp.		Miller Wood Designs	78	Weyerhaeuser Hardwoods & Industrial Products..	
Evarts, G.H., & Co., Inc.	11	Missouri-Pacific Lumber Co.....		Wheeland Lumber Co., Inc.....	54
EXPO 2009.....		Mueller Bros. Timber, Inc.....		White, Harold, Lumber, Inc.....	
Fields, Walter M., Lumber Co.		Neff Lumber Mills, Inc.....		Williams, R.J., Inc.	65
Flamex, Inc.		North Pacific		Wilson Hardwoods Inc.	
G.F. Hardwoods, Inc.....	58	North State Hardwoods, Inc.	62	Wilson Lumber Co., Inc.	79
GEMPAINT	51	Northland Corp.....	61	Wolf River Lumber, Inc.	4
Gilco Lumber, Inc.....	19	Oakcrest Lumber, Inc.	12	Yoder Lumber Company, Inc.	
Graf Brothers Flooring		Oaks Unlimited	72		
Granite Hardwoods, Inc.	10	O'Shea Lumber Co.....	68		
Grezenski, James, Forest Products, Inc.....	71	Parton Lumber Company, Inc.....	70		
Hanafee Bros. Sawmill Co., Inc.....	60	PHL Industries			

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



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