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OCTOBER 2021

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An aerial photograph of a lumber yard. In the center, the words "BUILT ON" are spelled out in large, three-dimensional letters made of stacked lumber. Above this, more stacks of lumber are arranged in neat rows. A small blue forklift is positioned near the "BUILT ON" letters. The ground is dark asphalt with yellow lines. The overall scene is well-lit, showing the texture of the wood and the industrial setting.

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Contents

National Hardwood Magazine

OCTOBER 2021

Volume 95 No. 9

Features & Industry Events

24 Lasting First Impressions At Vision Stairways And Millwork

26 32 Years And Still Thriving: Sweeney Hardwoods Stands The Test Of Time

28 LSLA Summer Golf Outing Resumes

32 AHMI Conference Addresses Workforce Training

38 WHA Brings Members Together For Live Event

42 Matson Lumber Welcomes Penn-York Lumbermen's Club

44 SFPA And Georgia World Congress Center Team Up For Expo

46 Marketing Dollars For U.S. Hardwood Exporters Available Through The USDA Foreign Agricultural Service

48 Nine Students Graduate From The 195th Class Of The NHLA Inspector Training School

Departments

6 Hardwood Calendar

8 & 10 U.S.A. Trends

12 Canadian Trends

14 News Developments

16 HMA Update

18 AHEC Report

20 Hardwood Federation Info

22 NAFF Bulletin

68 Who's Who

70 Trade Talk

75 In Memoriam

78 Classified Profit Opportunities

80 Advertisers Index



About The Cover

DEVEREAUX SAWMILL

Devereaux Sawmill is a quality focused hardwood lumber producer located in the heart of Michigan, a region long known for growing fine hardwood timber. From a humble beginning over 50 years ago, the Devereaux family has worked hard, reinvested and grown the company to be one of the largest in the northern state.

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- The Softwood Forest Products Buyer

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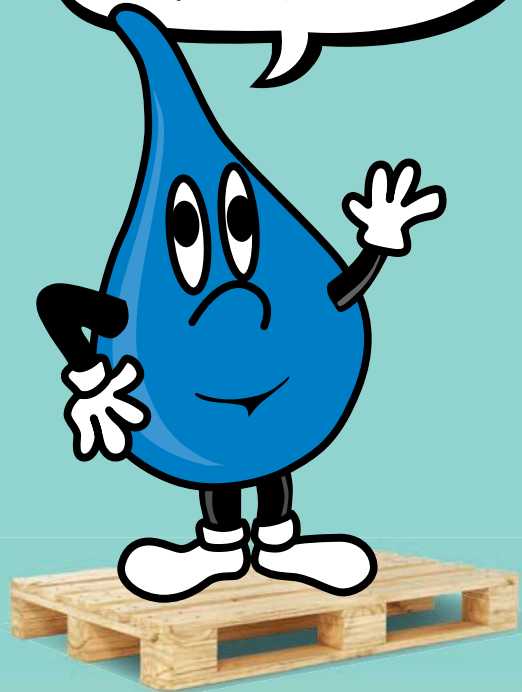
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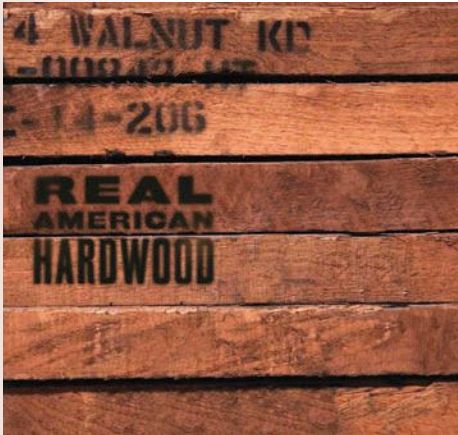
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Where We've Been

It's no secret, the hardwood industry has been losing market share to products that look like wood, but have none of the natural benefits or authentic attributes of Real American Hardwood. In order to recapture market share and improve industry stability, hardwood organizations united to form the Real American Hardwood Coalition.

Where We Are

The goal is to develop a national consumer promotion campaign on a scale that's never been seen before. And a lot has been accomplished in a short period of time—including the completion of an extensive consumer research initiative, establishing brand guidelines, registering trademarks, and launching social media profiles.

Where We're Going, Together

The next steps will have the largest impact on the industry and require buy-in from all industry stakeholders. The Coalition is preparing to launch a comprehensive promotion campaign—including a consumer-oriented website, in-store promotion at top big box stores, a broad media relations campaign, social media influencer partnerships, print and web advertising, and much more.



How You Can Get Involved

Moving the campaign forward and expanding its reach will take the support of the entire industry—for the benefit of the entire industry.

- Make a voluntary contribution to help fund the consumer promotion campaign.
- Use the Real American Hardwood logo on your sales and marketing communications, facilities and vehicles, products, and website.
- Follow [@RealAmericanHardwood](#) on Instagram and Facebook, and tag [#RealAmericanHardwood](#) in your social media posts.



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HARDWOOD CALENDAR

October

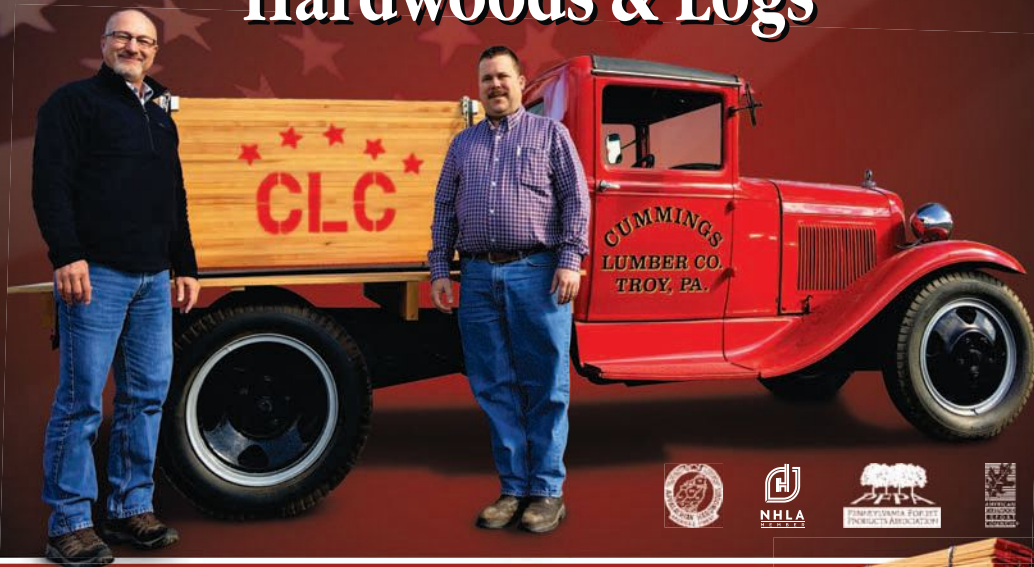
Appalachian Hardwood Manufacturers Inc.,
2021 Fall Conference, The Stonewall Resort,
Roanoke, WV. www.appalachianhardwood.org.
Oct. 11-13.

Lake States Lumber Association, Wood Dust
Safety Education Session, Hastings Air Energy
Control, New Berlin, WI. www.lsla.com. Oct. 14.

November

Appalachian Lumbermen's Club, Meeting,
Carnegie Hotel, Johnson City, TN.
www.lumberclub.org. Nov. 9. ■

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expansions and inventories**

LAKE STATES

The Hardwood lumber markets in the Lake States continue to be strong.

A Michigan lumber provider said his market is “great, the best it’s ever been as far as sales go. However, obtaining materials is harder, prices we pay are up and materials are harder to come by.”

A few months ago, business was about the same, he stated. As it was then, “Everything is great as of now,” he said.

He handles Ash, Red and White Oak, Cherry, Cedar, Walnut and other species, along with softwood and imports. White Oak is his best seller. “As fast as we’re bringing White Oak in, it’s going out.” He sells to distribution yards, end users and a wide variety of other customers, who buy “from a single stick or sample up to a full truckload,” he noted. His customers’ businesses are “going well,” he observed. “Everyone’s really busy.

“Transportation always plays a factor in our business,” he remarked. “There are delays but they’re minor overall.”

In Wisconsin, a sawmill representative assessed his market as “pretty good. Maple is my best seller. Red Oak is my slowest selling specie right now. I won’t say it’s bad by any means, but it’s backed off. I’ll put it that way.” He said some of this slowing of sales is seasonal. As for the time of year, he said that lately, he has been able to air-dry his lumber before putting it in the kilns, and this yields more lumber to sell at a given time. Asked if this additional lumber has been moving, he replied, “For the most part, yes.”

His market is better, he stated, than it was several months ago “because I’ve been sawing a lot of Maple, and Maple is very strong.” In fact, Maple and White Oak are his best sellers. Other species he sells include Red Oak, Cherry, Hickory and Basswood. He sells his lumber mostly to end users but also to distribution yards. “All my customers that I talk to are doing very well,” he stated. “If they had more help, they’d be buying more lumber.

“Lately, we’ve been very fortunate with transportation,”

Please turn to page 59

NORTHEAST

Lumber sources in the Northeast region are reporting a steady market after months of price increases and low supply.

One salesman from a sawmill located in Maine stated that domestic Hardwood sales are strong, but the labor shortage has made the otherwise standard market difficult to navigate.

“The biggest issue is the labor market,” he said. “We don’t have the personnel to run efficiently or take advantage of a strong market, especially in certain items.”

The source added that the labor shortage has slowed this mill’s production of high-grade Hardwood lumber, including Yellow Birch, Hard and Soft Maple, Ash and Red Oak, available in 4/4, 5/4, 6/4 and 8/4. The company also produces unfinished and prefinished Hardwood flooring and has a division for softwood.

“The demand for most items supersedes the supply by far,” he said.

“I sell to yards and truckload-quantity end users, who are frustrated by price increases, but are overall doing well.

“Business is good for most everyone,” he said. “I think it’s been difficult with price increases because they were so drastic there for a while, but with that being said, I think they’re able to pass a lot of those added costs onto their customers.”

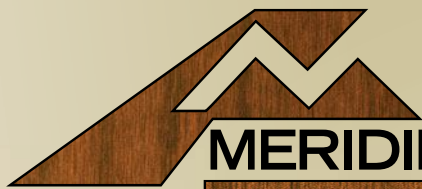
The contact added, “It’s still frustrating, A: because of the supply. Finding the material they need is very frustrating, and B: every time they talk to one of our suppliers like myself, we’ll be asking for a higher price.”

According to him, the market has also slowed due to typical summer doldrums such as employees taking off for vacation, companies preparing for the fall season, and machine maintenance.

Trucking prices have continued to increase during the past several months, as has the cost of lumber. However, this source from Maine believes it has stabilized.

“I think it’s starting to reach a plateau at this stage,” he said.

Please turn to page 62



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SOUTHEAST

In the Southeast, the Hardwood lumber markets are strong, but in some cases, a specie here or there is slow in selling.

A Virginia lumber provider said, "The market is good. However, Poplar is showing some weakness. Everything's moving. The problem is getting containers for overseas shipping."

Asked to compare her market compared to some time ago, she replied, "Anything's better than it was several months ago. Sales weren't there, and prices hadn't come up yet."

She handles Red and White Oak, which constitute 80 percent of her sales. She also handles some Poplar. Her best seller, she believes, is 4/4 FAS and Better kiln-dried White Oak. She sells her lumber to distribution yards.

"Transportation and labor are problematic," she stated. "It's hard to get enough workers. As for transportation, I can't get a container. But I have no trouble getting trucks. I can get the product to the port I just can't get a container at the port."

A sawmill representative in Georgia said his market is good. White Oak and Ash are extremely strong in terms of sales, he noted. Poplar is still strong, he added. But Red Oak has softened "a little bit, only in 4/4 thickness," he remarked. "Red Oak in 5/4 thickness still seems to be moving along nicely. Also, No. 2 Common is still strong in Red Oak. White Oak is still to the moon, it's so good."

Compared to a few months earlier, he said, his market is "about the same." He said out of all his species of lumber, only Red Oak shows signs of weakness. "But Red Oak is still good. It's still moving. This week, I sold 20 containers of Red Oak. I think we're still very fortunate to have the business we have at the prices our lumber is bringing."

He handles Red and White Oak, Poplar and Ash mainly. This lumber is sold to distribution yards and to other companies that export. He preps the lumber, puts it in containers and takes it to the port for those companies to

WEST COAST

The Hardwood markets on the West Coast are mixed, varying depending on which lumber provider is telling his story.

In Oregon, a distribution yard representative described his market as "staying status quo. As much as the inventory's in balance, it doesn't take much to get it out of balance. As we sell lumber, we get stock in. The material we're getting in, much of it arrives very late, compared to the original shipping dates. It's been a real balancing act."

However, if he had to lean toward his market being better or worse, he would go on the side of "better," he said. "It's probably healthier than what it was. All of us distribution yards could really grow our sales and revenue if we had normal availability of stock. The prices we pay are still high, and certain items are scarce. But for the most part, our vendors have been able to keep us in product."

He handles all domestic and imported species and sells this lumber to other distribution yards, cabinet manufacturers, fixture display companies and to retailers. "We've been pretty blessed," he stated. With COVID and many big industry meetings being halted, display business companies (his customers) were without business. "Many of them pivoted into commercial fixtures," he noted.

"Transportation is a mess," he remarked. "We're very dependent on container shipping from our suppliers in the East and South. Everything is so congested as far as the rail lines go." Ocean shipping is congested, too, he added, "and it doesn't matter where in the world you are."

"Also," he said, "labor's tight. We're trying to recruit for new employees and the employment costs are up."

A Washington lumber provider noted that his market was "a little slower than it was four weeks ago. But it's not bad. It's tapered off from what it was. Prices are steady. We aren't seeing a drop in prices we pay over-

Please turn to page 63

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CANADIAN TRENDS

News from suppliers about prices, trends, sales and inventories

ONTARIO

Across the province, businesses continued to reopen further as restrictions eased through the summer. The announcement of a fourth COVID-19 wave, caused by the Delta variant, also hit in August. At the time of this writing, the Prime Minister had announced a federal election for September 20th. Whether a new party will be elected or the Liberals will re-enter power remained to be seen.

According to published information, green lumber availability had improved, but demand was rising faster than sawmill production. This resulted in significant price gains. Contacts noted that there are shortages for some species, grades and thicknesses. Demand continues for Hard Maple (the top seller), Soft Maple, Birch and Basswood, with prices continuing to advance. Pallet manufacturers are looking for more cants and pallet lumber.

On the other hand, noted contacts, green Red Oak has been available enough to ease price pressures, and the same is said about kiln-dried stocks. Demand has been softer on domestic and international markets for Red Oak, and No. 1 Common and No. 2A White Oak combined, along with increased availability, has affected pricing.

Hard Maple demand is strong and sawmills are producing this species to meet needs. Developing supplies are meeting buyers' immediate needs, as demand for this species remains high due to the strong Canadian and U.S. housing markets and renovation sectors. Secondary manufacturers and wholesalers are seeking kiln-dried stocks. Inventories are low, but this is changing slightly at this time.

Contacts noted supplies of Soft Maple were tight, as was also noted in the Appalachian Region. Although production has increased, it is only meeting buyers' needs. Prices have risen in the past several months. Demand is solid for Soft Maple, with inventories being kept low relative to usage. There is a strong demand for upper grade material, confirmed contacts.

QUEBEC

As we move forward into fall, sawmills continue to try to increase production. Production gradually increased over the summer. However, there were low log supplies for many areas contacted. For many in the Hardwood sector, finding qualified workers has been a challenge, but with the province re-opening in late summer, it has eased some of this burden. Lack of skilled labor is also affecting secondary manufacturers. Concerns are still existent as the country moves through a fourth wave of the pandemic due to the Delta variant. There is a struggle to meet customer demand. It is hoped that with the provinces easing restrictions, it will help to get workers back in the Hardwood sector. Inventories are improving as supplies are ramped up for the fall selling season. Domestic markets appeared to be doing better than international markets at summer's end, noted contacts.

Basswood continues to attract consistent interest from end users and wholesalers. As supplies are tight for Poplar in some areas, this situation continues to bolster Basswood business, as does the home building and renovation markets in Canada and the U.S. There is also increased demand from window blind, shutter and moulding producers for this species.

The regionally important Hard Maple continues to see growth as new home construction and record spending on remodeling fuels demand for wood furnishings, fixtures, flooring and cabinets. It is highly popular in the cabinet sector which leads the demand for Hard Maple. While production has ramped up, supply still is not meeting the demand. Prices are firm to higher as a result.

Soft Maple is also being consumed by the cabinet sector. It is also in high demand for wooden furniture. Contacts noted that orders are good for this species. Green prices, they note, have increased gradually over time.

According to statistics, U.S. Red Oak exports to China declined 9 percent (9.9 million board feet through the first half of 2021, versus January through June 2020. But ex-

Please turn to page 64

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NEWS DEVELOPMENTS

Third Bench Holdings and New America Energy Corp. Merge

New America Energy Corp., headquartered in Alpharetta, GA, a publicly traded corporation looking for acquisitions,

recently merged with Third Bench Holdings, which has, among its subsidiaries, OGB Architectural Millwork. OGB, located in Albuquerque, NM, manufactures mostly commercial applications of custom millwork along with standard product lines. OGB manufactures its millwork

only in the United States, using such solid U.S. Hardwoods as Beech, Birch, Poplar, Red and White Oak, Hemlock and Maple.

Third Bench, headquartered in Albuquerque, has about 140 employees, according to Third Bench CEO David Fair. Third Bench's revenue for 2020 was almost \$19 million. According to a company press release, Third Bench was formed in 2019 with a goal of consolidating fragmented sectors of the construction industry to become a leading national provider of cabinetry and related products.

The combined companies will eventually take on the name Third Bench, stated Jeffrey M. Canouse, CEO of New America Energy Corp.

For more information, go to www.thirdbench.com.

Wellborn Expands

Wellborn Cabinet Inc., headquartered in Ashland, AL, recently announced a groundbreaking and expansion of their facilities here. This expansion will create more than 200 jobs for Clay County and the surrounding area.

CEO Paul Wellborn said, "With the help of our local, state, and federal officials along with our local schools, we've been blessed with the ability to have this expansion and have the opportunity to add these jobs to our economy. I thank God for all the people who've played a part in growing our American-made product. We are especially thankful for all of our dedicated employees who have helped make all of this possible."



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For more information, go to www.wellborn.com.

AHF Products Introduces Dogwood™ Densified Wood

AHF Products, located in Mountville, PA, recently introduced Dogwood™ densified wood flooring featuring a groundbreaking, patent-pending process that creates “densified wood,” a pure 100 percent natural wood floor that is resistant to scratches, gouges and dents – and pet nails and accidents.

Scratch and dent damage caused by dogs is a leading reason why homeowners think they can't have Hardwood floors. Not anymore, said President and CEO Brian Carson, AHF Products. “Dogwood Densified Wood lets you enjoy real Hardwood floors that are virtually worry-free.”

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“This is 100 percent real wood – not a laminate surface,” said Carson.

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under the AHF Products umbrella, including Hartco® and Robbins®.

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For information visit bruce.com/dogwood.

Please turn to page 57

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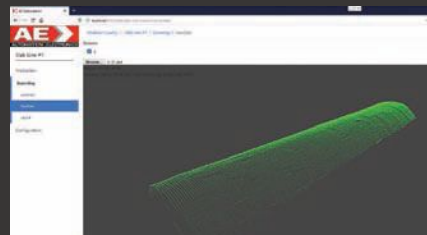
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LEARNING + INVESTING = MEETING CHALLENGES

We each learn in different ways. I am always appreciative when family, friends and colleagues share information that opens my eyes, my heart and my mind. In like manner, when insightful information comes across my desk, I pass it forward. If you find the following helpful, I hope that you will do the same.



Circulating throughout our office recently, was an article by Mark Sanborn, an international bestselling author and award-winning speaker on leadership, team building, customer service and change. Entitled, “15 ways to learn from someone you disagree with,” the article touched home for me.

Don’t panic. I’ll not recount the entire article, here. (You’ll find it at MarkSanborn.com.) I will, however, share some of Sanborn’s key points.

- “Remember that nobody is always right or always wrong. Appreciate that a difference of experience can easily create a difference of perspective.
- We all have a mix of uninformed and ill-informed opinions. Dropping the belief that you are always more right than others is an exercise in humility, and a reality check.
- If you only converse with those who share the same point of view, for the same reasons, you’ll feel validated, and maybe vindicated, but you won’t learn anything.”

And here’s the clincher: “Choosing to learn from those who think differently challenges your thinking, identifies blind spots, broadens your perspective, creates connection and maybe builds a bridge to a relationship.”

If you take the time to read the entire article, and I hope that you will, you’ll see that Sanborn also says, “Learning from

people I disagree with isn’t easy, but it is almost always worthwhile.” I agree.

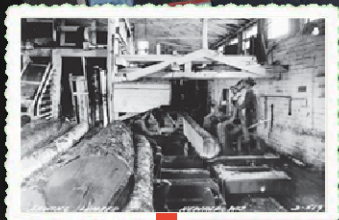
Learning is about expanding our frame of reference, about being flexible to change, about looking to others as resources for growth, about investing in alternative processes in order to progress and achieve success.

We’ll be discussing this, and much more, at HMA’s 2022 National Conference and Expo, **March 23–25**, at the Sandestin Golf and Beach Resort in Miramar Beach, Florida. The multi-day event is open to all Hardwood industry stakeholders, and details regarding presenters, additional discussion topics, event registration, exhibit space and sponsorship opportunities will soon be heading your way.

I’ll close with this quote from Sanborn, “Success isn’t always about meeting your goals. It’s also about meeting your challenges.” Here’s to meeting challenges. And here’s to learning! ■

BY LINDA JOVANOVICH,
EXECUTIVE VICE PRESIDENT,
HARDWOOD MANUFACTURERS ASSOCIATION,
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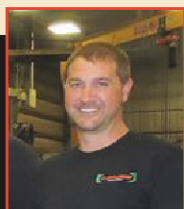
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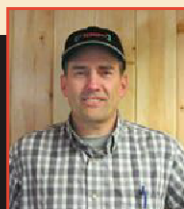
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AHEC SUPPORTS WORLD FOREST ID (WFID) ATTEMPTS TO SCIENTIFICALLY GEO REFERENCE GLOBAL TIMBER SUPPLY

The World Forest ID (WFID) has set itself an ambitious target - to establish a geo-referenced global wood sample library and database to allow use of science-based traceability techniques to police trade in the world's top 200 commercial and most vulnerable timber species. In the latest development, WFID is partnering with the **American Hardwood Export Council (AHEC)** and others with the ultimate goal of creating a sample collection and timber identification and traceability database covering the entire U.S. Hardwood forest. This could become a model for equivalent national projects globally. According to WFID chief executive Phil Guillery, such a resource would deliver a significant blow against illegal logging and for maintenance of the global forest resource, its biodiversity and critical role in climate regulation.

"The main obstacle was that, while there were major wood sample collections around the world, the samples weren't geo-referenced. As a result, they could not be used with science-based analysis techniques to prove timber origin, which can be key in prosecuting illegal timber traffickers," said Guillery, who was then supply chain integrity director at the Forest Stewardship Council sustainability certification organization (FSC). "However, within this group we decided we had the knowledge and resources to address this."

Consequently a consortium came together to form WFID. This comprised the World Resources Institute, the FSC and the U.S. Forest Service International Programs office (USFSIP - WFID's main funder to date). Also on



board are UK experts in stable isotope ratio analysis (SIRA) Agroisolab, and Kew Gardens in London. The latter is the designated curator of the WFID wood sample collection, and has received funding for the work from the UK Foreign, Commonwealth and Development Office.

This year saw a further significant step in WFID's development, when it became a not-for profit entity in its own right, with Guillery as chief executive, backed by dedicated personnel at various consortium partners.

Collectors include employees of consortium members and local partner organizations, plus individual volunteers. Using a range of equipment, from power tools to a manual piece of kit called a Pickering Punch, they gather samples of sapwood, heartwood, cambium, bark and leaves from a number of trees of a particular species distributed over a specific area. Via GPS, the WFID collectors' app then registers the location of where the sample comes from to an accuracy of **8-16 meters**.

Most of the analysis is being done at Agroisolab and the USFSIP's Wood Identification and Screening Centre. Besides SIRA and DART mass spectrometry, methods being used on samples are wood anatomy, DNA analysis and in the case of pulp and paper, fiber analysis.

The end result of WFID's program is a bank of irrefutable scientific data, effectively the wood samples' chemical and structural 'fingerprints', identifying species and provenance. Held at the University of Connecticut, this database can/will be freely accessed/accessible by ISO-certified public and private testing laboratories for

Please turn to page 66

BY MICHAEL SNOW,
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HARDWOOD FEDERATION INFO

INFRASTRUCTURE BILL FACES A BUMPY ROAD

The Biden Administration and Congressional Democrats, who cling to razor thin majorities in the House and Senate, continue to try to stitch together a workable compromise on a package of infrastructure spending and social program investments. This process began in earnest back in August, when the Senate approved a \$1 trillion bipartisan infrastructure bill and followed that up with passage of a budget resolution, which provided instructions to a number of committees to fashion a \$3.5 trillion social spending bill. The latter is being pursued through a parliamentary process known as reconciliation, which requires only a simple majority in the Senate instead of the normal 60 vote threshold, but includes fairly strict limitations that prevent the process from being used on just any legislation. The process was deployed earlier this year to enact the \$1.9 trillion pandemic relief measure, as well as the Tax Cuts and Jobs Act in 2017 and the Affordable Care Act during President Obama's first term.

While legislative leaders had hoped for swift enactment of these two measures, progress has encountered headwinds. In the Senate, all 50 Democrat Senators must be on board for the reconciliation process to prevail, as Republicans are unified in their opposition to the reconciliation package. Two moderates, Senators Kristen Sinema (D-AZ) and Joe Manchin (D-WV), have consistently voiced concern and opposition to spending levels that have been on the table. Likewise in the House, Speaker Pelosi has had to balance the interests of the progres-



sive members in her caucus with moderates in the Blue Dog and New Democrat Coalitions.

Our expectation is that a trimmed down package will ultimately be enacted, but later this year, likely around the holidays. The Hardwood Federation team, like most other organizations in town, has

been playing both offense and defense in this exercise. On the offense side, there are several provisions in the infrastructure bill that are positive. In the forestry space, the legislation includes measures aimed at reducing the risk of wildfire through forest management. One of the ongoing challenges to making thinning projects economical is access to processing facilities. In many areas in the West, for example, existing wood processing infrastructure is not in close proximity to federal forests that desperately need active management. To address this, the legislation creates a new federal system for subsidizing sawmills and other wood processing facilities, along with \$400 million in new financial assistance. The provision specifies that "close proximity" to a sawmill would become a factor for agencies to consider when funding federal land restoration.

In addition to \$110 billion to address the needs of our nation's aging roads and bridges, the bill authorizes two programs to increase the trucking workforce and help shippers who rely on trucks to move products to market. One is a pilot program that would allow younger drivers between the ages of 18 and 21 to drive trucks interstate. Currently, these younger drivers may only op-

Please turn to page 60

BY DANA LEE COLE,
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WASHINGTON, DC
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"HOW WOOD IN SCHOOLS NURTURES LEARNING"

Did you know that more and more, research confirms that being exposed to natural materials can have positive effects on our sense of well-being! And, when used in the classroom, improves learning. #exTREEmelysmart

In a recent article from WoodForGood.com they suggest that based on studies carried out in Norway, Japan, Canada and Austria, wood seems to have positive effects on the emotional state of people.

Environments with wooden structures cause a drop in blood pressure and pulse and have a calming effect.

Consider these facts, revealed in the same Wood For Good Article:

1. Each year **we spend 90 percent of our time in buildings or cars.**
2. Our surroundings, including buildings still being designed today can create issues like **Seasonal Affective Disorder (SAD), depression and lung disease.**
3. 90 percent of respondents to a recent survey said **they wanted a home that doesn't compromise their health and wellbeing** and a third would pay more for a healthy home.
4. **Cognitive abilities increase by 61 percent when in a green building.** This increases to 101 percent when additional ventilation rates are introduced.
5. A study conducted in 2010 in an Austrian school compared two 'timber' classrooms versus two 'standard' classrooms. The benefits for children studying in the timber classrooms were impressive, their **heart rates were lowered by up to 8600 heartbeats.**
6. The children were noticeably **more relaxed** and it had a positive effect on their performance too, as well as, leading to a decreased perception of stress.
7. A Japanese study found exposure to wooden panels significantly **decreases blood pressure**, while exposure to steel panels makes it rise.
8. Workers in offices with wooden interiors conveyed **feelings of innovation, energy and comfort.** Workers in offices without wood conveyed feelings of their environment being impersonal and uncomfortable.
9. Wood products in a room have also been shown to **improve indoor air quality by moderating humidity.**
10. The reason wood has such a good effect on human health is because of how it **lowers the sympathetic nervous system (SNS) activation.** SNS is what causes stress responses, increases blood pressure, heart rate and inhibits functions like digesting, recovery and repair. When surrounded by nature and wood, these symptoms lower.

As you probably guessed, as a foundation focused on harvesting the next generation through education, we find the positive impact wood has on children and learning significantly important.

In an article from WoodProducts.fi it was shown that "the favorable psychological effects of wood have been proven in schools. In classrooms with whole-wood interiors, the morning stress peak, measured as a variation in pulse rate, subsided soon after arriving at school and did not rise again. In a normal control classroom, a mild level of stress in pupils continued throughout the day. Their experiences of stress, such as fatigue and feelings of inefficiency, were less in wooden classrooms than in normal ones.

Joe Mayo AIA, LEED AP, an architect at Mahlum in Seattle, focuses on design for education and wood in mass timber applications.

Please turn to page 61

BY ALLISON DEFORD,
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This freestanding curve stair with Red Oak treads, Poplar closed stringers with custom wrought iron rails was crafted by Vision Stairways and Millwork.

Lasting First Impressions At Vision Stairways And Millwork

By Michelle Keller

“Stairs are the largest piece of furniture in your home. We wanted to create custom stairs and doors from start to finish. We stain and finish a lot of the products that we provide. Most stair companies don’t do that, but here in the Southeast we wanted to offer that service for one-stop shopping.”

*-- Jim Lewis, owner and president
Vision Stairways and Millwork*

Woodstock, GA – Vision Stairways and Millwork, based here, offers quality crafted stairs, stair parts, entry doors and other millwork. The firm purchases approximately 100,000 board feet of Red and White Oak; Maple; Poplar; Walnut and Mahogany annually (5/4 through 8/4).

Old World stair-building traditions are still alive and are complemented with computer-aided design (CAD) and a relentless commitment to delivering world-class customer service at Vision Stairways and Millwork.

Company Owner and President Jim Lewis said, “We’re the one-stop shop for all things staircase related. We serve builders, architects, designers, homeowners – anyone who desires a set of stairs

that exudes originality and attention to detail. We also sell both stock and custom-made stair parts such as handrails, balusters, newels, treads, and risers.”

A forest products industry veteran, Lewis said Vision Stairways and Millwork produces staircases of unrivaled quality. “Each set of stairs is a 100 percent original that is fabricated locally by skilled artisans. For modern staircase design ideas, we are the place to look. We build straight staircases, curved staircases, spiral staircases, scissor staircases, floating staircases, radius staircases, and many other styles.”

With a satellite location in Raleigh, NC, the company encompasses about 30,000 square feet in all. When asked about equipment



This work of Mahogany includes double door with iron grills, clear glass and Ebony stain.

used in the manufacturing process, Lewis commented on a few of the key pieces. “We have a 5-axis Routech CNC, which is an 18-20 foot bed overhead 5 axis CNC that we run anything through that has to do with our stair components and our door stiles and rails. We also have a couple of overhead 3-axis CNC Stringer CNT Motions and a 24-foot glue rail Quick Machine Comp.”

Established in the middle of the 2009 downturn, which speaks volumes for the company’s stability, Lewis said the company goal is to create lasting first impressions. “Stairs are the largest piece of furniture in your home,” he explained. “We wanted to create custom stairs and doors from start to finish. We stain and finish a lot of the products that we provide. Most stair companies don’t do that, but here in the Southeast we wanted to offer that service for one-stop shopping.”

Vision Stairways and Millwork was the recipient of the 2015 Best Straight Stairway Award from the Stairbuilders and Manufacturers Association (SMA) and was identified as the Best Stair Company by Atlanta Home Improvement magazine. “Choosing us to design, build, and install a set of stairs for you means putting the project into the hands of true professionals who exercise incredible attention to detail at every turn,” said Lewis.

The company’s products can be found in some interesting places and Lewis said they are prepared for special requests. “We fulfilled a replication request for a wedding venue for Prime Family Companies in Fayetteville, GA, where we replicated the stairways of the National Museum in Paris.”

Lewis said he attributes the company’s continued suc-



This is a freestanding stairway with open riser, cut stringer and an all-White Oak stairway. It includes glass panels and modern round White Oak rail.

cess to experienced leadership; all-inclusive pricing; and excellent customer service. “From brainstorming to final walkthrough, Vision Stairways and Millwork takes responsibility for every step of the process. Anyone who buys a set of stairs from us benefits from not having to rely on multiple parties to accomplish what we can do on our own. I feel we do an excellent job of taking what the customer is thinking, through a photograph they’ve seen or another source, and tweeking that to fit their home. We provide a turn-key service.”

With over 30 years of experience in the industry himself, Lewis said, “Out of 48 employees, half of them have eight-plus years of experience in the stair and door industry. We value our people and we are committed to providing an excellent working environment for them. We are a family-run business that cultivates productive, personal relationships with our customers and business partners. Our showroom near Atlanta, GA, is a great place to visit and witness what we do firsthand.”

Front doors from Vision Stairways and Millwork grace an ever-increasing number of homes in Atlanta and across America. “The growing popularity of our front entry doors can be explained by the fact that they bear the telltale hallmarks of attention to detail and artisanal-level craftsmanship,” said Lewis. “Each door is painstakingly

Please turn to page 50



With over 200 years of combined experience, Sweeney's knowledgeable sales team is devoted to customer service. Pictured left to right: Curt Heinemann, Mark Gilbert, Ronnie Armstrong, Paul Ramirez, Owen Morris, Kim Lively, Taylor Moore and Cameron Sawyer.

32 Years And Still Thriving: Sweeney Hardwoods Stands The Test Of Time

By Terry Miller

Fort Worth, TX—Situated on 30 acres, Sweeney Hardwoods began operating as a wholesale distributor of Hardwoods in 1989 as part of the R.E. Sweeney family of companies.

Today, continuing to meet and exceed the needs of their customers is the mission of Sweeney Hardwoods' 40 employees. That goal is met daily thanks not only to the fine Appalachian Hardwoods that Sweeney purchases, but also the more than 200 years of combined experience in the forest products industry that the company's staff possesses.

Sweeney Hardwoods' Vice President and General Manager Kim Lively commented, "Our biggest asset is our employees and their knowledge. Our second biggest asset is our customer service. We pride ourselves on being reliable and consistent in our products and services."

In addition to lumber, Sweeney Hardwoods stocks Hardwood plywood, cabinet facing and S4S products, MDF, particleboard, hardboard, melamine and a wide variety of standard mouldings, custom mouldings, and sculptured pieces. In fact, the company's moulding and millwork facility can produce custom pieces to meet customers' exact specifications. The firm also has the capability of running custom profile mouldings up to 11-1/4" wide.

But Sweeney's success also depends on the quality lumber procured by the company. Lively said, "The key is good flat lumber, and we have great results buying northern and Appalachian stock. I buy No. 1 Common and Better."

The species list of Appalachian lumber purchased by Sweeney Hardwoods is lengthy and represents 60 per-

cent of the company's procurement, the balance being sheet stock. Monthly, Sweeney buys approximately 200,000 board feet of kiln-dried lumber.

Among the rough sawn lumber available at Sweeney are the following: Alder (4/4-8/4), Ash (4/4-8/4), Basswood (4/4-8/4), Beech (4/4-8/4), Birch (4/4-8/4), Cherry (4/4-8/4), Hard and Soft Maple (4/4-12/4), Pecan/Hickory (4/4-8/4 and rustic), Red and White Oak (4/4-10/4 and rustic), Poplar (4/4-10/4), Walnut (4/4-8/4) and Cypress as well as Mahogany and White Pine (No. 3 Common to C-Select and Furniture Grade, 4/4-8/4).

Sweeney Hardwoods also markets rift and quartered lumber in Red and White Oak (4/4-8/4), as well as Walnut (4/4 and 8/4).

On staff are two National Hardwood Lumber Association graders/inspectors: Curt Heinemann (a 1973 graduate of the 52nd class) and Mark Gilbert (a 1978 graduate of the 65th class). The two men have 90 years of combined experience in the forest products industry.

Lively has been with the company 27 years and in addition to being general manager, she purchases lumber inventories and handles sales along with Curt Heinemann, 27 years with Sweeney and 48 years in the industry; Paul Ramirez, 29 years (Paul is also knowledgeable and experienced in knife grinding and custom mouldings); Owen Morris, 15 years with Sweeney (he also does CAD drawings and grinds templates for custom moulding profiles); Ronnie Armstrong, 19 years with Sweeney Hardwoods and 50 years in the industry (Ronnie also does the purchasing of sheet stock for Sweeney); Taylor Moore, 5 years; Cameron Sawyer, 4 years; and Mark

"Our biggest asset is our employees and their knowledge. Our second biggest asset is our customer service. We pride ourselves on being reliable and consistent in our products and services."

*—Kim Lively,
Vice President and General Manager,
Sweeney Hardwoods*

Gilbert, 3 years with Sweeney Hardwoods and 43 years in the industry.

Heinemann and Moore are assigned to outside sales for Sweeney with their territories spanning from West Texas (Amarillo to Midland/Odessa), Central Texas, South to Waco and East Texas into Louisiana. They also service parts of Southern Oklahoma.

Ninety-five percent of the company's customers are cabinet manufacturers. Lively noted, "For the cabinet shops, we surface and straight-line rip lumber. These customers also purchase plywood and stock mouldings from us—whatever they need. If we don't stock it or can't manufacture it, we will do our best to locate

Please turn to page 51



Sweeney's production mill is supported by 2-Mereen Johnson gang rip saws, a Diehl straight line rip saw and a Baker ABX resaw. Not shown are 2-Newman 282 planers, a Weinig Unimat 217 moulder, a Weinig Unimat 23 moulder, and a Weinig U30EL 12-inch moulder.

LSLA Summer Golf Outing Resumes

Photos by Paul Miller Jr.

Minocqua, WI—Members and guests of the Lake States Lumber Association (LSLA) recently gathered here to renew its annual summer golf outing. This year, games were played here at the Timber Ridge Golf Club.

Winning teams:

A-Flight

Rob Kittle (Cleereman Industries, Newald, WI)
Colten Heagle (Choice Insurance, Minneapolis, MN)
Rick Wilson and Dale Harris (Pukall Lumber, Arbor Vitae, WI)

B-Flight

Pete Hilgers, Tim Nicklaus, Charlie MacIntosh, Brian MacDonald (Kretz Lumber Co., Antigo, WI)

Baillie Lumber Cash Shoot-out:

Jim Fansler (American Wood Fibers, Schofield, WI)

Incorporated in 1983 to provide representation to a broad cross-section of individuals and business organizations involved in the timber industry, the Lake States Lumber Association's membership of over 140 members represents 18 states and one Canadian Province. The Association's primary objective is to provide leadership and education to assure the sustainability of forest resources. This objective is achieved by a network of committees and volunteers.

In a joint effort with other organizations, including the Great Lakes Timber Producers Association, Hardwood Federation, and the National Hardwood Lumber Association, Lake States Lumber Association actively lobbies state and federal legislatures on pertinent issues affecting our industry. ■

Learn more at www.lsla.com.



(Front row, from left): LSLA recreation committee – Cal Diercks, Kretz Lumber Co. Inc., Antigo, WI; Peter McCarty, TS Manufacturing Co., Dover-Foxcroft, ME; Jason Brettingen, Kretz Lumber Co. Inc.; Cory Corullo, Action Floor Systems LLC, Mercer, WI; and (back row, from left): Luc Connor, WD Flooring Inc., Laona, WI; Sam Brettingen, Mutual of Omaha Investor Services Inc., Waukesha WI; Vince Catarella, Baillie Lumber Co., Hamburg, NY; Phil Kersten, Kersten Lumber Co. Inc., Birnamwood, WI; Elijah McCarty, Nyle Systems LLC, Brewer, ME; and Ross Corullo, Action Floor Systems LLC



Nicholas Roeser and Cody Landt, Hartzell Hardwoods Inc., Piqua, OH; Patrick McBride, MacDonald & Owen Lumber Co., West Salem, WI; and Anthony Raspa, Quality Hardwoods Ltd., Powassan, ON



Rob Kittle, Cleereman Industries Inc., Newald, WI; Dale Harris Jr., Pukall Lumber Co., Minneapolis, MN; Colten Heagle, Choice Insurance, Minneapolis, MN; and Rick Wilson, Pukall Lumber Co., Arbor Vitae, WI



Chris Walters, Walters Brothers Lumber Mfg. Inc., Radisson, WI; Leo Meeks Jr., Aacer Flooring, Peshtigo, WI; Kyle Jeske, Richardson Hardwoods LLC, Sheboygan Falls, WI; and Rob Paradise, Devereaux Sawmill Inc., Pewamo, MI



(Front row, from left): Vince Catarella, Baillie Lumber Co., Hamburg, NY; Phil Kersten, Kersten Lumber Co. Inc., Birnamwood, WI; Peter McCarty, TS Manufacturing Co., Dover-Foxcroft, ME; Jason Brettingen, Kretz Lumber Co. Inc., Antigo, WI; and Cory Corullo, Action Floor Systems LLC, Mercer, WI; and (back row, from left): Luc Connor, WD Flooring Inc., Laona, WI; Cal Diercks, Kretz Lumber Co. Inc.; Marty Fox, Max Hill Lumber Co. Inc., Corona, CA; Sam Brettingen, Mutual of Omaha Investor Services, Waukesha, WI; Jimmy Jordan, Retired, Northwoods Lumber Co., Minocqua, WI; Ross Corullo, Action Floor Systems LLC; and Andy Dufek, Dufek Wood Products, Denmark, WI



Elijah McCarty, Nyle Systems LLC, Brewer, ME; Tom Colla, Tigerton Lumber Co., Tigerton, WI; Jerry Ort, Aacer Flooring, Peshtigo, WI; Phil Labeau, Tigerton Lumber Co.; Kennedy Carithers, Kendrick Forest Products Inc., Edgewood, IA; Mike Schulke, Tigerton Lumber Co.; and Mary Kluesner, Kendrick Forest Products Inc.

Additional photos on next page



Larry Krueger, Krueger Lumber Co. Inc., Valders, WI; Steve Peters, Rockland Flooring, Rockland, WI; Nick Bunkelman, Menzner Hardwoods Co., Marathon, WI; and Dave Schroeder, GMC Hardwoods Inc., Jefferson, WI



Jeff Dougherty, Ally Global Logistics LLC, Jacksonville, FL; Ryan Peterson, Northern Hardwoods, Atlantic Mine, MI; David Whitens, Whitens Kiln & Lumber Co. Inc., Hermansville, MI; and Mac Ruby, Northern Hardwoods



Dan Hanson, Midwest Hardwood Corp., Maple Grove, MN; TJ Miller and Paul Bova, Timber Creek Resource, Milwaukee, WI; and Caleb Peterson, Mutual of Omaha Financial Services, Bloomington, MN



Paul Miller Jr., National Hardwood Magazine, Memphis, TN; Brady Francois, Snowbelt Hardwoods Inc., Hurley, WI; and Jon Siebrase, Granite Valley Forest Products Inc., New London, WI



Nate Osfar, Granite Valley Forest Products Inc., New London, WI; Duane and Wendy Taylor, Bennett Hardwoods Inc., Prairie du Chien, WI; and Pam and Gary Lugwig, L & N Hardwoods Inc., Shawano, WI



Andy Nuffer, DMSi Software/TallyExpress/eLIMBS, High Point, NC; Dana Spessert, National Hardwood Lumber Assoc., Memphis, TN; and Tyler Francois, Snowbelt Hardwoods Inc., Hurley, WI



Nickey Loehr and Jake Devine, LSLA, Crystal Falls, MI



Henry German, DMSi Software/TallyExpress/eLIMBS, Omaha, NE; and Paul Miller Jr., National Hardwood Magazine, Memphis, TN



Kevin Kenney, Innovations Custom Doors Inc., Eagle, WI; Troy Brown, Kretz Lumber Co. Inc., Antigo, WI; Matt Tietz, McDonough Manufacturing Co., Eau Claire, WI; Peter Connor, Nicolet Hardwoods Corporation, Laona, WI; and Matt Frazier, McDonough Manufacturing Co.



Todd Breitenfeldt, Kretz Lumber Co. Inc., Antigo, WI; and Jeremy Mortl, Messersmith Manufacturing Inc., Bark River, MI



Geoff Gannon, TS Manufacturing Co., Plymouth, NH; Kirby Kendrick, Kendrick Forest Products Inc., Edgewood, IA; and Rich Blazek, Ottawa Forest Products Inc., Ironwood, MI



Jack Albert, Tom Nelson and Jim Swan, Timber Creek Resource LLC, Milwaukee, WI; and Stephen Zambo, Ally Global Logistics LLC, Weymouth, MA

AHMI Conference Addresses Workforce Training

Photos by Paul Miller Jr.

Story by Tom Inman

White Sulphur Springs, WV—The 2021 Appalachian Hardwood Manufacturers Inc. (AHMI) Summer Conference was deemed a great success with a crowd reminiscent of 10 years ago, timely business sessions and an upbeat attitude from everyone.

The Conference was held at The Greenbrier and expanded to two full days with business presentations on key Appalachian sawmill, yard and secondary manufacturing issues. The mood was positive as sawmills, secondary manufacturers and suppliers report sales increases for 2021.

The opening remarks were provided by Dr. John Rainone of Dabney S. Lancaster Community College (DSLCC) who is partnering with two other colleges and AHMI to develop the Appalachian Hardwood Training Institute. The group has applied for a grant from the Appalachian Regional Commission to train current workers and prospective employees on Hardwood sawmill and distribution yard jobs.

The lack of workers continues to limit production capacity for most mills. Potential workers are not aware of

the industry or have little training. Rainone said the grant will fund curriculum development, course promotion and tuition assistance at DSLCC, Glenville State College in West Virginia and Big Sandy Community College in Kentucky.

Companies could send workers to one of the colleges or set up online training for more than a dozen areas which could include:

- Log/Lumber Grading and Scaling
- Hardwood Sawing
- Lumber Drying and Resaw Operation
- Lumber Drying Techniques
- Lumber Stresses, Figures, and Grading
- Log Yard Equipment Operation
- OSHA Safety and Environmental Monitoring
- Machinist, Welding, Electronics
- CDL – Class A and B
- Chainsaw Operation and Maintenance

It is expected that at least 75 companies will participate in the training and 80 percent of businesses will see

Please turn to page 34



Dana Spessert, National Hardwood Lumber Assoc., Memphis, TN; Tom Inman, AHMI, High Point, NC; Eric Carlson, WV Forestry Assoc., Charleston, WV; and Peter McCarty, TS Manufacturing, Dover-Foxcroft, ME



Karl Schmertzler, Yoder Lumber Co. Inc., Millersburg, OH; Mike Turman, Turman Lumber Co., Hillsville, VA; and Trent Yoder, Yoder Lumber Co. Inc.



Karen and Joe Pryor, Oaks Unlimited Inc., Waynesville, NC; and Pandora Barr and Dean Alanko, Allegheny Wood Products Inc., Petersburg, WV



Galen Weaber, Mason Weaber, Matt Weaber, Dilana Weaber, and David and Susan Snizik, Weaber Inc., Lebanon, PA



Wilma and Bruce Horner, Abenaki Timber Corp., Kingston, NH; and Karen Pryor, Oaks Unlimited Inc., Waynesville, NC



Neil and Beth Poland, Mullican Flooring, Johnson City, TN; and Nick Koen and John Faircloth, UBS Wealth Management, Tampa, FL



Reiling Hillenmeyer, Geoff Hillenmeyer and Bill Joyce, Middle Tennessee Lumber Co., Burns, TN; and Lowery Anderson, Roy Anderson Lumber Co. Inc., Tompkinsville, KY



Jim Burris, Corley Manufacturing Co., Chattanooga, TN; and Jerri and John Patterson, Middle Tennessee Lumber Co., Burns, TN

an increase in productivity from workers, Rainone said. It is forecast that 90 percent of trainees will retain their jobs and an estimated 80 percent of trainees will improve skills.

The application has passed two levels of approval and is awaiting final action. Development would begin in the fall of 2021 and the first courses would be taught in the fall of 2022.

The plan is to expand the offerings to community colleges in all 12 Appalachian states. It is supported by

Community Colleges of Appalachia and the American Association of Community Colleges.

COVID Hurts Logging Capacity In AHMI States

The executive director of the West Virginia Loggers Council says the COVID-19 pandemic has reduced logging capacity in the state and across the region.

Eric Carlson, who also is executive director of the West Virginia Forestry Association, discussed the impact at the 2021 AHMI Summer Conference. While the

Please turn to page 36



Scott and Robyn Cummings, Cummings Lumber Co. Inc., Troy, PA; and John Crites II, Allegheny Wood Products Inc., Petersburg, WV



John Bowman, AHMI, High Point, NC; Tim Parton, Gilkey Lumber Co. Inc., Rutherfordton, NC; and Andy Nuffer, DMSi Software/TallyExpress/eLIMBS, High Point, NC



Dan Mathews, SII Dry Kilns, Lexington, NC; Mitch Carr, Shenandoah Forest LLC, Staunton, VA; and John Foley, BPM Lumber LLC, Lexington, KY



Jay Reese, Penn-Sylvan International Inc., Spartansburg, PA; and Jia and Paul Zheng, ATI International LLC, Roanoke, VA



Michele and Kennon Morris, Northern Neck Lumber Co. Inc., Warsaw, VA; and Jamie Coleman, Robert S. Coleman Lumber Co. Inc., Culpeper, VA



Brandon Turman, Turman Lumber Co., Hillsville, VA; and Ricky Edwards and Phil Cornett, WV Great Barrel Co., Caldwell, WV



Jerri and John Patterson, Middle Tennessee Lumber Co., Burns, TN; and Wendell and Judy Cramer, W.M. Cramer Lumber Co., Hickory, NC



Dana Lee Cole, Hardwood Federation, Washington, DC; and Mark Vollinger, W.M. Cramer Lumber Co., Hickory, NC



Tom Sheets, Blue Ridge Lumber Co. LLC, Fishersville, VA; Jay Reese, Penn-Sylvan International Inc., Spartansburg, PA; and Tom Inman, AHMI, High Point, NC



Roy Zangari, Meadow River Hardwood Lumber Co. LLC, Rainelle, WV; and Kim Vollinger and Wendell Cramer, W. M. Cramer Lumber Co., Hickory, NC



Henry German, DMSi Software/TallyExpress/eLimbs, Omaha, NE; and Jacquie Hess, DMSi Software/TallyExpress/eLIMBS, Belpre, OH



Jeremy Pitts, Nyle Systems LLC, Brewer, ME; and Paul Miller Jr., National Hardwood Magazine, Memphis, TN



number of cases in the logging community are unknown, the reduction in sawmill demand and the lack of workers impacted loggers and logging companies in the past 18 months.

Carlson cited a 2020 study by the Northeast Center for Occupational Health and Safety that found that many loggers had participated in training or read materials about COVID-19. More than 60 percent said they would seek medical attention if they had symptoms.

The keys issues for West Virginia are:

- Workforce availability both skilled and unskilled
- Supply Chain Issues – Equipment, Trucks & Parts
- Workers Compensation – Barrier for Expansion
- Limited Options for Insurance
- Prices and Demand – Harvesting Shifts

Carlson said the number of loggers in West Virginia is down 12 percent since 2019. A high percentage of those companies fell trees by hand and health insurance options are low.

The future for logging does have positives:

- 1) Logger and Log Trucking Relief Program (\$2,000-\$125,000 available)
- 2) Increased Road Weight Limits using “pup” trailer on State Highways
- 3) Logging and Sediment Control Act – 94 percent compliance
- 4) Innovation in harvesting methods

AHMI members and guests toured the West Virginia Great Barrel Co. cooperage plant near White Sulphur Springs, WV. The company was formed in 2017 to create good jobs in The Greenbrier Valley and manufacture top quality bourbon and whiskey barrels in one of the most advanced cooperage facilities, said President Phil Cornett. Its focus has been on minimizing variation in the barrel-making process using tight-grained Appalachian White Oak.

The company works closely with loggers, Cornett said,



Philip Coyner, DMSi Software/TallyExpress/eLIMBS, Omaha, NE; Bo Hammond, Collins Hardwood, Mount Sidney, VA; Wendell Cramer, W.M. Cramer Lumber Co., Hickory, NC; and Tony Honeycutt, Mullican Flooring, Johnson City, TN



Buddy Downey, Stella-Jones Corp., Pittsburgh, PA; and Donna and Jim Burris, Corley Manufacturing Co., Chattanooga, TN



Andy Nuffer, DMSi Software/TallyExpress/eLimbs, High Point, NC; and Jason Grey and Justin Tanner, Tanner Lumber Co., Elkins, WV

to selectively and sustainably harvest trees and quarter-sawn into staves. The wood is air dried at its stave mill in Monroe County, WV. It is delivered to the cooperage plant and conditioned in pre-dryers manufactured by SII Dry Kilns.

The plant is among the most technologically advanced in the world using robots and automation for many processes. Cornett said they are approaching 70 percent capacity and hope to achieve full capacity in coming months.

There were three update sessions for attendees:

Structural Grades for Hardwoods

Virginia Tech research Sailesh Adhikari provided an update on the Poplar Cross-Laminated Timber project and structural grades for Hardwoods. The project will build panels for testing and the results submitted to the APA for inclusion in U.S. building codes.

Six AHMI member companies donated Poplar that was ripped and surfaced to nominal dimensions for SmartLam to process and test. Adhikari presented results of testing that shows NHLA graded No. 2 Common and No. 3 Common Poplar achieved a higher structural grade than expected. The research is very positive for sawmills to produce structural materials.

Log Grading Guidelines

Curt Hassler of the West Virginia University Appalachian Hardwood Center presented details on the Log Grading and Scaling Guidelines that were developed by AHMI and the AHC. The booklet is the first update since the 1960s to general information on log grades and the changes caused by defects.

The Guidelines and presentation are available to AHMI members. There are also plans for other training workshops in coming months.

AHMI 401k MEP Program

The AHMI Plan has more than 20 companies enrolled and has grown to more than \$33 million in investments. UBS Financial representatives shared information during the Conference with every attendee about their current plan and how it compares to the AHMI program. To date, every company enrolled has saved money on the administration and audit costs and lowered the fees on investments. ■

Learn more at
www.appalachianhardwood.org.



Jay Reese, AHMI president, presented a 25-year membership award to John Foley, of BPM Lumber LLC, London, KY.



Amy Snell, Wood Component Manufacturers Assoc., Lindstrom, MN; and Lindsey DiGangi, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, PA



Max Kutz, John Pysh and John Tonicich, PA Hardwoods LLC, Pleasantville, PA



Joe Pryor (left), of Oaks Unlimited Inc., Waynesville, NC, received his 25-year AHMI membership award from Jay Reese, president of AHMI.

WHA Brings Members Together For Live Event

By Zach Miller

Eugene, OR—Approximately 50 members and guests of the Western Hardwood Association (WHA) met here recently at the Hilton Garden Inn. Attendees enjoyed networking events, in-person facility tours of Northwest Hardwoods and Murphy Lumber, as well as informative guest speakers.

Among the scheduled speakers were: Dana Lee Cole, Hardwood Federation; Michael Snow, American Hardwood Export Council; Stephen Zambo, Ally Global Logistics; Dana Spessert, National Hardwood Lumber Association; Jim Price, Emerson Hardwood; Kent Wheeler with Cintrafor, among others.

These were among the many topics addressed:

Cole addressed recent legislative bills that will impact the Hardwood industry, one of which is container ships in the export market. Cole outlined bills working their way through the legislature.

Emerson spoke about labor and about how, more or

less, the next generation of employees has different job expectations, thus bringing different challenges to the labor front.

Wheiler, who specializes in international markets, also addressed domestic markets at the WHA meeting. In regard to international activity, Wheeler said appearance grade lumber took the biggest hit as the industry watched 20 years of market development with China basically disappear during the trade wars. Then in 2020 with the onset of COVID, production dropped 25 percent. He said, however, demand is strong yet supplies are constrained. He stressed that a need and a market exist for both appearance and utility grades.

NHLA's Dana Spessert spoke about the grading rules and proposals for changes to those rules.

The WHA is headquartered in Camas, WA. ■

Learn more at www.westernhardwood.com.



Dave Sweitzer and Kristine Durr, Western Hardwood Association (WHA), Camas, WA



Jamie Price, Emerson Hardwood Group, Portland, OR; Dave Galt, USI Northwest, Portland, OR; Scott Leavengood, Oregon State University, Corvallis, OR; and Megan Martin, USI Insurance Services, Portland, OR



Dana Lee Cole, Hardwood Federation, Washington, DC; Dana Spessert, National Hardwood Lumber Assoc., Memphis, TN; and Michael and Mirabel Snow, AHEC, Sterling, VA



Jeff Wirkkala, Hardwood Industries Inc., Sherwood, OR; and Dana Lee Cole, Hardwood Federation, Washington, DC



Lee Jimerson, Collins, Wilsonville, OR; and Jeremy Pitts, Nyle Systems LLC, Lenoir, NC



Tetiana Larson, Pennsylvania Lumbermens Mutual Insurance, Philadelphia, PA; and Kristine Durr, WHA, Camas, WA



Jerad Jacobson, Northwest Hardwoods Inc., Centralia, WA; Roby Lane, Northwest Hardwoods Inc., Garibaldi, OR; Tim Livermore, Northwest Hardwoods Inc., Tacoma, WA; and Jeff Maguire, Maguire Machinery Group LLC, Aurora, OR



Sean Eliot, Vecoplan LLC, Eastvale, CA; Noelia Ragland, U-C Coatings LLC, Seattle, WA; Jason Cutsforth, U-C Coatings LLC, Sherwood, OR; Josh Anstey, Cascade Hardwood LLC, Grand Rapids, MI; and Marlin Langworthy, Cascade Hardwood LLC, Chehalis, WA



Noelia Ragland, U-C Coatings LLC, Seattle, WA; and Rick Smrcaka, Midwest Hardwood Corp., Maple Grove, MN



Kurt Landwehr, Hardwood Industries Inc., Sherwood, OR; and Nils Dickmann, Abenaki Timber Corp., Seattle, WA



Lee Jimerson, Collins, Wilsonville, OR; Zack Halsey, Patrick Lumber Co., Portland, OR; and Dennis Sanders, Patrick Lumber Co., Philomath, OR



Jason Cutsforth, U-C Coatings LLC, Sherwood, OR; Scott Leavengood, Oregon State University, Corvallis, OR; and Mike Lipke, Trillium Pacific Millwork Inc., Hubbard, OR



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Matson Lumber Welcomes Penn-York Lumbermen's Club

Photos by Paul Miller Jr.

Brookville, PA—Matson Lumber Co., located here, served as the host of a recent Penn-York Lumbermen's Club meeting at the Brookville Pinecrest Country Club. The meeting was attended by members and their guests. Approximately 40 in attendance played golf. All were treated to dinner and a presentation by guest

speaker Peter Freidman, executive director of the Agriculture Transportation Coalition.

Matson Lumber is a multi-generation family-owned and operated company whose focus is the manufacture of 11 different species of kiln-dried, North American Hardwood lumber and logs, according to the company website. ■

Learn more at www.matsonlumber.com.

Penn-York Lumbermen's Club has wrapped up its 2021 meetings. Events for 2022 will be posted on the club's website at www.pennycork.org.



Brett Cant, MacDonald & Owen Lumber Co., Brookville, PA; Rob Matson, Matson Lumber Co., Brookville, PA; and Dave Whitten, Bingaman & Son Lumber Inc., Kreamer, PA



Tom Edwards and Joe Lewis, Lewis Lumber and Milling Inc., Dickson, TN; and John Detweiler, Chris Morrison and Marvin Kauffman, Trumbull County Hardwoods LTD., Middlefield, OH



Jeff Stenta, EHD Insurance, Lancaster, PA; and Derek Wheeland and Ray Wheeland, Wheeland Lumber Co. Inc., Liberty, PA



Brad Schroeder, Northwest Hardwoods Inc., Beachwood, OH; Russell Shamblen, Premium Hardwood Products Inc., Syracuse, NY; Chris Castano, Maine Woods Co., Portage Lake, ME; and Norm Steffy, Cummings Lumber Co. Inc., Troy, PA



Eric Smail, Dave Fisher and Doug McCloskey, Guth Forest Products Inc., Fryburg, PA; Fred Piercy, Taylor Northeast, Baltimore, MD; and Devon Hample, H & K Equipment Inc., Pittsburgh, PA



Paul Miller Jr., National Hardwood Magazine, Memphis, TN; Russell Shamblen, Premier Hardwood Products Inc., Syracuse, NY; Dave Lupsha, Associated Hardwoods Inc., Granite Falls, NC; and Mark Metzger, U-C Coatings LLC, Buffalo, NY



(Front, from left) Terry Stockdale, Gutches Lumber Co. Inc., Brookville, PA; Dennis Hickman and Greg Ochs, Hickman Lumber Co. Inc., Emlenton, PA; and (back) Jack Monnoyer, Deer Park Lumber Inc., Tunkhannock, PA



Ray Wheeland, Wheeland Lumber Co. Inc., Liberty, PA; and Paul Miller Jr., National Hardwood Magazine, Memphis, TN



Derek Wheeland, Bill Baker and Sean Kaczynski, Wheeland Lumber Co. Inc., Liberty, PA



Tim Brownlee, Brownlee Lumber Co., Brookville, PA; Burt Craig, Matson Lumber Co., Brookville, PA; David Platt, Nittany Mountain Hardwoods Inc., New Columbia, PA; and Aaron Beiler, Beiler Sawmill, Quarryville, PA



Wayne Wilson, Matson Lumber Co., Brookville, PA; Steve Jones, Ron Jones Hardwood Sales Inc., Union City, PA; and Doug Zimmerman, Matson Lumber Co.

Additional photos on page 52

SFPA And Georgia World Congress Center Team Up For Expo

Photos by Terry Miller

Atlanta, GA—Since 1950, the Southern Forest Products Association (SFPA) has sponsored the Forest Products Machinery & Equipment Exposition – the premiere venue for equipment manufacturers to display their products and services to the wood processing industry. Every two years, an international audience gathers to experience the latest technological advances serving the forest products industries. The 2021 SFPA Expo was held here recently at the Georgia World Congress Center. Approximately 128 exhibiting companies were in attendance.

Additionally, a Timber Processing Conference was held. Discussed was productivity and efficiency. The SFPA sponsored the presentation, which featured 12 topical presentations for the lumber industry.

SFPA's mission is to advance the Southern pine lumber industry, promote the use of member products in domestic and international markets, and facilitate the exchange of information and ideas. The organization is headquartered in Metairie, LA and was founded in 1915. ■

Learn more at www.sfpaexpo.com.



Travis Shepherd, Matt Tietz and Mike McAvoy, McDonough Manufacturing Company, Eau Claire, WI; Rich Mills, Hood Industries Inc., Hattiesburg, MS; Matt Frazier, McDonough Manufacturing Company; and Scott Hamilton, Hood Industries Inc.



Eric Michaud, Carbotech International Inc., Sarasota, FL; Jon Comber, Carbotech International Inc., Dover-Foxcroft, ME; Eric Faucher, Carbotech International Inc., Plessisville, QC; and Korey Harris, Sierra Pacific Industries, Shelton, WA



Jim Burris, Corley Mfg. Co., Chattanooga, TN; Jess Parton, Ben Parton and Dean McCurry, Gilkey Lumber Co. Inc., Rutherfordton, NC; and Chuck Boaz, Corley Mfg. Co.



Lee Hubbard, Bennett Lumber Company LLC, Piedmont, AL; Frances Cooper and Robert Cooper, Cooper Machine Company Inc., Wadley, GA; and James Bennett and Pat Biddy, Bennett Lumber Company LLC



Marcus Trisdale, Bob Bell, Kenzie Hand, John Rhea and Chris Courmyer, Lucidyne, A Division of Microtec, Corvallis, OR



Geoff Gannon, TS Manufacturing Co., Plymouth, NH; Joe Korac, Automation & Electronics USA, Arden, NC; Peter McCarty, TS Manufacturing Co., Dover-Foxcroft, ME; John Rees, Ram Forest Products Inc., Shinglehouse, PA; and Riley Smith, TS Manufacturing Co., Lindsay, ON



Barry Black, Taylor Machine Works Inc., Louisville, MS; Chris deMilliano, Steely Lumber Co. Inc., Huntsville, TX; Wade Amick, Big Red Inc., Chapin, SC; Patrick Ricks, Mission Forest Products, Corinth, MS; and Robert Taylor and Tim Gerbus, Taylor Machine Works Inc.



Lee Stiles and Casey Miller, A.W. Stiles Contractors Inc., McMinnville, TN; Kellie Reed, Associated Steel Corporation, Cleveland, OH; and Chris Taylor and Jessie Moore, Charles Ingram Lumber Co. Inc., Effingham, SC

Additional photos on page 53

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Marketing Dollars For U.S. Hardwood Exporters Available Through The USDA Foreign Agricultural Service

Photos provided by Tennessee Dept. of Agriculture, Division of Forestry



By Danielle Viguerie Coco
Marketing & Communications Director
Southern United States
Trade Association (SUSTA)
701 Poydras Street, Suite 3845
New Orleans, LA 70139-7774 USA
T: 504-568-5986 F: 504-568-6010
danielle@susta.org
www.susta.org

What if someone said they would split the cost of your booth at VietnamWood? In addition to that, they would also split travel (flight, lodging and a per diem for meals and incidentals) for two employees or company representatives to Ho Chi Minh City, a translator for your booth, your brochures and even the items you plan to give away at the show, like koozies with your company name?

This scenario is a reality for U.S. sawmills and wood producers who want to promote their brands internationally. Through the USDA Foreign Agricultural Service's Market Access Program, companies can apply for 50%

reimbursement of international promotions to increase exports of U.S. wood products.

The list of eligible promotions goes beyond assistance for exhibiting at international trade shows and related travel. If you want to translate pages on your website or create a foreign URL, you can apply for 50% reimbursement of the translation as well as the tech development costs. If you want to advertise in a foreign industry publication, the costs of creating and publishing the ads are 50% reimbursable. This includes social media advertisements targeting a foreign country. Does that mean you need to become an expert in Facebook Vietnam? No. You can hire a firm in country to create and deploy a marketing campaign there, and apply for 50% reimbursement. Participating in a trade mission organized by the USDA or one of their cooperators, like the American Hardwood Export Council (AHEC), is also eligible; you can apply for 50% reimbursement of the fee to participate, travel expenses for two, brochures, point of sale material and more.

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expensive, but it is a necessary ingredient for success. International marketing and promotions are exponentially more expensive given the travel, translation, shipping and time required. Through our programs, the Foreign Agricultural Service ensures that smaller producers can compete internationally,” said Bernadette Wiltz-Lang, Executive Director, SUSTA.

The requirements are that the applicant company must be small by Small Business Administration (SBA) size standards, which for a sawmill means fewer than 500 employees, and the products must be grown/forested in

the U.S. The international promotions must promote a brand, which can be the name of the company or mill, and there must be a U.S. origin statement on all promotions clearly indicating that the product is American (or the name of the state).

Where do you apply? That depends on where your company is headquartered. Four state regional trade associations administer the Market Access Program, dividing the U.S. into quadrants. Each association, the name of their reimbursement program and the states they cover are listed below.

State Regional Trade Association	Program Name	States Covered
Food Export Midwest www.foodexport.org	Branded	IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, OK, SD, WI
Food Export Northeast www.foodexport.org	Branded	CT, DE, ME, MA, NH, NJ, NY, PA, RI, VT
Southern U.S. Trade Association www.susta.org	50% CostShare	AL, AR, FL, GA, KY, LA, MD, MS, NC, PR, SC, TN TX, VA, WV
Western U.S. Agricultural Trade Association www.wusata.org	FundMatch	AK, AZ, CA, CO, HI, ID, MT, NV, NM, OR, UT, WA, WY

Please turn to page 56

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4
LOG YARDS

2
SAWMILLS



Nine Students Graduate From The 195th Class Of The NHLA Inspector Training School

Memphis, TN—The National Hardwood Lumber Association (NHLA), headquartered here, celebrated the graduation of the 195th class of the Inspector Training School (ITS) recently. Five students completed the traditional 8-week program, while four students completed the online training program.

Dana Spessert, NHLA Chief Inspector and ITS Dean of Education, welcomed and thanked the families, friends, and employers who supported the students during their time away from home.

Instructor Roman Matyushchenko addressed the graduates, telling them, “You did a great job. In the future, try to improve your skills every day, every hour, and every minute. Give more than you are expected to give and be more than you are expected to be.”

Bruce Horner with Abenaki Timber Corporation, a graduate from ITS Class #108 in August of 1992, gave the keynote address. He congratulated the graduates and told them, “Your company sent you to the Inspector Training School because they know this is where the industry leaders start, and they saw something in you

that told them you could be a great leader because you showed a solid work ethic and initiative.”

Austin Davidson with York Legacy Mill was elected class president. He spoke to his fellow students during the ceremony saying, “The knowledge we have gained here will lead us into a bright and successful future, not just as lumber graders, but as part of a family in the everlasting industry of Hardwood lumber. Let us leave here today with our heads held high and strive for nothing but the best!”

Graduates of the 195th class were:

- Derek Arthur, Graf Brothers Flooring & Lumber
- Joseph Coburn, Missouri Walnut
- Austin Davidson, York Legacy Mill Inc.
- Jonathan Flores, Associated Hardwoods
- Stephen Graham, Hammes Brothers Sawmill
- Allen Hargrove, Winston Hardwood Lumber
- Nathan Hayes, Hartzell Hardwoods Inc.
- Jason Hutson, Hermitage Hardwood Lumber Sales Inc.
- Terry Tussey, Salem Hardwood Lumber Company



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Roman Matyushchenko presented the individual achievement awards.

Outstanding individual awards recipients were as follows:

- Austin Davidson, ITS Educational Foundation Award for Highest Overall Average
- Terry Tussey, Howard Hanlon Award for Second Highest Overall Average
- Terry Tussey, Westside Hardwood Club Award for Highest Board Run Average
- Jonathan Flores, Milt Cole and NHLA Award for Best Attitude/Citizenship

The NHLA Inspector Training School has a proud and rich 70-year history, graduating more than 7,500 students since its conception. The program teaches the rules and applications of the NHLA grading system and prepares students for a career in the Hardwood industry. This unique program has earned worldwide respect, consequently attracting students from throughout the United States, Canada, Europe, Africa, South America, and Asia.

The world's largest and oldest Hardwood industry association, NHLA represents companies and



Seated row, from left to right): Terry Tussey, Stephen Graham, Roman Matyushchenko (Instructor), Joseph Coburn; (Standing row, from left to right): Jonathan Flores, Nathan Hayes, Austin Davidson, Derek Arthur, Jason Hutson, Allen Hargrove

individuals that produce, use, and sell North American Hardwood lumber or provide equipment, supplies, or services to the Hardwood industry. It was founded in 1898 to establish a uniform system of grading rules for the measurement and inspection of Hardwood lumber. Since 1979, its headquarters have been in Memphis. ■

To learn more about NHLA, please visit www.nhla.com.

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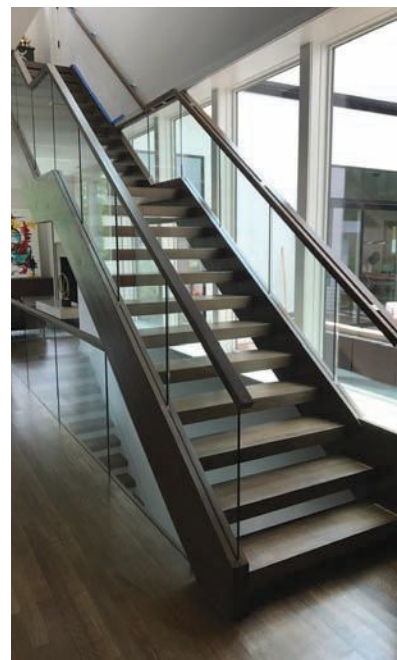
VISION STAIRWAYS AND MILLWORK *Continued from page 25*

handmade utilizing high-quality components that can easily withstand decades of use and weather exposure. Unlike any of the front doors that you will find at a big-box home improvement store, our doors are elegant, high-end products that make a resounding statement."

The custom front doors that the company markets are wood doors. Vision Stairways and Millwork is one of the preeminent manufacturers of Mahogany and Walnut entry doors in the Southeast. "Starting with a Mahogany or Walnut slab, we are capable of creating a front door that is as gorgeous as it is original," he said. "All of our wood doors feature 1-3/4"- or 2.25"-thick construction, 5/8"-thick insulated glass, heavy-duty hardware, and matching frames," Lewis explained.

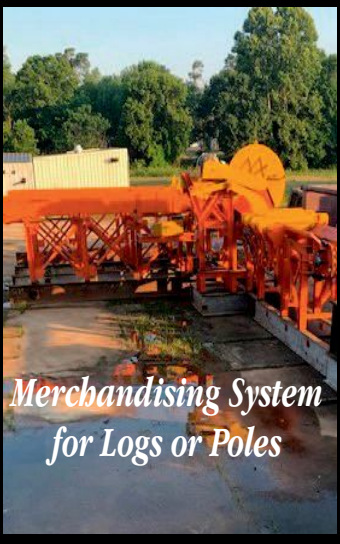
"Every front door from Vision Stairways and Millwork comes backed by a two-year warranty, and we do offer the Tango door stock line. We also offer extensively customizable entry doors." When asked what the future holds for Vision Stairways and Millwork Lewis said, "We're looking at expanding products to other suppliers outside of our current markets. Our plans are to become a supplier to other distributors, manufacturers and/or wholesalers that don't have the ability to manufacture." The company has 48 employees including Lewis; Managing Partner Andy Lund; General Manager Mike Sellers, and Vice President of Operations Tim Wille.

Vision Stairways and Millwork are members of the Atlanta Home Builders Association and the Stairbuilders and Manufacturers Association. ■



Vision Stairways and Millwork produced this double open stairway with 4-inch White Oak treads, open riser, White Oak closed stringer, with free-standing stair and landing. Included are a glass panel and square White Oak top rail.

For more information visit www.visionstairwaysandmillwork.com.



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Accuracy and precision are most important at Sweeney Hardwoods. After setting up the planer, thickness is double checked before continuing with the order.

and deliver to satisfy our customers' needs."

Sweeney Hardwoods has the flexibility to meet a wide variety of customer orders, such as S4S lumber products to high-end intricate mouldings, thanks to its equipment capabilities. "We have resaw capabilities," said Lively. "We have two planers and two gang rips as well as three moulders. One moulder has the capability to profile up to 12" wide boards."

"Our company has three divisions, being Sweeney Lumber; Resdoor, which is our door company; and Sweeney Hardwoods," Lively commented. "We have the advantage of having three different companies on the property right here, so, if our customers want building materials or doors and jambs, we do yard transfers back and forth. It's one-stop shopping."

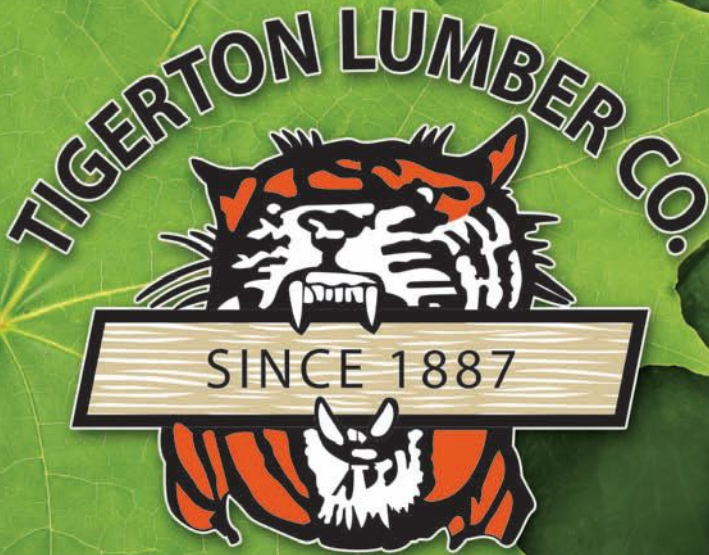
Sweeney Hardwoods owns a fleet of trucks and can provide next-day delivery within a 100-mile radius on in-stock items purchased prior to 3 p.m.

Lively explained the company owns three tractor-trailers, four bobtail trucks and two smaller trucks that do not require the driver to have a CDL license.

Driving all their success, as Lively mentioned, is their employees' knowledge, and also the fact they take ownership literally. "We are an ESOP company," she said. "We are employee-owned so everyone is working for the greater good—it's not just a job here. That makes a difference in our success."

Sweeney Hardwoods is a member of the Hardwood Distributors Association and the National Credit Managers Association. ■

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PENN-YORK PHOTOS *Continued from page 43*



Cathy Silvis, Retired, Rachel Kriner and Rhonda Wilson, Matson Lumber Co., Brookville, PA



Brandon Potts, Chad Kartchner and Ed Armbruster, Northwest Hardwoods Inc., Beachwood, OH; and Colin Hotalen, Rex Lumber Co., Acton, MA



Jordan McIlvain, Alan McIlvain Co., Marcus Hook, PA; Dave Sondag, U-C Coatings LLC, Buffalo, NY; Nick Ince, Walker Lumber Co. Inc., Woodland, PA; and Bob Long, PFFA, Patton, PA



Trevor Vaughan, Steve Jones and Nate Jones, Ron Jones Hardwood Sales Inc., Union City, PA



4/4 - 8/4

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SFPA PHOTOS *Continued from page 45*



Julia Milrod, Rachel Elton, Eric Gee, Alaina Hanson and Linda Patch, Southern Forest Products Association, Metairie, LA



James Morton, Tyler Stiles, Justina Smiley and Steve Johnson, Paw Taw John Services Inc., Rathdrum, ID



Chris Fehr, U-C Coatings LLC, Buffalo, NY; Tommy Battle, Battle Lumber Co. Inc., Wadley, GA; and Steve Anderson, U-C Coatings LLC, Portland, OR



John Hurdle and Jeff Hurdle, Hurdle Machine Works Inc., Moscow, TN

Additional photos on next page

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SFPA PHOTOS *Continued*



Henco Viljoen, Nyle Systems LLC, Brewer, ME; Jason Johnson, Winston Hardwood Inc., Double Springs, AL; and Jeremy Pitts, Nyle Systems LLC, Brewer, ME



Dan Mathews and Ken Matthews, SII Dry Kilns, Lexington, NC; Bob Pope, SII Dry Kilns, Montpelier, VT; and Jim Higgins, Ben Mathews and Brian Turlington, SII Dry Kilns, Lexington, NC



Chris Jacobson and Candy Hower, PLM, Philadelphia, PA; and John Hester, NHLA, Memphis, TN



Blake DeFrance, Michael Reutman, Brad Michael, Joey Nelson and Kelvin McDonald, JoeScan, Vancouver, WA

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David Summerfield, ISK Biocides Inc., Augusta, GA; Terry Miller, National Hardwood Magazine, Memphis, TN; and Bob Bell, Lucidyne, A Division of Microtec, Corvallis, OR



Chad Smith, USNR, Hot Springs, AR; Alan Robbins, USNR, Jacksonville, FL; Sonia Perrine, USNR, Woodland, WA; Tracey Mitchell, USNR, Perry, GA; and Robert Wagner, USNR, Graham, NC



Standing: Patrick Godfrey and Nick Girardi, KDS-Windsor, Hendersonville, NC; and Seated: Michael Chen and Stuart Pinkerton, KDS-Winsor



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- Offer many services like export prep, mixed truckloads, container loading, dipping our lumber in ISK Biocides' chemicals, S2S, SLR1E, and width sorting.
- Process and sell 18 to 20 million board feet a year of the lumber species we deal in.
- We are now able to surface, straight line rip and rip to width for our customers!



U.S. HARDWOOD EXPORTERS

Continued from page 47



Through the USDA Foreign Agricultural Service's Market Access Program, companies can apply for 50% reimbursement of international promotions to increase exports of U.S. wood products.

Companies must apply for funding each year and prior to incurring expenses. Each association already opened the 2022 application process, knowing that companies want to apply now so that they are approved for January 1, 2022. However, it is a rolling application process, so companies can apply now for promotions they are planning before the end of 2021. In the application, you will lay out your international marketing plans, indicating how much you plan to spend by country and for what types of eligible promotions. Each association has staff on hand to further explain the program and how to apply.

It is important to note that the state regional trade as-



The international promotions as mentioned in this article must promote a brand, which can be the name of the company or mill, and there must be a U.S. origin statement on all promotions clearly indicating that the product is American (or the name of the state).

sociations are your go-to *only* for the 50% reimbursement of international promotions. The association that supports the U.S. Hardwood industry is the American Hardwood Export Council (AHEC). AHEC runs a worldwide program to promote the full range of American Hardwoods in over 50 export markets, giving members the competitive edge needed to meet the growing worldwide demand for American Hardwood products.

If you haven't gotten to know them yet, go to www.ahec.org. ■



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NEWS DEVELOPMENTS *Continued from page 15*

BUILDER CONFIDENCE AT 13-MONTH LOW ON HIGHER MATERIAL COSTS, HOME PRICES

Higher construction costs and supply shortages along with rising home prices has pushed builder confidence to its lowest reading since July 2020, according to the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI) released recently. Builder sentiment in the market for newly built single-family homes fell five points to 75 in August, the latest month for which data was available. (NAHB is headquartered in Washington, D.C.)

"Buyer traffic has fallen to its lowest reading since July 2020 as some prospective buyers are experiencing sticker shock due to higher construction costs," said NAHB Chairman Chuck Fowke. "Policymakers need to find long-term solutions to supply-chain issues."

"While the demographics and interest for home buying remain solid, higher costs and material access issues have resulted in lower levels of home building and even put a hold on some new home sales," said NAHB Chief Economist Robert Dietz. "While these supply-side limitations are holding back the market, our expectation is

that production bottlenecks should ease over the coming months and the market should return to more normal conditions."

Derived from a monthly survey that NAHB has been conducting for 35 years, the NAHB/Wells Fargo HMI gauges builder perceptions of current single-family home sales and sales expectations for the next six months as "good," "fair" or "poor." The survey also asks builders to rate traffic of prospective buyers as "high to very high," "average" or "low to very low." Scores for each component are then used to calculate a seasonally adjusted index where any number over 50 indicates that more builders view conditions as good than poor.

The HMI index gauging current sales conditions fell five points to 81 and the component measuring traffic of prospective buyers also posted a five-point decline to 60. The gauge charting sales expectations in the next six months held steady at 81.

For more information, go to www.nahb.org.

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NEWS DEVELOPMENTS *Continued*

NKBA REPORT PROJECTS INDUSTRY-WIDE GROWTH DESPITE ONGOING SUPPLY CHAIN AND LABOR PROBLEMS

The National Kitchen & Bath Association, located in Hackettstown, NJ – a non-profit trade association for the kitchen and bath industry providing tools, research, certification, and events to thousands of professionals – and John Burns Real Estate Consulting (JBREC) recently released its quarterly Kitchen & Bath Market Index (KBMI) for the second quarter of 2021, which is the most current data available. With estimates showing an 11 percent growth in sales for Q2 vs. Q1, the report suggests continued growth in the kitchen and bath market, despite ongoing material shortages and rising labor costs.

“We’re encouraged by the findings from our report on the kitchen and bath industry, which reaffirms the longer outlook of the field as one of growth and strong earnings,” said Bill Darcy, NKBA CEO. “While we are seeing the continued delay of materials and increase in labor costs causing problems and concerns within the sector, it also shows that the sky-rocketing demand for remodeling projects has continued. In fact, the industry is experiencing an increased interest in higher-end products as consumers are spending more time than ever in their homes due

to the ongoing pandemic and are prioritizing comfort and luxury, particularly when it comes to kitchen and bath improvements.”

The COVID-19 pandemic has continued to have significant impact on the supply-chain and material development industries, causing widespread challenges to all sectors of the economy. The kitchen and bath industry is no different as the field has seen “double-digit” price increases across common kitchen and bath products, while labor rates have increased an additional 10 to 19 percent in an effort to retain talent within the industry. All of these factors have put strain on the consumer budget.

Despite these hurdles, there is a clear demand for remodeling services as 60 percent of designers have reported a backlog of at least three-months. Additionally, in Q2 2021, 55 percent of the building and construction industry reported zero projects cancelled, a stark contrast from the previous quarter. Furthermore, despite an increase in material costs, nearly half of retailers (46 percent) have begun to see a shift in typical price points demanded by customers with 89 percent saying their customers are shifting toward the pricier, higher end finishes.

Among the report’s key findings:

- **Labor Challenges Persist:** As the qualified labor pool continues to shrink with early retirement and career changes, building and construction companies scramble



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to incentivize their current workforce. Eighty percent of companies report increasing labor rates to retain employees – with nearly two-thirds reporting rising rates of as much as 19 percent. This continues to increase the overall price of the project and delay the timeframes of planned remodels. However, clients continue to move forward with projects and are willing to pay for products and finishes in demand.

•**COVID-19's Impact Lessens:** While industry experts and professionals keep a watchful eye on the progression of the Delta variant of the coronavirus, members reported a significant drop in the pandemic's impact on business, giving it a score of 4.9 out of 10, where 0 is no impact at all and 10 is a significant impact – down significantly from around 6 the previous three quarters.

•**More Record Indices:** An 82.3 overall KBMI score topped the previous all-time record 79.8 from Q1. Current conditions of 85.7 shattered last quarter's record 78, and is miles ahead of the 59.8 from Q4 2020. Future conditions are flashing warning signals though, as price hikes and lead times are beginning to take a toll. Many members are becoming creative, ordering months in advance to circumvent lead times and lessen the sting of price hikes.

NKBA reports that while there is optimism about the future of the industry, there are still a few challenges the industry continues to face including the potential threat of

the Delta variant of the coronavirus. However, the outlook toward the industry's future is positive as consumers are content to wait out and postpone projects rather than cancelling altogether, signaling continued growth for the sector as the year progresses.

For more information, go to www.nkba.org. ■

LAKE STATES *Continued from page 8*

he remarked. "It's been good, and we haven't had a lot of problems. However, for two or three weeks, we had a devil of a time getting trucks. Right now, domestic transportation is great. But containers are up in the air." Asked why transportation seems to have improved, he said he didn't know.

An Illinois sawmill spokesman said his market is good. "Everything seems to be moving really well except FAS Red Oak," he commented.

However, if you compare his market to a few months earlier, he stated, "I'd say things are tightening up a little bit, and it's a little bit worse."

He sells No. 3 and Better Red and White Oak, Hickory, Walnut, Cherry, Poplar, Ash and Cottonwood. His best sellers, he noted, are Ash, Hickory, Poplar and White Oak.

Please turn to page 62



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HARDWOOD FEDERATION INFO

Continued from page 20

erate within a state's borders. The other is a provision promoting women in the trucking workforce. Language in the bill directs the Federal Motor Carrier Safety Administration (FMCSA) to establish a "Women of Trucking Advisory Board." The board is tasked with identifying barriers to entry for women in the trucking industry, work across organizations and companies to coordinate formal education and training programs, and help identify and establish training and mentorship programs for women in the industry. Although women make up nearly half of our country's workforce, they represent less than 10 percent of truck drivers across the country. At a time when trucking companies are struggling to find and retain workers, removing barriers to entry for women is a common sense, practical approach to try to address the driver shortage. And finally for North Carolina, a prime Hardwood state, there is a provision grandfathering the current state weight limits on state roads that are slated to become federal interstates. Without enactment of the grandfather clause, weight limits would drop down to 80,000 pounds from the current 90,000 pound limit.

Outside the trucking space, there is language designed to help small and medium sized manufacturers

make their operations more efficient. Specifically, \$2.1 billion is authorized to help manufacturers improve energy, water and material efficiency, load management and onsite generation to reduce waste and pollution while increasing profit.

On the defensive front, spending of the magnitude under discussion necessitates finding so-called "pay fors" to offset the cost to the federal treasury. An increase in the corporate tax rate has been on the table for many months. The bidding started at raising the corporate rate to 28 percent from 21, but most believe that the ultimate number will be closer to 25 percent. The Hardwood team has been particularly focused on efforts to roll back the 20 percent deduction that was enacted for S-Corporations and other pass-through entities as part of the Tax Cuts and Jobs Act. Senator Ron Wyden (D-OR), the lead tax writer in the Senate, has authored legislation to eliminate this deduction for business owners making more than \$400,000. Wyden contends that this deduction, known as Section 199A, is used only by multi millionaires and large businesses. As we know, pass-throughs are a common feature in the Hardwood sector and this tax structure is popular across the economy. In fact, pass-throughs comprise 95 percent of all businesses in this country and employ the majority of private-sector workers. What Senator Wyden's legislation does not

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acknowledge is that Section 199A limits the deduction for larger pass-through businesses to those that have significant employment and investment levels. If a large pass-through business does not create jobs and invest in its community, it does not receive the deduction. The Hardwood Federation joined several other trade groups in signing onto a letter earlier this year opposing Senator Wyden's legislation and its inclusion in any reconciliation measure.

We are also keeping close tabs on discussions around eliminating the "stepped up in basis" for calculating capital gains on property or assets that are passed on after death. Currently, the cost basis upon which capital gains are calculated receives a "step-up" to its fair market value, or the price at which the property or assets would be sold or purchased in a fair market. Stepping up the cost basis eliminates the capital gain that occurred between the original purchase of the asset and the heir's acquisition. Eliminating this cost basis adjustment would have a profound effect on both businesses and individuals. Senator Chris VanHollen (D-MD) has introduced legislation titled the Sensible Taxation and Equity Promotion (STEP) Act would eliminate stepped up in basis for all capital gains over \$1 million. This proposal has attracted wide spread opposition from sectors across the economy. Perhaps most vocal is the agricultural community

where many farms are family owned, purchased many years ago and passed on through generations. We are not expecting the stepped up provisions to make it into any final package, but again we are staying close to the situation.

The situation continues to be fluid and, again, resolution not expected until later this year. The above reflects the status of legislative action in late summer...the deadline for submitting this article. The Hardwood Federation team will continue to be your voice in Washington throughout this process and will keep you regularly apprised of developments and progress on our priorities. ■

NAFF BULLETIN *Continued from page 22*

His findings are that "human minds understand wood texture as non-living, but still associate it with representations of living things. School interiors that feature wood and bring nature indoors provoke positive psychological responses similar to how trees elicit biophilic responses. Wood in classrooms has even been shown to reduce stress and heart rates in students; it is calming, but also engaging without being a distraction.

When wood is used in finishes, environments are en-

Please turn to page 67



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Primarily, he sells to distribution yards. He talked with a distribution yard customer recently, and that person said his business had “slowed down a little bit, and it was not as exciting as it had been. But product is still moving steadily. Their biggest problem is trucks, not being able to get them. Also, it is difficult to get containers to move lumber, so they almost cannot sell any export products.”

However, transportation is good for this sawmill representative. “We have our own driver,” he explained. “He hauls our lumber.” ■



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In Pennsylvania, the vice president of one distribution/concentration yard also reported that the market is settling from the chaos of earlier months.

“It’s pretty stable, holding up pretty steady for us on our end,” he said. He added that there is still quite a bit of demand for kiln-dried products, but prices have stopped climbing. “It’s about the same, price-wise.”

This source’s company purchases Red and White Oak, Hard and Soft Maple, Hickory, Walnut, Cherry and Poplar in No. 2 Common and Better, 4/4, 5/4, and 8/4. This yard offers retail and wholesale of kiln-dried rough lumber to customers including the wholesale market, cabinetmakers, and retail.

“They’re staying caught up with their work as well,” he said.

This contact outsources transportation for his business, but he said “from my understanding, there’s definitely a hold-up on the back-end.”

A co-owner of a New York wholesale distribution/concentration yard is also reporting a good market that has experienced some slack on demand.

“I’d say it’s slowed down from a few months ago, the demand,” he said. “It’s manageable. We manage no matter what.”

His company purchases Red and White Oak, Cherry and Hard Maple in 1 Face and Better, No. 1 Common and No. 2 Common, from 4/4 to 8/4. This business sells kiln-dried, rough or S2S product as truckloads or mix truckloads throughout North America to distribution yards and end users.

“They think the market has peaked,” he said. “I think it’ll slow down just a little bit.” This New York company also sells container loads for export throughout the world. The source said that transportation is “not a problem” at the moment.

He concluded by saying, “I think the supply and demand are a little more even than what it was.” ■



SOUTHEAST *Continued from page 10*

sell overseas. He also sells to end users.

"Transportation is a problem," he stated. "Transportation is hard to get. We are good with in-state and local carriers, but out of state, it becomes a problem. Sometimes, when you get a truck lined up with a truck brokerage firm, a driver will change his mind and you don't get the use of that truck."

For a flooring manufacturer in Arkansas, the market for his products – which is national – is "superb," he said.

"It's as good as it's ever been in the history of the Hardwood flooring market." His market is even better than it was six months earlier, he stated.

He handles Red and White Oak, Walnut, Maple and Hickory. "White Oak has consistently been stronger than the other species," he remarked.

He sells his flooring to wholesale distributors. "Their business is robust, also," he stated.

Even with the great market, he faces challenges in his business. The No. 1 problem is finding and keeping employees, he noted. Also, he said, there is a raw material shortage throughout the industry. "Transportation is not overly difficult right now," he commented. "The trucking business has been good enough that people have made profits, so they have added trucks and drivers. It's not horrible." ■

WEST COAST

Continued from page 10

all but we're seeing more availability. The prices are still holding firm, but they're not increasing like they were. They're still at their peaks, and we don't see anything softening yet, which is odd. We didn't think the high prices would hold on this long. There are a few species like Hard and Soft Maple that are really just not out there; there's still a lack of availability. But the mills are catching up to fill orders."

The market is "slightly worse" than it was six months earlier, he stated. "The order files have taken a breath-

er, but that's typical this time of year," he said. "Demand has softened in the last couple of weeks."

He sells Red and White Oak, Hard and Soft Maple, Hickory, Poplar, Walnut "and a few other oddball species," he noted. His best sellers, he said, are Hard and Soft Maple. "The mills are struggling to keep up with supply – in higher demand and shorter supply," he said. However, "If you've got the right match for your customer, it's usually a pretty easy sell."

"We sell to distribution yards, millwork shops and end

Please turn the page



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WEST COAST *Continued*

use manufacturing companies in flooring, cabinetry and moulding,” he remarked. “A lot of our customers are still doing really well right now.

“Transportation is still tough, but in the last month, we’ve found it is getting a little better. My assumption is: there is less freight for truckers to haul. That’s why you have more trucks available. We were having trouble getting trucks for a while. It wasn’t about how much you were willing to pay; the availability just wasn’t there. And now we’re seeing the availability there.”

In California, a lumberman stated, “The market is good, but you have to have lumber to sell. I would say access to lumber is improving in certain species.”

Compared to a few months ago, he said his market is “about the same, which is good.” He sells FAS No. 1 and No. 2 Walnut, Hickory and White Oak, with White Oak and Walnut being his best sellers. He sells his lumber to flooring manufacturers and retail lumber yards. “Their business has been very solid,” he remarked. “They’ve been booking orders on a regular basis.”

Asked if transportation is a problem, he said, “It’s harder getting containers delivered from the mills, but transportation in California is no problem.” ■

ONTARIO *Continued from page 12*

Sawmills have increased Ash production, however, they must prioritize which species will be sawn to prevent stain damage. Some contacts struggle with labor shortages and skilled workers which is impacting output. Domestic and international markets are keeping this species thin on supplies for most grades and thicknesses, with prices remaining high.

Some buyers have been seeking lower cost alternative species and so have increased their purchases of Basswood. Activity for green and kiln-dried stocks was higher due to seasonally lower production and overall supplies. With solid demand and restricted availability, it pushed prices up.

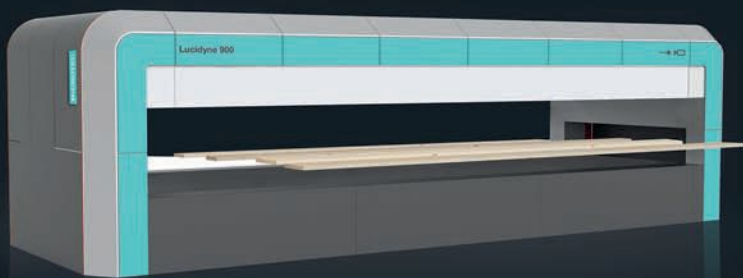
Demand for Birch continues to be strong from regular customers, but there has been an increased demand by non-traditional customers as well, thus resulting in shortages of green and kiln-dried stocks. With production being geared to the higher valued species, this has added supply strains for Birch. Kiln-dried inventories are low for Birch, commented some contacts.

Demand for Aspen has been solid even though production is not particularly high, with supplies below buyers’ needs. Prices are firm, and kiln-dried inventories are low, particularly for the upper grades. ■

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ports to Canada rose 45 percent (11.3 MMBF). Vietnam was up 11 percent and Mexico gained 66 percent. Domestic business, it was noted, had edged lower during the summer, but was moving along at a steady pace. Kiln-dried markets are keeping developing supplies thin, although it was reported prices had slipped in late August. Demand for green No. 3A and Better was steady, and mills and wholesalers were shipping total output.

White Oak production was not high over the summer, and competition for White Oak logs limited the volume received by some area mills. Also, their focus was on high valued whitewoods. Some contacts noted kiln-dried business was slower in late summer than earlier in the year. COVID-19, it was noted, had an impact on shipments and new orders. Residential flooring manufacturers and truck trailer flooring were busy. They are struggling to procure volumes needed to meet current and near term demand for finished goods. This also means that prices are rising.

Demand for Cherry is dependent on the market in question. North American and Mexican sales are improving, although from low levels. China exports are lackluster, though. Some sawmills have reduced their production, yet supplies in some areas are exceeding demand, resulting in lower prices.

Contacts noted that Hickory is performing well on the domestic front, with residential flooring leading the sales of this species. Exports have also improved. Prices for kiln-dried and green Hickory saw an upward rise as a result of demand.

Poplar demand was good on domestic markets, commented contacts, especially to the millwork and moulding producers. Exports, it was noted, were a bit slower, but domestic demand was offsetting this.

Contacts reported Walnut demand is good both on domestic and international markets. Sawmills are receiving multiple offers for green lumber produced. Drying operations are also being kept busy with most items moving quickly. They note that upper

grades are selling better than the lower grades, although most grades and thicknesses are in high demand. ■



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cross referencing with analysis of traded timber to verify it's what it's claimed to be and comes from legal and sustainable sources.

"What we've created is the infrastructure and partnerships necessary to build the only open-source geo-referenced wood and agriculture collection in the world," said Guillery. "This will enable us to overcome barriers to increasing mainstream use of scientific analysis techniques to rein in the lucrative and destructive trade in illegal forest products."

Moreover, the WFID sample collection and data can be used to highlight what is 'good wood as well as bad'. Thus it can be employed by the legitimate timber trade to provide customers cast-iron assurance that its wood is legally and sustainably sourced and its supply chains deforestation-free. Potentially this could bring companies' or national timber industries' reputational and bottomline benefits, as well as providing a further weapon in their battle with illegal traders who undercut legal operators and damage the image of the wood sector generally.

This, in fact, is the goal of the new WFID project with the U.S. Hardwood industry. Working with the state univer-

sity and backed by USFSIP, WFID is initially undertaking sample collection and analysis of U.S. White Oak and Tulipwood in Kentucky. Once this pilot is complete, the objective is to roll out the process across the entire U.S. Hardwood forest to create a national identification and traceability database for the 12 lead American export species.

This work will help combat illegal traders who try and pass off timber from other sources – and other species – as the most popular American varieties. U.S. White Oak is a particularly popular target for this.

At the same time, the U.S. industry will be able to use the species and traceability data in conjunction with existing tools, studies and analysis demonstrating the legality and sustainability of the U.S. Hardwood resource. These include AHEC's open access Interactive Forest Map. Based on constantly updated U.S. Forest Inventory Analysis data, this shows Hardwood forest, growth, timber removal, species distribution and more.

"With the data we already have like the Seneca Creek report and LCA study, the WFID's geo-referenced sampling and wood analysis will give us the tools to link timber production to demonstrably sustainable forest," said AHEC European Director David Venables. "As its approach is science-based, it's also not prone to the error, misuse or fraud to which some verification systems are vulnerable."

The organization's Executive Director Michael Snow added that with

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WFID, the U.S. had the potential to create an 'international template for large-scale, industry-wide use of science-based traceability in the forest sector'.

AHEC and others have requested the U.S. Congress for an appropriation for WFID's America-wide project and Guillery says it could be completed in as little as two years. He's also confident WFID's ambition for a global timber identification and traceability database is achievable. ■

NAFF BULLETIN *Continued from page 61*

riched both visually and tactilely. Such complex environments have been shown to increase performance on intelligence tests, while other studies have shown that people judge spaces more favorably when wood is present, perceiving wood interiors as warm, inviting and relaxing. A Japanese study further showed wood had influenced physiological and psychological health more positively than other materials."

But wait, there's more!

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Wood can also benefit school communities when used as a building's primary structural material. It can be less expensive to construct and has lower embodied energy and better environmental traits than other standard structural materials.

For example, glue-laminated timber beams can be salvaged from a demolished building, sanded and reused in the new school's roof structures.

In addition to light wood framing, cross-laminated timber (CLT) has gained popularity over the last several years as an innovative and environmentally friendly solution used in schools across the country.

There's also no substitute for real wood, as studies show that the positive effects of wood cannot be reproduced with imitation wood. It smells, looks, and feels different. No living properties to elicit the positive affects mentioned above.

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Please turn to page 74



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WHO'S WHO IN HARDWOOD PURCHASING

IAN INGERSOLL is the owner of **Ian Ingersoll Cabinetmakers**, located in West Cornwall, CT.

Ian Ingersoll Cabinetmakers is a custom manufacturer of cabinets, furniture, including beds, tables, chairs, and dressers. The company purchases a total yearly volume of approximately 100,000 board feet of Hardwood lumber, including Walnut, White Oak, Cherry and Ash, all FAS.

Ingersoll graduated from Salisbury School, Salisbury, CT, in 1967 and is a veteran of the U.S. Army.

Ingersoll has been the owner of Ian Ingersoll Cabinetmakers for 40 years. He handles daily operations, as well as lumber purchasing. His first position in the forest products industry was in 1970 when he worked as a homebuilder.

Ingersoll has been married to Diane for 30 years and the couple has two sons, one daughter and three grandchildren.

For more information, visit www.ianingersoll.com.

ROBIN CARLEY is president and owner of **Carley, Wood Associates Inc.**, located in Madison, WI. In his position, he has oversight of all functions of the company, including lumber purchasing.

Carley, Wood Associates is a manufacturer of commercial and architectural furniture, fixtures and millwork. The company purchases approximately 100,000 board feet per year of Hardwood lumber in upper grades, as well as 12 truckloads of panel products. Species of lumber include Maple, Cherry, Oak, Hickory, Walnut, Poplar, Beech, Ash, Mahogany, Sapele, Makore and Douglas fir (4/4, 5/4, 6/4 and 8/4).

Unique services offered by Carley, Wood Associates include producing all shop drawings, engineering, dimensioning, fabricating, assembly, finishing and installation.

Carley has been president and owner of the company since its founding in 1983. He graduated from James Madison Memorial High School, Madison, WI, in 1973 and the University of Wisconsin, Madison, WI, in 1978. His first job in the industry was during college, when he built unique pieces of furniture as well as other wood projects.

Carley, Wood Associates is a member of the Architectural Woodwork Institute and Forest Stewardship Coun-

A BRIEF SKETCH OF THE LEADING PURCHASING EXECUTIVES IN THE HARDWOOD INDUSTRY

cil. The company is also a past recipient of the American Institute of Architects' Wisconsin Chapter Award for Excellence and two-time recipient of the McGraw Hill/Midwest Construction.

Carley is a board member of Operation Fresh Start in his local community. In his spare time, he enjoys soccer, water and snow skiing, tennis and boating. He and his wife, Liz, have been married 38 years and together have two daughters.

For more information, visit www.carleywood.com.

ZACH UBELHOR is president of and handles lumber purchasing for **Ubelhor Woodworking Inc.**, located in Bristow, IN.

Ubelhor Woodworking is a manufacturer of moulding and dimension parts for use in furniture making. The company purchases an annual volume of approximately 1 million board feet of Ash, European Beech, Cherry, Hickory, Hard and Soft Maple, Red and White Oak, Poplar and Walnut. Grades purchased include FAS, Select and Better, No. 1 Common, both surfaced and un-surfaced.

Added-value services offered by the company include planing, shaping, straight-line ripping, moulding, glued paneling, sanding, tenoning, and boring. Ubelhor Woodworking also offers a CNC Machining Center, Miter lock and in-house tool making for shorter lead times for customers.

Ubelhor is a graduate of Perry Central High School, located in Leopold, IN. One of his first jobs in the forest products industry was working alongside his father and eldest son to form a family-owned construction business. He has been president of Ubelhor Woodworking working alongside his brother and vice president Luke since 1994 when the company was founded. In 2003, his son, Kyle, started as a vital part of the family-run business.

Ubelhor Woodworking is a member of the Indiana Chamber of Commerce and the National Federation of Independent Business.

Ubelhor and his wife of 41 years, Brenda, have two sons, Kyle and Zane. In his free time, he enjoys hunting, fishing and drag racing.

For more information, call the Ubelhor Woodworking office at (812) 357-2220. ■

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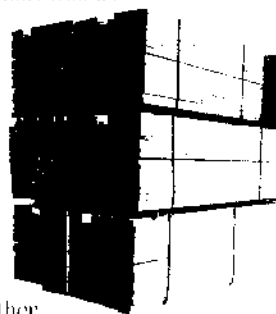
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TRADE TALK



David Messer

LOGANSPORT, IN—David Messer was recently hired as a sales representative for Cole Hardwood, Inc., headquartered here. Cole Hardwood manufactures Hardwood lumber including Ash, Basswood, Beech, Cherry, Hickory, Hard and Soft Maple, Hackberry, Red and White Oak, Poplar and Walnut.

Before going to work for Cole Hardwood, Messer was president of Specialty Hardwoods of Indiana. Earlier, he was in sales and purchasing at his family's sawmill, Interstate Forestry. This was where his career in the forest products industry began, piling boards at an early age. Messer is a graduate of the National Hardwood Lumber Association Inspector Training School.

Messer and his wife, Rena, have been married for 20 years, and they have five children. Messer likes being involved in his children's activities, enjoying the outdoors and shooting sporting clays.

For more information, go to www.colehardwood.com.



Jon Siebrase

NEW LONDON, WI—Granite Valley Forest Products Inc., located here, recently added a dry line at its New London facility and carried out modifications so that stickered packs can be run on two dry lines there. Between the three lines, 160,000 board feet of kiln-dried lumber can be produced daily. With other improvements, that number is expected to increase.

"We have also staffed our night shift and picked up another 45,000 to 60,000 board feet of kiln dried production on the second shift," said Jon Siebrase, director of sales. "We have been able to process more kiln-dried lumber for shipment and reduce overtime costs. Also,

AN UPDATE COVERING THE LATEST NEWS ABOUT HARDWOOD SUPPLIERS/VENDORS

we have our staff cross trained so that we can run the green stacker on the second shift to keep all whitewoods fresh, on sticks and moving into kilns within one to two working days.

“By adding in the second shift’s contribution, we should be at 200,000 board feet daily of kiln dried production. Our goal is to process 3.9 million to 4.2 million board feet per month.”

Granite Valley has also purchased – and plans to install – a loading deck and an automatic banding machine for daily kiln-dried lumber that will go directly through the vision tally system. All lumber will go through vision tally before being allocated to loads. “We plan to have this done before the end of the year,” stated Siebrase. “This will eliminate a few of the steps in the process. As the lumber is coming off the dry lines, it will be vision tallied before being allocated to any particular load.

“We believe that, by adding the MC dry line and reworking the LP1 dry line, we have reached a point in our daily kiln-dried production that will help us be competitive and run a productive and profitable business,” Siebrase observed. “We have not sacrificed the quality of drying or the final inspection that our customers have grown to expect. This will help us continue to produce a consistent and top-quality kiln-dried product in keeping with the long-time relationships we have with our partners in the Hardwood industry.”

For more information, go to www.granitevalley.com.

NEWALD, WI—Cleereman Industries, headquartered here, recently performed these installations, according to Vice President Paul Cleereman:

At ZB Forest Products in Reedsville, PA, Cleereman installed a Cleereman AS-380 carriage and Cleereman Carriage Controls.

At Lumberjack Hardwoods in Menominee MI, Cleereman installed a Cleereman Debarker Log Deck, Cleereman 848 Debarker, Cleereman Truck Loading system, Cleereman Log Hauls and Metal Detector, Cleereman

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Jimmy Kepley, owner, and Bart Jenkins, lumber sales

Sales:

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Jimmy Kepley

jkepley@kepleyfrank.us



The firm manufactures 4/4 through 8/4 thicknesses.

TRADE TALK

Continued



Paul Cleereman

Double Cut Back Drop Rollcase, Cleereman LP-36 Linear Tilt Carriage, Cleereman Carriage Controls with 3-D Scanning and Cleereman Sawyers Cab.

"Both Cleereman Industries and Cleereman Controls continue to be extremely busy with the current lumber markets being so strong," stated Paul Cleereman.

"Cleereman Industries has several complete ground-up mills on order for 2022. Since the unveiling of our new Cleereman optimized Edger line at the Richmond Expo in Virginia, we have eight new Edger's on order. Carriage and Debarker sales have been extremely strong as well. Cleereman Controls now has over 65 systems running and customers' feedback on our systems has been very positive."

For more information, please visit www.cleereman.com.

MERCERSBURG, PA—Gessner Logging & Sawmill Inc., located in Lykens, PA, recently installed a custom designed mill system from Mellott Manufacturing Co., Inc., located here. The drop saw trimmer and grading station line create an integrated flow to maximize efficiency and trimming accuracy along with grade recovery.

The system includes a Mellott 6 ft. 17-degree slant band headrig, 42" bar turner, drop belt, rollcases, transfers and vibrating conveyor systems. The installation included a Cleereman LP42 tilted carriage.

Gessner opted to rebuild their fire damaged Mellott 48" debarker, converting it to hydro-electric, to be used as a butt reducer ahead of a Nicholson R2 ring debarker, that is followed by a Mellott belt conveyor with an MDI TWA-2000-HD surround metal detector system.

The Mellott ruggedly built trimmer is designed with the ability to be used for production of crane mat material. It trims up to 8" and will pass 12" cants. Not only is this trimmer heavily built, but also the innovative saw ladder design allows for quick belt replacement without



The Mellot Drop Saw Trimmer

loss of saw alignment. The trimmer features dual assist springs to raise saws quickly and stacked cylinders for three saw positions (trimming, partially raised to pass boards and small cants, and fully raised to pass through ties and large cants). The trimmer system is made of modular components, and the control packages are easily designed to fit each particular application. To make installation as seamless as possible, Mellott fully tests the trimmer system before shipping, according to Mellott.

Mellott systems are custom designed as required. Customers benefit by having manufacturing along with in-house engineering and design capabilities and a willingness to work together to provide the best options for each project, according to the company.

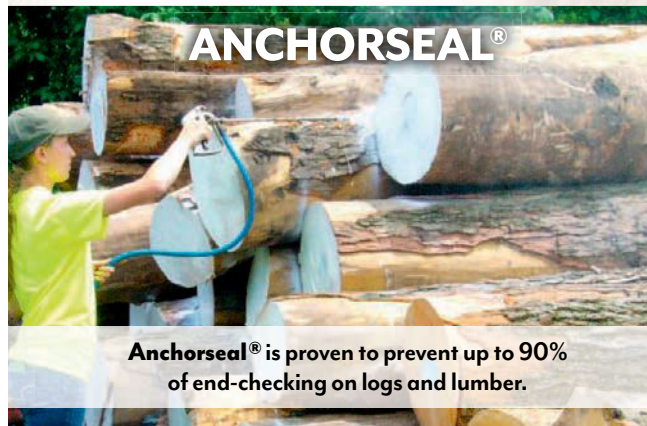
For more information, go to www.mellottmfg.com.

WADLEY, GA—Frances Cooper, CEO of Cooper Machine Company, based here, has announced the recent installation of several new machines at a number of locations.

Another Tandem Scragg has been installed at O'Malley Timber Products in Tappahannock, VA. This machine is part of a new pallet mill designed to cut 7-foot to 14-foot logs from 3-1/2 inches up to 12 inches wide. The Tandem Scragg consists of a cab, log turner #1, generation 2 #100 heavy duty roller chain with precision drags

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TRADE TALK *Continued*



Frances Cooper

and husk frame #1 with 48-inch saws to cut a two sided cant. The two sided cant then goes through a centering system and kicks over and goes through husk frame #2. Also provided are two slat tables and a transfer belt for slab removal. ABB Controls and drives were included.

Cooper Machine recently installed an Overhead Scragg at McCreary County Hardwoods in Pine Knot, KY to cut from 7 to 12 foot logs up to 28 inches in diameter. This machine includes the pivot dog upgrade for increased production. Cooper Machine also built a 20 foot Outfeed Rollcase.

Cooper Machine also completed several repair projects, including track replacements and rewiring on several existing Scraggs so that they can continue to deliver at peak performance.

Cooper Machine continues to provide custom equipment solutions to fit the needs of its customers, as well as solutions to reduce labor. For more information, call 478-252-5885 or go to www.coopermachine.com. ■

NAFF BULLETIN

Continued from page 67

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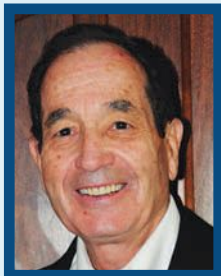
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In Memoriam



George Louis Hart

George Louis "Lou" Hart, 83, of Columbia, MO, passed away recently due to complications from a stroke suffered in April and COVID-19. In honor of one of his oft repeated jokes, he would claim that he would've been 84, but he was sick a year.

Lou was born in Richmond, Kansas, on September 20, 1937, the youngest of seven children to George and Hilda Hart. After a distinguished education at West Scipio #9 and Richmond Rural High School, he left to join the United States Navy and served as an on-ship aircraft mechanic. Spending most of his Naval career in the Philippines, he was proud to end his career to never have been tattooed – drunk or sober.

After the Navy he moved back to Eastern Kansas and received his bachelor's degree from Pittsburg State University, courtesy of the GI Bill. His career in banking began as a bank examiner with the FDIC in Kansas City. While living in Kansas City he was active in the Rockhurst Discussion Club, a social organization for young Catholic adults. Through this club he met the love of his life, Suzanne Enola Skram whom he married June 17, 1967. The Harts began their life together in Osawatimie, Kansas.

His banking career moved the couple, now with two children, to Columbia in 1970, where they would stay. Banking transitioned to owning a men's clothing store, Saxony West, to owning his own Hardwood lumber business, Hart Forest Products, Inc., to becoming sales manager for Missouri-Pacific Lumber Company in New Franklin, from which he retired after 30-plus years.

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In Memoriam *Continued*

A proud Catholic and 4th Degree Knight of Columbus, Lou and wife Suzy were active volunteers, lectors, Communion ministers, and parishioners of Our Lady of Lourdes parish. One new family to the parish still comments, "All you need to know when joining Lourdes is 'Lou and the Lord'."

Lou loved to make others laugh and will be remembered for his unwavering love and support of family and friends. You might have been lucky to call and hear his famous greeting: "Hart Summer home. Some are here and some are gone." Or you may have fallen for his answering machine trick: "We're here, but leave a message at the beep, beeeeee!" He would often write jokes or funny thoughts as they came to him on whatever paper was handy – a bank slip, notebook paper, a used envelope – and eventually that paper would make it to his joke file, which his children discovered to be several notebooks thick. Some of his favorites were "He's not that bad, he can still be used as a bad example," or the above mentioned "...but he was sick a year."

Faithfully leading by example, Lou instilled joy, compassion, generosity, and unconditional love in his children and grandchildren. Lou found joy in his basement workshop, working in his herb garden, tending his zinnias, and drinking a beer on the patio with his kids.

He was a driver of questionable skill who always did the right thing without complaint or expectation of credit. He was renowned for his chili, grilled ribs, and Christmas Eve shrimp. Laughter was abundant around Lou, whether he was eating whipped butter he thought was ice cream, telling goofy dad jokes, and even throughout the disastrous family camping trip of '85.

He is survived by his wife, Suzanne, six children: Heather (Bryan) Bechtold, Heidi (Tony) Cruise, Holly (James) Triebsch, Tim (Dawn) Hart, Tom (Kate) Hart, and Tara (Nick) Hefner, 10 grandkids, his brother Joe (Sally) Hart, sister Louise Miley, cherished in-laws, and many wonderful nieces and nephews.

Online condolences, tributes and memories may be shared at millardfamilychapels.com. Memorial contributions may be made to Society of St. Vincent de Paul.





Joe Kelly

Joe Kelly of Mobile, AL, passed away on September 1, 2021. Joe was devoted to our Lord, his family and PJ Lumber Company. A faithful husband to Madelyn for 49 years, caring and generous Dad, and really fun Pop, his legacy of strength of character, work ethic, and generosity will live in his family forever. From his devotion to church, a family business, and passion for golf he has left an indelible mark on everyone who called him friend. Happiest rocking on the porch with Madelyn, working at his desk at PJ, playing golf, teaching Sunday school, pulling for Ole Miss, or watching his grandchildren play sports, he lived his life to the fullest. There are thousands of heartwarming and amusing stories featuring Joe Kelly...too many to recount here...but each of you reading this will know one.

Joe is preceded in death by his parents, Pete and Mae Kelly, and is survived by his wife Madelyn Glenn Kelly, his children Cauley Kelly (Mitch) von Hoffman, Joseph Berry (Alicia) Kelly, Jr., Jeffrey Glenn (Lydia) Kelly, Jonathan Edward (Crystal) Kelly, his siblings Jack (Laurie) Kelly, Jim (Cheryl) Kelly, Rob (Ann) Kelly, and Susie Kelly (Ed) Nelson; and his grandchildren Candace, Gracie, and Kathleen von Hoffman, Andrew, Kendall, Gavin, Hadley, Tucker, and Grayson Kelly; loved nieces and nephews and countless dear friends at Lafitte Baptist Church, Heron Lakes Country Club and across the lumber industry.



Mark Babcock

Mark Edward Babcock, age 62, of Beckley, WV passed away on Wednesday, August 25, 2021. Mark was vice president of marketing at New River Hardwoods Inc., according to the company website. He was born January 18, 1959. ■

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Air Systems Mfg. of Lenoir, Inc.77	Hermitage Hardwood Lumber Sales, Inc.65	Nyle Systems, LLC.....7
Ally Global Logistics.....54	HHP, Inc.....61	Oakcrest Lumber, Inc.
Atlanta Hardwood Corporation BC	Hurdle Machine Works Inc.11	OHC Overseas Hardwoods Company.....
Autolog Sawmill Automation.....	Irving, J.D., Limited13	O'Shea Lumber Co.74
Automation & Electronics USA.....15	ISK Biocides, Inc.	Patrick Lumber Company
Baillie Lumber Co.	JoCo Lumber, Inc.....75	Paw Taw John Services, Inc.
Beard Hardwoods56	Jones, Ron, Hardwood Sales, Inc.	Pennsylvania Lumbermens Mutual Insurance Company.....
Beasley Forest Products, Inc.	Josey Lumber Co., Inc.75	Peterson, Keith D., & Co., Inc.77
Bingaman & Son Lumber, Inc.....45	Kentucky Forest Industries Assoc.....	Pike Lumber Co., Inc.40 & 41
BioLube, Inc.3	Kepley-Frank Hardwood Co., Inc.....72	Prime Lumber Company71
Breeze Dried Inc.	King City Forwarding USA, Inc.....19	Primewood
Carbotech International53	King City/Northway Forwarding Ltd.....19	Quality Hardwoods Ltd.....
Cardin Forest Products LLC	Kretz Lumber Co., Inc.....	Ram Forest Products, Inc.....
Church, Bryant, Hardwoods, Inc.....	Lawrence Lumber Company Inc.55	Real American Hardwood Coalition.....4
Clark Lumber Co.	Lewis Controls, Inc.....IBC	Rosenberry, Carl, & Sons, Lumber, Inc....
Cleereman Controls.....17	Lewis, Dwight, Lumber Co., Inc.76	Sawmill MD
Cleereman Industries17	Limbo	SII Dry Kilns.....
Cole Hardwood, Inc.5	Lucidyne Technologies Inc.64	Sirianni Hardwoods, Inc.
Collins	Lumber Resources Inc.	Smithco Manufacturing, Inc.
Cooper Machine Co., Inc.50	Lussier, Simon, Ltd.49	Snowbelt Hardwoods, Inc.59
Corley Manufacturing Co.....IBC	MacBeath Hardwood Company.....	Southern Forest Products Assoc.
Cramer, W.M., Lumber Co.	Maine Woods Company.....	Stiles, A.W., Contractors, Inc.
Cummings Lumber Co., Inc.6	Mars Hill, Inc.....	Taylor Machine Works, Inc.
Deer Park Lumber, Inc.....	Matson Lumber Company.....	Tigerton Lumber Co.....51
Devereaux Sawmill, Inc..... FC	Maxwell Hardwood Flooring.....58	TMX Shipping Co., Inc.48
Distribution Management Systems, inc. (DMSi).....1	McDonough Manufacturing Company ...62	Tropical Forest Products.....
Fitzpatrick & Weller Inc.....75	Mellott Manufacturing Co., Inc.....	TS Manufacturing14
Forestry Systems.....	Meridien Hardwoods of PA., Inc.....9	Tuscarora Hardwoods, Inc.
GF Hardwoods, Inc.	Messersmith Manufacturing, Inc.	U-C Coatings, LLC.....73
Graf Bros. Flooring & Lumber23	Midwest Hardwood Corporation68	USNR.....67
Graf & Thomas Lumber, Inc.47	Miller, Frank, Lumber, Inc.....	VisionTally
Granite Hardwoods, Inc.69	MO PAC Lumber Company.....46	Western Hardwood Association.....
Granite Valley Forest Products.....21	Mueller Bros. Timber, Inc.70	Wheeland Lumber Co., Inc.66
GTL Lumber Inc.47	Neff Lumber Mills, Inc.	White, Harold, Lumber, Inc.....
GW Industries	New River Hardwoods, Inc.....	Williams, R.J., Inc.52
Hardwood Forestry Fund.....	North American Forest Foundation.....	York Legacy Mill Inc.60
Hardwood Manufacturers Assoc.....	Northern Hardwoods.....63	

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