



Pete Peterman, Dennis and Diane Johnston, Peterman Lumber Inc., Fontana, Calif.; and Pat Abney, Roy O. Martin Lumber Co. LLC, Alexandria, La.



Jim Mills, Craig Lumber Corp. Collierville, Tenn.; Mike Cowan, Hardwood Market Report, Memphis, Tenn.; Scott Heidler, Heidler Hardwood Lumber Co., Chicago, Ill.; Wayne Fendley, Linden Lumber Co. Ltd., Linden, Ala.; and Gary Miller, National Hardwood Magazine, Memphis, Tenn.



Jeff Hardy, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; Loren Voyer, Champlain Hardwoods Inc., Essex Junction, Vt.; Peter Duerden, U•C Coatings Corp., Buffalo, N.Y.; and Terry Stockdale, BWP Hardwoods Inc., Brookville, Pa.



Jack Clark, North Pacific, Portland, Ore.; Steven Sievers, C/K International LLC, Durham, N.C.; Lloyd Lovett, Transit King City/Northway Forwarding, Montreal, Que.; and Darwin Murray, North Pacific, West Plains, Mo.



Brad Todd, Fox Everett Insurance, Nashville, Tenn.; and Buddy Irby, Anderson-Tully Lumber Co., Vicksburg, Miss.



Larry Evans, Scott Holley, Peter Tucker, Ed Armbruster and Brad Schroeder, Industrial Timber & Lumber Co., Beachwood, Ohio



Monte and Annette Jensen, DMSi, Omaha, Neb.; and Steve Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.



Jamey French, Northland Forest Products Inc., Kingston, N.H.; Ted Rossi, Rossi American Hardwoods, Cromwell, Conn.; and Deb Hawkinson, Hardwood Federation, Washington, D.C.

# Industry Leaders Present Unified Message To Congress

BY DEB HAWKINSON

## Washington, D.C.–

Over 50 Hardwood industry leaders attended the Hardwood Federation's (HF) fall meeting here recently as the National Hardwood Lumber Association's Convention kicked off. Industry leaders brought a unified voice to over 30 members of Congress or their staff on legislation important to Hardwood businesses. Despite the unexpected early adjournment of the House, the HF Political Action Committee Reception/Luncheon was a success, attracting 15 members of Congress including Congressman Collin Peterson (D-MN), Chair of the House Agriculture Committee, who addressed HF members regarding the Farm Bill and the importance of forestry opportunities in the renewable energy debate.

The Capitol Hill Fly-In meetings included:

HF Tennessee members personally met with Senator Lamar Alexander (R-TN) the Republican cosponsor of the HF supported Combat Illegal Logging Act;

HF members also met with key leaders Senator Thad Cochran (R-MS), the Ranking Member on the Appropriations Committee; Senator Blanche Lincoln (D-AR); and Senator John Sununu (R-NH);

In addition, Senate Minority Leader Mitch McConnell (R-KY), who sits on the Agriculture and Appropriations Committees, met with our Kentucky members;

The HF also had a meeting with Rep. Rosa DeLauro (D-CT), Chairman of the House Appropriations Subcommittee on Agriculture.

The industry made considerable progress in alerting these leaders on HF's priority issues and gaining their support for the industry's agenda, including:

**Illegal Logging:** HF members requested Senators co-sponsor Senator Wyden's (D-OR) and Senator Alexander's (R-TN) Combat Illegal Logging Act, S.1930. Meetings with House Members asked for their support of Congressman Blumenauer's (D-OR) HR.1497 Bill with amendments to mirror the S.1930;

**Trade/Competition:** HF members requested USDA reevaluate the fee increase for the Animal and Plant Health Inspection Service (APHIS), which issues export certificates for Hardwood lumber. This

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Mark and Michelle Barford, National Hardwood Lumber Assoc., Memphis, Tenn.; and Jim and Rod Reader, Downes & Reader Hardwood Co. Inc., Stoughton, Mass.



Chuck and Lindsey Bice, Sweeney Hardwoods, Fort Worth, Texas; Katie and Jack Shannon, J.T. Shannon Lumber Co., Memphis, Tenn.; and Galen Weaber, Weaber Inc., Lebanon, Pa.



Ted Rossi, Rossi American Hardwoods, Cromwell, Conn.; and Rep. Collin Peterson, (D-MN)



Dave Redmond, Highland Hardwood Sales Inc., Augusta, Ga.; Chuck Bice, Sweeney Hardwoods, Fort Worth, Texas; Orn Gudmundsson, Northland Corp., LaGrange, Ky.; and Jim Howard, Atlanta Hardwood Corp., Mableton, Ga.



Wendell Cramer, W.M. Cramer Lumber Co., Hickory, N.C.; Victor Barringer, Coastal Lumber Co., Weldon, N.C.; and Terry Miller, National Hardwood Magazine, Memphis, Tenn.



Jeff Nickel, Armstrong Wood Products, Lancaster, Pa.; Richard Krawze, Pine River Hardwoods LLC, Long Lake, Wis.; and Mike White, Harold White Lumber Co., Morehead, Ky.



Jamey French, Northland Forest Products Inc., Kingston, N.H.; Ted Rossi, Rossi American Hardwoods, Cromwell, Conn.; and Deb Hawkinson, Hardwood Federation, Washington, D.C.

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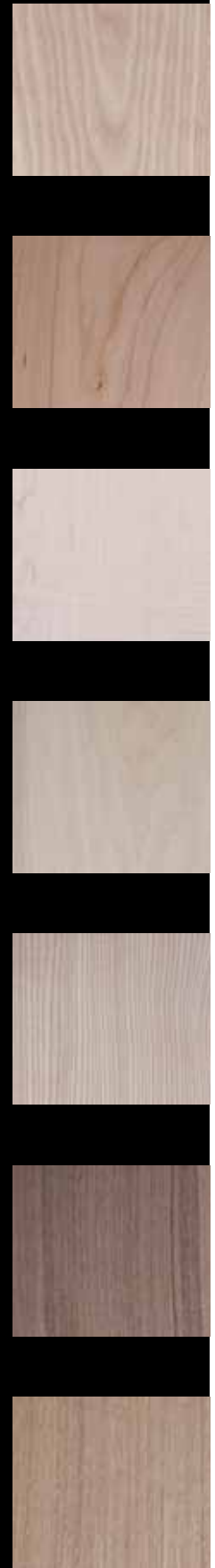
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# Guests Enjoy Gutches's Hospitality

BY TERRY MILLER

## Washington, D.C.—

Gutchess Lumber welcomed dozens of guests at two receptions, which it hosted at the Hilton Washington during the recent National Hardwood Lumber Association's annual convention. The receptions provided attendees time to casually network.

Gutchess Lumber was founded in 1904 by George Gutchess and remains family-owned and operated. The firm specializes in Northern Hardwood lumber, including Red and White Oak, Hard and Soft Maple, Cherry, Tulip Poplar, White Ash and Basswood. More than 30 million board feet is maintained in inventory at Gutchess' Cortland, N.Y., location.



Mike and Cris Mallery, Wolverine Hardwoods Inc., Kane, Pa.; and Terri and Rich Harden, Gutchess Lumber, Latrobe, Pa.



Mark Buchanan, Aura Hardwood Lumber Inc., San Jose, Calif.; Heidi Hurtis, Gutchess Lumber, Cortland, N.Y.; Kathy and Rick Degen, Bennett Hardwoods Inc., Wausau, Wis.; and Andy Middleton, Gutchess Lumber



Steve Staryak, Lawrence Lumber Co., Maiden, N.C.; Patrick Goodfellow, Goodfellow Inc., Delson, Que.; Heidi Hurtis, Gutchess Lumber, Cortland, N.Y.; and Rich Harden, Gutchess Lumber, Latrobe, Pa.



Dave Sondel, U•C Coatings Corp., Buffalo, N.Y.; Jack Hatfield, Jim C. Hamer Co., Kenova, W.Va.; and Denise and Hud Caldwell, Gutchess Lumber, Latrobe, Pa.



Heidi Hurtis, Gutchess Lumber, Cortland, N.Y.; Alex Zamora, Lumber de Mexico, Mexico City, Mexico; and Trudy Burdge, Gutchess Lumber



Brin Langmuir, Falcon Lumber Ltd., Toronto, Ont.; and Chuck and Mary Beatty, Gutchess Lumber, Cortland, N.Y.



Robb and Kerri Greer, Shetler Lumber Co. Inc., Waterford, Pa.; and Peter Duerden, U•C Coatings Corp., Buffalo, N.Y.

# Bioenergy Discussed At Kretz Forestry Field Day

## Antigo, Wis.—

Attendees were entertained and informed recently during a day-long Forestry Field Day hosted by Kretz Lumber Co. Inc. This marked the tenth consecutive year for the event to be held.

Guest speaker for the day was Mark Knaebe, Forest Products Technologist with the USDA Forest Service State and Private Forestry Technology Marketing Unit, located at the Forest Products Laboratory in Madison, Wis.

Knaebe, whose presentation primarily focused on the future of bioenergy, began his presentation by addressing a question on the efficiency of outdoor wood burning stoves asked by Dan Kretz, of Kretz Lumber Co. Inc. The problem with most outdoor stoves on the market today is their low efficiency. These stoves are being banned by many municipalities due to their heavy smoke generation. This smoke is an indication of incomplete combustion due to their low operating temperature (~1000 degrees F.). More efficient designs that operate at much higher temperatures (~1900 degrees F.) produce very little smoke given the complete combustion of the fuel. These systems burn at this higher temperature for a short period of time and transfer the heat energy to a large heat sink, such as a super insulated water tank. These systems consume only one-third as



Activities and events were plentiful recently at the 10<sup>th</sup> Annual Kretz Forestry Field Day in Antigo, Wis. Pictured are: Richard Bergman, chemical engineer and wood drying specialist, USDA Forest Service Forest Products Laboratory, Madison, Wis.; Bob Goin, sales manager, Hughes Hardwoods, a division of Kretz Lumber Co. Inc., Sacramento, Calif.; Bill Nunes, sales representative, Hughes Hardwoods; Troy Brown, president, Kretz Lumber Co. Inc., Antigo, Wis.; Mark Knaebe, Forest Products Technologist, USDA Forest Service State and Private Forestry Technology Marketing Unit, Forest Products Laboratory, Madison, Wis.; and Michael Wiemann, PhD, Botanist and Wood Identification Specialist Center for Wood Anatomy Research, USDA Forest Service Forest Products Laboratory, Madison, Wis.

much wood fuel as the less efficient wood stoves.

Knaebe then discussed the efficiency of various fuel types including cordwood, electricity, propane, and wood pellets. The USDA Forest Service Forest Products Laboratory has a number of fuel calculators available that compare fuel types, BTU values, and prices. From these calculators, an individual can determine which fuel type is most eco-

nomical for their situation. Knaebe then discussed trends in energy production, including ethanol and other bio-fuels. Interestingly, he noted, if all of the woody debris from our forests in the United States were turned into energy, it would supply only 10 percent of our annual energy needs. Knaebe finished his presentation by answering numerous questions from the audience.

*Please turn to page 80*



Kretz Lumber Co. Inc. Vice President Diane Bielen prints maps using the Geographical Information Systems—Land Mapping program for landowners during Forestry Field Day.



Kretz Forester Tim Nicklaus escorts a group of landowners through the Ray Kretz Industrial Forest—29-acres of heavily wooded land on the south end of the company's headquarters in Antigo.



# CHILDREN LEARN ABOUT TREES FROM HFF

## Washington, D.C.—

About 50 children attended the Hardwood Forest Foundation's (HFF) presentation of the "Truth About Trees" during the recently held National Hardwood Lumber Association's annual convention. This marked the first time that HFF offered the program at the NHLA event.

Presented by U•C Coatings Corp., "Truth About Trees" is the newest program from HFF and is classroom oriented and appropriate for grades 3 through 5. The program supplies teachers throughout the United States and Canada with activities and materials to educate students about forests and the forest products industry.

The Hardwood Forest Foundation is a non-profit educational resource. Its



Norm Murray, from U•Coating Corp., which sponsored the program, leads a discussion during the "Truth About Trees" presentation. Children in grades 3 through 5 in Washington, D.C. were in attendance.

goal is to teach the public about Hardwood trees, forests and the importance of sustainable forest management. Since 1989, HFF has been involved in a variety of educational programs and activities throughout the United States and Canada.





Dave and Alora Gross, Baillie Lumber Co., Hamburg, N.Y.; Rob Kukowski, Devereaux Sawmill Inc., Pewamo, Mich.; Alysia Sargent, ACES division of Kuhne + Nagel Inc., Portland, Ore.; Loren Voyer, Champlain Hardwoods Inc., Essex Junction, Vt.; and Ted Rowe Jr., Aurora Timberland, Aurora, Ont.



Mike and Cris Mallery, Wolverine Hardwoods Inc., Kane, Pa.; and Terri and Rich Harden, Gutches Lumber, Latrobe, Pa.



Nancy Arend and Ken Gindroz, Weyerhaeuser Hardwoods & Industrial Products, Federal Way, Wash.; Joseph Phaneuf, Northeastern Loggers' Assoc., Old Forge, N.Y.; and Orn Gudmundsson Jr., Northland Corp., LaGrange, Ky.



Nathan Jobe, American Lumber Co., Hamburg, N.Y.; John Staranko, Baillie Lumber Co., Hamburg, N.Y.; Paul Staub, Taylor Lumber Inc., McDermott, Ohio; and Bruce Horner, Abenaki Timber Corp., Kingston, N.H.

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Lenny Shibley, Inter-Continental Hardwoods, Currie, N.C.; Dave Bramlage, Cole Hardwood Inc., Logansport, Ind.; Greg Etienne, Rayner & Rinn-Scott Inc., Bedford Park, Ill.; and Troy Jamieson, Somerset Wood Products Inc., Somerset, Ky.



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Kevin Davis, Appalachian Wood Products Inc., Clearfield, Pa.; Garry Drawbaugh, O'Shea Lumber Co., Glen Rock, Pa.; Chris Castano, Champlain Hardwoods Inc., Essex Junction, Vt.; and Shawn Covalt, O'Shea Lumber Co.



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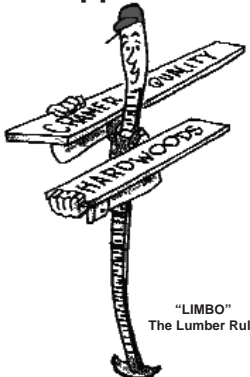


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Ryan Oliver, UCS Forest Group, Salt Lake City, Utah; Bryan Hoyt, UCS Forest Group, Seattle, Wash.; Todd Hammond, Sierra Forest Products, Salt Lake City, Utah; and Joe Ventimiglia, Sierra Forest Products, Chicago, Ill.



Tony Honeycutt, Mullican Flooring, Johnson City, Tenn.; Gale and Kim Keener, Mullican Flooring, Ronceverte, W.Va.; and Jimmy Houck, Taylor-Ramsey Corp., Lynchburg, Va.



Larry Cordner, Cummings Lumber Co. Inc., Troy, Pa.; Mike Mallin, Midwest Hardwood Corp., Maple Grove, Minn.; Tim Kassis, Kretz Lumber Co. Inc., Antigo, Wis.; and James Bilinski, J.E. Higgins Lumber Co., Livermore, Calif.

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Alessandro Barsotti, Giorgio Gori, Baltimore, Md.; Hal Mitchell, Atlanta Hardwood Corp., Mableton, Ga.; and Brian Ballard, Huntersville Hardwoods Inc., Huntersville, N.C.



Ted Murray, Murray Bros. Lumber Co. Ltd., Madawaska, Ont.; Hal Mitchell and Dan Caldwell, Atlanta Hardwood Corp., Mableton, Ga.; and Tony Simpson, Madison Lumber Inc., Huntsville, Ala.



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Joe Pryor, Oaks Unlimited Inc., Waynesville, N.C.; Bob Bannish, Bannish-Rickard Lumber Co., Bristol, Tenn.; Tom Hayes, Roanoke Forest Products Co. Inc., Roanoke, Va.; and Russell Bozeman, Haglof Inc., Madison, Miss.

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David Olah, Allegheny Wood Products, Petersburg, W.Va.; Diane Beauchamp, Northern Hardwoods, South Range, Mich.; and Dean Alanko, Allegheny Wood Products



Karl Seger, Falcon Lumber Ltd., Toronto, Ont.; Alysia Sargent, ACES division of Kuehne + Nagel Inc., Portland, Ore.; Jeff Hardy, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; and Brin Langmuir, Falcon Lumber Ltd.

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Jean Desilets, C.A. Spencer Inc., Laval, Que.; Andy Godzinski, Rex Lumber Co., Acton, Mass.; Peter Van Amelsfoort, Quality Hardwoods Ltd., Powassan, Ont.; and Martin Deschenes, Lauzon Distinctive Hardwood Flooring, Papineauville, Que.



Chris Strang, TBM Hardwoods Inc., Hanover, Pa.; Patrick Goodfellow and Alex Gonter-Dray, Goodfellow Inc., Delson, Que.; and Ralph Bartles, Graf Brothers Flooring & Lumber, South Shore, Ky.



Tom Herga, Inter-Continental Hardwoods, Currie, N.C.; Wendell Cramer, W.M. Cramer Lumber Co., Hickory, N.C.; and Larry Thompson, T & S Hardwoods Inc., Milledgeville, Ga.

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Thom Brown, SII Dry Kilns, Lexington, N.C.; Karla Allen, New England Forest Products Inc., Greenfield, N.H.; and Mike Fischer and Stacy Thompson, AWMV Industrial Products, Indianapolis, Ind.



Steve Arnett, Downes & Reader Hardwood Co. Inc., Greensboro, N.C.; Jim Howard, Atlanta Hardwood Corp., Mableton, Ga.; Tom Heard, Dixie Plywood & Lumber Co., Savannah, Ga.; and William von der Goltz, Downes & Reader Hardwood Co. Inc.



Sherri and John Fox, Jerry G. Williams & Sons Inc., Smithfield, N.C.



Greg and Cynthia Kitchens, Kitchens Bros. Manufacturing Co. Inc., Utica, Miss.; and John Clark, Kitchens Bros. Manufacturing Co. Inc., Hazlehurst, Miss.



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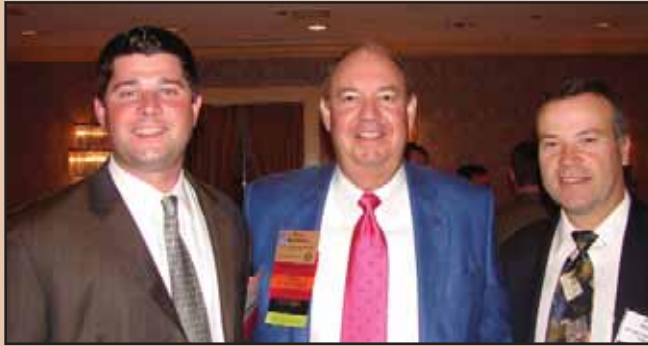
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Michael Schulke, Wolf River Lumber Inc., New London, Wis.; Dave Redmond, Highland Hardwood Sales Inc., Augusta, Ga.; and Terry Miller, National Hardwood Magazine, Memphis, Tenn.



Dave and Debbie Doucette, Rex Lumber Co., Acton, Mass.; and Jeff Poirier, Berkshire Hardwoods Inc., Chesterfield, Mass.



Jeff Meyer, Baillie Lumber Co., Hamburg, N.Y.; Hud Caldwell, Gutches Lumber, Latrobe, Pa.; and Andy and Karen Middleton, Gutches Lumber, Cortland, N.Y.



Richard Loveridge, Smee Timber Ltd., Winsford, Cheshire, England; and Richard Keeso, J.H. Keeso & Sons, Listowel, Ont.

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**Example #1**

**SAVE 35% / YR.**



**Application:**  
*Dry Kiln  
Hardwood  
Exporter*

**SIGNODE®**



**STRAPPING:** 1 1/4" x .025 Steel

**REPLACED BY:** 1" x .040 Polyester

**TOOLING:** (2) Pneumatic Tools

**Example #2**

**SAVE 46% / YR.**



**Application:**  
*Saw Mill*



**STRAPPING:** 3/4" x .023 Steel

**REPLACED BY:** 5/8" x .035 Polyester

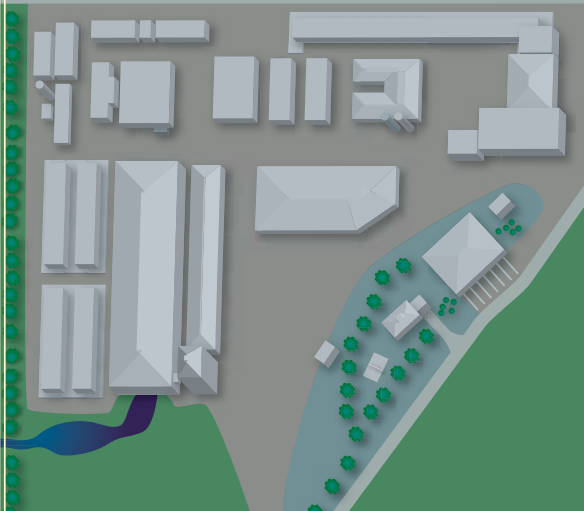
**TOOLING:** (2) Piece Tools

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Phil Rosebrock and Jeffrey Neidert, Prime Lumber Co., Thomasville, N.C.; and Carter Rothrock, MacBeath Hardwood Co., Edinburgh, Ind.



Chris Bingaman, Bingaman & Son Lumber Inc., Kreamer, Pa.; Paul Brooks, Quality Hardwoods Ltd., Powassan, Ont.; and Dale Heintzelman, NHLA Inspector, Middleburg, Pa.



Dana Fitzpatrick, Fitzpatrick & Weller Inc., Ellicottville, N.Y.; Skip Heidler, Heidler Hardwood Lumber Co., Chicago, Ill.; and Michael Buckley, Turnstone Communications Pte Ltd., Singapore



Keith, Brittany and Carmella Cole, Cole Hardwood Inc., Logansport, Ind.





Tom Oilar, Cole Hardwood Inc., Logansport, Ind.; and Rich Solano, Pike Lumber Co. Inc., Akron, Ind.



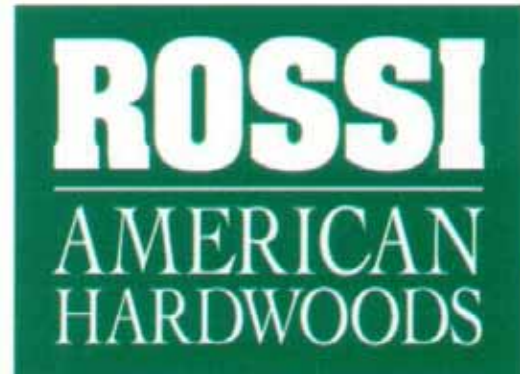
Jim Garrard and Jack Shannon, J.T. Shannon Lumber Co., Memphis, Tenn.; and Skip Holmes, Thomas & Proetz Lumber Co., St. Louis, Mo.



Bob Cafiero, J & J Log and Lumber Corp., Dover Plains, N.Y.; Rae Ann Blair, Tradelanes Inc., Mobile, Ala.; Larry Randall, Better Built Dry Kilns Inc., Villa Hills, Ky.; and Andy Watt, J & J Log and Lumber Corp.



Troy Brown, Kretz Lumber Co. Inc., Antigo, Wis.; Jack Shannon III, J.T. Shannon Lumber Co., Memphis, Tenn.; and Len Barker, Meridian Forest Products, Sugar Hill, Ga.



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**J.D. IRVING -**

Continued from page 33

that less than 2% of the forest is harvested each year and that more than 30 million trees are planted annually," Couturier said. "Our company has been nationally and internationally recognized by some of the world's leading environmental organizations for our efforts in habitat conservation, research and pioneering world first pollution prevention technology in the forest products sector."

Not only does the tree planting show a commitment to the environment, but also to the customer.

"We are focused on building long term relationships with customers that are always adding value - this has been our fundamental way of doing business since 1882," Couturier said. "We can trade on a daily basis, but that's not our primary objective. We want to build long term value and solutions with customers that enable both of us - customer and supplier - to succeed. It's

a win-win; it helps them run their business and helps us run our business in the Hardwood, cedar and all the other businesses we operate."

To best serve customers, JDI recognizes that continuous improvement and ongoing investment - in people, best practices and new technology is critical. The Clair Hardwood mill has been the focus of significant capital investment and the use of leading productivity improvement initiatives including LEAN and Six Sigma.

"We invested in new technology," Couturier said. "We added four 6-foot PHL band mills, which means we installed a new Cardinal carriage line and a resaw line. The main objective is to optimize our yield and quality, sending higher yield products to our value added plant. The investment that we made two years ago in the value added facility allows us to customize products from any customer requirement. Our main objective, as a value added plant, is to produce components for our secondary manufacturing customers as well as retail and distribution, directly to the end user."

Additionally, a two-faced Newman planer, a Wadkin moulder and Paulson rip saw was installed.

"The next step for us on the value added side is to invest in optimization and scanning equipment," Couturier said.

JDI's production is heavy in Hard Maple, which accounts for about 55 percent of annual production. The next dominant species would be Yellow Birch, which is about 30-35 percent. The balance is in Soft Maple and Beech. A small amount of Red Oak is produced at the Strong, Maine, sawmill. All totaled, about 60 million board feet of Hardwood lumber is produced annually.

"In all of our species we manufacture 4/4 through 8/4," said Dennis Cuffley, sales manager. "However, we will manufacture some 10/4 for special orders. Widths run from 4-inch and wider depending on the grade and lengths run from 4-foot to 12-foot."

To protect the lumber after it goes through the sawmill, it is immediately placed on Breeze Dried™ sticks—whether it's Maple or Birch—and it's brought to the covered air-drying shed before proceeding to the dry kiln facilities. Following the dry kiln process, the lumber is staged in dry storage sheds, ready for prompt shipment domestically or internationally.

"From the mill, through to deliv-



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## J.D. IRVING -

Continued

ery to the customer, we can assure and guarantee that the lumber has no sticker shadows or sticker marks because this lumber has been stacked on Breeze stickers and has been stored in a fashion that the lumber will breathe and prevent any stain," Cuffley said.

At the sawmill about one to two days' worth of green lumber is kept, and on the kiln-dried side, the company has about 500,000 board feet of inventory of different thicknesses and different grades.

Customers include millwork, moulding, flooring, furniture, cabinetry manufacturers and distribution yards.

"Eighty percent of our sales are done directly to manufacturers, and the remaining 20 percent is through exporters or distribution yards," Cuffley said. "We would like to expand, especially on the distribution end of it."

With the new value added facility and the new equipment, J.D. Irving can commit to different programs, which, for large end users like the kitchen cabinet sector, offers different kinds of components.

"Basically, we are working closer



Guy Boutot, kiln operator, pauses next to the Brunner-Hildebrand dry kilns, which has an 8 million board foot annual capacity.

with our customers to give them exactly what they need, to be more efficient on their end, and for us to build loyalty with these customers," Cuffley said. "The other program is for components for the flooring industry, which is mostly exported outside of North America. The third program we're looking at aggressively is the retail program, which is our S4S products manufactured in Hard Maple and Red Oak. We have

*Please turn the page*

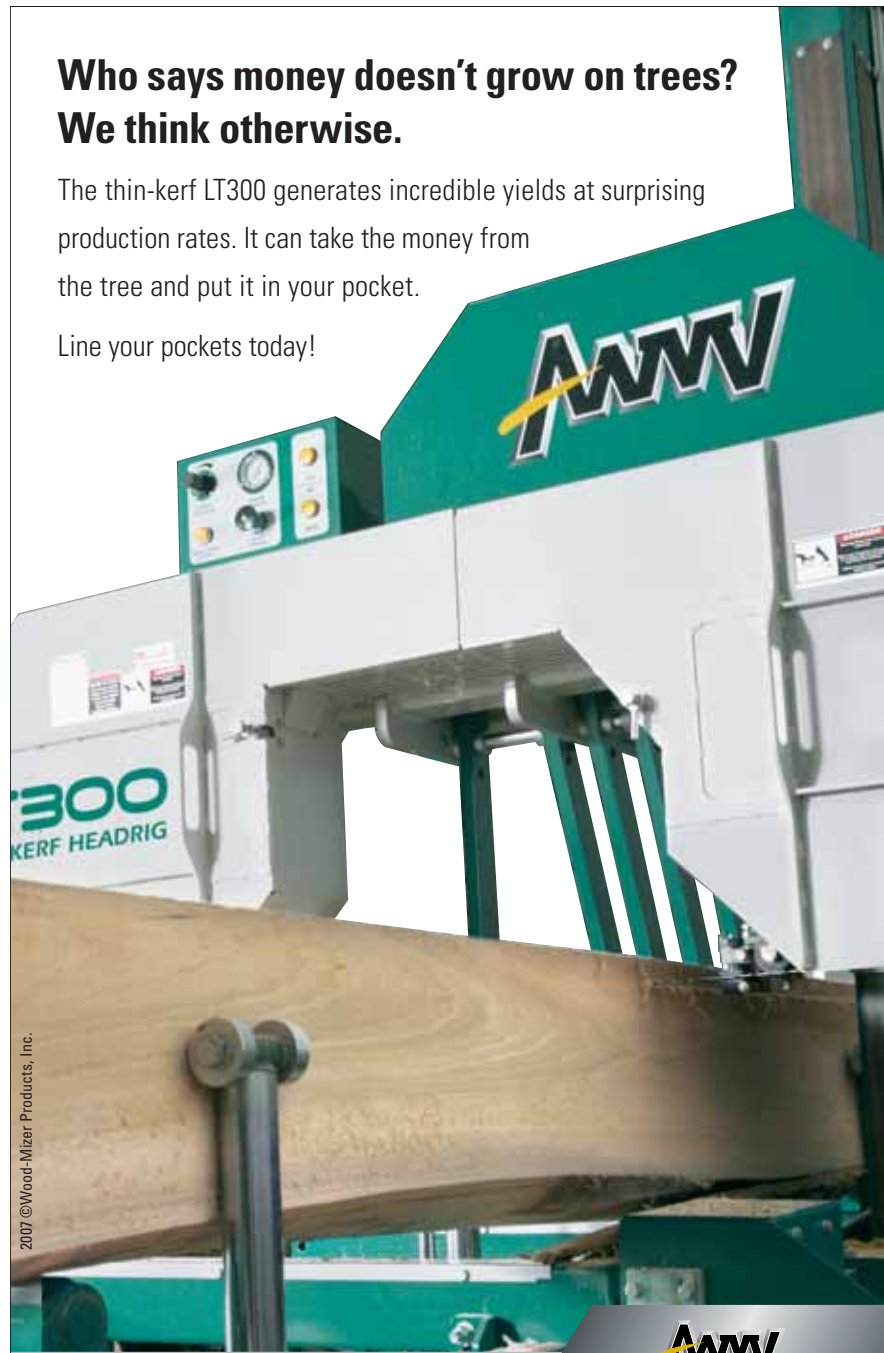


Pauline Caron is the lumber grader at the value added plant.

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