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Hardwood

Magazine

"Read By North America's Major Hardwood Purchasing Agents"

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MARCH 2019



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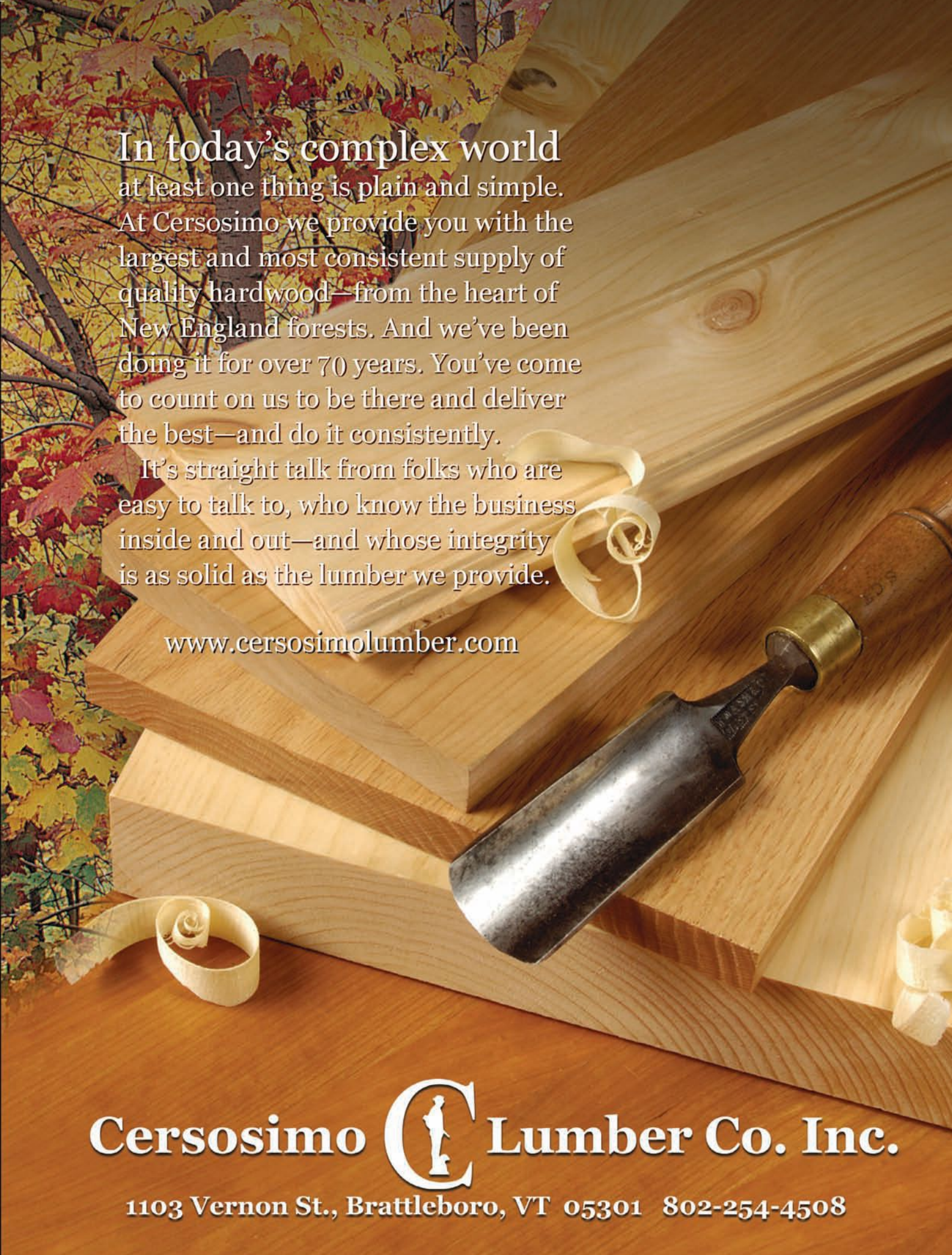
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March 2019

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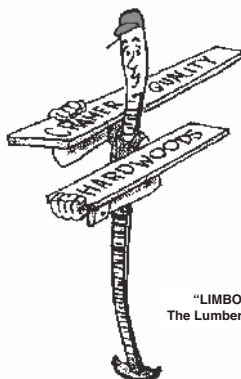
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HARDWOOD CALENDAR

March

Appalachian Lumbermen's Club, Meeting, The Grandover, Greensboro, NC. Details at www.lumberclub.org. March 12.

New England Lumbermen's Association, Winter Meeting, Mt. Washington Resort, Bretton Woods, NH. For more information contact Chris Castano at ccastano@mainewoods.net. March 13.

Penn-York Lumbermen's Club, Monthly Meeting, Fitzpatrick & Weller Inc./W.J. Cox Associates Inc., Ellicottville, NY. Visit www.pennnyork.org for details. March 18.

Canadian Hardwood Bureau, 2019 Meeting, Hyatt Regency Montreal, Montreal, QC. Learn more at www.canadianhardwoodbureau.com. March 19-20.

Montreal Wood Convention, Fairmont

The Queen Elizabeth Hotel, Montreal, QC. Details at www.montrealwoodconvention.com. March 19-21.

Hardwood Manufacturers Association, National Conference and Expo/Wood Component Manufacturers Association, Spring Conference, Hyatt Regency Savannah, Savannah, GA. Learn more at www.hmamembers.org and www.wcma.com. March 20-22.

April

Kentucky Forest Industries Association, Annual Meeting, Embassy Suites, Lexington, KY. Details available at www.kfia.org. April 2-4.

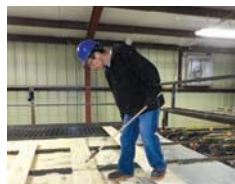
Southwestern Hardwood Manufacturers Club, Crawfish Boil, Hotel Vue, Natchez, MS. Contact Bubba Lammons at dlammons@bellsouth.net. April 13. ■



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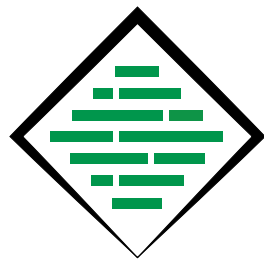
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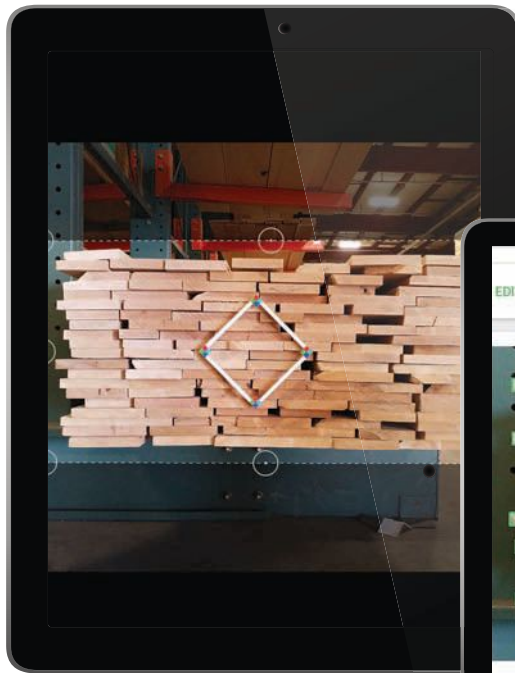
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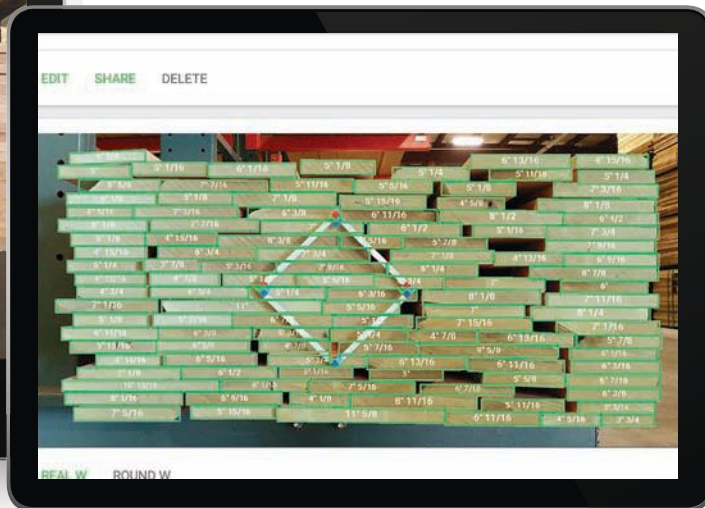
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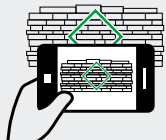


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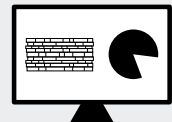
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LAKE STATES

Hardwood sales still seem brisk in the Lake States, but the prices have deflated due, in part, to high inventories in kiln-dried lumber, industry sources say.

Following a slowing Chinese economy and a U.S.-China tariff showdown, an Indiana sawmill representative didn't see any concrete signs of improvement yet in early weeks of 2019. Markets were just okay at that point.

"Some people you talk to say they've got a lot of inventory in the warehouses, so they're not buying as much," he said.

The Indiana company sells lumber in the following species: Ash, Basswood, Cherry, Hard and Soft Maple, White Oak, Poplar, rift and quartered Red and White Oak to distribution yards and end users as well as to the export market. He finds that many companies still have healthy inventories to work through before the prices will improve.

"Right now, I think it's just going to keep pinching profit margins as people pay more than they should just to have something to mill, but they haven't been able to get the price increase on the kiln-dried end," he said.

A Michigan sawmill representative agreed the Hardwood market is good but prices aren't great. "We're moving all the green lumber we can," he said. "The demand still seems to be there, we're just not getting any upward push on prices."

This is an unexpected point to be at because six months ago, the markets were "really ripping along," he said. "Chinese were buying everything they could, and everybody was happy, everybody was going crazy."

The industrial side continues to boom, and customers in metropolitan areas like Detroit and Chicago seem to have steady work, which he takes as a good sign. "No problem eating up the whole log," he commented.

This sawmill markets Red Oak, Hard and Soft Maple and a small amount of Aspen and Basswood, primarily in 4/4, to a mix of concentration yards and end use manufacturers, he said. Domestic products like trim and finished goods are actually strong. Even more encouraging, he reported inquiries from new customers early in the year.

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NORTHEAST

As 2019 dawned, forest products representatives in the Northeast hoped for improving forecasts in terms of both weather and international cooperation, even as the clouds lifted on transportation concerns.

The tariff war between the U.S. and China brought on the sagging Hardwood sales for one Pennsylvania sawmill. Exports practically disappeared after the trade disputes first became a factor, and as 2018 turned to the new year the saleswoman saw little relief on the horizon.

"We have shipped a few loads to China, but it's very quiet on that end," she said. "Domestic business, there's just not enough to take over the China business we've lost and what domestic business is out there is very competitive. I don't know where our country's going and where the industry's going. It's not as fun as it used to be."

Red and White Oak make up 60 percent of the sawmill's production, in 5/4 and 4/4 thicknesses, with less demand for other offerings such as Ash, Hard and Soft Maple and a little Hickory.

White Oak continues to move better than Red, especially domestically, she stressed. The market for Red, the much sought-after export product, fell precipitously after orders from China tanked.

The sawmill sells upper grades to furniture, moulding and flooring manufacturers with lower grades going to the tie industry and pallet stocks.

Even though the mill's domestic customers specializing in moulding and construction need supplies to keep up with their orders, sales to these end users have also been impacted by the overseas turmoil.

"It's very competitive to move anything to them because everybody else is trying to find the domestic business to try to replace what they've lost in China," she said.

Considering the weather, she feels amazed the rainy conditions didn't send more sales their way.

"I would think there would be more domestic business as wet as it's been for all the loggers, but we still don't see a lot of demand picking up. It's very baffling why. It's just kind of

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SOUTHEAST

World trade and weather issues adversely impacted Hardwood lumber inventories at Southeast companies, sources reported at the beginning of 2019, as the tariff standoff between U.S. and China weighed heavily on the markets.

Even after the U.S.-China trade dispute gets resolved, Hardwood supply will experience a logjam, one source in the Southeast region pointed out. Hardwood sellers needed to remind buyers they should plan ahead to avoid being caught without lumber, he said just after the New Year.

This Georgia-based sawmill had good kiln-dried inventory on hand at the beginning of 2019, but there's very little in-process inventory to stock up for the future, he said. The market could roll with that situation for a while, but not indefinitely.

"It's not often you say it's fortunate the ground's been really wet due to rain and there aren't that many logs because if we had a bunch of in-process inventory... we would be in a very bad situation," he said. "I think it's going to have an impact come April-May this year — there's not going to be a whole lot of lumber coming out by then."

He has encouraged sales reps to keep that in mind when talking to customers and tell them to plan accordingly.

The combination of rainy weather, the tariffs situation and a softening economy in China have all contributed to the current conditions. At the time of this writing, the industry representative felt the trade disagreement will get resolved in relatively short order because both the U.S. and China will find it essential to the health of their economies to settle this dispute.

Meanwhile, these difficult circumstances have turned sales at the Georgia facility upside-down. The company curtailed the grade mills from two shifts to one and sped up their industrial products by adding another shift to the one they already had.

In terms of Red and White Oak, the mill doesn't have much air drying.

"I usually carry 12 million feet plus in Red and White Oak

WEST COAST

"Steady," "less robust," "a bit off," "strong" and "challenging" were all words used by West Coast sources to describe the Hardwood lumber market in early 2019.

Representatives in the industry feel cautiously optimistic, according to a California lumber supplier.

"I wouldn't say it's extremely robust," he said. "Part of it is due to new construction — we're kind of tied to residential construction, so when the new housing starts slow down a little bit, then everybody gets a little cautious."

This source, which markets Hardwoods to end use manufacturers, distribution yards and flooring companies, reads the lighter demand as customers playing it "a little close to the vest" and that they don't want to get "ahead of themselves" when buying.

"They're kind of buying on a more of an 'as-needed basis' than they were six months ago, rather than forecasting out a long way," he commented.

One factor that's going smoothly in the region is transportation.

"We haven't had any issues due to availability of trucking or containers," he said. "We've been able to get our material from point A to point B pretty much as we need to."

Another California lumber supplier found the early weeks of 2019 started off surprisingly strong.

"I think there's just a carryover on orders from the end of the year, which is not the norm," he commented. "I'd say it's the same as six months ago — still steady, all items are moving."

This distribution yard markets Walnut, Hickory and White Oak in all grades for use in flooring. In visiting with his customers, they feel upbeat, saying they're seeing good business with a lot of orders being filled, this source reported.

A Washington sawmill cited the trade talks and the tariff threats still being bandied back and forth between the U.S. and China at the beginning of the year as contributing to a reduction in his company's business. This led him to call the conditions at the time "challenging."

Those factors contributing to the soft Hardwood market

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CANADIAN TRENDS

News from suppliers about prices, trends, sales and inventories

ONTARIO

Hardwood sawmill production as 2019 began improved somewhat as the cold winter weather set in. Some contacts noted having log shortages at this time, and with the holiday season and Chinese New Year, there were the usual slowdowns.

Contacts commented that green lumber prices had improved slightly over the first week of the new year. Those in the Hardwood industry expected market activities to pick up and continue its upward trend for the rest of the winter months. They noted that the main species, such as Hard and Soft Maple and White Oak were performing better than other species, with upper grades being in higher demand than the No. 1 Common. As previously reported, sales to China continue to be weak.

With the ravages of the Emerald Ash Borer in many provinces across the country and south of the border, Ash supplies have been harder to access. Some sawmills stopped producing it, and for the others that continue supplying it, demand has been meeting production. As a result of the shortages, prices had increased for this species. Kiln-dried supplies, as a result, have also thinned because of the low rate of green lumber production.

With new home construction being down, demand for Aspen has also dipped slightly. Poor logging conditions were cited for reduced log decks and green lumber production at year end 2018. Some contacts report that kiln-dried stocks are also low, while other areas contacted reported logs are a bit more available for this species, with green lumber production being slightly better. Wholesalers and sawmills are shipping production output, with steady and holding prices.

Hard Maple is moving at a steady pace, according to sales contacts. It is being sold to cabinet, wood components and flooring manufacturers. Soft Maple continued its upward trend at year end 2018 and starting in 2019. Secondary wood manufacturers showed more interest in this species than in the past few years. Demand for Hickory has

QUEBEC

Demand for the regionally important species, Hard Maple, improved with winter conditions having set in, as secondary manufacturers prefer winter harvested white-woods for their color characteristics. Sawmills were receiving logs early in the year; however, production was not at its expected level due to shortages in some areas. Available Soft Maple also inched upwards in demand earlier this year. Buyers welcomed the new supplies of green Soft Maple. Again, due to slower home construction here and in the U.S., business was not as strong for this species.

Red Oak demand, it was noted, wasn't as good at this time as it was in the first half of 2018. Domestic demand had also waned for this species, which was caused by slower home construction. As for White Oak, there appeared to be a shortage of this species at sawmills. It was felt the cold weather of early January would help improve log supplies.

Contacts commented that with a bit more Aspen being made available, supply could meet demand for this species to bring it back into balance.

Supply for pallet, cants and lumber had dropped slightly over the recent holidays in some areas contacted as sawmill production had slowed over this period. Mill output was reported to have picked up with supplies of materials having increased.

The International Monetary Fund (IMF) forecasted that the world economy will slow in 2019 amid the trade tensions and rising U.S. interest rates. The IMF expects global growth this year of 3.5 percent, down from 3.7 percent in 2019 and from the 3.7 percent it had forecast for 2019 back in October. The forecasts were unveiled at the World Economic Forum in Davos, Switzerland, and the fund left its prediction for U.S. growth unchanged for 2019 at 2.5 percent. For Canada, the IMF estimated for growth was 1.9 percent, down from a forecast last fall for

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NEWS DEVELOPMENTS

WATKINS PURCHASES LEXINGTON MANUFACTURING

Watkins Associated Industries recently acquired Lexington Manufacturing, headquartered in Minneapolis, MN, a full-service supplier of window, door and structural millwork component parts.

Lexington Manufacturing, founded in 1981 as a family company, provides a variety of products including window and door components and fire-rated door components for commercial and residential uses. To create the company's offerings, Lexington Manufacturing uses several Hardwood species: Basswood, Cherry, Maple and Red and White Oak.

Lexington's long-term management team of owners Bob and John Dimke and President Mike Dillon will remain with the company after the acquisition. In a statement, Dillon said he foresees continuing growth after the merger with up-

grades to Lexington Manufacturing's equipment, additional modernization projects and other efforts to work towards the company's long-term strategic goals.

Watkins Associated Industries, based in Atlanta, GA, is a privately-held company founded in 1932 that pursues a number of businesses ranging from building materials, real estate, food processing to insurance services.

For more information about Lexington Manufacturing, go to www.lexingtonmfg.com.

PIONEER MILLWORKS LAUNCHES MODERN FARMHOUSE PRODUCT LINES

Pioneer Millworks, headquartered in Farmington, NY, recently introduced new paneling and flooring lines made from four Hardwood species in a line called "Modern Farmhouse," described as a "sleeker, more modern line of wood



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The current solid wood options include Ash, Hickory, Walnut, Maple and White Oak with face widths of up to nine inches as standard. Customization can include a variety of alternate widths, pre-finish colors, textures and mill profiles. Full fabrication for fixtures, build-outs and furniture is also offered.

This product offers a high “clean” grade and a “casual” grade to customers, noted Jered Slusser, Pioneer Millworks’ marketing manager.

“We understand that designers, architects, builders and homeowners are at times in the market for something with a smoother complexion and less character,” he explained. “Modern Farmhouse fits those needs and can be a more affordable option.”

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For more information, visit www.pioneermillworks.com.

ACPRODUCTS INC., ACQUIRES CABINET MAKER

ACProducts Inc. (ACPI), based in The Colony, Texas, recently negotiated the purchase of Elkay Wood Products Company, a family company headquartered in Oak Brook, IL, that has manufactured several brands of cabinets over its 98-year history.

ACPI is one of the largest independent manufacturer and distributor of cabinets in the United States, using such Hardwood domestic species as Cherry, Maple, Oak and Birch for its product lines. ACPI has been expanding its reach in recent years by acquiring other manufacturers to

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In just a few weeks, HMA's **National Conference and Expo** will be convening in the Peach State. I hope you will be joining us there. All industry stakeholders are welcome to attend. And all of the details for the March 20-22 event at the Hyatt Regency Savannah - Registration, Program Schedule, Hotel Information, Expo Participants and Sponsors - can be found at www.HMAMembers.org.

Log on or call us, 412-244-0440, should you have a question. Thank you, in advance, to:



My goal today is to acknowledge and thank the industry suppliers and conference sponsors whose participation is making NatCon 2019 an over-the-top event! First off - **Expo 2019 is a sell-out!** And I'd like to spotlight the many industry suppliers who will be "front and center" in Savannah, beginning at 6 p.m. on Wednesday, March 20 until 11 a.m. on Friday, March 22.

American Wood Technology LLC	Mellot Manufacturing
Automation & Electronics USA	Nicholson Manufacturing, Ltd.
BOLDesigns, Inc.	Nyle Systems LLC
BXS Insurance Forest Products Practice	Paw-Taw-John Services, Inc.
Breeze Dried Inc.	PA Lumbermens Mutual Insurance Co.
Brewco Inc.	Piche
Brunner Hildebrand Lumber Dry Kiln Co.	Progress Engineering, LLC
Buckman	Progress Industries Inc.
CARBOTECH INTERNATIONAL	SII Dry Kilns
Cleereman Industries Inc.	Salem Equipment Inc.
Cooper Machine Co. Inc.	Stella-Jones Corporation
Corley Manufacturing Co.	Stringer Industries
DMSi Software	TS Manufacturing
Eagle Machinery & Supply Inc.	Taylor Machine Works Inc.
Farm Credit Mid-America	Timber Automation LLC
HMC Corporation	U-C Coatings LLC
ISK Biocides Inc.	UPG
Industrial Vision Systems	USNR
Lonza Wood Protection	UNITEMP DRY KILNS
Lucidyne Technologies Inc.	WV Department of Commerce
McDonough Manufacturing Co.	Wood-Mizer LLC
McGriff Ins. Svc.-Nat'l Forest Prod. Prac.	

Additionally, more than a few industry suppliers have

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BY LINDA JOVANOVIĆ,
EXECUTIVE VICE PRESIDENT,
HARDWOOD MANUFACTURERS ASSOCIATION,
PITTSBURGH, PA
412-244-0440
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Photo: Miller Wood Trade Publications

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Brownlee Lumber, Inc.
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Carl Rosenberry & Sons Lumber, Inc.
Cersosimo Lumber Company
Cummings Lumber Company
Dwight Lewis Lumber Company
East Ohio Lumber Company, Inc.
East Perry Lumber Company
Edwards Wood Products, Inc.
Fly Tie & Lumber, LLC
Fowler Lumber Company

Frank Miller Lumber Company
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Gene Brazeale Lumber Co., Inc.
Granite Hardwoods, Inc.
Haessly Hardwood Lumber Company
Hanafee Brothers Sawmill Company
Hartzell Hardwoods Company
Hermitage Hardwood Lumber Sales
HHP, Inc.
High Country Lumber & Mulch
Holt & Bugbee Company
J. E. Jones Lumber Company
J. M. Jones Lumber Company, Inc.
J. T. Shannon Lumber Co.
Jerry G. Williams & Sons, Inc.
Johnson Brothers Lumber Company
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Kennebec Lumber Company
Kentucky Hardwood Lumber
Kretz Lumber Company, Inc.

Kuhns Brothers Lumber Company
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Maine Woods Company LLC
Matson Lumber Company
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Menzner Lumber & Supply Co.
Middle Tennessee Lumber Company
Midwest Hardwood Corp.
Missouri-Pacific Lumber Co., Inc.
Mueller Brothers Timber, Inc.
New River Hardwoods
Nicolet Hardwoods Corporation
Northern Hardwoods Lumber, LLC
Northland Forest Products
Northwest Hardwoods, Inc.
Oakman Hardwood, Inc.
Oaks Unlimited
Ozark Wood Fiber, LLC
Patterson Lumber Co., Inc.
Pemberton Forest Products Inc.
Pike Lumber Company, Inc.
Prime Lumber Co.

Quality Hardwoods, Inc. (MI)
Quality Hardwoods, Inc. (NY)
RAM Forest Products, Inc.
Rives & Reynolds Lumber Company
Ron Jones Hardwood Sales
Rossi Group
Rutland Lumber Company
Sirianni Hardwoods, Inc.
Stella-Jones Corporation
T & S Hardwoods, Inc.
T & S Sawmill Company, Inc.
The Turman Group
Thompson Appalachian Hardwoods
Thompson Hardwoods, Inc.
Tigerton Lumber Company
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Troyer Hardwood LLC
Turn Bull Lumber Co.
Tuscarora Hardwoods, Inc.
Virginia-Carolina Forest Products
Wagner Millwork, Inc.
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U.S. GOVERNMENT SHUTDOWN IMPACTS AHEC OPERATIONS

As of the time of this writing, the U.S. Government has now been shut down for well over a month, a feat never before seen in American history. 800,000 federal workers are furloughed or working without pay. Among the TSA agents, Coast Guard officers, FDA inspectors, and NASA scientists unable to do their jobs every day is a lesser-known agency -- the Foreign Agricultural Service. FAS is a division of the USDA who is responsible for setting the budgets of Ag export promotion groups like soybeans, rice, and yes, Hardwoods. As the Government shutdown stretches on, we are unable to work with FAS to find out our 2019 budget or begin to use those funds to promote the American Hardwood industry around the world. In addition, no FAS means that we are unable to seek reimbursement for AHEC expenditures that have already occurred in November, December and January which severely constricts our organization's cash flow.

This situation, directly caused by the Government shutdown and the apparent inability of the leadership in both parties to compromise, has frozen our budget and forced AHEC to remove several spring events from our planned activities, and several other high-profile activities are in serious jeopardy of being canceled.



Every spring, AHEC writes and submits to FAS a rigorous marketing strategy that outlines every activity we have planned in the coming year along with the impact of previous activities. This comprehensive plan is our road map for the year, and hundreds of events and expenses need to co-exist on tight timelines to make what we do a success. The fact that we can host multiple pavilions at trade shows, educational seminars, and promotional events all in one month is a testament to the strong multi-national team representing your industry. During the Government shutdown we have no access to funding from FAS, so we are forced to prioritize events based on the cash we have on hand from membership dues and our reserves. Unfortunately, we have already had to cancel the AHEC booths at the Malaysian International Furniture Fair (MIFF) and the International Furniture Fair Singapore (IFFS), both in early March.

We held off on altering events as long as we could in the hopes that a resolution was around the corner, but we've unfortunately reached a breaking point. Many of these events require advance deposit, so even if the shutdown ended immediately it just isn't possible to make these events a success. We have to consider our cash reserves and prioritize the events that will make the biggest difference in

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BY MICHAEL S. SNOW,
EXECUTIVE DIRECTOR,
AMERICAN HARDWOOD
EXPORT COUNCIL,
STERLING, VA
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Made Anew LLC, located in Calverton, VA, manufactures a variety of custom-built furniture from Hardwoods such as Oak, Poplar and Maple in Upper grades.



Tables are the company's specialty, including this farm table with matching bench seating.

Calverton, VA—Made Anew LLC, located here, is a family business that's building a name for itself with its unique lines of value-added products made from solid lumber.

Fueled by a passion for quality workmanship, Made Anew LLC was founded by owners Manuel and Lisa Gonzalez to offer custom-built furniture. Using both high-end Hardwoods, softwoods and reclaimed wood, Made Anew LLC builds to client specifications and style.

Made Anew buys approximately 100,000 board feet of lumber a year, mostly in Oak, Poplar and Maple, in varying thicknesses in No. 1 Common or No. 2 Common. Particularly for certain projects, the Gonzalez family will buy Rustic grade Maple. The company manufactures Rio Tables, craftsman tables, custom tables, farm tables, barn doors, benches and does custom projects of all kinds for customers. The company has recently started using a good bit of

“ When we do something for somebody, it’s not just a business, we want to create a friendship. My wife is an incredible relationship person. We’ve been developing friendships with our clients. They can come to our shop anytime. So we are not just in the shop; we try to work with them and find out what they like and what would work better, and we work with them.”

–Manuel Gonzalez, co-owner, Made Anew LLC

reclaimed wood in a variety of species to add distinction to custom projects. All products, including farm tables, are available in custom builds to match styles and dimensions in the customer’s choice of wood.

The Rio Tables are the newest and unique line of Made Anew’s: They feature unique wood slabs with imperfections with different shapes and lengths of gaps filled with tinted epoxy to mimic water. The tint allows them to mimic the flow and depth of water by varying different tones of the tint throughout the pour; they also are able to, through the process of pouring the epoxy, take smaller slabs of wood and lay them into the gap so that when finished, it appears like small islands



Co-owner Lisa Gonzalez pours epoxy into the Rio Table, adjusting the tint to mimic the flow of a river.

in the “river” along the table-top. One recent project was a Rio bar top, which was difficult since it was a single L-shaped piece of wood with a continuous Rio flow throughout the gap carved into the piece.

Manuel Gonzalez said he seeks out pieces of wood with imperfections.

“Right now, we do a lot of domestic wood; that’s where

we concentrate the most. For the Rio Table, you can use any wood. What we look for in the wood are different shapes, characteristics, knots and holes and little things that make it stand out,” Manuel said. “We like the natural characteristics in the wood that tell a story for each piece.”

The Rio Table has been a popular item. The Gonzalez’s

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From left: Jarrod Cardin, co-owner/operations manager; Kyle Carver, timber procurement; Mike and Ruth Cardin, owners; and Drew Carver, co-owner/head saw filer.

South Pittsburg, TN— Last year, Cardin Forest Products LLC, located here, expanded its facility with a new dry line and added other equipment upgrades in order to offer their international and domestic customers the best product available from the Appalachian region.

Also, in 2018, Cardin, which exports its high-quality Appalachian Hardwoods to 15 to 20 countries around the globe and sells lumber coast-to-coast domestically, put in a 55,000 board foot capacity Walnut steamer, manufactured and installed by A.W. Stiles Contractors Inc., located in McMinnville, TN. Cardin Forest Products also added a new 47,000-square-foot facility to accommodate its state-of-the-art dry line, which is a new material handling system by Froedge Machine & Supply Co. Inc., located in Tompkinsville, KY.

Jarrod Cardin, co-owner/operations manager, said, “The new dry line gives us the capability of knowing our inventory at all times. When a package rolls out we know immediately what is in inventory and

CARDIN FOREST PRODUCTS

FURTHER EXPANDS FACILITIES TO BRING MORE VALUE

By Terry Miller



Walnut cants are being further processed into grade lumber by the 7-foot vertical band resaw.

what we have available for our customers.”

He added, “You can take your smartphone, access that inventory, and see what’s been sold and what you have available. Our new material handling system provides the capability of width sorts; before, we had to use a template.”

The company also recently installed a new Newman 382 Planer and a Mereen-Johnson rip saw so they can rip to customers’ specific dimensional widths. In addition, Cardin Forest Products has nine dry kilns manufactured by SII Dry Kilns, located in Lexington, NC. With the addition of the ninth kiln in 2018, the company has a total drying capacity of 900,000 board feet per charge.

**“THE NEW DRY LINE GIVES
US THE CAPABILITY OF
KNOWING OUR INVENTORY
AT ALL TIMES. WHEN A PACK-
AGE ROLLS OUT WE KNOW
IMMEDIATELY WHAT IS IN
INVENTORY AND WHAT WE
HAVE AVAILABLE FOR OUR
CUSTOMERS.”**

**–JARROD CARDIN,
CO-OWNER/OPERATIONS MANAGER,
CARDIN FOREST PRODUCTS LLC**

Mike Cardin, president, said, “The system improves the appearance of the lumber packs and our overall presentation for our valued customers around the world.

“The dry line gives us flexibility and enables us to provide different tallies within that unit of lumber. It makes the lumber nice, neat and uniform,” Mike added.

The new dry line also has increased production, since stackers can clearly see a number on each board and know where it belongs. “Furthermore, the system has a grade mark reader, so the lumber is separated by grade, also,” Jarrod explained.

Cardin operates a turn-key sawmill built by Corley Manufacturing Co. The logs are loaded through the Nicholson ring debarker; the logs are then processed into cants by the two Corley 7-foot headrigs. The carriages are 17-degree tilt carriages with state-of-the-art optimized scanning by Lewis Controls Inc. and are run with two 385 Tyrone Berry shotgun feeds. After being turned to their best face, the cants are processed through the Corley 7-foot vertical band resaw where most of the grade lumber production takes place. It then arrives at the Corley optimizing edger, also equipped with Lewis Controls.

With annual production of 24 million board feet, Cardin offers its customers the best lumber available by sawing both veneer logs and saw logs.

“We are in the sawmill business; we do not export our veneer logs, we saw them,” Jarrod stated. “It’s worth it to

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Cardin Forest Products added a new 47,000-square-foot facility to accommodate its state-of-the-art dry line, which is a material handling system by Froedge Machine & Supply Co. Inc.



The second generation is taking over at Josey Lumber Company Inc., as Joey Josey (far right) recently passed the baton of ownership to his sons, Logan Josey (2nd from right) and Tripp Josey (far left).

JOSEY LUMBER COMPANY INC.'S LEGACY OF QUALITY CONTINUES INTO ITS 36TH YEAR

By Gary Miller

Scotland Neck, NC—Josey Lumber Company Inc., based here, is located in Northeastern North Carolina, approximately 90 miles from the Port of Norfolk. This is prime territory for a sawmill producing 11 million board feet of Red and White Oak, Poplar, Maple, Ash and Cypress in 4/4 to 8/4 thicknesses that serves markets all over the world.

Josey Lumber is celebrating an anniversary this year, with 36 years in the business, we have positioned ourselves as a leading supplier of U.S. Hardwoods



Josey Lumber Company is a sawmill headquartered in Scotland Neck, NC. The company produces approximately 11 million board feet per year of Red and White Oak, Poplar, Maple, Ash and Cypress in 4/4 to 8/4 thicknesses.



The company has 800,000 board feet of kiln-dried Hardwood lumber warehoused for prompt shipments.

“DAD TAKES A LOT OF PRIDE IN WHAT HE BUILT. WE’RE HONORED TO HAVE THE OPPORTUNITY TO CARRY ON HIS LEGACY. WE WILL ALWAYS DO OUR BEST TO NOT ONLY MAKE HIM PROUD BUT ALSO TO CONTINUE SERVING THE CLIENTS WHO HAVE COUNTED ON JOSEY LUMBER FOR YEARS AND CAN CONTINUE TO DO SO IN THE YEARS AHEAD.”

**—LOGAN JOSEY,
CO-OWNER,
JOSEY LUMBER CO. INC.**

to customers all over the world. One of the greatest milestones for a family-owned business is when a new generation takes ownership of the legacy set in place by the one previous. That’s exactly the position in which Josey Lumber is currently in, as Joey Josey, who founded the business in 1983, passes ownership to his sons Tripp and Logan.

Joey commented, “The success of any business hinges a great deal on the leadership team you have in place. With a family business it’s just the same and I’m very proud that my sons have applied themselves to learning all of the layers to running a sawmill and drying operation like ours. It isn’t just a paycheck to either of them. They’re always looking for ways to improve on our processes and it’s my hope that one day their children join the family business also.”

Logan said, “Dad takes a lot of pride in what he built. We’re honored to have the opportunity to carry on his legacy. We will always do our best to not only make him proud but also to continue serving the clients who have counted on Josey Lumber for years and can continue to do so in the years ahead.”

To keep production efficient and supplies of its Hardwoods steady, the last few years have held quite a few changes at the company. Upgrades to the facility totaling \$3 million took place in 2017 and 2018. A selection of the upgrades that took place include additional dry kilns from SII Dry Kilns, bringing the company’s total capacity to 500,000 board feet, an upgraded resaw in-feed/out-feed linebar system and new linear edger from McDonough Manufacturing,

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Lake States Lumber Association Board of Directors includes: (Front row, from left) Butch Fisher, AJD Forest Products, Grayling, MI; Brady Francois, Snowbelt Hardwoods Inc., Hurley, WI; Margaret Minerick, Sagola Hardwoods, Sagola, MI; Jennifer Lu, WI Dept. of Agriculture, Trade and Consumer Protection, Madison, WI; and Rob Paradise, Devereaux Sawmill Inc., Pewamo, MI; and (Back row, from left): James Maltese, Stella-Jones Corp., Grayling, MI; Larry Krueger, Krueger Lumber Co., Valders, WI; Pete Johnson, Granite Valley Forest Products, Weyauwega, WI; Steve Peters, Rockland Flooring, Red Wing, MN; and Dennis Gustafson, Besse Forest Products Group, Gladstone, MI

LSLA MEMBERS WELCOME 2019 WITH ANNUAL WINTER MEETING

Photos By Zach Miller

Appleton, WI— The Lake States Lumber Association (LSLA) met here recently at the Paper Valley Hotel in observance of their annual winter meeting. After a welcome reception on the first evening of the event, LSLA members and guests enjoyed multiple days of informative meetings and networking opportunities.

On the first morning of meetings Larry Krueger, of Krueger Lumber Co. and the LSLA Board of Directors, welcomed attendees, followed by a presentation by Bud Delano, wood procurement manager of Ahlstrom-Munksjo. His presentation was titled "Ahlstrom-Munksjo: Who We Are - Impacts Regionally, Nationally & Internationally."

He was followed by Hardwood Federation Executive Di-

rector Dana Lee Cole whose address covered: federal legislative successes in 2018, the 2018 national election results and looking ahead to 2019.

Multiple representatives from various area universities and community colleges were on-hand to provide attendees an overview of forestry educational resources. After lunch, Krueger and Jennifer Lu, of Wisconsin Department of Agriculture, Trade and Consumer Protection, gave a joint report on the North China trade mission.

Additionally, reports were provided to the LSLA attendees by Michael Snow, executive director of American Hardwood Export Council, who spoke about international lumber exports; Scott Everett, LSLA's Michigan legislative consultant;

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Jeremy Howard, Nyle Systems LLC, Brewer, ME; Tyler Francois, Snowbelt Hardwoods Inc., Hurley, WI; Marc Van Gorp, Laufer Group International Ltd., Kansas City, MO; Shane Cook, Granite Valley Forest Products, New London, WI; and Patrick Boyle, Laufer Group International Ltd., Chicago, IL



Mike Penner, Breeze Dried Inc., Tillsonburg, ON; Duncan Ferguson, Sawmill MD, Crestview, FL; Butch Fisher, AJD Forest Products LP, Grayling, MI; and Steve Peters, Rockland Flooring, Rockland, WI



Rob Paradise and John Gehringer, Devereaux Sawmill Inc. Pewamo, MI; and Brady Francois, Snowbelt Hardwoods Inc., Hurley, WI



Dick Allmann, Granite Valley Forest Products, Marathon City, WI; Chris Fehr, U-C Coatings LLC, Buffalo, NY; John Erickson, Timber Products Co., Munising, MI; and Tim Clisch, Endeavor Hardwoods Inc., Lyndon Station, WI



Dana Lee Cole, Hardwood Federation, Washington, DC; Rick De-gen, Bennett Hardwoods Inc., Wausau, WI; and Jim Higgins, SII Dry Kilns, Lexington, NC

Additional photos on next page

LSLA MEETING PHOTOS *Continued*



Mike Schulke, Tigerton Lumber Co., Tigerton, WI; Larry Krueger, Krueger Lumber Co. Inc., Valders, WI; and Zach Buchner, Breeze Dried Inc., Tillsonburg, ON



John Hilgemann, Snowbelt Hardwoods Inc., Hurley, WI; and Mike Horst, Randall J. Cupery and Ryan Haulotte, Preferred Hardwoods LLC, Richfield, WI



Todd Breitenfeldt, Kretz Lumber Co. Inc., Antigo, WI; and Matt Yest and Thomas Hunt, Kendrick Forest Products, Edgewood, IA



Dave Kuehl, Primewood Lumber Inc., Quebec City, QC; Tyler Francois, Snowbelt Hardwoods Inc., Hurley, WI; and Jeremy Howard, Nyle Systems LLC, Brewer, ME



Gus Welter, Granite Valley Forest Products, New London, WI; Amy Boyer, LSLA's Wisconsin legislative consultant, Madison, WI; Will Borden, Quality Hardwoods Inc., Sunfield, MI; and Don Peterson, Renewable Resource Solutions LLC, Crystal Falls, MI



Zach Buchner, Breeze Dried Inc., Tillsonburg, ON; Dave Schroeder, GMC Hardwoods Inc., Jefferson, WI; and Mike Penner, Breeze Dried Inc.



Levy Soodsma, Baillie Lumber Co., Hamburg, NY; Brandon Do-McKenzie, MacDonald & Owen Lumber Co. Inc., Sparta, WI; and Michael Snow, American Hardwood Export Council, Sterling, VA



Jeremy Howard, Nyle Systems LLC, Brewer, ME; Travis Allen, Northcentral Technical College, Antigo, WI; and Mike Penner, Breeze Dried Inc., Tillsonburg, ON



Jim Higgins, SII Dry Kilns, Lexington, NC; Ryan Peterson, Northern Hardwoods Inc., South Range, MI; and John Gehringer, Devereaux Sawmill Inc., Pewamo, MI



Marc Van Gorp, Laufer Group International Ltd., Kansas City, MO; Shane Cook, Granite Valley Forest Products, New London, WI; and Jeff Sewell and Scott Shaver, R&R Insurance of Wisconsin, Waukesha, WI



Steve Hanson, Stella-Jones Corp., Bangor, WI; Larry Krueger, Krueger Lumber Co. Inc., Valders, WI; and Bob Sorenson, Stella-Jones Corp.



Doug Young, Hastings Air-Energy Control Inc., New Berlin, WI; and Jon Johnson and John Erickson, Timber Products Co., Munising, MI

Additional photos on page 44



After 30 Years, SURFACES Remains Among Largest Annual Tradeshows



Diana Gurley, Paul Stringer, Vicky Sanders and Tony Miraldi,
Somerset Hardwood Flooring, Somerset, KY

Photos By Richard Reffner

Las Vegas, NV- Comprised of three world-class tradeshows: SURFACES, StonExpo/Marmomac, and TileExpo events, The International Surface Event (TISE) was held here recently at the Las Vegas Convention Center.

The event is the largest North American floor covering, stone, and tile industry event and is a global-reaching industry marketplace for buyers, specifiers and influencers to purchase products, gain design and trend inspiration, and develop their business strategies. SURFACES is

the largest North American flooring event serving all of the floor covering industry, bringing together buyers and sellers from around the world to see the latest floor covering products, tools, trends, services and technologies.

TISE/SURFACES has served the industry for more than 30 years, reinvented annually with carefully sourced exhibiting brands, crafted content and networking events, and developed show features that are next-generation innovative and meet the ever-evolving needs of the industry. As the first event of each year, TISE/SURFACES is positioned to offer product launch introductions, critical first-of-the-year buying opportunities, and annual networking meetings.

TISE/SURFACES recently offered an extensive and unique educational program that provided

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Frank Guido, John Guido, Steven Kurylo, Nicholas Guido, Eduardo Velarde and Arturo Guido, Legno Bastone Wide Plank Flooring, Naples, FL



Eric Hooker, Wanda Legg and Bill Briggs, BMC Flooring, Dalton, GA



Steven Gutsch Jr., Aacer Flooring, Peshtigo, WI



Jake Hickman, Kevin Owen and Zach Muhl, Allegheny Mountain Hardwood Flooring, Emlenton, PA



Jason Lau, Harry Yoo, Jenny Wu and Polo Shi, Carlton Hardwood Flooring, Compton, CA



John Salvador and Jack Bostwick, Wego International Products/ South Mountain Wood Flooring, Great Neck, NY

Additional photos on page 47



Keith Atherholt, Lewis Lumber Products, Picture Rocks, PA; Curt Wolfhope, Wheeland Lumber Co. Inc., Liberty, PA; and Aaron Lewis, Dwight Lewis Lumber Co. Inc., Hills Grove, PA

Dwight Lewis Lumber/Lewis Lumber Products Co-Host First Penn-York Event of 2019

Photos by Stephen West

Williamsport, PA—The Penn-York Lumbermen's Club recently kicked off its 2019 schedule of meetings by welcoming members and guests to the Genetti Hotel Suites, located here. Dwight Lewis Lumber Co. and Lewis Lumber Products Inc. hosted this event.

The evening event featured dinner followed by musical entertainment by Van Wagner, a logger/teacher/singer and

songwriter who performs tunes about rural life and the history of the Williamsport area.

Dwight Lewis Lumber Co., located in Hillsgrove, PA, markets Appalachian Hardwoods and specializes in Cherry, 4/4 through 16/4 as well as Hard and Soft Maple and Red and White Oak. Lewis Lumber Products, along with Dwight Lewis Lumber Co., manages, produces and distributes Hardwood lumber products from both FSC certified and

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Kelly Hill, Lewis Lumber Products, Picture Rocks, PA; Marc Lewis, Dwight Lewis Lumber Co. Inc., Hills Grove, PA; and Dawn Neuhard, Lewis Lumber Products



Nick Ince, Walker Lumber Co. Inc., Woodland, PA; Lou Sycz, Bingham & Son Lumber Inc., Mill Hall, PA; and Simon Ince, Walker Lumber Co. Inc.



Mike Songer, Meriden Hardwoods of PA Inc., Pittsfield, PA; Russell Shamblen, Premier Hardwood Products, Syracuse, NY; Steve Bair, Lewis Lumber Products, Picture Rocks, PA; Loren Voyer, Kennebec Lumber Co., Solon, ME; and Randy Flament, Emporium Hardwoods Inc., Emporium, PA



Max Rickard, Babb Incorporate, Pittsburgh, PA; and Dave Lupsha, Associated Hardwoods Inc., Granite Falls, NC



Tom Armentano and Andy Dickinson, Sirianni Hardwoods Inc., Painted Post, NY; and Ed White, Wagner Lumber Co. Inc., Cayuta, NY



Marc Lewis, Dwight Lewis Lumber Co. Inc., Hills Grove, PA; Jack Monnoyer, Deer Park Lumber Inc., Tunkhannock, PA; and Tom Armentano, Sirianni Hardwoods Inc., Painted Post, NY



Bob Rorabaugh, Rorabaugh Lumber Co., Burnside, PA; Brian Rider, PA Forest Products Assn., Harrisburg, PA; Randy Flament, Emporium Hardwoods Inc., Emporium, PA; and Matthew Lowry, Woodcraft Industries, Greenville, PA

two girls, who are 12 and 14, help out in the shop and each has a job, even when it comes to the new Rio Table line.

"When we do the Rio Table, all four of us, we have a job," Manuel explained. "One of my girls mixes the epoxy for me, another girl uses a heat gun to get the bubbles out, and then we make sure we pull out any sawdust or hair that is in the air from the mixture. If we don't get that out, and it dries, it's there forever. So, we work together now that everybody knows what to do. We are learning about the river and how to make it look more realistic. It makes the tables look better and better, there's literally a river running through the tables."

He said other tables with trenches cut into them often feature rocks or other objects, but he said his family "loves water" and wanted to make a water-like feature part of the Rio Table.

The most difficult project Made Anew has done so far, Gonzalez said, was the Rio Table bar top.

"The hardest project so far was the bar top that we did, and it was about 7 feet on one side and 9 feet on the other side in an L shape. The easy way would be to make two different pieces, but then it wouldn't match. So, we made it

one piece; we had a slab that was 2.5 inches thick, about 36 inches wide on the L-shaped side, and it was very big and heavy and awkward to work with. But we pulled it off and it was such a nice thing to see the customer so happy, so he recommended us to a shop that does cabinetry, so we're going to be doing some work for them," said Gonzalez.

He recalled he held onto the unique Maple wood for quite some time before his wife, Lisa, and he came up with the concept of the Rio Table.

"It's the uniqueness of it. You could not make two of the same, even if it's the same log. We held onto the wood for about two years; I knew I had the wood, but I didn't know how I was going to use it. About a year and a half or two years later, we started to build our Rio Tables," he stated.

A native of Puerto Rico, Gonzalez learned woodworking from a neighbor of his.

"My dad passed away when I was really young, and every summer I would help my neighbor. He was a wonderful craftsman. He's absolutely the best one. His ambition is absolutely incredible, and I learned some of the trade and then I moved to the U.S.," Gonzalez recalled.

He described himself as being the creative type—some-



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one who always wants a project to work on. Not long after he and his wife married, they found a table at a yard sale that needed some work. He took it home—and found his calling.

"I took it home, cleaned it and saw this veneer. And when my wife saw this table, she was impressed. The inlay was gorgeous," Gonzalez said. "So, we put it on Craigslist and a woman came out to look at it, and she paid \$300. And we looked at each other, like, what happened here?"

He said "by the grace of God" the company has now been open for five years.

"We've been very blessed," he stated.

He said he and Lisa put a lot of emphasis on building relationships with their customers.

"When we do something for somebody, it's not just a business, we want to create a friendship. My wife is an incredible re-



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Please turn to page 52

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give our customers quality that speaks for itself. When people brag about our lumber, they tell us, 'This is some of the best lumber we have seen; it has the best color.' Well, it goes back to sawing veneer logs, bringing you the best Mother Nature has to offer."

Bob Hughes, kiln-dried sales manager/kiln operator, added not only do all veneer logs get processed into lumber, but so do stave logs.

"We are putting everything that comes through here into lumber for our valued customers," Hughes said.

Cardin Forest Products produces 4/4 to 8/4 Red and White Oak; 4/4 Hickory; 4/4 to 8/4 Walnut; 4/4 to 8/4 Ash; 4/4 Hard Maple; 4/4 to 12/4 Poplar and 4/4 Cherry. Jarrod added, "We will cut Soft Maple if a customer specifically requests it." Cardin's mill has

Manufacturers of approximately 170 million bd. ft. a year of Southern Hardwood and Cypress lumber products



Linwood Truitt and John Stevenson are in charge of kiln-dried lumber sales at Beasley Forest Products / Thompson Hardwoods; and Ray Turner and Paul Cabrol are in industrial sales at Beasley Forest Products / Thompson Hardwoods. Contact Ray at (912) 253-9001, or by e-mail at ray.turner@beasleyforestproducts.com. Contact Paul at (912) 403-8501, or by e-mail at paul.cabrol@beasleyforestproducts.com.

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more than 30 sorts for the various species.

The company uses NeXGen, a wood protectant made by ISK Biocides Inc., headquartered in Memphis, TN, to maintain the brightness of the lumber while protecting against sap stains and fungicide. Cardin uses only anti-slip sticks manufactured by Breeze Dried Inc., located in Tillsonburg, ON, to avoid sticker stain, said Hughes.

The mill employs four graders, three of whom graduated from the National Hardwood Lumber Association (NHLA) Inspector Grading School and a fourth who was trained at Cardin.

Domestically, lumber is shipped on contract carriers. Because of the lumber's high quality, all trucks must be tarped to protect the wood against weather conditions. Cardin will load containers and flatbeds and



Please turn the page

Cardin Forest Products also recently installed a Newman 382 planer (pictured) and a Mereen-Johnson rip saw so they can rip to specific dimensional widths.

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CARDIN FOREST PRODUCTS *Continued*

offer export prep for international customers, shipping the lumber out with the customer's logo if requested.

Cardin procures its logs within a 150-mile radius from their location in the Appalachian region.

"We are in the heart of as good of a timber base as there is in the country, especially for Red and White Oak, along with Poplar and Hickory when it comes to color consistency

and texture," Hughes stated. "Unlike a concentration yard, our wood all comes from the same region. It all comes from the same mill and it's all graded by the same people."

Bob said there's no shortage of timber, adding Cardin helps sustainably manage the forests upon which it relies for its raw material.

"There's so much timber out there. If you can get it



The company has nine dry kilns manufactured by SII Dry Kilns, with the ninth added earlier this year, giving Cardin Forest Products a total drying capacity of 900,000 board feet per charge.



Bob Hughes loads kiln-dried Poplar lumber onto a truck outbound to a distribution center.

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logged, you could flood the mill,” he stated. “If you talk to the Tennessee Department of Forestry, they will tell you that the regeneration rate is 30 percent over the cut rate.”

The facility sits on approximately 30 acres in South Pittsburg, which is near Chattanooga—an area that will benefit from a new port just south of the Tennessee/Georgia state line.

“A new facility, inland port owned by the Georgia Port Authority recently opened up in Crandall, GA,” Hughes explained. “It has capabilities of up to 100,000 containers a year, and there are three rail lines going into it. The turnaround time would be less than one-half hour.”

Cardin Forest Products is unique in the industry because the experienced people at Cardin are very hands-on and take pride in what they do. “It’s a family business and everything we do is personal,” Jarrod stated. “We keep our hands in everything, whether it’s troubleshooting the boiler system to the kilns to quality control—we’ve done it all and have our hands in all of it, so we know when something’s not right.”

Cardin Forest Products was founded by Bill Cardin, who sawed his first board in the mid-1930s. At that time Bill apprenticed under Mitch Leonard, who owned two mobile sawmills in the area. Bill’s life—and ultimately the lives of his



A new 55,000 board foot capacity Walnut steamer was manufactured and installed recently by A.W. Stiles Contractors Inc.

Please turn to page 52



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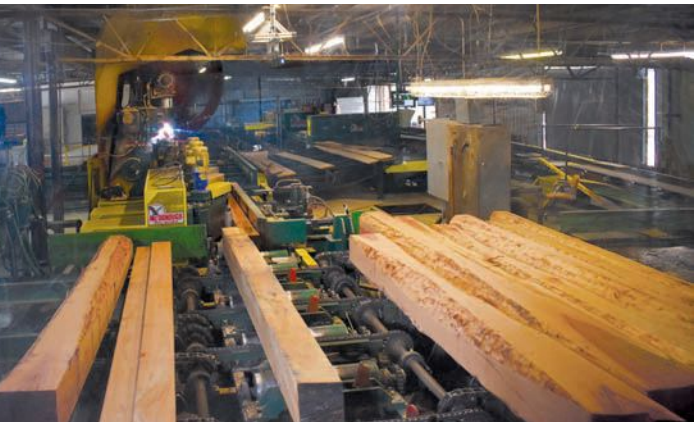
as well as a new lumber stacker from Winston Machinery and Equipment.

Logan Josey remarked, "In 2014 we were at 140,000 board feet of kiln capacity, so to be able to say that we more than tripled our capacity in just a few years is remarkable. With the installation of the new equipment, as well as 800,000 board feet of kiln-dried lumber in storage, we're more prepared than ever to serve the needs

of our current client base, as well as new customers who approach us to start a partnership."

These upgrades and installations have been made to expedite the production process while also maintaining an extremely efficient operation.

An additional 12,000 square feet of covered storage has also been added, giving greater capacity for stored lumber to be ready for shipment shortly after a customer



As part of Josey Lumber's recent upgrades, McDonough Manufacturing installed a new linear edger and an up-graded resaw in-feed/out-feed linebar system at the saw-mill facility.



The company has an HMC multi-drop saw trimmer, which lumber passes through before getting graded and dipped.



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Josey Lumber operates from a site located approximately 90 miles from the Port of Norfolk.

places the order.

Another area of the business that has really grown within the last few years is our log export program. Species exported include: Poplar, Red and White Oak, Cypress and Ash.

Tripp stated, "We were getting a lot of interest from

some of our core group of customers requesting that we help them fill log orders. At first, we were shipping domestically and it then evolved into a good bit of shipments going overseas. We feel it has given us a competitive edge on buying timber and at the same time we are meeting our customers' needs."

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Logan Josey (left) and Tripp Josey (right) state that they are proud to carry on the legacy started by their father 36 years ago.

In 2012, Josey Lumber purchased the property adjacent to the sawmill site. The new acquisition included 17 acres along with an 80,000-square-foot warehouse. Within the warehouse was a 4,000-square-foot space that now houses the company's offices.

In addition to grade lumber in 4/4 through 8/4 thicknesses, Josey Lumber's product list also includes cants

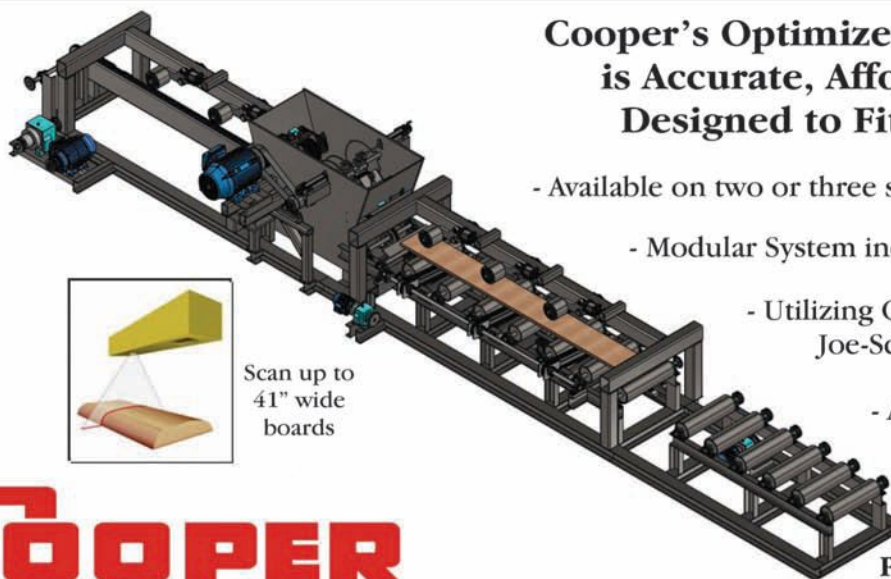
and timbers. The mill consists of a 6-foot McDonough band headrig and a 6-foot McDonough band re-saw. At the mill site there are two automated dip tanks with chemicals in them manufactured by ISK Bio-cides Inc. of Memphis, TN. These chemicals make the lumber look brighter and keep it mold and stain free for several days, according to Joey.

Joey mentioned that the key to his firm's continued success is re-investing in the business by making necessary upgrades to equipment as needed.

Joey continued, "We also have the ability to load our lumber on a truck inside our large building so once it comes out of the kiln it never sees daylight until it's on the truck. In the kiln-dried lumber business you never have enough storage sheds. So as cash flow and profits dictate, we will continue to expand our dry storage capacity."

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Not only does Josey Lumber manufacture lumber, cants and timbers, the company also sells logs to U.S. exporters for shipment around the world.

Joey commented, "Once we built our kilns, we went from a company that shipped most of its product within a 250-mile radius of Scotland Neck, to an international company. A good bit of our production remains in the U.S. and is used for Hardwood flooring, but much of our

upper grades of Oak and a lot of our Poplar is shipped all over the world."

The company ships mostly straight loads of lumber but does have the capability to offer mixed loads. Just 90

Please turn to page 53

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LSLA MEETING *Continued from page 26*

and Amy Boyer, LSLA's Wisconsin legislative consultant.

Other topics covered in presentations at this meeting included whether or not Michigan's axle configured trucks are good for Wisconsin plus an address on the Wisconsin intermodal rail terminal. A legislative and forest resources report was given with Wisconsin State Forester Fred Souba in attendance. Additionally, the LSLA education board met and board of directors were elected.

The association also held its sixth annual after-dinner auction to fund LSLA membership dues to the Hardwood Federation.

The Fellowship of Christian Lumbermen held a brief meeting in conjunction with the LSLA winter meeting.

To learn more about the LSLA, visit www.lsla.com. ■



Jim Maltese, Stella-Jones Corp., Grayling, MI; and Julia and Pete Johnson, Granite Valley Forest Products, Weyauwega, WI

Caleb Peterson, Mutual of Omaha Investor Services, Minneapolis, MN; Lowell Peterson, Rockland Flooring, Red Wing, MN; Butch Fisher, AJD Forest Products LP, Grayling, MI; and Will Borden, Quality Hardwoods Inc., Sunfield, MI



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Ross Corullo, Action Floor Systems LLC, Mercer, WI; and Dennis Gustafson, Besse Forest Products Group, Gladstone, MI



Rob McIntyre, The Horton Group, Milwaukee, WI; Aaron D. Ruotsala, Ottawa Forest Products Inc., Ironwood, MI; and Joe Franco, Snowbelt Hardwoods Inc., Hurley, WI

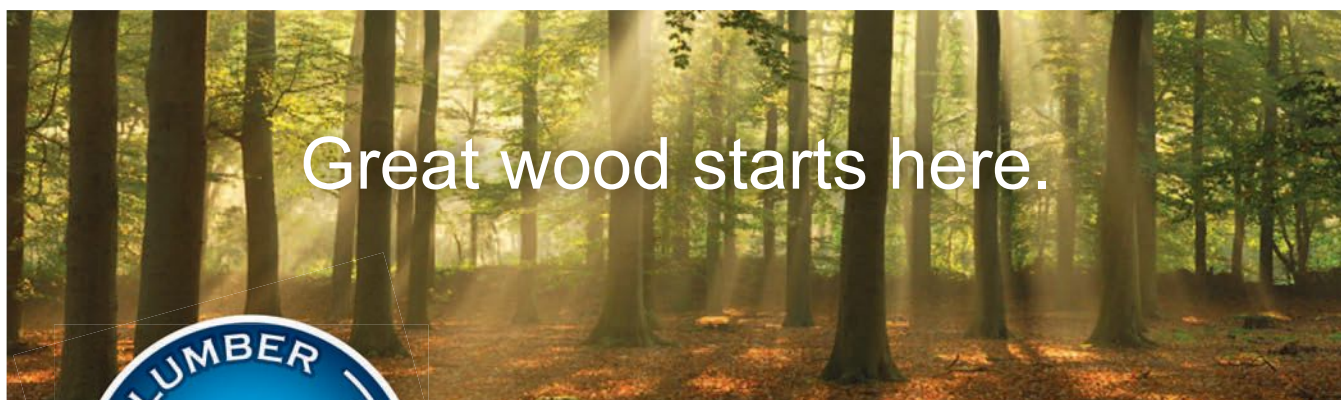


Rick Degen, Bennett Hardwoods Inc., Wausau, WI; Robert Minerick, Florence Hardwoods LLC, Florence, WI; and Chuck Baxter, Ottawa Forest Products Inc., Ironwood, MI



Brady Francois, Joe Francois and Tyler Francois, Snowbelt Hardwoods Inc., Hurley, WI

Additional photos on next page



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LSLA MEETING PHOTOS *Continued*



Dale Elliott, Weekes Forest Products Inc., Green Bay, WI; John Hilgemann, Snowbelt Hardwoods Inc., Hurley, WI; and Paul Matushak, Menzner Lumber & Supply Co., Marathon, WI



Don Peterson, Jake Divine and Kari Divine, Renewable Resource Solutions LLC, Crystal Falls, MI



(Back) Gary LeMaster and Tony Korish, Timber Creek Resource LLC, Milwaukee, WI; (front) Tim Kassis, Kretz Lumber Co. Inc., Antigo, WI; and Scott Lyon, Wisconsin Dept. of Natural Resources, Madison, WI

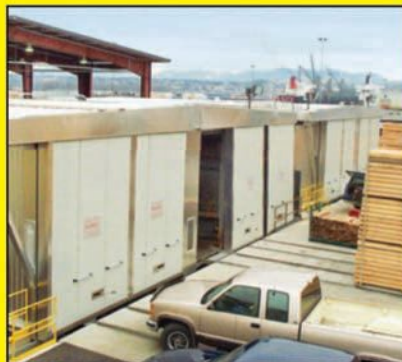
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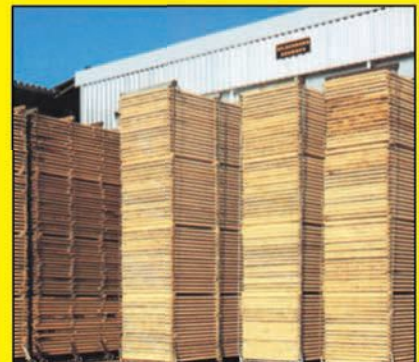


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Gerald Schopper and Ted Thompson, Twelve Oaks Forest Product Inc., Markham, ON



Beth Reindollar, Steve Cratch and Kraig Coxon, Pennwood Products, East Berlin, PA



John Kiepper, Barbara Titus and Michael Coates, Sheoga Hardwood Flooring, Middlefield, OH

Additional photos on next page









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SURFACES EVENT PHOTOS *Continued*



Wade Bondrowski and Jean-Philippe Dumas, Mercier, Wilmington, DE



Rob Hoffman, Kinga Aloyian, Jean Tong, Jesus Granados, Jeiser Granados, Joy Zhang and Angee Mendez, Elegance Exotic Hardwood Flooring, Fontana, CA



JP Nittolo and Dan Caron, Wickham Hardwood Flooring, Wickham, QC



Tina Wang, Jonathan Huerta, Austin Hou, Vivian Wang, Darrell Reep and Ang Chen, Oasis Wood Flooring, City of Industry, CA

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(Front, from left) Jean-Sebastien Roy, Marie-Claude Perreault, Laurie Gagne-Sansfacon, Jason Austen, Jean-Francois Dufresne, Justin Iovino, Gregory Ash and (back, from left) Ryan Smithdorf, Julien Dufresne and Ken Maguire, Preverco Hardwood Flooring, St. Augustin, QC



Michael Poulin, Jennifer Peng, Hangda Zhu, Walter Yeh, Joseph Poulin, Anthony Catermoul and Yuni Choi, Maple Leaf Flooring Innovations, Mississauga, ON

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SURFACES EVENT PHOTOS

Continued



Andrew Richey, Ashawa Bay Hardwood Floors, Cook, MN



Bill Schollmeyer, Carol Ku, Mike Morgan, Jon Ousley, Billy Ko and Joe Ammiano, Johnson Hardwood, City of Industry, CA



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PENN-YORK EVENT *Continued from page 32*

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The next Penn-York Lumbermen's Club meeting is scheduled for March 18 in Ellicottville, NY. It will be co-hosted by Fitzpatrick & Weller Inc. of Ellicottville and W.J. Cox Associates Inc. of Clarence, NY.

View the 2019 schedule of Penn-York meetings at www.pennnyork.org. ■



Derek Wheeland, Wheeland Lumber Co. Inc., Liberty, PA; Alecia Gold, Remmey – the Pallet Company, Beaver Springs, PA; and Scott Seyler, Northland Forest Products, Williamsport, PA



Rex Derr and Wayne Gessner, Bingaman & Son Lumber Inc., Creamer, PA; Shawn Covalt, O'Shea Lumber Co., Glen Rock, PA; and Ben Remmey, Remmey – the Pallet Company, Beaver Springs, PA



Homer Cameron, Cameron Lumber Co., Homer City, PA; Bob Long, PA Forest Products Assn., Harrisburg, PA; and Fred Piercy, Taylor Northeast, Baltimore, MD



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MADE ANEW *Continued from page 35*

lationship person. We've been developing friendships with our clients. They can come to our shop anytime," Gonzalez commented. "So, we are not just in the shop; we try to work with them and find out what they like and what would work better, and we work with them."

He added both his daughters have very impressive work ethics, and they can help him in the shop and even run some of the machines. Gonzalez added that partly because he wasn't formally educated in a traditional manner, he has a different view of the world than many.

"Boundaries are sometimes unique to me, and no matter what, we are not afraid to move them a bit," he commented.

He added that Lisa is the backbone of his own creativity.

"My wife is a very important part; she is also very supportive and very creative. She's part of this business with me and a very strong person, talented and with ambition," he stated. "It's not just my ideas; it's our idea. She has a lot of input and I don't know what I'd do without her. To me, her support and help is the most important thing." ■

**For more information, visit
www.furnituremadeanew.com.**

CARDIN FOREST PRODUCTS

Continued from page 39

descendants—changed permanently when Leonard insisted on selling one of his portable mills to him in 1936 after Bill decided to settle down in South Pittsburg to raise a family. Years later, in 1989, Mike, along with his wife, Ruth, purchased the business from his father. When Mike and Ruth became owners of the sawmill, they employed five people, who produced 8,000 board feet of

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lumber per day, and continued to move the company forward. Today, Cardin Forest Products' team consists of 85 people and produces nearly 10 times the amount of lumber it did when Mike and Ruth took over the business, thus leading it into the 21st century.

Key personnel include Kyle Carver, timber procurement; Drew Carver, head saw filer; JoJohn McCraw, green lumber sales and Kellee Griffith, kiln-dried sales.

Cardin Forest Products is a member of NHLA and the American Hardwood Export Council. ■

For more information, visit
www.cardinfp.com.

JOSEY LUMBER *Continued from page 43*

miles from the Norfolk, VA, port, the company's location helps it to have an advantage in the U.S. export market. "We ship a lot of lumber to exporters here in the U.S.," Joey explained. "We're 90 miles inland and located near the deepest water port on the East Coast. We offer export prep and container loading and shipping over to the ports in Norfolk, VA, and Wilmington, NC."

Joey started in the forest products industry in the mid 1970s, working for a friend who owned several sawmills. It was then that he realized his goal in life was to operate his own Hardwood sawmill one day. The owner of that large company admired his vision, however he told Joey that he could not manage a job that he had never done. Joey took that advice to heart and worked his way through his friend's company by initially pulling lumber and sweeping floors. Eventually he worked his way up as a shipping clerk, inventory controller, yard foreman, planer mill foreman, purchaser, timber cruiser, timber buyer, and dry kiln operator. He learned everything that he could about machinery, lumber grading, lumber purchasing and marketing. In the fall of 1983, Joey returned home to Scotland Neck and began construction on his own Hardwood sawmill.

"We started clearing the land and building the sawmill in November of 1983, and I received my first check for my first load of lumber on April 18, 1984," Joey explained. "When I first started my lumber company I had 12 employees including myself. I was the log scaler, the

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JOSEY LUMBER *Continued*

lift driver and the clean-up man. I worked 90 to 100 hours a week to make this business a success.”

Joey attributes the early success of Josey Lumber Co. to the support of good friends and trusting business acquaintances. Through it all, his operation has survived the many ups and downs in the economy that come with owning a Hardwood sawmill business.

Josey Lumber Co. Inc. is a member of the North Carolina Forestry Association, Hardwood Manufactur-

ers Association, National Hardwood Lumber Association and the Southern Cypress Manufacturers Association. ■

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SURFACES EVENT

Continued from page 30

learning opportunities to help businesses take away new ideas, positively impact the bottom line, and boost attendees' careers to the next level. Education sessions featured the most current topics and industry experts. As an added bonus, most sessions qualified for continuing education credits. TISE/SURFACES also featured a multitude of bonus education sessions, certifications, interactive workshops and tours offered by many of the event's partners.

Learn more at www.intlsurfaceevent.com. ■

LAKE STATES

Continued from page 10

Taking advantage of local trucks to meet transportation needs helped this sawmill cope with that situation. “The local guys we’ve got have been relieving a lot of the pressure,” he said. “Keeping the local guys happy and keeping them moving helps a lot.”

Business would be even better if the mill could find employees who would stick around, he added. “Probably our biggest problem is manpower. We just can’t get enough warm bodies in the door

and can't keep them long enough to make them productive."

Everybody's unsettled due to the China tariffs and volatile prices, an Ohio wholesaler noted. Conditions in early 2019 are considerably more challenging than six months ago as the company continues to sell Walnut, Poplar, Ash and, the big one, White Oak, mostly in 4/4 to 8/4, to distributors and manufacturers overseas.

China wasn't the only trade difficulty this source experienced at the beginning of the year. He included in the mix of international problems the failures of the United Kingdom to come up with an orderly way to separate itself from the European market, also known as Brexit. That "mess" has eroded confidence among many businesses, he stated.

The exporter looked forward to seeing what sort of deal the Trump administration can reach with the Chinese, which he expects to be the first international trade dispute to be resolved.

There's so much uncertainty, some lumber businesses had decided to bow out of the market for a bit.

"Mills here are just sitting and refusing to sell at the pricings that are out there," he said. ■



NORTHEAST

Continued from page 10

staying low steady."

She reported relief on the transportation front, at least, which had loosened up in the last three months. "I think it's due to the fact there's not much demand. I've been able to get trucks."

In New York, stormy, rainy conditions seemed to arrive during the summer and never went away, impacting availability of raw materials, according to a representative of one lumber wholesaler there.

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"The guys are low on logs," he said. "Mother Nature started back at the end of July. Logs have been low for six months."

Nobody has reached a state of panic yet, because the lag in exports means there's still enough to go around, he said, at the beginning of 2019. Morale would rise if the uncertainty over the dispute with China would clear up.

"Everybody's sitting around waiting to see what the tariffs do," he said. "A lot of companies anymore are all-

China, all the time."

As a result, Red Oak sales turned sluggish, he said. Other Hardwoods that find more vigorous sales in other exports markets, like White Oak into Europe and the UK, still benefitted from decent demand.

A source at a sawmill in Massachusetts said his company has navigated these events without experiencing too much trouble. This mover of Soft and Hard Maple, Poplar and White Oak, which sells to cabinet makers, moulding manufacturers and distribution lumberyards, said business has remained steady.

One element that appears to have a better outlook is transportation. "You just have to pay for the truck and you can get it," he said. ■

SOUTHEAST

Continued from page 11

on the yard — I'm down to about four million feet," he noted. "I won't have much to offer but it should improve March, April, May just from lack of supply. It's going to be interesting come springtime."

Poplar, usually one of the weakest offerings, was among the best performers by early 2019, he said.

One measure of the market slump comes from the mill's number of containers shipped at around 60 in a month when it's usually more than 200, though he qualified some of that stems from the annual slowdown that occurs due to the Chinese New Year.

A North Carolina sawmill representative also felt a huge shift in its bestselling products. Two years ago, Hardwoods dominated at about 85 percent of sales, but now pine takes the top slot and Hardwoods hover at about only 15 percent.

Trucking has become more com-

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fortable and more available, he said. As recently as December, users paid “through the nose” for transportation, but truckers became more willing to negotiate “pretty decent rates” when loads and fuel costs declined, the lumber supplier said.

“I sell to a lot of mom-and-pop millwork shops,” he said. “They’re not struggling to find the item they need close to the prices they need.”

At a Tennessee distributor, a representative said supply is low, demand for Poplar is high and Oaks are so-so.

This firm handles almost exclusively 4/4 in Red and White Oak, Poplar, Hickory, Ash, Hard Maple with a little Cherry and Walnut.

“I think the frame market is starved for material with ties and cants pulling low-grade off the market,” he said. “We have people who won’t take Hickory say, ‘Do you have any Hickory frame stock?’”

He added that exporters feel optimistic about the trade war being resolved, and transportation costs have come down off their highs on the bright side. ■

WEST COAST

Continued from page 11

included the lack of demand from Asia, less demand from housing in North America and excess inventories on hand, he said.

The distributors, end users and wholesalers this firm provides Alder, Pacific Coast Maple and Cottonwood to in thicknesses of 4/4 to 12/4 hear the same kinds of comments from customers. “Everybody is just kind of waiting on the China situation to figure itself out,” the source noted.

Transportation was not a hindrance at this point. “We can deliver everything we can ship,” he said. “We just need orders.”

A sales manager at an Oregon company that offers Hardwoods to

customers on the West Coast and worldwide found markets a “bit off” at the start of 2019, which he could trace back to a shortage in East Coast lumber production and low logs in the Appalachian region.

“It seems to be the market is relatively soft for the amount of supply we have — at least grade markets,” he explained.

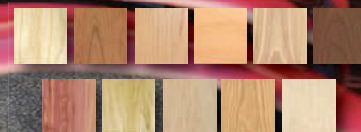
This lumber supplier sells Red and White Oak, Hard

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WEST COAST *Continued*

and Soft Maple, Ash, Cherry and Poplar in grades 4/4 through 8/4 to cabinetry makers and flooring companies along with a fair amount of domestic distribution and exports.

"I think there's a general optimism," he heard from his customers. "I think people feel like they've got orders and they're going to have orders and they're going to be busy. I think people still feel like the economy is generally good. Housing is fairly flat, but it's up from where it was

over the past two years."

Transportation issues improved at the end of the year, though there still may be a relative shortage of truckers, he said. There's a bit of temporary congestion at ports as companies have tried to rush material over to China before the drop dead date strikes for the tariffs. ■

ONTARIO *Continued from page 12*

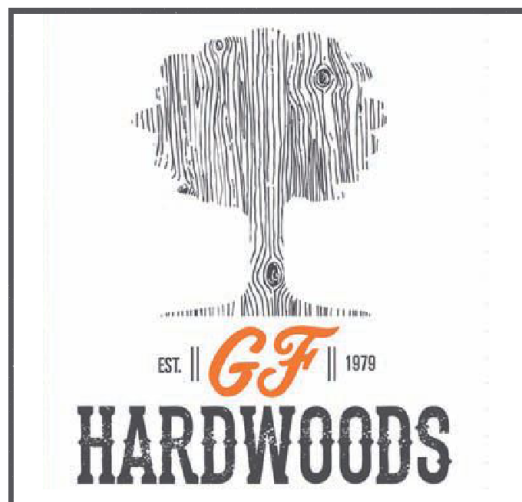
been coming from residential Hardwood flooring manufacturers.

According to Canada Mortgage and Housing Corporation (CMHC), Canadians can expect more of the same in housing starts over the next two years as "housing prices begin to slow to be more in line with economic fundamentals."

In its most recent annual outlook released at the end of December 2018, the agency forecasted housing starts and sales to both decline in 2019 and 2020. CMHC anticipates housing starts for single and multi-unit starts will fall to between 193,700 and 204,500 in 2019, while sales are expected to come in between 478,400 and 497,400 units. Prices are anticipated to range from \$501,400 and \$521,600.

"Housing starts are expected to decline from the higher levels we've seen recently. We expect resales in 2019 and 2020 to remain below recent peaks while prices should reach levels that are more in line with economic fundamentals such as income, job and populations growth," said Bob Dugan, CMHC chief economist.

This news on housing starts, should they decline, could make it harder for those in the Hardwood forestry sector, as home construction is important to their livelihoods. However, individuals in the Hardwood sector have survived many downturns, yet continue to thrive as they get more creative in operating their businesses and supplying their clients. ■



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growth of 2 percent.

The IMF's forecast was more positive than the Bank of Canada's assessment issued in January, where it forecast growth of 1.7 percent this year, down from its prediction of 2.1 percent last fall.

The IMF's growth outlook for the 19 countries that use the euro currency was reduced to 1.6 percent from 1.8 percent.

Growth in emerging-market countries was forecast to slow to 4.5 percent from 4.6 percent in 2018. The IMF expected the Chinese economy – the world's second biggest – to grow 6.2 percent this year, down from 6.6 percent in 2018 and the slowest since 1990.

Rising trade tensions pose a major risk to the world economy. The U.S. has imposed import taxes on steel, aluminum and many Chinese products, drawing retaliation from China and other U.S. trading partners.

The IMF chief economist said higher trade uncertainty would further dampen investment and disrupt global supply chains.

Rising interest rates in several countries are also pinching emerging-market governments and companies that borrowed heavily when rates were ultra-low in the aftermath of the 2007-2009 Great Recession.

As the debts roll over, those borrowers have to refinance at higher rates. A rising dollar is also making issues harder for emerging-market borrowers who took loans in U.S. currency. ■



NEWS DEVELOPMENTS

Continued from page 15

add to the offerings made at the 286,000-square-foot facility in Thompsontown, PA.

Elkay manufactures several cabinetry brands from solid Hardwood including Cherry, Maple and Oak, sold at several nationwide retailers.

When the purchase closes in the first quarter of 2019,

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NEWS DEVELOPMENTS *Continued*

company officials say it will represent one of the most diverse and balanced cabinet suppliers in North America. The firm will make its products available to dealer, direct-to-builder and home center channels to buyers in all 50 states.

More about Elkay Wood Products Company is available at www.elkay.com/cabinetry.



U.S. Army SPC Tyler Jeffries with wife, Lauren, and daughter, Ella.

R.I.S.E. FOUNDATION PROVIDES 36TH FREE FLOOR AT VETERAN'S HOME

The National Wood Flooring Association (NWFA) with offices in St. Louis, MO, has provided flooring for its 36th home in support of the Gary Sinise Foundation's Restoring Independence Supporting Empowerment (R.I.S.E.) program. The R.I.S.E. program builds custom, specially-adapted smart homes for severely wounded veterans and first responders. The home dedication for United States Specialist Tyler Jeffries took place recently in Stanfield, NC. Flooring for the project was donated by NWFA member Mullican Flooring.

SPC Jeffries joined the Army because he felt he was born to make a difference. On October 6, 2012, Jeffries and his platoon were sent on a mission in southern Afghanistan. As he was walking with his platoon, an improvised explosive device was detonated by the enemy. The blast resulted in SPC Jeffries losing both legs.

"What impresses me most about SPC Jeffries is his determination," said NWFA President and CEO, Michael Martin. "Amazingly, despite the severity of his wounds, he took his first steps on his prosthetic legs

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Currently, 57 NWFA member companies have donated product, logistics, and installation services in locations throughout the United States, with a total value of more than \$4 million. A list of all NWFA R.I.S.E. participating companies can be found at www.nwfa.org/giving-back.aspx.

By the end of this year, 70 specially-adapted smart homes will be completed or underway through the Gary

Sinise Foundation R.I.S.E. program. To learn more about the program, and how you and/or your company can get involved, contact the NWFA at 800-422-4556, or e-mail anita.howard@nwfa.org.

The National Wood Flooring Association is a not-for-profit trade organization, with more than 3,200 member companies world-wide, dedicated to educating consumers, architects, designers, specifiers and builders in the uses and benefits of wood flooring. **Learn more about the organization at www.nwfa.org.** ■

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WHO'S WHO IN HARDWOOD PURCHASING

JOE LEWIS is vice president and purchasing agent for **Lewis Lumber & Milling Inc.**, based in Dickson, TN.

Lewis Lumber & Milling purchases 14 million board feet annually of 4/4 Hard Maple, Red and White Oak and Hickory. All green lumber is consumed internally to manufacture solid and engineered wide plank flooring and cabinet mouldings.

Lewis Lumber & Milling holds NOFMA accreditation from the National Wood Flooring Association (NWFA).

At 14 years old, Lewis got his start in the forest products industry working at his dad's sawmill, Lewis Brothers Lumber, located in Aliceville, AL, where he placed sticks. He went on to attend Mississippi State University in Starkville, MS, where he received dual degrees in forestry and business. Later, Lewis ran his own business called JBL Hardwoods in Tuscaloosa, AL, before merging with Lewis Lumber & Milling in 2014.

Lewis Lumber & Milling is a member of Indiana Hardwood Lumbermen's Association, Kentucky Forest Industries Association, Hardwood Manufacturers Association and NWFA.

In his spare time, Lewis enjoys the outdoors and traveling. He has been married to Cindy for 31 years and the couple has one son, Forrest, and one grandson, Travis. Forrest is currently working at Lewis Lumber & Milling and learning the family business.

For more information, visit www.lewislumber.com.

CARMELA AMICO is CEO of **Pedross America LLC**, located in Springdale, AR.

Pedross America is a manufacturer of Hardwood mouldings, stair treads and risers. The company purchases over 100,000 board feet per year of various Hardwood species in upper grades, including Red and White Oak, Maple, Hickory, Birch, Walnut and American Cherry. All domestic species are kept in stock. Cumaru and Brazilian Cherry are additional species purchased by the company and all Hardwood purchased is Forest Stewardship Council-certified. The company is also a supplier of flooring accessories.

Amico has served as CEO of Pedross America for eight years, and currently handles lumber purchasing and daily operations. She started with the company nine years ago as sales director for Pedross Group, the company's parent organization.

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

Pedross America is a member of the National Wood Flooring Association and the World Floor Covering Association.

For more information visit www.pedrossamerica.com.

JONATHAN BOULAY is owner of **Wilson Woodworks Inc.**, located in Tolland, CT.

Wilson Woodworks is a manufacturer of Hardwood flooring, stair treads and transition mouldings. The company purchases Red and White Oak, Hickory, Walnut, Maple, Cherry, as well as imported species (No. 1 Common and Better, mostly 4/4, kiln-dried, rough) in volumes of approximately 850,000 board feet per year.

Value-added products offered by the company include herringbone (traditional and mitered), parquet flooring, fuming, hand scraping, contouring and wire brushing.

Boulay graduated from East Catholic High School, Manchester, CT, in 1986 and Trinity College, located Hartford, CT, in 1997. His first job in the forest products industry was in 2003 when he started at Wilson Woodworks. In 2012 Boulay purchased the company from the former owner, and now handles sales as well as material procurement.

Wilson Woodworks is a member of the National Wood Flooring Association and the Wood Products Manufacturers Association.

Boulay has been married to Kerri for 18 years and the couple has two daughters.

For more information visit www.wilsonwoodworks.com.

JIM RICE is president of **Lodi Lumber Co.**, located in Lodi, OH.

Lodi Lumber is a manufacturer of custom and standard pre-hung doors, mouldings and millwork. The company purchases a total of 200,000 board feet annually of Red and White Oak, Hard and Soft Maple, Poplar, Cherry, Walnut, Knotty Alder and some Mahogany (FAS and No. 1 Common, 4/4 through 8/4, kiln-dried and rough).

Lodi Lumber was founded over 130 years ago and also purchases some red and white pine in both Clear and Common grades for use in manufacturing.

Value-added services offered include the ability to custom match moulding profiles in various species, as well as cus-

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WHO'S WHO

CONTINUED

tom knife grinding.

Rice graduated from Cloverleaf High School, located in Lodi, in 1974 and attended Lorain County Community College, located in Elyria, OH. He has worked at Lodi Lumber for 49 years and held management roles for 34 years. Rice's duties include daily operations and lumber purchasing.

In his spare time, Rice enjoys hunting and archery. He has been married to Joyce for 34 years and the couple has two daughters, Lindsey and Whitney. Whitney is the 5th generation of the family to work at the company.

Additional information is available at www.lodilumber.com.

CHUCK DULAC is general manager for **Old Mill Cabinets and Millwork**, located in Springfield, OR.

Old Mill Cabinets and Millwork is a manufacturer of commercial cabinetry and European style kitchens. The company purchases approximately 100,000 board feet annually of

Birch, Walnut and Red Oak (grades purchased include Superior Prime and other high grades in various thicknesses).

According to Dulac, Old Mill Cabinets and Millwork specializes in unique projects built custom to each client's needs. The company has manufactured products for airports, restaurants, medical offices, commercial office spaces, schools and other public projects.

Dulac has worked at Old Mill Cabinets and Millwork for three years. His first position in the forest products industry was at Newood Display Fixture Manufacturing Co. as a bench builder/installer. Just previous to joining Old Mill Cabinets and Millwork, Dulac owned his own cabinet business. In total he has worked in the forest products industry for 19 years.

Old Mill Cabinets and Millwork is a member of the Architectural Woodwork Institute.

In his spare time, Dulac enjoys spending weekends on the Oregon Coast riding four-wheelers with his family. He



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has been married to Kathy for 26 years and the couple has three sons and one daughter.

For more information, visit www.old-millcabinets.com.

GARY BIRKETT is plant manager for **Ten Oaks LLC**, located in Stuart, VA.

Ten Oaks is a manufacturer of 3/4-inch thick solid Hardwood strip flooring. The company purchases approximately 100,000 board feet per year of Red and White Oak (No. 2 and Better, No. 3A, 4/4, Green, rough-sawn).

Value-added services offered by the company include a six-side, patented sealed moisture barrier on solid unfinished and pre-finished flooring products.

Birkett is a graduate of Oxon Hill High School, located in Oxon Hill, MI, and graduated from Longwood University, located in Farmville, VA, in 1980. He has worked as plant manager for Ten Oaks for 15 years and in his position handles lumber purchasing, among other duties.

Ten Oaks is a member of the National Wood Flooring Association, Virginia Forest Products Association and the Appalachian Hardwood Manufacturers Inc.

Birkett has been married to Terri for 36 years and the couple has two sons.

For more information visit www.tenoaksflooring.com. ■



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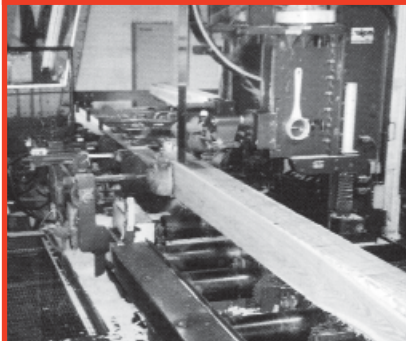
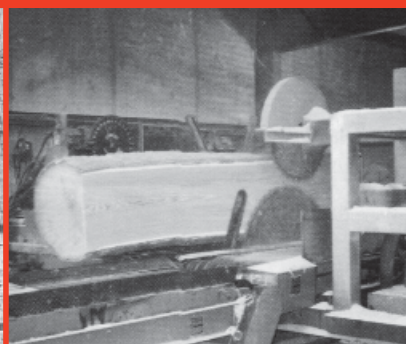
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TRADE TALK



Damon Graf

VANCEBURG, KY— Damon Graf, a co-founder of the recently launched Graf and Thomas Lumber Inc., based here, announced the new company combines timberland, log procurement, sawmill and dried lumber production at four facilities under one umbrella.

The sawmill produces Red and White Oak, Walnut, Hickory, Ash, Poplar, Hard and Soft

Maple and Cherry in thicknesses from 4/4 to 8/4.

Graf and Thomas Lumber's offerings include container logs, green lumber, kiln-dried lumber, grade lumber, low grade lumber, ties and cants. Additionally, National Hardwood Lumber Association and proprietary gradings are available, along with width sorting, planing and ripping.

Graf and Thomas Lumber's main sawmill and log yard, located in Vanceburg, produces 5 million board feet; the Grayson, KY, log yard has a capacity of 4 million board feet; the tie mill and log yard at South Shore, KY, produces 3 million board feet; and the dry kilns in Ironton, OH, have a capacity of 10 million board feet.

Management personnel at the log yards and sawmills include Damon Graf (who also serves on the board of directors for the National Hardwood Lumber Association and the American Hardwood Export Council), Steve Thomas and Julie Gullet.

Management personnel at the dry kiln facility in Ironton (GTL brand) include Greg Lute, Erin Cox and Larry Slack.

Future company efforts include expanding the log yards in the region, increasing green lumber output and upgrading the drying facility capacity from 800,000 to 1.2 million board feet per month.

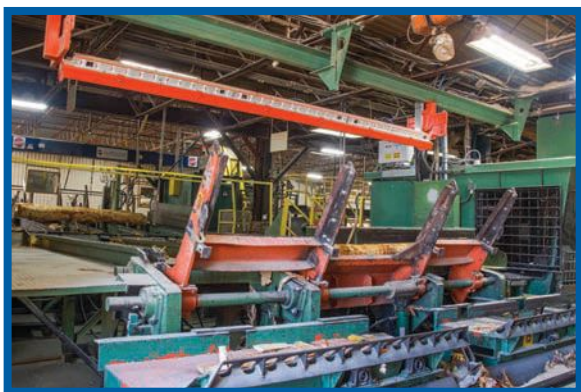
"Our long-term goals are to have a reliable vendor base for logs and green lumber, a diversified customer base and a great team to work with," Graf said.

Graf and Thomas Lumber Inc. are members of the National Hardwood Lumber Association, the American Hardwood Export Council, the Indiana Hardwood Lumbermen's Association, the Kentucky Forest Industries Association and the National Wood Flooring Association.

AN UPDATE COVERING THE LATEST NEWS ABOUT HARDWOOD SUPPLIERS/VENDORS

For more general information, contact Damon at 740-727-1003 or e-mail damon@grafwood.com. For kiln-dried lumber sales, contact Erin Cox at 740-250-4227 or e-mail erin@grafandthomaslbr.com.

BLAINVILLE, QC—Autolog Sawmill Automation, located here, recently installed a carriage optimizer system at Commonwealth Plywood Co. Ltd.'s Mont-Laurier, QC, facility to meet its log scanning needs, according to a statement from Autolog.



Pictured is the Autolog carriage optimizer system that the company recently installed at Commonwealth Plywood Co. Ltd.'s Mont-Laurier, QC, facility.

Commonwealth Plywood, headquartered at Ste-Therese, QC, is one of North America's largest Hardwood and white pine lumber manufacturers, according to the company's website. They manufacture such Hardwood species as Birch, Hard Maple, Red Oak, Basswood and Aspen.

Commonwealth Plywood officials wanted to upgrade after they realized their needs were no longer being met by the former system and found it increasingly difficult to get spare parts, according to Gilles Gauvin, Autolog's account manager. Commonwealth Plywood chose to partner with Autolog as the system allows for "the best log scanning in the industry with multiple laser lines spaced at 5 inches for an accurate profile reading



Gilles Gauvin

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Nelson Weaver, general manager, at Independence Lumber, Inc. and the owner of the firm, Randall Eller, are standing in front of the company's dry kilns in Independence, VA. Between both sawmill locations, the firm has 990,000 board feet per charge of dry kiln capacity.



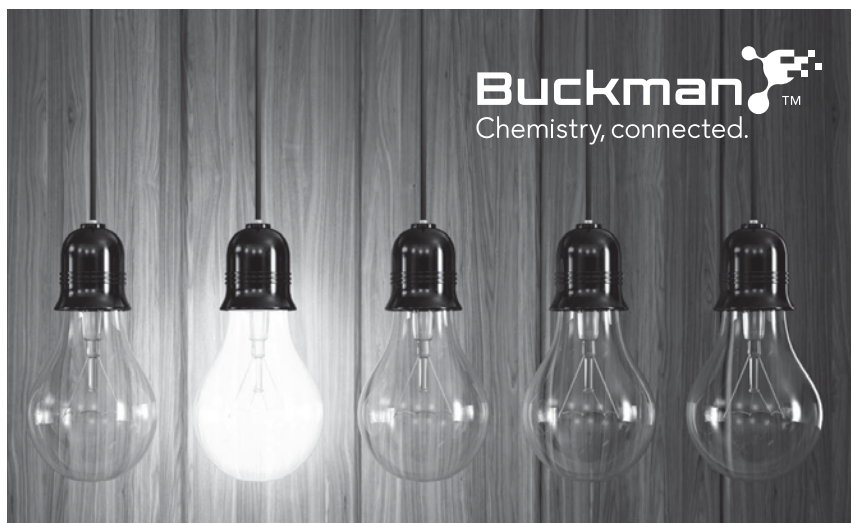
This is a picture of Independence Lumber, Inc.'s 60 bay bin sorter located at their band mill operation in Independence, VA. They also have a planer at this operation.

To ship you the lumber you need on time, on grade and as specified we have a band mill in Independence, VA with a headrig resaw, gang saw and scragg mill; and another band mill in Elkin, NC with a gang saw and scragg mill. Both of our band mill sites have modern lumber handling equipment and dry kilns. **Other information about our sawmill operation is shown below:**

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- Counting both of our sawmill facilities we have 990,000 board feet per charge of dry kiln capacity.
- We have a planer and a 60 bay bin sorter at our band mill operation in Independence, VA.
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TRADE TALK CONTINUED

every 1 inch along the length of the log," said Gauvin.

When asked how they compare their new Autolog system with the old one they replaced, Guy Brière, plant manager at Commonwealth Plywood, commented that the Autolog system is "much more efficient, with best opening face, excellent recovery and well detailed reports."

The Autolog carriage optimizer offers such key features as snapshot or continuous scan function modes with up to 120 scans per second, smallest laser line spacing in the industry, the ability to fit any mechanical configuration and True Shape modelling, Gauvin said.

To learn more, visit the website at www.autolog.com.

MAPLE GROVE, MN— Midwest Hardwood Corp., located here, recently completed a 350,000-board-foot kiln expansion at its Reedsburg, WI, concentration yard. This expansion included five American Wood Dryers LLC kilns with Lignomat controls.

This expansion also included a new downstacking/inspection line to process the additional production. These additional kilns bring the total capacity at this facility to 1.3 million board feet with 22 kilns.

American Wood Dryers LLC of Portland, OR, manufactures continuous, track and package kilns and remodels. Features of the kilns include a tightly sealed enclosure, uniform heat, even air circulation, accurate sensing and an optimized schedule.

Midwest Hardwood operates three sawmills in Wisconsin with an annual sawing volume of approximately 55 million board feet, three concentration yards, two in Wisconsin and one in



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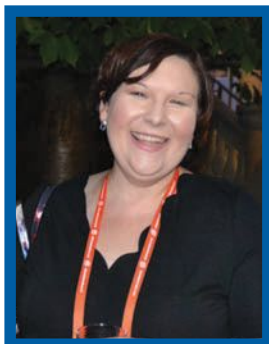


Pictured is the recently completed 350,000-board-foot kiln expansion by Midwest Hardwood Corp. at its Reedsburg, WI, concentration yard.

Kentucky, drying over 40 million board feet annually. Midwest Hardwood carries over 8 million board feet of kiln-dried inventory on hand and also purchases over 6 million board feet of kiln-dried Hardwoods annually. Midwest specializes in quality North American Hardwoods including: Walnut, Rift and Quartered, and prompt shipment of mixed loads for domestic and international markets.

To learn more, visit www.midwesthardwood.com and www.drykilns.com.

WADLEY, GA—Frances Cooper Byrd, CEO of Cooper Machine Company Inc., headquartered here, recently announced an installation that took place at Architectural Details & Millwork, located in Gainesville, GA. The equipment that Cooper Machine installed included a new hoop press, double-sided crozer, automatic sanding machine, a charring machine and a bender.



Frances Cooper Byrd

All of the equipment that Cooper Machine installed at Architectural Details & Millwork will allow the cooperage firm to produce barrels with capacities of 53 gallons and larger, in addition to smaller barrels down to 30 gallons.

Architectural Details & Millwork manufactures White Oak barrels for the wine and spirit industries. The company was founded in 1993 by Lee Arnold, who remains president of the company.

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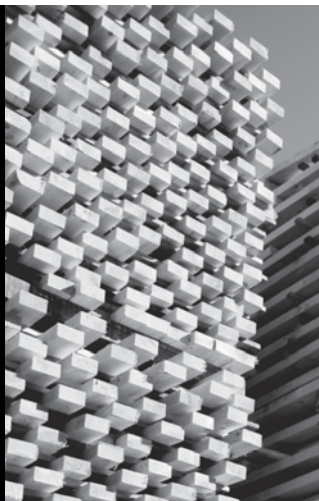
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TRADE TALK *Continued*

In other news, Cooper announced, "We are also working on finishing up a new hoop making line, a PRE cut-to-length and punch machine with a rivet machine and a new Cooper splaying machine. These are being designed by our cooperage expert, Jeremiah Byrd. We designed this equipment to produce from 600 to 1,000 hoops a day."

Cooper Machine is a third-generation sawmill equipment design and manufacturing company that was founded in 1965 by H.M. "Billy" Cooper and his wife, Mary Brown. The company sold its first overhead scragg mill in 1972 and today is run by Billy's granddaughter, Frances Cooper Byrd, who has held the position of CEO since 2014.

More information can be found at www.coopermachine.com.

LANGLEY, BC— Hardwoods Distribution Inc. (HDI) announced that it has, through its subsidiary Hardwoods Specialty Products US LP, based here, purchased Far West Plywood.

Far West is a single site wholesale distributor located in Northridge, CA, from where they distribute architectural building products to customers that fabricate end-use products for commercial, industrial, retail, residential, and institutional construction markets. Far West will operate under the Hardwoods brand name going forward.

"The addition of Far West represents a contiguous expansion of our current Southern California operations and provides additional size and scale in an attractive growth market," commented Rob Brown, HDI's president and chief executive officer.

Brown continued, "We have been successful with our acquisition strategy, having now completed eight acquisitions in the last eight years, adding over \$565 million of annual sales. And our acquisitions pipeline remains active. We will continue to pursue additional transactions that complement our internal growth strategies."

Hardwoods Specialty Products is a distributor of architectural building products to the residential and commercial construction markets. The company operates a North American network of 62 distribution centers, as well as one sawmill with a kiln drying operation. The distribution centers service regional markets across North America and operate under the brand names Hardwoods, Paxton and Rugby. The business triumvirate provides specifiers and customers with a growing and diverse range of material choices source domestically and globally, including its popular house-branded products Dragon Ply, EchoWood and Baltic Birch.

Hardwoods Specialty Products is headquartered in Langley, BC.

To learn more, visit www.hardwoods-inc.com. ■

In — — Memoriam

Jim Wilson, 83, of Elkins, WV, passed away at his home recently.

Jim was born November 3, 1935 in Elkins, son of the late Frank Edison Wilson and Esther Barbara Watson Wilson.

Jim was a devoted husband, father, and grandfather. He was extremely active in the Davis Memorial Presbyterian Church where he was baptized and married. Jim served as a deacon, an elder and was elected Elder Emeritus of the church in 2017.

Jim was a 1953 graduate of Elkins High, where he was awarded the Dr. B. I. Goldman Award for the outstanding graduating Senior Class boy. He graduated from the Wharton School of Finance and Commerce at the University of Pennsylvania in June 1957. After graduation, he was commissioned and proudly served in the U.S. Navy from 1957 to 1960, obtaining the full rank of Navy Lieutenant.

Jim began his career as a 5th generation lumberman in 1960 when, with his father, they started the Frank E. Wilson Lumber Company. He valued hard work, integrity, and treated others as he would want to be treated. He loved being out on the road selling lumber, but more importantly, Jim loved spending time with his customers who became lifelong friends.

Jim is survived by his wife, Ruby 'Mandi' Manderson Wilson; two children, Barbara-Ann Wilson Zizzi (John) of Charlotte, NC, and John Thomas Wilson (Bridgette) of Elkins; and four grandchildren, Andrew James Zizzi and wife Elizabeth, Emily Kathleen Zizzi, Cameron John Wilson, and Ethan James Wilson. He also is survived by first cousin, Grace Wilson Sundelin of Elkins and Leesburg, VA. The family extends grateful appreciation to Dr. R.E. Piccirillo, Dr. Sam Roberts, and to their family, friends, and business associates.

A memorial service to celebrate Jim's life was held at Davis Memorial Presbyterian Church in Elkins with the Rev. Peter Vial officiating. Interment followed at Maplewood Cemetery.

Memorials may be made to the Davis Memorial Presbyterian Church (450 Randolph Ave., Elkins, WV, 26241) for the Capital Gifts Fund or to a charitable organization of your choice. ■

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HMA Continued from page 16



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As you can see, the stage is set for Savannah, and I look forward to spending time with you all in the Peach State. Safe travels and see you, soon. ■

the immediate term for our membership. There are several events in March that we still hope to attend but which may also be in jeopardy: the VIFA Furniture show in Ho Chi Minh, Vietnam (March 6-9), the Dubai Wood (Mar 12-14) and DelhiWood (Mar 13-16) Pavilions along with the AHEC Mini-Convention in Jodhpur (March 18-19), and the Interzum Guangzhou Pavilion (March 28-31). We are exploring every option to make these events happen regardless of the shutdown, but if it continues indefinitely some very difficult decisions will have to be made.

What makes this situation even worse is the timing – just after our industry worked so hard to pass the Farm Bill securing funding for Ag promotion groups like AHEC, the Government shuts down before we can even find out what our 2019 budgets actually are. As you can imagine, that adds another layer of uncertainty to our ability to execute events we have been planning for well over a year. Trade show pavilions, educational seminars, and even the salaries of our international staff depend on funding through the FAS. Funding that was fought for and hard won by this industry. A breakdown in Government leadership in both parties has limited what we can do to represent you. Let's all hope that ends soon. ■



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If you are interested, please email your resume to
Aimee Bowersox, Director of Human Resources at



abowersox@bingamanlumber.com

or mail to Bingaman & Son Lumber, Inc.,
P.O. Box 247, Kreamer, PA 17833.
Via fax 570-374-1108.

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PURCHASING AND SALES ASSOCIATE

We are seeking an experienced Hardwood Lumber Purchasing and Sales Associate for our expanding operations in the Upper Great Lakes States region

RESPONSIBILITIES

- Work with sales and production team on procurement of green hardwood lumber in an efficient and cost-effective manner with primary focus on procurement
- Establish excellent working relationships with Lakes States region sawmills
- Establish vendor quality management and records procedures for incoming raw material
- Work with logistics team on synergies for inbound and outbound lumber
- Establish and maintain strong customer relationships
- Meet or exceed planned procurement and sales targets
- Participate in annual procurement and sales planning processes
- Promote a safe and positive working environment

QUALIFICATIONS

- 5+ years of demonstrated experience in procurement and sales of hardwood lumber
- Knowledge of hardwood lumber sawmills and concentration yard practices
- Business acumen and negotiating skills
- Strong verbal communication and interpersonal skills
- Microsoft Office skills

This is a full-time position and requires a valid drivers' license due to extensive travel. Background and driving check required. Benefits package available.

**Send replies to: nhm@millierwoodtradepub.com
Put CMP #3574 in subject line.**

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- \$45.00 Per Inch
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30 Days Preceding Publication Month

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We are an established equipment manufacturer based in the southeast seeking territory sales representatives to cover the Carolinas and surrounding area. The ideal candidate will have excellent organizational and personal communication skills, be a self-starter, have 3-5 years in the lumber business, be able to travel on a regular basis and skilled with Microsoft office.

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