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Christmas, 2008
Buyer's Guide

Magazine

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The Cover

"Our Quality Is Built-In"

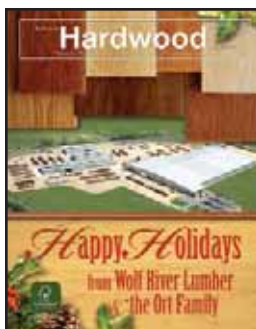
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Have a Merry and Blessed Christmas,
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1894-1963

The **National Hardwood Magazine** is the product of a company and its affiliates that have been in the publishing business for 81 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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EDITORIAL CORRESPONDENTS:

Chicago, Los Angeles, High Point, Grand Rapids, Portland, Toronto
Controlled circulation postage paid at Memphis, TN
(USPS #917-760)

The NATIONAL HARDWOOD MAGAZINE (ISSN 0194-0910) is published monthly, except for two issues in December, for \$55.00 per year and \$65.00 (U.S. dollars) per year for Canada by National Hardwood Magazine, Inc., 1235 Sycamore View, Memphis, TN 38134. Periodicals Postage paid at Memphis, TN. POSTMASTER: Send address changes to National Hardwood Magazine, P.O. Box 34908, Memphis, TN 38184. Publications mail agreement No. 40739074. Return undeliverable Canadian addresses to: P.O. Box 503, RPO W. Beaver Cre., Rich-Hill, ON L4B 4R6.

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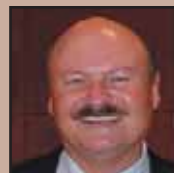
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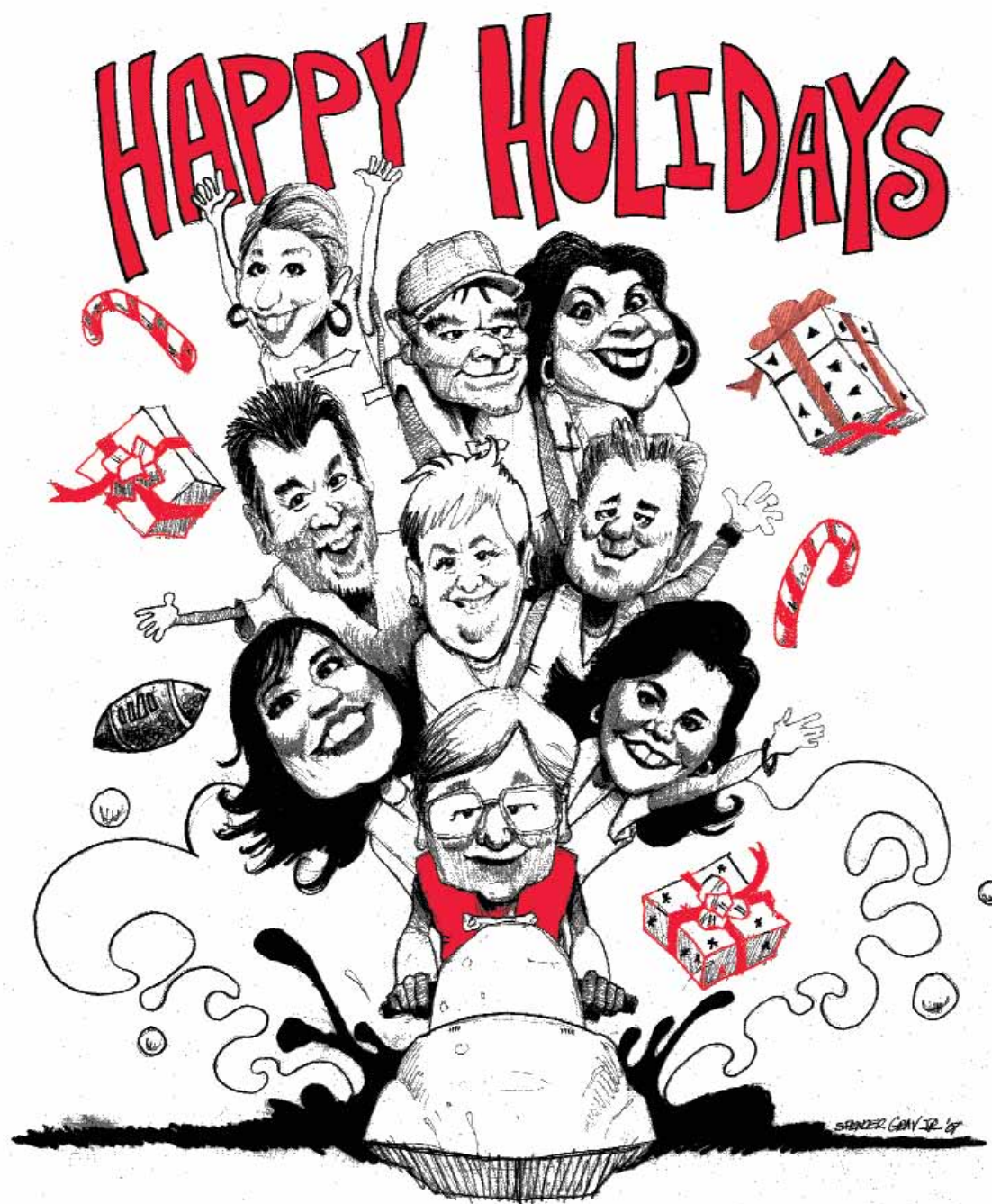


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For The
New Year!**

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for 82 years!**

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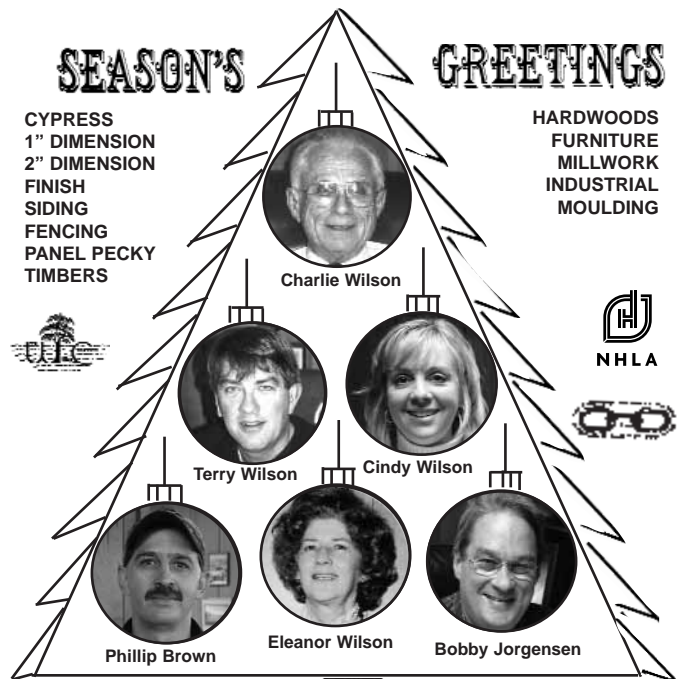
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News Developments

WPC FAIR OFFERS WOOD SOLUTIONS

The Wood Products Council, a collection of seven trade associations that represent the wood products industry, recently hosted a "Wood Solutions Fair" at the Minneapolis Convention Center.

The event featured booths from dozens of industry vendors and presentations "for individuals considering or using wood in non-residential structures." The event followed the council's launch last spring of the "WoodWorks" North Central program, which promotes wood to nonresidential users in Minnesota, Illinois and Wisconsin.

WoodWorks provides wood-related education and training to architects, engineers and contractors in such categories as code issues, fire protection, wind and seismic design, durability and green building.

According to data from McGraw-Hill Cos., wood accounts for only 11.5 percent of the wall frame construction materials in non-residential U.S. building four stories or less. However, wood industry officials argue that most of those buildings could have been built under existing codes for far cheaper using wood.

Over the past four years, the price of steel products has doubled, while concrete products are up 35 percent, according to the Bureau of Labor Statistics. By comparison, wood products such as lumber and plywood have dropped in price approximately 6 percent.

U.S. HARDWOOD INDUSTRY PROMOTES LEGAL, SUSTAINABLE BENEFITS

In response to the increasing global demand for verified legal and sustainable forest products, the American Hardwood industry recently released the findings of its independent study, "Assessment of Lawful Harvesting and Sustainability of U.S. Hardwood Exports."

The study commissioned by the American Hardwood Export Council and undertaken by a team of international experts, led by Seneca Creek Associates, confirms that U.S. Hardwoods derive from legal and well-managed forests. The research concludes that there is a very low risk that U.S. Hardwoods derive from illegal sources; there is high confidence that Hardwoods procured from the U.S. are low risk in all categories of the Forest Stewardship Council (FSC) controlled wood standard; and national and state forest programs in the U.S. are responsive in promoting and ensuring sustainable forest practices.

The groundbreaking study is the first of its kind to look at legality on a national basis and will prove a valuable tool for compliance to a range of sustainable procurement policies, including FSC-controlled wood. This should greatly facilitate the supply of FSC-labeled products containing American Hardwoods using FSC's percentage and volume credit systems. The study also provides a series of recommendations for the American Hardwood industry, designed to enhance the level of transparency and environmental credentials of its products.

Already the AHEC board has responded to these recommendations by preparing a Responsible Procurement Policy for Exporters (RPP). This policy may be voluntarily adopted by AHEC members wishing to communicate their commitment to specific environmental objectives and to progressively increasing the proportion of American Hardwoods that can be tracked to forest of origin.

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

COPELAND FURNITURE ACHIEVES SFC SILVER STATUS

Copeland Furniture, headquartered in Bradford, Vt., recently received Silver Exemplary Membership Status from the Sustainable Furniture Council (SFC). The natural Hardwood furniture manufacturer is already Forest Stewardship Council-certified, one of only a handful of American furniture manufacturers to do so.

"Copeland Furniture's continued commitment to sustainability serves to strengthen the sustainability movement and the furniture marketplace," said Susan Inglis, SFC executive director. "I am excited to welcome Copeland Furniture as our newest Silver Exemplary Member, and am particularly impressed by Copeland's commitment to use FSC-certified North American wood and other responsibly sourced materials for the health of consumers, communities and the environment."

Copeland Furniture actually exceeds SFC Silver status requirements, using between 15 and 25 percent FSC-certified or equivalent wood; between 1 and 25 percent non-wood products made from recycled or bio-based materials; has completed a Carbon Footprint Report that includes detailed analysis of its operation's energy output; and is showing a positive impact on supply chain improvements as a result of sustainability efforts.

Copeland Furniture recently launched a new FSC-certified bedroom collection called Newport that is constructed of FSC-certified solid Maple and combines minimalist style with functionality.

THOMASVILLE FURNITURE ADDING NEW JOBS

Thomasville Furniture Industries, based in Thomasville, N.C., recently announced plans to add approximately 100 jobs to its Plant C in the next several months as part of a plan to better utilize its production facilities.

Some of the workers have already been hired to assemble dining chairs for six or seven dining groups, while others will produce beds and tables for a few inline collections.

Plant C was largely idled in mid-2007 when its operations were consolidated into the company's Lenoir, N.C., case goods plant. Thomasville Furniture President Ed Teplitz said the plant would grow from 15 workers in late September to at least 100 over the next several months.

Thomasville is also planning to add 100 jobs at its Lenoir facility by the close of the year. Teplitz said the added production capacity would help reduce lead times, compared with shipping goods from Asia.

"We are pleased to be able to bring this work back here and create these jobs," he said. "We think it will lead to better service levels to our customers."

STATTON FURNITURE CLOSES SHOP

Statton Furniture Manufacturing Co., located in Hagerstown, Md., recently closed after 82 years in business. The domestic producer of high-end solid Cherry 18th and 19th century case goods decided to liquidate its assets so it wouldn't have to file for bankruptcy protection.

"I think people are really scared to buy right now and orders just

Please turn the page

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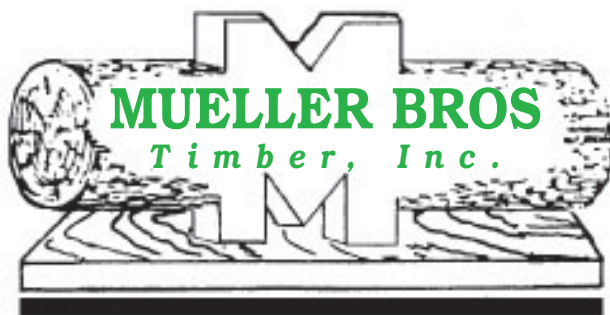


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Denis Dubé, Sales Representative (Hardwood)
dube.denis@jdirving.com
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NEWS DEVELOPMENTS - Continued

truly dried up over the summer," said T. Hunt Hardinge III, Statton Furniture president. "We just don't have the reserves to sustain operations."

In the last 15 years, Statton's employment has declined from 200 employees to just 38 remaining at the plant, Hardinge said. Pressures from imports in the past several years and the loss of some retail customers have also hurt business.

In January, Philip J. Statton, then chief executive officer and chairman of the board, died. Philo Statton, Philip's grandfather, established Statton Furniture in 1926 as a small producer of bedroom furniture.

COMMITTEE SUPPORTS TRUCK WEIGHT LIMIT INCREASE

A coalition of agricultural and forest product hauling interests recently formed a steering committee to develop a plan for 2009 to increase gross vehicle weight limits for trucks.

The Agricultural Transportation Efficiency Coalition (AgTEC), based in Rockville, Md., has called for increasing truck weight limits to move forest products in a more fuel-efficient manner. The Hardwood Federation has supported increasing weight limits for several years. Recently, Federation members asked Congress to consider Department of Transportation studies that showed the increased limit posed no threat to highways or safety.

"We will make the case that improving our road system's ability to move these more efficiently will conserve fuel, improve safety, reduce emissions and prevent the loss of more U.S. jobs to other countries," said Mike Branch, AgTEC chairman.

For more information, contact the Agricultural Transportation Efficiency Coalition at 301-838-9385, or visit ag-haul.org.

NWFA PROCUREMENT PROGRAM INCLUDES SCS, FSC

The National Wood Flooring Assoc. (NWFA), headquartered in Chesterfield, Mo., recently partnered with Scientific Certification Systems (SCS), Forest Stewardship Council (FSC) and FSC Family Forests Alliance to develop and promote the NWFA Responsible Procurement Program (RPP).

The goal of this initiative is to harness the power of the U.S. wood flooring industry to recognize and promote environmentally and socially responsible forest management in the regions that supply the timber.

The NWFA RPP provides progressive "tiers" in which participants gradually move upward toward higher levels of social and environmental responsibility and performance.

Tier 1 requires participation in the NWFA Verified Renewing Forests program — and enables use of the "NWFA Verified Sourced from U.S. Renewing Forests" label — for domestically sourced wood flooring products in off-product claims only.

Tier 2 requires FSC Chain-of-Custody certification and a commitment to building, over time, trade in FSC-certified wood products. Tier 3 is the highest level of achievement within the NWFA RPP, and grants recognition to companies whose trade in FSC-certified products exceeds 50 percent of overall sales and whose non-FSC sales meet FSC Controlled Wood standards.

The National Wood Flooring Association is a non-profit trade organization, with more than 4,000 members worldwide, dedicated to educating consumers, architects,

NEWS DEVELOPMENTS - Continued

designers, specifiers and builders in the uses and benefits of wood flooring.

WOODWORK ALLIANCE OFFERS SKILL STANDARDS BOOK

The newly formed Woodwork Career Alliance, based in Nellysford, Va., recently began development and publication of an industry-approved "Skills Standards for the Woodworking Profession." The manual will serve as a comprehensive, industry-accepted compilation of operational procedures by which to measure performance and results produced by woodworking professionals.

This unified North American Standard of Tool Skills & Evaluations is being written by volunteers from all parts of the advanced wood processing industry, resulting in practical, useful skill sets for productive woodworkers. The manual will be set up to include levels of performance so future woodworkers are able to continually hone their skills and improve their craft.

Skills Standards are being developed by the Woodwork Career Alliance as a means to support the woodworking industry in preparing productive woodworkers. It includes a voluntary assessment program that allows woodworkers to demonstrate their competency in in-plant woodworking skills and earn credentials that are recognized throughout North America.

A pilot program book will be issued to supporters in January 2009. When that is ready, the new standards can begin to be used in plants or classrooms. Anyone interested in donating time and talent to this project can contact Scott Nelson at scott@centralplainsmillwork.com or Greg Heuer at gheuer@umich.edu for more information.

The Woodwork Career Alliance of North America in a not-for-profit 501(c)(3) organization actively promoting a skilled work force for the advanced woodworking industry in the United States and Canada.

WOODFIBER DEMAND COULD FALL By 20 MILLION TONS

According to the International Woodfiber Report (IWR), published monthly by RISI, closures of pulp and paper mills as well as OSB mill curtailments could lead to a decrease in North American virgin woodfiber demand by up to 20 million green tons this year.

According to IWR estimates, indefinite and permanent paper and paperboard closures so far represent the loss of 7.7 million tons/year of pulpwood demand across North America. Additionally, consumption of pulp-grade wood for the manufacture of OSB could decline nearly 9.5 million green tons for the year, if current production trends continue.

Chris Lyddan, executive editor of the International Woodfiber Report, said, "With the housing market virtually dead in the water, and pulp and paper markets teetering under the weight of the general financial crisis, pulpwood demand could see unprecedented declines in most U.S. and Canadian markets. Add the loss of sawlog markets, and the washout in logging capacity will become increasingly critical to an industry already battling wood supply issues."

season's
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from

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Washington Report

A report from the nation's capital on governmental actions affecting the forest products industry.

CONGRESS IMPLEMENTS ILLEGAL LOGGING BAN

U.S. government agencies recently held the first public meeting to discuss their commitment to implement and enforce changes to the Lacey Act, which prohibit trade in products that contain illegally logged wood.

Representatives from the Department of Agriculture, Department of Homeland Security, Department of Interior and Department of Justice outlined plans for a phased-in approach for the requirement to declare the origin and species of the plant material contained in a wide variety of products.

The agencies announced that the

enforcement of the declaration requirement would begin on April 1, 2009, for plants, timber and solid wood products, to coincide with the availability of a Web-based declaration system. Other products of concern, such as furniture and paper, will be phased in subsequently over a two-year time frame.

The Lacey Act amendments were a response to the global problem of illegal logging, which costs developing countries an estimated \$15 billion a year in lost revenue, contributes to the 20 percent of annual total greenhouse gas emissions caused by deforestation, and supports organized crime around the world.

"We are very encouraged that

Please turn to page 70



There is a story behind great lumber

Our timber management team shares a passion for the environment and being wise stewards of our timber resources. They're equally committed to helping customers make wise decisions concerning their woodlands.

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NHHL News

The Year Ahead Is Full Of Potholes

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



Very few NHLA members are looking to 2009 as a quick turnaround from some of the Titanic challenges they faced in 2008. We know, the road ahead is full of potholes. Far too many companies did not survive the year 2008, and despite that reduction in production the markets barely noticed.

The deepest pothole is the state of the general economy. Since Hardwoods are not a prime necessity, they fall out of favor when families worry more about food and shelter. We know instinctively things will improve, but the question is "when?" Only the most ardent optimist thinks the turnaround will happen during 2009.

Our second big pothole is competition. I am not referring to imports or the mill down the street, I am talking about substitutes. As the world hears the mistaken message, that somehow plastics and bamboo are better environmental products, consumers look away from wood. These

are markets that once lost, may never come back.

The third big issue facing the industry is the increased interest in certified wood products. This is an issue that has been evolving for years and has gained more interest lately due to increased environmental awareness. As an industry, we cannot afford to be shut out of markets for any reason, especially ones like this where wood is clearly the best environmental choice.

The long term potential of the Hardwood industry is limitless as we look to the world's needs and demands in the future. The industry collectively needs to fill the potholes on the road in order to reach the super highway. NHLA is committed to leading the repair efforts to fix these potholes and serving our members for another 110 years.

•

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& the American Hardwood
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HMA & Solid Hardwood Promotion



Season's Greetings from the HMA

The holiday season brings sweet memories of times past,
And bright hopes for all that is yet to be.
Wishing you and yours
All the joys of the season.

HMA's American Hardwood Promotion Program Your Contributions Make It Happen

Most of us learn through the simple process of repetition. Seeing and hearing information repeatedly, we learn and remember, then draw upon that information when the need arises.

In our on-going efforts to educate consumers and building professionals about the many benefits of choosing and using American Hardwoods and American Hardwood products, HMA's American Hardwood Promotion Program follows a similar approach. Through a wide variety of media vehicles, we broadcast our consistent, no-nonsense Hardwood message - American Hardwoods are beautiful, durable, green, sustainable, naturally renewing and more abundant today than 50 years ago. It's a message indeed worth repeating and a promotional program that works.

That positive media exposure is made possible through the continued financial support of our HMA membership, their "special" contributions and the contributions of non-member companies and organizations devoted to Hardwood promotion. Your financial support makes it all happen.

Chances are pretty great that when an educated consumer chooses Oak flooring instead of bamboo or Maple cabinets over Mahogany, it's because of information and knowledge gained via one of the media messages made possible by you. Thank you for your continued support.

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



HMA Member Extra Contributions (For the period October 1, 2007 to September 30, 2008)

\$15,000 and up

Northwest Hardwoods/Weyerhaeuser
Baillie Lumber Co.

\$2,000 to \$8,000

T & S Hardwoods, Inc.
Weaver, Inc.
Anderson-Tully Co.
Bill Hanks Lumber Co.
Kitchens Brothers Manufacturing Co.
Rutland Lumber Co.
Cersosimo Lumber Co., Inc.
Cummings Lumber Co.
Northland Forest Products
Ram Forest Products
Holt & Bugbee Co.
Fred Netterville Lumber Co.

\$1,000 to \$1,900

East Perry Lumber Co.
Turn Bull Lumber Co.
Wolf River Lumber Co.
Curtner Lumber Co.

Up to \$900

Hanabee Brothers Sawmill Co.
BWP Hardwoods, Inc.
Pike Lumber Company, Inc.
Jerry G. Williams & Sons, Inc.
Mueller Brothers Timber

Non-member Contributions **\$1,000 to \$5,000**

Penn-York Lumbermen's Club
Southwestern Hardwood
Manufacturers Club

Hardwood Market Report
Lake States Lumber Association
Woodus K. Humphrey & Co.
Employees of Weaver, Inc.
National Hardwood Magazine
Swaner Hardwood Co.

Up to \$900

Reel Lumber
SII Dry Kilns
W. M. Cramer Lumber Company
Cotton-Hanlon, Inc.
Champlain Hardwoods
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Information about our sawmill, planer mill and lumber inventory is below:

- 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.**



The green-roofed building in the forefront houses the green chain while the sawmill operation is located in the adjacent building.



This is a view of Kepley-Frank Hardwood's circle saws cutting a large Appalachian log into lumber. The firm has three sawmills running at the company's headquarters.



AHEC Update

AHEC Introduces Responsible Procurement Policy (RPP) For Exports To Japan

The AHEC Board of Directors has approved the implementation of an AHEC *voluntary* “Responsible Procurement Policy for Exporters” (RPP), which is specifically designed to address the Japanese requirements for green wood product procurement under the “Basic Policy on Green Purchasing.”

For the past 18 months, AHEC staff – along with substantial support from the U.S. embassy in Japan and AHEC Past Chairman Peter King – have been working with the Japanese government and the Japanese Lumber Importers’ Association to devise a mechanism for non-certified U.S. Hardwoods to be admitted under the policy. The attached document has been reviewed by both organizations who have tentatively agreed to accept this policy – in conjunction with the AHEC-funded Risk Assessment Study – as adequate for meeting Japanese demands for legally-sourced wood products. The final logistical details are being ironed out, but it appears likely that this document would not need to accompany every shipment to Japan, but rather each AHEC member who chooses to participate would provide a copy for their Japanese customers to keep on file.

By way of background, the Basic Policy on Green Purchasing refers to a document formulated by the Japanese Forestry Agency which provides more detailed guidance on the verification of legality and the sustainability of wood and wood products. In contrast to some European government procurement policies, the Japanese Guideline is relatively short and lacking in detail. “Legality” in the context of wood products is defined briefly as “harvested in a legal manner consistent with procedures in the forest laws.”

The Japanese Guideline does not seek to establish an operational definition of sustainable forest management. It is important to note, therefore, that this RPP pertains to Japanese requirements for legality only, and makes no claims related to sustainability.

The Japanese Guideline allows three different mecha-

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



nisms by which suppliers may verify legality:

1. Forest certification and chain of custody systems;
2. Codes of conduct of wood industry associations; and
3. Self-established procedures of individual companies.

The AHEC RPP is designed to use option 2 above to meet the Japanese requirements. In practice therefore, the Japanese government has been highly flexible with regard to the forms of evidence it is willing to accept. By recognizing codes of conduct and other private sector initiatives, a great deal of responsibility has been passed on to the private sector.

Over the coming months, AHEC plans to work in consultation with governments and wood importing and manufacturing federations around the globe in an effort to expand the use of this policy in other countries and regions.

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

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Hardwood Calendar

DECEMBER

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

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

JANUARY 2009

Appalachian Lumbermen's Club, meeting, The Holiday Inn Select, Hickory, N.C. **Contact:** 828-397-7481. **Jan. 13.**

Lake States Lumber Assoc., Winter Meeting, Hotel Mead, Wisconsin Rapids, Wis. **Contact:** 888-213-2397. **Jan. 15-16.**

International Builder's Show, Las Vegas

Convention Center, Las Vegas, Nev. **Contact:** 202-266-8200. **Jan. 20-23.**

Canadian Kitchen Cabinet Association, National Forum, Phoenix, Ariz. **Contact:** info@ckca.ca. **Jan. 28-Feb. 1.**

FEBRUARY

Indiana Hardwood Lumbermen's Assoc., Convention & Expo, Downtown Indianapolis Hyatt Regency Hotel, Indianapolis, Ind. **Contact:** 800-640-4452. **Feb. 4-5.**

Canadian Lumbermen's Annual Convention, Sheraton Centre Toronto Hotel, Toronto, Ont. **Contact:** 613-233-6205. **Feb. 18-19.**

Appalachian Hardwood Manufacturers Inc., Annual Meeting, Ponte Vedra Inn & Club, Ponte Vedra, Fla. **Contact:** 336-885-8315. **Feb. 25-Mar. 1.**

MARCH

Hardwood Manufacturers Assoc., National Conference and Expo, The Westin Charlotte, Charlotte, N.C. **Contact:** 704-375-2600. **Mar. 17-19.**

APRIL

Lumbermen's Association of Texas, Annual Convention, Galveston Island, Galveston, Texas. **Contact:** 512-472-1194. **Apr. 2-4.**

National Wood Flooring Assoc., Convention, Long Beach, Calif. **Contact:** convention@nwfa.org. **Apr. 28-May 1.**

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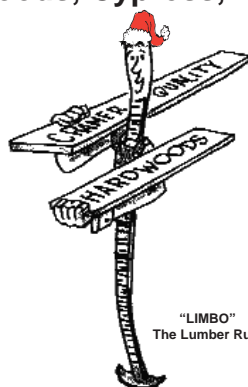
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House Resolution Needs Hardwood Industry Support

U.S. Reps. Brad Ellsworth (D-Ind.) and Geoff Davis (R-Ky.) are currently trying to draw up support for House Resolution 1477, which was introduced prior to the recent adjournment by Congress. The resolution is geared toward giving United States Hardwoods full consideration in any environmentally preferable building programs. Currently, most U.S. Hardwoods do not qualify under most "green" building programs because the reliance is on certified wood, which is nearly an impossible requirement for smaller, private woodland owners. The resolution as follows was referred to the Committee on Agriculture:

Recognizing the importance and sustainability of the United States hardwoods industry and urging that United States hardwoods and the products derived from United States hardwoods be given full consideration in any program directed at constructing environmentally preferable commercial, public, or private buildings.

Whereas hardwood trees grown in the

United States are an abundant, sustainable, and legal resource, as documented annually by the Forest Inventory and Analysis Program of the United States Forest Service;

Whereas, despite development pressure and cropland needs, Department of Agriculture data shows that the inventory of United States hardwood has more than doubled over the past 50 years;

Whereas the Department of Agriculture reports that annual United States hardwood growth exceeds hardwood removals by a significant margin of 1.9 to 1, and net annual growth has exceeded removals continuously since 1952;

Whereas the World Bank ranks the United States in the top 10 percent of all countries for government effectiveness, regulatory quality, and rule of law with respect to hardwood resources;

Whereas United States hardwoods have been awarded the highest conservation crop rating available under the

Department of Agriculture Environmental Benefits Index;

Whereas United States hardwoods are net absorbers of carbon and are widely recognized to be critical to reducing the United States carbon footprint;

Whereas United States hardwoods are a valuable raw material which, when utilized properly, provide an incentive for landowners to maintain their land in a forested condition rather than clearing the land for development or other alternative land use;

Whereas United States hardwoods are a renewable resource and bio-based material;

Whereas United States hardwoods are recyclable, and hardwoods used in construction can often be restored and reused in later construction;

Whereas United States hardwoods are grown primarily in those States located along or east of the Mississippi River and in the Pacific Northwest, but, with a presence in every State, the hardwood

Please turn to page 77



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Key employees at Canterbury Wood Floors, headquartered in Mocksville, N.C., include Simon Briggs, owner; Jerry Little, operations manager; and Beth Burton, NWFA certified sales counselor.

Canterbury Floors Custom

Mocksville, N.C.—

Since opening its doors in 2007, Canterbury Wood Floors, headquartered here, has attracted customers throughout the United States and internationally with its unique line of custom flooring and related products.

Owned and operated by Simon Briggs, the company commonly known as Canterbury Flooring manufactures domestic and imported species of Hardwood flooring and other forest products that include mouldings, S4S blanks, paneling and Hardwood lumber. Over 50 domestic and exotic species are utilized in Canterbury's forest products.

Most of the flooring made by Canterbury is considered to be very high-end, Briggs said. "Our flooring is manufactured in many wide widths and long lengths," he said. "Even in our domestics, we offer more unique products such as rift and quarter-sawn White Oak, wide Black Walnut and American Cherry. While we make the standard 1-foot to 7-foot lengths in our flooring, our most popular product lines are our long plank, which is 2-foot to 12-foot random length, and our estate plank, which is 4-foot to 12-foot random length."

Briggs said that Canterbury Flooring typically manufactures its flooring products in 3/4-inch solid thick and 5/8-inch thick engineered, but will make other thicknesses upon request. "We've manufactured products as thin as 1/4-inch, and flooring as thick as an inch for sports flooring applications," he said.

Canterbury Flooring epitomizes what a custom flooring mill should be, and will meet any customers' request as long as it is technically possible. "Our experienced employees help customers define the style they want, and work with them to achieve that style while staying within budget," he said.

Canterbury's customers are primarily Hardwood flooring distributors whose clients are high-end homebuilders, designers and architects. "Even in this slow economy, we're focused on getting adequate representation of our products," Briggs said. "We want to make sure that everybody that potentially would be interested in our products has access to them, and has a way to communicate with us as to what they're looking for."

Briggs said that his sales staff often receives a call from a customer for an order that they've never done before. "Part of the custom nature of the business means that it's our customers telling us what

“Part of the custom nature of the business means that it's our customers telling us what they want, not us forcing something on the market so to speak. It gives us a level of flexibility that customers really seem to respond to, and our salespeople are overjoyed to fulfill their requests. We're not just throwing the same product on our manufacturing line day after day. Every job is a little bit different than the last one.”

— Simon Briggs, owner, Canterbury Wood Floors

Canterbury Wood Focuses On Floor Orders

BY GARY MILLER

they want, not us forcing something on the market so to speak," he said. "It gives us a level of flexibility that customers really seem to respond to, and our salespeople are overjoyed to fulfill their requests. We're not just throwing the same product on our manufacturing line day after day. Every job is a little bit different than the last one. I think that challenges our staff and breaks up some of the monotony in doing their jobs."

Canterbury Flooring has approximately 18 full-time employees on staff, and uses a local temp agency when more help is needed. "We hire probably 70 percent of our manufacturing staff that came through this one employment agency. Most of the workers obtained through the agency demonstrated their commitment and were brought on permanently," Briggs said. "North Carolina is blessed to have a really strong workforce that is well educated and very skilled in wood products manufacturing."

Briggs said that a number of other workers were brought on staff following area closings of other manufacturing operations. "Both of our moulder operators came out of the furniture industry, and have over 25-plus years of woodworking experience," he said. "They came on board, and brought a knowledge and level of quality that is not usually typical of the flooring industry."

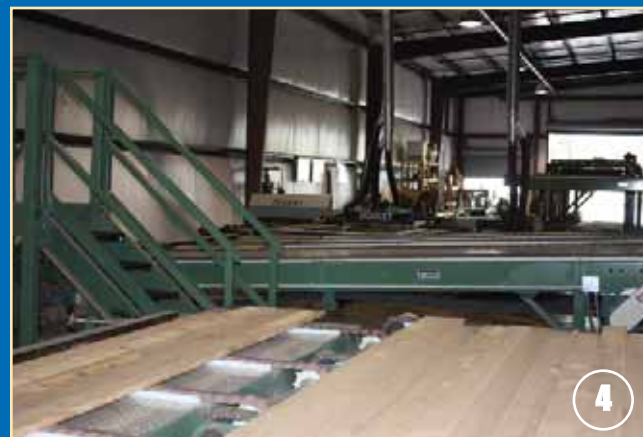
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02. Canterbury Flooring manufactures domestic and imported species of Hardwood flooring and other forest products.

03. Some of the equipment Canterbury Flooring has at its operation includes two moulders, a rip saw, a Cameron automation scanning system and two planers.

04. Pictured is Canterbury Wood Floors' moulder infeed system.

05. This is a demonstration of the company's end match infeed machinery.



2009 HARDWOOD Purchasing Plans

The year 2008 will be remembered as a watershed moment in the history of the lumber industry. The closing of lumber companies across the country was not an uncommon sight in 2008. Those whose doors remain open for business in 2009 have survived through frugal planning, cautious purchasing, and offering new products and services.

As the housing market continues on one of its worst declines since the onset of the Great Depression, lumber industry insiders hope – somewhat anxiously – that better days are ahead. Those we spoke to offered similar strategies to use while navigating what lies ahead in the next 12 months – keep inventories lean, take very good care of the customers you have, and diversify the product offerings as much as possible.

John Griswold of **Conestoga Wood Specialties Corp.** in **Mountain View, Ark.** is optimistic for 2009. “I think we’ll see a turnaround, but not until the second quarter. The first quarter will probably be slow but I expect an uptick by the second,” Griswold said.



The company manufactures kitchen and bath cabinet doors and purchases 40 million board feet annually of 4/4 and 5/4, kiln-dried and green in the following species: Birch, Walnut, Alder, Maple, Cherry, Red and White Oak and Hickory.

As for sales, Griswold said they were down about 25 percent from last year. “We’re cutting inventory and basically buying orders as they

come in. We’re also looking into specialty widths and sorts,” he said when asked about adjustments made due to the current market. Hard Maple and Cherry were the company’s best sellers in 2008.

Brad Huerter of **Koch & Co. Inc.** in **Seneca, Kan.**, said that sales of his company’s Hardwood cabinets have been down this year, but he expects the industry is headed for a

Editor’s Note: The following is an exclusive report about the purchasing plans of many of the largest Hardwood lumber buyers in North America.



Sue Putnam

turnaround as early as this spring.

“The direction of sales has definitely decreased in the past year due to the economic decline,” he said. “But, I believe the industry will pick back up in the spring and return to where it was in 2007.”

Koch & Co. Inc. manufactures Hardwood cabinets in such species as Red Oak, Beech, Alder, Cherry, Hickory, Poplar and Maple (FAS, No. 1 Common). Huerter said Red Oak and Beech were the best sellers of 2008.

“We were down a little as was everyone due to the economic downturn, but our Red Oak and Beech cabinets still sold well,” he said.

Huerter said Koch & Co. has survived the current market conditions by maintaining a smaller inventory and keeping close watch on prices in the market.

In **Bangor, Wis.**, at **Coulee Region Hardwoods**, **Kathy Solberg** is confident about the direction of sales and the wood prod-

ucts industry in general. “We picked up after everybody dropped off this year but we leveled out and are expecting a pick up after elections, but it will be a slow pick up,” said Solberg of the firm’s activ-



ity. “Our sales stayed the same from last year, with Red Oak and Hard Maple in Select and Better being our top sellers. We are buying a lot more grade specific, instead of buying No. 3 and Better, we’re only buying 2A, and not 3 and Better.”

The firm handles lumber (4/4 to 8/4, KD and green, all grades, rough and S2S, gang ripped and straight line ripped), as well as dimension and edge-glued panels. As for 2009, Solberg stated, “We expect a pick up, albeit a slow one, but with the election, next year will be a better year overall.”

Barry Freiburger said **George Guenzler & Sons Inc.** in **Kitchener, Ont.**, has not experienced any significant decrease in business, and is looking forward to a profitable 2009.



“Our concentration on diversifying our markets served, and expanding our customer base has allowed us to maintain our sales volume,” he said. “Many in the industry are struggling with new home sales at historic lows, and this

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2009 FORECASTS



John Beard
Beard Hardwoods
Greensboro, N.C.

I once had an employee that when you would ask him, "How are you doing?", he would always respond, "Come on Friday!" Well, I think if you asked anyone in our industry the question, "How are you doing?", the response would have to be, "Come on 2009!" At the time of this writing it's a week after the financial collapse of September, 2008 and there is more doom and gloom than I can ever remember in my professional lumber life. I believe that our industry is in the middle of a huge contraction cycle that may continue well into 2009. The question on many people's minds is who will be left standing when we find our way through this crisis.

I think that lumbermen by nature are eternal optimists. So, knowing this I will be optimistic and say that 2009 will be better than 2008. During this crisis we have all had to make very difficult decisions and sacrifices. Because of this we have become better and more efficient operators. While many of us are in the "controlling the bleeding mode", 2009 we'll see the "bleeding stop" and we'll see a return to profitability.

I am starting to see some of our customers feeling better about business. It's the first time in many years that some of my domestic furniture and moulding manufacturers are increasing production. The huge freight increases in 2008 are now driving some furniture production back to the United States which is very encouraging. It's obvious that we're starting to realize that our society needs to create value and manufacture something here. With energy costing more, almost daily, "Outsourcing" is a word that is rarely mentioned anymore.

The majority of problems that we will face in 2009 will stem from the economic crises that we've faced for the past year. With our close ties to the housing industry and tougher bank regulations, banks are increasingly getting more difficult to work with. Lack of available credit will have a big impact on how lumber companies are able to conduct business. This coincides with production issues that we are experiencing in this area this fall. Many mills

are unable to finance log and timber purchases, thus creating some major supply concerns in a specie that we're not used to having supply problems in: Poplar! Will demand finally outpace supply and create some opportunity...I think, hope, so....?

I can honestly say that I've never been bored in this business! If you like to be challenged this is a great business to get into. We are looking forward to the challenges that we face in 2009. Merry Christmas and a Happy and Prosperous New Year!



Victor Barringer
Coastal Lumber Company
Charlottesville, Va.

We do not expect much improvement in 2009, or most of 2010 for that matter. If a variety of the following scenarios occur, the situation could change significantly:

1) Standing timber and log decks stay at the same levels. 2) The Lacey Act (at presstime was due to go into law November 18) has the effect we hope it will. 3) The Russians follow through on their proposed log tax January 1, 2009. 4) The banks continue to implement strict lending standards on our industry. 5) We get an up-tick in demand. 6) Situation with our loggers does not change. We see real potential for a serious lumber shortage along the Northern Appalachian region, and it could be 2004 all over again or something similar.

We have ongoing concerns about jobs going to the gas and coal industry as they hire our millwrights, lumber inspectors and loggers along the Appalachian region. As their industry expands and ours contracts, it will be difficult to lure those employees back. Along the Appalachian region we will all have to live with lower log inventories. Our customers seem to be slow as well.

I believe in spite of the housing recession, we could all be doing better right now – if we had been promoting the use of solid American Hardwoods as an industry instead of leaving it up to a few associations to try to carry the ball. The complete absence of product marketing and positioning by our industry is unprecedented in a business that

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Oakcrest

Opens Tennessee Facility



Oakcrest's new concentration yard in Newport, Tenn., will give the company access to quality Appalachian Hardwoods.

BY GARY MILLER

Buena Vista, Ga.— Founded nearly 20 years ago by Wesley Weaver, Oakcrest Lumber Inc., headquartered here, recently added a new Appalachian Hardwood concentration yard on the outskirts of Newport, Tenn. The long-time desire to operate a facility in the Appalachian region is finally underway.

Rick Cook, general manager for the Tennessee facility, said that presently the new yard has approximately 1.5 million board feet of upper grade Red and White Oak in inventory. Other management includes Paul Baker, assistant manager, and Brad Bradley, purchasing manager for both the Georgia and Tennessee operations.

The new yard in Tennessee consists of 160,000 board feet of kiln capacity constructed by SII Dry Kilns of Lexington, N.C. A new wood-fired boiler system has been installed to provide steam to the new kilns. A total of six to 10 dry kilns are planned in the future.

Currently, the 35-acre facility houses lumber handling equipment including a grading chain and stacking line designed by Froedge Machine & Supply Co. Inc. of Tompkinsville, Ky. Also a new 25,000-square-foot building has

been erected for grading and storage of kiln-dried lumber.

Oakcrest currently purchases green No. 2 Common and Better Red and White Oak, Poplar and Ash as well as multiple truckloads of kiln-dried each month. The flooring grade lumber is used in the company's flooring facility, and the upper grades are sold in both the domestic and export markets.

Owned and operated by Wesley Weaver and his two sons, Russell and Roland, Oakcrest Lumber Inc. began manufacturing Hardwood flooring in December 2004, during a slump in the flooring industry. Today, the company produces roughly 55,000 square feet per day of 2-1/4 and 3-1/4 strip flooring, 4-inch and 5-inch plank flooring and some pre-finished products in Red and White Oak and Hickory.

The company's state-of-the-art flooring facility in Georgia is housed

in a 75,000-square-foot building, which was constructed in early 2004. Finished flooring is placed in a humidity-controlled warehouse, which is attached to the production facility.

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. The operation also houses a planer operation, which includes a Newman planer, straight-line rip capability and width sorting. The operation preps lumber for either domestic or export shipments. Roughly 40 percent of the firm's band mill production is absorbed by Oakcrest Hardwood Flooring, a divi-

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Russell Weaver, Kevin and Bobby Cloer and Roland Weaver all work to help make Oakcrest Lumber Inc. and Oakcrest Flooring the great success that both these companies are today.



Pictured is the stacker and maintenance building at the company's Tennessee facility.



Rick Cook is the general manager of Oakcrest Lumber Inc.'s new Hardwood lumber concentration yard in Newport, Tenn., while Paul Baker is the assistant general manager. The two new SII Dry Kilns installed at this yard are in the background.



Oakcrest Flooring recently installed this new wood-fired boiler to provide steam for its new kilns.



The Tennessee yard consists of 160,000 board feet of kiln capacity constructed by SII Dry Kilns of Lexington, N.C. The kilns above, which are located in Buena Vista, Ga. were also made by SII Dry Kilns.



Cameron Elliott is the lumberyard manager and Jim DeBaise is the sawmill manager at Oakcrest Lumber Inc.'s Buena Vista, Ga., band mill operation.



This is a view of the kiln-dried storage, lumber grading and lumber receiving facility in Newport, Tenn.

Moore Forest Makes The Grade In Hardwoods

BY WAYNE MILLER

“We sell strictly on grade, and we’re very careful to make that grade right. We do a good job of edging our lumber and all lumber is double end trimmed at the sawmill. We offer kiln drying, S2S and rail, truck and container shipments. We put up great looking packs of lumber for our customers.”

— Steve Moore, president, Moore Forest Products Inc.

Kensett, Ark.—

For more than 30 years, Moore Forest Products Inc., headquartered here, has provided precision manufactured Hardwood lumber, switch ties and other forest products to customers located throughout the United States.

Jerry Moore has a long history in the forest products industry that includes pulpwooding and logging with his father in east Texas. Jerry also worked for International Paper Co. (IP) for many years before getting his own pulpwood dealership at Judsonia, Ark., with IP in 1966. This led to a relationship with a man named Fred Beaman whom Jerry sold Hardwood logs to that he procured with pulpwood he bought. Moore Forest Products Inc. was established in November 1976 when Jerry Moore bought Fred Beaman Lumber Co. from Fred Beaman (it was a small tie mill).

Jerry’s son, Steve Moore, who today serves as president, joined the company upon graduating from the

University of Arkansas in Monticello.

Steve said, “When I graduated from the University of Arkansas in May 1977, I came to work here the next day.”

Steve, who has a bachelor’s degree in forestry, is actually a third generation working in the forest products industry as his grandfather owned a pulpwood business in east Texas.

Moore Forest Products Inc., which is located on 28 acres just east of Searcy, Ark., manufactures 8 million board feet of 4/4 grade lumber, 4x6 cants and switch ties in Red and White Oak, Sap Gum, Poplar, Hackberry, Elm, Ash, Soft Maple and cypress.

Steve said the company procures its logs from within a 130-mile radius of Kensett. A majority of the timber is purchased as tracts that Moore Forest Products pays contractors to log. The remainder is bought as “gatelogs” according to their grade from other loggers.

“In 1977, when I came to work here, a long haul to obtain logs was 30



Key employees at Moore Forest Products include Terry Dees, vice president and general manager; Steve Moore, president; and Mitch Moore, Steve’s son, sales and office controller.



Moore Forest Products operates three Spears dry kilns, which have a total capacity of 210,000 board feet.

miles,” he said. “Today, we have to go out 130 miles because of the dwindling supply of timber.”

In addition to availability, Steve said the biggest challenge in the marketplace today is buying logs at a reasonable price. “Log prices have not followed the lumber market, at least not in the South,” he said. “There’s always some company that’s holding prices up. If you try to lower prices, you won’t get any logs at all. We’re paying too much for our logs and not getting enough for our lumber.”

When logs first arrive in Kensett, they are unloaded by one of two 950 Caterpillar front-end loaders to the log scaler, which scales and grades the logs. Moore Forest Products utilizes a HMC debarker, Corley carriage with a scanner and a six-foot McDonough headrig with “six-foot wheels and a 7-foot opening.”

“Six-foot wheels and a 7-foot opening means the wheels are further apart, and it requires a longer saw to complete the job,” Steve said. “The longer your saw is, the longer it’s going to last.”

The Corley carriage cuts the logs into lumber and large cants. The cants are then sent to the computerized Corley linebar resaw. There is a six-foot Kockums band at the linebar, which cuts grade lumber, ties and cants.

Steve said he has a lot of Corley equipment in his operation because it’s a “superior product and offers great service.”

Moore Forest Products operates

three Spears dry kilns, which have a total capacity of 210,000 board feet. However, only one is currently operating, “because there is not a large enough price spread between green and

kiln-dried lumber to pay the extra cost of kiln drying,” Steve said. “Running one kiln costs about the same as three kilns cost three years ago. This is when we look back and say we wish we had put in a waste-fired boiler years ago.”

Steve said the success of Moore Forest Products Inc. has been based on the hard work of its employees and the



This is an aerial view of Moore Forest Products Inc.'s headquarters in Kensett, Ark.

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The company uses a unique chip pile loading system to store its wood waste.



This is a picture of some Oak lumber air drying in the yard.

Forest Preservation Tops

HMA

Regional Agenda

BY TERRY MILLER

Manchester, N.H.— Members of the Hardwood Manufacturers Association (HMA) convened at The Highlander Inn & Conference Center, located here, to hear tips about conserving forests during the organization's Northeast Regional Meeting.

Jane Difley, president/forester for the Society for the Preservation of New Hampshire Forests, addressed the group about "Conserving the Forest Reserve." Difley discussed ways that New Hampshire's oldest and largest land trust works with landowners, foresters and loggers to protect the working forests that generate the wood resource that supports the forest economy.

Attendees also toured several facilities, including Abenaki Timber Corp., Northland Forest Products Inc., Holt & Bugbee Co., New England Wood Pellet, HHP Inc. and the Society for the Protection of New Hampshire Forests.

The HMA also hosted a dinner and reception during the two-day meeting.

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

HMA is a member-driven association, providing member companies with peer networks, state-of-the-art information, 21st Century management tools and American Hardwood promotion campaigns.

The HMA offices are located in Pittsburgh, Pa. For more information, call 412-829-0770.





01. Dave Marshall, American Hardwood Industries Inc., Cromwell, Conn.; Dave Paige and Dan Harrison, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; and Jeff Hanks, Bill Hanks Lumber Co. Inc., Danbury, N.C.

02. Jeff Manges, Cole Hardwood Inc., Logansport, Ind.; Rick Smrcka, Wolf River Lumber Inc., New London, Wis.; Angie Capper, Pike Lumber Co. Inc., Akron, Ind.; and Bob Miller, Frank Miller Lumber Co. Inc., Union City, Ind.

03. Phil Mann, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; Luann Lafreniere, New England Wood Pellet LLC, Acton, Mass.; Eric Porter, Abenaki Timber Corp., Kingston, N.H.; Michael Cersosimo, Cersosimo Lumber Co. Inc.; and Tony Messina, Frank Miller Lumber Co. Inc., Union City, Ind.

04. Charlie Niebling, New England Wood Pellet LLC, Jaffrey, N.H.; Luke Brogger, Quality Hardwoods Ltd., Sunfield, Mich.; and Stephen Lumbra, Lumbra Hardwoods Inc., Milo, Maine

05. Mark Williams, Jerry G. Williams & Sons Inc., Smithfield, N.C.; Jeff Hanks, Bill Hanks Lumber Co. Inc., Danbury, N.C.; and Scott Shaffer, Bingaman & Son Lumber Inc., Kreamer, Pa.

06. Dennis Carrier, Kennebec Lumber Co., Solon, Maine; Natalie Crane, HHP Inc., Henniker, N.H.; and Fred Doane, Northland Forest Products Inc., Kingston, N.H.

07. Richard Carrier, HHP Inc., Henniker, N.H.; Deb Hawkinson, Hardwood Federation, Washington, D.C.; Norman Langlois, PHL Industries Inc., St. Ephrem-de-Beauce, Que.; and Jimmy Jones, J.E. Jones Lumber Co., New Bern, N.C.

08. Michael Cersosimo, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; Lee Stitzinger, BWP Hardwoods Inc., Brookville, Pa.; Scott Ferland, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; Drew Helmus, PW Hardwood LLC, Brookville, Pa.; and Terry Miller, National Hardwood Magazine, Memphis, Tenn.

Additional photos on page 48



Hardwood Federation Fly

Washington, D.C.— Representatives of the Hardwood industry recently participated in the Hardwood Federation's 5th Annual Fly-In on Capitol Hill. Fifteen states were represented by the 30 industry delegates who listened to Congressional leaders address issues pertaining to forest products. They were also afforded an opportunity to meet with these legislators personally.

Hardwood Federation (HF) members met with more than 20 Congressional leaders to exchange information about such topics as illegal logging legislation, truck weight limits, green building standards and alternative energy and carbon credits.

Receptions for both Republican and Democrat candidates were hosted by the Hardwood Federation's Political Action Committee (HFPAC). HFPAC has raised \$210,000 and actively supports several candidates seeking federal office.



-In's A Run-Away Success

PHOTOS BY SCOTT HENRICHSEN

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01. Terry Brennan, Baillie Lumber Co., Hamburg, N.Y.; and Ben Forester, Rex Lumber Co., Windsor, Conn.
02. Brian Hawkinson, guest; Dave Bramlage, Cole Hardwood Inc., Logansport, Ind.; Deb Hawkinson, Hardwood Federation, Washington, D.C.; Ray Moistner, Indiana Hardwood Lumbermen's Assoc., Indianapolis, Ind.; and John Brown, Pike Lumber Co. Inc., Akron, Ind.
03. Tim Leyden, Frank Miller Lumber Co. Inc., Union City, Ind.; Ted Rossi, American Hardwood Industries Inc., Cromwell, Conn.; Grace Terpstra, Hardwood Federation, Washington, D.C.; Criswell Davis, Frank Miller Lumber Co. Inc.; and Gil Thurm, Hardwood Manufacturers Assoc., Pittsburgh, Pa.
04. Jim Howard, Atlanta Hardwood Corp., Mableton, Ga.; Dave Redmond, Highland Hardwood Sales Inc., Augusta, Ga.; and Mark Vollinger, W.M. Cramer Lumber Co., Hickory, N.C.
05. Don Finkell, Anderson Hardwood Floors, Clinton, S.C.; and John Clark, Kitchens Bros. Manufacturing Co. Inc., Hazlehurst, Miss.
06. Gil Thurm, Hardwood Manufacturers Assoc., Pittsburgh, Pa.; Jack Shannon, J.T. Shannon Lumber Co. Inc., Memphis, Tenn.; and Victor Barringer, Coastal Lumber Co., Charlottesville, Va.
07. Roy Cummings, Cummings Lumber Co. Inc., Troy, Pa.; and Tom Inman, Appalachian Hardwood Manufacturers Inc. (AHMI), High Point, N.C.
08. Kip Howlett, Hardwood Plywood & Veneer Assoc., Reston, Va.; and Brad Thompson, Columbia Forest Products Inc., Greensboro, N.C.
09. Jameson French, Northland Forest Products Inc., Kingston, N.H.; and Sen. John Sununu, (R-N.H.)
10. Tom Inman, AHMI, High Point, N.C.; and Donna Reckart, Allegheny Wood Products, Petersburg, W.Va.

Truth About Trees Travels To San Francisco

BY TERRY MILLER

San Francisco, Calif.— Truth About Trees, a presentation of the Hardwood Forest Foundation (HFF) and recently sponsored by MacBeath Hardwood Co. and Sweeney Hardwoods, was warmly received by 50 students attending Leonard R. Flynn Elementary School, located here.

The program was presented in conjunction with the National Hardwood Lumber Association's Annual Convention & Exhibit Showcase. The program teaches children that harvesting trees is not always harmful to the environment and explores items that are partially comprised of tree products. The students also toured the milling facility at MacBeath Hardwood Co.

The HFF Annual Silent Auction was also held during the NHLA convention. The HFF raised over \$12,000 with this auction at the 2007 convention.

Additionally, the HFF Annual Golf Tournament took place at the Presidio Golf Course & Club House. It was presented by North Pacific.

Winners of the tournament were: first place, Joe and Matt Lang, Rick Degen, Al Whitson Jr.; second place, Lynne Barker, Roy Reif, Chip Dickinson, Jeff Kelly; third place, Russell Kelly, Douglas Martin, Brian Walsh and Dennis Reid.

HFF offices are located in Memphis, Tenn. For more information, call 901-507-0312.

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Norm Murray, of U•C Coatings Corp., Buffalo, N.Y., and Jay Clark, of North Pacific, Portland, Ore. address children from Leonard R. Flynn Elementary School during the Hardwood Forest Foundation's Truth About Trees presentation at the NHLA Convention in San Francisco.

Baillie's Herskind Addresses Annual NHLA Meeting

PHOTOS BY WAYNE MILLER

San Francisco, Calif.—During the annual National Hardwood Lumber Assoc. convention held here recently, members of the Fellowship of Christian Lumbermen (FCL) gathered in observance of their annual meeting.

Guest speaker this year was Mark Herskind, Baillie Lumber Co., who gave a testimony of faith and discussed how he personally puts “faith into action.”

Harry Jacobs, from The Jacobs Team, opened the meeting with prayer and Wayde Day, FCL board of directors member, welcomed attendees and presented an overview of the FCL.

A business meeting was part of the agenda as well. Meeting sponsors were AWMV Industrial Products, Freedom Forest Products, Hardwood Market Report, Quality Hardwoods and Sitco Lumber.

FCL is headquartered in Central Point, Ore. For more information, contact Chris Martinson at 920-850-9406 or visit the organization's website at www.christianlumbermen.com.

•



David Hopper, Hardwoods Inc. of Alabama, Alabaster, Ala.; Steve Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.; and Vince Catarella, Baillie Lumber Co., Hamburg, N.Y.



George and Gary Swaner, Swaner Hardwood Co., Burbank, Calif.; George Crawford, Somerset Wood Products, Somerset, Ky.; and Terry Stockdale, BWP Hardwoods, Brookville, Pa.

WCMA Meets For Fall Conference, Plant Tour

Waterloo, Iowa— A total of 183 WCMA members, technology partners, and plant tour hosts participated in the recent Wood Component Manufacturers Association's (WCMA) 2008 Fall Conference & Plant Tour Event, held here. This year's event offered a unique opportunity for roundtable discussions, contact tables with technology partners, and tours of leading manufacturing facilities.

The WCMA's Fall Conference kicked off with WCMA members and technology partners participating in several roundtable discussions to share ideas and experiences on important topics to component manufacturers. These topics included: lean manufacturing, chain of custody certification, new technologies and innovations, and moulding and tooling.

During its membership meeting, WCMA members elected Paul Eastman of Kane Hardwood, Kane, Pa., and Tim McIntyre of Thos. Moser Cabinetmakers, Auburn, Maine, to serve on the WCMA board of directors. Barry Freiburger of George Guenzler & Sons Inc., Kitchener,

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WCMA members elected Paul Eastman of Kane Hardwood, Kane, Pa., and Tim McIntyre of Thos. Moser Cabinetmakers, Auburn, Maine, to serve 3-year terms on the WCMA board of directors.

Season's Greetings from:



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Barry Freiburger of George Guenzler & Sons, Kitchener, Ont., is honored for his service on the WCMA board of directors by WCMA President Chris Watson of Conestoga Wood Specialties Corp., East Earl, Pa.



WCMA members observe the laminating system for cabinet doors and parts used by Bertch Cabinet Mfg. Co. during a recent tour of that facility in Waterloo, Iowa.



Plant Tour attendees observe lumber sorting operation at Kendrick Forest Products in Edgewood, Iowa.



Rhonda Kendrick of Kendrick Forest Products shows the firm's cabinet operation to WCMA members.

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Kretz Lumber Marvels At Ancient Logs

Antigo, Wis.— Two semi-loads of ancient logs have been pulled from a one-time bog in Wisconsin's Crocker Hills, and Kretz Lumber Company, based here, which prides itself on using everything but the shadow of the trees it processes, isn't letting them go to waste.

Before a large invited crowd at its recent Forestry Field Day, the sawmill processed several of the ancient specimens into usable—and very durable—lumber.

"At least we don't have to worry about hitting a nail in one of these," Kretz forester Dennis Fincher said as the portable sawmill, operated by Matt Korbisch, cut through the ancient wood.

The activity took place at the mill's 11th annual field day, designed for members of the Kretz Forest Family, along with vendors and guests, to browse displays and demonstrations and review the latest issues in forest and environmental management.

Spectators crowded close once each cut was complete, examining the excellent quality and condition of the timber. Sections of the logs were fashioned into ornaments available for purchase, each with a certificate of age and authenticity.

There was more at the field day as well, including demonstrations on log grading and scaling, land mapping, tiki carving and bowl turning, horses and harnesses, surveying and global positioning systems, forest foods, and wildlife painting.

Attendees also had the opportunity to tour the moulding, sawmill and dimension plants and take guided walks through the Ray Kretz Industrial Forest.

Guest speakers were Evan McDonald of Keweenaw Land Trust and Joe Hovel of Partners in Forestry, who discussed the effects of forest

Please turn to page 69

Season's Greetings from DJM Hardwoods & Veneer *CyBlair Lumber LLC*

DJM Hardwoods and Veneer is owned and operated by David J. McCunn. David has over 25 years of experience in the lumber industry. DJM has 4 separate locations for purchasing veneer and saw logs such as: Cherry, Red & White Oak, Hard & Soft Maple, Walnut and Poplar for export or domestic use.

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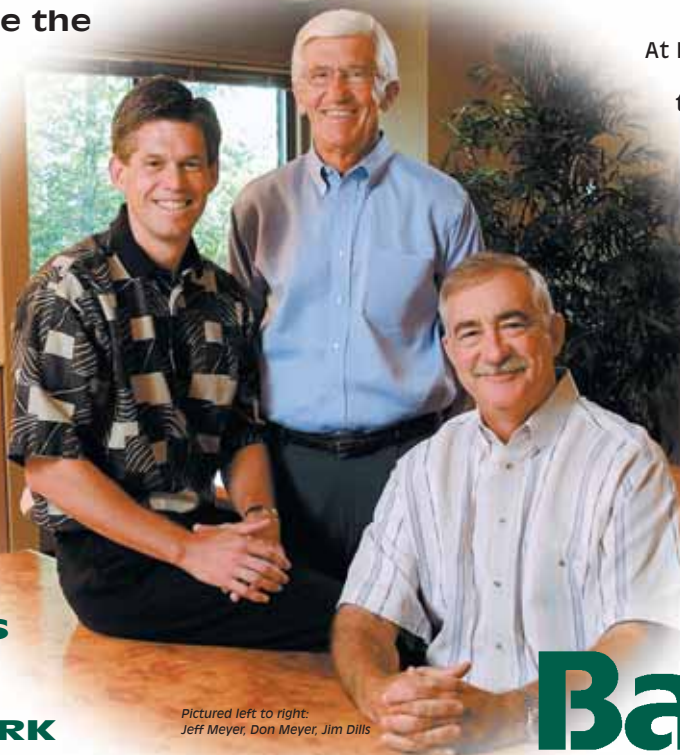


The crowd gathers close to look at the 1,600-year-old logs as they are milled at Kretz Lumber Company's Forestry Field Day.

Kretz Lumber Company Head Forester Al Koeppel presents a senior logger award to Harold and Edith Johnson of Clintonville. Johnson is still logging—and working with Kretz—after decades in the business.



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Pictured left to right:
Jeff Meyer, Don Meyer, Jim Dills

our values

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Adam Calvert, Dwight Lewis Lumber Co., Hillsgrove, Pa.; Lise Lennon and Bruce Horner, Abenaki Timber Corp., Kingston, N.H.; and Marc Lewis, Dwight Lewis Lumber Co.



Phil and Roger Pierce, Holt & Bugbee Co., Tewksbury, Mass.; and Steve French, Abenaki Timber Corp., Kingston, N.H.



Russ D'Elia, HHP Inc., Henniker, N.H.; Bill Collins, Holt & Bugbee Co., Tewksbury, Mass.; Jim Howard, Atlanta Hardwood Corp., Mableton, Ga.; Jane Difley, guest speaker, Society for the Protection of New Hampshire Forests, Concord, N.H.; and Parker Boles, Hermitage Hardwood Lumber Sales Inc., Cookeville, Tenn.



Skipper Beal, Beal Lumber Co. Inc., Little Mountain, S.C.; Jared Fowler, Emporium Hardwoods, Emporium, Pa.; Linda Jovanovich, HMA, Pittsburgh, Pa.; Dave Marshall, American Hardwood Industries Inc., Cromwell, Conn.; and Keith Snider, Graham Lumber Co. LLC, Linden, Tenn.



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



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Hugh Pickett
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Robbie Parrott
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Brad Merry
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Mike Fleming
Sales



Jameson French, Northland Forest Products, Kingston, N.H.; Terry Brennan, president, HMA, Baillie Lumber Co., Hamburg, N.Y.; and Jim Woodberry, PW Hardwood LLC, Brookville, Pa.



Hugh Hawley, McDonough Manufacturing Co., Eau Claire, Wis.; Pem Jenkins, Turn Bull Lumber Co., Elizabethtown, N.C.; and Phil Pierce, Holt & Bugbee Co., Tewksbury, Mass.



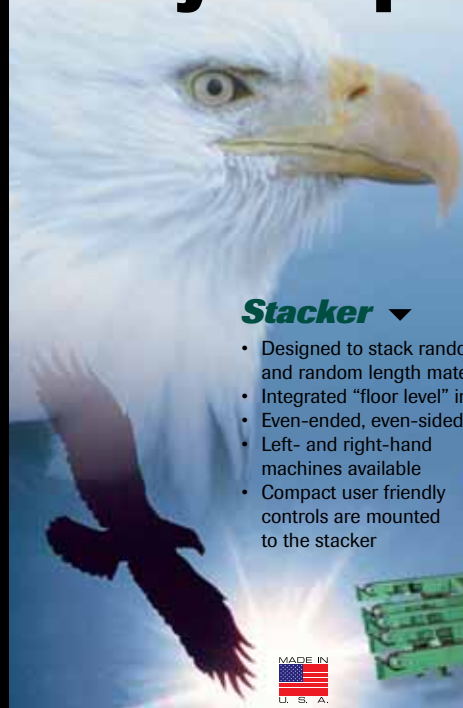
Dan Mathews, SII Dry Kilns, Lexington, N.C.; Deb Hawkinson, Hardwood Federation, Washington, D.C.; Scott Cummings, Cummings Lumber Co. Inc., Troy, Pa.; Tina Radigan, Abenaki Timber Corp., Kingston, N.H.; and Gil Thurm, Hardwood Manufacturers Assoc., Pittsburgh, Pa.



Tina Radigan, Abenaki Timber Corp., Kingston, N.H.; Terry Miller, National Hardwood Magazine, Memphis, Tenn.; and Nikki Beuschel and Lise Lennon, Abenaki Timber Corp.

Additional photos on next page

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Craig Myers, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; Steve Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.; Greg Devine, Abenaki Timber Corp., Kingston, N.H.; and Sheila Michaud, Pennsylvania Lumbermens Mutual Insurance Co.



Gil Thurm, HMA, Pittsburgh, Pa.; Parker Boles, Hermitage Hardwood Lumber Sales Inc., Cookeville, Tenn.; Eric Porter, Abenaki Timber Corp., Kingston, N.H.; and Tim Kuhns, Kuhns Brothers Lumber Co. Inc., Lewisburg, Pa.



Peter McCarty, McDonough Manufacturing Co., Eau Claire, Wis.; Luke Brogger, Quality Hardwoods Inc., Sunfield, Mich.; and Rob Kittle, McDonough Manufacturing Co.



Dave Paige, Cersosimo Lumber Co., Brattleboro, Vt.; Larry Thompson, T & S Hardwoods Inc., Milledgeville, Ga.; and Jordan McIlvain, Alan McIlvain Co., Marcus Hook, Pa.



Weld and Gordon McIlvain, Alan McIlvain Co., Marcus Hook, Pa.; and Matt Begley, Begley Lumber Co. Inc., London, Ky.

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HMA PHOTOS - Continued



Skipper Beal, Beal Lumber Co. Inc., Little Mountain, S.C.; Gordon McIlvain, Alan McIlvain Co., Marcus Hook, Pa.; Dave Marshall, American Hardwood Industries Inc., Cromwell, Conn.; and Andy Godzinski, Rex Lumber Co., Acton, Mass.



Tim Kuhns, Kuhns Bros. Lumber Co. Inc., Lewisburg, Pa.; Tom Armentano, Sirianni Hardwoods Inc., Painted Post, N.Y.; and Rod Weaver, Dick Kordez and Mark Bittner, Kuhns Bros. Lumber Co. Inc.



Bob Pope, USNR, Woodland, Wash.; Ron Monnoyer, PW Hardwood LLC, Brookville, Pa.; and Peter Miles, Northland Forest Products Inc., Kingston, N.H.



Jim Howard, Atlanta Hardwood Corp., Mableton, Ga.; and Marc Kendrew and Dennis Carrier, Kennebec Lumber Co., Solon, Maine



Matt Begley, Begley Lumber Co. Inc., London, Ky.; Dave Doucette, Rex Lumber Co., Englishtown, N.J.; and John Patterson, Begley Lumber Co. Inc.



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FORECASTS - Continued from page 32

sells a product, particularly one that is out of favor. Every housewife, architect and designer in the world should be scrambling to use American Hardwoods in our culture that reveres "designer brands" and feels compelled to buy "green" even when they both cost more than the average product.

We do not engage in illegal logging, our product is a sustainable resource from inception and it takes only sunlight and rain to grow and prosper. Yet we have allowed other industries to win over many of our consumer markets, and environmental organizations to paint us as the bad guys. We have been outmaneuvered and out marketed so now the consumer believes that OSB, bamboo and many other products are better suited environmentally. We have squandered our primary advantage as the original and ultimate "green" product.

I am looking at the September issue of an industry publication (between September-November), and I can count twelve industry gatherings. Not a single one has a promotion of solid American Hardwoods on their agenda, although one plans to update members on "what's new" with promotion. If you annualize this over the year, it comes to 48 such meetings in a given year. They probably average two days per meeting so that comes close to 100 days of meetings per year with hardly any discussion over the promotion of what we produce as an industry. It is almost as if we are not in the business of selling a product. This money and time could have gone to the promotion of "Solid American Hardwoods," a campaign in which all ships rise with the tide!

As I have said before, the story of our industry's inability/unwillingness to adapt to the changing desires of the market place will be a textbook topic in America's business schools one day. In the midst of a fundamental shift in consumer buying preferences (buy green) and disappearing markets (overseas and substitutes), we have been sitting on the sidelines at meeting after meeting promoting ourselves to each other or competing with each other. The industry exceptions to this are AHEC and the Hardwood Federation, whose missions are focused, all business and end-result driven. From our perspective the party is over.

Where do we go from here? The status quo is not serving any of us well anymore.

On Behalf of Coastal Lumber Company – Merry Christmas and may your New Year be prosperous!



Wendell M. Cramer
W.M. Cramer Lumber Company
Hickory, N.C.

The biggest problem the Hardwood lumber industry is facing today is no demand! The pipeline is full and moving extremely slow. In trying to put it into some perspective on a scale of 1 to 10, the current usage is about 2 and production is about 1-1/2! While con-

tending with no demand, the prices are the next big challenge.

The most troubling predicament is no optimism in sight for 2009. The ongoing decline in lumber sales will in all probability continue through the first quarter of 2010 – maybe longer.

Most of our customers are experiencing the slow business as we are, and doing their best to cope with the downfall in sales. High fuel cost continues to be an upset for bottom line margins and absorbing those costs.

We do not plan on expanding any of our facilities. Our

FORECASTS - Continued

company is holding steady and enduring the storm as successful as possible, which I see lasting at least 6 months to 2 years.

Let us give some foresight to better economical days, be prepared for all upcoming challenges, and continue to service our customers' needs to the best of our abilities. Hopefully, we will see a turn around in the near future!



Tommy Maxwell
Maxwell Hardwood Flooring Inc.
Monticello, Ark.

We expect the business forecast for 2009 to be about the same as 2008. However we hope to see a slight upturn by mid-year. The biggest problems we can forecast would be a continued slow market and a lagging economy during the early part of the year. Hopefully

this will improve by early summer 2009.



Bud Griffith
Griffith Lumber Co. Inc.
Woolwine, Va.

We are all cautiously optimistic here at Griffith Lumber. Timber availability is difficult along with fuel costs. Lumber prices are too low while timber and manufacturing prices are too high. One positive aspect is that we are starting to see Poplar lumber prices come up

a little.

On the timber side of business a lot of loggers are retiring and younger men aren't coming into the business fast enough to replace those who are retiring. You see a lot of younger guys pursuing other careers rather than harvesting timber. Equipment and insurance are expensive and it's hard to buy timber.

We hope for an uptick in business around the spring of 2009. Of course, a big factor in whether the lumber business gets better has to do with the housing market getting stronger. From the people I've talked to, we are hoping the economy begins to turn around for the better in the spring. We are afraid it will not improve until 2010. Many of us in the lumber business have gone through a tough year and we'll probably have to go through one more.


The stacking stick business has been slow. The closing of so many furniture manufacturing companies has adversely affected stick sales. The housing industry affects the southern yellow pine mills and those folks make up about 60 percent of our stick sales. Lumber inventories are low all across the United States and when that occurs, southern yellow pine sawmillers don't need a lot of sticks. If we could keep supply and demand in the lumber industry in balance and people don't over produce again, things will balance out and prices of lumber and sticks will stay at a level where everyone can make a profit. Our business will pick up when housing and the grade lumber market picks up. We are patiently waiting for that to happen.

In the meantime, here at Griffith Lumber Co., we are keeping overtime down and we're making management decisions to help keep our company healthy even in this slow economy. We are in the process of installing a moulder at our stick plant to make an improved profile stacking stick and for other value added lumber products. Also

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again was to be quite so
simple...yet only then did the
tree get truly appreciated. For
here was food and fuel and shelter.
Then a weapon, a tool, a wheel - and
transportation. And now it's floors, doors,
veneers, piers, baskets, caskets...rubber for
gaskets. It's a handle for brooms, shovels, rakes...
syrup on pancakes. It's paper and paints...
tars, spars, boxes and boxcars...storage bins and
bowling pins. It's toothpicks and matchsticks...even
plastics...material for distillation, lamination, insulation,
windows for ventilation, and a thousand and one other
we-can't-do-withouts. Yet few people look at a tree in the same
way. To the small boy it's a favorite and strategic place...
where you build a treehouse, spot a woodpecker,
cut slingshots and fishpoles, hang old tires and
climb for fun. To the naturalist it's probing a fascinating world of buds,
blossoms, bark, needles, cones and leaves...spectacles of color...
and some 1,035 domestic species. (Yet to a baseball player it's as simple as a
stick of second-growth ash, sized and shaped to "feel like a million.") To the artist
it's inspiration...alone on a windswept hill, timberline patchwork on a mountainside,
thick and verdant in a valley. To the homeowner it's beauty and shade and property
value...also digging, planting, pruning, edging, feeding and a lot of other weekend work.
To the hobbyist and craftsman it's a new bookcase, picnic table, paneled den, plywood
shelves...a chance to become downright "immortal." To the timberman it's a bustling big
business, measured by cords and board feet. But most of all, a tree remains what
it was in the first
place...man's
ever-lasting friend.
For we'd sure be
"stumped" for a
mighty lot of
things in a world
without trees!

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Marijo Wood Sales Manager



FORECASTS - Continued

we are installing two dry kilns with a combined capacity of 140,000 board foot per charge that will be furnished steam by a wood fired boiler. The kilns and boiler should be operating in early 2009.

I want to take this opportunity to wish everyone in the lumber industry a Merry Christmas and a Happy New Year.



Philip A. Bibeau
Wood Products Manufacturers
Association
Westminster, Mass.

Our forecast for 2009 is that business will continue to be a struggle, but there will be business for those that are willing to work for it. We also feel that there will be new opportunities for companies to recapture business that had once been sent overseas. We are hearing from more and more companies that are currently having products manufactured in Asia, but are now seeking to have them made in North America. The reason for this change can be attributed to three specific factors; the first being the drop in the dollar, the second being increased ocean freight rates and the constant re-scheduling of containers, and the third and most important factor is the severe drop in quality of imported products.

This is a perfect opportunity for manufacturers to focus on the things they can control, quality and prompt deliveries. There will always be people interested in offering an extremely low price, but successful businesses are starting to realize that they must become integral partners with their suppliers if they are going to survive and prosper. The companies that are able to say "yes, we can do that" and then find a way to do it, on time and as promised, will see their business expand in 2009.

Our members are forecasting a year that shows between 2-6 percent growth. The majority of this will be derived from providing new or additional product to existing customers, with a small percentage attributed to new business. The majority of the new business will come from providing products or services to companies that have had their current suppliers change focus or exit the industry. The balance of the new growth will come from manufacturers that have thought "out of the box" and created new value added items. All members have stated emphatically that they have increased their sales and marketing efforts and are working harder than ever for the orders they are able to write.

As an association, the biggest challenge we face in 2009 is getting members to take advantage of all the programs and services made available to them. With business being as challenging as it is, companies are often so busy juggling multiple tasks that they forget to reach out and utilize the benefits that are available to them. To address this need, the WPMA will continue to strengthen our "member reach" program to constantly focus on the needs of our members. The feedback from the "member reach" program was instrumental in the association offering a discounted accounts receivable insurance program through our partnership with Euler Hermes. It also led to the expansion of our cash back business insurance safety group program with our partner Indiana Lumbermens Mutual Insurance (ILM). Participants in the program will be able to receive up to 10 percent of their annual premiums if the safety group has a good year. Being a member driven association, we are constantly looking for ways

FORECASTS - Continued

to reinvent ourselves to be able to offer programs and services that help solve member problems and improve the bottom line.

In 2009 the wood industry will continue to see change and evolution. Companies that are producing products for the consumer market will continue to see fewer dollars available for discretionary income. Those that do have funds to spend will be looking for the best value for their dollar and an item that will possibly serve more than one function. The upcoming year will be one in which successful businesses take a long hard look at what they produce and who they sell to. Companies that have been producing commodity type items will see business much harder to come by. It has been said over and over that people should focus on producing niche products that might not be available in large quantities, but repeat often. In order to do this, companies must continue to focus on lean manufacturing and extremely fast turn around times. They must take the "yes we can attitude." Those that do, will be around in 2010, those that do not will be featured in an auction flyer.



Tom Inman
Appalachian Hardwood
Manufacturers Inc.
High Point, N.C.

The most reliable way to forecast the future is to try to understand the present.

An attempt to heed John Naisbitt's advice and understand 2008 is a daunting task. The housing crisis, the

credit failures, the stock market collapse, and the U.S. government bailout all have had a profound impact on all business in 2008.

The Hardwood lumber industry was hurt by these along with energy costs and declining markets. American Hardwood lumber production dropped substantially in 2008 and the second half of the year found most sawmills at below normal levels for logs, higher inventories of grade Hardwood lumber and order files with few orders.

With that understanding, 2009 will be off to a slow start. Many economists are predicting that it will be the third quarter before any noticeable uptick in business.

That's a safe bet. It will take months for the credit markets to settle and probably the remainder of 2009 for homebuyers to make a dent in the backlog of available housing.

Residential housing has become a major customer for American Hardwoods. Flooring, cabinet, millwork and furniture production all track with housing and most have plenty of inventory to move first.

Many lumber producers in the Appalachian region are dealing with fewer loggers, finding less timber for sale at a reasonable price and rising costs to manufacture products. Those conditions will continue through 2009 along with a tight credit market. Cash will be king as financing choices disappear.

On the positive side, Appalachian producers and distributors will find new customers for Appalachian Hardwood Verified Sustainable (AHVS) lumber. A slight increase in demand for certified wood will continue in 2009 and be met with little supply. These customers have found AHVS a reasonable alternative to certified Hardwood and placed orders.

I believe that will continue as secondary manufacturers

Please turn the page



Scott Greene is the owner of North State Hardwoods, Inc. and is in charge of lumber sales.

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FORECASTS - Continued

learn of the resource available in the 12 states of the Appalachian region and the sustainable growth to removal ratio. AHMI will educate and promote this to consumers and reach out to other Hardwood producers and distributors in and around the Appalachian region.



Dave B. Redmond
Highland Hardwood Sales Inc.
Augusta, Ga.

As I sit at my desk putting my thoughts into words, I think it is important to note the date: October 8, 2008. All of us are just waiting for some positive signs or good news.

It is difficult at best during these times to work on a business forecast for next week or month, much less next year! We are certainly in uncharted waters, as an industry, nation and indeed world. The stock market has declined drastically from its high, banks are closing or scrambling for life-lines, loans have gone from ridiculously easy to obtain to extremely difficult to obtain. The government is trying to improve the situation, so far to no apparent avail. The housing market is continuing to decline in volume of new starts, sales of exiting homes, and in equity value. Sawmills are closing, many are running reduced hours, log inventories are extremely low. The domestic consumers of our Hardwood lumber are concerned about supply issues, however are unwilling or unable to do anything about it. Uncertainly and concern rule. We are an industry trying to "tread water" not quite sure where we'll end up when we reach land. These are indeed dark days for us all.

However, these old sayings, "it's always darkest before the dawn", and "the true temper of a man (or industry) is determined by the heat of the fire", are applicable. Every day owners and managers of companies are asking the questions over and over again: Am I overlooking something, how can we further cut cost, what can our marketing department do to increase sales (and hopefully generate a profit)? We have been, and continue to face challenges our fathers and grandfathers would never have dreamed of. The market dynamics are ever changing, prompting the question, "where do we go next?"

The Hardwood industry is primarily comprised of family owned businesses. They work hard and are individually tempered. Resourceful, resilient, innovative and stubborn. The long-term supply (or sawmill) side, in my opinion is weakened but not defeated. When demand is strong enough, and prices are improving, we can expect supply to react positively. The North American temperate Hardwood resource is sought after, even coveted by much of the world. Our resource sustainability and transportation infrastructure enable us to react positively and rapidly. We are dependable suppliers to the world. Our industry associations are continually striving to efficiently deal with promotion, government regulations, certification, education, order and structure. There is indeed strength in numbers with a unified voice.

I am firmly convinced, there will be a market for our product, both at home and abroad. Energy cost may eventually impact where consumer products are manufactured, not just the cheap cost of labor and lack of governmental and environmental regulations. We didn't get to this point overnight, and we will not see our way out overnight. I feel our country is many months away from a significant economic recovery. (Doesn't there seem to be

FORECASTS - Continued

more houses on the market every day?) There is no need to even discuss the stock market, we are all acutely aware of the situation.

Let each of us keep our focus sharp and determination to succeed strong!

Each of us at Highland Hardwood Sales, Inc. wish everyone a Merry Christmas and Happy New Year. We do have much to be thankful for!

Bob Barnes

Barnes Brothers Hardwood Flooring
Hamburg, Ark.

This past year has presented its fair share of challenges to the Hardwood industry. From challenging market conditions to unpredictable and unfavorable weather conditions, preparation and utilization have been imperative in an attempt to weather these less than ideal circumstances.

With that said, we are currently adding additional dry kilns to our flooring manufacturing facilities in Hamburg, Arkansas. We believe that this will help to reduce excessive freight costs that may continue to rise in the near future. With the struggling housing market, grasping consumer market trends and utilizing lumber to fit those niches are beneficial in both flooring sales and production. In sawmill production, we are attempting to utilize the progressive construction material spectrum of the Hardwood industry by shifting production to construction lumber, such as board road, mat timbers, ties, etc.

We would like to be optimistic about 2009, but as this is written, there is uncertainty in the economy, such as the glut on the housing market that was created by lending institutions. The credit crisis was intensified due to poor money lending decisions for mortgages, making it possible for people with poor credit to borrow money for mortgages they could not pay back. This has impacted the cabinet, flooring, and furniture industry directly because the excess mortgages have to be consumed before new construction is able to resume, thus creating a fluctuation in the number of existing houses and a decline in new housing construction starts. Predictions for a turnaround in the market vaguely point to 2010 or later. This makes the rest of the year and all of next year look bleak for our industry.

Oil prices are just down from an all

time high but are still higher than they have been in the past. The high price of oil, driven by consumption of foreign products, has led to exploration for natural resources on domestic soil. This, along with new gas pipelines stretching across the country, has led to an increase in demand for laminated mats and timber mats. The vitalization of the construction mat market has driven the demand for grade construction materials to a higher level. This opportunity can be realized if low grade logs can be bought at an

attractive price and sawmills are able to limit the production of 4/4 grade lumber that is being cut.

Grade lumber continues to be an issue for all mills. Consumers are dealing with fixed incomes due to the economical downturn. Until improvements in the economy occur, consumers will probably postpone purchasing new furniture or remodeling homes for the most part. Demand for higher grade lumber used in furniture, moulding, and

Please turn to page 73

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HARDWOOD PURCHASING -

Continued from page 30

has affected portions of our business. But, we have been fortunate to grow other market areas to ensure stable revenues."

George Guenzler & Sons Inc. manufactures show wood furniture components, chair frames, stair components and upholstery lounge seating in No. 1 Common Hard and Soft Maple, Cherry, Red Oak, White Ash, Walnut and European Beech. Freiburger said the company has seen growth this year in health care

furniture and office furniture seating and components particularly in Soft Maple, Hard Maple, Cherry and European Beech.

"For 2009, I think we will be in for much of the same," Freiburger said. "We will be budgeting for small growth. I think we will have to wait until 2010 for any true expansion in sales growth."

* * * * *

Alder accounted for up to 90 percent of sales for **Mountain Millworks** in **Steamboat Springs,**

Colo., this year. "It's still pretty strong in most resort areas around the country," **Scott Glynn** noted. "Obviously with the dollar being weak, we're seeing people buy second homes for vacations. There is still a lot out there for homeowners. We don't foresee a slowdown in our market. People who are interested in a \$5 million home are scaling it back to 3, and that's still very good."

The firm manufactures architectural millwork and stair parts and purchases 225,000 board feet annually of Alder, Maple, Oak, Mahogany, Hickory and pine. As for adjusting to the current market, they are spending more time shopping vendors to ensure they're getting a quality product at the best value. Looking ahead at 2009, Glynn added, "I think the second home and primary home residential market here is going to be strong."

* * * * *

At **Mason's Mill & Lumber Co.**, in **Houston, Texas**, **Eric Boer** said his company has had a fairly solid year, and is on par to surpass revenue levels in 2007.

"We've had appreciable growth over 2007," he said. "I would like to see more, but I am not complaining. We're holding our own compared to what a lot of people are doing."

Mason's Mill & Lumber Co. manufactures high-end customer architectural millwork for residential and commercial applications, and they sell Hardwood lumber and plywood in Alder, Red and White Oak, Hard and Soft Maple, Cherry, Walnut, Poplar and imports such as Brazilian Cherry, African Mahogany and Spanish Cedar. Species-wise, Boer said Alder is at the front of the pack. "We're moving a lot of Alder, and our Mahogany business is pretty steady," he said.

Boer said he hopes to continue to attract high-end residential and commercial customers in 2009. "I think we'll continue this same pattern next year," he said. "I know there will be some remodeling and rebuilding due to the hurricanes that swept through this area."

* * * * *

"Historically over the years every election helps the economy start to roll back," said **Jim Garth** of

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Eric Boer

HARDWOOD PURCHASING -

Continued

Decorative Flooring Inc. in **Port St. Joe, Fla.** "The depletion of the housing inventory will eventually start an increase in new housing starts and consumer confidence will come back."



Jim Garth

Sales for the firm have been off up to 42 percent from previous years, and the company is adjusting by cutting inventory back and reducing LTL's. "Before we would do LTL's with no problem, but now we try to wait on a full truck load," Garth mentioned. "When we ship we're much more likely to be critical about the cost and shipping now."

Decorative Flooring manufactures wood floor inlays, such as medallions and borders, in Maple, White Oak, Walnut, Holly, Ash, Wenge, Jatoba and Bubinga. The company purchases more than 200,000 board feet of lumber annually.

Frank Demott of **Best Moulding Inc.** in **Albuquerque, N.M.**, said business has been steady for his company, and he believes 2009 will be a better year.

"We offer mouldings in a variety of species such as Red and White Oak, Poplar and Maple, so we're well versed," he said. "Our Maple and Oak mouldings are our most popular sellers going mostly into homes and some to the big box stores."

Demott said sales are down approximately 20 percent for the year, but he believes business will improve in 2009. "I don't think the housing market will get any worse," he said. "But, I think there will be an attitude change. People are ready for an improvement."

Maple has been leading the way in sales for **Kendor Wood Inc.** in **Mayfield, Ky.** **Jeff Holt** said that sales were down 20 percent from last year. However, in recent weeks the company has seen an upswing. As with most, the company is watching inventory closer and keeping lower levels than in 2007.

Kendor Wood purchases 850,000 board feet annually of Hard Maple, Red and White Oak, Cherry, Poplar, Birch, Alder, Walnut, Ash and some pine for cabinet manufacturing.

Winterhouse Furniture Inc. in **Dublin, Pa.**, has cut back on the amount of stock it carries this year as the housing market weakened. **John Buckman** said sales are down approximately 20 percent, but Pennsylvania has avoided some of




John Buckman

the bigger problems seen in California and Florida.

"Right now, there are still new homes being built," he said. "I've got a positive attitude that there will be a turnaround, not in the beginning of the year, but sometime next year we'll start to get a break. You've got to stay optimistic."


Winterhouse Furniture Inc. specializes in woodworking for the custom kitchen market, and sells a majority of its kitchen cabinets in

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HARDWOOD PURCHASING -

Continued

Cherry (paint grade). "Everybody's doing a little Cherry and paint grade accent pieces," Buckman said. "It's what's in right now."

Buckman said there is a lot of uncertainty in the economy right now, but expects some kind of turnaround within the next year. "The two big issues are the bailout and the presidential election," he said. "I just hope that we'll get behind the one that's elected, and we will all

work together for what's best for this country."

According to **Richard Ungerbuehler Sr.**, of **Federal Millwork Corp.** in **Ft. Lauderdale, Fla.**, the Midwest is not feeling a downturn. In fact it's quite the contrary. "After a recent trip to the AWI, Chicago and Heart of America chapters, there doesn't seem to be a slow down in either one of those areas," he noted. "But in the Sunbelt states,

such as Florida, it's a little tougher."

He further related that sales for Federal Millwork were down 35 percent from previous years. To cope, the company is being cautious with inventory and purchases. "Right now it's about being inventory cautious, you buy what you need and avoid marginal purchases that may be futuristic in their scope," he added.

The firm manufactures architectural millwork and purchases more than 300,000 board feet of Poplar, Cherry, Oak, Mahogany, Teak, Alder, Ash and Birch annually.

"The year started off really slow, but by early August, everything was picking up quite a bit," said **Demetre Koutros** of **Buffalo Creek Millwork Inc.** in **Waxahachie, Texas.**

Koutros said that sales were down about 20 percent during the first half of the year, but could equal 2007 figures when all is said and done. He noted that his company has kept a tighter, shorter inventory this year, and is expecting 2009 to "definitely be better."



Demetre Koutros

"Hopefully, we'll have a little stability after the year is done," he said. "We've had the presidential election and some hurricanes in this part of the world. A lot of our industry will be getting back to somewhat normal. After the last hurricane, there will have to be a lot of rebuilding. It was a tragic thing, but out of bad, sometimes comes good."

Buffalo Creek Millwork Inc. manufactures Hardwood mouldings, millwork, flooring components, cabinet and stair parts in a variety of species including Red Oak, Maple, Poplar, Hickory, Cherry and Alder. Koutros said Red Oak bending rails were his most popular product in 2008.

Located in **Salisbury, N.C.**, **Goodman Millwork Inc.** manufactures custom millwork and purchases 300,000 board feet annually of all North American Hardwoods. **Ben Goodman** commented that sales were off, but only by 10 percent this year.

"We tend to lag behind the housing market and when we see the trends

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HARDWOOD PURCHASING -

Continued

going down we can count on it six or eight months later for us. We've got a lot of promising jobs coming up the end of this year and on into next," he said.

A popular issue, the price of fuel has however, caused them to tighten up on deliveries. "If we can, we hold off until we have multiple deliveries in the same area," he stated. Going into 2009, Goodman is positive for a productive year. "Taking advantage of the downtime, we're installing new equipment and upgrading the facility so we'll be ready when the market turns," he said.

Kevin Putnam of **Wasatch Cabinet & Furniture Co.** in **West Jordan, Utah**, commented that residential business in his area was down 25 percent from last year. A manufacturer of commercial and residential cabinetry comprised of Maple and Red and White Oak, sales have gone from 50 percent residential and 50 percent commercial to about 80/20, he said.

When asked about plans for 2009, Putnam replied, "We are hoping for a turnaround in the residential market, but putting more of a focus in commercial because it's holding steady in our area. Realtors here are forecasting a turn by the second quarter."

White Oak is setting the pace for **Moore Lumber Sales** in **McMinnville, Tenn.** The company purchases over 100,000 board feet of all species including Red and White Oak, Cherry, Walnut and Poplar for boards, paneling and flooring.

Clint Moore

noted that his purchases have

changed according to the current market. "We were stacking green lumber on the yard but we are buying kiln-dried for certain applications," he mentioned.

Keeping with the popular just-in-time inventory, Moore noted that they are maintaining a minimal inventory and buying as the orders dictate. Sales for the company were down 60 percent from 2007, but



Clint Moore

Moore expects to see a turnaround in the New Year.

Keith Swaner of **Swaner Hardwood Co.** in **Burbank, Calif.**

said that Poplar, Red Oak and Maple are his top selling species this year. The firm's orders are up 20 percent from last year and Swaner expects the New Year to bring more of the same. He attributes the company's success to having a good

inventory.

"We have an abundance of inventory on hand. We are staying busy because our competitors are keeping low inventories and, therefore, calling us for orders they normally would



Kieth Swaner

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HARDWOOD PURCHASING -

Continued

have filled themselves," he said.

Swaner Hardwood Co. manufactures Hardwood plywood and purchases 7 million board feet annually of Ash, Birch, Maple, Oak, Walnut, Sycamore, Poplar, Alder and Mahogany.

"Sales have been about the same for 2008 as 2007," said **Brett**

Harmon from **Mid-America Hardwoods Inc.** in **Sarcoxié, Mo.** With Hard Maple primarily being their best seller, he noted that Red Oak was making a comeback. "There's been somewhat of a push for it the last few months, people who were



Brett Harmon

importing Red Oak from China are now getting it closer to home due to rising fuel costs," he said. "With a tough economy like we currently have, Red Oak is a cost efficient product."

Harmon also commented that the company was keeping a slightly lower inventory and being lean with purchasing due to the current market. As for the New Year, he doesn't look for an uptick until the end of 2009. "I don't see an early turnaround, but by the end of '09 there might be a slight turnaround," he said.

Mid-America Hardwoods manufactures mouldings, cabinet parts, stair treads and risers, dimension parts, unfinished and prefinished flooring, and pre-hung interior doors. The firm purchases approximately 20 million board feet annually of Red and White Oak, Hickory, Walnut, Cherry, Ash and Maple.

Randy Collins of **Dixie Plywood** in **Savannah, Ga.**, noted that the company was profitable in 2008, which he attributes to diversification. "We also do industrial applications rather than solely residential, so it puts us at an advantage," he said of the company's current profit margins.

Keeping inventory balanced with demand, and with product availability, the company is ordering on an "as needed" basis. "Certainly our inventory is relative to demand but since mail order files have been slim, we don't risk carrying the large inventory when product is so readily available," Collins said. However, he did note that earlier in the year, before the housing market decline, there was a noticeable shortage of Hardwood plywood.

The company purchases 106,000 board feet annually of Maple, Red and White Oak, Walnut, Cherry, Mahogany, Teak, cypress, ponderosa pine, and radiata pine. Looking ahead into 2009, Collins stated that he expects it to be even with 2008 depending on the outcome of the elections and the financial state of the country at present.

●

CANTERBURY -

Continued from page 29

In addition to Briggs, who also helps oversee finances and vendor selection, key employees include Jerry Little, operations manager; Beth Burton and Reid Easton, floor-



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CANTERBURY - Continued

ing and millwork sales; and Jim Heflin, an independent sales representative based in Peoria, Ill., who handles sales throughout the Midwest for Canterbury.

Counting all domestic and imported species of Hardwood and softwood lumber, Canterbury Flooring purchases approximately 150 truckloads of lumber annually. The thickness of lumber they purchase is 4/4, usually surfaced to 15/16ths and bought kiln-dried. Most lumber is purchased in width sorts or ripped blanks.

Although he delegates many day-to-day responsibilities, Briggs also often helps out in the manufacturing plant. "I let the guys that know what they're doing operate the machines, but sometimes I'll stand by the manufacturing line and help load the line with lumber, or help grade the product we're making," Briggs said. "I want feedback from my employees when there are any concerns, or if they have any suggestions about how to maximize efficiency in our plant. It's good for me to have that hands-on experience and familiarity with what our workers are seeing every day which in turn helps me make some informed decisions about what we should or should not be doing in our manufacturing processes in our plant."

Briggs said his operation runs four 10-hour shifts per week, which has helped reduce costs and increase productivity. "On a 10-hour shift, you get more peak production time," he said. "Plus, if a piece of equipment breaks and you've got to schedule overtime, we can do that on Friday instead of having guys stay until very late or give up their Saturday or Sunday."

In 2005, Briggs and his father began their company in a small 2,000-square-foot warehouse in Winston-Salem, N.C., which wholesaled lumber and made specialty flooring on a contract basis with smaller flooring mills. "My father and I saw a demand for made-to-order custom flooring, and we formally opened the doors of Canterbury Flooring in early 2007," Briggs said.

Today, Canterbury Flooring operates out of a 32,000-square-foot facility, but has actually purchased

enough adjoining land so they can double in size if and when they make the decision to do so.

Some of the equipment Canterbury Flooring has at its operation includes two moulders, a rip saw, a Cameron automation scanning system and two planers.

"Basically, wood flows very smoothly through our plant from start to finish," Little said. "There's very minimal human interaction with it. By doing that, we're probably pro-

ducing in a day what other flooring companies would produce using twice the labor."

Briggs said his company partnered with Eagle Machinery & Supply Inc. based in Sugarcreek, Ohio, to obtain most of their modern, state-of-the-art material handling equipment. He mentioned Eagle is a company he will continue to do business with. "A lot of equipment manufacturers will just build exactly what you

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CANTERBURY - Continued

order, deliver it and then walk away from it," he said. "Eagle has given us the support after selling us their equipment that we really needed."

Briggs said Canterbury Flooring's location in Mocksville, N.C., is an advantage because many woodworking equipment manufacturers have their plants in North Carolina, so looking at and obtaining the right piece of machinery is not difficult.

Canterbury Flooring is a member

of the National Wood Flooring Assoc. (NWFA), World Floor Covering Assoc., National Assoc. of Home Builders and the National Hardwood Lumber Assoc. The company also attends and exhibits at the flooring show held in Las Vegas, Nev., called Surfaces.

In closing, Little said Canterbury Flooring's philosophy is to give customers what they want, at the right price and in a reasonable amount of time. "We try to deliver a custom

product with a much shorter lead time by maintaining flexibility, good scheduling and automation," he said. "Someone said that our limitation is our customer's imagination, and that's pretty accurate."

For more information, contact Canterbury Flooring at 800-940-9504, visit their Web site at www.canterburyflooring.com, or e-mail them at contact@canterburyflooring.com.



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OAKCREST - Continued from page 34

sion of Oakcrest Lumber Inc.

Kevin Cloer, vice president of sales and marketing, noted that the company has its own trucks to deliver Hardwood lumber and/or flooring products within about a 300-mile radius of the Georgia facility. Contract carriers are used for locations of further distances. All of Oakcrest's flooring products are wrapped in plastic at time of shipment to ensure proper moisture content on delivery.

"We have developed a real strong customer base with Hardwood flooring distributors and Hardwood lumber customers all over the country who have remained loyal to us in these very difficult market conditions," Cloer said. "We are known in the industry for our consistency in manufacturing quality lumber and flooring products, and maintain a strong commitment to dedicated customer service."

Kevin said the hands-on involvement by the Weaver family has strongly contributed to Oakcrest's success. "They have been very effective in showing us how being personally involved in all aspects of the operation is vital," he said. "Wesley, Russell and Roland carry out the hands-on approach in our operations every day."

Wesley Weaver is president of Oakcrest Lumber Inc. He handles all purchasing of manufacturing equipment for both the Georgia and

OAKCREST - Continued

Tennessee operations, as well as doing the detail planning of all construction projects and assisting in day-to-day operations. Roland Weaver serves as executive officer to oversee the financial aspect of the business as well as assisting in day-to-day operations. Russell oversees the operational side of the flooring facility in Georgia, along with the concentration yards in both Georgia and Tennessee.

Oakcrest Lumber Inc. is a member of the National Wood Flooring Assoc. and the National Hardwood Lumber Assoc., both of which have helped increase the company's client base.

Kevin Cloer is joined in the sales department by his brother, Bobby Cloer, who also handles flooring sales and inventory control for both the Georgia and Tennessee operations. Bobby comes to Oakcrest with over 20 years of experience in the Hardwood lumber and flooring industry with experience in lumber inspection, kiln drying operations management, and sales of Hardwood flooring products. Both brothers travel throughout the country offering professional customer service to Hardwood lumber customers and Hardwood flooring distributors.

In addition to the management staff previously mentioned, key employees at the operation include Jim Debaise, general manager of operations; Cameron Elliott, assistant manager of operations; Dewayne Fulk, Dave McGhee and Jamie Bailey, flooring plant managers; Johnny Thomas, electrical maintenance; and Casey Register, industrial maintenance.

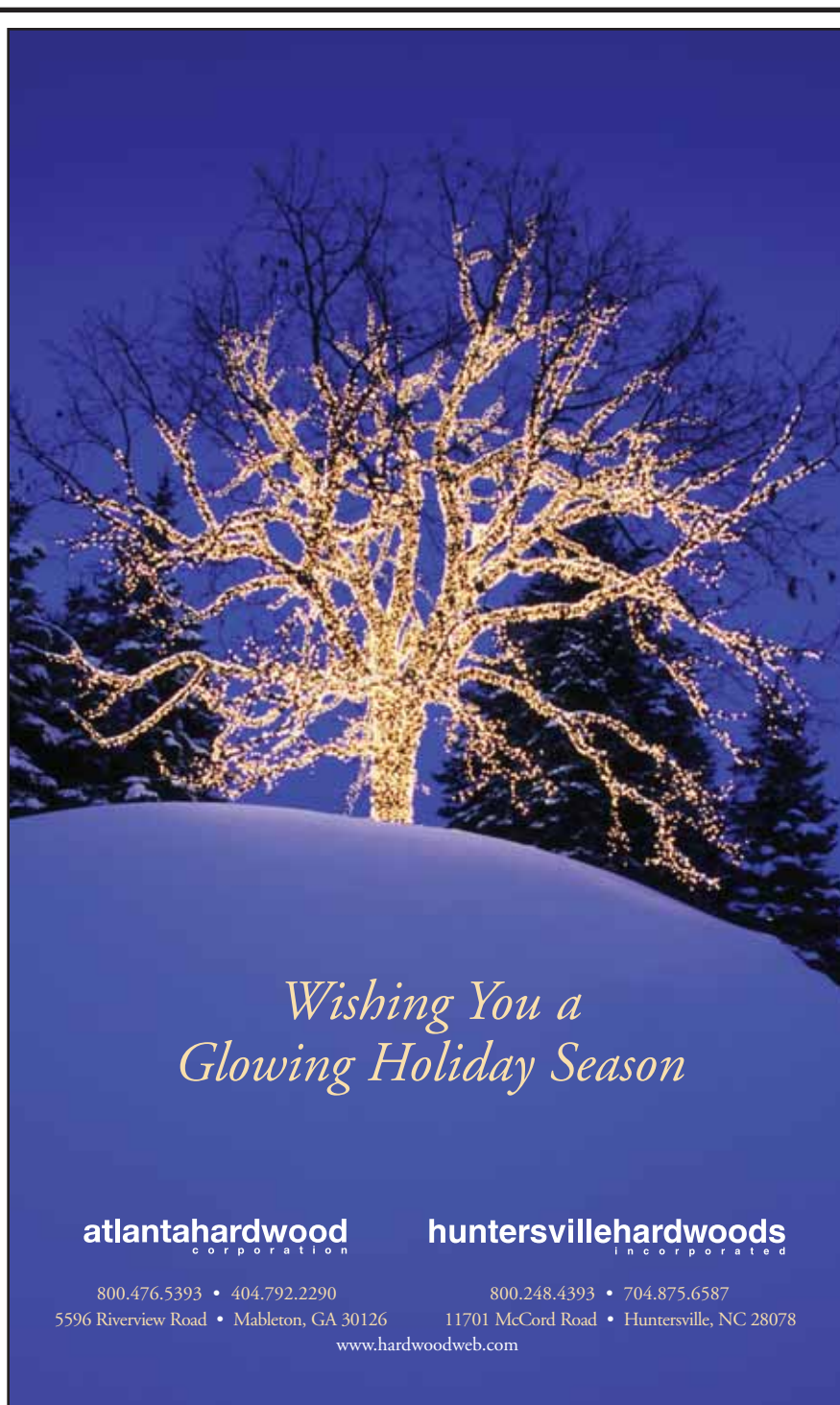
The Weaver family considers every employee key to the success of the operations. These employees are credited in providing the company the ability to offer quality products and services. The Weaver family also noted that the first credit of success is given to God.

In closing, Kevin stated, "Our Hardwood lumber and flooring prod-

ucts are known for quality, and we intend to do everything possible to keep that reputation. A high standard for quality and customer service have helped us greatly in keeping our products moving in this difficult market. Prices are at an all time low, and the ability to make a profit is very difficult to say the least. Hard work and commitment from all the staff and employees of

Oakcrest have kept the company viable."

For more information, contact Oakcrest Lumber Co. Inc. at 229-639-9328, fax 229-649-9585 or e-mail kcloeroakcrest@windstream.net or bcloeroakcrest@windstream.net.



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MOORE FOREST -

Continued from page 37

loyalty of its repeat customers. "We sell strictly on grade, and we're very careful to make that grade right," he said. "We do a good job of edging our lumber and all lumber is double end trimmed at the sawmill. We offer kiln drying, S2S and rail, truck and container shipments. We put up great looking packs of lumber

Moore Forest Products utilizes this Corley linebar resaw as well as other Corley equipment.



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for our customers."

Steve added that the company is well positioned for future growth and success. "We've got a good location here in Kensett," he said. "We're farther west than most of the other Hardwood sawmills in Arkansas, so we've been able to sell a lot of lumber into Texas. We're located just two miles from a major freeway (U.S. 67/167), and we're on the Union Pacific railroad line."

Moore Forest Products Inc. sells its lumber green and kiln-dried to brokers and end users throughout the United States. Over the years, the firm has also sold its products to distribution yards, including a customer in Mexico who requested No. 1 Common Red Oak. Red and White Oak are the predominant species sold as Hardwood lumber, and White Oak makes up approximately 28 percent of Oak lumber sales.

Koppers Inc., an integrated producer of carbon compounds and treated wood products, located in Pittsburgh, Pa., is one of the largest customers of Moore Forest Products'



Jeff Williams has been a lumber grader at Moore Forest Products for many years.

MOORE FOREST -

Continued

switch ties. However, the company markets its switch ties on the open market. "We will sell our switch ties to anybody who wants to buy them," Steve said. "We just have a very good working relationship with Koppers. Their representative that covers this area actually lives in Searcy, Ark., where we live, and we know him personally."

Steve said his firm ships most of its products by truck, but averages one railcar load per month. The facility has a good customer up north that receives railcar shipments.

Moore Forest Products Inc. has approximately 42 workers on staff. In addition to Jerry Moore, who is semi-retired but still comes in every day, and Steve Moore, who handles Hardwood lumber sales and purchasing, key employees include Mitch Moore, Steve's son, sales and office controller; Terry Dees, vice president and general manager; and Tom Berry III, timber and log procurement. Steve said, "Our employees are key to our success. Some were here when I came to work here."

The company is a member of the National Hardwood Lumber Assoc. (NHLA) and the Southeastern Lumber Manufacturers Assoc. Inc. Jerry Moore is a former member of the NHLA board of directors.

For more information, contact Moore Forest Products Inc. at 501-742-3371, fax 501-742-3423 or e-mail sdmoore@centurytel.net.

WCMA - Continued from page 44

Ont., and Jay Dee Hanna of Sparta Woodworks, Sparta, Tenn., were recognized for their contribution to the board of directors for the past three years.

Remaining WCMA board members are: President Chris Watson of Conestoga Wood Specialties, East Earl, Pa.; Vice President Keith

Atherholt of Lewis Lumber Products, Picture Rocks, Pa.; Past President Ed Solberg of Coulee Region Enterprises, Bangor, Wis.; Steve Sabatini of Bradford Dimension Specialties, Bradford, Pa.; Keith Malmstadt of Great Lake Woods, Holland, Mich.; Mike Broten of Four Seasons Wood Products, Frederic, Wis.; and Richard Pyle of Northland Forest Products, Inc.,

Shakopee, Minn.

WCMA Members and Technology Partners toured the production facilities of seven leading manufacturing operations in the Waterloo, Iowa, area. Collectively, these companies produce solid and engineered wood components, cabinetry, mouldings, interior and exterior doors, and lumber. Attendees also toured the

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WCMA - Continued

tractor assembly plant for John Deere in Waterloo. The plant tours allowed attendees to see new manufacturing techniques, exchange ideas, and see how different products are produced.

Plants that were toured included:

Bertch Cabinet Mfg., which was founded in 1977, and is a manufacturer of quality wood and laminated

kitchen and bath cabinets, as well as interior passage doors, mirrored products, and cultured marble tops.

Also, Kendrick Forest Products, which is a second-generation, family-owned logging, sawmill, dry kiln, rough mill, and cabinet operation operates in a team environment to produce wood products for domestic and foreign markets. They own timberlands and produce 9.3 million


board feet of Hardwood lumber annually. Their rough mill produces cabinet components for their cabinet division and other outside companies.

Woodharbor Doors & Cabinetry, which was founded in 1993 by Curtis, Dennis and Jon Lewerke with a new vision of the Woodharbor home. The "whole home concept" is a complete line of interior millworks that complement and match each other, giving the consumer consistency in design, quality and finish throughout the home. Woodharbor Doors & Cabinetry has two state-of-the-art facilities. The Mason City location produces their lines of cabinetry. The Northwood location manufactures interior doors and cabinet components.

BTS Lumber produces lumber and dimension blanks. At their Sand Springs location, they produce flooring and moulding blanks with planing, straight-line ripping, and sanding capabilities. Their newest acquisition is a Weinig / Raimann Value-Rip System with a ProfiRip Optimization System that helps rough mills predict yields and improve quality control. Bruggeman Lumber, Inc. also hosted a tour of their sawmill operation.

Also included in the tour was John Deere's Tractor Cab Assembly Operation in Waterloo, where complete assembly is implemented of Row-Crop and Four Wheel Drive tractors from start to finish. Since 1918, Waterloo has been the home to the John Deere Waterloo Operations, which includes six manufacturing locations, encompassing 2,774 acres of land and 8 million square feet of manufacturing floor space. John Deere has shipped more than 2.3 million Waterloo-built tractors to every state in the United States and over 160 countries worldwide.

The WCMA's 2009 Fall Conference & Plant Tour Event will be held in the Eastern Wisconsin area on Sept.



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WCMA - Continued

20–22. The WCMA began their Plant Tour program in the 1930s and it is now the Association's most popular event. WCMA members discover new manufacturing techniques, exchange ideas and learn about alternative methods for setting up their manufacturing processes. "Participants in these plant tours always learn something new and everyone comes away with at least one good idea that can be implemented in their own plants," says Steve Lawser, Executive Director of the Wood Component Manufacturers Association. "This was my 25th plant tour event and they are all unique and beneficial to everyone who attends."

The WCMA represents over 150 manufacturers of wood component products located in the United States and Canada. These components are produced from Hardwoods, softwoods and engineered wood materials. For more information, contact the WCMA, 741 Butlers Gate, Suite 100, Marietta, GA 30068. Tel: (770) 565-6660. Fax: 770-565-6663. Or visit the WCMA's website at www.woodcomponents.org.

KRETZ - Continued from page 46

fragmentation and development.

Head Forester Al Koeppel presented Harold and Edith Johnson of Clintonville with a senior logger award, acknowledging Johnson's long association with the company as a forest family member. He remains an active logger.

The ancient logs, only a small portion of which were milled, were a mix of Red Oak and Yellow Birch, white pine and eastern hemlock, so-called "foundation species" that were common in the woods of northern Wisconsin at the time of Christ.

They were discovered by landowner Paul Monk, who dredged a small

bog on his Crocker Hills property northeast of Antigo to create a lake.

It's pristine now, but it took real violence to send the trees toppling. Monk figured that a lake predated the bogs, and a tremendous tornado rocked the area around 400 A.D. and sent the trees tumbling.

Once underwater, the lack of oxygen and later, the heavy coating of

sediment preserved the wood and bark. "Looking at them, you would never think they were as old as they are," Fincher said.

Monk's uncle, Eric Horn, worked in a forest products lab in Madison affiliated with the University of Wisconsin, and he took a sample of the wood for carbon-dating.

How old is the wood? Sixteen cen-

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KRETZ - Continued

turies old. In human terms, 1,600 years represents 80 generations, but in geological terms, it is just a blink of an eye.

The trees grew tall in the forest slowly, unlike today. Fincher explained that the tightly spaced rings indicated very slow growth, meaning the area was probably

heavily wooded with little underbrush.

In comparison, Kretz foresters manage woodlands today for rapid growth and regeneration, with plenty of light reaching the forest floor to encourage young trees to replace those harvested every 15 years or so.

WASHINGTON REPORT - Continued from page 18

importers, retailers and manufacturers have joined us in supporting practical steps to stop the importation of stolen wood," said Alexander von Bismarck, executive director of the Environmental Investigation Agency (EIA). "This commitment by the U.S. government represents a historic breakthrough for international efforts to control deforestation and protect the global environment."

SECURE RURAL SCHOOLS ACT ADDED TO BAILOUT BILL

Efforts to pass the Reauthorization of the Secure Rural Schools and Community Self-Determination Act finally succeeded as the four-year reauthorization was attached to the \$700 billion bailout package aimed at rescuing the financial markets. In addition to the county payments reauthorization, the package includes Section 45 renewable energy production tax credits, a patch for the Alternative Minimum Tax (AMT), and research and development tax credits.

The four-year reauthorization is identical to the plan authored by Sens. Ron Wyden (D-Ore.), Larry Craig (D-Idaho), Jeff Bingaman (D-N.M.) and Max Baucus (D-Mont.). The proposal implements a formula change for receipt distribution based less on the value of past timber harvests and more on the acreage of federal forestland in each state. It also includes a ramp down in payments before ending in 2012 and two years of full funding for the Payment-in-Lieu of Taxes (PILT) program.

Under the legislation, the program will disappear in 2012 with counties once again sharing timber receipts generated by the Forest Service and Bureau of Land Management (BLM).

CONTINUING RESOLUTION INCLUDES FIRE-RELATED FUNDING

A \$600 billion Continuing Resolution (CR) to fund the federal government through March 2009 also includes \$910 million in additional fire-related funding for the Forest Service and BLM. Leadership

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WASHINGTON REPORT -

Continued

in the House and Senate opted for a CR rather than the individual FY09 Appropriations Bills due to disputes with the White House over domestic spending levels and offshore drilling.

The CR will fund the Forest Service and BLM at FY08 levels through March, when regular appropriations bills will need to be considered with a new Administration and Congress in place.

The \$910 million will provide important funding to both agencies following a year that include agency "borrowing" to cover expenses beyond regular appropriations. The Forest Service will receive \$775 million, while the BLM will receive \$135 million. The funds for the Forest Service include \$300 million to be transferred back into accounts that were raided to fund this summer's expenses, \$100 million to repay past fire suppression transfers from the Knutson-Vandenburg (K-V) Fund, \$100 million in suppression funding, \$175 million for hazardous fuels reduction efforts on non-federal and federal lands, \$75 million for rehabilitation and restoration of federal lands, and \$25 million for fire personnel retention in high cost areas.

CONSERVATION GROUPS FILE LAWSUIT FOR TIMBER ALLOCATIONS

Forest Stewardship Council-US, Conservation Northwest and the Center for Biological Diversity recently filed a lawsuit accusing the Bush administration of diverting \$350 million from the public treasury to forestry foundations "dominated by the timber industry."

The suit says that the administration violated federal appropriations law when it steered \$350 million from Canadian lawsuit settlement funds to the foundations. The U.S. Trade Representative, the Department of Commerce and the

Bureau of Customs and Border Protection are named in the suit.

Corey Brinkema, president of Forest Stewardship Council-US, said the organization joined the lawsuit because, "FSC-US and our partners work tirelessly to develop and promote the highest standards for forest management, as well as provide the public the opportunity to reward responsible forestry through choosing FSC-labeled products. The

administration's action is a huge setback that, if left unchecked, could significantly lower the bar for what is represented as sustainable forestry."

The suit alleges that money earmarked to the two timber industry-dominated organizations, the U.S. Endowment for Forestry and Communities Inc. and the American Forest Foundation, should have gone into the U.S. Treasury.

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WASHINGTON REPORT -

Continued

NAR CALLS FOR 4-POINT HOUSING STIMULUS PLAN

The National Assoc. of Realtors (NAR), recently offered a four-point legislative plan to reinvigorate the housing market, calling on Congress to act during a lame-duck session. NAR believes the plan will give a boost to the economy and help to calm jittery potential homebuyers.

The plan features such consumer-driven provisions as eliminating the repayment of the first-time home-buyer tax credit and expanding it to all homebuyers, making higher mortgage loan limits permanent, pushing banks to extend credit to Main Street, and prohibiting banks from entering into real estate.

"Housing has always lifted the economy out of downturns, and it is imperative to get the housing mar-

ket moving forward as quickly as possible," said NAR President Richard F. Gaylord. "It is vital to the economy that Congress take specific actions to boost the confidence of potential homebuyers in the housing market and make it easier for qualified buyers to get safe and affordable mortgage loans. We are asking Congress to act right away."

NAR's plan includes: removing the requirement in the current law that first-time homebuyers repay the \$7,500 tax credit, and expand the tax credit to all buyers of a primary residence; revising the FHA, Fannie Mae and Freddie Mac 2008 stimulus loan limit increases to make them permanent; urging the government to use a portion of the allotted \$700 billion that was provided to purchase mortgage-back securities from banks to provide price stabilization for housing; and making permanent the prohibition against banks entering real estate brokerage and management.

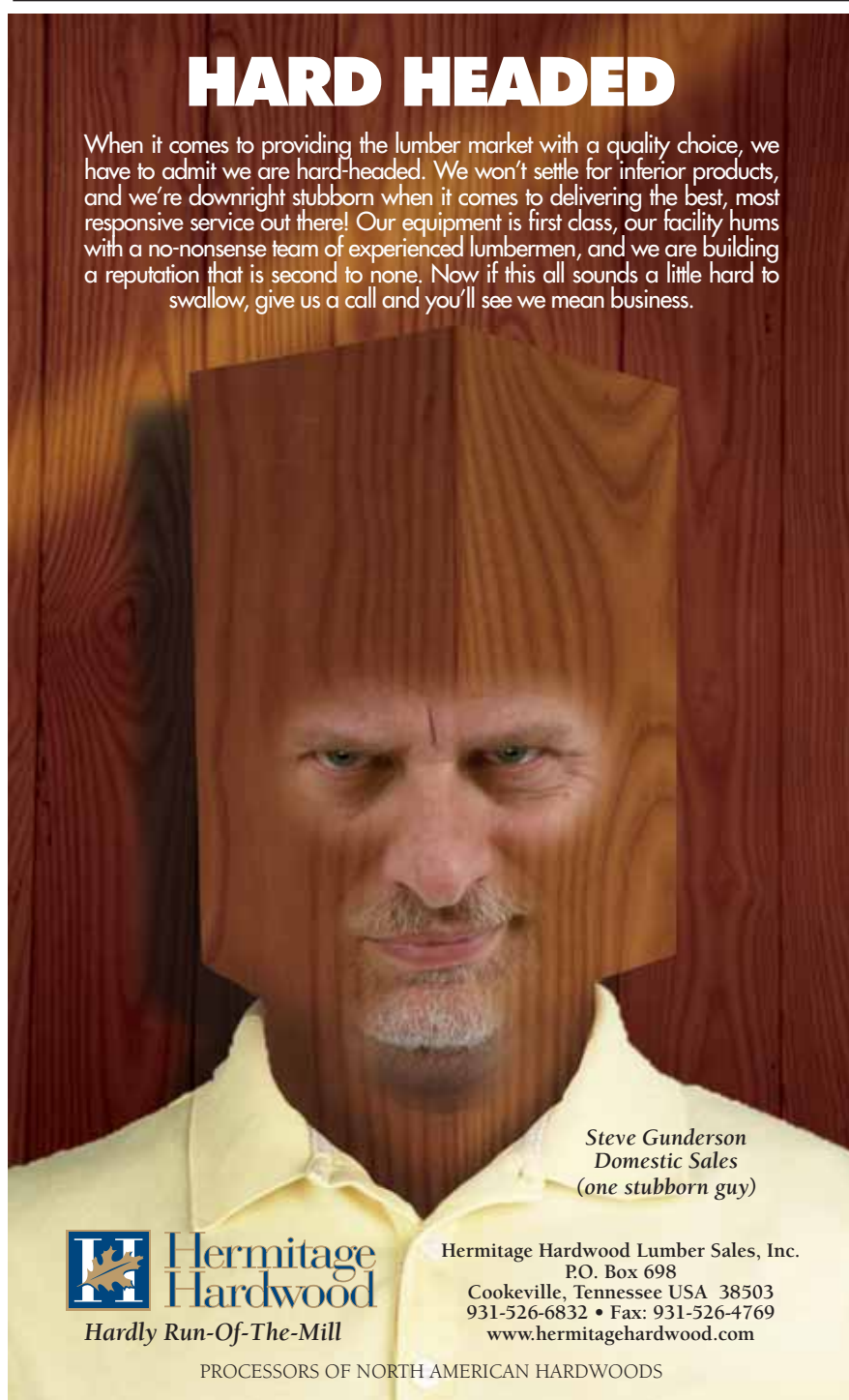
HOUSING GROUPS PRAISE EMERGENCY STABILIZATION ACT

The National Assoc. of Home Builders (NAHB), NAR and the American Forest & Paper Assoc. (AF&PA) all recently voiced their approval on the passing of the Emergency Economic Stabilization Act of 2008. The act requires financial institutions to work with lenders and mortgage servicers to find ways to avoid foreclosure. It also creates a Troubled Asset Relief Program to purchase and guarantee the troubled assets from financial institutions that hold mortgages or mortgage-backed securities.

NAR President Richard F. Gaylord said, "This far-reaching and meaningful legislation goes a long way in helping restore confidence in the nation's financial system. The legislation not only helps make home mortgages more available, which helps stabilize home sales and prices, but also helps families who are trying to secure a car loan or borrow money to send their children to college."

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A man with a wooden head, wearing a yellow polo shirt, stands against a wood-paneled background. The text "HARD HEADED" is at the top. Below it is a paragraph of text. At the bottom left is the Hermitage Hardwood logo and tagline. At the bottom right is contact information for Steve Gunderson.

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WASHINGTON REPORT -

Continued

Donna Harmon, AF&PA president and chief executive officer, said, "America's forest products companies, as well as their customers, are capital-intensive businesses that need access to functioning capital markets and a healthy banking system in order to create jobs and promote economic growth. Additionally, tight credit is a significant barrier to reviving housing demand, which is a major market for forest products."

NAHB Chairman Sandy Dunn added, "This legislation was absolutely essential to prevent a collapse in our financial system that would have inflicted devastating damage to our nation's economy."

FORECASTS - Continued from page 57

cabinets is still somewhat inconsistent, thus creating a surplus of high grade lumber. Until new construction begins, the demand for these products will continue to go unchanged.

With the upcoming presidential election, political change in economical policies and practices is inevitable. Getting adjusted to a new administration, whether it is Republican or Democrat, will take at least a year. Until some of the middle income mortgages are consumed, new home construction will lag for the most part, directly affecting the market for strip flooring. Upper income housing, which utilizes more plank and specialty products, should continue with an economic rebound.

Due to these circumstances, we are able to examine what we can do in order to captivate the opportunities that are present. We have taken necessary steps in order to better situate ourselves for the market change and are looking forward to more favorable situations in the near future.

Alfred Mayo
Parton Lumber Company
Rutherfordton, N.C.

If the housing market does pick up,



early surge in the market.

The major issue we foresee in 2009

it will not affect the lumber business until after the market gets going again – late spring 2009.

Some people we have spoken with are still very pessimistic about an

is getting logs. Too many loggers are getting out of the business. Also, landowners seem to be holding off on selling timber until the market goes back up.

We have always and will continue to service our accounts with JIT shipments, which seem to be more prominent lately.

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FORECASTS - Continued



Jim Skiver
Liberty Lumber Company
Liberty, N.C.

We look forward to continue servicing our customer base as the lumber industry gets harder to understand. With supply lines slow and the order file thin, it presents daily challenges to understand how to move product.

Thanks to a healthy export market, we have been able to keep moving product with some certainty for tomorrow and the month ahead, and that is about as far ahead as your can look. Hopefully as the markets get feet again after the election, our markets will liven as well.

Our customers are also trying to work through these times of uncertainty. Each one has a different story of how this order dried up or got smaller. Our job is to try and help tie good producers together with users that we hear about in our daily conversations about "I can't get moulding, flooring, frames", and the like. Most think it will be a long time before we see business back to some kind of normalcy!

This year has definitely been difficult in the Hardwood industry. We have endured increases in all facets of manufacturing costs, as our product price has searched the abyss for the bottom. I think we are in for more of the same with lean manufacturig being the only tool of survival. Our government has done everything possible to make sure businesses in this country have no chance. We are the most regulated, taxed, permitted, scrutinized producers in the world. Certification schemes abound and we will have to look to this as a tool to help us function in this Green society. Fuel is such a large part of our individual operations from the loggers in the woods to the sawmill and dry kiln and truckers and steamship lines that carry the containers, it will be a long time before we learn to operate with this variable.

We look forward to the challenges coming with the idea that as it gets harder, coalitions with other producers that understand lean manufacturing and doing the job right the first time will make our products desirable world wide. New emerging markets are going to present themselves, with the certified forest products we have to offer, things should improve as long as we can source lumber, saying that, the production shortages should work towards the demand sometime in early 2009.

We have built more storage buildings this year to improve our reaction time to "just in time" shipments as well as handle more species. This has been a great help to our sales force and our customer base. With the changing market conditions, we are the warehouse to most of our customers. As time goes by I think we will see more of our friends and competitors decide to close doors that have been open for decades and more. This natural attrition has to take place so our industry can find the bottom and work our way back up.

Our hopes for the coming year are to continue to strengthen our relationships and have the products that are needed too help them profit in their organizations. We should be "Certified" late this year, both FSC and SFI. I hope this is a direction that will pay off in the building industry as the market comes back!

Thanks to all who work with us in these trying markets as we all look forward to better times!

FORECASTS - Continued



David Wells
Valley View Hardwoods
Morehead, Ky.

On a scale of 1 to 10, on how strong our business is, we're probably around a 5. My understanding from NHLA forecasts is that production is off about 40 percent and still the phone is not ringing a lot with people wanting to buy lumber. Of course, that's a concern to me. But one advantage we have is that we have built good, solid relationships with our grade lumber and pallet customers over the years and some of them have been in business since the 1970's like we have. When I call my customers mentioning that I need to move some truckloads of lumber and/or pallets, they are willing to take some of the loads.

We're fortunate in that our company has a niche in the pallet market because we manufacture custom pallets. In other words, for our pallets we cut every board and nail them up into custom designed pallets for our clients. About all pallet companies mass produce pallets and most are not willing to custom design them for various companies.

We took advantage of the slow down in the economy by reorganizing our sawmill division at our Morehead, Ky., location in February. We put in an additional 100 feet of green chain, so the lumber falls right out onto the grading station where it's graded, packed, marked and banded all in one operation. This eliminated us handling the lumber in our mill about two times and enabled us to become more efficient. Also, by adding this equipment we can produce more lumber with less people as well.

Fuel has been a tremendous cost at 40%. But we are thankful that freight rates are coming down now, and it's helping some. The price of lumber is down and just about everything we purchase is going up in price. So it really makes it difficult for lumber producers now. There have been times when we've cut Poplar lumber and lost money on it. But it's better to lose a little money than it is to shut down your mill or lay your crew off.

However, recently we've seen the price of Poplar lumber rise, which helps.

There have been a lot of loggers that have quit and some have gone to work in public or government jobs.

As for when it will pick back up, my opinion is that with a surplus of housing and these bad mortgages, it's going to take at least until 2011 before business conditions will get better. But it is a good time to modernize our mill because prices are down on buying equipment now.

As I said, I think it's going to take a couple of years for business conditions to get better. The outcome of the election will be a major factor. I personally don't feel we need tax increases. If anything, we need lower taxes to promote business, which will get this economy picked back up, again.

We have a slow economy here in the United States but, presently, so does the rest of the world. I believe the people over in Europe and Asia, and a lot of other countries, are waiting to see what we're going to do. If we don't get our economy straightened out, they aren't going to get theirs straightened out either. We are still leaders of the world and others are depending on us to set the pace.

We're looking forward to better business conditions in the future. I want to take this opportunity to wish everyone in the industry a Merry Christmas and a Happy New Year.

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FORECASTS - Continued



Marijo Wood
Neff Lumber Mills
Broadway, Va.

We think business conditions will get better in 2010, however the reality is nobody really knows when the economy will get better. We are hoping for a turn-around the middle of 2009. Currently in the Appalachian region there is a shortage of Poplar lumber, so

prices of this species of lumber have risen, and that's good for our overall business.

At Neff, we have our own sawmill that cuts mostly grade lumber but we also manufacture pallets and survey stakes. We have plenty of logs and our Red Oak and White Oak strips are selling well. There has been a slow down in the lumber industry in the U.S. for the last two to three years but we've increased our lumber exports, so today it's about 75 percent of our business, with the other 25 percent of our sales being in the domestic market. Container shipping is relatively adequate depending on the country a company wants to ship to. For example, if we're shipping lumber to Malaysia, it might be three or four weeks before we can get a container, and if we're shipping to Italy it may only be a week or two.

As for certification, presently, we're not really affected. People abroad know that our lumber is manufactured from logs that come from forest lands that are sustainable. Our agent in Denmark, for example, said that he knows that lumber exported from the United States comes from sawmillers, or other export lumber suppliers, who, 'down the line' are using good forestry practices.

When we saw a downward trend in the economy occurring in 2005, we added a dry kiln specifically for heat-treating our pallets. That has helped us expand our markets for our pallets both internationally and domestically.

We'd like to take this opportunity to wish everyone in the Hardwood industry a Merry Christmas and Happy New Year.



Jim Tanner
Tanner Lumber Co.
Elkins, W.Va.

With so much of our business being related to the housing industry, I do not believe we will see a major upswing in the Hardwood lumber business until new housing starts begin to rebound. The real issue, in my opinion, is can an optimistic lumber supplier survive

until this happens.

In these economic conditions, sawmillers are trying to decide whether to continue operating during this down market, or whether to shut down their operations and wait it out. Most of our sawmill suppliers are people who have been in business for a long time, and have the financial reserves to stop producing lumber if they so choose. They are not talking about selling their mills, but are considering taking a stop, wait and see position. If things do not improve within a reasonable amount of time, they will then decide if they want to liquidate their operations.

One of my biggest concerns is that I do not believe anybody in the lumber business is making a profit and no one is excited about hanging on for a year or two until the business becomes profitable again. If too many sawmills



Linwood Truitt, who is in charge of sales at Beasley, is standing by his company's sign that proudly displays their logo.

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FORECASTS - Continued

disappear from the supply stream, it will become difficult to meet today's demands not to mention the demand when the housing market does rebound.

Additionally, the cost of timber has not dropped in price in relation to lumber, which is adding to the squeeze. We are located in the midst of the world's best timber supply and I see the pressure the mills are experiencing. We must see a rebound in lumber prices before the yards and mills will be able to get back to where they can survive.

Also fuel costs are affecting everything we do in the lumberyard business. Every raw material we use, other than lumber, has increased in price, which is making it difficult for us. Everyone is experiencing the same problems: increased costs, lower gross profit margins. For example, the price of steel has risen considerably causing an increase in the cost of everything we have to purchase for the continuation of our operations while the profit margin on everything we sell is dropping.

I hope we will see some improvement in the 1st quarter of 2009. I do not, however, think we will see much, if any, improvement for another six to nine months. We will have to wait and see what effects the government bail out programs will have had on the economy and Wall Street. We are in uncharted waters as far as the Federal Reserve loaning huge amounts of money to banks and Wall Street firms – the outcome is uncertain at best. Until the problems with Freddie Mac and Fannie Mae are resolved, we are not going to see housing starts improve much. Nor do I foresee a major recovery until the surplus of foreclosed houses are out of the marketplace. I am starting to see some evidence of that happening now but how long and how fast it takes is anybody's guess. I hope that it will take no more than a year for the market to move the foreclosure houses and new home starts will come back at a reasonable pace.

I want to take this opportunity to wish everyone in the lumber industry a Merry Christmas and a Happy New Year, especially our friends, customers and suppliers we have here at Tanner Lumber Company.

HARDWOOD RESOLUTION - Continued from page 27

industry is one of the major sources of economic activity and sustenance in many rural communities;

Whereas United States hardwoods are grown by thousands of small family landowners who may harvest trees only once or twice in a generation; and

Whereas United States hardwoods and the products derived from United States hardwoods are prized throughout the world as a superior and long-lasting building material: Now, therefore, be it

Resolved, That the House of Representatives —

(1) recognizes that United States hardwoods are an abundant, sustainable, and legal resource under the United States rule of law; and

(2) urges that United States hardwoods and products derived from United States hardwoods should be given full consideration in any program directed at constructing environmentally preferable commercial, public, or private buildings.

Hardwood company representatives can contact their U.S. congressmen and ask them to sign on as a co-sponsor. Please call the Capitol switchboard at 202-224-3121 and ask to speak to your congressman, or visit www.congress.org to find contact information.

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TRADE TALK

Washington, D.C.—According to a recent study by the U.S. International Trade Commission (ITC), U.S. wood flooring and Hardwood plywood industries have faced increasing competition from imports in recent years, particularly from China, which has become its most significant competitor.

The study, "Wood Flooring and Hardwood Plywood: Competitive Conditions Affecting the U.S. Industries," was requested by the U.S. Senate Committee on Finance, and looked at U.S. production, consumption and trade of wood flooring and Hardwood plywood between 2002 and 2007.

According to the study, U.S. wood flooring consumption grew rapidly over the period studied, driven by strong demand from residential construction and remodeling and rising consumer preference for wood flooring relative to other types of flooring. Increased demand for Hardwood plywood in some end uses, such as cabinetry and fixtures, was partially offset by weak demand in others (e.g., furniture). With the housing slowdown, which began in 2006, consumption of both products declined in 2007.

U.S. imports increased faster than U.S. production as shifting preferences for prefinished flooring, exotic species and engineered wood flooring benefited imports more than domestic production.

Combined global trade of wood flooring and Hardwood plywood increased by 80 percent with the United States and the top foreign suppliers (Brazil, Canada, China, Indonesia, Malaysia and Russia) accounting for more than three-fourths of global exports.

Illegal logging contributed to increased production and consumption of these products. Major exporters have implemented measures designed to conserve and/or retain forest resources for their domestic producers, and major markets (e.g., the United States, the European Union and Japan), have either implemented or are developing policies to address illegal logging.

"Wood Flooring and Hardwood Plywood: Competitive Conditions Affecting the U.S. Industries" will be available on the ITC's Web site at hotdocs.usitc.gov/-pubs/332/pub4032.pdf. A CD-ROM of the report may be requested by e-mailing pubrequest@usitc.gov, calling 202-205-2000, or contacting the Office of the Secretary, U.S. International Trade Commission, 500 E Street SW, Washington, D.C., 20436. Requests may also be faxed to 202-205-2104.



Mauckport, Ind.—Norstam Veneers Inc., a Hardwood lumber and veneer manufacturer, located here, recently announced plans to rebuild and expand its operations following a fire earlier this year. The company also expects to add up to 24 new associates by 2011 and invest more than \$12 million to reconstruct its 106,000-square-foot production and

An update covering the latest news about Hardwood Suppliers.

distribution facility.

"Norstam Veneers is a homegrown Indiana company that continues to invest in our state and create jobs for hardworking Hoosiers," said Indiana Lt. Gov. Becky Skillman. "We're happy to help them contribute to Indiana's continuing economic growth."

Norstam Veneers Inc. is a manufacturer of custom veneers and lumber for the furniture and custom millwork markets. Founded in 1979, Norstam specializes in supplying Hardwood products to customers worldwide. The firm will likely begin hiring additional production associates, sales and management personnel to coincide with the opening of the new facility in the first quarter of 2009.

The Indiana Economic Development Corp. offered up to \$100,000 in infrastructure assistance funds and up to \$12,500 in training grants. Harrison County will provide \$900,000 to extend the water line to the site at the request of the Harrison County Economic Development Corp.

Richmond, B.C.— Progressive Solutions Inc., headquartered in Richmond, B.C., announced record sales in North America in a recent fiscal quarter, with over 1,000 new users of bisTrack, lumberTrack and Microsoft Dynamics GP (Great Plains).

"We have the pleasure of working with an outstanding group of new bisTrack and lumberTrack believers," said Len Williams, president of Progressive Solutions. "Our customers are the new generation of pioneers, forging beyond outdated software packages to invest in today's advanced technology so they can continue to increase market share, efficiency and profitability."

Progressive Solutions' bisTrack and lumberTrack software solutions feature a powerful Microsoft-based platform that harnesses an environment with familiar user interface, easy data access, business intelligence and analytic tools, and limitless integration possibilities. An added advantage, comprehensive industry-specific functionality and reporting can help companies best identify and profit from unique opportunities in today's competitive wood products and building materials supply chain markets.

Chesterfield, Mo.—The National Wood Flooring Assoc. (NWFA), headquartered here, recently opened registration for its 24th annual Wood Flooring Expo and Education Conference, scheduled for April 28-May 1, 2009, in Long Beach, Calif. The event is one of the largest conventions anywhere dedicated exclusively to wood flooring.

This year's show in Fort Lauderdale, Fla., attracted more

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TRADE TALK - Continued

than 3,400 attendees from all over the world. The 2009 event will feature more than 500 exhibit booths showcasing the industry's latest products, machinery, tools and services. General sessions will include "Getting Your Business To Work For You," "How To Capitalize On A Reviving Market" and "Advertising and Marketing."

The entire education conference, which includes the Welcome Reception, Awards Party, Networking Lunches, General Sessions and all education sessions, will cost \$350 for registrations received by March 27. For more information, visit www.nwfa.org.

Ottawa, Ont.—The Forest Products Association of Canada, based here, along with PricewaterhouseCoopers (PwC) recently published a free buyer's guide for sustainable Canadian forest products.

The appropriately named "A Buyer's Guide to Canada's Sustainable Forest Products" covers topics such as: climate change, traceability, certification, legality and social desirability, and provides information to consider when penning procurement policies. The guide recommends buyers look beyond the traditional price, quality, service and availability, and evaluate the full cycle of forest projects, from production through usage and disposal.

"Beyond the immediate and obvious consequences of their purchases, consumers, retailers, investors and communities are taking an increased interest in how their buying decisions will affect the environment for future generations," said Bruce McIntyre, co-author of the guide. "We want to help make those choices by providing them with solid information on Canada's environmental credentials when it comes to forest products."

Ponte Vedra, Fla.—Appalachian Hardwood Manufacturers Inc. (AHMI), headquartered in High Point, N.C., is currently making plans for its 2009 Annual Meeting set for Feb. 25 through March 1, 2009, at the Ponte Vedra Inn & Club.

The theme for next year's event is "Will Economic Recovery Come In 2009?" and is based on the ever changing forecast from economists and other financial leaders. The agenda includes presentations from credit insurance specialists, an economist and industry experts.

"Economic issues will continue to be at the forefront in early 2009, and we want to prepare AHMI members with strategies to succeed," said Tom Inman, AHMI president. "There are so many variables that are constantly changing. We will look at a few key areas and offer insight for meeting attendees."

There will be an extra emphasis on the receptions and social times this coming year along with golf, tennis and sporting clays. For more information, contact AHMI at 336-885-8315 or send an e-mail to info@appalachianwood.org.



Tom Inman

Oakland, Calif.—According to a recent study, bioenergy production reduces greenhouse gas levels by enhancing forest carbon sequestration. The study was prepared for the Green Power Institute's Renewable Energy Program of the Pacific Institute, based here, using the latest research by Dr.

TRADE TALK - Continued

Gregory Morris.

"Biomass electricity, produced from the controlled combustion of untreated cellulosic wastes lowers net greenhouse gas emissions below a zero greenhouse gas emissions level," said Robert E. Cleaves IV, chairman of USA Biomass in Portland, Maine. "This is because the usual disposal options for wood and agriculture wastes emit large quantities of methane gas and CO₂ through decomposition, forest fires and landfilling."

The Green Power Institute is the renewable energy program of the Pacific Institute. Under the direction of Dr. Gregory Morris, the Institute performs research and provides advocacy on behalf of renewable energy systems and the contribution they make to reduce the environmental impacts of society's energy systems.

West Lafayette, Ind.—Dan Cassens, professor of forestry and natural resources at Purdue University, based here, recently helped create a "Lumber from Hardwoods" CD aimed at helping woodworkers and sawmills of all sizes. The disc features 35 Hardwood species used for lumber, including detailed photographs that can be enlarged for printing.

Cassens, who owns and manages Hardwood forestland with his Woodmizer sawmill, used more than 30 years of research-based, hands-on practical field experience to compile the information for "Lumber from Hardwoods."

Information provided to help determine species selection includes decay resistance, mechanical properties, the production process, purchasing and selling Hardwood lumber, shrinkage of lumber, steam bending, understanding lumber, and wood machining properties.

The Indiana Hardwood Lumbermen's Assoc. and Woodmizer Products Inc. sponsored the CD. The wood panels pictured were sponsored by Cassens Trees, Cole Hardwood Inc., Crone Lumber Co. Inc., Dubois Wood Products, Forest Products Mfg., Indiana Hardwood Specialist, Koetter Woodworking Inc. and Landmark Wood Products Inc. The panels are on permanent display in Pfendler Hall on Purdue's West Lafayette campus.


"Lumber from Hardwoods" can be ordered for \$25 from the Purdue Extension Education Store at www.ces.purdue.edu/new or by calling 1-888-398-4636.

In related news, Purdue University recently began planning a 100-year study to develop better forest management methods. The study will also measure how those practices affect resident plant and animal species. Researchers will conduct their work in nine 200-acre research areas within the Morgan-Monroe and Yellowwood State Forests in Indiana.

New York, N.Y.—According to a report by PricewaterhouseCoopers, based here, the Canadian forest industry lost more than \$1.2 billion in 2008, including \$700 million by companies in the east and \$500 million in the west including British Columbia. Final figures had yet to be posted as of press time.

Craig Campbell, a co-author of the report, said British Columbia's interior lumber industry took such a hit because approximately 80 percent of its output goes into the U.S. housing market. Since annual housing starts are down considerably from their peak several years ago, losses could be expected.


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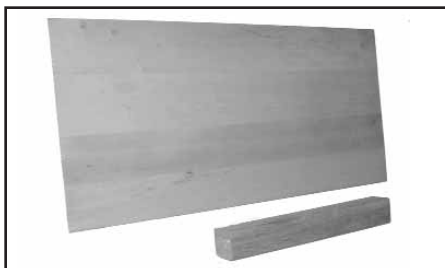


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TRADE TALK - Continued

However, Campbell said, "Usually we bounce off the bottom relatively quickly. Down cycles last six to 12 months. This time, and I've been saying this for a year, there is no end in sight."

British Columbia lumber prices have fallen to their lowest point since 1991 at under \$190 U.S. per 1,000 boards. "That's putting most producers under water," Campbell said. "If you go back to 2004, we were in the high \$300s, \$400. We were the most profitable region in the world."

Marion, N.C.—Blue Ridge Wood Products, headquartered here, recently retained the Easton, Md.-based Equity Partners Inc. to obtain sources of additional equity or to sell its sawmill.

Founded in 2002, Blue Ridge operates a state-of-the-art, 32,000-square-foot mill on 40 acres in Marion, about 30 miles east of Asheville, N.C. The company manufactures and distributes lumber and associated wood products and is capable of producing 30 million board feet annually.

Jeff Benfield, Blue Ridge president, said, "Due to the decline in the economy, and housing market specifically, we were forced to file Chapter 11 protection in July 2008. However, despite the current suspension of operations, customers call daily to inquire as to when they will be able to resume business with us."

Management hopes that the ultimate buyer will want to resume operations, in order to serve the customer base and bring jobs back to the area. When the mill was operating, it employed about 50 people, working one shift. With proper funding, the company plans to increase that number to over 70 in order to run a second shift. "Our crew is drawing temporary layoff and are on standby to come back to work quickly," Benfield said.

Washington, D.C.—The United States Department of Agriculture, headquartered here, recently began offering incentive payments to producers with Conservation Reserve Program acres as a means to encourage enhanced wetland and bottomland Hardwood conservation.

"Bottomland Hardwoods, flood plain wetlands, and non-flood plain wetlands as well as our deck nesting habitat practice will be eligible for these new incentive payments, which will total \$204 million over 10 years," said John Johnson, USDA Farm Service Agency deputy administrator.

The incentive payments include 40 percent of the cost of establishing the practice, a signing incentive of \$100 an acre, and an enhance soil rental rate of 20 percent over the normal soil rental rate.

St. Paul, Minn.—The University of Minnesota Extension Service, based here, recently began a project to collect and send seed from Ash trees grown in the wild to a seed storage facility in Colorado. The project, a proactive response to the presence of the Emerald Ash Borer, is being led by Andrew David, a University of Minnesota forest genetics researcher, and Mike Reichenbach, a forestry educator with the University of Minnesota Extension.

Minnesota is host to White, Green and Black Ash trees. While White Ash grows along the Mississippi River in south-east Minnesota, Black and Green Ash are found throughout much of the state. Black and Green Ash represent 51 percent of the lowland Hardwood cover type in Minnesota. Black Ash is also very important in native cultures as a source of

TRADE TALK - Continued

wood for Ash baskets. Both Black and Green Ash are used to produce pallets, saw and veneer logs.

The Emerald Ash Borer was most likely transported to the United States in 2002 on wood packaging from Asia to the Detroit, Mich., and Windsor, Ont., areas. Within the United States, the insect is most often transported on firewood. The Emerald Ash Borer has been responsible for the death of over 20 million Ash trees throughout Illinois, Indiana, Maryland, Michigan, Missouri, Ontario, Ohio, Pennsylvania and Wisconsin.

Camptonville, Calif.—Possum Tree Farm, based here, recently became the newest member of the Western Hardwood Assoc. (WHA). Phil Simmons is the owner of Possum Tree Farm, a sawmill and private timber tracts.

The Western Hardwood Assoc. was founded in 1955 to bring Western U.S. Hardwoods to a position of prominence in the manufacturing of fine furniture and cabinets. Membership consists of sawmills, manufacturers, re-manufacturers, wholesalers, landowners, timber owners and service organizations. The organization's mission is, "To promote and market Western Hardwoods while educating stakeholders on sustainable and environmentally responsible resource management."

For more information, contact Possum Tree Farm at 530-289-3336 or e-mail mmccoun@deschutespine.com.

Washington, D.C.—Sandy Dunn, chairman of the National Association of Home Builders (NAHB), located here, suggested recently that state and local governments will have to consider innovative ideas to help put the housing market back on track.

"Necessity is indeed the mother of invention during a financial crisis," she said. "While the federal government has stepped forward with a series of emergency actions to stabilize and restore confidence in the financial markets, it's now time for the same sort of innovative thinking at the local and state levels where public officials are grappling with budget shortfalls that are putting a squeeze on spending for everything from schools to public safety and other essential services."

Dunn said such creative thinking could include foregoing impact fees on new development, allowing higher density zoning to build more affordable housing or streamlining the entire development review process. She added that it is also important for cities and counties to extend existing zoning approvals while builders work out financing for new projects.

"By encouraging new development rather than penalizing it, local governments will be helping to create a new business environment that will generate jobs, stabilize property values and get the housing market back on track," Dunn said.

A recent NAHB study estimates that in 2008: construction of 1,000 new single-family homes created 3,049 jobs and generated more than \$89 million in tax and other revenues for federal, state and local governments; construction of 1,000 new multifamily rental apartments created 1,155 jobs and generated more than \$33 million in tax and other government revenues; and \$100 million worth of residential remodeling activity created 1,109 jobs and generated more than \$30 million in tax and other government revenues.

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TRADE TALK - Continued

Boston, Mass.—According to RISI's "Wood Biomass Market Report," operators of new wood biomass projects, often industry newcomers, recently noted that their wood cost projections are unrealistic, and existing mills are willing to fight with dollars to preserve their wood supplier loyalty.

The Report said that these operators, who are looking for large volumes of wood, and often backed with government subsidies, are finding that the perceived overabundance of "waste wood" is not there. As a result, increased demand for more traditional forms of wood fiber has spiked wood prices and cross-grade competition in the tightest markets.

"Recent and upcoming project starts in the energy, pellet and biofuels sectors will add an estimated 37 million tons per year to existing wood fiber demand in North America, and that number could easily jump to 50 million tons in short order," said William Perritt, editor of the Wood Biomass Market Report. "These new players should understand that they are going to have to fight much harder than they might have planned to procure enough wood fiber to run at their capacity."

RISI is a leading information provider for the global forest products industry. The company works with clients in the pulp and paper, wood products, timber, tissue, nonwovens, printing and publishing industries to help them make better decisions.

Klamath Falls, Ore.—Columbia Forest Products, located here, recently converted all of its Hardwood plywood and particleboard facilities to a proprietary formaldehyde-free manufacturing system called PureBond.

As a result of the switch, the California Air Resources Board (CARB) also recognized the firm's seven North American plywood mills as certified to produce panels compliant with CARB Airborne Toxic Control Measure standards.

Todd Vogelsinger, director of marketing, said, "Not only does this make Columbia Forest Products' PureBond veneer core the first Hardwood plywood to achieve CARB certification, but it was done at the more challenging Phase 2 level — over a year ahead of the regulation's deadline."

OBITUARIES

Ben Hill Franklin

High Point, N.C.—Ben Hill Franklin Jr., former owner of Franklin Lumber Sales, based in Greensboro, N.C., recently passed away.

Franklin was born Jan. 29, 1918, in Screven County, Ga., to the late Helen Glover and Ben Hill Franklin. In 1941, he graduated from The Citadel, the Military College of South Carolina, with a bachelor's degree in business. He then reported for active duty as a second lieutenant in the U.S. Army, and was assigned to the 70th Coast Antiaircraft Artillery. He served for over five years during World War II, including two tours of duty in the Pacific Theatre. He retired from the U.S. Army Reserves in 1953 as a captain.

Franklin was a resident of High Point since 1947. Soon after World War II, he joined Georgia-Pacific Corp., where he began a long career in Hardwood lumber sales. He joined National Lumber Sales Co. in 1973, and in 1981, formed Franklin Lumber Sales. He retired in 2000.

Since 1972, Franklin enjoyed a vacation home in Myrtle Beach, S.C., where he pursued his passion for deep-sea fishing. He was a member of Wesley Memorial United Methodist Church. He was preceded in death by his wife of 60 years, Frances Cater Franklin, in 2001.

Franklin is survived by two children, Ben Hill Franklin III of Greensboro, N.C., and Frances Cater Franklin of Atlanta, Ga.; three grandchildren, Melanie Franklin Linkous and Jordan Christopher Franklin, both of Greensboro, and Ashley Franklin Matthews of Asheville; and two great-grandchildren, Tara Matthews and Craig Matthews of Asheville.

Funeral services were held at Wesley Memorial United Methodist Church with the Rev. Ashley Crowder Stanley officiating. Interment was in Floral Garden Memorial Park. Memorial contributions may be made to Wesley Memorial United Methodist Church, 1225 Chestnut Drive, High Point, N.C., 27262, or to the charity of the donor's choice.

Please turn the page



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OBITUARIES - Continued

Andrew Gennett Jr.

Asheville, N.C.—Andrew Gennett Jr., former president of Gennett Lumber Co., headquartered here, recently passed away.



A longtime resident of Asheville, N.C., Gennett was born to Andrew Gennett Sr. and Julia Tate Gennett. He was a graduate of the University of North Carolina, where he was captain of the boxing team and a Southern Conference boxing champion. Gennett served as lieutenant commander in the U.S. Navy during World War II. Gennett was also an Eagle Scout, and received the Silver Beaver award. He was a past president of the Daniel Boone Council of Boy Scouts of America.

Gennett had a long career in the Hardwood lumber business, serving as president of the Appalachian Hardwood Manufacturers Inc. and the Appalachian Lumbermen's Club. He was also vice president of the National Hardwood Lumber Assoc., and director of the First Union National Bank Trust Committee.

Gennett was an avid outdoorsman, traveling around the world with his wife, Mary, on hunting and fishing trips. He was a council member of The Cradle of Forestry, and member of the North Carolina Board of Conservation and Development. His family was instrumental in the founding of the Joyce Kilmer Memorial Forest.

Survivors include his wife, Mary Dallam Gennett; son, Philip Robiou Gennett of Asheville, N.C.; daughter, Shelby Gennett Cloud of Atlanta, Ga.; four grandchildren, Sarah Robiou Gennett, Philip Andrew Gennett, Katherine Bell Cloud and Jessica Rose Cloud; and several nieces and nephews.

Memorial services were held at St. Mary's Episcopal Church in Asheville. Contributions may be made in memory of Andrew Gennett to the Deerfield Episcopal Retirement Community for the Resident Assistance Fund, 1617 Hendersonville Rd., Asheville, N.C., 28803.

Wyatt Strong

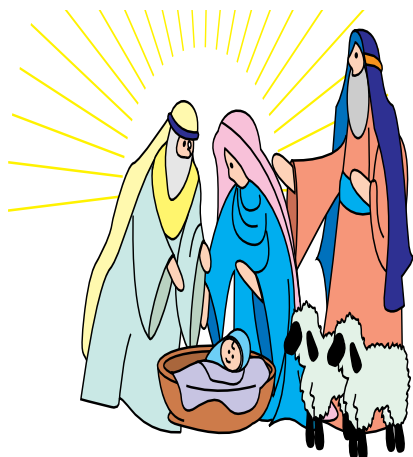
Somerset, Ky.—Wyatt Strong, owner of Strong Forest Products, headquartered here, recently passed away.

Strong was born Sept. 29, 1956, to Dorothy Starr and the late William Collier Strong. He attended Mississippi State University, where he played football. Strong was a member of Eagle Heights Baptist Church, the Sons of the American Legion Post No. 38, Pulaski Vets Post No. 269 and the Fort Wayne, Ind., Shriners.

Strong was a graduate of the National Hardwood Lumber Assoc. Inspection School in Memphis, Tenn. He enjoyed skydiving, scuba diving, music, cooking, hunting, fishing and spending time with his family and friends. Strong was an avid football fan, especially of the Ole Miss Rebels.

He is survived by his wife, Teresa Hall Strong; two daughters, Ashley and Miranda Strong, Somerset, Ky.; two brothers, Stephen A. Strong (Jean) of Collierville, Tenn., and David W. Strong (Jamie) of Germantown, Tenn.; and a host of other relatives and friends.

Funeral services were held at Pulaski Funeral Home in Somerset, Ky., with Bro. Ed Byland officiating, and at Forest Hill Funeral Home in Memphis, Tenn., with Dr. Ernie Frey officiating. Interment was in Forest Hill Cemetery in Memphis.



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National Hardwood *Buyer's Guide*

BLANKS

Babcock Lumber Co.....	63
Gutchess Lumber	67
Hawkeye Forest Products, Inc.	51
Huntersville Hardwoods, Inc.....	65
McIlvain, J. Gibson, Co.....	76
Midwest Hardwood Corp.	59
Miller, R.A., Hardwood Co., Inc.	13
Netterville, Fred, Lumber Co.	86
Rex Lumber Co.....	27
Somerset Wood Products, Inc.....	62

BOARDROAD TIMBERS

Al-Tom Forest Products, Inc.	80
Netterville, Fred, Lumber Co.	86
Rutland Lumber Co., Inc.	75

CABINET STOCK

Babcock Lumber Co.....	63
Gutchess Lumber	67
Rex Lumber Co.....	27
Sweeney Hardwoods.....	71
Wilson Lumber Co., Inc.	13

CRANE MAT TIMBERS

Al-Tom Forest Products, Inc.	80
Netterville, Fred, Lumber Co.	86
Rutland Lumber Co., Inc.	75

CRATING & BLOCKING

Babcock Lumber Co.....	63
Lakeland Hardwood Sales Co.....	85
Mueller Bros. Timber, Inc.....	16

Tanner Lumber Co.	13
Valley View Hardwoods, Inc.....	4
Wilson Hardwoods	77

CROSS TIES -SWITCH TIES

Al-Tom Forest Products, Inc.	80
Averitt, J.V., Lumber Co.	60
Babcock Lumber Co.....	63
Beasley Forest Products, Inc.	76
Bee Forest LLC.....	12
Graham Lumber Co.....	87
Kepley-Frank Hardwood Co., Inc.	23
Midwest Hardwood Corp.	59
Pine Mountain Hardwood Lbr. Co.....	61
Stewart Lumber Co.....	83
Tuscarora Hardwoods, Inc.....	58
Wolf River Lumber Inc.	FC

CUSTOM KILN DRYING & MILLING IN TRANSIT

Babcock Lumber Co.....	63
Chaney Lumber Co., Inc.	84
Mann & Parker Lumber Co., The	80
Meeder's Lbr. and Meeder's Dimension & Lbr. Products Co. 82	

DIMENSION - FURNITURE PARTS

Atlanta Hardwood Corp.....	65
Babcock Lumber Co.....	63
Bruce & Jenkins Lumber Co.	87
Goodman, C.B., and Sons Lbr., Inc.....	44
Gutchess Lumber	67
Indiana Dimension, Inc.	11
Irving, J.D., Limited	15

Kitchens Brothers Mfg. Co.....	74
Mann & Parker Lumber Co., The	80
Meeder's Lbr. and Meeder's Dimension & Lbr. Products Co. 82	
Midwest Hardwood Corp.	59
Miller & Co., Inc.	IBC
Morris Lumber Co., Inc.....	13
Mueller Bros. Timber, Inc.....	16
Netterville, Fred, Lumber Co.	86
North Pacific	86
Northland Forest Products, Inc.....	2
O'Shea Lumber Co.....	2
Rex Lumber Co.....	27
Salamanca Lumber Co.	66
Somerset Wood Products, Inc.....	62
Sweeney Hardwoods.....	71
Taylor Lumber, Inc.	33
Wheeland Lumber Co., Inc.....	69
Wilson Lumber Co., Inc.	13
Yoder Lumber Co., Inc.	84

FIGURED HARDWOODS

Batey, Ltd.	81
Lakeland Hardwood Sales Co.....	85
McIlvain, J. Gibson, Co.....	76
Miller, R.A., Hardwood Co., Inc.	13
Rex Lumber Co.....	27
Sitco Lumber Company	5
Sweeney Hardwoods.....	71

FLOORING

Anderson-Tully Co. (Laminated).....	85
Downes & Reader Hardwood Co., Inc.	3
Graf Brothers Lumber & Flooring	25
Gutchess Lumber	67
Hawkeye Forest Products, Inc.	51

Kitchens Brothers Mfg. Co.....	74
Mann & Parker Lumber Co., The	80
McIlvain, J. Gibson, Co.....	76
Miller & Co., Inc.	IBC
Morris Lumber Co., Inc.....	13
Oakcrest Lumber, Inc.....	77
Rex Lumber Co.....	27
Somerset Wood Products, Inc.....	62
Sweeney Hardwoods.....	71
Wheeland Lumber Co., Inc.....	69

LUMBER - HARDWOODS (Appalachian Hardwoods)

Abenaki Timber Corp.....	64
Atlanta Hardwood Corp.....	65
Averitt, J.V., Lumber Co.	60
Babcock Lumber Co.....	63
Baillie Lumber Co., Inc.....	47
Banks Hardwoods, Inc.	1
Batey, Ltd.	81
Bruce & Jenkins Lumber Co.....	87
Buehler Lumber Company	85
Chaney Lumber Co., Inc.	84
Coleman, Robert S., Lumber Co., Inc.....	79
Cramer, W.M., Lumber Co.....	26
Cummings Lumber Co., Inc.	74
DJM Hardwoods & Veneer.....	46
Evarts, G.H., & Co., Inc.	78
G.F. Hardwoods, Inc.	70
GILCO Lumber, Inc.	BC
Goodman, C.B., and Sons Lumber, Inc.....	44
Graf Brothers Lumber & Flooring	25
Graham Lumber Co.....	87
GreenTree Forest Products, Inc.	4
Griffith Lumber Co., Inc.....	83
Gutchess Lumber	67
Hawkeye Forest Products, Inc.	51
Hermitage Hardwood Lumber Sales, Inc. 72	
Highland Hardwood Sales, Inc.....	48
Holmes & Company, Inc.	9
Huntersville Hardwoods, Inc.....	65
Industrial Timber & Lumber Corp.....	31
Jones, J.E., Lumber Co.	10
Jones, Ron, Hardwood Sales, Inc.....	53
Kepley-Frank Hardwood Co., Inc.	23

Kuhns Bros. Lumber Co., Inc.	19
Lakeland Hardwood Sales Co.....	85
Liberty Lumber Co.....	52
Mann & Parker Lumber Co., The	80
McIlvain, J. Gibson, Co.....	76
McKittrick, J.W., Lumber Co.	85
Meridien Hardwoods of PA., Inc.	IFC
Midwest Hardwood Corp.	59
Miller, Frank, Lumber Co., Inc.....	73
Missouri-Pacific Lumber Co.....	56
Morris Lumber Co., Inc.....	13
Neff Lumber Mills, Inc.	54
North Pacific	86
North State Hardwoods, Inc.	55
Northland Corp.	68
Northland Forest Products, Inc.....	2
Oakcrest Lumber, Inc.....	77
Oaks Unlimited	82
O'Shea Lumber Co.....	2
Pine Mountain Hardwood Lbr. Co.....	61
RAM Forest Products, Inc.	11
Rex Lumber Co.....	27
Salamanca Lumber Co.	66
Shannon, J.T., Lumber Co., Inc.....	21
Sitco Lumber Company	5
Somerset Hardwoods, Inc.....	62
Stewart Lumber Co.....	83
Sweeney Hardwoods.....	71
T & S Hardwoods, Inc.	17
Tanner Lumber Co., LLC	13
Taylor Lumber, Inc.	33
Toal Lumber Co.	87
Tuscarora Hardwoods, Inc.....	58
Valley View Hardwoods, Inc.....	4
Wheeland Lumber Co., Inc.....	69
Wilson Hardwoods	77
Yoder Lumber Co., Inc.	84

(Canadian Hardwoods)

Lakeland Hardwood Sales Co.....	85
Mann & Parker Lumber Co., The	80
McIlvain, J. Gibson, Co.....	76
Miller, R.A., Hardwood Co., Inc.	13
North Pacific	86
Rex Lumber Co.....	27

Salamanca Lumber Co.	66
Sweeney Hardwoods.....	71

(Northern Hardwoods)

Abenaki Timber Corp.....	64
American Lumber Co.....	45
Atlanta Hardwood Corp.....	65
Baillie Lumber Co., Inc.....	47
Banks Hardwoods, Inc.	1
Bee Forest LLC.....	12
Bingaman & Son Lumber, Inc.	50
Bruce & Jenkins Lumber Co., Inc.	87
Champlain Hardwoods Inc.	14
Cole Hardwood, Inc.	86
Cramer, W.M., Lumber Co.....	26
Cummings Lumber Co., Inc.	74
DJM Hardwoods & Veneer.....	46
Deer Park Lumber, Inc.	9
Downes & Reader Hardwood Co., Inc.	3
Evarts, G.H., & Co., Inc.	78
Graham Lumber Co.....	87
Gutchess Lumber	67
Hawkeye Forest Products, Inc.	51
Hermitage Hardwood Lumber Sales, Inc. 72	
Highland Hardwood Sales, Inc.....	48
Indiana Wood Products, Inc.	75
Industrial Timber & Lumber Corp.....	31
Irving, J.D., Limited	15
Jones, J.E., Lumber Co.	10
Lakeland Hardwood Sales Co.....	85
Liberty Lumber Co.....	52
Manchester Lumber, Inc.....	12
Mann & Parker Lumber Co., The	80
McIlvain, J. Gibson, Co.....	76
Meeder's Lbr. and	
Meeder's Dimension & Lbr. Products Co. 82	
Meridien Hardwoods of PA., Inc.	IFC
Midwest Hardwood Corp.	59
Miller, Frank, Lumber Co., Inc.....	73
Miller, R.A., Hardwood Co., Inc.	13
Missouri-Pacific Lumber Co.....	56
Morris Lumber Co., Inc.....	13
Mueller Bros. Timber, Inc.....	16
North Pacific	86
Northland Corp.	68
Northland Forest Products, Inc.....	2

O'Shea Lumber Co.....	2
RAM Forest Products, Inc.....	11
Rex Lumber Co.....	27
Rosenberry, Carl L., & Sons Lumber Co....	87
Salamanca Lumber Co.	66
Sitco Lumber Company	5
Sweeney Hardwoods.....	71
Taylor Lumber, Inc.	33
Toal Lumber Co.....	87
Wheeland Lumber Co., Inc.....	69
Wolf River Lumber, Inc.	FC
Yoder Lumber Co., Inc.	84

(Northeastern Hardwoods)

Champlain Hardwoods Inc.	14
Lakeland Hardwood Sales Co.....	85
McIlvain, J. Gibson, Co.....	76
North Pacific	86
Rex Lumber Co.....	27
Salamanca Lumber Co.	66
Sitco Lumber Company	5
Sweeney Hardwoods.....	71

(Southern Hardwoods)

Al-Tom Forest Products, Inc.	80
Anderson-Tully Co.....	85
Baillie Lumber Co., Inc.....	47
Beasley Forest Products, Inc.	76
Bruce & Jenkins Lumber Co.....	87
Cramer, W.M., Lumber Co.....	26
Curtner Lumber Co.	84
Hermitage Hardwood Lumber Sales, Inc. 72	
Highland Hardwood Sales, Inc.....	48
Jones, J.E., Lumber Co.	10
Kitchens Brothers Mfg. Co.....	74
Lakeland Hardwood Sales Co.....	85
Liberty Lumber Co.....	52
Mann & Parker Lumber Co., The	80
McKittrick, J. W., Lumber Co.	85
Meridien Hardwoods of PA., Inc.	IFC
Miller & Co., Inc.	IBC
Moore Forest Products, Inc.	10
Morris Lumber Co., Inc.....	13
Netterville, Fred, Lumber Co.	86
North Pacific	86

Northland Corp.....	68
Oakcrest Lumber, Inc.....	77
O'Shea Lumber Co.....	2
Rex Lumber Co.....	27
Rutland Lumber Co., Inc.	75
Shannon, J.T., Lbr. Co., Inc.....	21
Sitco Lumber Company	5
Sweeney Hardwoods.....	71
T & S Hardwoods, Inc.	17
Toal Lumber Co.....	87
Wilson Lumber Co., Inc.	13
Yoder Lumber Co., Inc.	84

(South Central Hardwoods)

Baillie Lumber Co., Inc.....	47
Cramer, W.M., Lumber Co.....	26
Lakeland Hardwood Sales Co.....	85
Mann & Parker Lumber Co., The	80
North Pacific	86
Reelfoot Lumber Co., Inc.	81
Rex Lumber Co.....	27
Rutland Lumber Co., Inc.	75
Sitco Lumber Company	5
Sweeney Hardwoods.....	71

(Walnut)

Averitt, J.V., Lumber Co.	60
Baillie Lumber Co., Inc.....	47
Batey, Ltd.....	81
Cramer, W.M., Lumber Co.....	26
G.F. Hardwoods, Inc.	70
Griffith Lumber Co., Inc.....	83
Hawkeye Forest Products, Inc.	51
Hermitage Hardwood Lumber Sales, Inc. 72	
Holmes & Company, Inc.	9
Lakeland Hardwood Sales Co.....	85
Mann & Parker Lumber Co., The	80
Midwest Hardwood Corp.	59
Miller, Frank, Lumber Co., Inc.	73
Missouri-Pacific Lumber Co.....	56
North Pacific	86
Northland Corp.....	68
O'Shea Lumber Co.....	2
Reelfoot Lumber Co., Inc.	81
Rex Lumber Co.....	27

Salamanca Lumber Co.	66
Sitco Lumber Company	5
Sweeney Hardwoods.....	71
Wilson Hardwoods	77

LUMBER - SOFTWOODS

Aromatic Red Cedar

Cramer, W.M., Lumber Co.....	26
Hawkeye Forest Products, Inc.	51
Lakeland Hardwood Sales Co.....	85
Missouri-Pacific Lumber Co.....	56
O'Shea Lumber Co.....	2
Sitco Lumber Company	5
Sweeney Hardwoods.....	71

Cypress

Beasley Forest Products, Inc.	76
Cramer, W. M., Lumber Co.....	26
Downes & Reader Hardwood Co., Inc.	3
Miller & Co., Inc.	IBC
Moore Forest Products, Inc.....	10
Morris Lumber Co., Inc.	13
Netterville, Fred, Lumber Co.	86
North Pacific	86
Reelfoot Lumber Co., Inc.	81
Rex Lumber Co.....	27
Sitco Lumber Company	5
Sweeney Hardwoods.....	71
T & S Hardwoods, Inc.	17
Wilson Lumber Co., Inc.	13

White Pine

Baillie Lumber Co., Inc.....	47
Cramer, W.M., Lumber Co.....	26
Downes & Reader Hardwood Co., Inc.	3
Griffith Lumber Co., Inc.....	83
Kuhns Bros. Lumber Co., Inc.	19
Mann & Parker Lumber Co., The	80
McIlvain, J. Gibson, Co.....	76
Meeder's Lbr. and	
Meeder's Dimension & Lbr. Products Co. 82	
North Pacific	86
North State Hardwoods, Inc.	55

Northland Forest Products, Inc.....	2
O'Shea Lumber Co.....	2
Rosenberry, Carl L., & Sons Lumber Co....	87
Sitco Lumber Company	5
Sweeney Hardwoods.....	71
Wolf River Lumber, Inc	FC

Yellow Pine

Downes & Reader Hardwood Co., Inc.	3
Mann & Parker Lumber Co., The	80
Morris Lumber Co., Inc.....	13
North Pacific	86
North State Hardwoods, Inc.	55
O'Shea Lumber Co.....	2
Rex Lumber Co.....	27
Sitco Lumber Company	5
Sweeney Hardwoods.....	71

WEST COAST WOODS

Babcock Lumber Co.....	63
Downes & Reader Hardwood Co., Inc.	3
Mann & Parker Lumber Co., The	80
McIlvain, J. Gibson, Co.....	76
North Pacific	86
Rex Lumber Co.....	27
Sweeney Hardwoods.....	71
Toal Lumber Co.....	87

IMPORTED WOODS

American Lumber Co.....	45
Babcock Lumber Co.....	63
Cramer, W.M., Lumber Co.....	26
Downes & Reader Hardwood Co., Inc.	3
Lakeland Hardwood Sales Co.....	85
Liberty Lumber Co.....	52
Mann & Parker Lumber Co., The	80
McIlvain, J. Gibson, Co.....	76
Midwest Hardwood Corp.	59
Miller, R.A., Hardwood Co., Inc.	13
Newman Lumber Co. (Gulfport, Miss.)	7
North Pacific	86
Northland Corp.....	68
O'Shea Lumber Co.....	2
Rex Lumber Co.....	27

Sitco Lumber Company	5
Sweeney Hardwoods.....	71
Toal Lumber Co.....	87

Mahogany

Cramer, W.M., Lumber Co.....	26
Downes & Reader Hardwood Co., Inc.	3
Lakeland Hardwood Sales Co.....	85
Liberty Lumber Co.....	52
McIlvain, J. Gibson, Co.....	76
Midwest Hardwood Corp.	59
Newman Lumber Co. (Gulfport, Miss.)	7
North Pacific	86
Rex Lumber Co.....	27
Sitco Lumber Company	5
Sweeney Hardwoods.....	71

MILLWORK, MOULDINGS & TRIM

Atlanta Hardwood Corp.....	65
Babcock Lumber Co.....	63
Chaney Lumber Co.....	84
Gutchess Lumber	67
Indiana Dimension, Inc.	11
Kitchens Brothers Mfg. Co.....	74
Mann & Parker Lumber Co., The	80
McIlvain, J. Gibson, Co.....	76
Midwest Hardwood Corp.	59
Miller, R.A., Hardwood Co., Inc.	13
Netterville, Fred, Lumber Co.	86
North Pacific	86
Rex Lumber Co.....	27
Sweeney Hardwoods.....	71
Wheeland Lumber Co., Inc.....	69
Wilson Lumber Co., Inc.	13

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Averitt, J.V., Lumber Co.	60
Babcock Lumber Co.....	63
Beasley Forest Products, Inc.....	76
Bee Forest LLC.....	12
Coleman, Robert S., Lumber Co., Inc.....	79

Curtner Lumber Co.	84
GreenTree Forest Products, Inc.	4
Griffith Lumber Co., Inc.....	83
Industrial Timber & Lumber Corp.....	31
Kepley-Frank Hardwood Co., Inc.	23
Kuhns Bros. Lumber Co., Inc.	19
Midwest Hardwood Corp.	59
Miller & Co., Inc.	IBC
Mueller Bros. Timber, Inc.....	16
Neff Lumber Mills, Inc.	54
Oakcrest Lumber, Inc.....	77
Pine Mountain Hardwood Lbr. Co.....	61
Reelfoot Lumber Co., Inc.	81
Rutland Lumber Co., Inc.	75
Stewart Lumber Co.....	83
T & S Hardwoods, Inc.	17
Valley View Hardwoods, Inc.....	4
Wilson Hardwoods	77
Yoder Lumber Co., Inc.	84

PANELS - LUMBER CORE

Atlanta Hardwood Corp.....	65
Babcock Lumber Co.....	63
Gutchess Lumber	67
Indiana Dimension, Inc.	11
Meeder's Lbr. and	
Meeder's Dimension & Lbr. Products Co. 82	
Midwest Hardwood Corp.	59
North Pacific	86
Sweeney Hardwoods.....	71
Wheeland Lumber Co., Inc.....	69
Wilson Lumber Co., Inc.	13

PLYWOOD HARDWOOD (Curved, Flat & Marine Grade)

Atlanta Hardwood Corp.....	65
Downes & Reader Hardwood Co., Inc.	3
Mann & Parker Lumber Co., The	80
McIlvain, J. Gibson, Co.....	76
Midwest Hardwood Corp.	59
North Pacific	86
Northland Corp.....	68
Sitco Lumber Company	5
Sweeney Hardwoods.....	71
Wilson Lumber Co., Inc.	13

RAILROAD TIES, DECKING

Anderson-Tully Co.....	85
Averitt, J.V., Lumber Co.	60
Babcock Lumber Co.....	63
Baillie Lumber Co., Inc.....	47
Beasley Forest Products, Inc.	76
Bee Forest LLC.....	12
Curtner Lumber Co.	84
Graham Lumber Company	87
Gutchess Lumber	67
Irving, J.D., Limited	15
Midwest Hardwood Corp.	59
Mueller Bros. Timber, Inc.....	16
Pine Mountain Hardwood Lbr. Co.....	61
Reelfoot Lumber Co., Inc.	81
Stewart Lumber Co.....	83
T & S Hardwoods, Inc.	17

RIFT & QUARTER SAWN

Babcock Lumber Co.....	63
Baillie Lumber Co., Inc.....	47
Graf Brothers Lumber & Flooring	25
Hawkeye Forest Products, Inc.	51
Lakeland Hardwood Sales Co.....	85
McIlvain, J. Gibson, Co.....	76
Midwest Hardwood Corp.	59
Miller, Frank, Lumber Co., Inc.....	73
Pine Mountain Hardwood Lbr. Co.....	61
Rex Lumber Co.....	27
Sitco Lumber Company	5
Sweeney Hardwoods.....	71
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Babcock Lumber Co.....	63
Baillie Lumber Co., Inc.....	47
Bruce & Jenkins Lumber Co.....	87
Gutchess Lumber	67
Mann & Parker Lumber Co., The	80
Meeder's Lbr. and Meeder's Dimension & Lbr. Products Co. 82	
Morris Lumber Co., Inc.....	13
Newman Lumber Co. (Gulfport, Miss.)	7
Northland Corp.....	68
Salamanca Lumber Co.	66
Taylor Lumber, Inc.	33

STACKING STICKS

Downes & Reader Hardwood Co., Inc.	3
Griffith Lumber Co., Inc.....	83

TIMBERS, TRUSSES & BEAMS

Averitt, J.V., Lumber Co.	60
Babcock Lumber Co.....	63
Beasley Forest Products, Inc.....	76
Coleman, Robert S., Lumber Co., Inc.....	79
Morris Lumber Co., Inc.....	13
Netterville, Fred, Lumber Co.	86
Reelfoot Lumber Co., Inc.	81
Stewart Lumber Co.....	83
T & S Hardwoods, Inc.	17
Tanner Lumber Co.	13
Wilson Lumber Co., Inc.	13
Yoder Lumber Co., Inc.	84

TRUCK FLOORING, STAKES, ETC.

Babcock Lumber Co.....	63
Mann & Parker Lumber Co., The	80
Neff Lumber Mills, Inc.	54
Rex Lumber Co.....	27

VENEERS - SINGLE PLY

Northland Corp.....	68
Sweeney Hardwoods.....	71

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Babcock Lumber Co.....	63
Baillie Lumber Co., Inc.....	47
Batey, Ltd.....	81
Bee Forest LLC.....	12
Buehler Lumber Co.....	85
DJM Hardwoods & Veneer	46
Graf Brothers Lumber & Flooring	25
Graham Lumber Co.....	87
Griffith Lumber Co., Inc.....	83
Hawkeye Forest Products, Inc.	51
Industrial Timber & Lumber Corp.....	31
Kuhns Bros. Lumber Co., Inc.	19
Miller, Frank, Lumber Co., Inc.....	73
Missouri-Pacific Lumber Co.....	56
Mueller Bros. Timber, Inc.....	16
North State Hardwoods, Inc.	55
Tuscarora Hardwoods, Inc.....	58
Wheeland Lumber Co., Inc.....	69
Wilson Hardwoods	77



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Happy New Year
from all of us at
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Happy Holidays from all of us at Gilco Lumber Inc.

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Our dedication to quality at our GILCO facility is obvious to any visitor. Our 20 acre site in Roderfield, West Virginia includes a 1,000,000 board feet capacity pre-dryer, 16 Irvington Moore dry kilns, air drying sheds and yard with 5 million board feet of open air drying capacity. We have two grading chains; one to grade inbound green lumber, and the other to grade, sort and surface dried lumber to customer specifications. At the end of this grading chain, we have two 1,000,000 board feet kiln dried storage warehouses, which enable us to provide our customers with "just-in-time" shipments to any location in the world by route of truck, railcar or container. This facility was constructed with three things in mind: Quality, Service and Consistency.

QUALITY • The latest technology in quality lumber production. • All lumber trimmed after drying.
• Highest quality Appalachian hardwoods. • GILCO quality Assurance.

SERVICE • Controlled "just-in-time" shipments by rail, truck or container. • Ability to surface and trim to your specifications. • Dedicated employees committed to providing you with the highest quality of goods and services.
• Flexibility to meet your needs.

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



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