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Magazine

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April 2016

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About The Cover

Hermitage Hardwoods



Since its start in 1979, Hermitage Hardwood has been driven by a single mission: providing the best products at the best pricing with the best service. Period. With a passion for quality hardwoods and decades of experience, Hermitage Hardwood specializes in providing products for the architectural millwork, hardwood flooring, cabinetry, furniture

and dimension industries, all backed by an incredible attention to detail and the latest in technology. As a family-owned company, Hermitage Hardwood takes pride in serving each of its customers with unparalleled professionalism. Centrally located within the United States, domestic and international transportation is readily available and easily accommodated.

National Hardwood Magazine

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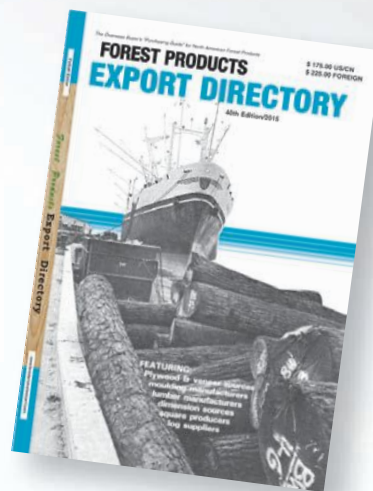
Ray and Lee White with Prime Appalachian White Oak Lumber bound for export.

“In 2015, for the first time, I reserved a full page four color Ad in your annual overseas buyers’ guide the **Forest Products Export Directory**. I know we have received several emails from our Ad, and, three of those emails led to our firm developing three new overseas customers. So naturally I’m very pleased with the results from my Ad in your “Export Directory,” and our company plans, of course, to advertise in this book in the future as well.

I would recommend to any Hardwood company that exports to advertise in your **Forest Products Export Directory**.”

The **Export Directory** targets 10,000 buyers around the globe such as:

- Importers/Distribution yards
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- Flooring Producers
- Cabinet Plants
- Millwork, Moulding and other types of woodworking plants
- Agents, Trading Companies, etc.
- Overseas buyers of North American logs such as plywood plants, veneer mills, sawmills, etc.



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Harold White founded his family sawmill operation in 1968. Today two out of his five children work in the family band mill operation located in Morehead, Ky that is situated on 45 acres. Ray White, president of Harold White Lumber, Inc., handles the domestic and export lumber sales for his company. His firm has a full optimization band mill, 500,000 board feet per charge of dry kiln capacity, two planer mills, an automatic stacker, grading stations and provides anti-stain treatment to enhance the lumber’s brightness.

Harold White Lumber, Inc. specializes in high quality 4/4 through 8/4 lumber in Red Oak, White Oak, Ash, Poplar, Maple, Walnut, Hickory, Sycamore, Beech and Basswood. The mill cuts 12 million board feet per year.

Ray’s brother, Lee White, is president of Harold White Millworks that is a dimension plant that is located on the same tract of land that the band mill is on. The dimension plant manufactures value added Hardwood products like flooring, furniture parts, doors and stair parts, paneling, custom trim parts, fingerjoint blanks and the plant has edge and face gluing capabilities and moulding capabilities.

For lumber sales, Ray White can be reached at his office number which is (606) 784-7573, or on his cell number which is (606) 462-0318. His company’s fax number is (606) 784-2624 while his email address is rwhite@haroldwhitelumber.com.

Lee White’s office number is (606) 784-8330 while his cell number is (606) 776-8993. His fax number is (606) 784-5328 and his email address is lwhite@haroldwhitelumber.com.

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HARDWOOD CALENDAR

April

Penn-York Lumbermen's Club, Monthly Meeting, Host: Alan McIlvain Co., Reading, PA. For more information: www.pennYork.org. April 18.

Southwestern Hardwood Manufacturers Club, Meeting, Comfort Suites, Vidalia, LA. Contact: dlammons@bellsouth.net. April 18.

National Wood Flooring Assoc. (NWFA), Wood Flooring Expo, Charlotte Convention Center, Charlotte, NC. For more information: www.nwfa.org. April 27-30.

May

Appalachian Lumbermen's Club, Annual Meeting, Ocean Reef Resort, Myrtle Beach, SC. For more information, email info@lumberclub.org. May 5-8.

Expo Richmond 2016, East Coast Sawmill and Logging Equipment Exposition, Richmond Raceway Complex, Sandston, VA. Contact: 804-737-5625. May 13-14.

Penn-York Lumbermen's Club, Monthly Meeting, Host: Hickman Lumber Co., Brookville, PA. For more information: www.pennYork.org. May 16.

June

Penn-York Lumbermen's Club, Monthly Meeting, Host: Emporium Hardwoods, Emporium, PA. For more information: www.pennYork.org. June 20.

July

Penn-York Lumbermen's Club, Monthly Meeting, Host: Ron Jones Hardwood Sales Inc., Franklin, PA. For more information: www.pennYork.org. July 18.

Appalachian Hardwood Manufacturers Inc., 2016 Summer Conference, The Greenbrier, White Sulphur Springs, WV. Contact: 336-885-8315. July 23-26. ■

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LAKE STATES

Sources in the Lake States region indicate that overall the market is steady and that White Oak is currently the species that is toughest to get.

A sawmill source in Michigan said that the market in his area was fair and that it was virtually the same as it has been the past year and a half.

He noted that the weather isn't really affecting them. "Having what everybody wants," he said, is the biggest factor playing a role in his region. "Having the right wood species mix to meet demands is probably the toughest part right now."

He commented that Soft Maple and White Oak are the most difficult species to procure at the moment, and that the demand for those products is high. The stave market, he said, "is tying up all the White Oak." He also mentioned that among the other species he deals with, Walnut demand is "pretty good," Hard Maple is moving okay, Hickory is decent, Ash is so-so and Cherry is "not very good."

This contact deals with No. 1 and No. 2 Common primarily and added that the majority of his orders aren't too grade specific, but are more species specific. His inventory levels

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NORTHEAST

Reports from various lumber contacts in the Northeast region of the U.S. paint a picture of good product movement but cautious buying practices.

A lumber contact in Pennsylvania said that business had slowed down slightly in recent weeks following the New Year surge. Offering Northern Hard and Soft Maple, Cherry, Red and White Oak and Poplar in 4/4 to 16/4 primarily high grades, the source stated that customers in the cabinet and moulding industries are seeing steady business. "An area that's seeing a lot of popularity right now are the Character grade and wide width lumber products. Customers are looking to create a unique product that stands out against the normal flooring and architectural millwork items," he said.

For the near future his thoughts were that the industry would see some steady upward movement, but nothing too dramatic.

"We're filling a lot of quick, just-in-time orders," commented a lumber salesman in New York. "And if you don't have it sitting on your shelves then you're not going to get those orders. To put that into perspective: I had a customer call

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WEST COAST

On the West Coast, markets are finally picking up after a sluggish start to the year according to lumber sources in the area.

"2016 is finally starting to move along. Busy isn't exactly the word I would use, but we're seeing a steady flow of inventory and have been seeing consistent sales volumes," stated a lumber source in Washington. "I'm optimistic that this spring and summer will be strong for us." Offering nearly every Hardwood specie in his product mix the contact stated that each specie was seeing steady demand with Cherry trailing a little slower behind. Demand for White Oak is making it a difficult product to keep in stock. Customers in the distribution and end-user fields are booked full with contracts for jobs into the late summer.

"As always, MDF is a huge competitor for solid wood," the source offered. He went on to state that Poplar was seeing strong demand for applications in painted cabinets and mouldings.

In California a slim labor pool is causing difficulty in the construction industry and related businesses. Marketing Alder, Red and White Oak and Maple, the source stated that, "Builders are struggling to find reliable crews to show

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SOUTHEAST

Sources in the Southeast all cited similar trends in regards to what species are moving well and noted that no specific factor is giving them issues at the time of this writing.

A source in North Carolina said "all in all, the market is pretty good here. We're in good shape, about like we were around this time last year."

His company handles Red and White Oak, Cypress, Poplar and Ash, among other species in all grades and stated that most of those are selling well. He noted that the demand for White Oak is currently strong, but that the stave market is still driving the market. He added that Poplar has been solid domestically and said that Ash and Soft Maple are steady. He also commented that pricing for Red Oak has seemed to improve a little.

Most of his lumber is sold to concentration and distribution yards domestically and internationally. He added that business to China appears to be improving after the slowdown from the Chinese New Year.

A concentration yard contact in Mississippi said that the market in his region is holding stable.

This source deals with Red and White Oak, White Ash,

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CANADIAN TRENDS

News from suppliers
about prices, trends,
sales and inventories

ONTARIO

Logging conditions were reported to have improved in recent weeks. Sawmill operators reported that log decks were adequate to ample. Items such as Hard Maple that had been in short supply became available for No. 1 Common and Better. Demand was also keeping pace for No. 1 Common and Better Red and White Oak. The demand for lower grade materials was reportedly not as strong as for the upper grades. Because of the decline in markets for the oil and gas sectors, it was noted that a drop in demand for railway ties would be felt. The pallet sector advised they were seeing competition from lower priced softwoods. Wholesalers commented that moving lower grade lumber is more challenging, and depending on regions contacted, similar results are being reported for kiln-dried stock. Demand for Hard and Soft Maple, as well as Red and White Oak, is keeping inventories to a minimum. Some forecasted that the U.S. housing sector and the remodeling sector would improve, which would spur better demand for finished goods over the spring and summer.

Market demand for Ash is mixed, with demand for FAS being stronger than for the common grades. Aspen supplies are more readily available from sawmill producers. Demand for Aspen has been increasing and is easing price pressures that had been felt earlier in the year. Business is solid for Basswood, with steady demand from the shutter and blind markets as the housing construction and remodeling activities in the U.S. picked up its pace. There is a higher demand from the mouldings and millwork industries as well, as the interior design trend continues to favor painted finishes, of which Basswood's easy finishing properties make it a popular item.

Hard Maple is more readily available, thus easing the price pressures for this species, particularly for the No. 1 Common and Better grade. Hardwood flooring manufacturers report adequate supplies for their needs. Business for Soft Maple has developed from a substitute for Hard Maple and Cherry to a stand-alone species. Some producers note that in some cases the demand and prices for Soft Maple exceed Cherry and Hard Maple. Interest remains strong for Soft Maple, especially from the cabinet making sector. As with White Oak, the higher grades are selling better than the lower grades, and flooring manufacturers again have ample supplies of this species to meet their requirements.

According to forecasts, U.S. GDP growth is expected to be 2.8 percent in 2016, as the housing and job markets in that country continue to improve. The short-term outlook for North America and global economies is that they are

QUEBEC

Lumber exports were down sharply at the start of 2016, according to released stats. It is hoped that the euro will continue to strengthen enough to incite buyers in the UK and other European markets. Wholesalers said first-of-year sales were slow to start, although some reported improvements in recent weeks. As for this time of year, spring break up is on the minds of everyone in the wood products manufacturing sector.

Ash demand remains consistent, and a few contacts report improved supplies. Aspen demand is steady with kiln-dried prices unchanged. Basswood supplies are getting tighter, even with mills trying to increase whitewood output. Producers continued to find healthy demand for Basswood, especially No. 1 and Better. Yellow Birch suppliers noted steady demand for most items, with sawmills seeing especially good orders from U.S. customers. Some wholesalers of Yellow Birch reported landing repeat orders for No. 1 Common. Cherry supplies have remained higher than needed, even with a decrease in overall Cherry production. Hard Maple supplies, the regionally important species, remained tight. Mills are trying to process as much winter-cut Hard Maple as possible, but timber availability has been somewhat limiting. Contacts said overall Hard Maple demand was slightly higher. A number of contacts said Soft Maple supplies were extremely limited, while demand stayed strong to very strong.

The recent high dollar and low oil prices are helping many in the forestry sector to reap the benefits. With the layoffs in Alberta due to the downturn in oil production in that province, other provinces have been able to get skilled labor, as many are returning to their native provinces seeking employment. For this reason, Alberta's wood products sector has been able to attract and retain skilled workers. The forestry sector requires power engineers just like the energy sector, so it makes it easier to hire and retain staff.

The recent report of the chief forester for Quebec provides an update on the health of public forests in Quebec and presents an analysis of progress and areas for improvement related to seven major sustainable development criteria and 26 issues. The analysis focuses on the protection of biodiversity, timber production and companies' values with regard to decisions affecting the forest. "The health of the Quebec forest was maintained during the period 2008-2013, but challenges remain to be overcome, however, in certain territories and on particular issues," said Gerard Szaraz, chief forester for Quebec.

He explains the forest's health by noting that the timber

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NEWS DEVELOPMENTS

CABICO ACQUIRES ELMWOOD GROUP

Canadian cabinetry manufacturer Cabico Inc., located in Coaticook, QC, recently acquired The Elmwood Group Ltd., a custom cabinetry and closet producer based in Ontario. The two combined sales are more than \$100 million, making Cabico the largest privately held custom cabinet company in Canada and the third largest in North America, according to a company release.

Cabico uses various Hardwood species in their products, including Red Oak, Cherry, Maple, Birch, Alder, Hickory and Black Walnut.

The transaction also includes the acquisition of Ontario-based cabinet door manufacturer Maplecraft Doors Ltd. The combined companies will have 600 employees and more than 350,000 square feet of manufacturing space.

Alain Ouzilleau, Cabico's CEO, will become CEO of both Elmwood and Maplecraft. Elmwood will maintain its manufacturing facilities in St. Catharines, ON, producing

product under the Elmwood brand. Plans call to increase the production capacity at the 150,000-square-foot Elmwood plant in the near future, according to a release from Cabico.

Cabico has been producing cabinetry since 1986. They offer fully customizable handcrafted cabinetry and a selection of materials and finishes.

For more information, visit www.cabico.com.

WELLBORN ANNOUNCES ASPIRE CABINETRY

Wellborn Cabinet Inc., located in Ashland, AL, recently announced a new line, Aspire Cabinetry. This line will feature a contemporary style with a clean, sleek design inspired by European cabinetry, according to a company release.

The distinctive characteristic of frameless cabinetry is the



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NEWS ABOUT NORTH AMERICAN INDUSTRIAL
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absence of the face frame on the front of the cabinet box. This technique provides more room for storage and easier accessibility.

"Frameless is on a fast pace increase of use in the U.S. market. We are dedicated to providing our kitchen and bath dealers the products they need to service the market demands," said Paul Wellborn, President and CEO of Wellborn Cabinet Inc.

For more details, visit www.wellborn.com.

LEGACY FURNITURE PARTNERS WITH RACHAEL RAY

Legacy Classic Furniture, that is headquartered in High Point, NC, recently partnered with celebrity cook and lifestyle expert Rachael Ray to launch her first furniture collection. Legacy Classic Furniture Inc. is a supplier of bedroom,

dining room, casual dining and youth furniture. The company buys and uses various North American Hardwoods in its products, including: Maple, Walnut, Poplar, Ash and Cherry.

The Rachael Ray Home collection will include 100 pieces of bedroom, dining room, occasional/entertainment and accent furniture from Legacy Classic. The collection will debut in a 10,000 square-foot custom-built showroom within the Legacy and Craftmaster, its sister upholstery manufacturer, showroom building at 2622 Uwharrie Rd. in High Point, NC. The partnership represents the first major license for Legacy Classic.

Legacy Classic Furniture is offered through retailers located across the U.S. and Canada and in a growing number of international locations.

For more information, visit www.legacyclassic.com.

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NHLA JOINS WITH HARDWOOD FEDERATION AND AMERICAN HARDWOOD EXPORT COUNCIL IN DC

(Mark Barford has recently announced his retirement from NHLA as Executive Director/CEO, which will become effective after the successful hiring of his successor anticipated later this spring.)

NHLA is proud to be strong supporters of both the Hardwood Federation and the American Hardwood Export Council (AHEC), both of which are based out of Washington, DC, and coincidentally both of which engaged in strategic planning sessions and board meetings in February to set their future courses. NHLA had the opportunity to participate in all of these sessions, and provide input. Even if you are not a direct supporter of either group, their efforts affect you directly and you need to be aware of their activities.

Both groups share one common strength, experienced and dedicated staff. Both Dana Lee Cole, Executive Director of the Hardwood Federation, and Michael Snow, Executive Director from AHEC, have demonstrated their passion for the industry. Both are frequent speakers to industry groups and Hardwood user groups, and both have energetic support staff that engage with the industry. Mike Snow has been directing his recent comments to the environmental preferences of using wood, which he delivers around the world to glowing reviews. Dana has been to every Hardwood group – large and small – to talk about the critical influence that policy decisions in Washington have on our businesses.

I have been involved with the Hardwood Federation since its inception in the mid 90's and worked with several executive directors on the issue of reopening the U.S. National Forests to management with limited success. The National Forests system is comprised of 193 million acres, but their policies influence 500 million acres through cooperative forestry agreements with state and local governments and private landowners. Ever since the "spotted owl" issue in the late 1980's, timber cutting and overall forest management have declined to the point that these lands are deteriorating rapidly. In 2015, 10 million acres of the national forest



burned. In 2016, we may be finally seeing a breakthrough. Dana is working with a coalition that may have found a partial solution that can get through Congress and allow for some common sense decision. The enormous impacts these decisions can have on long-term availability of timber make this vitally important.

On the AHEC side, strategic discussions centered on where in the world promotion efforts should be centered and which of the many proven promotional strategies should be followed. It was agreed that China still has tremendous potential for growth, but other SE Asian countries also show room for more imports. The importance of teaching these new markets the Hardwood lumber grades assures that NHLA will remain close partner with AHEC for years to come.

During the strategic planning sessions for both, time was spent on how to engage the industry on the importance of participating and supporting these groups. NHLA is committed to supporting their efforts and working in partnership with them but individually companies need to find the time to participate through their meetings and conventions, and financially as members and supporters.

As my time with NHLA is ending this spring, my energies will be spent finding new ways to support the Hardwood lumber industry. There can be no better way to strengthen the future of the industry than working with and supporting the staff efforts of these two groups. I look forward to participating and staying involved in the years to come. ■

BY MARK BARFORD, CAE,
EXECUTIVE DIRECTOR,
NATIONAL HARDWOOD
LUMBER ASSOC.,
MEMPHIS, TN
901-377-1818
WWW.NHLA.COM



About the National Hardwood Lumber Association

The world's largest and oldest Hardwood industry association, NHLA represents more than 1,200 companies and individuals that produce, use and sell North American Hardwood lumber, or provide equipment, supplies or services to the Hardwood industry. It was founded in 1898 to establish a uniform system of grading rules for the measurement and inspection of Hardwood lumber. Since 1980, its headquarters have been in Memphis, TN.

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

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SCMA UPDATE

HAVING A “BLAST” WITH CYPRESS PROMOTION

Hard to believe we are already heading into the second quarter of 2016! But as the saying goes, “time flies when you’re having fun.” And at the Southern Cypress Manufacturers Association (SCMA), we’re “having a blast!” We’re knee-deep in 2016 Cypress promotion activities, and loving every minute of it.

Here’s a look at what’s getting us so excited.

Don’t Change That Dial

The SCMA is again partnering with *For Your Home*, the very popular DIY home-improvement show hosted by renowned home and garden designer, Vicki Payne. This time around, Vicki is involved with the building of a new, contemporary home in Texas. She’ll be focusing on the virtues of local building materials, and that means a super-hot and very bright spotlight on Cypress! The episodes will air on PBS stations across the country and on-demand at www.ForYourHome.com. We’ll let you know when the production schedules have been finalized.

We’re excited about this. Based on past experience with *For Your Home*, and other TV and online home-improvement shows, we expect the exposure and increased Cypress awareness to be phenomenal. Remember, SCMA’s bottom line goal is to raise awareness of Cypress as a stellar and aesthetically pleasing building and design material. And so to that end, we’re connecting with other builders and designers, and exploring similar home-improvement project opportunities. Stay tuned.

Making Headlines

We haven’t forgotten about the power of the written



word. Print and online newspaper outlets continue to satisfy a significant audience and provide wide range exposure. How do we know? *Explore the Possibilities with Cypress*, our most recent release, has generated more than 1,200 print and online placements, with a potential readership of 60+ million. That’s huge, and SCMA plans to strike while the iron is still hot. This year, we’ll be developing two feature articles. Both will be extolling Cypress and its many benefits outdoors and in. And both will include testimony from architects and builders as to why Cypress is one of their go-to building materials.

www.facebook.com/southerncypress

Facebook has proven to be a lucrative way to drive traffic to SCMA’s premier promotion vehicle, www.CypressInfo.org, a long-time trusted source for information on siding and decking installation, painting and staining tips, eye-opening case studies, idea-generating photo galleries and much more. And every day, followers are learning more and more about Cypress.

So if you’ve yet to join the thousands of lumber industry veterans, design professionals and consumers networking with SCMA, what are you waiting for? Get “social” and get the conversation started by “liking” us at www.facebook.com/southerncypress. You’ll quickly see the benefit of the network.

Grow With Us

If your company is engaged in the manufacture, processing, or distribution of Cypress building products or veneers, it’s time you learn how membership in the SCMA can benefit you. Please visit www.CypressInfo.org for more information. Then call the SCMA at 412-244-0440 to get on board. ■



Cypress adds beauty to this living room.

*Photo courtesy of
NextGen Home TV*

Appalachian Lumber Co., Inc. (Page 5)

5879 W. US Hwy. 421
Wilkesboro, NC 28697
Tel. (336) 973-7205 / (800) 298-3202
FAX (336) 973-8356
Web Site - www.appalachianlumber.net
E-Mail - plankfloors@wilkes.net
Sales - William Church, William Parsons, Scotty Roten
Marketing Areas - National
Products - Edge-Glued Panels, Stair Treads, Stair Risers, Architectural Mouldings, Custom Mouldings, Plank Flooring, Paneling, Moulder Blanks
Species - Red Oak, White Oak, Hard Maple, Soft Maple, Poplar, Walnut, Ash, Cherry, Hickory, Eastern White Pine, Eastern Yellow Pine
Machining Capabilities - Moulding, Sanding, Tenoning, Edge Gluing
Dry Storage Cap. - 500,000 BF

H. Arnold Wood Turning Inc. (Page 105)

220 White Plains Rd., Suite 245
Tarrytown, NY 10591
Tel. (914) 381-0801
FAX (914) 381-0804
Web Site - www.arnoldwood.com
E-Mail - staff@arnoldwood.com
Sales - Jonathan Arnold, Melissa Friedman, Erin Bryant
Marketing Areas - National, International
Products - Mouldings, Turnings, Dowels, CNC & Shaped Parts, Handles, Dimension Stock, Strips, Slats, Columns, Balusters, Spindles, Blocks, Cleats, Bun Feet, Handrails, Architectural Millwork, FSC Certified, Finishing Available On Many Products
Species - All Hardwoods & Softwoods Including: Birch, Beech, Hard Maple, Soft Maple, Red Oak, White Oak, Ash, Poplar, Pine, Basswood, Aspen, Ramin, Cypress, Mahogany, Cedar, Exotics, MDF, Plywood
Machining Capabilities - Boring, Embossing, Mortising, Sanding, Tenoning, Carving, Finger Jointing, Routing, Shaping

Fitzpatrick & Weller, Inc. (Inside Back Cover)

12 Mill Street
P. O. Box 490
Ellicottville, NY 14731
Tel. (716) 699-2393
FAX (716) 699-2893
Web Site - www.fitzweller.com
E-Mail - sales@fitzweller.com
Sales - Dana G. Fitzpatrick, Greg Fitzpatrick, Joe Snyder
Marketing Areas - National, International
Products - Balusters, Bed Posts, Bench Tops, Blanks, Blocks & Cleats, Bun Feet, Cabinet Parts/Accessories, Carvings, Case Good Parts, Chair Parts, Columns, Component Parts, Crib Parts/Slats, Custom Shapes, Cut Stock, Cutting Boards, Dimension Parts/ Components, Doors, Door Parts, Drawers and/or Drawer Parts, Edge-Glued Parts, Flooring, Frame Parts, Furniture Parts/Components, Handrails, Industrial/Display Components, Jambs, Legs, Lumber, Machined & Semi-Machined Components, Millwork, Mouldings - Crown, Custom, Moulded & Tenoned

Parts, Moulder Blanks, Mouldings, Musical Instrument Parts, Newsels/ Newel Posts, Paneling, Panels, Pedestals, Posts, Profiles (Decorative Parts), Pulls, Shelving, Specialty Items, Squares, Stair Treads, Stairs/Stair Parts, Stiles and/or Rail Stock, Store Fixture Parts, Strips, Table Tops/Parts, Toy Parts, Trim, Turnings, Window Parts
Species - Hard & Soft Maple, Cherry, Red & White Oak, Ash, Poplar, Walnut, Mahogany, Hickory, Pine
Machining Capabilities - Boring, Sanding, Tenoning, Moulding, CNC Machine Center
Dry Kiln Cap. - 400,000 BF

Indiana Dimension, Inc. (Inside Front Cover)

1621 W. Market St.
P. O. Box 568
Logansport, IN 46947-0568
Tel. (888) 875-4434
FAX (574) 739-2818
Web Site - www.indianadimension.com
Sales - Jeremy Rentschler, Roy Rentschler
Marketing Areas - National, International
Products - Cabinet Doors, Mouldings, Edge Glued Panels, S4S Products, Hardwood Dimension, Ready-to-Assemble Component Parts, Blanks, Cabinet Parts, Cut Stock, Doors, Door Parts, Furniture Parts, Moulded Parts, Ready-to-Assemble Door Parts, Fully Machined Furniture & Cabinet Components
Species - White Oak, Red Oak, Poplar, Ash, Hickory, Hard Maple, Cherry, Walnut, Alder, White Soft Maple, Northern & Appalachian Hardwoods
Machining Capabilities - Sanding, Shaping, Tenoning, Water Based Finishing Capabilities

Lebanon Oak Flooring Co. LLC (Page 1)

215 Taylor Ave.
P. O. Box 669
Lebanon, KY 40033-0669
Tel. (270) 692-2128
FAX (270) 692-2128
Web Site - www.lebanonoak.com
E-mail - lebanonoakflooring@windstream.net
Sales - Robert L. Goodin, Richard T. Goodin
Lumber Sales - Richard T. Goodin
Marketing Areas - National
Products - Mouldings, Furniture, Kitchen Dimension Parts, Panels, Panels Edge-Glued, Stair Treads, Risers, Railing, Blanks, 5/16 sq. Edged Flooring, Strips & Plank, 3/8 x 1- 1/2, 2", 1/2 x 1-1/2, 2", 2-1/4, 1/2 x 2 & 3/4 x 2-1/4, 3-1/4 Tongue & Groove Flooring, Drawer Sides
Species - Red Oak, White Oak, Maple, Hickory, Cherry, Ash, Walnut
Machining Capabilities - Finger Jointing, Sanding
Dry Kiln Cap. - 270,000' (4 Kilns) per week
Dry Storage Cap. - 5-600,000'

Quabbin Timber Inc. (Page 7)

23 Maple Ave.
P. O. Box 668
Rutland, MA 01543
Tel. (508) 886-2992
FAX (508) 886-2991

Web Site - www.quabbinlumber.com

E-Mail - qt@quabbinlumber.com
Sales - Robert Chase Jr., Brian Chase, J. A. Smith
Marketing Areas - National
Products - Balusters, Bed Posts, Bench Tops, Blanks, Blocks & Cleats, Boxes, Crates, Container Panels, Cabinet Doors, Case Good Parts, Chair Parts, Component Parts, Crib Parts/Slats, Dimension Parts, Doors/Door Parts, Drawers/Drawer Parts, Finger Joint & Finger Joint Edge-Glued Parts, Furniture Parts & Components, Lumber, Machined & Semi-Machined Components, Moulder Blanks, Panels, Shelving, Stair Treads, Stairs/Stair Parts, Surveyor Stakes, Table Tops/Parts
Species - Hard Maple, Soft Maple, Red Oak, White Oak, Poplar, Pine, Birch, Cherry, Poplar, Ash, Cottonwood, Hickory
Machining Capabilities - Boring, Sanding, Tenoning, Finger Jointing
Dry Storage Cap. - 600,000'

Sitco Lumber Company (Back Cover & Page 11)

2050 Kestrel Avenue
DeSoto (Dallas), TX 75115
Tel. (972) 225-4283
Toll Free (800) 627-4826
FAX (972) 228-5987
Web Site - www.sitco.com
E-Mail - info@sitco.com
sales@sitco.com
Sales - Jess Fulcher - j.fulcher@sitco.com
Steve McKeever - s.mckeever@sitco.com
Pudge Shatzer - p.shatzer@sitco.com
Bob Williams - b.williams@sitco.com
Jon Pappas - j.pappas@sitco.com
Tony Jackson - t.jackson@sitco.com
Kathy Campos - k.campos@sitco.com
Ron Hasten - r.hasten@sitco.com
Marketing Areas - National, International,
Products - Lumber, S2S, Hardwoods & Exotics
Species - Domestic, Exotic & Imported Hardwoods
Branch Warehouses - SitcoLA - Cerritos, CA
SitcoSF - San Francisco, CA
SitcoCHICAGO - Chicago, IL

Stanley Woodworking, Inc. (Page 129)

4113 White Top Road
Middleburg, PA 17842
Tel. (570) 837-6434
FAX (570) 837-1637
Web Site - www.hardwoodparts.com
E-Mail - contact.us@hardwoodparts.com
Sales - Scott Wilson
Marketing Areas - National
Products - Mouldings, Custom Mouldings, Crown Mouldings, Dimension, Edge Glued Panels, Stair Parts, Furniture Parts, Billiard & Pool Table Parts, Laminated Parts, Squares, S4S Stock
Species - Red Oak, White Oak, Cherry, Maples, Poplar, Ash, Mahogany, Hickory, Walnut, Basswood
Machining Capabilities - Ripping, Chop-saws, Gluing, Moulding, Tenoning, Sanding, Finger Joint
Dry Storage Cap. - 1,000,000'

H. A. Stiles (Page 89)

386 Bridgton Rd.
Westbrook, ME 04092
Tel. (800) 447-8537
FAX (207) 854-8833
Web Site - www.hastiles.com
E-Mail - steve@hastiles.com
Sales - Steve Parrish
Marketing Areas - National, International
Products - Turnings, Dowels, Handles, Columns & Balusters, CNC Routed & Shaped Parts, Furniture Parts, Toy Parts, Mouldings, Plugs & Wedges, Boxes & Crates
Species - All Hardwoods, Eastern White Pine, So. Yellow Pine
Machining Capabilities - Boring, Sanding, Tenoning, Routing, Shaping, Turning, Finishing, Printing, Engraving

Thompson Forest Products Intl. (Page 3)

24-B Battleground Ct.
Greensboro, NC 27408
Tel. (336) 373-1117
FAX (336) 373-1119
Web Page - www.thompsonforestproducts.com
E-Mail: billy@thompsonforestproducts.com
bob@thompsonforestproducts.com
Sales - Bob Thompson, Billy Thompson
Marketing Areas - National, International
Products - Dowels, Squares, Turnings, Edge Glued Panels, Dimension, Mouldings, Panels, Components, Drawer Sides, CNC Shaped Parts, Bed Posts, Table Legs, Chair Assemblies
Species - Ash, Maple, Birch, Beech, Hickory, Gum, Pine, Oak, Poplar
Machining Capabilities - Sanding, Tenoning, Moulding, Shaping, Routing, Boring

Wheeland Lumber Co., Inc. (Page 9)

3558 Williamson Trail
Liberty, PA 16930
Tel. (570) 324-6042
FAX (570) 324-2127
Web Site - www.wheelandlumber.com
E-Mail - bill@wheelandlumber.com
Sales - Ray Wheeland, Bill Baker, Derek Wheeland
Marketing Areas - National, International
Products - Hardwood Lumber, Paneling, Flooring,
Mouldings, Cut To Size Dimension
Species - Red Oak, White Oak, Cherry, Soft Maple, Hard Maple, Ash, Poplar, Beech
Machining Capabilities - Shaping, Weining
Moulders
Dry Kiln Cap. - 500,000 BF
Dry Storage - 2,000,000 BF

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AHEC REPORT

BUSY SPRING FOR AHEC

The American Hardwood Export Council has a full slate of activities planned for 2016, including five “American Pavilions” and two AHEC Regional Conventions. Our spring schedule is particularly busy, with seven Asian trade shows held in March alone! At these shows the AHEC team had a booth and worked to educate the local market on how to order lumber, as well as the unique sustainable and environmental benefits of specifying U.S. Hardwood lumber.

Kicking off the month of April, AHEC has an American Pavilion at Dubai Wood Show in the UAE. Dubai Wood is the flagship convention for the Middle East and brings in buyers from all over the region. Unquestionably the most important show of the year for the Middle East and Africa, U.S. Hardwoods are strongly represented at the Dubai Wood Show with 19 U.S. company booths and a flagship AHEC space.

In March, John Chan and Sharon Shek from our China and Southeast Asian office attended two trade shows in Kuala Lumpur, Malaysia, an expanding new market for U.S. Hardwoods. First, they attended the Malaysia International Furniture Fair, followed by the Export Furniture Exhibition. Malaysia is currently the 12th largest market for U.S. Hardwood lumber in the world, buying over \$18 million in 2015. The large majority of that wood is White Oak, followed by Yellow Poplar and Walnut, all used extensively in furniture making.



Also last month, the 5th Annual SingaPlural design show in Singapore took place. This show is a cornerstone of the design and architecture scene in Southeast Asia, and our booth at the show highlighted some of our past projects with U.S. Hardwoods. Overlapping with this show was the International Furniture Fair Singapore.

Our only scheduled trade show for Vietnam is the VIFA Furniture Show. The Vietnamese market has truly blossomed in the past five years, and now, as our third largest export destination behind China and Canada, is beginning to establish itself as a more mature market. This will be reflected in our marketing over the next year, as our booth space at VIFA showcased selected works from a local student design competition using American Hardwoods. These design competitions are a low-cost way to exhibit new uses and trends in

Hardwood furniture as well as educate the next generation.

At the end of March our focus turned back to China for the DOMOTEX Asia and Interzum Guangzhou exhibitions. Our largest trade show event of the year was at our “American Pavilion” of 28 U.S. companies at Interzum Guangzhou. The Interzum show in Southern China has proven to be a consistent source of knowledgeable buyers and the preceding DOMOTEX Asia show in Shanghai was an excellent barometer of the flooring industry. ■

BY MICHAEL S. SNOW,
EXECUTIVE DIRECTOR,
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EXPORT COUNCIL,
RESTON, VA
703-435-2900
WWW.AHEC.ORG



HARDWOOD FEDERATION UPDATE

HARDWOOD FEDERATION MAINTAINS SHARP FOCUS ON MEANINGFUL LEGISLATION

Spring is in the air and things are getting hot in Washington, DC!

The Hardwood Federation has spent the first quarter of the year laser focused on advocating on behalf of the U.S. industry in Washington, DC. Because 2016 is such an important election year, Members of Congress will be back in their home states for most of the summer and early fall. Meaningful legislation, if it happens at all, will most likely happen before the 4th of July holiday.

With the hundreds of issues considered each day on Capitol Hill, many wonder how the Federation prioritizes which issues should get our time and attention. Our first step is to ask you, the members of the Hardwood industry, what your biggest challenges to growing your business are. The second step is to review the findings, add in our own thoughts based on experience and information gathered during our time on the Hill and then present it to our Board of Directors for a final discussion and ultimately approval.

Back in February, the Hardwood Federation's Board of Directors and HF PAC Board of Directors came to Washington, DC, for their annual winter meetings. The primary focus of the winter meeting is to set the direction and priorities of the Federation for the year and the policy agenda always is at the top of the list.

We conduct our survey just prior to the winter meeting. In 2016, the following were the undisputed issues of most concern:

Federal Forest Management: When will appropriate funding levels be proposed that allow Forest Service employees to efficiently fight forest fires AND manage our public lands in a sustainable and economically productive manner?

Tax Policy: What tax reform initiatives will be introduced and how will they impact our ability to keep, protect and/or enhance the Hardwood industry's bottom



line? Will reform measures incentivize private landowners to maintain their existing forest lands as the source of raw materials for our mills and manufacturing plants?

The Endangered Species Act:

How many more species will be listed under the Act and how will these designations affect harvesting and transportation capacity?

Regulatory Reform: Are there new rules and regulations being proposed that will put additional administrative and financial burdens on our businesses?

These are not new topics for the Federation, but the high level of importance placed on these issues is a clear mandate for us. Congress will continue to hear from us on these and other issues that have the potential in many cases for devastating impact on Hardwood businesses and, in others, improvement in the business climate.

Conducting facility visits for elected officials at any level of government, local, state, or federal, is a good way to build relationships for your company and increase support for a pro-growth, pro-business, pro-Hardwood agenda. Likewise, they provide excellent opportunities for lawmakers to meet with their constituents, hear the success stories and the struggles that you face, and see firsthand how their policies work in real life. Facility tours give lawmakers firsthand experience and an up-close look at the importance of the Hardwood industry in their home town economy. For an easy to follow guide, check out our website at www.hardwoodfederation.com.

The Hardwood Federation is here to help you with the process and if you have any questions or need assistance along the way please do not hesitate to contact us at hardwood.federation@hardwoodfederation.com with questions or recommendations for ways we can better represent you and your employees. ■

BY DANA LEE COLE,
EXECUTIVE DIRECTOR,
HARDWOOD FEDERATION,
1101 K STREET NW, STE. 700,
WASHINGTON, DC 20005
202-463-5186
WWW.HARDWOODFEDERATION.WILDAPRICOT.ORG





Grothouse Lumber:

A Focus On Sustained Growth And An Above-Par Customer Service Commitment

By Bridget McCrea

One of Grothouse Lumber's product lines is called Saxon Wood™ which uses woods hand selected and sourced by Paul Grothouse.

Germansville, PA—In business since 1994, The Grothouse Lumber Company, located here, has made a name for itself by developing innovative, technically advanced products that many of its competitors can't replicate, according to a company representative. From configurable kitchen products to the Durata® Waterproof Finish to hand-planed countertops, the company takes customization to a new level by catering to the specific needs of its varied customer base.

"Our goal is to always supply the most exceptional level of customer service possible and the highest quality wood surfaces available anywhere," said Denise Grothouse, chief brand officer. Specializing in custom wood countertops, butcher block countertops, wood bar tops, and tables, the company utilizes more than 60 different wood species and 30 edge profiles to make its products.

Grothouse Lumber buys over 500,000 board feet of Beech, Cherry, Ash, Knotty Alder, and Red Oak from concentration yards and specialty importers annually. From the latter, the firm procures African Mahogany, Black Walnut, Brazilian Cherry, and numerous other species. All lumber is purchased in 8/4 FAS, FEQ, C1F, C2F, kiln-dried and rough.

A member of the National Kitchen and Bath Association and the Bath Kitchen Buying Group, Grothouse Lumber sells its products nationwide via a network of 30 independent sales representatives. "Our products are found in residential homes and commercial bars worldwide," stated Grothouse, who runs the company alongside her husband,

Paul Grothouse, owner and founder, and Jacob Heiter, operations manager.

Celebrating its 22nd year in business in 2016, Grothouse Lumber was founded by Paul Grothouse whose exposure to woodworking began at an early age as his father—a highly respected period furniture maker—restored their 18th century home on the banks of the Chesapeake Bay. As a teenager, Paul purchased a portable sawmill to finance his college tuition. The work taught him a great deal about



Paul Grothouse (left) is owner and founder of Grothouse Lumber, while Denise Grothouse is chief brand officer for the company.



Grothouse Lumber's products were highlighted in an issue of *House Beautiful* magazine in which Tyler Florence designed indoor and outdoor cooking environments that incorporated several of the company's pieces.



Custom carved bowls can be integrated into countertop surfaces to add an artful touch and function.



Grothouse Lumber's bar tops and other countertop offerings are hand-planed, custom-stained and/or distressed to customer specifications. Pictured is a design that was created by Donna Venegas and Company.

“Our relentless pursuit of excellence maintains client confidence in our inventive products that never become dull or dusty. Our pioneering spirit raises the bar for the wood countertop industry, ultimately creating a positive market for the entire trade.”

*— Denise Grothouse, chief brand officer,
The Grothouse Lumber Co.*

wood species, proper sawing and drying techniques, and creating quality wood.

Paul earned an engineering degree at Virginia Tech, located in Blacksburg, VA, and was quickly promoted to quality manager at Lutron Electronics Inc., a maker of high-end lighting controls. “During this period he continued to mill custom sized lumber on weekends for local craftsmen, build custom furniture, and create custom wood butcher blocks to customer requests,” Denise explained, adding that the high demand for the product quickly led Paul in the direction of a new career.

“The butcher blocks increased to include custom wood countertops, bar tops, and tables,” Denise offered. “Our company’s unsurpassed quality, design, and construction capabilities are a result of his extensive experience in woodworking and engineering.”

Under Paul’s leadership, Grothouse Lumber was able to establish itself as an expert in end grain butcher block construction. “Due to our extensive engineering and proprietary

construction methods, we construct end grain pieces previously unavailable on the market,” stated Denise. “We can make end grain pieces 36-inches thick, well over 20-feet long, and practically any size that can be transported. Our largest piece required a dedicated flatbed tractor-trailer to transport.”

Taking cues from luxury yacht builders, Paul also engineered and registered the Durata maintenance-free finish, which is ideal for applications around water. Wood surfaces finished with Durata include a stock stain, glaze, or custom stain match application. “We aspire to offer a wood finish equal to the integrity of our lifetime warranty,” said Denise. “Our clients require a maintenance-free finish that is waterproof, durable, and impervious to most household chemicals. This finish is designed to exceed our customers expectations.” The company also makes custom-built solid wood countertops, butcher-block countertops, and bar tops that are hand-planed, custom-stained, and/or distressed to customer specifications.

Please turn to page 62



AJD's selection of logs in the timber stands that are well-suited for industrial material aids the company in regard to controlling supply and production costs.

AJD Forest Products: Focus On Superior Quality Products Reaps Success

By Paul Miller Jr.

Grayling, MI—Located alongside the world famous AuSable and Manistee Rivers, this small town is a sanctuary to those who enjoy outdoor activities. It is also home to 41-year-old AJD Forest Products LP, recognized regionally, particularly in Wisconsin, Illinois, Indiana, Michigan, Ohio and Ontario, as a leading producer of industrial lumber.

AJD currently produces 15 million board feet annually in all Hardwood species—including Red Oak, Hard and Soft Maple, Aspen, Ash and Basswood—grown within an 80-mile radius of the company.

That production amount is an increase from 9 million board feet during the Great Recession. Prior to that economic downturn, the company employed 85 people, and produced 20 million board feet. As with so many lumber companies during those challenging years, AJD downsized and cut the staff by half in order to survive. Since that time, they have built the staff back up to 65.

AJD staffs three licensed foresters who procure timber from private, state and federal landowners. According to Fred “Butch” Fisher, in sales for AJD, “Managing our own timber sales and two logging crews is an ongoing investment for our company to operate successfully. We can better plan for the cost of logs and lumber prices in order to



Pictured at AJD Forest Products are: Tony Nash, Fred “Butch” Fisher, and Steve Shelp.

make a fair profit. With our own logging crews, we have the flexibility to harvest needed species when the wood species mix in the log yard is not balanced with customer orders. Better customer service and better operating efficiency in the mill is the result of our vertical integration as a company.”

In fact, noted AJD Operations Manager Tony Nash, 70



AJD Forest Products currently produces 15 million board feet annually in all Hardwood species—including Red Oak, Hard and Soft Maple, Aspen, Ash and Basswood.



Seventy percent of the logs used in the company's production are sawn from state and private timber sales managed by AJD's foresters. The remaining 30 percent of logs is bought on the open market and the company places no maximum limit on the log diameter.

percent of the logs used in the company's production are sawn from state and private timber sales managed by AJD's foresters. The remaining 30 percent of logs is bought on the open market and the company places no maximum limit on the log diameter. Independent logging companies harvest the majority of timber sales managed by AJD.

Tim Neff, general manager, noted that the "shortage of loggers in our area led to our starting a short wood logging crew in 2013. A shortage of loggers and truckers is an immediate challenge that persists and impacts delivery of both logs and lumber to customers. If the situation continues, we may consider sourcing more logs from third parties or perhaps adding to our logging crew. Until then, we remain focused on providing our valued customers with the best products possible."

AJD's product offerings include industrial lumber in various thicknesses, such as ½-inch to 7 inches, and in widths of 4-, 6-, and 8-inches. Available board lengths range from 4 feet to 10.5 feet. By volume, AJD's largest industrial products are 1-inch x 4-inch x 8-feet and 1-inch x 4-inch x 10-feet. These are sold green, and are edged, end trimmed and sorted into packs that are consistent with widths, thicknesses and lengths. AJD also offers the option of mixed length packs to its customers, many of whom are in the pallet and box industries and have filed orders with the company for more than two decades. No industrial products are heat treated or kiln-dried. "Customer demand drives the products we offer," Nash said.

He added that industrial lumber comprises 80 percent of AJD's production, followed by high grade

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"With our own logging crews, we have the flexibility to harvest needed species when the wood species mix in the log yard is not balanced with customer orders. Better customer service and better operating efficiency in the mill is the result of our vertical integration as a company."

*– Fred "Butch" Fisher,
AJD Forest Products LP*



One of AJD's NHLA certified graders is shown here inspecting the finished product.



Owners of GreenTree Forest Products Inc., located in Wallingford, KY, include Greg Wells, David Wells, James Wells and Michelle Murphy.

GreenTree Forest Products Announces \$2.2 Million Upgrade; Governor Applauds Homegrown Success Story

Wallingford, KY—Governor Matt Bevin recently announced that GreenTree Forest Products Inc., an Appalachian Hardwoods producer located here, is adding 10 full-time jobs with a \$2.2 million investment for equipment upgrades at its Fleming County facility.

“I am thrilled to announce that GreenTree Forest Products Inc. is investing more than \$2 million in Kentucky and adding 10 full-time jobs to our local economy,” said Governor Bevin. “It is a testament to the quality of Fleming County’s workforce and further indication that Kentucky is open for business. I applaud this homegrown success story.”

For its sawmill and pallet operation in Fleming County, GreenTree will purchase equipment that includes a McDonough Manufacturing Co. 7-foot line bar resaw and attachment, a state-of-the-art Paw-Taw-John Services Inc. 3D scanner for the existing carriage (purchased through Cleereman Industries), Mellott LMR 48-inch debarker, a HMC Corp. MDS50 20-foot drop saw trimmer. Also under consideration is a McDonough Manufacturing Co. optimized three-saw edger with the value max option. GreenTree anticipates the new equipment will save the company \$220,000 per year in production costs. The company expects the investment will increase production by 30 percent.

The facility currently produces 8 million board feet of Appalachian Hardwood annually comprised of Red and White Oak, Hard and Soft Maple, Basswood, Hickory, Poplar, Cherry and Ash in 4/4–8/4 thicknesses. GreenTree also dips all lumber for sap stain protection in the summer months. GreenTree specializes in custom built, specialty pallets, skids, crates and boxes in Hardwoods and kiln-dried southern yellow pine.

“Our family has deep roots in Rowan and Fleming coun-

ties. We are a third generation lumber family, born and raised in eastern Kentucky,” said GreenTree Co-Owner James Wells. “Our family has been in the lumber business since 1954 and we just celebrated our 25th year of business at our Fleming County location.

“We are proud to be a part of the business community not only in Kentucky, but in Fleming County as well,” Wells added. “A lot of blood, sweat and tears have been put into our business. That, combined with the support of our families, it has become what it is today. It is amazing to look back and see where we started, where we have come and where we are going. This investment will prepare us for many years to come as we look toward the future.”



Pictured are logs ready for GreenTree’s sawmill. Wood species handled by GreenTree include: Red and White Oak, Hard and Soft Maple, Basswood, Hickory, Poplar, Cherry and Ash.



GreenTree Forest Products produces 8 million board feet of Appalachian Hardwood annually.



For GreenTree's sawmill facility, the company will invest in a \$2.2 million upgrade, which will include a 7-foot line bar resaw, a state-of-the-art 3D scanner for the existing carriage and an optimized three-saw edger.

GreenTree currently employs 45 full-time workers. GreenTree is owned and operated by David Wells and his three children, James, Greg and Michelle. David's father, J.C. Wells, along with his three other sons, set up and ran his first Corley Manufacturing Co. sawmill on their family farm in 1954. That operation grew into what is now Valley View Hardwoods in Morehead.

"We are pleased to welcome this new investment on behalf of GreenTree Forest Products in Fleming County," said Sen. Steve West of Paris. "We appreciate all those who helped with this project, as it is encouraging to see a successful local business rewarded for its hard work."

"This is great news for Fleming County and especially those families who will benefit from these new jobs and investment," said Rep. Mike Denham, of Maysville. "Kentucky plays a major role among the states when it comes to Hardwood production, and companies like GreenTree Forest Products are a key reason why. I want to thank them and our economic development leaders for working together to make this announcement possible."

Fleming County Judge-Executive Larry Foxworthy said, "The Wells' families, owners of GreenTree Forest Products Inc., are one of the most widely known and well respected names in the Hardwood industry. Their company has played a very important role in this area's economy for many years and with the addition of more new jobs. This proves their commitment, investment and dedication to our region and is



"It is amazing to look back and see where we started, where we have come and where we are going. This investment will prepare us for many years to come as we look toward the future."

*—James Wells, co-owner,
GreenTree Forest Products Inc.*

very positive for our economic outlook."

To encourage the investment and job growth in the community, the Kentucky Economic Development Finance Authority preliminarily approved the company for tax incentives up to \$200,000 through the Kentucky Business Investment program. The performance-based incentive allows a company to keep a portion of its investment over the agreement term through corporate income tax credits and wage assessments by meeting job and investment targets.

In addition, GreenTree is eligible to receive resources from the Kentucky Skills Network. Through the Kentucky Skills Network, companies are eligible to receive no-cost recruitment and job placement services, reduced-cost customized training and job training incentives.

GreenTree Forest Products is a member of the National Hardwood Lumber Association. ■

**For more information on GreenTree, visit
www.GreenTreeForest.com.**

IHLA Hosts Over 1,000 At Annual Convention

IHLA Past Presidents Photo By Anita Howard Photography Photos By Gary Miller and Paul Miller Jr.

Indianapolis, IN—The Indiana Hardwood Lumbermen's Association (IHLA) reported that more than 1,000 attendees recently gathered here at the Marriott Downtown Hotel for the 118th IHLA Annual Convention & Exposition, presented by Pennsylvania and Indiana Lumbermens Mutual Insurance Companies.

IHLA convention chairwoman Mista Feist, of Holmes & Co. Inc., located in Columbia City, IN, noted, "It was easy choosing a theme for this year's event. 'Let's Make A Deal' perfectly describes the annual winter gathering of the finest Hardwood professionals from across North America, as well as a few other places. They all travel to Indianapolis in the middle of winter because they know that's where the deals will be made." At this year's IHLA convention, Feist was inducted as the 2016 IHLA president.

The three-day event also provided the attendees opportunities to view new products and services that were showcased by exhibiting companies on the tradeshow floor.

The convention schedule included multiple guest speak-

ers, who provided presentations on a variety of topics, such as: Positioning for 2015, by Myron Kanning, Dept. of Entrepreneurship and Management, Indiana University Kelley School of Business; a forest health panel, which focused on creating and maintaining healthy forests; and the opening session keynote speaker, Greg Garrison, an attorney and radio talk show host, who shared his insight and anecdotes from a career that has included the prosecution of boxer Mike Tyson and as a legal analyst for CBS News following the trials of O.J. Simpson and Timothy McVeigh.

During the IHLA meeting, Mark Barford, retiring CEO of the National Hardwood Lumber Association, was honored for his 40 years of service to the industry.

Additionally, other associations held member meetings, including the American Walnut Manufacturers Association, the Fellowship of Christian Lumbermen and the Hardwood Federation, which held a board meeting.

For more information about IHLA, visit www.ihla.org. ■



IHLA 2016 Past Presidents Pictured: *Front row (left to right):* Mick Sweeney, MacBeath Hardwood Co., Edinburgh, IN; Matthew Smith, Smith Creek, Borden, IN; Tom Derleth, Indiana Hardwood Specialties Inc., Spencer, IN; Mark Williamson, Superior Hardwoods, Montezuma, IN; Ronda Derleth, Indiana Hardwood Specialties Inc., Spencer, IN; and Jay Engle, Smith Creek, Borden, IN; *Back row (left to right):* Chris Moore, Granite Valley Forest Products, Marathon City, WI; Mike Powers, Maley & Wertz Inc., Evansville, IN; John Brown, Pike Lumber Co., Akron, IN; Gordon Miller, Goshen, IN; Stan Messmer, MasterBrand Cabinets Inc., Jasper, IN; Philip Fischer, Maley & Wertz Inc., Evansville, IN; Dave Bramlage, Cole Hardwood Inc., Logansport, IN; Sam Smith, Koetter Woodworking Inc., Borden, IN; Darin Hollingsworth, Hollingsworth Lumber Inc., Russiaville, IN; Joe Hines, Northern Wood Products, Walkerton, IN; and Rich Solano, Pike Lumber Co., Akron, IN



Jason Twigg, Tuscarora Hardwoods Inc., Elliottsburg, PA; Tom Armentano, Sirianni Hardwoods Inc., Painted Post, NY; and Jeff Grove and Greg Lands, Ohio Select Hardwoods LLC, Portsmouth, OH



Casey Goodman, C.B. Goodman & Sons Lumber Inc., Hickory, KY; Scott Wood, Midwest Walnut LLC, Willow Springs, MO; Chris Summers, Ohio International Lumber LLC, Waverly, OH; and Clint Goodman, C.B. Goodman & Sons Lumber Inc.



Matt Yest, Kendrick Forest Products, Edgewood, IA; Rob Kukowski, Kamps Hardwoods Inc., Dutton, MI; Paula Turlington, SII Dry Kilns, Lexington, NC; and Steve Jones, Ron Jones Hardwood Sales Inc., Union City, PA



Kenneth Lynn, Anderson Wood Products, Louisville, KY; Matthew Lowry, Woodcraft Industries Inc., Greenville, PA; and Travis Jewell, Jewell's Hardwoods, Spartansburg, PA



Doug Hallman and John Lindeberg, Wellborn Cabinet Inc., Ashland, AL



Kelly Hostetter, Hartzell Hardwoods Inc., Piqua, OH; Dan Mathews, Brian Turlington and Ben Mathews, SII Dry Kilns, Lexington, NC; and Trevor Vaughan, Ron Jones Hardwood Sales Inc., Union City, PA



Ryan Pescaglia, Missouri-Pacific Lumber Co., Fayette, MO; Tom Johel, U-C Coatings LLC, Buffalo, NY; and Bob McCabe, Bingaman & Sons Lumber Inc., Kreamer, PA



Eric Porter and Bruce Horner, Abenaki Timber Corp., Kingston, NH

Additional photos on next page

IHLA PHOTOS *Continued*



James Lee, AC Exchange Timber LLC, Yorktown, VA; Kevin Nickey, Legacy Wood Products, West Plains, MO; Lin Zhu, AC Exchange Timber LLC; and Darwin Murray, Legacy Wood Products



Kenny Michaels, ISK Biocides Inc., Oakland, MD; Dana Spessert, National Hardwood Lumber Assoc. (NHLA), Memphis, TN; Michael Snow, American Hardwood Export Council, Reston, VA; and Peter Solberg, Wieland & Sons Lumber Co., Winthrop, IA



Mike HousiauxSteward, Walker Lumber Co. Inc., Woodland, PA; Nathan Jobe, American Lumber Co., Hamburg, NY; Jesper Bach, Baillie Lumber Co., Hamburg, NY; and Nick Ince and John Stokinger, Walker Lumber Co. Inc.



Art Robbins, Taylor Lumber Worldwide Inc., McDermott, OH; Jack Slaby, Weas Engineering Inc., Westfield, IN; Loren Voyer, Champlain Hardwoods Inc., Essex Junction, VT; Shane Cook, Granite Valley Forest Products, New London, WI; and Roy Reif, Quality Hardwoods Ltd., Powassan, ON



Paul and Liz Brooks, Quality Hardwoods Ltd., Powassan, ON; and Ron and Susan Carlsson, USA Woods International Inc., Germantown, TN



John Brown and Jeff Crockett, Pike Lumber Co. Inc., Akron, IN; and Luke Brogger, Quality Hardwoods Inc., Sunfield, MI



Angie Capper and Craig Brouyette, Pike Lumber Co. Inc., Akron, IN; and Jim Reader, Downes & Reader Hardwood Co. Inc., Stoughton, MA



Steve Staryak, BPM Lumber LLC, London, KY; John Foley, BPM Lumber LLC, Lexington, KY; and Tom Inman, Appalachian Hardwood Manufacturers Inc., High Point, NC



George Crawford, Somerset Wood Products, Somerset, KY; Lewis Reed, Thompson Appalachian Hardwoods, Huntland, TN; and Steve Merrick, Somerset Wood Products



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



Tom Imm, Taylor Lumber Worldwide Inc., McDermott, OH; Yvonne Danos, Graf Brothers Flooring & Lumber, South Shore, KY; Wendell Sugg, Oaks Unlimited Inc., Waynesville, NC; and Steve Rasmussen, Wieland & Sons Lumber Co., Winthrop, IA



Thom Teach and Steve Arnold, Missouri Walnut LLC, Neosho, MO



Cody Landt, Hartzell Hardwoods Inc., Kirksville, MO; and Coby Short, Hartzell Hardwoods Inc., Piqua, OH



Sebastien Richard, W.J. Jones Co. Ltd., Saint-Hubert, QC; and Patrick Gagne and J.F. Audet, Primewood Lumber Inc., Drummondville, QC



Phil and Marcelle Villeneuve LeBlanc, Lumber Resources Inc., Quebec City, QC; Mathieu Lussier, Simon Lussier Ltd., Blainville, QC; and Jason Goodman, Hartzell Hardwoods Inc., Piqua, OH



John Carithers and Greg Blomberg, Kendrick Forest Products, Edgewood, IA; and Mark Metzger, Northwest Hardwoods Inc., Erie, PA

Additional photos on next page

IHLA PHOTOS *Continued*



Chris Moore, Granite Valley Forest Products, Marathon City, WI; Mark Miller, Frank Miller Lumber Co. Inc., Union City, IN; Nils Dickmann, Abenaki Timber Corp., Kingston, NH; and Bucky Pescaglia, Missouri-Pacific Lumber Co., Fayette, MO



Jim Taylor, O'Shea Lumber Co. Inc., Glen Rock, PA; Tom Imm, Taylor Lumber Worldwide Inc., McDermott, OH; and Adam and Shawn Covalt, O'Shea Lumber Co. Inc.



Erin Cox, Taylor Lumber Worldwide Inc., McDermott, OH; and Adam Covalt, O'Shea Lumber Co. Inc., Glen Rock, PA



Michael Stilio, Weston Premium Woods, Brampton, ON; Thom Teach, Missouri Walnut LLC, Neosho, MO; Hud Caldwell, Gutches Lumber, Cortland, NY; Frank Mainolfi, Weston Premium Woods; and Chris Wickerhsam, Gutches Lumber



James Yoder, Hardwoods Specialty Products, Elkhart, IN; Pete Van Amelsfoort, Quality Hardwoods Ltd., Powassan, ON; Brad Schroeder, Northwest Hardwoods Inc., Beachwood, OH; and Jason Sencaj, Hardwoods Specialty Products



Randy Flament, Emporium Hardwoods Inc., Emporium, PA; Mark Bennett, Brenneman Lumber Co., Mt. Vernon, OH; and Mike Mooney, Northwest Hardwoods Inc., Tacoma, WA



Stephen Markum, Blue Ridge Lumber Co., Fishersville, VA; and Bob and Charlie Cafiero, J&J Log and Lumber Corp., Dover Plains, NY



John Stokinger, Walker Lumber Co. Inc., Woodland, PA; Joe Zona and Jack Monnoyer, Deer Park Lumber Inc., Tunkhannock, PA; and Jesse LaSon, Rossi Group, Middletown, CT



Cam Koons, Deer Park Lumber Inc., Tunkhannock, PA; and Rob Paradise and Rick Wagner, Devereaux Sawmill Inc., Pewamo, MI



Linwood Truitt, Beasley Forest Products Inc., Hazlehurst, GA; Joey Josey, Josey Lumber Co. Inc., Scotland Neck, NC; Todd Nelson, Thompson Appalachian Hardwoods, Huntland, TN; and Wayne Law, New River Hardwoods Inc., Beckley, WV



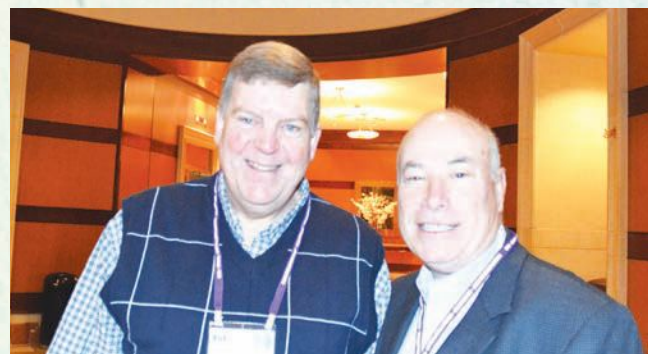
Tom Herga and Keenan Eberhard, Hardwoods Specialty Products, Leland, NC; Kris Palin, Allegheny Wood Products Inc., Petersburg, WV; and Jason Gobel, Northwest Hardwoods Inc., Beachwood, OH



Darrin Hastings, Emerson Hardwood Co., Portland, OR; Steve Stoufflet, Robinson Lumber Co. Inc., New Orleans, LA; Jesse LaSon, Rossi Group, Middletown, CT; and Scott Lilley, Granite Valley Forest Products, New London, WI



Josh Malek, Aacer Flooring, Peshtigo, WI; and Steve Shelp, AJD Forest Products LP, Grayling, MI



Ed White, Wagner Lumber Co., Cayuta, NY; and Paul Miller Jr., National Hardwood Magazine, Memphis, TN



Will Schmertzler, Rex Lumber Co., Acton, MA; and Karl Schmertzler, Yoder Lumber, Lenoir, NC



Bert Gary, CLC Hardwoods, Charlottesville, VA; and Paul Potter, Salem Equipment Inc., Sherwood, OR

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IHLA PHOTOS *Continued*



Darwin Murray, Legacy Wood Products, West Plains, MO; Israel Gonzalez, Atlas Trading International LLC, Beaverton, OR; and Kevin Nickey, Legacy Wood Products



Kris Palin, Allegheny Wood Products Inc., Petersburg, WV; Burt Craig, Kane Hardwood, Kane, PA; and Dean Alanko, Allegheny Wood Products Inc.



Paul Miller Jr., National Hardwood Magazine, Memphis, TN; and Dylan Cyr-Cormier, Maine Woods Co. LLC, Portage Lake, ME



Thom Teach, Missouri Walnut LLC, Neosho, MO; Rob Hill, Holt & Bugbee Co., Tewksbury, MA; Tom Coble, Hartzell Hardwoods Inc., Piqua, OH; and Tim Madigan, Forcey Veneer, Clearfield, PA



Jamie Barnett, Armstrong Hardwood Flooring, Beverly, WV; Jim Parker, Vacutherm, Warren, VT; Vasi Bunta, Vacutherm Mid-West, Dundee, OH; and Dennis Raber, Superior Vacupress, Dundee, OH



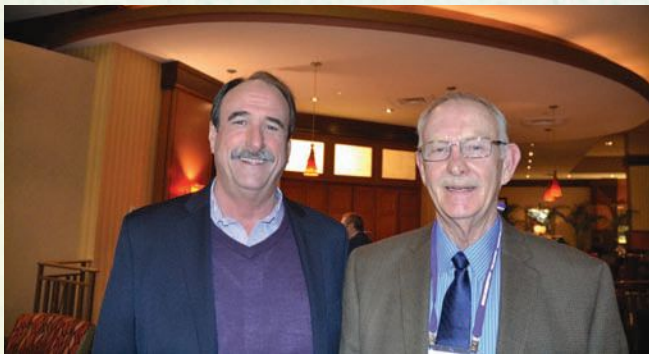
Jim Reader, Downes & Reader Hardwood Co. Inc., Stoughton, MA; Bill Rogers, Newman Lumber Co., Gulfport, MS; and John Smith, Pennsylvania & Indiana Lumbermens Mutual (PLM/ILM) Insurance Cos., Philadelphia, PA



Nate Yoder, Banks Hardwoods Inc., White Pigeon, MI; Jeff Mangus, Granite Valley Forest Products, New London, WI; and Rick Wagner, Devereaux Sawmill Inc., Pewamo, MI



Nico Poulos, Weston Premium Woods Inc., Brampton, ON; and Ed Armbruster, Northwest Hardwoods Inc., Beachwood, OH



Dan Caldwell, Atlanta Hardwood Corp., Mableton, GA; and Dennis Carr, Mueller Brothers Timber Inc., Old Monroe, MO



Darren Hubartt, Banks Hardwoods Inc., White Pigeon, MI; Dave Walston, Silver Leaf Sawmill, Elmira, MI; and Mike Schlegel, Taylor Lumber Worldwide Inc., McDermott, OH



Mike Mitchell, Bradford Forest Products Inc., Bradford, PA; and Gary Miller, National Hardwood Magazine, Memphis, TN



Karl Schmertzler, Yoder Lumber, Lenoir, NC; Bobby Raber, Tiger Wood Co., Charm, OH; and Brandon Ferman, Meridien Hardwoods of PA Inc., Pittsfield, PA



Thom Teach, Missouri Walnut LLC, Neosho, MO; Mathieu Lussier and Daniel Lalonde, Simon Lussier Lte., Blainville, QC; and Kirk Bachman, Missouri Walnut LLC



Lloyd Lovett, King City Northway Forwarding Inc., Montreal, QC; Michael Hilburn, King City Forwarding USA Inc., Pittsfield, MA; Christopher Endsjo, Urufor, Montevideo, Uruguay; and Jesper Bach, Baillie Lumber Co., Hamburg, NY



Justin and Pat Jenks, Todd Cohen and Mike Price, Forestry Systems Inc., Summerfield, NC



Trent Johnson, Lumber Blue Book, Carol Stream, IL

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IHLA PHOTOS *Continued*



George Bach Jr., East Ohio Lumber Co., Salineville, OH; Marv Bernhagen, Lewis Controls Inc., Cornelius, OR; and Jim Burris, Corley Manufacturing Co., Chattanooga, TN



Jeff Reed, Taylor & Sons Inc., Louisville, MS; and Casey Oliver and Steve Spears, ProLift Industrial Equipment, Louisville, KY



Jos aan de Stegge, Brunner-Hildebrand Lumber Dry Kiln Co., Nashville, TN



Norm Langlois, PHL Equipment Inc., St. Ephrem, QC; and Peter McCarty, PHL Equipment Inc., Eau Claire, WI



Geoff Gannon, TS Manufacturing, Lindsay, ON; Burt Craig, Kane Hardwood, Kane, PA; and Riley Smith and Terry Turner, TS Manufacturing



Ronnie Smith and James Dudley, D&D Hardwood LLC, Racine, MO; and Russ Fite and Randy Panko, Wood-Mizer LLC, Indianapolis, IN



David Piper, Mike Goldston, Bill Hendrix and Shane Garrett, Brewco Inc., Central City, KY



Mike McAvoy and Hugh Hawley, McDonough Manufacturing Co., Eau Claire, WI



Dale Bradicich, USNR, Woodland, WA; Jason Clay, USNR, Philippi, WV; Peter Taylor, HMC Corp., Contoocook, NH; and Bob Pope, USNR, Montpelier, VT



Steve Niemuth, Granite Valley Forest Products, New London, WI; Keith Renneberg, Metro Hardwoods/Division of Midwest Hardwood Corp., Jackson, WI; and Dan Hansen and Bill Millard, Midwest Hardwood Corp., Maple Grove, MN



David Caldwell, Hardwood Market Report, Memphis, TN; Crystal Oldham, Hardwood Forest Foundation, Memphis, TN; Charlie Fiala, GMC Hardwoods Inc., Long Beach, CA; and Leslie Goodman, C.B. Goodman & Sons Lumber Inc., Hickory, KY



Greg Pappas, Northwest Hardwoods Inc., Cove City, NC; Mark Grime, Sue Rakes and Brent Holland, Sauder Manufacturing Co., Archbold, OH; and JK Obrien, Classic American Hardwoods/Dri-Stixx, Memphis, TN



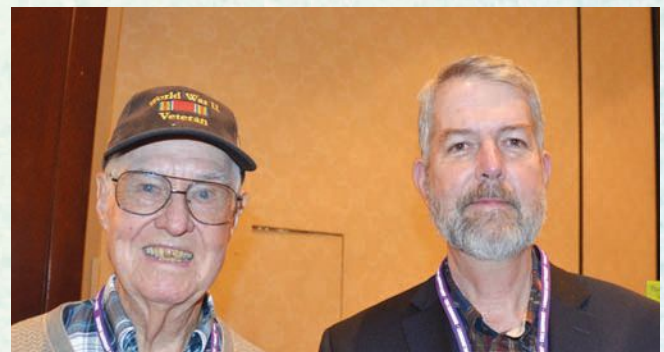
John Foley, BPM Lumber LLC, Lexington, KY; George Crawford, Somerset Wood Products, Somerset, KY; and Marty Cornett, BPM Lumber LLC, London, KY



Rob McCarthy, Northwest Hardwoods Inc., Apple Creek, OH; Eileen Ma and David Gibson, Ontario Hardwood Products Ltd., Toronto, ON; and Stan Smith, Missouri Walnut LLC, Neosho, MO



Hud Caldwell, Gutchess Lumber, Latrobe, PA; Mike Mallory, Wolverine Hardwoods Inc., Kane, PA; Ted Rossi, The Rossi Group, Middletown, CT; and Jay Ward, Emporium Hardwoods Inc., Emporium, PA



Lewis and Ed Herron, Granite Hardwoods Inc., Granite Falls, NC

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IHLA PHOTOS *Continued*



Chris Martin and Don Miller, Aetna Plywood Inc., Indianapolis, IN; and Greg Hubble, Prime Lumber Co., Thomasville, NC



Gene Wannemacher, Jeff Brewster, Ed and Fox Robbins, and Ryan Knight, Ohio Valley Veneer, Piketon, OH



Steve Templeman, Dri-Stixx Ventures, Osage Beach, MO; Jim Tipton, Classic American Hardwoods/Dri-Stixx, Memphis, TN; Bob Hughes and Kellee Griffith, Cardin Forest Products LLC, South Pittsburg, TN; and JK O'Brien, Classic American Hardwoods/Dri-Stixx, Memphis, TN



Orn Gudmundsson, Northland Corp., LaGrange, KY; Cindra Zambo, Ally Global Logistics LLC, Norwell, MA; and Nathan Hascher, UCS Forest Group, Mississauga, ON



Tom Herga, Hardwoods Specialty Products, Wilmington, NC; and Wesley Robinson and Andy Nuffer, Robinson Lumber Co. Inc., New Orleans, LA



David Caldwell, Hardwood Market Report, Memphis, TN; Paul Miller Jr., National Hardwood Magazine, Memphis, TN; Gene Almendinger, Holmes & Co. Inc., Columbia City, IN; and Dwayne Feltner, MacBeath Hardwood Co., Edinburgh, IN



Judy and Rick Goodin, Lebanon Oak Flooring Co. LLC, Lebanon, KY; Tom Derleth, Indiana Hardwood Specialties, Spencer, IN; and Wayne Law, New River Hardwoods, Beckley, WV



Bob Mohr, Allegheny Wood Products Inc., Petersburg, WV; and John Childers and Tom Hibdon, Atlanta Hardwood Corp., Mableton, GA



Norm Langlois, PHL Equipment Inc., St. Ephrem, QC; Mike Peterson, Kretz Lumber Co. Inc., Antigo, WI; Peter McCarty, PHL Equipment Inc., Eau Claire, WI; Rob Paradise, Devereaux Sawmill Inc., Pewamo, MI; and Jon MacBeath, MacBeath Hardwood Co., Edinburgh, IN



Alex Gonter-Dray, Louis-Carl Leduc and Jordan Dery, Goodfellow Inc., Delson, QC



Steve Jones, Ron Jones Hardwood Sales Inc., Union City, PA; Brady Francois, Snowbelt Hardwoods Inc., Hurley, WI; and Paul Miller Jr., National Hardwood Magazine, Memphis, TN



Shane Cook, Granite Valley Forest Products, New London, WI; Anita Howard, Superior Hardwoods/J.T. Shannon Lumber Co., Montezuma, IN; and Gus Welter, Granite Valley Forest Products, Marathon City, WI



Kelly Hostetter, Hartzell Hardwoods Inc., Piqua, OH; Rick Wagner, Devereaux Sawmill Inc., Pewamo, MI; Paul Sorek, Matson Lumber Co., Brookville, PA; Tyler Kamps and Rob Kukowski, Kamps Hardwoods Inc., Dutton, MI; and Rob Paradise, Devereaux Sawmill Inc.



Keith McPherson, Sirianni Hardwoods Inc., Painted Post, NY; Greg Devine, Abenaki Timber Corp., Kingston, NH; Russell Shamblen, Premier Hardwood Products Inc., Jamesville, NY; Tom Armentano, Sirianni Hardwoods Inc.; and Bruce Horner, Abenaki Timber Corp.



Jon Ingersoll, Bois Peladeau Inc., Cambridge Springs, PA; and Jack Grace, Robinson Lumber Co. Inc., New Albany, IN

Additional photos on next page

IHLA PHOTOS *Continued*



Scott Holley, Northwest Hardwoods Inc., Beachwood, OH; **Diane Beauchamp**, MacDonald & Owen Lumber Co., Sparta, WI; and **Steve Leonard**, Lawrence Lumber Co. Inc., Maiden, NC



Tim Girardi, Northland Corp., LaGrange, KY; and **Darrin Hastings**, Emerson Hardwood Co., Portland, OR



Steve Jones, Ron Jones Hardwood Sales Inc., Union City, PA; and **Bucky and Ryan Pescaglia**, Missouri-Pacific Lumber Co., Fayette, MO



Josh Brennan, Frank Miller Lumber Co. Inc., Union City, IN; and **Carla Barnhart and Tom Oilar**, Cole Hardwood Inc., Logansport, IN



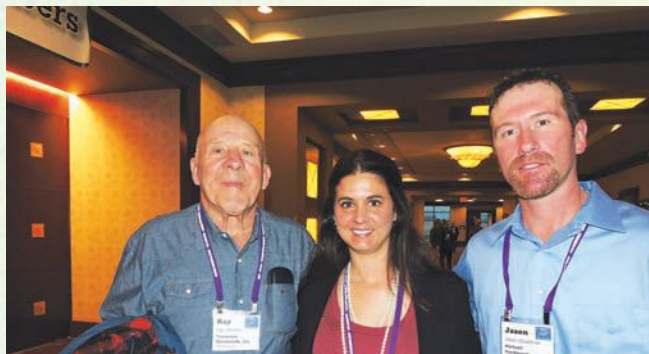
Jos aan de Stegge, Brunner-Hildebrand Lumber Dry Kiln Co., Nashville, TN; and **Bonnie and Jim Steen and Craig Brouette**, Pike Lumber Co. Inc., Akron, IN



Mark Metzger, Northwest Hardwoods Inc., Erie, PA; **Charlie Brenneman**, Brenneman Lumber Co., Mount Vernon, OH; **Chris Strang**, Downes & Reader Hardwood Co. Inc., Stoughton, MA; and **Chris Calhoun**, Bradford Forest Inc./Interforest Lumber Corp., Shade Gap, PA



Chris Moore and Kerry Romsa, Granite Valley Forest Products, New London, WI; **Thom Brown**, SII Dry Kilns, Lexington, NC; and **Shane Cook and Gus Welter**, Granite Valley Forest Products



Ray Dillman, Tuscarora Hardwoods Inc., Elliottsburg, PA; **Jen Buttice**, Cole Hardwood Inc., Logansport, IN; and **Jason Goodman**, Hartzell Hardwoods Inc., Piqua, OH



Randy Flament, Emporium Hardwoods Inc./The Rossi Group, Emporium, PA; and Bill Baker, Wheeland Lumber Co. Inc., Liberty, PA



Tim Kassis, Kretz Lumber Co. Inc., Antigo, WI; Bob Smith, Thompson Mahogany Co., Philadelphia, PA; and Rick Degen, Bennett Hardwoods Inc., Wausau, WI



Gary Miller, National Hardwood Magazine, Memphis, TN; and Steve Houseknecht, Wagner Lumber Co., Owego, NY



Wendell Sugg, Oaks Unlimited Inc., Waynesville, NC; and Stephen Zambo, Ally Global Logistics, Norwell, MA



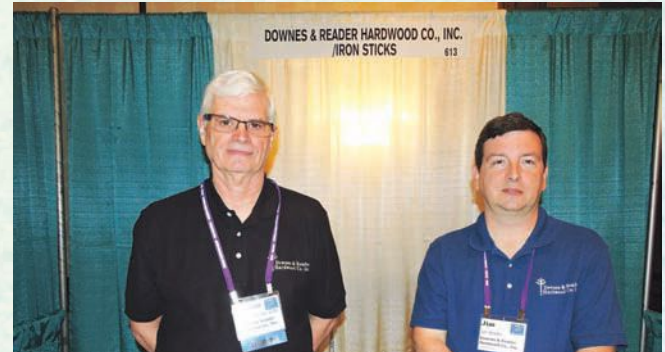
Brian Ballard and Dan Caldwell, Atlanta Hardwood Corp., Mableton, GA; Bob Mohr, Allegheny Wood Products Inc., Petersburg, WV; and John Childers, Atlanta Hardwood Corp.



(Front row) Pem Jenkins, Turn Bull Lumber Co., Elizabethtown, NC; and John Smith, PLM/ILM Insurance Cos., Philadelphia, PA; (Back row) Scott Heidler, Heidler Hardwood Lumber Co., Chicago, IL; Jim Clear, PLM/ILM Insurance Cos., Cincinnati, OH; and Greg Pianko, PLM/ILM Insurance Cos., Indianapolis, IN



Jesper Bach, Baillie Lumber Co., Hamburg, NY; Bob Uglow, Baillie Ripping Division, Hamburg, NY; and Roy Reif, Quality Hardwoods Ltd., Powassan, ON



William von der Goltz and Jim Reader, Downes & Reader Hardwood Co. Inc., Stoughton, MA

Additional photos on next page

IHLA PHOTOS *Continued*



Curtis Struyk, TMX Shipping Co. Inc., Morehead City, NC; Ryan Turman, Turman Group, Hillsville, VA; and CJ Struyk, TMX Shipping Co. Inc.



Jeremy Howard and Don Lewis, Nyle Systems LLC, Brewer, ME



John Mortati, Peterman Lumber Inc., Fontana, CA; Mike Ballard, Sawmill MD, Crestview, FL; and Dennis Johnston, Peterman Lumber Inc.



Jim Houser, Majure Data, Milton, GA; and Reed Rediger and Mike Limas, DMSi Software, Omaha, NE



Monte Pope, ISK Biocides Inc., Memphis, TN; Ray White, Harold White Lumber Inc., Morehead, KY; Lance Johnson and Kenny Michaels, ISK Biocides Inc.; and Fred Paeilli, Boss Lumber Corp., Galax, VA



Rhonda Kendrick, Kendrick Forest Products Inc., Edgewood, IA; Hugh Hawley, McDonough Mfg. Co., Eau Claire, WI; John Kantola, Northern Hardwoods Inc., South Range, MI; and Kerra Boriskey and Greg Blomberg, Kendrick Forest Products Inc.



Doug Cummings, Cummings Veneer Products, Troy, PA; Jim Higgins, U-C Coatings LLC, Buffalo, NY; Lee Cummings, Cummings Veneer Products; Mista Feist, Holmes & Co. Inc., Columbia City, IN; Peter Duerden and Dave Sondel, U-C Coatings LLC; and Neecey Feist, Holmes & Co. Inc.



Bruce Dahn, HHP Inc., Henniker, NH; and Chris Pazda, Bridgewell Resources, Tigard, OR



Brian Turlington, Thom Brown, Paula Turlington, and Dan and Ben Mathews, SII Dry Kilns, Lexington, NC



Renee Hornsby and Dana Spessert, NHLA, Memphis, TN; Susan Carlsson, USA Woods International Inc., Germantown, TN; and John Hester, NHLA



Mark Tittler and Ken Trainor, Diacon Technologies Ltd., Richmond, BC



Rob Kittle and Paul Cleereman, Cleereman Industries Inc., Newald, WI



(Front row) Carla Barnhart, Tom Oilar, Jen Buttice, Artis Bramlage, Adrian and Joshua Bateson; (Back row) J.D. Floyd, Dave Bramlage, Cole Hardwood Inc., Logansport, IN; and Eva Gu and Jonathan Ling, Cole Hardwood Inc., Shanghai, China

Additional photos on page 49

New Hardwood Promotional Campaign Introduced At AHMI Event

Photos By Gary Miller

(Editor's Note: Included with the AHMI meeting photos are a few photos of people who also attended the Fellowship of Christian Lumbermen meeting. This association held a brief gathering in conjunction with the AHMI event.)

Naples, FL—The Appalachian Hardwood Manufacturers Inc. (AHMI) held its 2016 Annual Meeting recently here at the Naples Beach Hotel & Golf Club, and unveiled a new promotion titled “Invest In Solid Appalachian Hardwoods - Know What’s In Your Home.”

The campaign targets consumers with a positive message about the benefits of solid Appalachian Hardwood for flooring, furniture, cabinets and millwork. It challenges consumers to ask questions about the origin and composition of the products they purchase for their homes.

The association contracted with a marketing firm in 2015 to develop and administer the campaign. It targets two demographics: 25-35-year-old first time home buyers with messaging about the health benefits of solid Appalachian Hardwood over substitute and artificial materials; and the 35-50-year-old who may be upgrading or renovating with messaging on the lasting value, beauty and health benefits of solid Appalachian Hardwood.

The “Know What’s In Your Home” promotion includes a new website, email blasts, postcards and a video to encourage consumers to make wise choices. The information is available at www.appalachianhardwood.org.

Other business sessions during the meeting included:

- **Weigh Your Can! New Rules For Export Containers** with a presentation by Curtis Struyk of TMX Shipping Co. Inc., located in Morehead City, NC. New rules on the accurate reporting of container weights go into effect on July 1 and Struyk offered concise details on the reasons and what exporters must do. The Safety Of Life At Sea provisions were



Steve Houseknecht, Wagner Lumber Co., the immediate past Chairman of the AHMI, gives the gavel to the new Chairman of AHMI, which is Mike Hoover, of Neff Lumber Mills Inc., Broadway, VA

amended because of numerous incidents where container weight was misreported and stacks collapsed and ships capsized. There have been deaths, injuries and damages because of the inaccuracies.

Struyk recommended two methods of determining the weight:

Upon the conclusion of packing and sealing a container, the shipper may weigh, or have arranged that a third party weigh, the packed container.

The shipper or, by arrangement of the shipper, a third party may weigh all packages and cargo items, including the mass of pallets, dunnage and other packing and securing material to be packed in the container, and add the tare mass of the container to the sum of the single masses of the container's contents.

- **Wood Millwork Industry Revival** was presented by Matt Weaber, president of Weaber Inc. of Lebanon, PA. The company celebrates its 75th year of operation in 2016 and was founded by Weaber's grandfather and operated by his father for most of those years. The company was sold to a private equity group but has been repurchased by the Weaber family.

Matt Weaber said his company is one of the largest single site sawmill, kiln and secondary manufacturing operations in the U.S. It employs more than 700 people producing

Hardwood lumber, moulding and unfinished Oak flooring. The company specializes in several wood products including surfaced boards for large retailers that are sold to contractors and hobbyists.

- **Forestry Issues & The 2016 Candidates** was presented by Dana Lee Cole, executive director of the Hardwood Federation in Washington, DC. She offered a brief recap of the key issues for 2015 including the listing of the Northern Long-Eared Bat as threatened rather than endangered and allowances for timber harvesting.

Cole said 2016 will be an interesting year because of the election and the Federation Political Action Committee will be supporting candidates who favor Hardwood industry positions. The Hardwood Federation Fly-in is scheduled for Sept. 20-22, 2016, in Washington, DC.

- **New Property & Casualty Insurance Programs** was presented by Duke Baldrige, president of Dominion Risk Advisors in Roanoke, VA. He explained that the insurance landscape has changed tremendously in the past two years with heavy losses taking a toll on many providers.

New products have been developed in recent months to provide coverage through a layered system with multiple carriers. These pro-rata systems have the risk spread out and can lower rates for some companies.

Baldrige encouraged business owners to understand the provisions of the policy and the companies providing the coverage. He recommended establishing the coverage with a strong lead company to make certain claims are handled smoothly.

The association elected new officers and trustees for 2016-17. They are:

Chairman, Mike Hoover of Neff Lumber Mills Inc., Broadway, VA;

Vice Chairman Elect, Lowery Anderson of Roy Anderson Lumber Co. Inc., Tompkinsville, KY;

Vice Chairman Finance, Jay Reese of Penn-Sylvan International Inc., Spartansburg, PA; and

Immediate Past Chairman, Steve Houseknecht of Wagner Lumber Co. Inc., Owego, NY.

Trustees: John W. Crites II, Allegheny Wood Products Inc., Petersburg, WV; Mike Turman, The Turman Group, Hillsville, VA; Steve Hamer, Jim C. Hamer Co., Kenova, WV; John Foley, BPM Lumber LLC, Lexington, KY; Tom Sheets, Blue Ridge Lumber Co. LLC, Fishersville, VA; Larry Thompson, T&S Hardwoods Inc., Sylva, NC; Mel Yoder, Yoder Lumber, Millersburg, OH; Bryan Vernon, Interstate Hardwoods Inc., Bartow, WV; Nick Ince, Walker Lumber Co., Woodland, PA; Distributor Division – Bill Joyce, Middle Tennessee Lumber Co., Burns, TN; Consumer Division – Tony Honeycutt, Mullican Flooring, Johnson City, TN; and Forestry Division – Mike Hinchey, The Forestland Group, Chapel Hill, NC.



Jay Reese, Penn-Sylvan International Inc., Spartansburg, PA; Marijo Wood, Neff Lumber Mills Inc., Broadway, VA; and Starla and Bill Hendrix, Brewco Inc., Central City, KY



John Smith, PLM/ILM Mutual Insurance Cos., Philadelphia, PA; Wendell Cramer, W.M. Cramer Lumber Co., Hickory, NC; and Ed Downes, Downes & Reader Hardwood Co. Inc., Stoughton, MA

Additional photos on page 52

Winners of the golf tournaments were:

Friday:

1st low gross – Webb Heintzelman

2nd – Steve Arnold

3rd – Jay Reese

1st low net – Bill Hendrix

2nd – Mark Vollinger

Closest to the pin – Curtis Struyk

Long drive – Steve Arnold

Saturday:

1st low gross – Steve Arnold

2nd – Bill Hendrix

1st low net – tie between Jay Reese and Dan Mathews

Closest to the pin – Steve Yelland

Long Drive – Steve Arnold

Winners of the fishing tournament:

Most fish – Nick Ince

Largest fish – Mike HousiouxSteward

Smallest fish – Steve Houseknecht ■

The next meeting of AHMI is the Summer Conference on July 23-26 at The Greenbrier in White Sulphur Springs, WV.

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Photos courtesy of Elizabeth DeRamus



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Fitzpatrick & Weller/W.J. Cox Welcome Penn-York Members

Photos By Stephen West

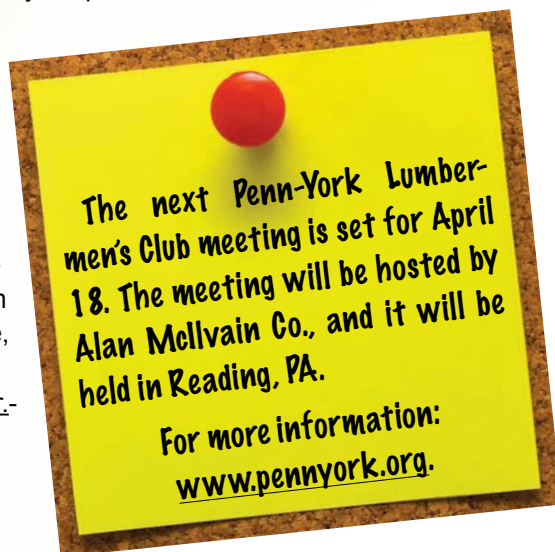
Ellicottville, NY—Members and guests of the Penn-York Lumbermen's Club gathered here recently at the Holiday Valley main lodge for a monthly meeting co-hosted by Fitzpatrick & Weller Inc., located here, and W.J. Cox Associates, of Clarence, NY.

In addition to enjoying a reception and dinner, attendees welcomed guest speaker Michael Snow, executive director of the American Hardwood Export Council.

Co-host W.J. Cox has provided insurance and risk management services to the forest products industry since 1979. For more information about W.J. Cox, visit online at www.wjcox.com.

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Bernice and Dana Fitzpatrick, Fitzpatrick & Weller Inc., Ellicottville, NY



Randy Flament, Emporium Hardwoods Inc., Emporium, PA; Wayne Wilson, Matson Lumber Co., Brookville, PA; Greg Fitzpatrick, Fitzpatrick & Weller Inc., Ellicottville, NY; and Steve Jones, Ron Jones Hardwood Sales Inc., Union City, PA



Bob Dynes, Goodfellow Inc., Toronto, ON; Greg Richardson, Baillie Lumber Co., Hamburg, NY; and Greg Fitzpatrick, Fitzpatrick & Weller Inc., Ellicottville, NY



Terry Forcey, Ross Forcey and Brant Forcey, Forcey Lumber Co. Inc., Woodland, PA; and Bob Long, PA Forest Products Inc., Harrisburg, PA



Greg Ochs, Hickman Lumber Co. Inc., Emlenton, PA; Rus Gustin, Ram Forest Products Inc., Shinglehouse, PA; and Jordan McIlvain, Alan McIlvain Co., Marcus Hook, PA



Phillip Ince, Walker Lumber Co. Inc., Woodland, PA; Tom Johel, U-C Coatings LLC, Buffalo, NY; Jon Ingersoll, Peladeau Lumber Co., Cambridge Springs, PA; and John Stokinger, Walker Lumber Co. Inc.



Joe Zona and Jack Monnoyer, Deer Park Lumber Inc., Tunkhannock, PA; Ron Jones, Ron Jones Hardwood Sales Inc., Union City, PA; and Jesse LaSon, The Rossi Group, Middletown, CT



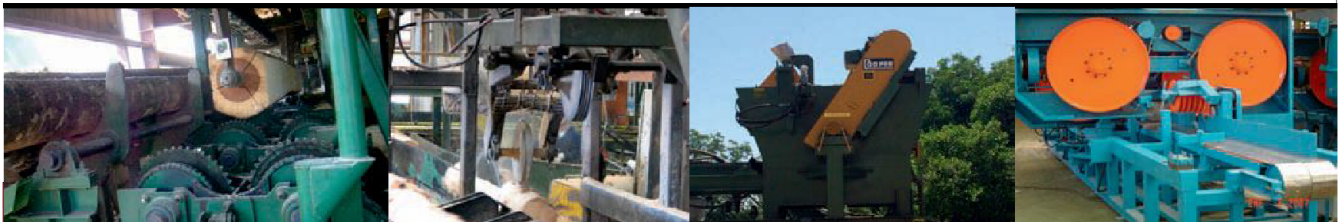
Rob Kittle, Cleereman Industries, Newald, WI; Peter Duerden, U-C Coatings LLC, Buffalo, NY; Bob Rorabaugh, Rorabaugh Lumber Co., Burnside, PA; and Matt Lowry, Woodcraft Industries Inc., Greenville, PA

Additional photos on page 60



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AWMA Members Discuss Market, Elect New Board

Photos By Gary Miller

Indianapolis, IN—The American Walnut Manufacturers Association (AWMA) held a Board of Directors meeting here recently at the Marriott Downtown Hotel during the 118th Indiana Hardwood Lumbermen's Association's (IHLA) Annual Convention & Exposition.

At this meeting, the 2016 AWMA Board of Directors were elected and include the following: president, Bucky Pescaglia, Missouri-Pacific Lumber Co., Fayette, MO; vice president, Stan Smith, Missouri Walnut LLC, Neosho, MO; secretary/treasurer, Mista Feist, Holmes & Co. Inc., Columbia City, IN; and immediate past president, Grafton Cook, Missouri-Pacific Lumber Co.

Cook welcomed members to the AWMA meeting, and was followed by AWMA Executive Director Brian Brookshire, who reminded members of their responsibilities to comply with the nation's antitrust laws and regulations.

Cook also led members in a discussion regarding the state of current business conditions. Members agreed that weather and currency were significant issues in the industry

recently. They also noted that log prices were increasing at the time of this meeting due to high demand, mainly because of weather challenges. They noted, too, that finding good employees is a continual struggle. Additionally, they cited overseas freight as being significantly depressed due to the weakening of the world economy, thus containers have been readily available. Overall, a positive sentiment permeated the IHLA/AWMA meeting in regard to 2016 business prospects. Most in attendance stated that while 2016 will be challenging, they do not feel that "the bottom will fall out from the market." Due to the currency issues and global weak economy, some company representatives further reported they will focus this year on domestic promotion of Black Walnut.

Cook also led attendees through a conversation about the importance of continued financial support of the Walnut Council.

Additionally, he and Brookshire spearheaded discussion regarding a recent meeting held in Jefferson City, MO, that

Please turn to page 61

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Barry Kibbey, National Hardwood Lumber Association, Pittsfield, PA; Scott Wood, Midwest Walnut LLC, Willow Springs, MO; and Grafton Cook, Missouri-Pacific Lumber Co., Fayette, MO



Stan Smith, Missouri Walnut LLC, Neosho, MO; Mista Feist, Holmes & Co. Inc., Columbia City, IN; and Paul Miller Jr., National Hardwood Magazine, Memphis, TN



Bucky Pescaglia, Missouri-Pacific Lumber Co., Fayette, MO; Brian Brookshire, American Walnut Manufacturers Assoc., Jefferson City, MO; and Ryan Pescaglia, Missouri-Pacific Lumber Co.



Patrick Gagne, Primewood Lumber Inc., Drummondville, QC; and Grafton Cook, Missouri-Pacific Lumber Co., Fayette, MO

Additional photos on page 61



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- Have dedicated employees with many years of experience who are getting your orders prepared to your exact specifications.
- Inspect our lumber after kiln drying.
- 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.



At IHLA, Fellowship Of Christian Lumbermen Convene

Photos By Gary Miller

Indianapolis, IN—During the recent Indiana Hardwood Lumbermen's Association's 118th Annual Convention & Exposition, held here at the Marriott Downtown Hotel, some members of the Fellowship of Christian Lumbermen (FCL) met for fellowship.

Tony Honeycutt, of Mullican Flooring, located in Johnson City, TN, served as moderator of this gathering. Guest speaker was Rob McCarthy, with Northwest Hardwoods Inc., located in Apple Creek, OH, who shared his personal story regarding his wife's experience with cancer, and Jeff Crockett, of Pike Lumber Co. Inc., in Akron, IN, provided live music through playing his guitar and people joining him in singing at the meeting.

For more information about FCL, visit www.christianlumbermen.com. ■



Dean Alanko, Allegheny Wood Products Inc., Petersburg, WV; Matthew Lowry, Woodcraft Industries Inc., Greenville, PA; and Tony Honeycutt, Mullican Flooring, Johnson City, TN



Tyler Hutton, HMI-Hardwoods LLC, Clinton, MI; and Judy and Rick Goodin, Lebanon Oak Flooring Co. LLC, Lebanon, KY

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Gary Miller, National Hardwood Magazine, Memphis, TN; Randy Cole, Cole Hardwood Inc., Logansport, IN; and IHLA Executive Director Ray Moistner, Indianapolis, IN



Rich Solano, of Pike Lumber Co. Inc., Akron, IN, and outgoing IHLA president, hands over the gavel to the new incoming president, Mista Feist, of Holmes & Co. Inc., Columbia City, IN



Daniel Almendinger, Ray Thompson and Gene Almendinger, Holmes & Co. Inc., Columbia City, IN; and Mick Sweeney, MacBeath Hardwood Co., Edinburgh, IN



Dave Bramlage, Cole Hardwood Inc., Logansport, IN; Billy Hoskins, Hoskins Lumber Co., Salem, IN; and Nico Poulos, Weston Premium Woods Inc., Brampton, ON

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Jim Pescaglia's Advice: "Work Both Hard and Smart And Be Honest"

Jim Pescaglia has been in the forest products industry for 65 years. Starting at age 14, his first jobs in the industry were loading logs on a log truck with an A-Frame boom truck, holding the back end of a McCullough six foot two-man chainsaw with his father at the engine end and pulling a cable with tongs attached to the logs in order to drag the logs out of the timber tracts.

After high school graduation, he drove a log truck for his father, Louie Pescaglia, for a few years. Then, he helped him at the sawmill until his father got out of the lumber business in 1958. In 1960, as a partnership, he and his father opened a small sawmill near Pekin, IL, and named it Pekin Hardwood Lumber Co. Seven years later, they built a new, modern mill.

In 1980, Jim Pescaglia, along with his son Bucky, moved to Missouri and opened Missouri-Pacific Lumber Co. Inc. leaving his father and brother to run the Pekin, IL, mill. During the next 13 years, he purchased 35 acres of additional land and installed his first band mill, built new dry kilns and a Walnut steamer, installed a waste-fired boiler system, built



Jim Pescaglia

new buildings and added many employees. He saw Missouri-Pacific Lumber Co. Inc. grow to become one of the world's largest producers of Walnut lumber.

Then, in July 1993, the Missouri River rose to the highest level ever recorded, according to Pescaglia. Missouri-Pacific Lumber, which was located in the Missouri River bottom, flooded. They had 12-14 feet of water completely covering all 35 acres and it wasn't just standing water, it was the full current of the river running right through their mill.

"We were insured for everything," Pescaglia said, "everything, that is, except for a flood." He, along with all of Missouri-Pacific Lumber's employees, spent over 30 straight days pulling logs and lumber back to higher ground with boats. Despite the efforts, they weren't able to get it all, so a lot of it ended up somewhere in Louisiana. "I will forever be grateful to all of our employees that stayed with us, doing everything they did. What a great bunch of guys," he said.

In 1995, he bought 50 acres near Fayette, MO, and built a whole new operation, which is where Missouri-Pacific Lum-

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ber Co. Inc. is located.

"I believe the key to longevity in this industry is sensible timber harvesting, thinking of the future doing so and always looking for a better way to do what we do," he said. He added that it is so easy to continue to do things as they have always been done, then one day realizing that a business is no longer profitable. "Don't be afraid to change," he said, "but always take time to figure out in black and white how those changes will affect the bottom line." More production may not be the answer; instead possibly refining what you are doing might be the answer, according to Pescaglia.

Throughout his career, he was involved with the National Hardwood Lumber Association, Missouri Forest Product Association, American Walnut Manufacturers Association, Indiana Hardwood Lumbermen's Association and American Hardwood Export Council. He believes it is important to support these forest industry associations as they do many things to help their members. "They help us with standards of products, regulation of laws pertaining to the forest products industry, annual meetings and, in general, helping us to all work together," he said.

Pescaglia is now "99 percent retired," but stays in touch daily with his son, Bucky Pescaglia, who is president of Missouri-Pacific Lumber Co. Inc. He still helps with equipment

"I believe the key to longevity in this industry is sensible timber harvesting, thinking of the future doing so and always looking for a better way to do what we do."

— Jim Pescaglia

purchases and upgrades as well as new building construction.

He lives at his home in northern Minnesota in the summer months and is very active in helping to control the walleye population by catching and consuming as many as he can all through the summer. His winter months are spent in his workshop in his Missouri home, building Walnut furniture as gifts for

his family and friends. "I have an excellent source of Walnut lumber from my son Bucky," he said.

Bucky Pescaglia now has two of his sons, Tony and Vince, working with him as well as Jim's nephew, Ryan. Missouri-Pacific Lumber Co. Inc. is now in its fourth generation of family in their lumber business.

"It's been a wonderfully rewarding and very meaningful ride for me and I would do it all over again," Jim Pescaglia said.

He said that today's generation of lumbermen are faced with some of the same challenges that he was, and some that are completely different. America has a great timber resource and can put out a product that is second to none, he stated. "My advice would be to always look ahead, work both hard and smart and be honest. If you do these things, you will succeed." ■

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Nick Ince and Mike Housiaux, Walker Lumber Co. Inc., Woodland, PA; and Paul Zheng, ATI International LLC, Roanoke, VA



Bill Reese, Penn-Sylvan International Inc., Spartansburg, PA; Jo-anna, Brandon and Carson Ferman, Meriden Hardwoods of PA Inc., Pittsfield, PA; and Paula and Mike Turlington, SII Dry Kilns, Lexington, NC



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Bryan Watkins and Frances Cooper, Cooper Machine Co. Inc., Wadley, GA; Ryan Todd, Mediterranean Shipping Corp., Charleston, SC; and Curtis Struyk, TMX Shipping Co. Inc., Morehead City, NC



Mel Yoder, Yoder Lumber, Millersburg, OH; and John Foley, BPM Lumber LLC, London, KY



Norm Steffy and Scott Cummings, Cummings Lumber Co. Inc., Troy, PA

Additional photos on next page

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Mark Haessly – Haessly Hardwood

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Anne and Mike Hoover, and Marijo Wood, Neff Lumber Mills Inc., Broadway, VA



Richard and Tracie Sturgill, BPM Lumber LLC, Lexington, KY



Mark Haddix, Farm Credit/Virginias, Elkins, WV; Brandon Ferman, Meriden Hardwoods of PA Inc., Pittsfield, PA; and Shelly and John Crites II, Allegheny Wood Products Inc., Petersburg, WV

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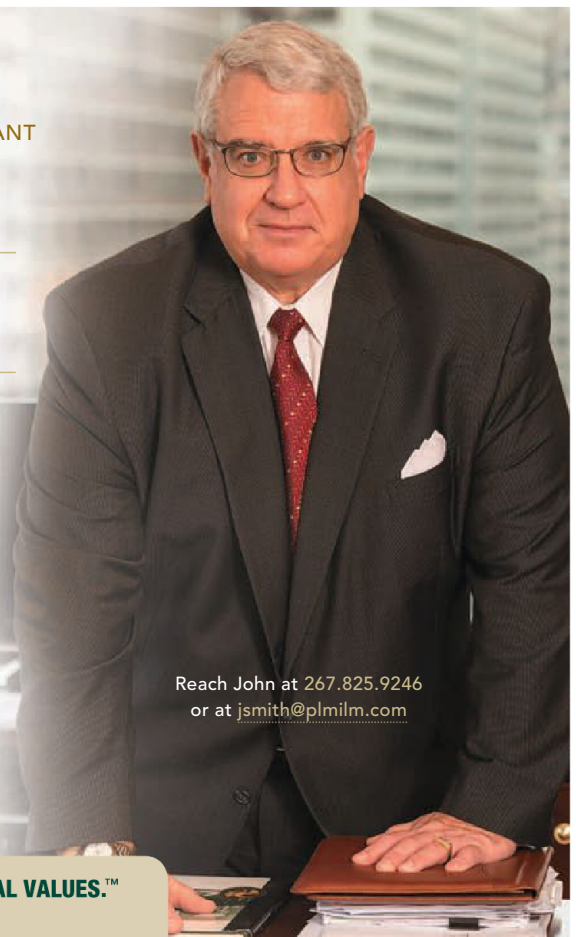
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Paul Zheng, ATI International LLC, Roanoke, VA ; and Daria and Michael Gutches, Mix Timber Inc., Naples, FL



Mike HousiauxSteward, Walker Lumber Co. Inc., Woodland, PA; Bruce Horner, Abenaki Timber Corp., Kingston, NH; and Matt Weaber, Weaber Inc., Lebanon, PA



Tom and Peggy Sheets, Blue Ridge Lumber Co. LLC, Fishersville, VA; and Roy, Lynn and Mary Catherine Zangari, Meadow River Hardwood Lumber Co., Buena Vista, VA

Additional photos on next page



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AHMI PHOTOS *Continued*



Beth Mathews, SII Dry Kilns, Lexington, NC; Donna and Steve Houseknecht, Wagner Lumber Co., Owego, NY; and Karen Pryor, Oaks Unlimited Inc., Waynesville, NC



Christine and Ken Trainor, Diacon Technologies/A Lonza Co., Tuckerton, NJ; and Sherri Elliott, AHMI, High Point, NC



Dana Cole, Hardwood Federation, Washington, DC; Scott Cummings, Cummings Lumber Co. Inc., Troy, PA; and Peg Pennington, Hardwood Federation



Webb, Steven, Ben and Patti Heintzelman, Keiver-Willard Lumber Corp., Newburyport, MA; and Mark Vollinger, W.M. Cramer Lumber Co., Hickory, NC



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PURCHASING

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AARON FOUTS afouts@beardhardwoods.com



Tony and Angela Honeycutt, Mullican Flooring, Johnson City, TN; and Dan Mathews, SII Dry Kilns, Lexington, NC



Tim and Melanie Parton, Gilkey Lumber Co., Rutherfordton, NC; and Mike Turman, Turman Lumber Co., Hillsville, VA



Judy Cramer and Kim Vollinger, W.M. Cramer Lumber Co., Hickory, NC; and Julie Smith, PLM/ILM Mutual Insurance Cos., Philadelphia, PA



Steve Arnold, Missouri Walnut LLC, Neosho, MO; Ken Michaels, ISK Biocides Inc., Memphis, TN; and Gary Miller, National Hardwood Magazine, Memphis, TN

Additional photos on next page



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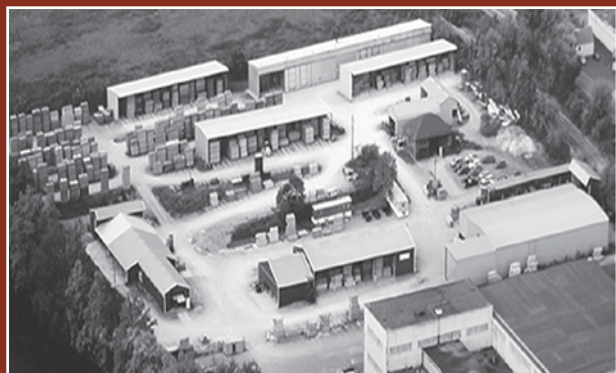
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AHMI PHOTOS *Continued*



Duke Baldrige, Dominion Risk Advisors, Roanoke, VA; Joe Pryor, Oaks Unlimited Inc., Waynesville, NC; and Larry Thompson, T&S Hardwoods Inc., Milledgeville, GA



Audrey Kennedy and Bob Keiver, Keiver-Willard Lumber Corp., Newburyport, MA; and Dorothy Mathews, SII Dry Kilns, Lexington, NC



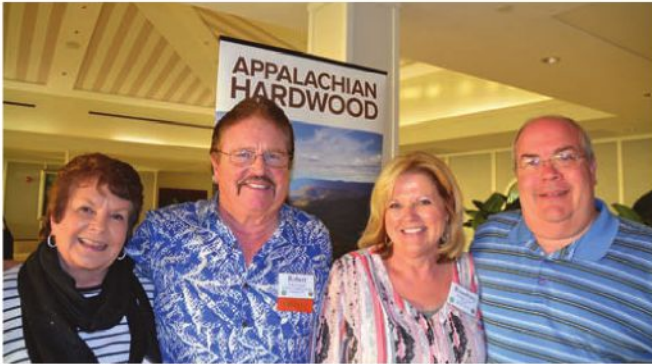
Howard Carr, retired from Augusta Lumber Co., Charlottesville, VA; John Forbes, National Wood Flooring Association, Chesterfield, MO; Wendell Cramer, W.M. Cramer Lumber Co., Hickory, NC; and Mitch Carr, Shenandoah Forest LLC, Staunton, VA



Lowery and Kay Anderson, Roy Anderson Lumber Co., Tompkinsville, KY; and George Crawford, Somerset Wood Products, Somerset, KY



Lowery Anderson, Roy Anderson Lumber Co., Tompkinsville, KY; and Sebastian Church, Church & Church Lumber Co., Wilkesboro, NC



Sandy and Robert Coleman, Robert S. Coleman Lumber Co., Culpeper, VA; and Rosemary and Tom Inman, AHMI, High Point, NC



Ray Hunt, Austin Hunt Lumber Co. Inc., Statesville, NC; Jimmy and Sharon Powell, Oaks Sawmill, Waynesville, NC; and Chris Keziah, Oak Ridge Hardwoods Inc., Oak Ridge, TN



Steve Arnold, Missouri Walnut LLC, Neosho, MO; Crystal Oldham, Hardwood Forest Foundation, Memphis, TN; and Mike Hincer, The Forestland Group LLC, Abingdon, VA

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PENN-YORK PHOTOS *Continued from page 45*



Pat Regan, W.J. Cox Associates Inc., Clarence, NY; and Steve Bukowski and Patrick Hennebique, Bradford Forest Inc., Bradford, PA



Reinier Taapken, Salamanca Lumber Co., Salamanca, NY; and Dave Leonard, Hardwoods Inc., Brampton, ON



Chris McMillen (guest), Andy Moore and Robert Grove, Sheffield Timber Services, Sheffield, PA



Jeff Manning, Gutches Lumber, Cortland, NY; and Jeff Carlson, Paul Bunyan Products Inc., Preble, NY

focused on Missouri's Thousand Canker's Disease (TCD) action plan. That meeting was attended by representatives of the Missouri Dept. of Agriculture, Missouri Dept. of Conservation, AWMA and Hammons Products. At the AWMA/IHLA meeting, Brookshire distributed Missouri's TCD Action Plan, along with a Missouri state statute that legislatively controls the movement of some green Black Walnut products. He explained that many states have similar laws and information was distributed on how to access all existing legislation. He emphasized that similar state level action plans were forthcoming.

Other items of discussion at the AWMA meeting included: the merits of an AWMA Black Walnut promotion program; AWMA board elections; and members agreed to conduct an AWMA meeting at the 2016 National Hardwood Lumber Association meeting in Washington, DC.

Also, AWMA welcomed the following companies as new members: Laufer Group International, Kansas City, MO; Primewood Lumber Inc., Drummondville, QC; and King City Forwarding USA Inc., Pittsfield, MA.

For more information about AWMA, visit www.walnutassociation.org. ■

AWMA PHOTOS Continued from page 47



Gary Miller, National Hardwood Magazine, Memphis, TN; and Rhonda Kendrick and Matt Yest, Kendrick Forest Products Inc., Edgewood, IA



Mike Schlegel, Taylor Lumber Worldwide Inc., McDermott, OH; and Gene Wannemacher, Ohio Valley Veneer, Piketon, OH

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GROTHOUSE *Continued from page 19*



The Grothouse Lumber Co., a custom wood countertop manufacturer, is located in Germanville, PA.

Intent on continuing the woodworking tradition that he's been involved in for decades, Paul is committed to educating young craftsmen and developing quality woodworkers for future generations. He serves as chairman of the Cabinet-making and Millwork Occupational Advisory Board for Lehigh Career and Technical Institute, one of the largest career and technical institutes in the U.S., according to Grothouse.

Despite its long-standing position in its industry, Grothouse Lumber prides itself in remaining "young and innovative" by nature, according to Denise, and setting standards by which others follow. "Our relentless pursuit of excellence maintains client confidence in our inventive products that never become dull or dusty," she noted. "Our pioneering spirit raises the bar for the wood countertop industry, ultimately creating a positive market for the entire trade."

On track to introduce more products that add value and function – and that keep with the company's ongoing commitment to excellence and above-par customer service – Grothouse Lumber expects consistent growth in the years to come. Crediting the firm's "devoted and passionate workforce" with helping to drive a substantial portion of that growth, Denise Grothouse sees good things ahead for the company. "We'll remain focused on maintaining our high level of customer service and quality," she said, "while sustaining our consistent and rapid growth in the market." ■



Products are manufactured from 500,000 board feet of Hardwood species purchased by Grothouse Lumber on an annual basis, including Beech, Cherry, Ash and Red Oak. Pictured here is a custom countertop with integrated sink.

For more information visit www.glumber.com.



AJD Forest Products LP, located in Grayling, MI, is a 41-year-old company recognized regionally as a leading producer of industrial lumber.

lumber making up the remaining 20 percent. This lumber is available in thicknesses of 4/4, 5/4 and 6/4 in lengths from 6-feet to 10-feet. In the past, grade lumber represented only 5 percent of AJD's production. Nash noted that with the investment of equipment and technology upgrades, more of the company's production footage is now dedicated to value-added dimension stock and less to cants and timbers.

Overall, AJD's production has quadrupled in recent years partly due to facility upgrades. The company's most recent improvement occurred two years ago when Cleereman Industries installed a thin kerf double cut bandmill to process larger logs. General Manager Neff said, "The new bandmill was installed parallel to our scragg mill to enable us to more efficiently handle cants and boards coming from the bandmill. Now our sawmill can produce up to 15 million board feet annually."

Other equipment utilized in AJD's production includes: a McDonough Manufacturing Co. horizontal resaw; a TS Manufacturing trim saw; and an Inovec optimizer. Thinner thick-

Please turn the page



Pictured are logs at AJD being processed through a Cleereman Industries' Rotary Log Kicker.



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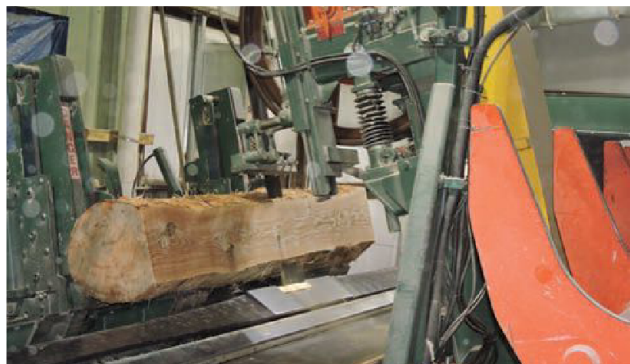
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nesses and widths can be provided to customers who order it, thanks to AJD's two vertical resaws. Additionally, AJD's double pass bandmill saws larger, higher quality logs used for furniture, flooring and cabinetry. Also, the company manufactures prime Hardwood bark utilized in the landscape and nursery industries.

Operations Manager Nash noted that AJD continuously reviews and evaluates its sawmill equipment and technology. He added, "We have identified areas of our operation that we want to improve and are weighing the cost benefit of further upgrades."



At AJD a Cleereman Lumber Pro thin kerf double cut bandmill has helped the company increase yield while improving efficiency.



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As modern technology aids in propelling the success of the company forward, AJD's history is rich and built under the guidance of experienced woodsmen.

In 1974, the firm's original sawmill was constructed by Lakewood Forest Products (LFP), which was an affiliate of Scott Paper Co. Five years later, LFP's management team, consisting of Albert Quaal, Jess Birtcher and Dave Stephenson bought the company from Scott Paper. The three men combined the first letters of their first names (AJD) to create the name of their new sawmill. That original management team also included Fred Fisher, now vice president of sales, and Craig Taggart as woodlands manager. However, since 1993, Craig Foy has served AJD as woodland manager. Also, Dave Stephenson is company president and remains involved with daily operations.

"Butch" Fisher summed up the key to AJD's past and continued success is that the company "allows its customers to purchase lumber at a lower total cost per thousand board feet, which leads to longterm relationships. This focus on cost and superior quality products has led us to become a major player in the Upper Midwest." ■



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NEWS DEVELOPMENTS

Continued from page 11

CUISINE IDEALE TO DOUBLE CABINETRY PRODUCTION IN SHERBROOKE

Cuisine Ideale, located in Sherbrooke, QC, recently undertook a major expansion project to support its growth. The company acquired a 60,000-square-foot building on Brodeur Street in the Regional Industrial Park to set up a second facility in Sherbrooke, which will enable them to double production capacity.

Cuisine Ideale will invest \$5 million in the project, which will generate 45 jobs over a three-year period. They plan to gradually start operations this month.

The company received support from Sherbrooke Innopole in undertaking this major expansion project, and from Canada Economic Development for Quebec Regions who granted a repayable contribution of \$500,000 under the Quebec Economic Development Program, according to a press release.

Cuisine Ideale is a manufacturer of wooden kitchen cabinet doors and drawers, including dovetail drawers. The company purchases approximately 100,000 board feet per year of Maple, Oak, Cherry, Alder, Birch and Walnut in high grades.

For more information, visit www.cuisineideale.com.

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Appalachian Hardwood Manufacturers Inc. (AHMI), located in High Point, NC, is promoting formaldehyde-free, real solid wood by contrasting its natural qualities with the unsafe laminate flooring that got Lumber Liquidators in trouble with consumers.

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EPA," says the AHMI. "Formaldehyde seeps from the flooring and into the home's air, becoming a high-level health risk."

The Appalachian wood group, whose 200 members are based in 12 eastern states, contrasts Hardwood to imported laminate flooring.

"Appalachian Hardwood offers all-natural, chemical-free products that, when manufactured into flooring, have

been shown to improve air quality and respiratory health. Appalachian Hardwood is solid, real, organic wood. No glues or bonding agents are used to compose the wooden panels, so there is no risk of harmful emissions releasing into your home."

For more information, visit www.appalachianhardwood.org. ■

are "a smidge high, but not crazy," he said. His customers are cabinet and flooring manufacturers.

In Ohio, a wholesale lumber rep echoed the same sentiments. "I haven't seen too much fluctuation here lately in the overall state of things, but the demand for certain species has shifted a little bit," he said.

Put simply, "supply and demand," is the factor he said was driving the in-

dustry most at the moment. "Weather has been mild, trucking hasn't been a problem...it's really just trying to have enough of the right product to fill orders," he said.

This contact handles various species of Appalachian Hardwoods including Hard and Soft Maple, Poplar, Hickory, Ash, Basswood, Walnut and White Oak and commented that he is currently content with the amount of

lumber he has stocked.

A lumber contact in Indiana said that the market was "just rolling along." He deals with White and Red Oak, Hickory, Cherry and Walnut and agreed with other contacts in the region that White Oak is the hottest commodity at the time. He said that Walnut is also selling well.

He offers lumber in 4/4 through 8/4 No. 1 and 2 Common, Select and Better. His inventory levels are "a bit on the high side for some species, but not too bad overall."

His customers are a mix of flooring, furniture and cabinet manufacturers as well as distribution yards. ■

NORTHEAST

Continued from page 8

this morning asking for 5,000 board feet of a particular specie. I told him that we could get the shipment to him early the next week and he said he needed it by the next day. That's a daily occurrence now for pretty much every supplier."

Log supply is generous enough to allow for steady production volumes, according to the lumber contact. He mentioned while taking a look at a six-month sales graph that the arrow hasn't dipped down in months, but continued to climb. He stated, "We have kitchen cabinet manufacturing clients that are booked out into July. A segment that's really hot are projects involving home renovations, where owners of high-end homes are building library additions with expensive finishings."

When asked if there were any factors that were working against his operation the source said, "Low grade lumber in every specie but Soft Maple is a struggle to move. It's definitely something we have our eye on because it's stacking up. We have plenty of Cherry and Hard Maple. White Oak is the only one we're having an issue with keeping in stock; there's just not enough of it to go around and I think the mills around us have mentioned the same thing."

In closing, the source commented, "I can say with certainty that we're going to be busy into April and May."

From his office in Pennsylvania

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a lumber contact said sales are consistent but not overwhelming. "I think everyone is just being cautious. Just-in-time deliveries are what everyone is talking about and wanting right now. Even the customers that are ordering for weeks in advance still want to know the exact day that their shipment will show up." The customers he referenced are primarily in the end user portion of the industry, though distribution yards do make up a large percentage of his client base.

Items that his operation keeps inventoried include Red and White Oak, Hard Maple, Hickory, Birch and Poplar in primarily 4/4 FAS and No. 1 and 2 Common. Demand is strong for Red Oak and Poplar according to the source. "If we had more Poplar we could sell more, but it's hard to keep on hand. Ash is moving fairly well," he said. "Pricing on the No. 1 and 2 Common Poplar is very depressed in my opinion. Another thing I've noticed is that everyone is talking about White Oak being the strongest specie currently and it's true, but for some reason I just don't expect it to stay that way."

According to the contact his inventories are staying at manageable levels with a focus on not overstocking but keeping a steady flow of product through the facility and out to customers.

With the spring mud season expected to arrive soon after the time of being interviewed, a salesman in New Hampshire said that his log inventories could be characterized in one word: Comfortable. "We haven't been accumulating too much kiln-dried inventory and as much green lumber as we can produce is selling by the time it makes it to the warehouse. It's a good market."

Specializing in production of 4/4 Hard and Soft Maple, Ash and Red Oak as well as Yellow Birch, the source stated that the top dog to beat currently was Northern Red Oak, followed by Soft Maple, Hard Maple and Ash. Slower to move are the lower grades of Hard Maple, while all grades of Soft Maple have been moving well for quite some time. "In Red Oak the No. 1 Common and Better are being moved in large portions to the export markets and the No. 2 and 3 Common are being shipped up North to the Ca-

nadian flooring mills."

According to him the pushback from mills is considerably less than in recent times as the markets have stabilized. Log inventories are good, with lumber inventories kept deliberately low. He stated that inventory has actually zeroed out a few times over the last few months because they are selling out as soon as the lumber is available.

As for the months ahead, the con-

tact noted, "IHLA this year wasn't full of talk about adding production or more shifts. I think the industry is realizing that it's not about bringing more lumber to the market. Everyone is playing their cards closer to the vest with a focus on profit and not volume. When you're producing so much at once, the profits aren't tangible because they're tied up in whatever is on the yard. Compare

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that to holding onto profits and focusing on not increasing volume unnecessarily.”

He continued, “We have customers that are green concentration yards, but to a large degree our customers are in the flooring business. Everyone is going to have to watch those markets to get a picture for how the spring and summer will play out.” ■

up every day and it’s the same for us. We’re especially tight in the area of truck drivers. It’s not just about finding willing bodies to fill the positions, but getting qualified truckers with experience onto our payroll. They’re few and far between to find, even though we offer a competitive wage.”

Demand for the company’s products has been reasonable after a slow start to the year. “Multi-family

residences still carry a lot of pull in this industry as well as in this area of the country.” He went on to mention that if construction of a large number of single-family homes gets underway soon then his confidence in the market would extend well past the summer.

Currently the strongest mover for this contact is Alder. “The Northwest is typically a market for higher grades, so that’s what our main product offering is.”

For now his forecast for steady business extends to at least July. “We see an industry that is firming up nicely now that a large part of the winter weather is behind us.”

From a contact in Oregon the word on everyone’s lips is “cautious.” “There weren’t many people I spoke to at IHLA that didn’t have positive things to say. I certainly didn’t hear any negatives, but I think that’s because everyone is just sort of settling into the new norm,” the source offered. “I heard a lot of people mention that contract buyers are starting to come back to purchase more. With contract furniture and millwork jobs, the client typically buys a large volume at once and then sits on that inventory without buying additional lumber in large amounts for perhaps months. Then, once they are close to out of supply, they start loading up once again.”

Projections are that business will continue to be strong into the late spring and early summer. “So many factors are in play in 2016. This election isn’t helping anyone to get a grip on what to expect for the rest of the year. Labor supply is definitely an issue as well,” stated the source. He went on to mention that he has been tracking a lot of the business as it relates to equipment. Manufacturers of machinery for oil refineries are having to tighten their belts and cut jobs/close factories because the price of oil has dropped so much that their customers are unable to afford the machinery they purchased when fuel prices were so heavily inflated. The lumber contact said, “This could create some available labor force, but also affect unemployment rates as well.”

According to this source, inventory levels for lumber are well controlled

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across his company's multiple locations and good relationships with vendors have helped them to maintain an even supply. "One issue that could become more pressing is the reliance of certain businesses on China that everyone talks about. If China continues to refrain from large volume purchases, then what will those companies do to make up for the lost business? I have customers that deal in the export markets that are saying China's contracting currency is a major problem. Everyone is watching the United Kingdom as they prepare to vote in the summer on whether to remain in the European Union or not. It will be interesting to see how that plays out and affects the European currencies."

Final observations the source offered included the hope that markets for low-grade lumber were able to redirect the supply to keep stock from rising too high. Flooring manufacturers might start pulling towards using the lower grades if the building industry doesn't use them for crane mats and construction grade products. ■

SOUTHEAST

Continued from page 8

Walnut, Poplar and Hickory in all grades and various thicknesses. He agreed with other sources in the region that White Oak is tough to come by, saying that lumber yards are in tough competition with stave producers to obtain this species and that he expects to have a hard time meeting demand for that in the upcoming months unless something changes. He added that Walnut has held strong in his region.

Regarding inventory, "We are a tad bit oversupplied at the moment, but I feel like that is going to serve us well in the next few weeks when things begin to pick up. So, while we are a little over stocked, I would say we are fine," he said.

His customers are a mix of end users including cabinet and furniture manufacturers as well as Hardwood flooring.

In Tennessee, a contact said that he feels the market is steady, and that for him green is moving better than kiln-dried lumber. He noted that they are down a little from where they were this time last year, but said that business is up from the previous six months.

He added that while the prices for kiln-dried have gone back up a bit, they are still not where he'd like.

He handles primarily Ash, Poplar and Red and White Oak and said that the demand for Soft Maple was rising while the supply was limited and that the opposite is happening for Ash. He made the same comments as others in the region regarding White Oak and added that he hasn't seen much change with

Red Oak. He also said that Poplar was stable. ■



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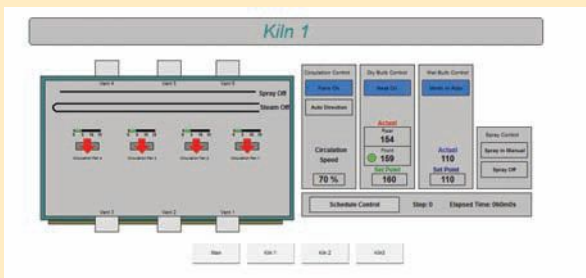
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WHO'S WHO IN HARDWOOD PURCHASING

JEREMIAH CONWAY is president and owner of **Conway Hardwood Products**, located in Gaylordsville, CT.

Conway Hardwood Products is a manufacturer of custom plank flooring, cabinets, mouldings and interior and exterior doors. The company purchases approximately 200,000 board feet annually of mixed domestic Hardwoods, including White Oak (FAS, 4/4, 5/4 and 8/4, kiln-dried, and Rough).

Conway started his career in the forest products industry as an independent furniture maker. He founded Conway Hardwood Products nearly 24 years ago.

Conway is married and the couple has one child. In his spare time he enjoys collecting antiques and woodworking in his home shop.

For more information visit www.conwayhardwood.com.



Al Harrison

AL HARRISON is vice president of the **Industrial Division of Intermountain Wood Products**, located in Salt Lake City, UT. Al also oversees the manufacturing division, AntiQuus Wood Products, a division of Intermountain Wood Products.

AntiQuus Wood Products is a manufacturer of textured wood flooring, wall and ceiling paneling and mouldings in both new and reclaimed wood products.

Across all divisions, parent company Intermountain Wood Products purchases a total annual volume of 10 million board feet of Alder, Red and White Oak, Hard and Soft Maple, Poplar, Walnut, Hickory, Cherry, Mahogany, and eastern white pine (FAS, No. 1 and No. 2 Common, Rustic, 4/4 to 8/4, kiln-dried, Rough or Surfaced). Reclaimed Oak, Beech and fir are also used in the manufacturing process.

Added-value services offered by the company include surfacing, straight-line ripping, demetaling, texturing and moulding capabilities.

Harrison graduated from the University of Utah, located in Salt Lake City, in 1989. Previous experience in the forest products industry includes working as a manufacturer and distributor of custom kitchen cabinetry for Hallmark Cabinets in Salt Lake City. His first position in the industry was as a cabinetmaker in 1977. In his current position as vice president of the industrial and manufacturing (AntiQuus) divisions of Intermountain Wood Products, Harrison oversees sales for the company's 15 distribution centers, as well as handling the purchase of new lumber and reclaimed wood products.

AntiQuus' parent company, Intermountain Wood Products, is a member of the North American Building Material Distribution Association.

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

In his spare time Harrison enjoys hiking and other outdoor activities, as well as woodworking, serving as a basketball official and spending time with his family. He has been married to Joy for 31 years and the couple has five sons, one grandson and two granddaughters.

For more information visit www.antiquuswood.com, www.intermountainwood.com, or www.iwflooring.com.

TIM KELLEY is owner and lumber buyer for **Texas Wood Mill Cabinets Inc.**, located in Hawkins, TX.

Texas Wood Mill Cabinets is a manufacturer of cabinetry for residential homes and assisted living facilities. The company purchases approximately 130,000 board feet per year of Poplar, Alder, Beech, Red Oak and Ash (No. 1 Common, 3/4, kiln-dried and S2S).

Kelley is a graduate of Ardmore High School, located in Ardmore, OK. He founded Texas Wood Mill Cabinets in 1982 and it was his first job in the forest products industry. In addition to daily operations, Kelley handles lumber purchasing and legal matters. His wife, Angie, is co-owner of the company and handles bookkeeping and insurance for the business.

In his spare time, Kelley enjoys flying small airplanes. He is also a congregational leader of a small Texas Hebraic fellowship. Kelley has been married to Angie for 37 years and the couple has two sons, one grandson and five granddaughters.

For more information visit www.woodmillcabinets.com.

SHAWN MCARTHUR is operations manager for **Oak Pointe LLC**, located in Newcomerstown, OH.

Oak Pointe LLC is a manufacturer of stair parts, columns and other millwork in standard and custom designs. Each year the company purchases over 100,000 board feet per year of Red and White Oak, Quartersawn White Oak, Hard and Soft Maple, Beech, Alder, American Cherry, Walnut, Poplar, Hickory, Jatoba and Sapele, as well as other species upon request (Select and Better, 3/4, 5/4, 6/4 and 8/4 kiln-dried, S4S).

Additional products are manufactured for exterior applications, including balusters, porch posts, railings and more.

As operations manager McArthur oversees daily operations as well as lumber purchasing.

For more information visit www.stairpartsandmore.com.

CRAIG WELLS is president and owner of **Skagit Architectural Millwork Inc.**, located in Mount Vernon, WA.

Skagit Architectural Millwork is a manufacturer of architectural millwork, cabinets and other products. The company

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WHO'S WHO

CONTINUED

purchases approximately 100,000 board feet annually of Red and White Oak, Birch, Cherry and Walnut (FAS, various thicknesses, kiln-dried, Rough).

Additional product offerings include custom architectural woodwork and casework, millwork and wood doors for commercial and high-end residential projects, contractors and individuals.

Wells attended both Washington State University and the University of Washington. He started in the forest products industry in 1982 when he and his wife, Alison, purchased Skagit Architectural Millwork. Previous to that he owned and operated Wells Construction Inc. from 1971 to 1982.

The company has been a member of the Architectural Millwork Institute since 1983, as well as maintaining memberships with the National Association of Manufacturers, National Federation of Independent Business, the Association of Washington Business and the U.S. Chamber of Commerce.

In his spare time, Wells enjoys fishing and hiking, among other outdoor activities.

For more information visit www.skagitarch.com.

DERRICK WOODY is plant manager and lumber buyer for

Cope Closet Concepts Inc., located in Eastanollee, GA.

Cope Closet Concepts is a manufacturer of Hardwood ventilated closet shelving and all wood closet cabinetry. The company purchases an annual total of 126,000 board feet of Ash and Maple (FAS, kiln-dried, 4/4, Rough).

Added-value services offered include in-house wood moulding and premium finishing processes.

Woody graduated from Franklin County High School, located in Carnesville, GA, in 2005 and Lee University, located in Cleveland, TN, in 2009 with a degree in ministerial studies. He is an ordained minister with the Church of God.

Cope Closet Concepts is a member of the Association of Closet and Storage Professionals, Insulating Contractors Association of America and Toccoa-Stephens County Chamber of Commerce.

In his spare time Woody enjoys outdoor activities, fishing, hunting and golf. He has been married to Joni for 14 years and the couple has one son, Spencer, and one daughter, Madison.

For more information visit www.copeclosetconcepts.com. ■

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- Market our Appalachian Hardwood lumber in 4/4 through 8/4 thicknesses that is green, air dried and/or kiln dried.
- Specialize in mixed truck loads.

- Have 9 steam dry kilns that have a combined dry kiln capacity of 630,000 bd. ft. per charge.
- Own a Newman 382 planer.
- Usually carry about 4,000,000 bd. ft. on our air drying yard.
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- Offer export preparation, container loading and package tally.
- Offer the service of sorting lumber at special lengths, widths and grades according to customer specifications.
- Use our own trucks and contract trucks for prompt delivery of your orders.
- Have over 75 years of combined experience in the lumber business.



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TRADE TALK



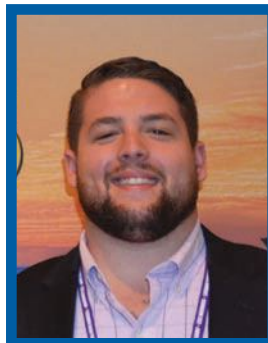
Denis Fraser

DELSON, QC—Goodfellow Inc. recently announced the completion of the acquisition of Quality Hardwoods Ltd., located in Powassan, ON. Quality Hardwoods Ltd. manufactures, sells and distributes Hardwood lumber products in Ontario and the U.S. Goodfellow Inc. purchased the shares for \$5.7 million.

"The acquisition of Quality Hardwoods will strengthen Goodfellow's Hardwood market position in Canada and the U.S. We expect to improve the coverage of Quality Hardwoods customers' needs with a complement of Goodfellow products. Quality Hardwoods will continue to operate as a separate entity delivering the quality of product and service they are known for," said Denis Fraser, president and CEO of Goodfellow Inc.

Goodfellow Inc., headquartered in Delson, is one of eastern Canada's largest independent re-manufacturers and distributors of lumber and Hardwood flooring products.

For more information, visit www.goodfellowinc.com.



CJ Struyk

MOREHEAD CITY, NC - TMX Shipping Co. Inc., located here, recently announced the addition of CJ Struyk to its staff as an account representative. He will spend the next three months in training before being assigned accounts to handle. His responsibilities will be to handle export shipments of lumber and logs.

Struyk is a recent graduate of East Carolina University, located in Greenville, NC, with a degree in Industrial Distribution and Logistics. He played center for ECU's football team and lettered in 2012, 2013, 2014 and 2015.

TMX Shipping services lumber and log exporters from all U.S. ports: East Coast, Gulf and West Coast. They have two offices in North America and partnerships around the world.

For more information, visit www.tmxship.com.

EAU CLAIRE, WI—A McDonough Manufacturing MAXX Resaw system was recently sold to Battle Lumber Co. in Wadley, GA, and is currently being built. This resaw system eliminates a factor that highly affects the production in the mill: the operator. Because of this, McDonough reports a

AN UPDATE COVERING THE LATEST NEWS ABOUT HARDWOOD SUPPLIERS/VENDORS



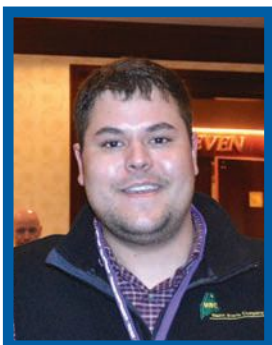
The MAXX Resaw in use at Wheeland Lumber Co. in Liberty, PA.

large difference in production at mills that use this product, according to McDonough Vice President Matt Tietz.

The MAXX Resaw system automates the entire feeding process ahead of a resaw. The system can be used in front of a linebar or horizontal resaw and requires only one operator upstream of the infeed to turn cants and determine the thickness to be cut.

"You can expect to achieve piece counts over 15 pieces per minute. The MAXX gives consistent piece counts every minute of every day and that adds up to a huge production increase and payback," Tietz noted. McDonough can provide the system with controls to update an existing resaw or the system can be included in new resaw purchases, according to Tietz.

For more details, visit www.mcdonough-mfg.com.



Dylan Cyr-Cormier

PORTAGE LAKE, ME— Maine Woods Company (MWC), located here, recently added Dylan Cyr-Cormier to the sales and marketing team.

Cyr-Cormier started working at Maine Woods Company as an intern with the sales department in August 2015. Upon completion of his Business Administration degree from Northern Maine Community College, he was hired for a full time sales and marketing position. He was

raised in the Town of Portage Lake, and graduated high school from Ashland District School. Cyr-Cormier comes from a background of logging and forest management, proudly continuing a 4th generation legacy in the lumber industry. Cyr-Cormier currently serves on the Board of Direc-

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Jimmy Kepley, the owner of the company, is standing by Bart Jenkins. Both men handle lumber sales for Kepley-Frank Hardwood Co. located in Lexington, NC.

Information about our sawmill, planer mill and lumber inventory is below:

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

***Several years ago, Jimmy Kepley acquired the dry kilns at Lexington Home Brands' plant #2 in Lexington, NC. His company offers kiln dried lumber from this plant's eight dry kilns with a total dry kiln capacity of 600,000 board feet per charge.**

TRADE TALK

CONTINUED

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tors for Portage Hills Country Club and is an active member in the community. In his spare time, he enjoys boating, skiing, hunting, snowmobiling and most importantly his passion for golf.

Maine Woods Company is the largest single manufacturer of Hard Maple lumber in the Northeast, according to a company representative. They are an affiliate of Seven Islands Land Company, a forest management company based in Bangor, ME. The company deals with Hard and Soft Maple, Yellow Birch and Ash in 4/4 to 8/4 in grades FAS, Select and Better Sap/Natural, No. 1 Common Sap/Natural, No. 2 and 3A Sap/Natural, among others.

To reach Cyr-Cormier, email dcyr-cormier@mainewoods.net. For more information on the company, visit www.mainewoodscompany.com.



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Kevin Williams

FRANKLIN, PA—Ron Jones Hardwood Sales Inc. recently announced the appointment of Kevin Williams as yard manager and Jon Hitchcock as assistant yard manager.

Williams and Hitchcock have over 60 years of combined Hardwood lumber experience in inspection, management, warehousing and dry kilns. Williams has a degree from the Pennsylvania College of Technology in Williamsport, PA, and is a graduate of the National Hardwood Lumber Association Inspection School.

"We are very fortunate to have a great team assembled at our Franklin, PA, dry kiln and warehouse facility," said Steve

Jones, president and sales director.

Greg Johnson, the previous yard manager for 24 years, has decided to enjoy retirement and will work on a part-time basis.

Ron Jones Hardwood Sales Inc. is a family-owned and operated business located in Northwestern Pennsylvania. They specialize in sales of Appalachian kiln-dried Hardwoods from the Northern Region in thicknesses of 4/4, 5/4, 6/4 and 8/4 lumber.

For more information, visit www.ronjoneshardwood.com.

MCCONNELLSVILLE, NY—Cleereman Industries, located in Newald, WI, recently installed a new carriage and scanner at Harden Furniture Inc., located here.

The new installation was done to replace Harden's old carriage with newer technologies to increase output and yield. Harden produces about 4 million board feet of Cherry, Ash and Soft and Hard Maple per year. They use around 1 million board feet of No. 1 and 2 Common Cherry 4/4 through 8/4 and No. 1 Common and Better Soft Maple in their mill. The rest of the lumber is sold kiln-dried and green.

For more information, visit harden.com. To learn more about Cleereman Industries, visit www.cleereman.com.



VisionTally is the most accurate, labor-free, and efficient end-tally system available, scanning and measuring bundles automatically from both ends at once, according to Walt McIlvain, president of Industrial Vision Systems.

BRYN MAWR, PA—The two Industrial Vision System VisionTally's owned by Downes & Reader Hardwood Co. Inc., of Stoughton, MA, were recently verified and certified for accuracy under the National Hardwood Lumber Association Tally Machine Certification Program. VisionTally is the first, and so far, only tally machine to qualify for the certification, according to Walt McIlvain, president of Industrial Vision Systems.

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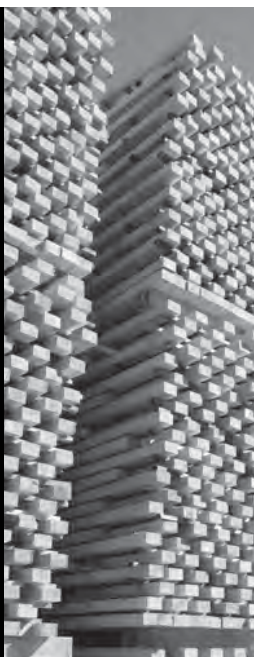
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TRADE TALK *Continued*

VisionTally is an end tally system used to measure boards in a bundle from both ends and is accompanied by a full-featured database, BundleQuery. BundleQuery's search engine provides the ability to find bundles using a wide range of criteria including actual and nominal width and length board dimensions.

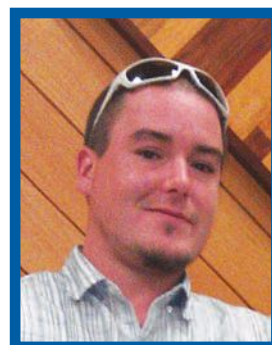
VisionTally will soon roll out further software upgrades, according to McIlvain. These include a Production Statistics Module that will support customizable production reports and a new piece count verification feature that will allow for fast review and editing of bundle piece counts to detect occasional split or merged boards.

The sales contact for the Northern Midwest, Joe Starr of Lindsay Machinery, can be reached at 920-596-2571 or lindsay@wolfnet.net. For the rest of the U.S., contact Mike Ballard of Sawmill MD at 850-974-1195 or sawmillmd@mind-spring.com.

For more information, visit www.visiontally.com or call 215-393-5300.



Brad Brick



Jeff Ebitson

KINGSTON, NH—Brad Brick, lumber inspector at Abenaki Timber Corporation's Epping, NH, facility, is retiring. Brick has been with Abenaki for the past 18 years and was a graduate of the 42nd class of the National Hardwood Lumber Association's Inspector Training School, located in Memphis, TN, in 1962.

Jeff Ebitson, who graduated from the school in November 2015, has been training with Brick since his recent graduation. He stepped into the position at the end of March.

Abenaki Timber, founded in the early 1980's, has two locations in New Hampshire and one in West Virginia. They deal with various species of Northern and Appalachian Hardwoods including Hard and Soft Maple, White Ash, Red Oak, Yellow Birch, Basswood, Cherry, Beech, Hickory and Poplar.

For more information, visit www.abenakitimber.com.

KREAMER, PA—Nicholas Bisaccia was recently added to the export sales team at Bingaman & Son Lumber Inc., headquartered here. Prior to joining Bingaman's export team, Bisaccia was regional director of operations and regional quality director for a large biotechnology company.

Bisaccia enjoys coaching sports at the local Christian School as well as the local youth sports programs and teaching at First Regular Baptist Church of Northumberland. He and his wife, Kama, have been married 10 years and have two boys, Nicholas and Josiah.

Bingaman owns and operates five Hardwood manufactur-



Nicholas Bisaccia

ing facilities in Pennsylvania and specializes in producing consistent color and quality Hardwood species native to the Northern Appalachian mountain region. Bingaman's products are European Union Timber Regulation (EUTR) compliant and all five production locations are certified by the Forest Stewardship Council (FSC) and the National Hardwood Lumber Association (NHLA), as well as compliant with

able Forestry Initiative (SFI) schemes proving "legal origin" and "best management practices."

Bisaccia can be reached by email at nbisaccia@bingamanlumber.com. For more information, visit www.bingamanlumber.com.

HENNIKER, NH—HHP Incorporated, located here, recently installed a new PHL Equipment Inc., of Saint-Ephrem, QC, cant sizer. The new piece of equipment was installed in line behind the number two band resaw. The company installed the cant resaw to eliminate shims and sizing passes through the resaw. The cant sizer will automatically scan and remove up to a half-inch of material in both the horizontal and vertical dimensions in one pass.

HHP is a multi-faceted forest products company that includes a Hardwood sawmill, where the product was installed, that produces 12.5 million board feet per year of Northern Hardwoods.

For more information, visit www.hhp-inc.com.

ST. LOUIS, MO—The National Wood Flooring Association (NWFA) and several of its members recently participated in the Gary Sinise Foundation's latest smart-home building project. NWFA CEO Michael Martin attended the home dedication ceremony for Army Veteran Chris Sanna in House Springs, MO.

Sanna was attending a St. Louis Cardinals baseball game with his family this past summer when he and his girlfriend left early. Two men approached them outside the stadium demanding their property. They complied, and when Sanna and his girlfriend turned to run the men shot them twice leaving Sanna paralyzed from the waist down.

Earlier in the year, a group of contractors in St. Louis joined forces to install the flooring in Sanna's home. The contractors volunteered their time to install about 1,400 square feet of wood flooring. The flooring was donated by Sheoga Hardwood Flooring and delivered by Ambassador Floors.

The project was coordinated through the NWFA's partnership with the Gary Sinise Foundation. GSF has several programs that provide wounded veterans and their families with the resources necessary to overcome their new life challenges. In addition to the flooring coordinated through NWFA and the National Tile Contractor's Association, Sanna's home was completely renovated to meet his specific mobility issues.

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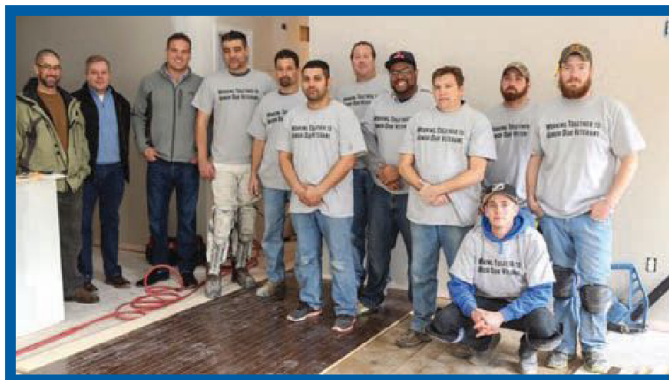
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TRADE TALK *Continued*



Pictured are NWFA VP of Education & Certification Brett Miller, NWFA President & CEO Michael Martin, Lockwood General Manager Brian Wood and volunteer installers from All Wood Floor Company, JD's Flooring, Jerry's Fine Floors, Just Around the Corner, and JW Hardwood Floors at Army veteran Chris Sanna's home.

Other NWFA member companies that have committed to participate in the program include Maxwell Hardwood Flooring.

The National Wood Flooring Association is a not-for-profit trade organization with more than 3,000 member companies. For more information, visit www.nwfa.org. ■

ONTARIO *Continued from page 9*

forecast to improve, but at a slower pace than has been expected. The lackluster demand is attributed to a slowdown in China and Japan, the key export markets. Slow price growth is expected to last through 2017, and forecasters say from there it starts to look much better. There are many change factors at work that will create unpredictable swings in lumber supply, demand and prices this year and beyond, they add. Global GDP growth is projected to expand to 3.6 percent in 2017 and then increase to 4 percent by 2020.

On the demand side, the U.S. market has seen steady growth in the repair, remodeling and industrial sectors, but it's been the slow and steady pace of the new residential housing construction market sector that has underwhelmed lumber and OSB producers. U.S. housing starts have been growing annually at 10 to 15 percent the last two years (reaching 1.12-1.14 million starts in 2015). There is still a long way to go to get back to a more normal level of over 1 million starts. Inventories of new and existing homes are at average levels, but prices continue to move up in many markets and this is slowing sales. It is felt that the market will get very active in 2018. ■

QUEBEC *Continued from page 9*

harvest was well below the allowable cut and that natural disturbances (fire, insects and diseases) were lower than the average of recent years. The application of various forest protection measures (protected areas, protection targets and certification) also forms part of the basis of the chief forester's observation.

"I am optimistic about the conservation of biodiversity and

maintenance of ecosystem functions of the forest environment. However, we need to monitor certain issues, such as the quality of the Hardwood forest, the progression of the spruce budworm epidemic and the development of woodland caribou habitat."

In his report, the Chief Forester states he is concerned about the loss of timber quality and value. He found that the more intensive cultivation of the forest remains marginal and that management decisions are not based on economic analysis. So there are major challenges to reinvigorate the forestry sector in Quebec. The chief forester recommends more rigorous monitoring on the ground to better measure the effect of silvicultural treatments over time, and continued support of forestry research to face the challenges of climate change. ■

In Memoriam



Adam Taylor

James Adams Taylor, age 41, recently passed away in Memphis, TN.

Taylor had a very kind heart and will be dearly missed, according to those who knew and loved him.

Taylor had a profound love for music and all things outdoors. He was All-District in golf in high school, lettered three years in football, and was two-time Memphis in May kayak champion in his age division. Taylor was also an assistant girls basketball coach for several years at the Church of the Holy Communion. Adam attended the University of Arkansas and went on to work for the family business, Ralph Taylor Lumber, where he was still employed at the time of his death. Above all, Adam will be remembered as a loving father to his beautiful daughters that he shared with his wife of 11 years, Mary. Tallulah and Clementine, who were the center of his universe and light of his life, shared his passion for the outdoors and they spent countless hours hiking and cycling together as a family.

He is survived by his two beautiful daughters, Tallulah and Clementine; mother, Anne Thornhill (Dan); step-father, Robert Keenan; step-mother, Ema Taylor; brother, John Jackson Taylor; sister, Katie Rawlings (Wes); two grandmothers, Faye Taylor and Tomela Keenan; two aunts, Donna Taylor (Eric) and Kathy Price; uncle, Jeff Taylor; nephew, Howell Taylor; nieces, Camille Rawlings and Keenan Rawlings; cousins, Mary Price, Will Price, Kristi Taylor, Zack Taylor, Taylor Steffens and Susan Steffens. He is preceded in death by his father, James Phillip Taylor.

In lieu of flowers the family requests donations be sent to Big Brothers Big Sisters of the Mid-South Inc. at www.msmentor.org or Mid South Trails Associations at www.midsouthtrails.com. ■



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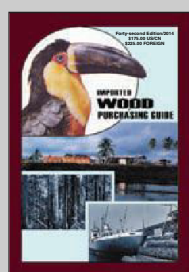
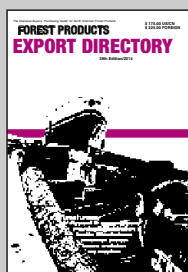
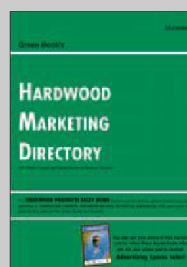
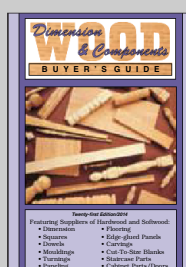
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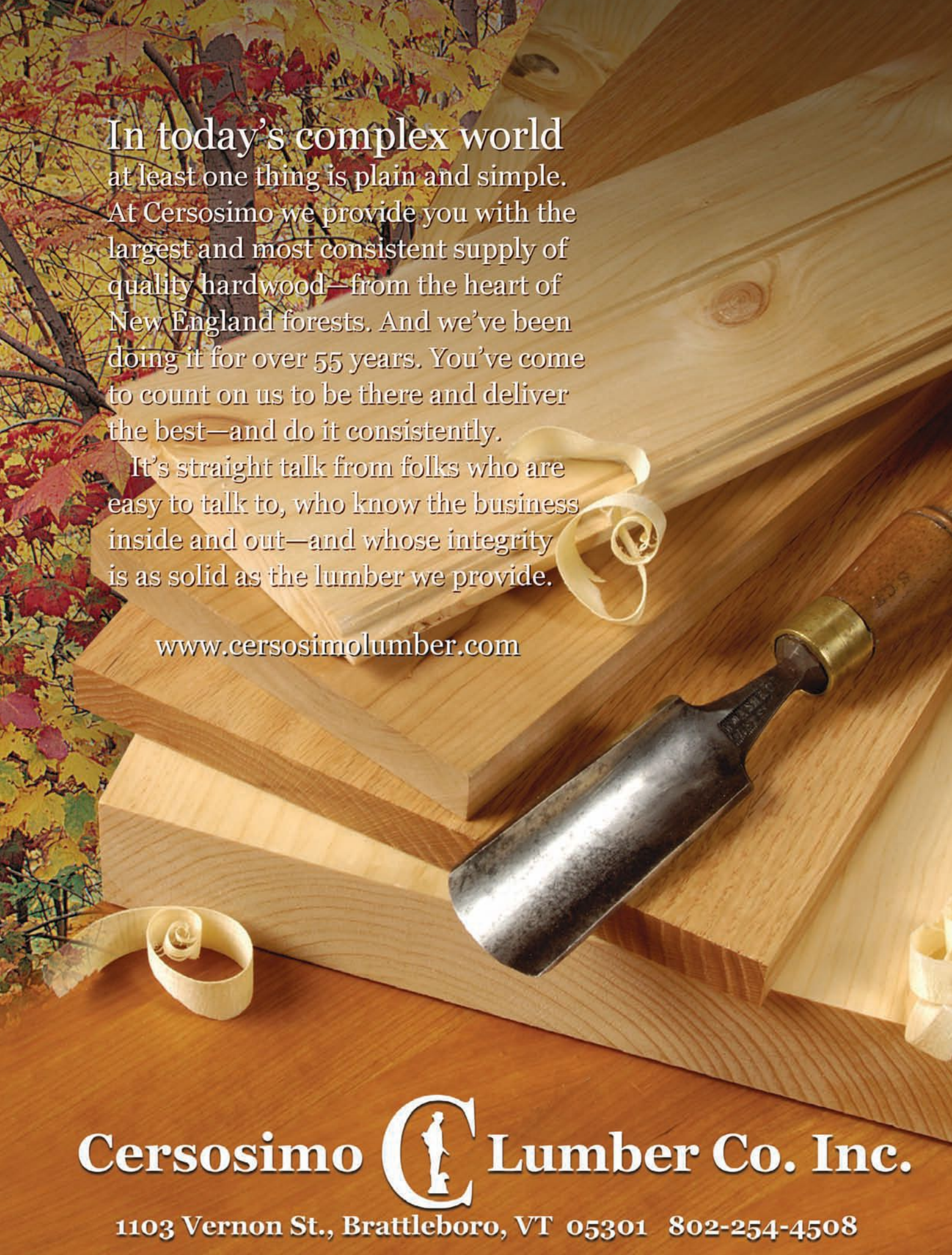


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