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

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MAY 2016



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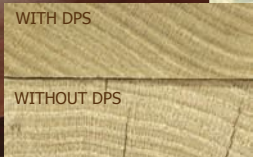
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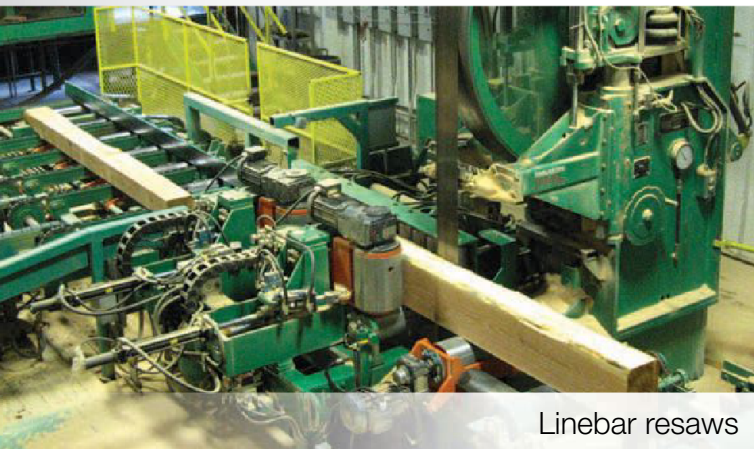
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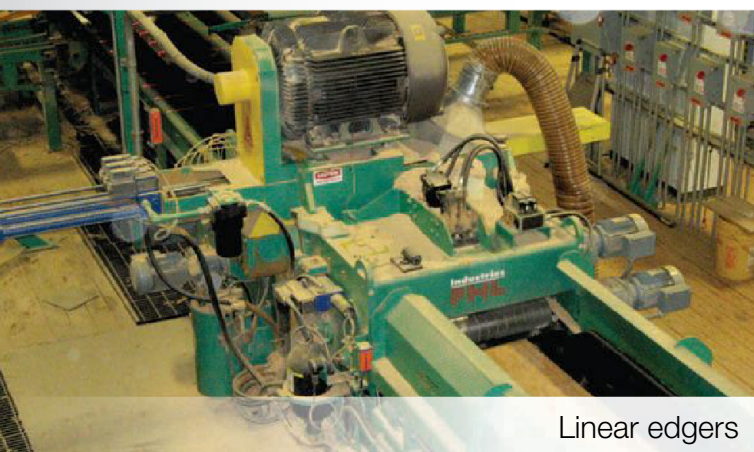
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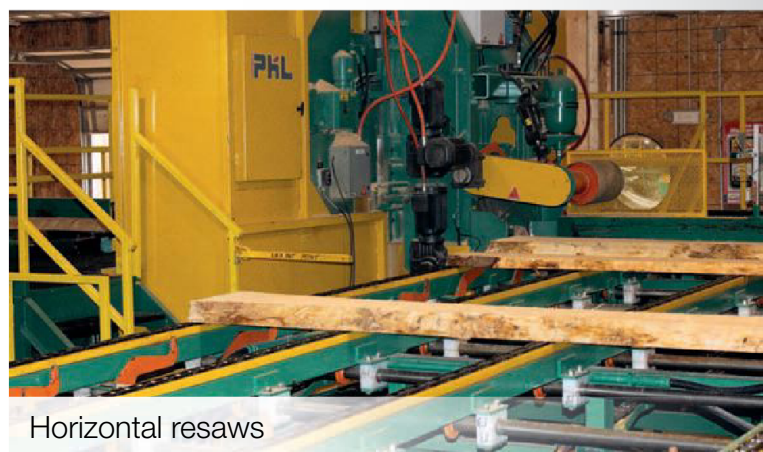
Linebar resaws



Dropsaw trimmers



Linear edgers



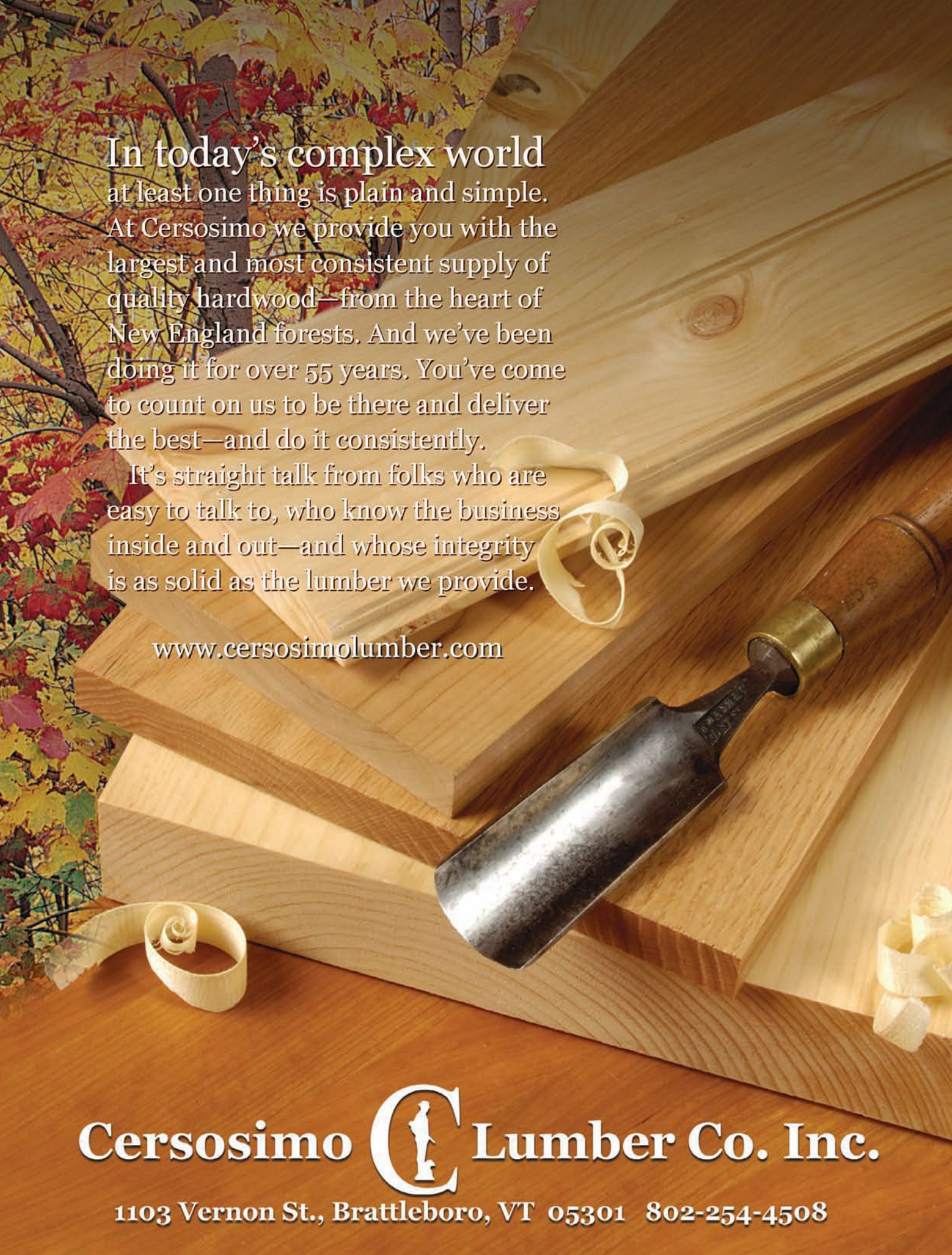
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About The Cover



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Publisher: Paul J. Miller – 1963-2010

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Green Books's Hardwood Marketing Directory • Green Books's Softwood
Marketing Directory • Dimension & Wood Components Buyer's Guide •
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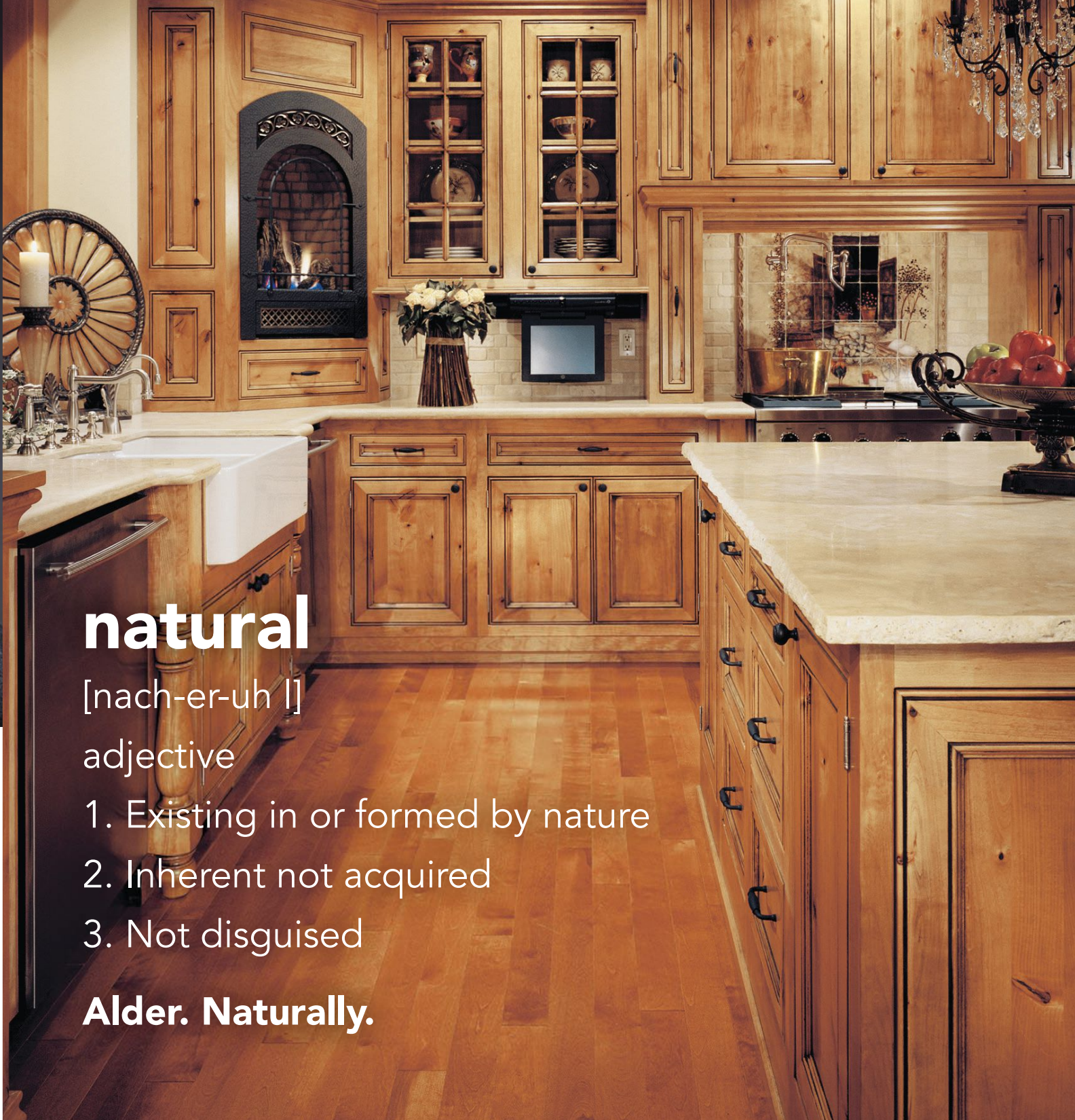
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A detailed photograph of a rustic kitchen interior. The kitchen features extensive use of light-colored wood, likely Alder, for the cabinetry and flooring. On the left, there is a white farmhouse-style sink with a decorative faucet and a large, round, sunburst-style mirror above it. In the center background, a stone fireplace with a black metal grate is visible. To the right of the fireplace are glass-fronted upper cabinets displaying various dishes. A built-in oven is integrated into the cabinetry below the fireplace. On the right side, a large kitchen island with a light-colored countertop and a curved front is visible. The island has dark metal hardware. In the background, a stainless steel range hood is mounted over a cooktop. A chandelier with crystal accents hangs from the ceiling on the far right. The overall atmosphere is warm and inviting, emphasizing natural wood textures.

natural

[nach-er-uh]

adjective

1. Existing in or formed by nature
2. Inherent not acquired
3. Not disguised

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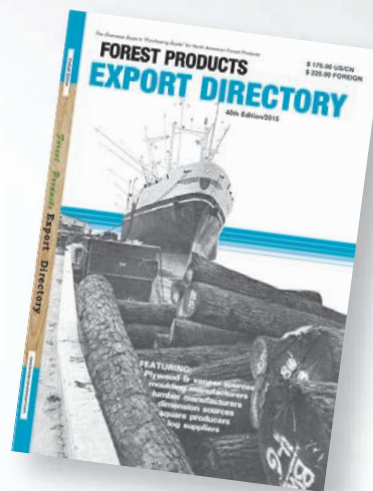
Ray and Lee White with Prime Appalachian White Oak Lumber bound for export.

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

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

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

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



***Plus available Online**

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

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

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

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

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

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HARDWOOD CALENDAR

May

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

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

Hardwood Manufacturers Association, Central Regional Meeting, Louisville, KY. For more information: www.hmamembers.org. May 25-26.

June

Lake States Lumber Association, Hardwood Lumber Grading Short Course, Bennett Hardwoods, Prairie du Chien, WI. For more information: www.lsla.com. June 6-8.

New England Lumbermen's Association, Meeting/Tours, North Conway, NH. Tours will be held at Kennebec Lumber Co., South Tamworth, NH, and Madison Lumber, Madison, NH. Contact: 802-878-5000. June 15.

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

Southwestern Hardwood Manufacturers Club, Summer Meeting, Perdido Beach Resort, Orange Beach, AL. Contact: dlammons@bellsouth.net. June 25-27.

July

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

Lake States Lumber Association, Annual Golf Outing, Door County, WI. For more information: www.lsla.com. July 20-21.

Southeastern Lumber Manufacturers Association, Annual Conference, Belmond Charleston Place, Charleston, SC. For more information: www.slma.org. July 20-23.

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

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U.S.A. TRENDS

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LAKE STATES

Contacts in the Lake States region indicate that their market has seen little change in recent months. “We haven’t seen a lot of fluctuation, which is fine with me. A steady pace is a good one in my opinion,” said a source in Wisconsin.

In Indiana, a lumber source said that the market is “okay... I would say it’s a little better than in the last six months.”

When it comes to availability of logs, he said, “We’re not having trouble getting logs right now, but I do expect some shortages as we go along. Inventory levels are up a little bit from where they have been the last few months, but it isn’t a cause for concern.”

This contact indicated that Soft Maple is continuing to do well. “That’s one wood species people are really looking for,” he said. He also commented that both Red and White Oak, as well as Poplar, were doing well in his region.

At this time, he said the biggest factor affecting the market was simply what species mix is in stock and available at any given moment.

In Wisconsin, a sawmill source said that he thinks his market is “virtually unchanged” from the last couple of months.

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NORTHEAST

Industry sources in the Northeast region report more consistent business at this time than they have seen in recent years.

A Hardwood lumber contact in Connecticut said that up to this point, this has been one of their better years since the recession in 2008. This contact handles various Appalachian Hardwoods and said, “domestically Cherry is solid, as is Soft Maple because of the kitchen cabinet manufacturers. Red Oak is a little slow domestically and Hard Maple has lost traction. Ash is doing okay because of exports, but there isn’t much of a demand for it here.”

In regard to inventory he said, “Lumber supply seems to be adequate. Most mills we deal with have good availability, whereas this time last year, lumber supply was tight and we had trouble getting our hands on everything we needed.”

In West Virginia, a contact said “so far we are doing comparable sales to 2015, however there is not the panic buying that was happening a year ago as we were coming off what had been an undersupplied market.”

Domestically, Poplar 4/4 through 8/4 FAS, Soft Maple

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WEST COAST

From sources in the West Coast the consensus continues that Hardwood markets will remain on par with 2015.

A sawmill representative in Washington State whose facility manufactures and/or handles Alder, Western Soft Maple, Ash and Cottonwood lumber in all grades said, “The sales volumes have been very consistent with 2015’s levels. It’s a market of guarded optimism so far. The year has not progressed far enough along that people have confidence in the markets they’re dealing with, so they’re buying only slightly over ‘hand to mouth’ volumes.”

With a customer base made up primarily of stocking distributors, the source mentioned that clients were caught off guard by how slowly 2016 has progressed. They were not expecting such a tepid market after the rebound seen in 2015.

“Everyone is far from complaining,” the contact mentioned, “But many were surprised by the gentle setting-in of consistent sales. So far I’ve heard from some West Coast customers that it’s a year on track to match 2015, and from others I’ve heard that 2016 is marginally better.”

In California a lumber contact said that his operation was

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SOUTHEAST

Lumber industry sources in the Southeast all cited an upward trend in their markets, but noted that there have been spotty patches.

In Tennessee, a concentration yard source mentioned a little hiccup in business after a strong start to spring. “We have had a really strong past few months but it has slowed just a tad here lately,” he said.

Overall, he said that some of the factors affecting the market are the recent weather patterns, holidays and the upcoming election. “All the rain that we have had is making it tough on the loggers,” he commented, so he expects log supply to tighten a little bit. At the time of this writing he said, “the market has been a little sluggish in recent weeks and there is always a little slowdown for holidays. People are also scared” when it comes to politics and are “holding their breath” waiting to see how that is going to affect everything as the year goes on, he said.

This contact handles various species of Hardwoods and sells to yards throughout the Southeast and to flooring manufacturers around the United States. He noted that White Oak is still in high demand and is holding strong. “The flooring market is eating up as much White Oak as it

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Remember When

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CANADIAN TRENDS

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ONTARIO

Contacts report that markets have improved, and demand is meeting production of most species. Green lumber supplies have improved, note contacts, and are sufficient to meet buyers' needs for most items. With spring thaw, companies are prepared to overstock for certain items as weather conditions disrupt logging activity and possibly green lumber output. Contacts report that demand for Hard Maple, Ash and Birch is very good. Markets for Walnut are strong commented contacts.

There are adequate supplies to meet demand for Basswood, Birch, Hard and Soft Maple, for both domestic and export markets. Hard Maple continues to be in strong demand, and there does not appear to be any sign of easing. As for Soft Maple, purchases of green lumber is robust, with sawmill production being readily absorbed by producers and wholesalers.

With the federal budget delivered recently, the focus was on businesses and inciting them to find ways to participate in research and innovation, and the growing clean-tech economy. The government is calling this budget its Innovation Agenda.

For small and medium-sized manufacturers, unfortunately, the claw back of small business tax cuts—the scheduled rate cut to 9 percent from 11 percent in last year's budget has been repealed, keeping it at 10.5 percent—but there are many other elements of Budget 2016 that benefit the manufacturing sector.

This government is supporting the manufacturing sector by supporting the innovation process. More than \$1 billion has been allocated over four years to support future clean technology investments, including forestry, fisheries, mining, energy and agriculture, plus \$130 million over five years to support clean technology research and development.

Also, there is \$2 billion over three years, starting in 2016–17, for a new Post-Secondary Institutions Strategic Investment Fund for post-secondary institutions and affiliated research and commercialization organizations, in collaboration with provinces and territories. This will partner with all sectors of the economy, and there is a direct relation between innovation and manufacturing, and manufacturing will be a beneficiary. The funds will enhance on-campus research and commercialization. As for infrastructure, a Phase 1 of the government's plan provides \$11.9 billion over five years, starting in 2016.

With this spending on infrastructure, although not directly impacting manufacturing, there will certainly be benefits

QUEBEC

Contacts reported a slight increase in sales for domestic and overseas business recently. Demand for Hardwoods is increasing from the cabinet manufacturing sector, wholesalers are also building their inventories, and the millwork and wood components plants are ramping up their supplies. With spring thaw and road bans, there was some slowdown in log supplies, which is normal for this time of year.

Supplies of Ash were reported as thinning, especially for the upper grades. With the rise in U.S. housing construction, demand for Basswood was seen as strong. This has resulted in kiln-dried prices increasing, although at different rates for various grades and thicknesses combinations. Cherry markets had contracted in the last few years, and some contacts feel it will not improve in the near future. Sawmills have curtailed its production to stabilize green Cherry prices. Business was also reported as slow for kiln-dried Cherry.

The regionally important species, Hard Maple, continues to show strong interest by cabinet, components, and Hardwood flooring producers. Items are selling out very quickly. Production of green Hard Maple is keeping pace with demand, however.

Recently, the Quebec government delivered its budget. The forestry sector will receive initiatives totalling \$230 million to help it become more competitive. The budget introduced new fiscal measures, which is good news for small and medium-sized companies, for start-ups and exporters. Starting in 2017, Quebec will implement a tax cut projected at \$135 million for innovative Quebec businesses to support the marketing of their products.

"This advantageous tax rate will be an incentive for innovative businesses to choose Quebec for their high value-added manufacturing and research and development activities," the budget document stated. The government also plans to allot as much as \$8 million this year to support the projects of female entrepreneurs.

Over \$160 million will be allocated over five years to implement a provincial digital strategy, which includes enhanced tax credits for integrating information technologies in small businesses. It was noted that fewer than 20 percent of Quebec businesses were equipped for e-commerce, a number which the government wants to see increase. This will help increase productivity, foster innovation and create jobs.

A rate cut for electricity for companies in the manufacturing and natural resource processing sectors that make

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NEWS DEVELOPMENTS

SHANNON & WATERMAN WINS BEST HOUZZ AWARDS

Shannon & Waterman, located in Memphis, TN, recently announced their accomplishment of being selected as a Best of Houzz 2016 recipient for service and being named as a Best of Houzz Influencer. Being recognized among more than 800,000 Houzz Pros, Shannon & Waterman is honored to receive these accolades in their first two years of creating custom wide plank Hardwood floors and are appreciative of the tremendous outpouring of support from the Architecture and Interior Design community, according to a company press release.

New on the Architecture and Interior Design scene, Shannon & Waterman has made a name for themselves as a manufacturer of custom wide plank flooring in a short amount of time. The Shannon family has a rich heritage in forestry and launched Shannon & Waterman in November of 2013. The family has sustainably farmed their land for old growth timber for over a century, and still employ old world sawing techniques that produce some of the most

exquisite wide plank Hardwood flooring on the market. With his family's forests abundant in White Oak, Shannon has perfected methods to produce Eurosawn, center-cut, White Oak floors that maintain extremely long lengths, which has become the company's specialty, according to the press release.

For more information, visit www.shannonwaterman.com.

VAUGHAN-BASSETT LAUNCHES SOLID WOOD DIVISION

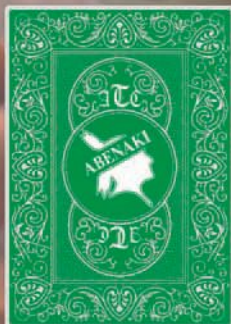
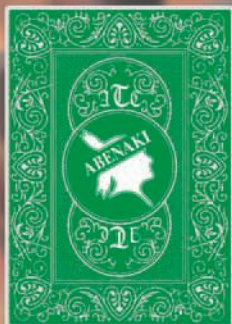
Vaughan-Bassett, a bedroom furniture manufacturer located in Galax, VA, recently launched a solid wood division that the company said will allow it to offer custom options similar to those offered by Amish resources that have gained market share in recent years.

The company plans to, over time, warehouse the entire line, making it available to customers in 10 to 12 days from the time of purchase, well below the 10 to 12 week times

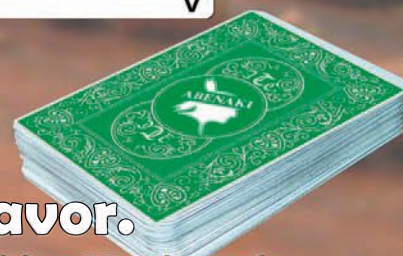


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used by many Amish resources.

Artisan & Post, the name of the new division, offers two solid wood collections. One is made with Cherry and Oak and the second with Maple.

The solid Cherry and solid Oak collection offers five beds, five finishes and various case pieces available in small, clean styles and large, traditional footprints.

The solid Maple collection will have two beds, with and without storage, as well as a mix of companion case pieces, including two dressers, a chest, and a media piece to name several. Available in three finishes, it will also have various hardware options.

For more details, visit www.vaughan-bassett.com.

RSI HOME PRODUCTS TO EXPAND OPERATIONS

RSI Home Products Manufacturing Inc., located in Raleigh, NC, will expand its North Carolina operations with a

new facility in Richmond County and add 175 new employees to its workforce. RSI, a cabinetry and vanity supplier to Lowe's and Home Depot, plans to invest \$5.8 million there during the next five years.

RSI has over 3 million-square-feet of manufacturing and distribution operations with assembly and distribution facilities in California, Texas and North Carolina. The company has been manufacturing its products in North Carolina for over 30 years and currently operates a one million-square-foot facility in nearby Lincolnton, which employs over 700 full time workers.

RSI Home Products Manufacturing is a unit of RSI Home Products Inc. based in Anaheim, CA. RSI manufactures kitchen, bath and home storage cabinetry in North America and sells their product under two cabinetry lines: Continental Cabinets and American Classics. Their product mix includes various Hardwood species including Hard and Soft Maple, Red Oak and Cherry. The company manufactures cabinets

Please turn to page 70

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SUSTAINABILITY CERTIFICATES PLAY A ROLE IN SOME MARKETS – NOT ALL

In response to international fears, the forest products industry has developed several verification certificates to answer the world's concerns about the sustainability of North American Hardwoods. Unfortunately, some countries are still asking for more and exporters need to be aware. First some background on what is available.

NHLA began issuing a Sustainability Verification Certificate (SVC) a number of years ago to share the facts about the natural sustainability of North American Forests for overseas buyers and government officials. The Appalachian Hardwood Manufacturers Inc. (AHMI) certificate is also available to its members and includes more specific information as they serve a limited geographical area but both certificates provide some startling facts and figures. For instance, did you know that Hardwood volumes have increased by 90 percent over the past 50 years – and the actual acreage of Hardwoods has increased by 18 percent? Did you also know that the United States Senate adopted a resolution recognizing that 1) Hardwoods are abundant, sustainable and a legal resource under U.S. law, and 2) that they be given full consideration in any program to promote construction of environmentally preferable commercial, public or private buildings?

The NHLA SVC also includes verification about facts and findings in Canada. The Canadian government requires that all of its public lands be successfully regenerated, and they already have 150.6 million hectares (over 372 million acres) certified with various programs.

Recently, the American Hardwood Export Council (AHEC) developed a program called AHEP – which stands for American Hardwood Environmental Profile. The AHEP is a customized certificate that combines information from the AHEC Environmental Life Cycle Assessment with other



sustainability data to demonstrate both the legality and sustainability of U.S. Hardwood lumber.

Many Hardwood companies have been using a combination of these programs to assure overseas customers and various governments of the environmental credentials of using North American Hardwoods, but recently some countries have been pushing back and requiring more information. Indonesia has suddenly announced that incoming wood

needs to have an FSC certificate or its equivalent. Confusion reigns as to whether the lumber itself needs to be certified or whether a company just needs to hold a valid FSC certificate. Meanwhile lumber that was already shipped is, in some cases, being held at port due to this new government action even though the customer did not specify FSC certified lumber. All the associations are working together to develop a fair solution, but the ability for governments to change shipping regulations, exchange rates or port requirements means that exporters need to stay up on any changes and be prepared to alter shipments on short notice.

Environmental challenges will continue to be a factor as the international markets continue to expand. NHLA will remain at the forefront of these issues and continue toward our mission: To serve NHLA Members engaged in the commerce of North American Hardwood lumber by: maintaining order, structure and ethics in the changing global Hardwood marketplace. ■

BY MARK BARFORD, CAE,
EXECUTIVE DIRECTOR,
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About the National Hardwood Lumber Association

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

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



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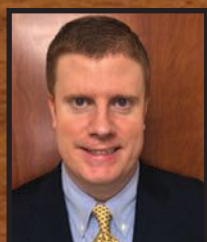
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Just Run of the Mill

AS AN INDUSTRY, SETTING THE RECORD STRAIGHT!

National Conference and Expo 2016 is a wrap, and I'm happy to report that the HMA office in Pittsburgh is back to "normal." My association counterparts can identify with what I'm talking about. Planning and executing an event of this caliber requires a massive effort. But it goes with the territory. And now that all is said and done, the positive feedback from our Conference participants tells me this one was special and very worthwhile for all involved.

It pleased me greatly to hear so many of you refer to NatCon 2016 as an "industry" event. It was designed to be just that – a learning, sharing, and networking event for all industry stakeholders. Yes, some of us are called to carry out a unique mission. But we all also share much "industry" common ground. And it is my opinion that greater collaboration and a more cohesive "industry" mindset can significantly benefit the Hardwood industry. Here's what I mean.

More than a few of you have voiced concerns about the recent hype surrounding foreign Hardwood look-alikes, and how the media inaccurately equated these "imitators" with American Hardwood products, especially those made from solid Hardwood. Your concerns are well-founded. And I'd like to repeat here what I've discussed with those who have voiced their concerns to me.

As an industry, we can set the record straight! And I believe that our response to this mis-information must be an "industry" response that tells the world these facts:

- In the U.S., quality standards and safe manufacturing practices are regulated and monitored by U.S. agencies



and associations. Many foreign producers cannot say the same!

- Consumers at all levels can confidently choose products made from American Hardwoods knowing that the Hardwood has been responsibly harvested and quality control standards have been met.

An informative document entitled, "*Made in the USA, End the Confusion – Know the Facts*" is available for download at www.HMAMembers.org and www.HardwoodInfo.com. I encourage all industry stakeholders to read it; download the entire response; and make it available to your employees, customers and vendors, family, friends and everyone else who needs to know the facts about American Hardwood products. As an industry, let's set the record straight!

HMA will soon be conducting its Central Regional Meeting in Louisville, KY, May 25-26. I'm excited about this members only, signature HMA event, especially all of the different and interesting places we'll be touring. Meeting details can be found at www.HMAMembers.org. I look forward to seeing you, there.

Until our paths meet, please don't hesitate to contact me – ljovanovich@hardwood.org or 412.244.0440. ■

BY LINDA JOVANOVIĆ,
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WWW.HMAMEMBERS.ORG

About the Hardwood Manufacturers Association

The Hardwood Manufacturers Association is a national trade organization with membership limited to U.S. Hardwood lumber producers and processors. HMA is a member-driven association; providing member companies peer-networking opportunities, valuable information exchange and strategic management tools. The Association also conducts a focused, far-reaching promotion campaign, directed to both consumers and build professionals, extolling the beauty, environmental preference and lasting value of American Hardwood flooring, furniture, cabinetry and millwork.

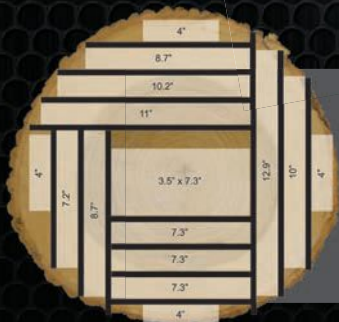
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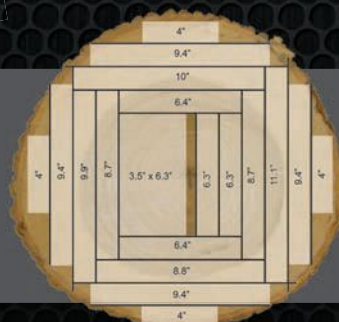


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AHEC GEARS UP TO PROMOTE VERSATILITY, SUSTAINABILITY OF AMERICAN HARDWOODS AT SE ASIA CONVENTION

The American Hardwood Export Council will be hosting the 21st Southeast Asia (SEA) and Greater China Convention on June 23-24th at the Westin Hotel in Chongqing, China. Our annual convention will be held in the central city of Chongqing for the first time, and reflects AHEC's mission to expand the reach of American Hardwoods in our largest market. Chongqing was selected because we believe it will be vital as a hub to access the 650 million people that live in western China, and it hosts modern infrastructure and shipping capabilities to sustain increased trade.

Chongqing is the largest Autonomous Municipality in China, with a reported population of 36 million people. Its location on the Yangtze River connects it with Shanghai and has made the city the trade, transportation, design, and manufacturing hub for all of western China. The Twelfth Five-Year Plan (2011-2015) laid out by Beijing focused on rural development, and as a result we are now seeing completed high-speed railways, highways, and other infrastructure projects coming to completion in the develop-



ing southwest China region. Chongqing has the potential to be the center of timber trading and distribution for Southwest China in the next 10 years, and we expect this Convention to attract over 350 delegates and over 30 AHEC exporting members to attend. We will again feature a mini trade show for AHEC members, which will provide a platform for networking with local traders, distributors, manufacturers, and specifiers, as well as six keynote presentations on the sustainability and versatility of American Hardwoods.

Greater China and SEA accounted for over 57 percent of global lumber exports from the U.S., and this convention is the perfect time to hear about the trends and issues that are driving the international export market. Registration is now open for the AHEC Convention: visit reg.-ahec-china.org/21st/index.html to learn more and register. Registration is free for AHEC members and costs USD \$750 for non-AHEC members and their representatives in Asia. If you would like to hear more about the convention please reach out to the AHEC team. We hope you join us this June in Chongqing! ■

BY MICHAEL S. SNOW,
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NWFA FLOORING REVIEW

NWFA AND GARY SINISE FOUNDATION TEAM UP TO CHANGE LIVES

At its 2015 Wood Flooring Expo held in St. Louis last year, the NWFA announced a long-term partnership with the Gary Sinise Foundation. Through the GSF RISE program, which stands for Restoring Independence Supporting Empowerment, NWFA and its members assist with providing custom-built SMART homes for severely wounded veterans and their families. Many of these veterans have lost multiple limbs as a result of their service to our country, and these homes are provided, for free, to help them overcome the life-altering challenges they face due to catastrophic physical injuries.

One such veteran is USMC Staff Sgt. Jason Ross. SSgt. Ross joined the Marine Corps in 2001. As an Explosive Ordinance Disposal Specialist stationed in Afghanistan, SSgt. Ross' life changed forever when he stepped on an improvised explosive device in March 2011, losing both his legs and part of his pelvic bone. Since then, SSgt. Ross has undergone more than 200 surgeries. His mobility is limited to the use of a Paramobile, a wheelchair-like device that allows him to remain upright as if standing. SSgt. Ross' SMART home was dedicated this past August, and NWFA was there to honor him for his service.

Since announcing the partnership less than a year ago, more than 25 NWFA member companies have helped provide materials, logistics, and labor for four homes located in various locations throughout the United States. And that's just the beginning.

The NWFA and its members have committed to supporting another 18 homes in the upcoming months. By the



time these homes are dedicated, more than 60,000 square feet of wood flooring will have been donated, more than 90 days of skilled labor will have been donated, and more than \$1,000,000 in value will have been provided to GSF and the veterans they serve.

Through its partnership with other organizations, the NWFA also has conducted outreach to engage other groups in the GSF programs. Just this past January, the National Tile Contractors Association (NTCA) and their members partnered with the NWFA to provide tile for a wounded veteran's home located in St. Louis. NTCA provided tile for the bathrooms, the fireplace, the kitchen backsplash, and the basement. NTCA also has entered into a long-term partnership with GSF to assist with future homes as needs are identified.

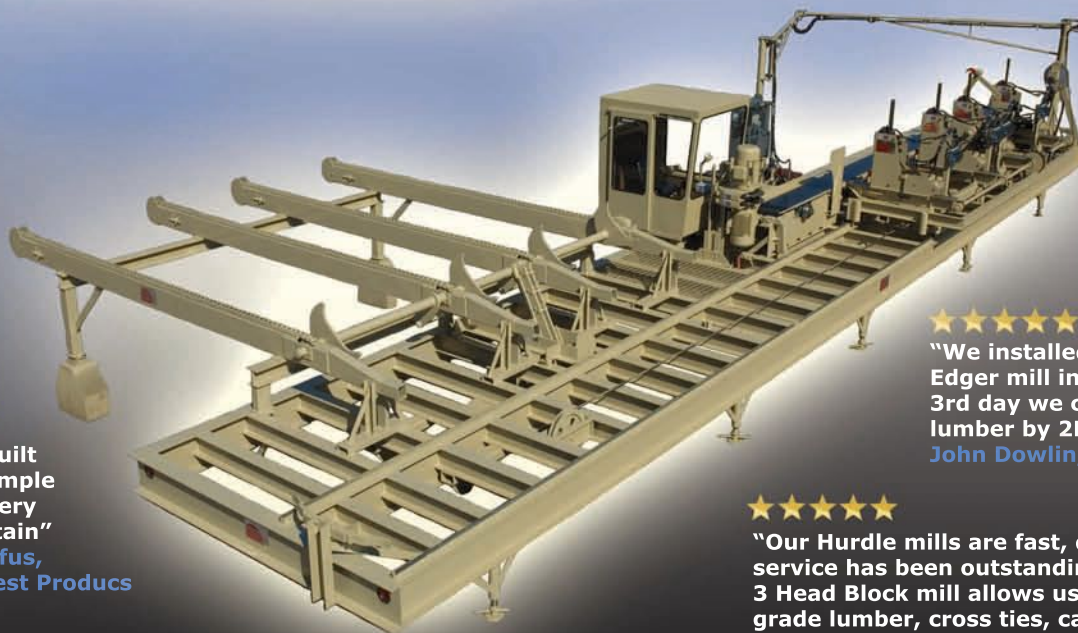
Lumber manufacturers are encouraged to participate in this program as well. Current needs include framing lumber, cabinets, interior and exterior doors, and interior trim and moulding materials. Mills can learn more about the GSF RISE program by contacting the NWFA, or by visiting the GSF website at www.garysinisefoundation.org/programs.

NWFA is committed to assisting GSF in securing materials to provide more homes for these brave men and women, and invites you to join us in that mission. Together, we can change lives. ■

BY BRETT MILLER,
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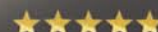


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WCMA COMPONENT TRENDS

WCMA GOES INTERNATIONAL

The WCMA just wrapped up their first-ever European Plant Tour event, and it was a huge success. Fourteen individuals from 10 member companies attended the event, and all attendees had positive takeaways.

Barry Freiburger, with George Guenzler & Sons Inc., stated, "Nina and I really enjoyed the networking that occurred on this trip. We made great friends and it was a great opportunity to find out what other companies were doing to separate themselves from the competition. I was also amazed at the capital investment small European companies were making in technology to make themselves competitive in a high labor cost environment. We were also able to tour leading machinery manufacturers. The best part was getting product demonstrations of the latest in CNC machinery. I saw technology that I did not know even existed. The robotic



sanding machine really made me think about our own production process and the possibilities of improvements that could be made. Can't wait till the next one!"

The event kicked off in Frankfurt, Germany, with an attendee dinner. This gave the group a great chance to meet and discuss the upcoming week. In Germany, we toured two window and door manufacturers, as well as Weinig headquarters. The group then travelled to the east coast of Italy where we toured SCM Group headquarters, Biesse headquarters, as well as a windows, doors, and shutter manufacturer and a high-end cabinet door and furniture manufacturer. It was a fast-paced, busy week, but well worth it!

WCMA President, Sid Anderson with Anderson Wood

Please turn to page 68



The WCMA first-ever European Tour event kicked off in Frankfurt, Germany, with an attendee dinner. This gave the group time to meet and discuss the upcoming week.

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Tally		
702 BF	8"	7"
5"	18	3
6"	26	6
7"	14	3
8"	12	3
9"	7	7
10"	4	4
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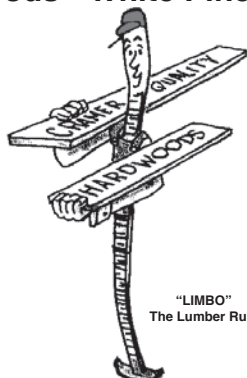
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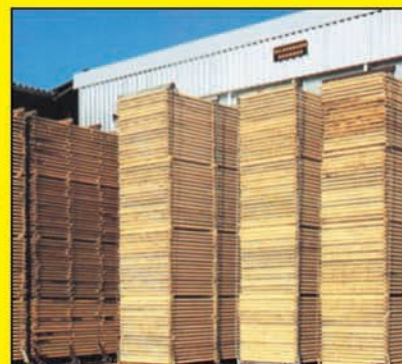
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Robert Anderson (left) is one of the lumber graders at Anderson Wood Products Co., now celebrating the entrance of a fifth-generation family member to help manage the firm.

Anderson Wood Products Co.:

Five Generations Of Success In Woodworking Industry

By Bridget McCrea

Louisville, KY—Even though family-owned businesses are the backbone of the American economy, just 3 percent of these enterprises survive to the fourth generation of family ownership, according to the Conway Center for Family Business. Anderson Wood Products Co., located here, is bucking that national trend and is already grooming a fifth generation family member to help manage the manufacturing firm.

Specializing in handrail and furniture parts, Anderson Wood Products was started in the late-1800's and continues to thrive as one of the nation's largest producers of handrails, bending rails, wall rails, shoe rails, and fillets. As a stair parts specialist, the firm produces a wide variety of profiles, styles, and species that are sold throughout the U.S.

To make its products, Anderson Wood procures about 6 million board feet of Red Oak, Poplar, Sycamore, Hard and Soft Maple, and Cherry annually (4/4 and 5/4, No. 1 Common and Better). Headed up by Sid Anderson III, president,



Anderson Wood Products is headquartered in Louisville, KY, and was established in the late-1800's. Anderson Wood Products procures about 6 million board feet of Hardwoods annually.

and David Anderson, vice president and COO, the firm buys its raw materials from sawmills located within a 200-mile radius of its Louisville headquarters.

Anderson Wood Products' lengthy history dates back to the late-1800's, when Olof Anderson emigrated with his family from Sweden to Hannibal, MO, during the Civil



Finger-joint industrial items, which are pictured, are among the diverse product list manufactured at Anderson Wood Products. The company makes its products from Red Oak, Poplar, Sycamore, Hard and Soft Maple and Cherry in 4/4 and 5/4, No. 1 Common and Better.

War. There, Anderson's father worked as a cabinetmaker and shared his knowledge and experience with his young sons. When the Monon Railroad opened a manufacturing facility in New Albany, IN, Anderson and his brothers moved there to work as cabinetmakers.

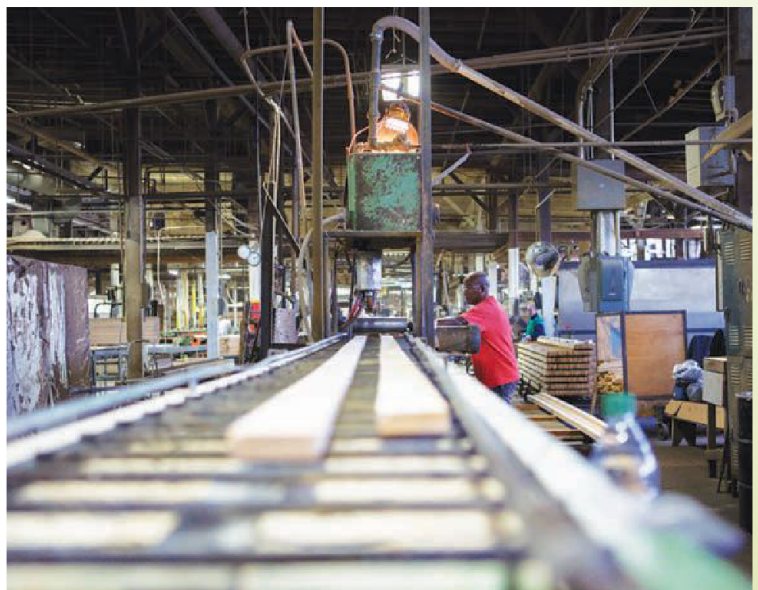
Several years later the trio opened a woodworking shop in Louisville, KY. "The business grew rapidly and they acquired two additional facilities in Louisville and a moulding plant in Jackson, MO," said Sid Anderson III. "Later, they opened sales offices in New York, Baltimore, Detroit, and Chicago. The firm prospered until the Great Depression, when the business failed."

After the depression, family members reacquired their original Beech Street mill and produced architectural millwork throughout the 1930's. When World War II brought shortages of the high-grade lumber, they began producing dimension products in order to utilize lower grades of lumber. Over the past 120 years, Anderson Wood Products has continued to manufacture traditional architectural millwork while its dimension business has grown from a sideline into the major business focus.

Today, Anderson Wood Products is a leading supplier of handrails to the building products industry and of furniture components for college and military dormitories. The business continues to be family

"From our perspective, continual investments in technology and equipment pay for themselves through the higher output and the better yields that they afford us."

— Sid Anderson III,
Anderson Wood Products Co.



Pictured is Anderson Wood Products employee Les Crutcher operating the company's glue spreader manufactured by Black Bros. Co.

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Pictured for Abenaki Timber Corporation are: (Front row, from left): George French, Chris Collins, Sylvie Horning, Tina Radigan, Lise Lennon, Kayla Lennon, Niki Beuschel and Eric Porter; (Back row, from left): Will French, Bruce Horner, Greg Devine, Steve French, Nils Dickmann and Dan Horning.



At Abenaki Timber Corp., “The Future Is Bright”

By Terry Miller

Kingston, NH—Nestled in this small community, which has a surprisingly rural feel although you are only 35 miles from the Port of Boston, you will find the main offices of Abenaki Timber Corp. a small/medium sized Hardwood lumber producer. In the early 1980's Steve French approached his dad Bob with an idea of starting a new Hardwood company. Bob was nearing retirement from his own Hardwood company but was intrigued with the prospects. With a renewed sense of energy and fresh ideas Steve and Bob set out to build a service oriented Hardwood business that would strive to compete in an already competitive business by offering both Northern and Appalachian Hardwoods with a philosophy of quality, consistency, and service.



Abenaki Timber's marketing team has a combined industry experience of over 120 years. The team includes: Bruce Horner, Nils Dickmann, Greg Devine, Steve French and Eric Porter.



Pictured is a package of 4/4 kiln-dried No. 1 Common Cherry ready for shipment.

Forty years later this strategy has served to propel Abenaki's reputation as a leading supplier of high quality KD Hardwood lumber in thicknesses from 4/4 to 8/4 and all grades.

Today the company operates two concentration yards – one in Epping, NH, and the other in Belington, WV. These two yards have a combined yearly production of around 18 million board feet. Each yard has five 50,000 board foot SII dry kilns for a total capacity of 250,000 board feet per yard. In New Hampshire the yard concentrates heavily on 4/4 and 5/4 Hard and Soft Maple, White Ash, Red Oak, and Yellow Birch, along with some Cherry and other various species. They will do 6/4 and 8/4 thicknesses, but rely on the 4/4 and 5/4 for the bulk of the products. They burn wood waste in New Hampshire to fire the boiler. Some of the waste is from the double-end trimmer but the bulk of the wood waste is produced at their industrial grinder from pallets and other clean wood waste gathered from local companies. This goes a long way in keeping the local landfills free from wood waste and helping to

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Abenaki Timber provides quality air drying with pile tops.



Kiln-dried finished packs are shown here at Abenaki Timber, which is a leading supplier of high quality KD Hardwood lumber in thicknesses ranging from 4/4 to 8/4 in all grades.

“We have young people in our system representing the next generation that will carry this company forward, and we have on staff seasoned veterans who set the bar high in every facet of our company. The future of Abenaki is bright.”

*– Eric Porter,
Abenaki Timber Corp.*

HMA

Annual Conference Offers Tips To Navigate Industry Challenges

Photos By Terry Miller and Paul Miller Jr.

Fort Worth, TX –The Hardwood Manufacturers Association (HMA) recently welcomed 203 members and guests to its National Conference and Expo, held here at The Worthington Renaissance Fort Worth Hotel. This year's meeting theme was "Navigating The Challenges" and it provided attendees three days of opportunities to gain insight and knowledge from industry-leading guest speakers. Represented at the event were 47 HMA member companies and 36 industry/vendor suppliers.

At the recent national conference, the Board of Directors of the HMA elected Richard Wilkerson, of Anderson-Tully Co., Vicksburg, MS, as president of the HMA.

Other HMA officers for 2016 are Vice President: Bob Miller, Frank Miller Lumber Co. Inc., Union City, IN; and Executive Vice President: Linda Jovanovich, HMA, Pittsburgh, PA.

HMA Board of Directors also elected members to the Executive Committee. In addition to the officers, they are: Troy Brown, Kretz Lumber Co. Inc., Antigo, WI; T.J. Rosengarth, Northwest Hardwoods Inc., Tacoma, WA; Tri-sha Thompson, T&S Hardwoods Inc., Milledgeville, GA; Nordeck Thompson, Thompson Appalachian Hardwoods, Huntland, TN; and past president Skipper Beal, Beal Lumber Co. Inc., Little Mountain, SC.

The membership elected HMA Directors at the National Conference. They are: Julio Alvarez, Bill Hanks Lumber Co. Inc., Danbury, NC; Joey Josey, Josey Lumber Co. Inc., Scotland Neck, NC; Hugh Overmyer, Linden Lumber LLC, Linden, AL; Phil Menzner, Menzner Lumber & Supply Co. Inc., Marathon, WI; and T.J. Rosengarth, Northwest Hardwoods Inc., Tacoma, WA.

New members appointed to the HMA Millennial Council are: Seth Netterville, Fred Netterville Lumber Co., Woodville, MS; Kirby Kendrick, Kendrick Forest Products Inc.,

Edgewood, Iowa; and Jamey Hurst, Linden Lumber LLC, Linden, AL.

Among the guest speakers who shared their knowledge with conference attendees were the following: Dr. Chad Moutray, chief economist and economic forecaster for the National Association of Manufacturers; the Honorable Robert L. Sumwalt, aviator, author, aerospace consultant and current member of the National Transportation Safety Board; Dana Lee Cole, executive director of the Hardwood Federation; and David Leng, vice president and certified risk manager with Duncan Financial Group. Additionally, attendees had the option to attend an HMA members' panel discussion moderated by Claire Thompson Getty, who focused on the topic "Leveraging the Generational Differences in the Workplace."

HMA's Industry Confab proved popular at this year's conference and included the following topics:

- "Improving Your Risk Profile"
- "Wood Chip Quality And By-Products Utilization"
- "Innovative Lumber Handling And Stacking Solutions For The Sawmill And Yard."

Also, the annual HMA Expo welcomed industry exhibitors who displayed their latest products and services, as well as business solutions, strategies and technical expertise.

The HMA will host two more meetings this year, both of which are regional events, the first of which (Central Regional) will be in Louisville, KY, May 25-26, and in October, the organization will host the Northeast Regional Meeting. Details about both meetings are available at www.hmamembers.org.

The 2017 HMA National Conference and Expo will be held at the Francis Marion Hotel in Charleston, SC, from March 22-24. ■





Todd Nelson and Lewis Reed, Thompson Appalachian Hardwoods Inc., Huntland, TN; Wayne Law, New River Hardwoods, Mountain City, TN; Mark Babcock, New River Hardwoods, Beckley, WV; and Terry Miller, National Hardwood Magazine, Memphis, TN



Brian Kingsbury, Vacutherm Vacuum Lumber Dryers, Warren, VT; Lindsey and Matthew Netterville, Fred Netterville Lumber Co., Woodville, MS; Jim Parker, Vacutherm Vacuum Lumber Dryers; and Chris McCasky, SCS Forest Products Inc., Denver, CO



Troy Jamieson, Kentucky Hardwood Lumber Inc., Somerset, KY; Dan Mathews, SII Dry Kilns, Lexington, NC; and Steve Merrick, Kentucky Hardwood Lumber Inc.



Kelly Hostetter, Hartzell Hardwoods Inc., Piqua, OH; Bob Miller, Frank Miller Lumber Co. Inc., Union City, IN; Matt Reynolds, Baillie Lumber Co., Hamburg, NY; Bob Pope, USNR, Montpelier, VT; and Matt Fisk, Baillie Lumber Co.



Bruce Dahn, HHP Inc., Henniker, NH; Geoff Gannon, TS Manufacturing, Lindsay, ON; Jim Howard, Atlanta Hardwood Corp., Mableton, GA; Andy Nuffer, Robinson Lumber Co., New Orleans, LA; and Ross D'Elia, HHP Inc.



Drew and Claire Thompson Getty, Thompson Appalachian Hardwoods Inc., Huntland, TN; and Sarah and Logan Josey, Josey Lumber Co. Inc., Scotland Neck, NC



Chuck Carncross, Mike Sumrow and Michael Alpert, Buckman Laboratories International Inc., Memphis, TN; Tim Reid, Buckman Laboratories International Inc., Moundville, AL; and Steve Johnson, Thompson Hardwoods Inc., Hazlehurst, GA



Ray Wheeland, Wheeland Lumber Co. Inc., Liberty, PA; Bill Rosenberry, Carl Rosenberry & Sons Lumber Inc., Fort Loudon, PA; Tim Brownlee, Brownlee Lumber Inc., Brookville, PA; and Steve Jones, Ron Jones Hardwood Sales Inc., Union City, PA

Additional photos on next page



Russell Kelly, J.T. Shannon Lumber Co. Inc., Memphis, TN; Jamey Hurst, Linden Lumber LLC, Linden, AL; Jack Shannon III, J.T. Shannon Lumber Co. Inc.; and Hugh Overmyer, Linden Lumber LLC



Peter McCarty, PHL Equipment Inc., Eau Claire, WI; and Dotty and Ricky Fly, Fly Tie & Lumber LLC, Grenada, MS



Iradj Tarassoli, Progress Industries Inc., Trussville, AL; Skipper Beal, Beal Lumber Co. Inc., Little Mountain, SC; Hugh Overmyer, Linden Lumber LLC, Linden, AL; and Johnny Tarassoli, Progress Industries Inc.



Andy Nuffer, Robinson Lumber Co., New Orleans, LA; Hal Mitchell, Atlanta Hardwood Corp., Mableton, GA; Tim Reid, Buckman Laboratories International Inc., Moundville, AL; Paul Miller Jr., National Hardwood Magazine, Memphis, TN; and Mike Sumrow, Buckman Laboratories International Inc., Memphis, TN



Jack Little, Keiver-Willard Lumber Corp., Newburyport, MA; Bob Pope, USNR, Montpelier, VT; Seth Netterville, Fred Netterville Lumber Co., Woodville, MS; Derek Wheeland, Wheeland Lumber Co. Inc., Liberty, PA; Gary Middleton, USNR, Woodland, WA; and Mark Williams, Jerry G. Williams & Sons Inc., Smithfield, NC



David Summerfield, ISK Biocides Inc., Grovetown, GA; Lance Johnson, ISK Biocides Inc., Roanoke, VA; Linwood Truitt, Thompson Hardwoods Inc., Hazlehurst, GA; Bill Hendrix and David Piper, Brewco Inc., Central City, KY; and Randy Panko, Wood-Mizer LLC, Indianapolis, IN



Kirby Kendrick and Matt Yest, Kendrick Forest Products Inc., Edgewood, IA; and Kelly Hostetter and Tom Coble, Hartzell Hardwoods Inc., Piqua, OH



Kay Sees, Turn Bull Lumber Co., Elizabethtown, NC; Lupe Alvarez, Bill Hanks Lumber Co. Inc., Danbury, NC; Taylor Stringer, Stringer Industries, Tylertown, MS; and Frances Petty, Bill Hanks Lumber Co. Inc., Danbury, NC



Reed Rediger and Liz Langan, DMSi Software, Omaha, NE; and Jim Howard, Atlanta Hardwood Corp., Mableton, GA



Derek Wheeland, Wheeland Lumber Co. Inc., Liberty, PA; and Ken Trainor, Diacon Technologies Ltd., Richmond, BC



Darrell Beasley and Charlene Graham, Thompson Hardwoods Inc., Hazlehurst, GA; and Mary Claire Thompson and Nordeck Thompson, Thompson Appalachian Hardwoods Inc., Huntland, TN

Additional photos on page 54

Appalachian Lumbermen Learn New SOLAS Weight Rules

By Tom Inman

Pinehurst, NC—The Appalachian Lumbermen's Club (ALC) membership learned about changes in documenting container weights at its recent meeting, held here at the Pinehurst Resort.

A freight forwarding representative presented details about changes that go into effect on July 1 that require companies to report an accurate weight of containers. Bobby Bernard with Kuehne + Nagel Inc. in Charlotte, NC, offered the latest information on the changes from the International Maritime Organization (IMO) requirements for shippers.

Bernard explained that the Safety of Life at Sea Convention (SOLAS) requires, as a condition for loading a packed container onto a ship for export, that the container has a verified weight. The shipper is responsible for the verification of the packed container's weight.

Effective on July 1, it is a violation of SOLAS to load a packed container onto a vessel if the vessel operator and marine terminal operator do not have a verified container weight. He said shipping companies will likely reject containers with documents that are incorrect.

The new rules will apply globally and all shippers,

freight forwarders, vessel operators, and terminal operators will establish policies and procedures to deal with the changes. Bernard encouraged the ALC members to seek more information from their forwarding companies.

The SOLAS amendments provide that there are two methods shippers may use to determine the container weight once the container packing process has taken place.

Method 1 requires weighing the container after it has been packed.

Method 2 requires weighing all the cargo and contents of the container and adding those weights to the container's tare weight as indicated on the door end of the container.

Bernard said the shipper has the responsibility to weigh the packed container or to weigh its contents. The weighing equipment used must meet the certification and calibration of the state where the shipment originates. Estimating weight is not permitted.

More information about the ALC's programs and events is available at www.lumberclub.org. ■



Danny Arnold, Little River Lumber Co., Asheville, NC; Mark Pierce, New River Hardwoods Inc., Mountain City, TN; and Steve Leonard, Lawrence Lumber Co. Inc., Maiden, NC



Larry Cockram, Griffith Lumber Co. Inc., Woolwine, VA; Brad Pope, Northwest Hardwoods Inc., Marion, NC; and Brett Eller, Shaw Industries Group Inc., Stuart, VA



Doug Younts and Chad Beck, Y&Y Hardwoods LLC, Lexington, NC; and Bart Jenkins, Kepley-Frank Hardwood Co. Inc., Lexington, NC



Jack McKittrick, McKittrick Lumber Co., Camden, SC; Ray Allen, Uwharrie Lumber Co., Troy, NC; and Brian Ballard, Huntersville Hardwoods Inc., Huntersville, NC



Bud Griffith, Griffith Lumber Co. Inc., Woolwine, VA; and Rodney Lawing, Conover Lumber Co., Conover, NC



Brian Ballard, Huntersville Hardwoods Inc., Huntersville, NC; Robbie Parrott, Highland Hardwood Sales Inc., Augusta, GA; and Jamie Straka, Vernon James Co. Inc., Hickory, NC



Ismael Torres, Lawrence Lumber Co. Inc., Maiden, NC; Len Barker, Elof Hansson Group, Sugar Hill, GA; and Ken Stephens, Associated Hardwoods Inc., Granite Falls, NC



Steve Moore, Havco Wood Products LLC, Vonore, TN; Ken Brackenbury, Eagle Hardwoods, Raleigh, NC; and Doug Rowe, T&S Hardwoods, Sylva, NC



Cliff McKittrick, McKittrick Lumber Co., Camden, SC; and David Leonard, Beard Hardwoods Inc., Greensboro, NC

Additional photos on page 59

Canadian Hardwood Bureau Members Network At Recent Event

Photos By Terry Miller

Montreal, QC—Members and guests of the Canadian Hardwood Bureau (CHB) gathered here recently at the Hyatt Regency Hotel for the organization's seventh annual winter meeting.

CHB hosts the event to provide those in the Hardwood industry an opportunity to convene, learn and network professionally.

CHB's keynote speaker this year was Ron Cozean, an operating executive with Resilience Capital Partners, of Cleveland, OH. Resilience acquired Taylor Lumber in July 2010 and Weaber Lumber in December 2011. According to information provided by the CHB, after turning these businesses around, Resilience sold Taylor Lumber in 2014 and Weaber Lumber in 2015. Cozean spoke about the investment strategy involved in both endeavors, some highlights of the acquisitions, the keys to success, and he shared his thoughts about the overall lumber industry.

Additionally, Donna Gerrits, of Royal Woodworking Co. Ltd., gave a presentation about current trends in the moulding industry over the past five years and the direction of

the Hardwood moulding industry in the short term. She discussed what sawmills and concentration yards can do to better cater to moulding manufacturing, as well as what the Hardwood industry could possibly do to enhance promotion of the use of Hardwoods for mouldings or interior products in order to better compete with such products as MDF. She was followed as a presenter by Crystal Oldham, of the Hardwood Forest Foundation, who delivered information to attendees about the mission and work of the organization she represents.

The National Hardwood Lumber Association, as well as CHB representatives, updated attendees about their respective associations' current status.

The Canadian Hardwood Bureau (CHB) is a national trade association representing manufacturers and wholesalers of Hardwood lumber and Hardwood flooring, as well as their suppliers.

For more information, visit online at www.canadian-hardwoodbureau.com. ■



John Goodfellow, J.W. Goodfellow Forest Products Inc., Hemmingford, QC; Peter Rossi, Scotland Hardwoods, Scotland, CT; Jesse LaSon, Rossi Group LLC, Middletown, CT; and Scott Rossi, Scotland Hardwoods



Jean Blondeau, Bois Peladeau Inc., Laval, QC; Stephanie Van Dystadt, DV Hardwoods Inc., Fassett, QC; Eric Porter, Abenaki Timber Corp., Kingston, NH; and Serge Dubreuil, Simon Lussier Ltee, Blainville, QC



Mike Bernatchez, J.W. Goodfellow Forest Products Inc., Hemmingford, QC; Serge Robichaud, C.A. Spencer Inc., Laval, QC; Richard Larocque, Cut Rite Lumber Ltd., Montreal, QC; and Daniel Lalonde, Simon Lussier Ltee, Blainville, QC



Jean-Luc Moisan, Preverco Inc., Quebec, QC; Marco Tanguay, Bois Peladeau Inc., Laval, QC; Alain Thibeault, Preverco Inc.; and Christian Clavel, Bois Peladeau Inc.



Shaun Rowe, Aurora Timberland Wholesale Hardwood Lumber Inc., Bradford, ON; Brian Guilbeault, Quality Hardwoods Ltd., Powassan, ON; and Darren Lindsay, Empire Forest Products Ltd., Burlington, ON



Michael Brooks, Quality Hardwoods Ltd., Powassan, ON; Donna Gerrits, Royal Woodworking Co. Ltd., Bradford, ON; and Terry Miller, National Hardwood Magazine, Memphis, TN



Normand Langlois, PHL/Comact, Saint-Ephrem de Beauce, QC; Sebastien Richard, W. J. Jones Co. Ltd., Saint-Hubert, QC; Brent Stief, Huron Forest Products Inc., London, ON; and Ron Cozean, Resilience Capital Partners, Cleveland, OH



Simon Larocque, National Hardwood Lumber Association (NHLA), Montreal, QC; Patrick Sullivan, TS Manufacturing, Lindsay, ON; Rob Kittle, Cleereman Industries, Newald, WI; and Thom Teach, Missouri Walnut LLC, Neosho, MO



Guy Morin, Giguere & Morin Inc., Saint-Felix, QC; Richard Morin, L.C.N. Inc., Saint-Felix, QC; Marco Morin, Giguere & Morin Inc.; and Gaetan Bouchard and Olivier Bouchard, Produits Forestiers TLB Inc., Terrebonne, QC

Additional photos on next page



Mathieu Robitaille and Yvon Milette, Vexco Inc., Plessisville, QC; Richard Lipman, Canadian Hardwood Bureau, Ottawa, ON; and Steven Stoufflet, Robinson Lumber Co., New Orleans, LA



Peter Duerden, U-C Coatings LLC, Buffalo, NY; Richard Keeso, J.H. Keeso & Sons Ltd., Listowel, ON; Stephanie Van Dystadt, DV Hardwoods Inc., Fassett, QC; Greg Patenaude, Bois Peladeau Inc., Laval, QC; and Chad Johnson, Baillie Lumber Co., Hamburg, NY



Bruno Volpe and Samuel Landry, J.D. Irving Limited, Clair, NB; and Bruce Goodfellow, J.W. Goodfellow Forest Products Inc., Hemmingford, QC



Peter Lovett and Lloyd Lovett, King City Northway Forwarding, Montreal, QC; Stephanie Van Dystadt, DV Hardwoods Inc., Fassett, QC; Mark Barford, NHLA, Memphis, TN; and Dylan Cyr-Cormier, Maine Woods Co., Portage Lake, ME



The MEC hockey team (pictured) recently lost 9-8 to King City in an annual game in Broussard, QC. (Kneeling, from left) Jean-Francois Dion, Dion & Fils Inc., Saint-Raymond, QC; Brin Langmuir, Falcon Lumber Ltd., Toronto, ON; Brent Stief, Huron Forest Products Inc., Alliston, ON; Marc Legros, Prolam, Cap-Saint-Ignace, QC; Dany Houde, PG Model, Saint-Edouard-de-Lotbiniere, QC; Charles Pepin, Les Bois Poulin Inc., Shawinigan, QC; and Jon Mixell, Frank Miller Lumber Co., Union City, IN; (Standing, from left) Christian Pileggi and Peter Lovett, King City Northway Forwarding, Montreal, QC; Patrick Goodfellow, Goodfellow Inc., Delson, QC; Serge Noel, PG Model, Saint-Edouard-de-Lotbiniere, QC; Patrice Carrier, Hub International, Montreal, QC; Patrick Gagne and Jean-Francois Audet, Primewood Lumber Inc., Drummondville, QC; Pete Van Amelsfoort, Quality Hardwoods Ltd., Powassan, ON; Richard Keeso, J.H. Keeso & Sons Ltd., Listowel, ON; and Lloyd Lovett, King City Northway Forwarding, Montreal, QC



Richard Keeso, J.H. Keeso & Sons Ltd., Listowel, ON; Bruce Goodfellow, J.W. Goodfellow Forest Products Inc., Hemmingford, QC; Dylan Cyr-Cormier, Maine Woods Co., Portage Lake, ME; Philippe LeBlanc, Lumber Resources Inc., Quebec, QC; and Jean-Francois Dufresne, Preverco Inc., Quebec, QC



Ron Cozean, Resilience Capital Partners, Cleveland, OH; and Patrick Goodfellow and Sylvain Giguere, Goodfellow Inc., Delsion, QC



Bruno Volpe and Denis Dube, J.D. Irving Limited, Clair, NB; Richard Morin, L.C.N. Inc., Saint-Felix, QC; Samuel Landry, J.D. Irving Limited; and Patrick Gagne, Primewood Lumber Inc., Drummondville, QC



Terry Miller, National Hardwood Magazine, Memphis, TN; Crystal Oldham, Hardwood Forest Foundation, Memphis, TN; and Mario Lussier, Simon Lussier Ltee, Blainville, QC



The annual hockey game was played at Complex Sportif Bell. Pictured for King City are: (Kneeling, from left) Maxime Cadrin, C.A. Spencer Inc., Laval, QC; Francois Bouchard, Goodfellow Inc., Delsion, QC; Martin Boutet, Les Beaudoin Gauthier Inc., Laval, QC; Marco Laflamme, Boscus, Dorval, QC; Jason Somers, Groupe Savoie Inc., Saint-Quentin, NB; Mike Greetham, Canadian Wood, Montreal, QC; (Standing, from left) Coach Yvon Lambert, Montreal Canadien Mtl., QC; Jean Paul Lupien, MKM QC Inc., Repentigny, QC; Claude Cadrin, C.A. Spencer Inc., Laval, QC; Eric Porter, Abenaki Timber Corp., Kingston, NH; Frederic Malo, Bois Malo, Ste.-Melanie, QC; Denis Maheux, Artic Traveler Inc., Drummondville, QC; Martin Vaillancourt, USNR, Plessisville, QC; Eric Vigneault, Vexco Inc., Plessisville, QC; Alain Beaudoin, Les Bois Beaudoin Gauthier Inc., Laval, QC; Vincent Caron, Groupe Savoie Inc., Quentin, NB; and Dave Williams, Champlain Hardwoods Inc., Essex Junction, VT

Montreal Wood Convention Turns Spotlight On Lumber Industry

Photos By Terry Miller

Montreal, QC—For the fourth consecutive year, the Montreal Wood Convention (MWC), held here at Hotel The Queen Elizabeth, registered approximately 100 exhibitors to fill the event's exhibit hall, as well as more than 700 convention attendees.

The MWC is a yearly three-day event that attracts end users, manufacturers and lumber suppliers.

The convention was filled with educational presentations, and among them were the following: "The Hardwood International Market," by Michael Snow, AHEC; the "Wood Products Market Outlook – Impacts of the Global Economy and from the Housing Sector," by Brendan Lowney, Forest Economic Advisors LLC; "Softwood Lumber Trade: Is The Past Prologue?," Carl Grenier, Laval University professor and consultant.

Additionally, serving as keynote speaker was Earle G. Hall, a public speaker on human behavior, who ad-

ressed the economy, markets and marketing during an industry seminar moderated by Ian de la Roche, PhD., who was named interim president and CEO of the Canadian Wood Council in 2009, and remains actively involved in the forest sector as principal of Delaroche Consultancy, adjunct professor at the University of British Columbia and business associate of Timwood AB, a consultancy that specializes in identifying strategic opportunities for the wood products sector.

Also, a technical seminar with examples from leading suppliers of equipment and services to the wood products industry was held during the MWC.

To learn more about the Montreal Wood Convention, visit online at www.montrealwoodconvention.com. ■



Jonathan Connely, J.D. Irving Limited, Saint John, NB; Marc LeBlanc, Marwood Ltd., Fredericton, NB; Christian Gilbert, J.D. Irving Limited; Peter Duerden, U-C Coatings LLC, Buffalo, NY; Jerome Pelletier, J.D. Irving Limited; and Douglas Ledwidge, Maritime Lumber Bureau, Amherst, NS



Mario Lussier, Simon Lussier Ltee, Blainville, QC; Marc Legros, Prolam, Cap-Saint-Ignace, QC; and Mathieu Lussier, Simon Lussier Ltee



Eric Gee, Southern Forest Products Association, New Orleans, LA; Bob Tweedy, USNR, Atlanta, GA; and Martin Vaillancourt, USNR, Plessisville, QC



Normand Langlois, PHL/Comact, Saint-Ephrem de Beauce, QC; Paul Sibley, New Future Lumber Ltd., Dieppe, NB; and Jacques Loubert, Comact, Mirabel, QC



Fred Spinola, Deltech, Prince George, BC; Richard Muehlboeck, Muehlboeck Drying Technology, Austria; and Peter Driessen, Muehlboeck Drying Technology, Chase, BC



Andre Beaulieu, J.D. Irving Limited, Saint John, NB; Ted Ellis, Idaho Timber, Boise, ID; Kirk Rentschler and Chris McSwain, Idaho Timber, Lake City, FL; and Christian Gilbert, J.D. Irving Limited



Denis Dube, J.D. Irving Limited, Clair, NB; Crystal Oldham, Hardwood Forest Foundation, Memphis, TN; and Philippe LeBlanc, Lumber Resources Inc., Quebec City, Quebec



Ben Tetreault, Midway Lumber Mills Ltd., Thessalon, ON; Rose Ann Loranger, Goodfellow Inc., Delson, QC; and Steve Allen, Midway Lumber Mills Ltd.

Additional photos on page 60

We've widened our capabilities



Sustainable Sourcing

Our quality hardwoods are harvested responsibly from managed forests in the U.S. Great Lakes region.

Our New Sawmill

Our recently acquired sawmill in southwest Wisconsin prepares raw timber for delivery to our finishing mills.

Quality Processing

We “rough grade” our kiln-dried woods to ensure best appearance. Quality assurance many competitors don’t offer.

Alder | Aromatic Cedar | Black & White Ash | Aspen | Basswood | Beech | White & Yellow Birch
Bitternut | Butternut | Cherry | Grey & Red Elm | Hard Maple | Hickory | Red Oak | White Oak
Norway Pine | White Pine | Poplar | Red & Silver Soft Maple | Walnut | White Cedar

at Granite Valley.



Ready Inventory

Our average on-hand supply is approximately 10 million feet. Get the wood you need, with quick turnaround.

Custom Work

To help you streamline your production process, we can now supply custom-cut preproduction blanks to your specs.



The mark of
responsible forestry
FSC® C113064

Granite Valley Forest Products keeps growing as a single-source supplier to better serve you. We sell rough, S2S, straight-line ripping, and offer NHLA grades and customer-proprietary grading based on NHLA guidelines. Custom products are available to your exact specs for width, length and color. Visit our website to learn more or email us at sales@granitevalley.com.

**Offices in Wisconsin,
Michigan, Indiana & Denver**

sales@granitevalley.com

granitevalley.com



NELA

Welcomes Members To Meeting

Photos By Derek Fowles Photography

Northampton, MA—The New England Lumbermen's Association (NELA) recently welcomed members and guests to a recent one-day meeting, held at the Hotel Northampton, located here.

Michael Snow, executive director of the American Hardwood Export Council, updated NELA attendees on his organization's progress and discussed the status of lumber markets around the world.

NELA President Chad Johnson, of Baillie Lumber Co., followed Snow by leading a business discussion.

The meeting wrapped up with a Happy Hour reception, followed by dinner.

NELA's members typically meet three times each year at various locations. The association was formed for the purpose of bringing together owners and operators of small sawmills, primarily in the New England area, to discuss the various challenges that face the lumber industry.

For more information about NELA, phone 802-878-5000. ■



Larry Lashway, Lashway Lumber Co., Williamsburg, MA; Ryan Satterfield, Cersosimo Lumber Co. Inc., Brattleboro, VT; Gerry van Veenendaal, Allegheny Wood Products, Marble, PA; Chris Castano, Champlain Hardwoods Inc., Essex Junction, VT; and Gerry Lashway, Ponders Hollow Inc., Westfield, MA



Bruce Horner and Eric Porter, Abenaki Timber Corp., Kingston, NH; and Chad Johnson, Baillie Lumber Co., Pembroke, MA



Scott Ferland, Cersosimo Lumber Co. Inc., Brattleboro, VT; and Bob Chase Jr., Quabbin Timber Inc., Rutland, MA



Dylan Cyr-Cormier, Maine Woods Co., Portage Lake, ME; Katie Warner and Dave Buxton, New England Forest Products Inc., Greenfield, NH



Brian Chase, Quabbin Timber Inc., Rutland, MA; and Jeff Poirier, Maine Woods Co., Portage Lake, ME



Jason Aplin, Allard Lumber Co., Brattleboro, VT; and Phil Ruck, Stillwater Environmental Engineering Inc., Orono, MI



Dave Hubbard, GMC Hardwoods Inc., Sharon, VT; and Bruce Dahn, HHP Inc., Henniker, NH



Alan Thibault, Preverco Inc., St. Augustin, QC; Dave Williams, Champlain Hardwoods Inc., Essex Junction, VT; Wally Ronald, Scotland Hardwoods, Scotland, CT; and Marc Legros, Prolam, Cap-Saint-Ignace, QC



Additional photos on page 60

National Hardwood Magazine Announces Enhanced Digital Presence

Miller Wood Trade Publications, the premier online information source for the forest products industry, is pleased to announce the launch of its new website at www.millerwoodtradepub.com in June. Join us in celebrating our offering of online products, and our enhanced digital presence in the lumber industry.

Since 1927, our company has published multiple wood trade publications that are distributed to specialized markets worldwide, serving every segment of a billion-dollar industry. Our 10 publications are now optimized and available at your fingertips online with enriched functionality.

Our website's editorial coverage of appearance grade end users, modern sawmills and distribution yards will enhance communication between lumber buyers and suppliers, equipment manufacturers, software developers and chemical companies. These vendors will receive priceless representation to their target markets, such as producers of kitchen cabinets, flooring, furniture, millwork and secondary manufacturers.

Our website visitors will also have convenient access through our online link to a comprehensive list of sawmill service providers.

Whether online or in print, we deliver the latest news in our monthly **National Hardwood Magazine** and our bi-monthly issues of **The Softwood Forest Products Buyer** and the **Import/Export Wood Purchasing News**.

We've expanded our news coverage with the launch

of our new website in our online NEWS segment, which will provide our readers with current news briefs about happenings in our industry that may only appear on our website rather than our printed publications.

Also, as a bonus each year for our readers, we produce our **Special Christmas Buyer's Guide Issue** of **National Hardwood Magazine** in December, which will also be fully featured on our new website. We celebrate the **NAWLA Traders Market** in a special issue each year as well, and this edition will be featured in its entirety on our new website annually.

Additionally, as a reader or advertiser of either our digital or printed **Hardwood Purchasing Handbook** you gain easy access to the following in the U.S. and Canada:

- 628 Hardwood lumber manufacturers
- 494 Hardwood lumber wholesalers
- 261 Hardwood distribution/concentration yards
- 28 Hardwood plywood manufacturers.

Interested in dimension and wood component companies? Our new website provides you with more than 1,000 company listings in our **Dimension & Wood Components Buyer's Guide**.

BUYERS of lumber, logs, flooring, strips, veneer, flitches, blanks, plywood, etc. will find valuable information online when they peruse the 465 listings contained in our **Forest Products Export Directory**.

Importers are easily accessible as well in our **Imported Wood Purchasing Guide** that hosts 323 company listings of imports such as: lumber, plywood, and panel products.

In each of our directories, advertiser listings will appear in full with direct links to email addresses and websites. Free directory listings will appear with limited information.

Looking for end users and lumber manufacturers in one directory? Check out our **Green Book Hardwood Marketing Directory** and our **Green Book Softwood Marketing Directory ONLINE** (for a leasing fee)!

Be part of our exciting new digital presence! Submit news articles and be one of our many loyal readers!

We appreciate the opportunity to serve you and the forest products industry! ■

“Our objective is to provide buyers quick and easy access to lumber suppliers and secondary manufacturers. We also want to give our current and potential customers a one-stop resource for news, trends and access to vendors. After thoughtful consideration of our readers' needs, we believe we've achieved that.”

*— Terry Miller, Vice President,
Miller Wood Trade Publications Inc.*

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Connect Easily connect to industry associations



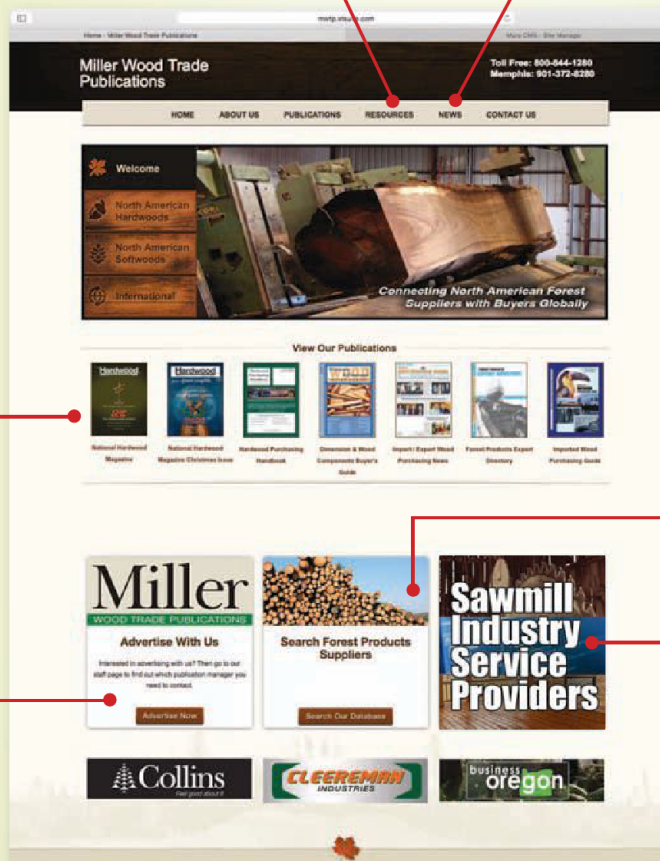
News

We've expanded our news coverage with the launch of our new website in our online NEWS segment, which will provide our readers with current news briefs about happenings in our industry that may only appear on our website rather than our printed publications.



Explore

Our publications are now optimized and available at your fingertips on-line with enriched functionality



Search

Our databases, reflective of our printed directories, contain:

- Over 1,400 listings from the **Hardwood Purchasing Handbook**
- More than 1,000 listings from the **Dimension & Wood Components Buyer's Guide**
- 465 listings from the **Forest Products Export Directory**
- 323 listings from the **Imported Wood Purchasing Guide**



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Green Book's Softwood Marketing Directory Green Book's Hardwood Marketing Directory



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The most current feature stories from **National Hardwood Magazine**, **The Softwood Forest Products Buyer** and **Import/Export Wood Purchasing News**

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Southern Cypress Manufacturers Association Hosts Annual Meeting

Photos By Terry Miller and Paul Miller Jr.

Fort Worth, TX – The Southern Cypress Manufacturers Association (SCMA), headquartered in Pittsburgh, PA, recently gathered here for its 2016 Annual Meeting. The event was held in conjunction with the Hardwood Manufacturers Association's 2016 National Conference and Expo at The Worthington Renaissance Hotel.

During the two-day event, more than 35 people representing SCMA members, promotion sponsors, and guests, were able to network with industry peers and vendors, receive an update on the Association's successful promotion campaign, preview this year's promotion projects, discuss topics facing the Cypress industry, and elect officers for 2016–17.

SCMA members elected Brian Meier of Cypress Rose Sawmill, Homerville, GA, as president. Stephen Logue of Battle Lumber Company, Wadley, GA, was elected as vice

president. Attendees also expressed appreciation to Linwood Truitt of Beasley Forest Products/Thompson Hardwoods, Hazlehurst, GA, for his two years of service as SCMA president and vice president.

Meeting dates and locations for the SCMA 2016 Mid-Year Meeting were discussed and details will be forthcoming. SCMA's 2017 Annual Meeting is scheduled for March 22, at the Francis Marion Hotel in Charleston, SC.

For more information or to get on board with Cypress promotion, visit www.CypressInfo.org or email member-services@cypressinfo.org.

The Southern Cypress Manufacturers Association is a non-profit organization dedicated to the promotion of Cypress building products to trade professionals and consumers. For more information on the SCMA, visit www.CypressInfo.org. ■



Mark Williams, Jerry G. Williams & Sons Inc., Smithfield, NC; Seth Netterville, Fred Netterville Lumber Co., Woodville, MS; Larry Thompson, T & S Hardwoods Inc., Milledgeville, GA; and Terry Miller, National Hardwood Magazine, Memphis, TN



Linwood Truitt, Beasley Forest Products Inc., Hazlehurst, GA; Linda Jovanovich, executive director, Hardwood Manufacturers Assoc., Pittsburgh, PA; and Ian Faight, Push 7, Pittsburgh, PA



Shepard Haggerty, Williams Lumber Co., Rocky Mount, NC; and Phil Jarriel and Darrell Beasley, Thompson Hardwoods Inc., Hazlehurst, GA



David Piper and Bill Hendricks, Brewco Inc., Central City, KY; and Joseph Haggerty, Williams Lumber Co., Rocky Mount, NC



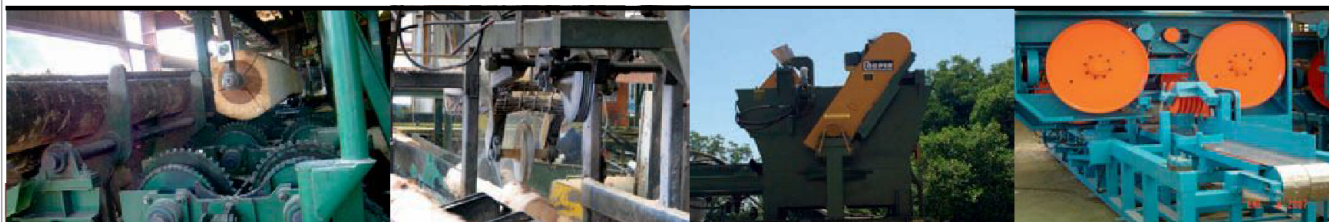
Tony Hood and Kay Sees, Turn Bull Lumber Co., Elizabethtown, NC; and Joey Josey, Josey Lumber Co. Inc., Scotland Neck, NC

Additional photos on page 61



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Fifteen ITS Graduates Head Towards A Career In The Hardwood Industry

Memphis, TN—Commencement exercises for the 179th class of the National Hardwood Lumber Association (NHLA) Inspector Training School were held on Thursday, March 24, 2016 with 15 students completing the program. Larry Lines, of Gutches Lumber Co. Inc. and graduate of the 122nd Class of the Inspector Training School, delivered the graduation address. As keynote speaker, Lines spoke about the importance of the school to him personally and to the Gutches family.

"As you all know, the terms and applications of the rules in the NHLA rulebook are not to be taken lightly. The study habits and dedication it took to graduate this class has followed me throughout my career," stated Lines.

"The NHLA certificate you are getting today is a great tool you will be putting in your 'toolbox' that you will use throughout your future in the lumber industry," he said.

In conclusion, Lines outlined the key rules for success: be approachable, lead by example and be willing to coach and accept coaching when necessary. "If an inspector does it right, he sets his company up for success."

Graduates were:

- Kurt Abramson of Caspian, MI - Connor Sports
- Levi R. Deglau of Everett, ON - Peter Thomson & Sons Inc.
- Mitchell Malcolm Gendron of Acton, ON - Cherry Forest Products

- Wei Guo of Dongguan, China - Cheng Ji Wood Co. LTD
- Weijie Guo of Dongguan, China - Cheng Ji Wood Co. LTD
- Jeffrey A. Hunter of Guelph, ON - Cherry Forest Products
- Jonathan Lee Leonard of Nashville, TN - Stanfill Hardwood Lumber Co. Inc.
- William G. McKenney of Groton, NY - Gutches Lumber Co. Inc.
- Caleb Daniel Myers of Cookeville, TN - Hermitage Hardwood Lumber Sales Inc.
- Mark W. Reynolds Sr. of Brownstown, IN - Brickyard Lumber LLC
- Darrell Russell of West, MS - PC Sawmill LLC
- Alex Steenholdt of Alliston, ON - Peter Thomson & Sons Inc.
- Randal Wall of Iron River, MI - Connor Sports
- Thomas James Walsh of Millers Creek, NC - Church & Church Lumber Co. LLC
- Robert Zellar III of New Berry, MI - Banks Hardwoods Inc.

Outstanding individual awards recipients were as follows:

- Jeffrey A. Hunter - John Thomson Award for Highest Overall Average
- Levi R. Deglau - Howard Hanlon Award for Second Highest Overall Average
- William G. McKenney - Westside Hardwood Club Award

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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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for Highest Board Run Average

- Jonathan Lee Leonard - J.P. Hamer Award for Most Improved Student
- Thomas James Walsh - South Central Lumbermen's Award for Best Attitude/Citizenship
- Mark W. Reynolds Sr. - Lumbermen's Club of Memphis Leadership Award

The NHLA Inspector Training School has a proud and rich 68-year history, graduating more than 7,200 students since its conception. The program teaches the rules and applications of the NHLA grading system and prepares students for a career in the Hardwood industry. This unique program has earned worldwide respect, consequently attracting students from throughout the United States, Canada, Europe, Africa, South America and Asia.

Enrollment is now open for the 180th class, which begins on May 16, 2016 in Antigo, WI. To enroll or learn more about the program please visit www.inspectortrainingschool.com.

The world's largest and oldest Hardwood industry association, NHLA represents 1,100 companies and individuals that produce,

use and sell North American Hardwood lumber, or provide equipment, supplies or services to the Hardwood industry. It was founded in 1898 to establish a uniform system of grading rules for the measurement and inspection of Hardwood lumber. Since 1979, its headquarters have been in Memphis. **To learn more about NHLA, please visit www.nhla.com.** ■



(Front Row from left to right): William McKenney, Jeffrey Hunter, Rich Hascher (Instructor), Caleb Myers, Alex Steenholdt; (Second row): Thomas Walsh, Robert Zellar III, Randal Wall, Kurt Abramson, Mitchell Gendron, Mark Reynolds Sr., Darrell Russell, Weijie Guo; (Back Row): Wei Guo, Jonathan Leonard, Levi Deglau

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Jack Shannon and Russell Kelly, J.T. Shannon Lumber Co. Inc., Memphis, TN; Seth Netterville, Fred Netterville Lumber Co., Woodville, MS; and David Caldwell, Hardwood Market Report, Memphis, TN



Bruce Dahn, HHP Inc., Henniker, NH; Jeff Hardy, Cersosimo Lumber Co. Inc., Brattleboro, VT; and Matt Taylor and Tom Johel, U-C Coatings LLC, Buffalo, NY



John Hubbard, Buchanan Lumber, Aliceville, AL; Noel Ford, HMC Corp., Contoocook, NH; and Lewis Reed, Thompson Appalachian Hardwoods Inc., Huntland, TN



Riley Smith, Ev Smith and Ted Smith, TS Manufacturing, Lindsay, ON; and Phil and Paula Jarriel, Thompson Hardwoods Inc., Hazlehurst, GA

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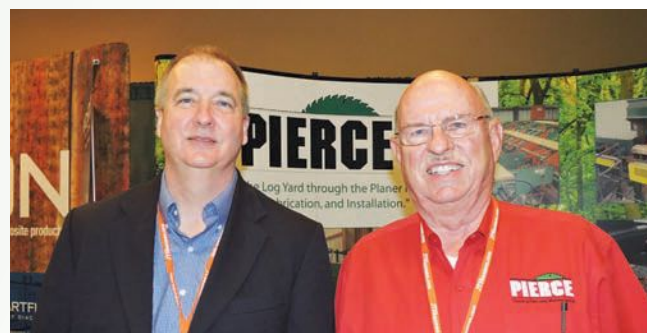
Dan Mathews, SII Dry Kilns, Lexington, NC; Steve James, Frank Miller Lumber Co. Inc., Union City, IN; Paula Turlington, SII Dry Kilns; Tony Messina, Frank Miller Lumber Co. Inc.; and Thom Brown and Ken Matthews, SII Dry Kilns



Mark Williams, Jerry G. Williams & Sons Inc., Smithfield, NC; Craig Miller, Battle Lumber Co. Inc., Wadley, GA; and Bill Buchanan, Buchanan Lumber, Aliceville, AL



Stephen Logue and Taylor Pegg, Battle Lumber Co. Inc., Wadley, GA; Chris Zubriski, Industrial Vision Tally/Sawmill MD, Bryn Mawr, PA; and Mike Ballard, Industrial Vision Tally/Sawmill MD, Crestview, FL



Steve Merrick, Kentucky Hardwood Lumber Inc., Somerset, KY; and Bob White, Pierce Construction & Maintenance Co. Inc., Petal, MS

Additional photos on next page

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HMA PHOTOS *Continued*



Tony Hood and Kay Sees, Turn Bull Lumber Co., Elizabethtown, NC; and Lance Johnson, ISK Biocides Inc., Roanoke, VA



Bob Miller, Frank Miller Lumber Co. Inc., Union City, IN; Julio Alvarez, Bill Hanks Lumber Co. Inc., Danbury, NC; and Derek Wheeland, Wheeland Lumber Co. Inc., Liberty, PA



Matt Yest, Kendrick Forest Products Inc., Edgewood, IA; Anita Howard, National Wood Flooring Assoc., Chesterfield, MO; Keith Haigh, Automation & Electronics USA, Shreveport, LA; and Lewis Reed, Thompson Appalachian Hardwoods Inc., Huntland, TN



Mike Ritze, Kelly Hostetter, Coby Short and Tom Coble, Hartzell Hardwoods Inc., Piqua, OH

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Joe Korac and Keith Haigh, Automation & Electronics USA, Shreveport, LA; and Tim Brownlee, Brownlee Lumber Inc., Brookville, PA



Steve Johnson and Paula Jarriel, Thompson Hardwoods Inc., Hazlehurst, GA; Rob Kittle, Cleereman Industries Inc., Newald, WI; and Phil Jarriel, Thompson Hardwoods Inc.



Peter McCarty, PHL Equipment Inc., Eau Claire, WI; and Brian Smith and Keith Haigh, Automation & Electronics USA, Shreveport, LA



Rene Laprise and Mathieu Laflamme, Carbotech International, Plessisville, QC

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Brian Schilling, Pike Lumber Co. Inc., Akron, IN; Paul Miller Jr., National Hardwood Magazine, Memphis, TN; and Richard Buchanan, Granite Hardwoods Inc., Granite Falls, NC



Stacy Thompson, Wood-Mizer LLC, Indianapolis, IN; Wesley Boles, Hermitage Hardwood Lumber Sales Inc., Cookeville, TN; and Randy Panko, Wood-Mizer LLC



Ron Smith, Wagner Meters, Rogue River, OR; and Jim Howard, Atlanta Hardwood Corp., Mableton, GA



Jim Howard, Atlanta Hardwood Corp., Mableton, GA; John Smith, Pennsylvania & Indiana Lumbermens Mutual Insurance Cos., Philadelphia, PA; and Eric Porter, Abenaki Timber Corp., Kingston, NH



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Linda Jovanovich, Hardwood Manufacturers Assoc., Pittsburgh, PA; Jimmy Jones, J.E. Jones Lumber Co., New Bern, NC; and Dana Lee Cole, Hardwood Federation, Washington, DC



Gale Keener, Mullican Flooring, Ronceverte, WV; Bud Griffith, Griffith Lumber Co. Inc., Woolwine, VA; and Dale and Bert Keener, guests



Barry Black and Don Woodruff, Taylor Machine Works Inc., Louisville, MS



Eddy Phillips, New River Hardwoods Inc., Mountain City, TN; Ed Holley, Holley Wood Products LLC, Orangeburg, SC; and Jack McKittrick, McKittrick Lumber Co., Camden, SC

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MWC PHOTOS *Continued from page 43*



Peter Nolet, Eacom Timber Corp., Montreal, QC; Gilles Gauvin, Autolog Sawmill Automation, Blainville, QC; Randi Walker, BC Wood, Langley, BC; and Louis-Philippe Deschenes, Autolog Sawmill Automation



Jim Irving and Jerome Pelletier, J.D. Irving Limited, Saint John, NB

NELA PHOTOS *Continued from page 47*



Paul Zylinski, Rex Lumber Co., Arlington, VT; and Ed White, Wagner Hardwoods, Cayuta, NY



Murillo Pelletier, Begin & Begin Inc., Temiscouata, QC; Marc Legros, Prolam, Cap-Saint-Ignace, QC; Jeff Poirier, Maine Woods Co., Portage Lake, ME; and Merilee Perez, Berkshire Hardwoods Inc., Chesterfield, MA

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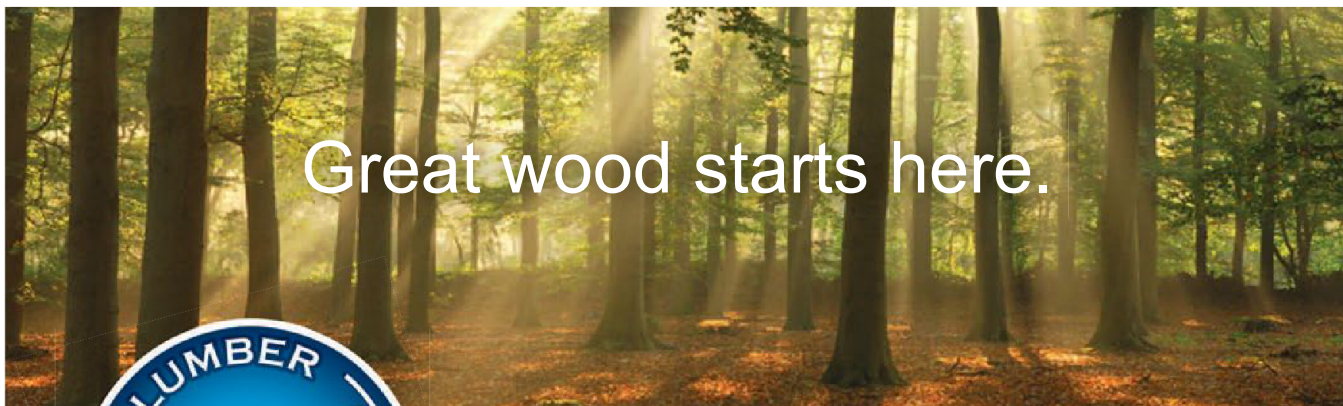
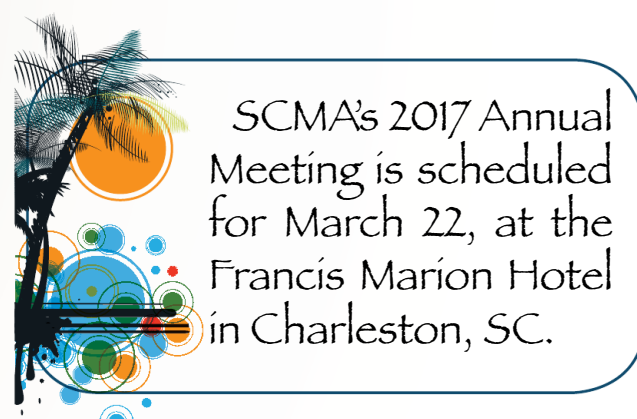
Hal Mitchell, Atlanta Hardwood Corp., Mableton, GA; Zack Rickman, Atlanta Hardwood Corp., Cleveland, GA; and Stephen Logue, Battle Lumber Co., Wadley, GA



Mark and Nancy Tuck, Gates Milling Inc., Gatesville, NC; and Tripp Josey and Logan Josey, Josey Lumber Co. Inc., Scotland Neck, NC



Lewis Reed, Thompson Appalachian Hardwoods Inc., Huntland, TN; Steve Johnson, Thompson Hardwoods Inc., Hazlehurst, GA; and Nordeck Thompson and Todd Nelson, Thompson Appalachian Hardwoods Inc.



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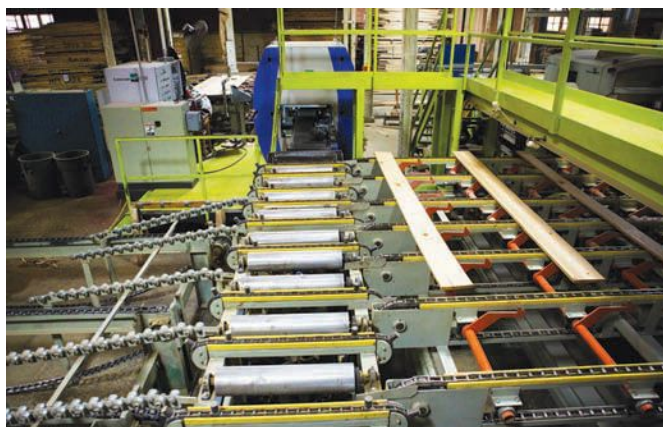
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Marcus Montgomery is shown here with the company's James L. Taylor Manufacturing Co. Glue Reel.



To further the company's goal of offering high quality products, a Rip Scanner Luxscan is utilized.

owned and operated. Third-generation member Sidney Anderson Jr. serves as chairman of the board and four fourth-generation siblings (Sid III and David, Robert, who handles kilns and lumber grading, and Laurie, who is responsible for human resources) work in the business along with David's son Ben (the first of the fifth generation).

According to Anderson, one of the firm's biggest competitive advantages is its willingness to remain flexible and open to new ideas, strategies, and technological innova-

tions. "We were one of the first companies to use scanning software and cameras on the front end of the production process, and to have a completely integrated process for planing, scanning, and cutting," he said. "From our perspective, continual investments in technology and equipment pay for themselves through the higher output and the better yields that they afford us."

Anderson Wood Products also stands out from its competitors by operating a "good sized mill" that adds value to



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This is a view of Anderson Wood Products' shipping bay.

its product mix with its downstream operations, said Anderson. "Many mills are focused on high production numbers but have limited capabilities when it comes to creating added value," he said. "There are also smaller mills that have tremendous flexibility and the ability to create added value. We're right in the middle of the two extremes."

Generations of the Anderson family that run the company create a work atmosphere and culture that simply can't be replicated at a non-family-owned company. "We have a lot

of longevity in terms of our employees, some of whom are related to one another – or to folks who have worked here in the past," said Anderson. "In fact, we have a high number of associates who have been here for 20 to 30 years and who are now preparing for retirement." Replacing those valued employees won't be easy for Anderson Wood Products, which is now turning its attention to finding, training,

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ANDERSON WOOD PRODUCTS CO. *Continued*



Among the equipment Anderson Wood Products utilizes is a Ram-co sander, operated here by Larry Timberlake.

and retaining qualified individuals to fill those voids.

"We're using everything from recruiting services to working with our current employees to help us find new candidates," said Anderson, who is bullish on Anderson Wood Products' ability to achieve its hiring goals and to continue growing and prospering throughout 2016 and beyond.

"We're focused on continued growth, both in our current target markets and in some new areas of opportunity." ■

For more information, visit the company's website at www.andersonwood.com.

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Abenaki Timber produces around 18 million board feet at its two yard locations. Kiln-dried Hardwood lumber offered by the company is primarily comprised of Hard and Soft Maple, White Ash, Red Oak, Yellow Birch, some Cherry, Basswood, Hickory and Beech.

protect the environment by converting this waste to clean fuel for the kilns. In West Virginia they concentrate on 4/4 and 5/4 Basswood, Cherry, Beech, Hickory, White Ash, Yellow Birch and 4/4 – 12/4 Poplar. Abenaki Timber uses natural gas in West Virginia to fire their boiler. All lumber at both plants is dried using only Breeze Dried stickers, placed on one-foot centers, to ensure that there is no stick shadow or stain. The company also uses end wax and end paint from U-C Coatings LLC, of Buffalo, NY, to enhance the appearance and keep the ends from checking. Both yards offer 2-sided surfacing and will allow for special sorts when needed. All lumber is graded after kiln drying and tallied with Picture Tally photo optic processing manufactured by River City Software. Abenaki is now also stocking steamed European Beech.

According to company president, Steve French, much of the company success can be attributed to the dedication and hard work of the 50+ employees that make up the Abenaki team. The marketing team of Greg Devine, Eric Porter, Bruce Horner, Nils Dickmann, and Steve French have a combined industry experience of over 120 years. Jon Mahoney, the yard manager for the Belington plant, has been plant manager there for over 25 years and attended

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NHLA

ABENAKI TIMBER CORP. *Continued*



Abenaki representative Nils Dickmann is pictured with lumber export packs bearing the company's logo.

the NHLA grading school prior to joining Abenaki. Sylvie Horning is the Epping, NH, yard manager and has been with the company for over 25 years as well. At the main office the staff has a combined total of over 60 years' experience. Abenaki takes pride in the longevity of its workforce.

Eric Porter, who works in sales and purchasing, noted that the success of any Hardwood concentration yard de-



Pictured are packs of 4/4 green Cherry lumber in Abenaki's receiving yard.

depends on the relationships developed with the green sawmills located near each plant. "Since the start of the company we all have worked hard to establish partnerships with as many of the green mills located within 100 miles of each plant," he said. Over the years a lot of those mills have closed, forcing Abenaki to look well beyond the desired range. "We need as many green mills as possible in order to provide the kilns with a steady supply of lumber to process."

In order to be regarded as a good partner to these mills Abenaki tries to buy whatever Hardwoods these mills produce even if it's not exactly what the KD market is after at the time. "Sawmills know that Abenaki is willing to help them out with some of the less desirable species in order to ensure a steady supply of the species that are in high demand," noted Porter. The company tries to buy No. 2 Common & Better material in most of the species and thicknesses they buy to further help the mills move all of their grade material with ease. With this type of purchasing plan the company can offer KD products in every domestic specie and every grade as well. Special sorts are always an option and the sales team prides itself in doing the best to match their products with exactly what the customer needs.

Once the lumber is kiln-dried at the plants, Abenaki's Hardwoods go to furniture, cabinetry, flooring, moulding, and millwork companies as well as distribution yards all over the world. Three years ago Abenaki hired an agent, Allison Chen, in China and started shipping directly to that market. She works directly with sales manager Greg Devine to offer products that fit that market. They also hired Nils Dickmann last year who brings international sales experience both in the Asian markets as well as the European markets. What used to be a primarily domestic company is now a truly international Hardwood

supplier. In addition to the main office sales team of Greg Devine, Eric Porter, and Steve French, Abenaki has field offices in Boswell, PA, and Seattle, WA. The Boswell office is manned by Bruce Horner who spends the bulk of his time on the road representing the company. The Seattle office is manned by Dickmann, mentioned previously.

Planning for the future is big on the

list of importance for Steve French and the team at Abenaki. Will French, Steve's oldest son, is the manager and director of SFR Hydro, which is a division of Abenaki Timber Corp. SFR is a four-turbine hydroelectric power plant in Milton, NH. Clean power is important to everyone and Abenaki is looking to expand that division if they can

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Antiquated resaw infeed systems have 90 degree infeed turns, one operator grading & turning the cant and one operating the resaw with no way of monitoring the cant during the entire sawing process. The costly fact is, most resaw operators believe their system is processing many more pieces per minute than are actually being sawn. To address this, McDonough's sales and engineering staff created the Simple Five Minute MAXX Infeed Challenge. In just five minutes you will see the truth about your resaw's production and see just how much you can gain from adding the McDonough MAXX Infeed System to any brand of vertical or horizontal wide band resaw.

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find some similar facilities to acquire. Steve's other son, George, is operating a firewood processing division which is operating well and showing great potential for expansion. In addition to this, the company sent two of their Epping employees to the National Hardwood Lumber Association grading school this past September and both graduated in November and are back

looking to build on that and make their mark at the company. The Epping division plans to install a remanufactured stacker at their green line this fall. This will add to their stacking capabilities and alleviate a bottleneck in their production.

Porter concluded, "We have young people in our system representing the next generation that will carry this com-

pany forward, and we have on staff seasoned veterans who set the bar high in every facet of our company. The future of Abenaki is bright."

Abenaki Timber Corp. is a member of the National Hardwood Lumber Association (NHLA), American Hardwood Export Council (AHEC), Hardwood Manufacturers Association (HMA), Appalachian Hardwood Manufacturers Inc. (AHMI), Indiana Hardwood Lumbermen's Association (IHLA), New England Lumbermen's Association (NELA), Western Hardwood Association (WHA), Penn-York Lumbermen's Club, and the Canadian Hardwood Bureau (CHB). Greg Devine has served on the board of directors for the NHLA; Eric Porter served on the board of directors for the HMA and is the immediate past president of the NELA. Nils Dickmann is the treasurer of the WHA. ■

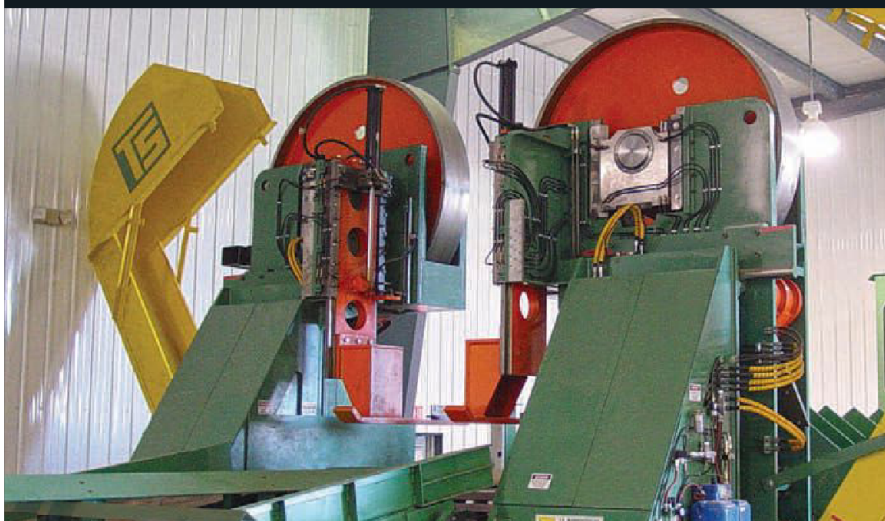
**For more information visit
www.abenakitimber.com.**

WCMA *Continued from page 24*

Products, stated, "The European Plant Tour provided a unique opportunity for WCMA members to interact and learn. Five busy days observing woodworking operations and equipment manufacturers engendered thought provoking discussion all the while allowing members to become better acquainted and build relationships. Visits to Weinig, SCM and Biesse enabled participants to closely observe the new technologies, including tailored demonstrations with product experts to answer our questions."

Anderson continued, "Tours of woodworking plants in Germany and Italy highlighted these new technologies being practically applied. The camaraderie of the group grew as we shared wonderful local meals and the time spent traveling together. All in all, it was a fun and very valuable learning experience, and I hope the WCMA will repeat this opportunity soon."

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For this first European Tour, WCMA partnered with two two-day sponsors, Weinig Group and Biesse America, and SCM Group provided a Gold Level sponsorship. These sponsors helped plan the tours of woodworking manufacturing facilities, their respective headquarters, as well as meals and hotels. We couldn't have asked for better partners, their graciousness and hospitality were outstanding! It is because of their support that the WCMA is able to further its mission of "advancing and promoting the interests of the North American wood products industry through interactive and innovative manufacturing solutions."

Frank Fitts, with Fitts Industries, stated, "The event was a great time to network with other members. For me, I learned more of what others did and got to know them on a personal level which can be difficult on domestic tours with so many people and so little time. The opportunity to see how the Europeans process and think of the machining and tooling cost is fascinating. This was very motivating to me to rethink some of how we do it. A new Paradigm if you will."

The WCMA Board of Directors will be discussing the opportunity to hold an event of this type in the future and will keep you posted. If you were unable to participate this year, you will surely want to participate in the future!

WCMA at IWF

The International Woodworking Machinery & Furniture Supply Fair (IWF 2016) is one of the world's largest trade shows for suppliers to the furniture, cabinet, flooring, moulding and millwork, components and general woodworking industries. The WCMA has exhibited at this show since its inception in the 1950's. The show is ideally suited to the component industry as we are both buyers of the machinery and equipment and sellers of components to the finished wood producers who attend this show. IWF 2016 will be held at the Georgia World

Congress Center in Atlanta from August 24-27. Please stop by the WCMA booth #1150 to view a display of our members' products and say hello.

2016 Fall Conference and Plant Tour Event

The WCMA will be hosting their Fall Conference and Plant Tour Event, September 18-20, 2016. The event will

once again mix educational sessions with tours of several high quality plants in the northern Indiana area. The event will give attendees an excellent opportunity to learn about advancements in woodworking machinery, equipment, tooling, supplies, software and overall business solutions.

Two receptions and one sit-down din-

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ner will provide attendees with plenty of opportunities to network, one of the biggest benefits of attending. This year the event will be open to companies that are potential members of the association, as well as current members.

We will be housing at the Morris Inn in South Bend, Indiana, directly on the grounds of the University of Notre Dame. Attendees can tour the campus

at their leisure or with a guide, and will find the beautiful campus, architecture and reverent environment a place of faith, renewal and spirit. Also close by is the Studebaker National Museum, with over 65,000 square feet of exhibit area. This museum proudly displays its collection of more than 100 vehicles from the earliest wagon to the last "Studie" made.

Registration information will be available in July. Mark your calendars and be sure not to miss this exciting event!

Executive Director

I will again be spending time on the road this summer visiting current and past member companies. I am always grateful when a company agrees to open their doors to me and I look forward to discussing ways that the association can improve. If you have any suggestions for us, please let me know. I always welcome phone calls from our members and am interested in any suggestions to make the association thrive and grow. ■

NEWS DEVELOPMENTS

Continued from page 15

for use in the residential repair and remodeling and new residential construction markets sold through home centers, kitchen and bath dealers and new homebuilders.

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STANLEY FURNITURE BUILDS VIETNAM FACTORY

Stanley Furniture, located in High Point, NC, recently secured an alliance with Starwood Manufacturing VN Corporation, a furniture manufacturer in Vietnam, to develop a factory in Ho Chi Minh City, Vietnam.

Stanley says the 150,000 square foot plant is aimed at helping Stanley achieve better long-term control over its sourcing in Asia. Currently, Stanley produces at 10 factories in Indonesia and Vietnam.

The alliance, according to a press release, allows Stanley Furniture to "engineer its designs specifically for the efficiency of the factory, schedule and supervise production to satisfy its specific customers' demands, and provide quality assurance." The company says that the plant will allow its



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LAKE STATES

Continued from page 10

Handling Hard and Soft Maple, Birch, Ash, Red and White Oak, Cherry and Hickory in 4/4 through 8/4 thicknesses both kiln-dried and green, he said, "4/4 Ash is pretty hot in all grades. No. 1 Common Hard Maple has slowed down considerably. Cherry is moving a little better for me."

Regarding inventory, he mentioned "levels are about average for this time of year. We expect to really start moving larger volumes in the third quarter of this year. Our export markets have been strong here lately."

His customers are primarily distribution yards and cabinet manufacturers. "We'll have a better idea of what the market will look like once we head into the summer months, but I'm comfortable where we are right now," he said.

A contact in Ohio said, "Hard and Soft Maple are down a little bit for us, but I expect them to improve over the next few months. Everything else has been pretty steady across the board, though."

Looking forward, this contact has a positive outlook fueled by his customers' perspective. He sells to various enduser markets. "All markets seem to be doing pretty well right now. My customers think the market will continue to improve and so will business. The demand for the product is there." ■

NORTHEAST

Continued from page 10

4/4 FAS and No. 1 Common and Hard Maple 4/4 No. 1 Common are moving best for him.

He noted that the export business had picked back up after the Chinese New Year. "We are seeing good busi-

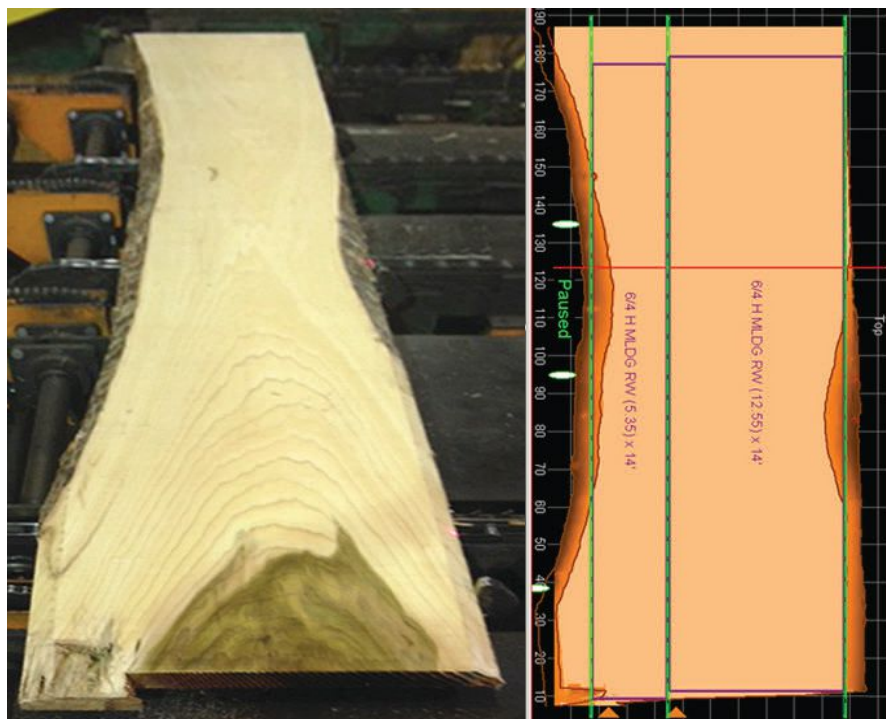
ness from China. Red Oak and White Oak orders are good, however I don't see any substantial price increase," he said. "Cherry FAS and No. 1 Common are doing well, and FAS Poplar seems to have found some good demand in China also. However, both No. 1 and 2 Common Poplar are very weak in Asia. The Taiwanese wood products manufacturers who use Poplar are using a much cheaper Rubberwood and it is really hurting the common Poplar

grades."

Pricing, he said, is mostly stable for Red and White Oak and FAS Poplar. "Hickory is trending down, Ash is trending down and so is No. 2 Common Cherry. Soft Maple FAS and No. 1 Common are trending up."

An Appalachian Hardwood wholesaler in New York said that he has "been pleased with the year so far.

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We have done well and are on pace to have a better year than we had previously." He noted that a mild winter the first few months of the year, as well as strong demand in export, has had a positive effect on the market overall.

This source handles Poplar, Ash, Red and White Oak, Soft and Hard Maple and Cherry. He mentioned a slowdown in Hard Maple and added

that Poplar is his hottest species at the time of this writing.

This source commented that he feels pricing for Hardwood lumber is a little down, but "I'm not too worried about it. I expect it to level off soon," he said.

Looking forward, this contact said, "Once we get into the warmer months, I expect activity to pick up more. I think overall it will be a strong year." ■

Continued from page 10

shipping a considerable amount of high-grade lumber to distributors in Southern California and Phoenix, AZ, where large construction projects have recently broken ground. "Not a lot of people think about it, but commercial projects are a large consumer of high-grade wood products, in addition to single-family residences. That's in contrast to a lot of the apartment complexes and multi-family structures that choose the lower-grade or synthetic options. Single-family isn't the only market looking for those upper grade species." Those species he referenced include Cherry, Basswood, Red and White Oak and Poplar, all among the inventory his firm supplies.

"Western Soft Maple is one of the most popular species currently. End-users are choosing it because it's one of the least expensive options for kitchen cabinets and similar products, especially compared to the Eastern Soft Maple," he added.

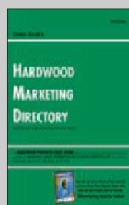
On the subject of trucks and shipping lumber to and from their facility, the lumber contact was pleased with how trucking rates have decreased so far in 2016. "We're right along the I-95 route that serves as a trucking artery for much of the Western half of the U.S., so trucks are always headed in and out looking for loads to carry. Compared to other parts of the country I'm happy to say that has not been an issue."

His 2016 outlook for Hardwood markets was confident but prudent. "It's not quite the time of year when customers are willing to buy months and months worth of inventory. That comes later into the summer months."

A source working at an Oregon Hardwood supplier offering most domestic Hardwoods, including Poplar, Ash, Alder, and Red and White Oak, said, "Housing starts have lagged in the last few months compared to the two previous years. Permits are being filed, but they're only a prognosticator of possible housing projects down the road, nothing's set in stone. I've got customers in the distribution and end user sides of the industry that are sort of tip-toeing until signs

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point towards increased purchasing being a worthwhile move."

The contact mentioned that a number of his sawmill contacts in the Hardwood industry said that it's a struggle to get the value back out of the log once it's been cut. "There is an imbalance between log and product pricing and it hasn't improved much at all since the beginning of the year."

Log inventories are good according to the source, and lumber inventories are down quite a bit from the start of the year. "Lumber that was part of last year's stock has been sold, so right now we're able to ship the lumber as soon as it's ready."

The contact mentioned that while order files were not particularly long, they were strong into the next month-and-a-half. Beyond that most customers are not purchasing much.

"I know on the softwood side that everyone's concerned with the flow of Canadian lumber into the U.S. It's creating a competition that might not see a resolution until the U.S. and Canadian governments find a resolution to the trade agreement later in the year," the source said.

Speaking on the next few months, the contact stated that while some competitors were struggling a bit, that was just a sign of how the market can change based on what state you're in. For his operation he foresees a strong year at least on track to mimic 2015.

An additional contact in California stated that White Oak was the hottest specie currently for his operation. Among his offerings are Red Oak, Walnut and Hickory (all FAS, No. 1 and No. 2 Common), with the latter specie being the slowest at the time of this writing. "Hickory makes a beautiful floor, but like any species it sees ups and downs. Right now it's slow."

With lumber being shipped in from sawmills in the Midwest region of the U.S., the lumber source said that transit was not an issue currently. His company's customers are mainly in the distribution and flooring catego-

ries of the Hardwood industry. "People know the lumber is out there when they need it. It's just a matter of being the first one answering the phone to take those orders. I keep telling everyone that you've got to keep your cell phone on and not ignore those calls otherwise you'll miss out on sales opportunities," the contact stated.

He continued, "Shipments are pretty

timely and I haven't heard anything negative in that arena. I think everyone understands that if you're not the first one to return a call or have the item in stock then you're missing out on those orders."

Echoing comments from other sources, the contact said that the next few months will paint an outline for how the

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

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

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

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

WHO'S WHO IN HARDWOOD PURCHASING

BOBBY CLEVELAND is owner and production manager of **Tri-C Wood Products Inc.**, located in Union, MS.

Tri-C Wood Products is a second generation, family-owned manufacturer of specialty Hardwood flooring, furniture components and mouldings. The company purchases approximately 300,000 board feet annually of Red and White Oak and Hickory (No. 1 and No. 2 Common, 4/4, Green and Rough).

Cleveland is a graduate of Union High School, located in Union, MS and attended East Central Community College, located in Decatur, MS, in 1979. He has spent 17 of his 35 years in the industry in his current position. As owner he handles daily operations, while his duties as production manager include lumber purchasing, maintenance, overseeing production and the lumberyard.

In his spare time, Cleveland enjoys spending time with family, hunting and church activities. He has been married to Denise for 34 years and the couple has two daughters, one grandson and one granddaughter.

For more information visit www.tri-cwood.com.

SLOAN CLINGERMAN is partner at **CLINGERMAN DOORS LLC**, located in Clearville, PA.

Clingerman Doors is a custom, high-end manufacturer of garage and entry doors. The company purchases over 100,000 board feet per year of various Hardwood and softwood species. White Oak is the predominant domestic specie purchased, while imported species procured include Sapele, Mahogany and Spanish cedar. All lumber is purchased FAS, 4/4, 6/4 and 8/4.

Clingerman Doors also uses Douglas fir in manufacturing.

Clingerman graduated from Everett Area High School, located in Everett, PA, in 2004 and from the University of North Carolina at Wilmington, located in Wilmington, NC, in 2008. He started at the company early in its inception working alongside his father. Clingerman has held his present position since 2006 and currently oversees a little of everything at Clingerman Doors, including sales, marketing, lumber purchasing, scheduling and CAD drawings.

Clingerman Doors is a member of the International Door Association. The company has previously been placed on the Wood & Wood Products Magazine's Wood 100 and 2009 fastest growing firm list.

In his spare time Clingerman enjoys playing with his dog, Sapele, spending time with family and friends, and riding his motorcycle. He also enjoys renovating the family farmhouse he lives in with his wife, Jerrica, which used to belong to her grandparents. In July 2016 the couple is expecting their first daughter.

For more information visit www.woodgaragedoor.com.

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

Ronnie T. Curry is production manager at **Wholesale Hardwood Interiors Inc.**, located in Campbellsville, KY.

Wholesale Hardwood Interiors is a manufacturer of interior doors, pre-hung Masonite doors, interior house trim, cabinets and arches. The company purchases approximately 600,000 board feet per year of Poplar and Red Oak, as well as some White Oak, Hickory, Hard and Soft Maple, Cherry and Mahogany. All lumber is purchased FAS, 4/4 through 8/4, 6 to 8 percent moisture content and Rough.

Curry is a graduate of Green County High School, located in Greensburg, KY. He has worked at Wholesale Hardwood Products for 12 years and his first position in the forest products industry was in 1980 at Clark Casual Furniture, also located in Greensburg.

Wholesale Hardwood Interiors is a member of the Kentucky Forest Industries Association and the Kentucky Chamber of Commerce.

In his spare time, Curry enjoys playing banjo in a local bluegrass band and farming. He has been married to Lisa for 33 years and the couple has two sons and one grandson.

For more information visit www.wholesalehardwoodint.com.

DARREL JONES is vice president and co-owner of **Custom Plastic and Wood LLC**, located in Benton, AR.

Custom Plastic and Wood (CP&W) is a manufacturer of custom solid wood mouldings, one-piece cabinet doors, five-piece cabinet doors, as well as commercial and high-end residential cabinets. The company purchases 125,000 board feet of Hardwood species per year, including Maple, Alder, Knotty Alder, Poplar, Red Oak, Hickory, Cherry, and Beech (mostly FAS, S2S and 13/16). Some pine is also purchased for use in manufacturing.

Lumber is straight line ripped on-site and the company also offers CNC services.

Jones and his business partner Curtis Lowry founded CP&W approximately 16 years ago. Jones and Lowry combined their skills in drawing and CNC design and as Jones stated, "The long days soon formed into a company."

Jones is a graduate of Gurdon High School, located in Gurdon, AR, in 1986 and Southern Arkansas University Tech, located in Camden, AR, in 1989. His first job in the forest products industry was in 1986 working as a summer hire at the plywood division of International Paper also located in Gurdon. Other positions held include MDF moulding manufacturer at Nickell Moulding Company, previously called NMC Finishing, and sawmill machinery design at USNR. In his current position Jones handles lumber purchasing, estimating, tool design, planning, customer service, project management and product design.

In his spare time, Jones enjoys fishing for crappie, SEC

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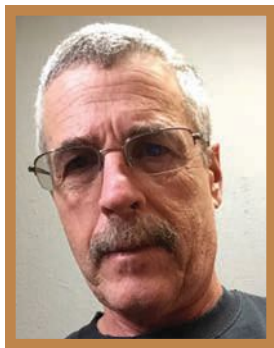
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WHO'S WHO

CONTINUED

football, college baseball and hunting. He has been married to Elizabeth for 26 years and the couple has one daughter.

For more information visit www.cpandw.com.



Rick Thaler

RICK THALER is president and owner of **OGB Architectural Millwork**, located in Albuquerque, NM.

OGB Architectural Millwork is a manufacturer of casework, countertops, mouldings, wood doors and architectural specialties. Annual lumber purchases total approximately 100,000 board feet of Poplar, Alder, Cherry, Oak, Walnut, Birch, Maple and Mahogany (FAS, 4/4, 6/4 and 8/4, usually

Rough and some Surfaced).

Thaler graduated from Brighton High School, located in Rochester, NY, in 1971 and also attended Prescott College, located in Prescott, AZ. He founded OGB Architectural Mill-

work 16 years ago and has held the position of owner, president and lead estimator ever since. Thaler's first position in the forest products industry was in 1973 as a framer, and his other past work includes trim carpenter, cabinetmaker, estimator and project manager. Currently he handles daily operations, estimating and some of the lumber purchasing.

OGB Architectural Millwork is a member of the Architectural Woodwork Institute (AWI), Cabinet Makers Association, American Subcontractors Association and the Albuquerque Chamber of Commerce. The company is a recipient of the AWI National Quality Award.

Clubs that Thaler is personally involved in include the AWI golf outings and the Captain Sandia Viejos APA 8 Ball League.

In his spare time, Thaler enjoys hiking, biking, skiing, shooting pool and reading. He has been married for 36 years and the couple has one son, one daughter, and two grandsons.

For more information visit www.ogb-am.com.

CHRISTOPHER J. WILSON is chief operations officer for **St. Charles Hardwoods Inc.**, located in St. Peters, MO.

Please turn to page 85

We at Bryant Church Hardwoods, Inc., located in Wilkesboro, NC, are proud of our modern Hardwood concentration yard facility that we constantly update to better serve our customers with the finest Appalachian Hardwood and Eastern White Pine lumber available. Call us at (336) 973-3691 when we can be of service.



This is an aerial view of our modern Hardwood concentration yard where we process quality Appalachian Hardwood and Eastern White Pine lumber.

Some facts about our company are, we:

- Have a 30 acre Hardwood and Eastern White Pine lumber concentration yard that exclusively represents one sawmill.
- Specialize in all thicknesses of kiln dried Eastern White Pine lumber.
- Deal in Appalachian Hardwood species such as Red and White Oak, Poplar, Ash, Hard and Soft Maple, Steamed Walnut, Cherry, Basswood, Beech and mixed Hardwoods.
- Market our Appalachian Hardwood lumber in 4/4 through 8/4 thicknesses that is green, air dried and/or kiln dried.
- Specialize in mixed truck loads.

- Have 9 steam dry kilns that have a combined dry kiln capacity of 630,000 bd. ft. per charge.
- Own a Newman 382 planer.
- Usually carry about 4,000,000 bd. ft. on our air drying yard.
- Usually carry about 1,500,000 bd. ft. of kiln dried lumber in inventory.
- Offer export preparation, container loading and package tally.
- Offer the service of sorting lumber at special lengths, widths and grades according to customer specifications.
- Use our own trucks and contract trucks for prompt delivery of your orders.
- Have over 75 years of combined experience in the lumber business.



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TRADE TALK



Duncan Mathews

NEW ORLEANS, LA—Robinson Lumber Company, located here, recently announced that industry veteran Duncan Mathews joined the company as a sales executive, focusing on selling flooring and decking in the Northeast and Mid-Atlantic. Mathews will be based in Winchester, VA, at the company's location there. He will also take over key customer accounts in Australia, New Zealand and South Africa.

"Having run my own independent trading business for the past 18 years, joining forces with a larger company was a significant decision to make. After much consideration, I felt that Robinson was the only company in our industry that shared my passion for Hardwoods, valued my independence to take smart risks and also asked me to have the courage to speak my mind," Mathews said.

Mathews joins Robinson with decades of experience in the Hardwood industry, both from his own family business in Australia, as well as in the U.S., where he has lived since 1994 honing his skills in imported finished products as well as export Hardwood lumber.

Robinson is very excited to welcome Duncan to the team, according to a company press release, not only for the relationships he has fostered in the flooring and decking industry within the U.S., but particularly in the Northeast and Mid-Atlantic, where with its new facility in Winchester, Robinson looks forward to significant growth.

Duncan can be contacted at 540-817-3005 or via email at duncan@roblumco.com.

Now in its second century of operation and fifth generation of family ownership, Robinson Lumber Company is among the leaders in wholesale international wood products purchasing, manufacturing, processing and transportation serving customers and suppliers in over 70 countries.

For more information, visit www.roblumco.com.

SAINT-ÉPHREM DE BEAUCE, QC—PHL Equipment Inc., located here, recently launched a new YouTube channel. Search YouTube for PHL Sawmill Equipment to access the channel and see videos of the various equipment that PHL manufactures, from material handling equipment to primary breakdown machinery to sorting and stacking lines. PHL also recently launched a new website.

PHL is an equipment manufacturer that strives to optimize the production performance of sawmill, planing mill

AN UPDATE COVERING THE LATEST NEWS ABOUT HARDWOOD SUPPLIERS/VENDORS

and wood handling operations by offering innovative and simple turnkey solutions to meet specific needs, along with high quality installation and after-sale services, according to a company source.

For more information, visit www.phlinc.ca.



Joe Hyrka

MAPLE GROVE, MN—Midwest Hardwood Corporation, headquartered here, recently announced the addition of Joe Hyrka to its sales team as a senior sales representative. He will be based out of his home office in Memphis, TN. Hyrka will be calling on primarily the South Central U.S. He brings over 30 years of Hardwood selling experience to the team.

Midwest Hardwood is based in Maple Grove, MN, with company owned sawmills and concentration yard facilities in Wisconsin, Missouri and Kentucky. Producing and selling over 100 million board feet per year of Northern and Appalachian Hardwoods, Midwest is one of the premier Hardwood suppliers serving manufacturers and distributors worldwide, according to a company source. With specialized programs in Walnut, Rift/Quarter-sawn, FSC and rip-to-width, Midwest is a complete forest to customer supplier.

Combined, their eight companies offer forest management services, logs, green and kiln-dried domestic and imported Hardwood lumber, plywood and panel products, laminates and hardware.

For more information, visit midwesthardwood.com.

HAZLEHURST, GA—Thompson Hardwoods Inc., part of the Beasley Forest Products family of sawmills in Georgia, will soon be replacing an existing late model Fulghum Industries' Rosserhead debarker with a dual head model V-2120 log debarker designed by and supplied by HMC Corp. of Contoocook, NH. Also planned is the replacement of an older Price LogPro 9-feet by 60-feet drum debarking shell with an improved drum shell and upgraded support system and drum drive assembly designed and supplied by Price LogPro LLC of Hot Springs, AR. Restoration of the drum debarker shell infeed and outfeed will also take place with parts supplied by Endurance Equipment LLC of

Please turn the page

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tony@indlbr.com

cc: randall@indlbr.com

cc: nelson@indlbr.com



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 940,000 board feet per charge of dry kiln capacity.

Information about our company that produces only the finest Appalachian Hardwood lumber, cants and by-products is shown below:

- 1) Between our two band mills, two Scragg mills and other sawmill equipment we produce about 45 million board feet of lumber, cants and by-products a year. We also have a 60 bay bin sorter and a planer in Independence, VA to help prepare our customers' orders.
- 2) We manufacture 4/4 through 8/4 Appalachian Hardwood lumber in excellent widths and lengths that is sold green, air dried and/or kiln dried in species such as **Red Oak, White Oak, Poplar, Hickory, Hard Maple, Soft Maple, Cherry, Ash, Basswood, Beech, Birch, mixed Hardwoods and Eastern White Pine.**
- 3) Counting our band mill operation in Independence, VA and Elkin, NC we have 940,000 board feet per charge of dry kiln capacity.
- 4) We offer services like export prep, mixed truck loads, lumber measured and inspected after kiln drying, length/width sorts, and color sorts. We also have our own fleet of trucks for promptly delivering your lumber to you.

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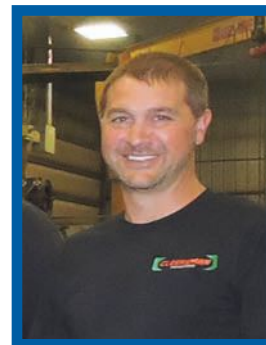
We reserve the right to adjust pricing and terms without notice.

TRADE TALK CONTINUED

Fairhope, AL. Restoration of two plenum walls for two existing late model dry kilns by SII Dry Kilns of Lexington, NC, will take place to upgrade a common fan wall section.

Thompson Hardwoods Inc. has been a manufacturer of Southern Hardwood and Cypress lumber and wood products since it was founded in 1957.

For more information, visit www.thompsonhardwoods.com.



**Paul Cleereman, vice president of
Cleereman Industries**

NEWALD, WI—Cleereman Industries has had several recent deliveries. These include:

- CLC Hardwoods in Amma, WV, received a Linear LP-38 Carriage, Cleereman Sawyers Cab with plus 1 controls and a Cleereman Husk and Off Bearer.
- Big Valley Hardwoods in Allensville, PA, received a HS-380 Carriage, Cleereman Sawyers Cab, Cleereman Modular Track Frame, Cleereman Husk and Off-Bearer and a Model 75 Hydrostatic Carriage Drive.
- Clinch River Forest Products in Tazewell, VA, received a Cleereman Dual Cable Tensioner, Linear LP-42 Tilt Carriage, Cleereman Heavy Duty Modular Track Frame.
- Evans Lumber Company located in Manchester, TN, received a Cleereman HD Dual Cable Tensioner, Cleer-

eman model 100 Hydrostatic Carriage Drive, HS-380 Carriage and Cleereman Heavy Duty Modular Track Frame.

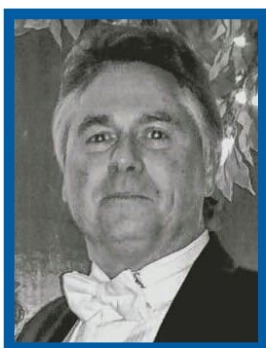
- Hart County Hardwoods in Munfordville, KY, received a Linear LP-42 Carriage, Cleereman Sawyers Cab, Cleereman Heavy Duty Modular Track Frame, Cleereman Heavy Duty Nose Skid Deck and a Cleereman 36-inch Bar Turner and Power Unit.

- American Industrial Hardwoods in Warm Springs, VA, received a Linear LP-42 Carriage, Cleereman Heavy Duty Modular Track Frame and a Cleereman Sawyers cab.

Additionally, the company is celebrating its 67th year in business. "We are thankful for our loyal customers as well as the new customers that put their trust in us. Cleereman is known for our carriages and the heart of the sawmill but we have grown into so much more over the last decade. Orders continue to be very strong and we would like to say thank you to everyone running Cleereman equipment," said Vice President Paul Cleereman.

Cleereman Industries offers a wide range of sawmill equipment from Carriages to Track Frames to Trim and Grading Lines to turn key mill projects.

For more information on Cleereman Industries, visit www.cleereman.com.



Keith Waldrop

MONTICELLO, AR—Keith Waldrop recently joined Maxwell Hardwood Flooring, located here, as the new Southeast territory manager. Waldrop will be assisting the Maxwell sales team by helping to expand business across the Southeast as well as service existing customers in his region.

Waldrop is a 30-plus year veteran in the Hardwood flooring industry and was with LaCrosse

Flooring as the SE manager before joining the Maxwell team. He and his family reside in Daphne, AL.

Maxwell Hardwood Flooring is a family-owned and operated Hardwood flooring manufacturer that was established in 1992. Their product mix includes Red and White Oak, Maple, Walnut, Hickory and Cherry in various grades and thicknesses.

For more information, visit www.maxwellhardwood-flooring.com.

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TRADE TALK *Continued*



Pictured is the logo for DMSi's new app, Agility | POD.

OMAHA, NE—DMSi Software recently announced its new proof of delivery app, Agility | POD. This mobile app provides customers and drivers with live status updates, electronic signature capture, real-time order information and much more.

Agility | POD gives businesses an edge by improving service quality. Contacts receive email notifications when an order is en route or delivered. Instead of paper forms, drivers can use their mobile devices to capture a signature from the recipient and take pictures of the delivery site.

Agility | POD is integrated with the Agility ERP system. This means there's no need to call drivers with updates, because changes made in Agility immediately show in the app. Signatures and delivery photos automatically upload to Agility. When the driver uses the app to mark an order as "delivered," Agility automatically begins the invoicing process.

To learn more about DMSi's integrated mobile, CRM and e-Commerce solutions, contact **Reed Rediger** at rediger@dmsi.com.

ROGUE RIVER, OR—Wagner Meters' System Technicians recently put together a substantial introductory video training series for customers to access at any time. The training is best for personnel needing a basic introduction, or those needing to refresh their knowledge on specific areas of operation and maintenance.

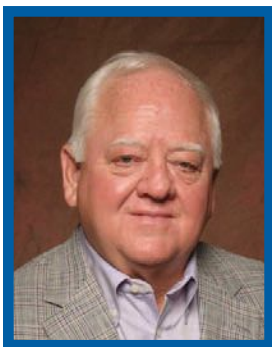
The videos offer a detailed, practical, moderate level of training, educate staff on the purpose and benefits of the system as well as demonstrate equipment and software functions. The demonstrations include console installation and navigation, sensor location options, wood clearance specifications, laser operation, grounding, calibration and warranty information. These videos cover the Apex and Omega In-Line Systems.

To access the training videos, visit www.wagnermeters.com/forestproducts/training.

WASHINGTON, DC—The Hardwood Federation has elected Tommy Maxwell, President and CEO of Maxwell Flooring in Monticello, AR, as the chair of the Hardwood Federation Public Action Committee Board of Directors.

The Hardwood Federation is comprised of 28 Hardwood trade and industry groups from around the United States and serves as the united voice of the Hardwood industry in Washington, DC, representing the industry on federal policy issues that impact Hardwood suppliers, manufacturers and distributors.

Top issues for the Hardwood Federation in recent years include increasing access to timber on federal lands, fighting



Tommy Maxwell

back onerous regulatory and environmental policies imposed at the federal level, including those of the Endangered Species Act, and promoting tax reform measures that support the industry.

As chair of the Hardwood Committee PAC Board, Maxwell will help the Federation identify federal office holders and candidates who support the Hardwood industry on issues that impact its economic viability. He will also

develop fundraising strategies to help these members during their campaigns.

Maxwell is also the incoming Chairman of the Board for the National Wood Flooring Association and serves on numerous other boards including the Arkansas Forestry Association.

For more information on the Hardwood Federation, visit www.hardwoodfederation.net.



Greg Ritchie

WHITE PIGEON, MI—Banks Hardwoods Inc. recently announced that Greg Ritchie has been promoted to the position of sales manager for the company.

Born and raised in Madison, IN, Ritchie worked in the horse ranching industry in Colorado for five years prior to attending Indiana University. After receiving his bachelor's degree in business management in 2003, Ritchie joined the Banks Hardwoods

team and attended the National Hardwood Lumber Association Inspector Grading School. He worked in production at the White Pigeon, MI, facility and then transferred to the Menomonie, WI, division to begin working in sales in 2004. Ritchie developed sales in North America from the Wisconsin office until his recent move back to Indiana in 2015 to work out of the main office in White Pigeon.

He and his wife Cindy have two daughters, Kanyon and Elizabeth, and three sons, Ainsley, Patrick and Preston. In his spare time, Ritchie enjoys raising mini cows on his ranch, golfing and skiing.

Banks Hardwoods has been providing quality kiln-dried domestic and imported Hardwood lumber as well as FSC-certified material for more than 30 years. In addition to more than 65 million board feet delivered annually, Banks offers special grade mixes, color sorts and other value added services.

For more information, visit www.bankshardwoods.com.

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TRADE TALK *Continued*

PORTLAND, OR—Patrick Lumber, a lumber exporter and secondary manufacturer, recently closed on a \$20 million loan from U.S. Bank to support its growth and provide working capital.

Patrick Lumber, founded in 1915, sells high-grade Alder and softwood products to distributors around the world in truckload, container and railcar volumes. The company also has a subsidiary, Wood Source, that sells to residential and commercial contractors in the Denver metro area.

For more information, visit www.patlbr.com. ■

WEST COAST *Continued from page 73*

year will progress, but the market doesn't look to be preparing for a sudden surge.

In closing the lumber source said, "Orders are a month or two out, but beyond that we're all just looking to keep on track with last year." ■

SOUTHEAST

Continued from page 10

can, Walnut too," he said. He mentioned that Walnut pricing is holding strong as well. Due to the recent wet weather in the region, this contact expects Ash, being a river tree, to be tougher to access in the coming months.

A Hardwood lumber manufacturer in North Carolina echoed other sources in the Southeast saying, "There seems to be a little bit of a slowdown right now but overall we're steady. It kind of ebbs and flows and it takes some time to see how it's going to pick back up, but I think we're looking good through spring and heading into the summer."

This contact sells Red and White Oak, Soft Maple, Ash, Poplar and Cypress in 4/4 through 8/4 thicknesses kiln-dried, air-dried and green. He said that all of those species are moving well and that both Red and White Oak as well as Poplar are strong for him at the time of this writing. His customers are furniture, flooring and cabinet manufacturers as well as some yards.

A contact in Mississippi said, "I would say we're definitely seeing an upward trend in the overall state of the market. Initially this year we saw a surge in our export business to Asia but have seen more of an uptick in our domestic business as of late."

This sawmill source deals with "about 70 percent Red Oak," and handles White Oak, Poplar, Ash, Cottonwood and Hickory among other species as well. He noted that the Red Oak is "selling better than it has been," and that he has seen the uptick mostly in FAS and No. 1 Common. "No. 2 Common does seem to be firming," he added.

In regards to inventory, he said "We were close to an all time high at the beginning of the year but due to our log supply and this uptick in business, our inventories are starting to get back to normal level for this time of the year."

His clients are primarily flooring plants, distribution yards and architectural millwork companies, both domestic and export.

Looking forward, he said, "I think the pipeline will be somewhat emptied of lumber due to some loss of production in the next couple of months so at least until the summer I think that we'll see an upward trend in sales." ■

WHO'S WHO *Continued from page 76*

St. Charles Hardwoods is a manufacturer of over 200 moulding varieties, as well as mantels, decorative carvings, Hardwood flooring, wood veneers, butcher block countertops and rosettes. The company purchases approximately 500,000 board feet annually of Red and White Oak, Poplar, Birch, Cherry, Walnut, Hickory, and Hard and Soft Maple (all FAS, Select and Better, 4/4, 5/4, 6/4 and 8/4, kiln-dried and S3S).

Wilson has worked at St. Charles Hardwoods since 1997. The company was founded by Wilson's father, Eddie, and the business is still family-owned. In his current position he handles various duties, including lumber purchasing.

Hobbies include hunting and fishing. He has been married to Dana for 10 years and the couple has one son and one daughter.

For more information visit www.stcharleshardwoods.com. ■

ONTARIO *Continued from page 12*

that the manufacturing industry is going to feel, specifically spending into transportation, water treatment and housing.

\$2.1 billion is towards repairs and retrofits to government-owned properties and buildings, as well as the greening of government operations. Some examples include funding to improve military housing, upgrade border infrastructure, and reduce the carbon footprint and energy consumption of federal buildings in the National Capital Region. This bodes well for those in the construction and renovation sectors, and can spur use of Hardwoods in these repairs and retrofits. ■

QUEBEC *Continued from page 12*

qualifying investments was also introduced. The savings are projected at \$539 million over four years. Investments that reduce greenhouse-gas emissions will get an additional rebate of 10 percent of the cost.

Small businesses will see payroll taxes reduced. The contribution to the health services fund of businesses with a payroll of \$1 million or less will be gradually reduced by 2021, to 1.45 percent from 1.6 for the primary and manufacturing sectors and to 2.0 percent from 2.7 for the service and construction sectors. Quebec will also accelerate tax relief for transfers of family businesses in the primary and manufacturing sectors, originally scheduled for 2017. ■

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- export prepping, container loading of logs and lumber, anti-stain dipping and end coating lumber.
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CONTACT:
EMAIL: joseylbr@embarqmail.com
SALES: C.K. (Joey) Josey, Jr.

CLASSIFIED PROFIT OPPORTUNITIES

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The position of District Sales Supervisor is available at ISK Biocides, Inc. (ISK). ISK is a distributor of wood preservation chemicals, stains, and associated products. The District Sales Supervisor will be responsible for the sale and support of ISK products to an established customer base, as well as developing new business.

The District Sales Supervisor will work from home and travel extensively throughout the eastern U.S. The position will report to the ISK Sales Manager.

The ideal candidate will have the following background:

- A four year degree, preferably in Wood Science, Forestry or a related field.
- Proficient PC skills including Excel and Word.
- Flexibility to travel throughout the region.
- Outgoing personality.
- Ability to work independently.
- Reside in, or able to relocate to, Virginia.

Other key responsibilities include handling customer complaints, assessing competition and developing data on future product needs. ISK offers a competitive salary and excellent benefits. Interested persons should submit their resume by e-mail to: perrettap@iskamericas.com.

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Bradford Forest Inc. is seeking to fill a key sales management / sales position due to an upcoming retirement. The position will be part of a sales team that services both North American and international accounts. We are looking for a self-starter who can effectively interact with others across the organization. The sales position requires travel to maintain contact with customers and be the face of Bradford Forest Inc.

Please email your resume and contact information to Steve Bukowski at steve_bukowski@bradfordforest.com.



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Our Company is searching for a Hardwood Concentration Yard ideally located in Indiana, Ohio, Kentucky, Eastern Tennessee, Pennsylvania or New York. Please send us the description of your facility including kiln capacities, lumber handling capabilities, boiler brand & size, number of acres, and number of employees if it is currently operational.

Respond to: ushardwoods68@gmail.com

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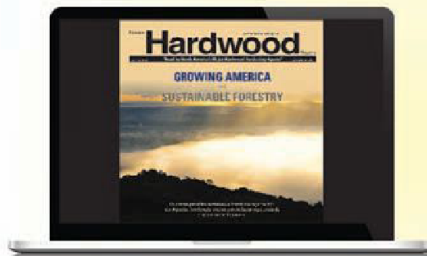
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Appalachian Lumber Co., Inc. (Page 5)

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

H. Arnold Wood Turning Inc. (Page 105)

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

Fitzpatrick & Weller, Inc.

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

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

Indiana Dimension, Inc.

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

Lebanon Oak Flooring Co. LLC (Page 1)

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

Quabbin Timber Inc. (Page 7)

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

Web Site - www.quabbintimber.com

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

Sitco Lumber Company

(Back Cover & Page 11)
2050 Kestrel Avenue
DeSoto (Dallas), TX 75115
Tel. (972) 225-4283
Toll Free (800) 627-4826
FAX (972) 228-5987
Web Site - www.sitco.com
E-Mail - info@sitco.com
sales@sitco.com
Sales - Jess Fulcher - j.fulcher@sitco.com
Steve McKeever - s.mckeever@sitco.com
Pudge Shatzler - p.shatzler@sitco.com
Bob Williams - b.williams@sitco.com
Jon Pappas - j.pappas@sitco.com
Tony Jackson - t.jackson@sitco.com
Kathy Campos - k.campos@sitco.com
Ron Hasten - r.hasten@sitco.com
Marketing Areas - National, International
Products - Lumber, S2S, Hardwoods & Exotics
Species - Domestic, Exotic & Imported Hardwoods
Branch Warehouses - SitcoLA - Cerritos, CA
SitcoSF - San Francisco, CA
SitcoCHICAGO - Chicago, IL

Stanley Woodworking, Inc. (Page 129)

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

H. A. Stiles (Page 89)

386 Bridgton Rd.
Westbrook, ME 04092
Tel. (800) 447-8537
FAX (207) 854-3863
Web Site - www.hastiles.com
E-Mail - steve@hastiles.com
Sales - Steve Parrish
Marketing Areas - National, International
Products - Turnings, Dowels, Handles, Columns & Balusters, CNC Routed & Shaped Parts, Furniture Parts, Toy Part Mouldings, Plugs & Wedges, Boxes & Crates
Species - All Hardwoods, Eastern White Pine, So. Yellow Pine
Machining Capabilities - Boring, Sanding, Tenoning, Routing, Shaping, Turning, Filing, Printing, Engraving

Thompson Forest Products Intl.

(Page 3)
24-B Battleground Ct.
Greensboro, NC 27408
Tel. (336) 373-1177
FAX (336) 373-1119
Web Page - www.thompsonforestproducts.com
E-Mail: billy@thompsonforestproducts.com
bob@thompsonforestproducts.com
Sales - Bob Thompson, Billy Thompson
Marketing Areas - National, International
Products - Dowels, Squares, Turnings, Edge Glued Panels, Dimension, Mouldings, Panels, Components, Drawer Side CNC Shaped Parts, Bed Posts, Table Legs, Chair Assemblies
Species - Ash, Maple, Birch, Beech, Hickory, Gum, Pine, Oak, Poplar
Machining Capabilities - Sanding, Tenoning, Moulding, Shaping, Routing, Boring

Wheeland Lumber Co., Inc. (Page 9)

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

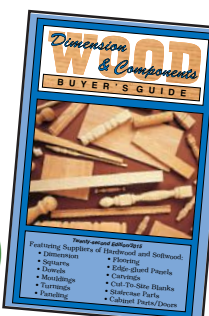
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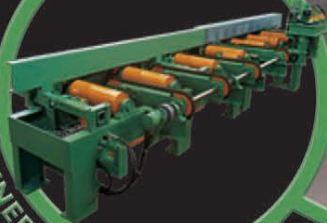
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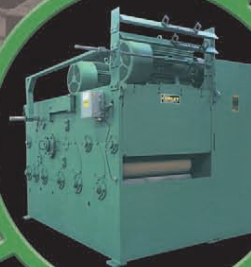
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