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JUNE 2021

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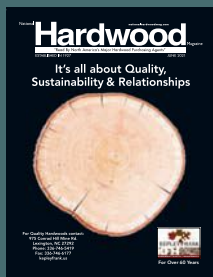
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About The Cover

Kepley-Frank Hardwood Company is a 60-year-old company that continues to evolve to set the pace in today's domestic and global economies. Located between the base of the Uwharrie National Park and the foothills of the Appalachian Mountains, we utilize cutting edge technology to provide high quality goods backed by superior pricing and highly efficient delivery both to domestic and international manufacturing customers.

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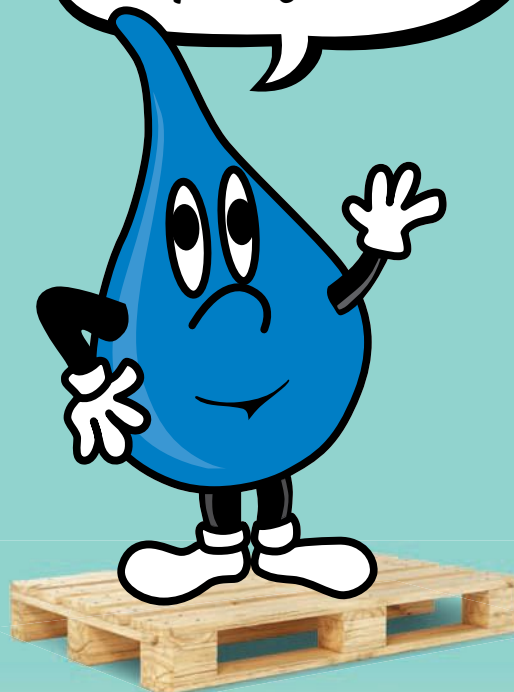
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HARDWOOD CALENDAR

June

SURFACES, Mandalay Bay Convention Center, Las Vegas, NV. www.intlsurfaceevent.com. June 16-18.

Penn-York Lumbermen's Club, hosted by: Penn-Sylvan Hardwoods at Cross Creek Country Club, Titusville, PA. www.pennyork.org. June 21.

Wood Component Manufacturers Association, Monthly Virtual Round Table, Open to WCMA members and companies eligible for membership. Topic: "Machinery Maintenance," Presented by: Weinig Holz-Her. Learn more at www.wcma.com. June 24.

July

National Wood Flooring Association, EXPO, Orlando, FL. www.nwfaexpo.org. July 7-9.

Mississippi Lumber Manufacturers Assoc., 2021 Convention and Trade Show, Beau Rivage, Biloxi, MS. www.mlmalumber.com. July 8-11.

Penn-York Lumbermen's Club, hosted by: Ron Jones Hardwood Sales Inc. at Wanango Country Club, Reno, PA. www.pennyork.org. July 19.

AWFS Fair, Las Vegas Convention Center, Las Vegas, NV. www.awfsfair.org. July 20-23.

Wood Component Manufacturers Association, Monthly Virtual Round Table, Open to WCMA members and companies eligible for membership. Topic: "US Hardwood Supply and Demand Update," Presented by: Judd Johnson with Hardwood Market Report. Learn more at www.wcma.com. July 22.

Lake States Lumber Assoc., Summer Golf Outing, Minocqua, WI. www.lsla.com. July 28-29. ■

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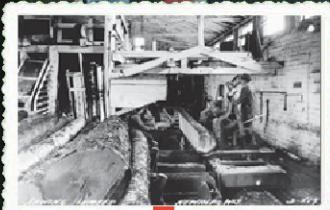


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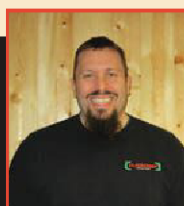


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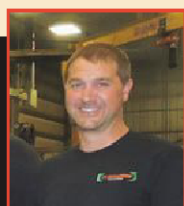
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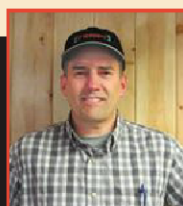
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U.S.A. TRENDS

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LAKE STATES

Lumber providers in the Lake States region report lots of business, higher prices and strong sales. Some of their customers are finding more wood, but, according to one source, "It's not easy."

A Michigan sawmill source said, "It's still pretty crazy-busy." The market, he stated, is better than it was several months ago. "It started to get hot about four to five months ago," he noted. "It's been crazy."

He provides Hard and Soft Maple, Hickory, Red and White Oak and Walnut, mainly in 4/4 through 8/4 thicknesses, with some 10/4 and 12/4. His best seller, he said, is Hard Maple. His customers are both end users and distribution yards. "They're pretty busy," he reported. "They're starting to find wood – but it's not easy." During one recent month, his firm had about 140 percent more in sales than in an average month.

Transportation, he pointed out, has been a struggle, "not terrible but a little bit of a struggle. Not having enough wood is the biggest problem right now, though."

"Up, up, up," is how an Indiana lumberman described his market as being in positive territory. "Lumber prices are going through the roof." He added, "We're getting enough lumber to keep us running OK. Also, demand is extremely strong."

His market is better, he stated, "but last year was good, too." He is capitalizing on "tons of new opportunities, mainly because of supply and demand issues. We've had very little pushback as far as price increases go."

Species he handles include White Hard Maple and Soft Maple, Red Oak and Cherry, mainly in 4/4. Soft Maple is his best seller.

He sells mainly to end users, including the biggest kitchen cabinet companies in the nation. His customers also include RV firms. "Most people we talk to in the kitchen cabinet business claim they could be doing 25 to 30 percent more business, but not having enough employees is holding them back," he remarked. Transportation is a problem, he added. Freight prices are up at least 50 percent.

In Minnesota, a Hardwood lumber flooring manufac-

NORTHEAST

In the Northeast, lumber sources reported that sales are going very well with the supply chain steadily improving since six months ago for some, while shortages still cause problems for others.

One source reported that, "it's getting a little easier to get lumber now," while another commented, "even though I'm in Maine, I'm getting calls from Wisconsin and Ontario looking for lumber." Most lumber providers interviewed agreed that the demand for Hardwood is strong, though some reported issues with transportation in the region, which impacts delivery.

A lumber provider in Pennsylvania complained that "there's still a shortage" of green lumber and that the market is "as good" as it was six months ago while most other sources in the Northeast reported at least some improvement in sales during this same period.

The Pennsylvanian's bestseller is Walnut followed by Hard Maple. He noted that Soft Maple is also "moving pretty good" and that he faces limited kiln capacity in regard to Red Oak, so he doesn't procure any more of that species than is necessary. He explained, "It takes 30 days to dry Oak and 15 to dry Walnut or Maple, so I want to keep those kilns as full of Maple, Walnut, and Cherry as I can."

In New York, a source reported the market as having a good balance, with enough green lumber coming in to meet the demand for kiln-dried lumber. This supplier offers Red and White Oak as well as Cherry in 4/4 to 8/4 in FAS and Better and No. 1 Common. He reported no issues in transportation and claimed that he deals with a "good group of truckers" that "take care of us."

The market in West Virginia was described by a lumberman as "wide open." He explained that, "Production was down 25 percent a year ago and demand has crept back up a little bit, but there's not enough lumber to satisfy the demand. A year and a half ago, there was product you couldn't sell." He claims that today's market is very different. "You can basically take the broom and sweep the whole place out now," he remarked. He offers Cherry, Red and White Oak, Hickory, Soft Maple, Poplar, and

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SOUTHEAST

The Hardwood market in the Southeast is booming compared to six months ago, but unprecedented issues remain with supply not meeting demand across the region. All sources repeated similar concerns and commented that the supply-and-demand dynamic is unprecedented. One source said, “Prices are rising, and volume is scarce.” Another remarked, “It’s never been like this, and I’ve talked to some customers of ours who’ve been doing this for 40-50 years, and they would say the same thing.”

A lumber supplier in North Carolina commented, “Most of us have been, or are, out of logs. It’s hard to sell something you don’t have.” However, he observed that the market prices have improved compared to six months ago. His company manufactures Red and White Oak, Poplar, Ash, and Cypress in all grades, with Poplar and White Oak “busting at the seams,” he explained. His company sells to a mixture of end users and distributors who reportedly are looking for more product due to a log shortage.

As far as transportation, this lumber provider described it as “a nightmare all by itself,” with increased prices for transporting lumber. “It didn’t go up a little bit, it doubled,” he stated.

According to him, these trends are unusual for the Hardwood industry. “I’ve been doing this since 1974, and I’ve never seen Hardwood like it is right now.”

A different lumber source from Tennessee shared the same concerns regarding supply. He has been in the Hardwood industry for nearly 28 years. “The market is incredible,” he stated, but “supply is extremely low.” Compared to six months ago, this source said he’s seen far better sales recently. He emphasized sales as being “a whole, whole, whole lot better.” He offers all major Appalachian species: Red and White Oak, Hickory, Hard Maple, Poplar, Ash, and Cherry with grades ranging from No. 3A and Better. His best-sellers are Poplar and White Oak with domestic business to end users, such as flooring manufacturers, moulding, trim and cabinet companies, as well as distribution centers and American ex-

WEST COAST

Lumbermen on the West Coast say the market is good and they are busy – but getting product can be problematic.

A lumberman in Washington State considered his market to be good. “If you’ve got the product,” he stated, “it generally moves right out the door. That’s the case for sure right now. It’s good. However, it’s frustrating because of lack of supply.” Overall, he observed, the market is better than it was several months ago.

Species he sells include Poplar, Red and White Oak, Hard and Soft Maple and Hickory. Red Oak is the only quiet specie, he remarked. Thicknesses are mostly 4/4 – for flooring, cabinet parts and moulding. “It seems like the cabinet manufacturers are doing well,” he said. “They’re surprised that the volume is so good.”

Transportation, on the other hand, is “terrible,” he noted. “It’s hard to get trucks. It’s deteriorating.”

In California, a lumber provider said his market is good. “It’s very good,” he said. “I’d say it’s good enough that we’re having the same problems a lot of people are having with getting materials in. It’s not a problem sometimes selling right now; it’s having enough material in here. With ocean freight the way it is, we bring in some items from Europe – Estonia, Germany and Spain – and the containers get delayed. Even our Hardwood mills are having trouble with enough supply. We’re struggling there, too.”

He commented, “We’ve been discounting our invoices for 40 years and being nice to our vendors, and we still can’t get the lumber we need. It’s a challenge. Sometimes we call it PTSD – price to time of shipment disorder. That’s what we’re suffering with. It’s been like that for some time now. But this, too, will pass. We just don’t know when. And we hope not to be stuck with high inventory cost when it does turn around.”

Compared to a few months ago, monthly sales figures indicate the market is now “a little bit better,” he stated.

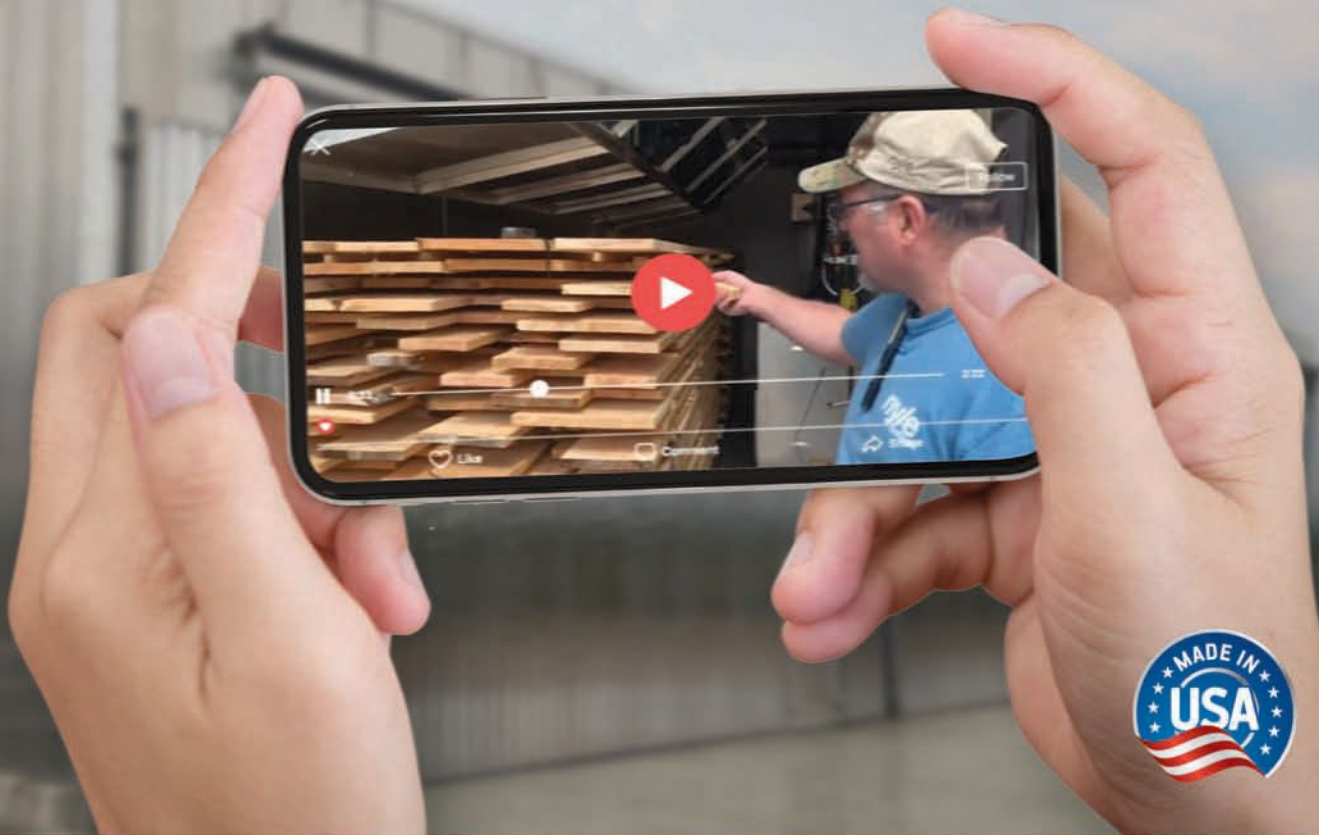
He sells all domestic species including Cherry, Maple, Poplar, Walnut, Red and White Oak, rift and quartered wood, up to 16/4 on certain items, upper grades and

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CANADIAN TRENDS

News from suppliers about prices, trends, sales and inventories

ONTARIO

With warmer weather conditions here and road bans now ended, supplies to sawmills were reported as improved, thus posting some gains in log inventories. Ground conditions were good for harvesting. Logging crews were able to get to their timber tracts. Rising prices are an incentive for sawmills to process as much lumber and pallet stocks as possible. Some contacts commented that finding staff to meet their needs is a challenge. At the time of this writing, the province was in a third wave of COVID-19, and officials issued lockdown orders as recently as April, and then added an extra two weeks, which made it difficult for the industry to keep moving ahead. Markets, contacts noted, are very good for Hard and Soft Maple and other whitewoods as is usual for this time of year. Export demand, they added, is geared to Red and White Oak, Ash, Cherry and Walnut.

According to published data, U.S. Ash lumber and log exports to Canada declined 16 percent each in the first two months of 2021 versus the same period last year. The decline is due to limited supplies. Shortages, it was noted, were still problematic, while demand was described as good. Prices for green and kiln-dried stocks rose sharply the past several months.

Aspen demand is still strong, with supply gaps still being felt heading into late spring. Green lumber availability was tight, however a balance existed between buyers' needs and developing supplies. As such, prices were firm. It was hoped more Aspen supplies would be available on the market.

With the labor shortage for some companies, Basswood supplies were not as high as they normally were over the winter months and also the focus was on revenue generating species like Soft and Hard Maple. Green Basswood supplies remained below buyers' needs, and therefore prices rose. With strong housing and renovation markets on both sides of the border, demand for kiln-dried Basswood is pushing up, with prices for many grades and thicknesses being firm to higher.

Demand from cabinets and trim markets is keeping

QUEBEC

The bad weather early this year did not dampen demand for Hardwood finished goods. In fact, the U.S. housing market is performing well, boosting demand for Hardwood products. There was a strike going on at the Port of Montreal at the time of this writing with container ships struggling to reach ports, and trucking shortages have slowed imported Hardwood lumber and finished goods from reaching customers. All the while, the regionally important species, Hard Maple, remains very popular with consumers. Demand is outpacing availability, resulting in ongoing price inflation. Prices have advanced for green 4/4 through 8/4 No. 1 Common and Better for FAS and Select and for No. 1 Common in both color designations. Prices for unselected thicknesses are reported to also have risen. Soft Maple also continues to show strong interest on markets, with supplies lagging demand. Some are using this species as a substitute for Hard Maple and Birch which are in very high demand.

With the rising demand and the low supply of Hardwoods, everyone was struggling to buy more lumber to meet their customers' needs. Logs are now flowing better to sawmills, even though it is reported that sawmill output has not increased a great deal. With the pandemic restrictions still in effect across the province, some are in need of skilled workers, and staying afloat is a daily challenge. This has been noticed in softwood lumber and panel products industries as well, causing these products to be at record price levels.

Demand is strong for Ash from wholesalers and end users. Exports to China are good as is the domestic market. With warmer temperatures, Basswood is now being sawn due to risk of stain, so timing is important. Contacts noted markets like the shutter and window blind manufacturers, as well as mouldings and millwork, are readily absorbing the supply.

Cherry sales are reported as brisk by sawmills and to remanufacturers. Domestic and overseas demand is growing faster than its production, and so prices are rising. Demand is very strong for Hickory from the U.S.,

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NEWS DEVELOPMENTS

Copeland Furniture Expands its Plant

Due to increased consumer demand, Copeland Furniture, headquartered in Bradford, VT, is expanding its facilities by 50,000 square feet, adding more room for manufacturing. After the expansion, Copeland Furniture will

have 127,000 square feet of indoor space.

The case goods firm makes solid wood bedroom, dining, office and occasional furniture. All of the furniture is manufactured in the United States with solid U.S. Hardwoods. Species include Cherry, Walnut, Maple, Ash and Oak. The company particularly likes to utilize Northern Hardwoods.

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



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Roll & Hill Adds a Furniture Line

Roll & Hill, a Brooklyn-based design and manufacturing company, known for its lighting items, recently announced it has launched a new furniture line. This furniture represents the marriage of Roll & Hill's design sensibility with the capabilities of a decades-old wood furniture manufacturer that the company recently acquired.

In early 2020, Roll & Hill announced the purchase of Alexis Manufacturing Company in Grand Rapids, MI. The 75-year-old American company is known as a producer of complex wood components and wood seating. The initial launch includes eight pieces by furniture-and-product-designers Karl Zahn, Jason Miller and Campagna.

For its new furniture line, Roll & Hill utilizes solid U.S. Hardwoods: Hard Maple, White Oak and Black Walnut. All manufacturing is done in the United States at the Michigan site.

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

Hekman Introduces Custom Home Office Line Made in the U.S.

Case goods resource Hekman Furniture, which manufactures in Zeeland, MI, is expanding a domestic custom home office program, mark-

NEWS ABOUT NORTH AMERICAN INDUSTRIAL HARDWOOD CONSUMERS INCLUDING MERGERS, PLANT EXPANSIONS & ASSOCIATION ACTIVITIES

ing what could be the company's resurgence as a manufacturer of wood furniture for the first time in more than a decade.

The company ceased its domestic production between 2007 and 2009, gradually shifting its case goods mix to Asia.

This past fall, Heckman launched a domestic lift-desk program that is now being produced in the Zeeland, MI, plant of parent company Howard Miller. Based on the success of that line, which began shipping in January, it is expanding the custom office program with pedestal desks, file storage cabinets and table desks. This furniture line, using solid U.S. Hardwoods – including Oak and Maple – is set to be shown this month at the High Point Market.

For more information, go to www.hekman.com/hekman/en.

Architectural Millwork Provider Wyatt Inc. Expands

Wyatt Incorporated, with a manufacturing facility in Monessen, PA, has announced plans to build a new 120,000 square foot plant, 20 percent larger than its current location.

Wyatt is an award-winning construction contractor providing, among other goods and services, architectural millwork. With the new plant, Wyatt expects to grow its workforce by 10 percent yearly for the next five years.

In its construction, Wyatt uses solid domestic Hardwoods, including Poplar, Maple, Birch, Oak and Ash as well as imported Mahogany.

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

European Union Regulation Interpretation Change

According to Robert M. Bishop of the U.S. Department of Agriculture,

“in the past, the EU was forgiving on post departure issuance of phytosanitary certificates. They allowed the USDA to inspect up to 30 days before the shipment left the U.S. and accepted a PC issued after departure. That is not the

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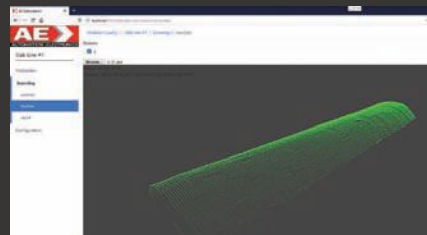
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INVESTING IN OUR YOUTH

Nothing stays the same, especially us. And perhaps it's because my grandchildren are "growing like weeds," or that several close friends have recently passed away that has me preoccupied with the importance of our younger generation(s), and the need for us to nurture and include them.

Our 32nd President, Franklin D. Roosevelt, said, "We cannot always build the future for our youth, but we can build our youth for the future." I'm not sure when those profound words were spoken - probably during the rebuilding of our country post the Great Depression - but they are certainly appropriate to today's topic, Investing in our Youth.

In this space, four years ago, I wrote, "We are an industry, and a nation, in the midst of a labor crisis. There is much to be done to resolve this issue. And there is no easy fix to this situation. But getting involved in training partnership programs with technical schools, community colleges and Universities in your area of the country are excellent places to start." Well, as we all know, the labor crisis continues, but not for lack of trying on HMA's part.

The Susan M. Regan Memorial Scholarship was established in tribute to the late Susan Regan, who served as Executive Vice President of the Hardwood Manufacturers Association (HMA) from 1990-2007. For those of you who knew Sue, you know that she was a dedicated industry stakeholder and a forerunner in the effort to raise consumer awareness of American Hardwoods.

Each year, HMA scholarships are available to qualified students enrolled in an accredited forestry and/or



wood products program - HMA's way of ensuring that Sue will continue to be remembered for her stellar work in the promotion of solid American Hardwood products, and one of our efforts to assist with the recruitment challenges facing our industry.

The most recent recipient of the Susan M. Regan Memorial Scholarship is Lucas Dionne, a second-year student at Northcentral Technical College, and

a Wood Science major working toward a Wood Technology Associate Degree. In his thank you letter to the HMA, Lucas provided these words regarding his career path choices, and much more.

"Woodworking has always interested me, but I never considered a career in the Forest Products Industry until my junior year of High School. During a Career Fair, I met my current instructor, Travis Allen, and he hooked me on the idea of being part of the Wood Science Program at the Northcentral Technical College. Leading up to my classes there, I focused on learning as much as my High School Shop instructor could teach me.

And twice I toured Zelazoski Wood Products, Inc., located in my hometown, and both times ended the tours feeling that I belonged there. I was employed there in the summer of 2020, and worked every task as if I were made to do it. As of now, a career in kiln operations fascinates me. Thank you for helping me get to this point."

Here's the 'take away' for us all.

Unbeknown to Lucas, he was telling us how to 'grow' others like him. What we all can do to identify, recruit and develop the "entry-level" manpower needed for our busi-

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BY LINDA JOVANOVICH,
EXECUTIVE VICE PRESIDENT,
HARDWOOD MANUFACTURERS ASSOCIATION,
PITTSBURGH, PA
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VALIDATING U.S. HARDWOOD SUSTAINABILITY AND TRACEABILITY AT THE ATOMIC LEVEL

Demonstrating the legality and sustainability of the U.S. Hardwood industry has long been a major focus of AHEC's promotional activities. From the early Life Cycle Assessment (LCA) work and the Seneca Creek Risk Assessment study to the interactive forest map and American Hardwood Environmental Profile we have been able to provide the industry with a variety of tools to tell our environmental story. Now, technology is providing us with the ability to go a step further in validation. We are currently involved in a pilot project with WorldForestID (WFID) to use science-based traceability techniques like stable isotope ratio analysis (SIRA) to geo reference timber and provide irrefutable proof of origin, in some cases down to just a couple square miles.

"SIRA is already proven in agriculture, where it provides provenance for meat, wheat and other food stuffs, and has been used to an extent in the timber trade to assist companies in carrying out due diligence and ensuring compliance with EUTR and similar laws," said AHEC European Director David Venables. "From our discussions with WFID, we believe it can be applied at large scale for provenance in the U.S. Hardwood sector, representing a potentially significant advance in environmental assurance. With FIA data we can demonstrate that the forest is sustainably managed, the Seneca Creek report provides evidence of good forest governance, while our LCA research details the environmental impacts of producing and processing and shipping the timber. Science-based traceability can underpin all this by providing categoric evidence of where the wood came from. It looks set to be another hugely valuable piece of the sustainable sourcing jigsaw."

SIRA involves analysis of the isotopes of chemical elements in organic matter – nitrogen, hydrogen carbon, sulphur and oxygen – which are absorbed during a plant or animal's life. Different isotopes have different numbers of neutrons and the blend is unique to the location where the plant or animal grew and lived. The system effective-



ly provides a chemical geographic fingerprint which can't be faked, unlike a paper-based certification system.

To date, isotope analysis has been applied to only around 125 U.S. Red and White Oak samples. The data from this is probably just enough to confirm that products in these Hardwoods are from the U.S., possibly from specific states. But by increasing sampling intensity the level of resolution can be greatly improved to give proof of origin from specific forest inventory units, watersheds, even stands.

WFID, AHEC's partner in the pilot study, is a consortium comprising of SIRA experts Agroisolab, Kew Royal Botanic Gardens, the Forest Stewardship Council certification scheme, the U.S. Forest Service International Programs office, and the World Resources Institute.

It has already undertaken test projects in Gabon and Malaysia working with Okoumé and Meranti. With AHEC, it put forward a proposal to the U.S. Department of Agriculture via the U.S. Forest Service International Programs and secured a grant of \$300,000 for the American pilot program. This will be used to start building reference datasets for a variety of technologies, including SIRA, and to support applied research to explore the finest geographic resolution that can be achieved with each method or combinations of methods.

The research is being undertaken at various forest sites in Kentucky and will run until the end of 2021. The species selected for the trial are White Oak and Tulipwood, or Yellow Poplar. Both are highly commercial tim-

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BY MICHAEL SNOW,
EXECUTIVE DIRECTOR,
AMERICAN HARDWOOD EXPORT COUNCIL,
STERLING, VA
703-435-2900
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A FOND FAREWELL

It's never easy to say goodbye, especially when you work for an industry that helped build America and even saved it once or twice during a couple of World Wars, conquered recessions, and whatever else that might have been thrown in our path.

For the past five years, I have had the extraordinary honor of working with the National Hardwood Lumber Association, its staff, and of course, NHLA members. I have had the opportunity to travel to the far reaches of the world and have seen the enormous respect for NHLA and our National Inspectors here in the United States and as far away as China.

More importantly, I have witnessed first-hand the NHLA Board and staff's commitment and pride in serving our members. NHLA is fortunate to have a Board of Managers focused on honoring the traditions of our past and strengthening the foundation that has kept the organization and the industry moving forward for over 120 years. Today's staff are focused on building better connections with our members, examining the potential of new technologies that can offer members new value, and of course, promoting the industry through our support of the Real American Hardwood Coalition.

They are always looking for new ways to serve. I am



proud to have been a part of that.

NHLA's contributions to the Hardwood Federation are yet another example of the organization's focus on protecting our members from unwarranted legislation and ensuring that government leaders in Washington know who we are and understand our commitment to the environment.

My sincere thanks to those who invited me into your sawmills and educated me on the immense pride you have in being a part of this great industry. And thank you again for the education when I called with yet another question on "how it all works." Thank you for the time you spent mentoring me and passing on the pride you have in what your work stands for.

I was raised in a farming family, with many of the same principles you stand for. I thank you for making me feel at home and sharing your guidance and inspiration.

My decision to leave was difficult, but rest assured, the progress will continue, guided by the great hands of the Board of Managers and the NHLA team.

Thank you for the opportunity to serve the men and women of this great industry. I wish you all peace and prosperity. ■

BY LORNA D. CHRISTIE,
EXECUTIVE DIRECTOR,
NATIONAL HARDWOOD
LUMBER ASSOC.,
MEMPHIS, TN
901-377-1818
WWW.NHLA.COM



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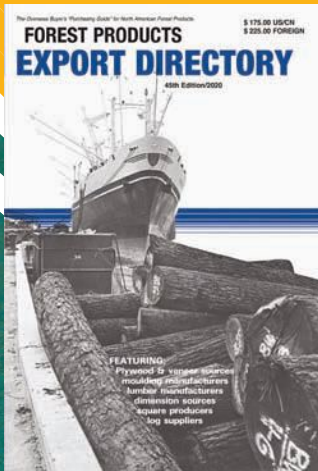
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JUNE 2021 ■ NATIONAL HARDWOOD MAGAZINE 15



GAT CREEK

Plans Expansion, Focuses on Product Stability and Safety

Gat Creek's Wilson table in Ash displays the excellence of West Virginia workmanship in beautiful Appalachian Hardwoods.



Gat Creek's Palisade dining room table and Bella chairs, both made of Cherry, add elegance to a home.

By Michelle Keller

Berkeley Springs, WV—Hardwood furniture manufacturer Gat Creek, based here, purchases 1.7 million board feet of Hardwoods annually in Maple (No. 1 Common), Walnut (FAS), Ash (No. 1 and No. 2 Common), Cherry (No. 1 Common) and White Oak (No. 1 Common) in 4/4, 5/4, 6/4 and 8/4 thicknesses.

Manufacturing residential furniture from solid Appalachian Hardwoods, the operation encompasses 95,000-square-feet and employs 145 people. Key personnel, including CEO Gat Caperton, are Vice President of Operations Donna Burdock; Vice President of Finance Terry Frost; Vice President of Sales and Marketing David Petersen; Production Supervisors Zak Zackrzweski and Jeff Kidwell; and Front End Lead Mike Snow.

Gat Creek is focused on providing safe American-made products that will stand the test of time. CEO Gat Caperton said, "Providing safe, quality products is who we are. Indoor air quality, the safety of our environment and sustainably managed forests, the health and safety of our workers and our community are priority. Of course, furniture stability is going to be important to us."

Along with safety and quality, the people at Gat Creek

also place a strong emphasis on artistry, refinement and elegance. Caperton said, keeping the elegance of wood means paying attention when choosing boards from the mill. "At Gat Creek we seek out Cherry's signature contrasting grain patterns found in the heartwood," he ex-

"Providing safe, quality products is who we are."

Indoor air quality, the safety of our environment and sustainably managed forests, the health and safety of our workers and our community are priority. Of course, furniture stability is going to be important to us."

—Gat Caperton, CEO, Gat Creek

plained. "We are careful about avoiding sapwood which is the wood closest to the tree's bark. Sapwood tends to be white and stay white as the Cherry wood ages. That's how you end up with what we call zebras and tigers: a

Please turn to page 48



In sales are, left to right, Bruce Horner, Nils Dickmann, Greg Devine, Steven French and Eric Porter.

Abenaki Timber Corp.:

Strong Foundation, Solid in the Present, Bright Future

Kingston, NH—Founded in 1982 by veteran lumberman Bob French with his son Steve as the first employee and a \$50,000 line of credit from the Exeter Banking Company, Abenaki Timber, located here, is now owned by a small group of key team member stockholders and produces 20,000,000 board feet of kiln-dried Hardwoods between its two almost identical facilities.

Take a closer look, and you will find a company that has built on that foundation to be a well-respected producer of some of the finest kiln-dried Hardwoods in the world. With a keen eye for talent, chairman Steve French has surrounded himself with a hard-working team of dedicated industry veterans who strive every day to give their customers the quality, consistency, and service that he

feels each one deserves. This team of key people work the areas around each plant, looking for the finest green Hardwoods available from local sawmills and bringing them into each concentration yard for drying and processing.

The first plant built was the Belington, WV yard managed by Vice President Jon Mahoney. Mahoney is a graduate of the NHLA Inspector Training School's 74th class and has 40 years' experience in the business. In addition to managing the 23 employees there, Mahoney also purchases the bulk of the green lumber in the yard. There are five conventional steam dry kilns manufactured by SII Dry Kilns with a total of 250,000 board feet per charge fired by a Hurst natural gas boiler. The stacker, dry line and trim saws are built by Sanborn Equipment. They use Taylor forklifts and also offer surfacing on a Newman high-speed helical head two-sided planer. Abenaki dries most of the native Hardwood species in the area including Basswood, Beech, Birch, Cherry, Hard and Soft Maple, Hickory, Red and White Oak, White Ash and Yellow

"All of the people here at Abenaki have a genuine love of the Hardwood industry and the products we provide. Our goal is to continue to improve our quality, service, and consistency for now and well into the future. That future looks bright!"

*— Eric Porter, President,
Abenaki Timber Corp.*

Poplar in thicknesses of 4/4-12/4 focusing on 4/4 and 5/4 in most species except the Poplar. Mahoney has D.J. Weese as his chief kiln operator, quality control manager, and planer operator. Weese is a 25-year employee. Kurtis Mahoney is the assistant yard manager and kiln operator. Following in his dad's footsteps, Kurtis graduated from the NHLA Inspector Training School's 185th class and has been working his way around the yard for the past 10 years. He also assists in the green purchasing. Melissa Pol-

ing is the office manager with 22 years' service, and she is assisted by Mandy Winans.

After a partnership divestiture in 1996, Steve built the Epping, NH plant. This facility is managed by Sylvie Horning, who has been with Abenaki for over 30 years. Sylvie learned the business from the office out and was given the manager's task when Abenaki realized that she possessed everything they were looking for in a yard manager. This facility also has five SII conventional steam dry kilns fired by a high-pressure wood waste boiler. The older stacker, dry line, and

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The resource base for Abenaki's Epping, NH facility includes the finest native New England White Ash, Beech, Hard and Soft Maple, Northern Red Oak and Yellow Birch. Added to the company in 1997, Epping's proper drying begins with mechanically placed stickers on one-foot centers.

IHLA Welcomes Attendees to In-Person Convention/Expo

Photos by Terry Miller and Paul Miller Jr.

Indianapolis, IN—The 2021 Indiana Hardwood Lumbermen's Association (IHLA), along with Pennsylvania Lumbermens Mutual Insurance Co., recently presented a 'Lumber Olympics'-themed Convention and Exposition, which was held here at the Indianapolis Marriott Downtown. The annual event this year attracted 667 people who attended or exhibited, including IHLA members and their guests, who enjoyed three days of networking, informational presentations and updates on current association events.

Keynote speaker Dana Neer, Olympic-hopeful runner, pastor, motivator, author and coach, opened the IHLA's convention sessions followed by a presentation by the Real American Hardwood Promotion Coalition panel. Another presenter that day was: Criswell Davis of Mighty Oaks Consulting, who spoke about promoting American Hardwoods.

U.S. Hardwood Market Trends were also discussed in a presentation by Hardwood Market Report's (HMR) David Caldwell. Among his topics, he noted that the U.S. Hardwood industry ended 2020 about 1 billion board feet less than 2019 with the largest drop being in industrials. For grade lumber markets, he said domestic usage fell more than exports. He continued that Hardwood production seasonally fell in the first quarter of 2020, with the average of those three months at 7.5BBF. But, COVID-19 lockdowns stalled business the next few months, and production fell 38.7 percent in the May through July period compared to Q1.

In fact, the May reading was the lowest reading since HMR began tracking sawmill output in 1960. While demand recovered fairly quickly, sawmill output has not.

Caldwell noted the issues slowing the recovery of Hardwood production. He defined these as fewer timber sales, fewer logging contractors, less sawmill capacity, cash availability, Hardwood mills cutting softwoods and labor issues.

The IHLA conducted associational business the next day during a breakfast meeting, followed by the exhibitors' hall being opened. Attendees had access to the exhibitors' booths at set times throughout each day of the convention.

The final day of the convention wrapped up with an afternoon presentation by Michael Snow, executive director of the American Hardwood Export Council, who spoke about the post-election global outlook.

An evening reception closed the 2021 event.

In conjunction with the IHLA Convention, the Fellowship of Christian Lumbermen and the American Walnut Manufacturers Association also met.

The IHLA, headquartered in Fishers, IN, is a non-profit trade organization comprised of sawmills, wholesale brokers, equipment vendors, secondary manufacturers, loggers, landowners and others who recognize the benefits of working together on issues and projects for the good of the Hardwood industry. According to their website, today IHLA has members in 27 states and three Canadian provinces. ■

Learn more at www.ihla.org.



Past IHLA presidents, from left: Tom Oilar, Cole Hardwood, Logansport, IN; Jay Engle, Smith Creek, Borden, IN; Rich Solano, Pike Lumber, Akron, IN; Mike Powers, Maley & Wertz, Evansville, IN; Brett Franklin, Tri-State Timber, Bloomington, IN; Darren Hollingsworth, Hollingsworth Lumber, Russiaville, IN; Dave Bramlage, Cole Hardwood; and Shaun Cook, C.C. Cook & Sons Lumber, Reelsville, IN



Incoming IHLA President is (left) Kaleb Hollingsworth, Hollingsworth Lumber, Russiaville, IN and Outgoing IHLA President is Kevin Mershimer, The Horton Group, Carmel, IN



Dana Lee Cole, The Hardwood Federation, Washington, DC; Scott Cummings, Cummings Lumber Co. Inc., Troy, PA; and Linda Jovanovich, Hardwood Manufacturers Association, Pittsburgh, PA



Rick Wagar, Devereaux Sawmill Inc., Pewamo, MI; Chip Underwood, Thompson Appalachian Hardwoods, Huntland, TN; Jesse LaSon, The Rossi Group/Emporium Hardwoods Inc., Cromwell, CT; and Hal Mitchell, AHC Hardwood Group, Mableton, GA



Trevor Vaughan, Ron Jones Hardwood Sales Inc., Union City, PA; Chris Moore, Graf Brothers Flooring and Lumber, South Shore, KY; Jane Durst, Northland Forest Products Inc., Kingston, NH; and Kevin Nickey, Legacy Wood Products LLC, West Plains, MO



Anthony Hammond, Roy Anderson Lumber Co. Inc., Thompkinsville, KY; Andy Nuffer, DMSi Software/TallyExpress/eLIMBS LLC, High Point, NC; and George Crawford and Cameron Merrick, Somerset Wood Products, Somerset, KY



Tyler Kamps, Kamps Hardwoods Inc., Dutton, MI; and Anne and Grafton H. Cook, MO PAC Lumber Co., Fayette, MO



Lee Stiles, A.W. Stiles Contractors Inc., McMinnville, TN; Lance Johnson, ISK Biocides Inc., Memphis, TN; and Dean Alanko, Allegheny Wood Products Inc., Petersburg, WV



Merlin Miller, MacBeath Hardwood Co., Salt Lake City, UT; Paul Miller Jr., National Hardwood Magazine, Memphis, TN; and Jim Harrell, MacBeath Hardwood Co.

Additional photos on next page

IHLA PHOTOS *Continued*



Kevin Smith, Matson Lumber Co., Brookville, PA; Erin Cox, GTL Lumber Inc., Ironton, OH; and Dallas Wirkus, Tampa International Forest Products LLC, Tampa, FL



Greg Ritchie, Banks Hardwoods Inc., White Pigeon, MI; Kelly Hostetter, Robinson Lumber Company, New Orleans, LA; and Jon Cox, Frank Miller Lumber Inc., Union City, IN



Kelly Hostetter, Robinson Lumber Company, New Orleans, LA; Jeff Dougherty, Ally Global Logistics LLC, Jacksonville, FL; Nicholas Roeser, Hartzell Hardwoods Inc., Dayton, OH; Kristiana Lorgeree and Stephen A. Zambo, Ally Global Logistics LLC, Weymouth, MA; Peter Solberg, Component Solutions LLC, Menominee, MI; and Michael Brandano, Ally Global Logistics LLC, Weymouth, MA



Tony Love, BPM Lumber LLC, London, KY; Greg Pappas, Cove City, NC; Ross Frazier, Turman-Mercer Sawmills LLC, Salem, VA; and Lance Johnson, ISK Biocides Inc., Memphis, TN



Spencer Lutz, American Millwork LLC, Elkhart, IN; Peter Tucker, Northwest Hardwoods Inc., Beachwood, OH; Jen Floyd, Frank Miller Lumber Inc., Union City, IN; and Matt Nicoson and Shaun Minger, American Millwork LLC



Rob Kukowski, Kamps Hardwoods Inc., Dutton, MI; Darren Hubbard, Banks Hardwoods Inc., White Pigeon, MI; and Hud Caldwell, The Rossi Group, Cromwell, CT



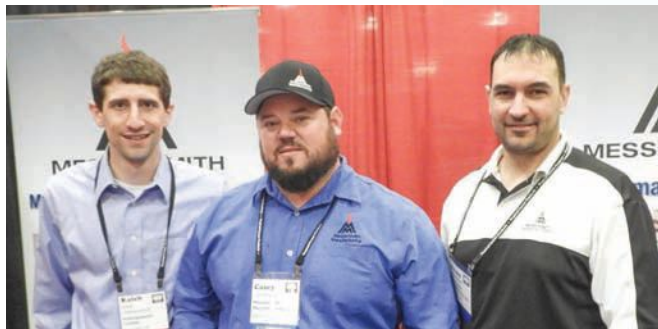
Cody Landt, Hartzell Hardwoods Inc., Piqua, OH; Mark Bojanich, Banks Hardwoods Inc., White Pigeon, MI; Jerrod Free and Coby Short, Hartzell Hardwoods Inc.; and Mike Ballard, Sawmill MD/VisionTally, Crestview, FL



Kellee Griffith and Gene Hamaker, Cardin Forest Products LLC, South Pittsburg, TN; and Dave Kuehl, Primewood, Drummondville, QC



Larry Krueger, Krueger Lumber Co. Inc., Valders, WI; Bob Bell and John Rhea, Lucidyne, A Division of Microtec, Corvallis, OR; and Steve Peters, Rockland Flooring, Rockland, WI



Kaleb Hollingsworth, Hollingsworth Lumber, Russiaville, IN; and Casey Allen and Jeremy Mortl, Messersmith Manufacturing Inc., Bark River, MI



Mitch Robinson, The Horton Group, Carmel, IN; Keith Cole, Cole Hardwood Inc., Logansport, IN; and Ray Moistner, IHLA, Indianapolis, IN



Bo Hammond, Collins Hardwood, Kane, PA; Henry German, DMSi Software/TallyExpress/eLIMBS, Omaha, NE; Jacquie Hess, eLIMBS, Belpre, OH; Ray White Sr., Harold White Lumber Inc., Morehead, KY; Amy Coyner, eLIMBS, Belpre, OH; and Lee White, Harold White Lumber Inc.



Paul Cleereman and Rob Kittle, Cleereman Industries Inc., Newald, WI; and Stephen Dorris and Grant Dorris, Volner Sawmill Inc., Parsons, TN



Eric Degenfelder, Chris Fehr, Dave Sondel, Mark Metzger, Brian Bila and Jason Goodman, U-C Coatings LLC, Buffalo, NY

Additional photos on next page

IHLA PHOTOS *Continued*



Tom Jackson, Sierra Forest Products/UCS, West Chicago, IL; Tom Coble, Hartzell Hardwoods Inc., Piqua, OH; Kellee Griffith, Cardin Forest Products LLC, South Pittsburg, TN; and Joe Ventimiglia, Sierra Forest Products/UCS



Mike McAvoy, McDonough Mfg. Co., Eau Claire, WI; Mark Jones, Allegheny Wood Products Inc., Petersburg, WV; and Matt Tietz and Matt Frazier, McDonough Mfg. Co.



Gary Moore, Russell Fite and Colin Campbell, Wood-Mizer LLC, Indianapolis, IN



Shaun Cook, C.C. Cook & Son Lumber Co. Inc., Reelsville, IN; and Sandy and Jerry Johnson, Paw Taw John Services Inc., Rathdrum, ID



Jeremy Pitts and Byron Chute, Nyle Systems LLC, Brewer, ME; and Russell Fite, Wood-Mizer LLC, Indianapolis, IN



Joe Korac, Automation & Electronics USA LLC, Arden, NC; Geoff Gannon, TS Manufacturing, Lindsay, ON; Bob Shields, Bingaman & Son Lumber Inc., St. Marys, PA; and Russell Shamblen, Premier Hardwood Products/B&B Lumber Co. Inc., Jamesville, NY



Shaun Cook, C.C. Cook & Son Lumber Co. Inc., Reelsville, IN; Marv Bernhagen, Lewis Controls Inc./Corley Mfg. Co., Chattanooga, TN; Jim Burris, Corley Mfg. Co.; and Cameron Merrick, Somerset Wood Products, Somerset, KY



Dennis Sanders and Chelsea Brown, Patrick Lumber Co., Portland, OR; Hal Mitchell, AHC Hardwood Group, Mableton, GA; and David Olah, Allegheny Wood Products Inc., Petersburg, WV



Jim Higgins, SII Dry Kilns, Lexington, NC; Amy Coyner, eLIMBS, Belpre, OH; Matt Begley, BPM Lumber LLC, London, KY; Brian Turlington, SII Dry Kilns, Lexington, NC; and Bob Pope, SII Dry Kilns, Montpelier, VT



Scott Wesberry, Fred Netterville Lumber Co., Woodville, MS; and Paul Miller Jr., National Hardwood Magazine, Memphis, TN



Jen Floyd, Frank Miller Lumber Inc., Union City, IN; and Tom and Carla Oilar, Cole Hardwood Inc., Logansport, IN



Bruce Horner, Abenaki Timber Corp., Kingston, NH; Bob Miller, Frank Miller Lumber Inc., Union City, IN; and Eric Porter and Parker Dukas, Abenaki Timber Corp.



Craig Brouette and Ryan Mulligan, Pike Lumber Co. Inc., Akron, IN; and Walt Harvey, Central States Forest Products Inc., Chelsea, MI



Steve Jones, Ron Jones Hardwood Sales Inc., Union City, PA; Kris Vance, Goodfellow Inc., Vandalia, OH; and Paul Vance, C-Wood Lumber Company Inc., Collinwood, TN



Matt Nicoson, Shaun Minger and Spencer Lutz, American Millwork LLC, Elkhart, IN



Jon Johnson and John Erickson, Timber Products Co., Munising, MI; and Jim Maltese, Stella-Jones Corp., Winslow, IN

Additional photos on next page

IHLA PHOTOS *Continued*



John Rhea and Bob Bell, Lucidyne, A Division of Microtec, Corvallis, OR



Tony Honeycutt, Mulligan Flooring, Johnson City, TN; John Foley, BPM Lumber LLC, Lexington, KY; and Tom Inman, Appalachian Hardwood Manufacturers Inc., High Point, NC



Jeff Durst, Hull Forest Products, Madison, IN; Jay Reese, Penn-Sylvan International, Spartansburg, PA; and Peter Solberg, Component Solutions LLC, Menominee, MI



Norm Steffy, Cummings Lumber Co. Inc., Troy, PA; Nick Ince, Walker Lumber Co. Inc., Woodland, PA; and Burt Craig, Matson Lumber Co., Brookville, PA



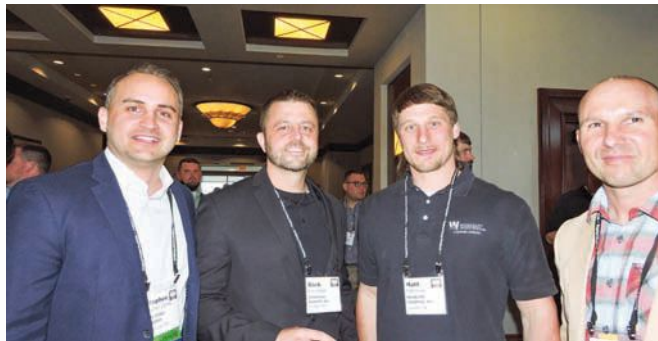
Jim Howard, Atlanta Hardwood Corp., Mableton, GA; Doug Newman, Newman Lumber Co., Gulfport, MS; Mike Powers, Maley & Wertz Inc., Evansville, IN; and Jeff Wirkkala, Hardwood Industries Inc., Sherwood, OR



Paul Platts, PRS Guitars, Stevensville, MD; Dean Hill, Electric Hardwoods Inc., Haysi, VA; and Bill Rogers, Newman Lumber Co., Gulfport, MS



Terry Miller, National Hardwood Magazine, Memphis, TN; Tyler Kamps, Kamps Hardwoods Inc., Dutton, MI; and Anne and Grafton H. Cook, MO PAC Lumber Co., Fayette, MO



Stephen A. Zambo, Ally Global Logistics LLC, Weymouth, MA; Rick Wagar, Devereaux Sawmill Inc., Pewamo, MI; Matt Lowry, Woodcraft Industries Inc., Greenville, PA; and Loren Voyer, Kennebec Lumber Co., Solon, ME



(Front row, from left) Joe Duncan and Andrew Jaroche, Maple Hardwoods Inc., Hessel, MI; Steve Jaskolski and Kate Tatu, Northern Hardwoods, Atlantic Mine, MI; (back row, from left) Matt Grube, Cody Meier and Ryan Peterson, Northern Hardwoods, Atlantic Mine, MI



Jeff Dougherty, Ally Global Logistics LLC, Jacksonville, FL; Simon Ince, Walker Lumber Co. Inc., Woodland, PA; and Bob Pope, SII Dry Kilns, Montpelier, VT



John Hester and Renee Hornsby, National Hardwood Lumber Association, Memphis, TN; and Dave Bramlage, Cole Hardwood Inc., Logansport, IN



Bill Steele, Bitterroot Hardwoods & Dimension LLC, Sellersburg, IN; Shawn Leiberling, Leiberling Lumber & Logging Inc., Lamar, IN; and Dennis Carr, Mueller Brothers Timber, Old Monroe, MO



Brian Wynn, David Whitehouse and Joe Earley, MacBeath Hardwood Co., Edinburgh, IN



Dave Whitten, Bingaman & Son Lumber Inc., Kreamer, PA; Brant Forcey, Forcey Lumber and Veneer Co., Woodland, PA; and Matt Gabler, Executive Director, Pennsylvania Forest Products Association, Harrisburg, PA



Nate Jones, Ron Jones Hardwood Sales Inc., Union City, PA; Tim Girardi, Log 2 Lumber LLC, Louisville, KY; Steve Jones, Ron Jones Hardwood Sales Inc.; Ron Nentwig, Log 2 Lumber LLC; and Mark Vollinger, W.M. Cramer Lumber Co., Hickory, NC

Additional photos on next page

IHLA PHOTOS *Continued*



Brad Schroeder, Northwest Hardwoods Inc., Beachwood, OH; Shaun Minger and Spencer Lutz, American Millwork LLC, Elkhart, IN; Joyce Miller, MacBeath Hardwood Co., Edinburgh, IN; Peter Tucker, Northwest Hardwoods Inc.; and Matt Nicoson, American Millwork LLC



Cody Larimore, Ryan Mulligan and Tyler Smith, Pike Lumber Co. Inc., Akron, IN; and Mark Hayes, Northwest Hardwoods Inc., Tacoma, WA



Larry Krueger, Krueger Lumber Co. Inc., Valders, WI; and Steve Peters, Rockland Flooring, Rockland, WI



Ed Armbruster and Richard Uria, Northwest Hardwoods Inc., Beachwood, OH



Jerry Stephens, Stephens Hardwoods LLC, Huntsville, TN; Erin Cox, GTL Lumber, Ironton, OH; and Danny Flick, Stephens Hardwoods LLC



Nick Ince and Simon Ince, Walker Lumber Co. Inc., Woodland, PA; Russell Shamblen, Premier Hardwood Products Inc./B&B Lumber Co. Inc., Jamesville, NY; and George Ensminger, Walker Lumber Co. Inc.



Steve Merrick and Troy Jamieson, Somerset Wood Products, Somerset, KY; and Lance Johnson, ISK Biocides Inc., Memphis, TN



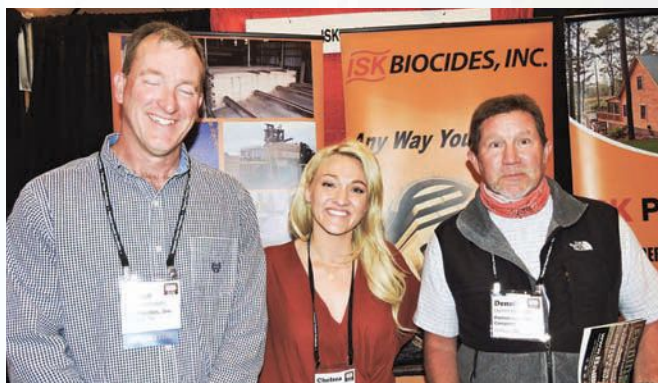
Rick Zorman, Lindsey DiGangi and Sean Briscoe, PLMI, Philadelphia, PA



Brent Rheinhardt, Boyce Highlands Inc., Concord, NH; Jay Reese, Penn-Sylvan International, Spartansburg, PA; Brien Murphy, Boyce Highlands Inc.; and Marty James, Penn-Sylvan International



Jonathan Krepol, Industrial Vision Systems Inc./VisionTally, Broomall, PA; Ross Frazier, Turman-Mercer Sawmills LLC, Salem, VA; Duncan Ferguson, Industrial Vision Systems Inc./VisionTally/Sawmill MD, Crestview, FL; and Mike Ballard, Sawmill MD/VisionTally, Crestview, FL



Lance Johnson, ISK Biocides Inc., Memphis, TN; and Chelsea Brown and Dennis Sanders, Patrick Lumber Co., Portland, OR



Barry Stoots, King City Forwarding USA Inc., Pittsfield, MA



Jason Thompson and Skip Stoen, Taylor Machine Works Inc., Louisville, MS



Dana Lee Cole, The Hardwood Federation, Washington, DC; and Bob Miller, Frank Miller Lumber Inc., Union City, IN



Glenn Thompson and Lee Stiles, A.W. Stiles Contractors Inc., McMinnville, TN; and Tom Plaughter, Allegheny Wood Products Inc., Petersburg, WV

Additional photos on next page



Kris Long, AHC Hardwood Group, Mableton, GA; Henry German, DMSi Software/TallyExpress/eLIMBS, Omaha, NE; and Andy Nuffer, DMSi Software/TallyExpress/eLIMBS, High Point, NC; Dean Miller, AHC Hardwood Group; and Jacquie Hess, eLIMBS, Belpre, OH



William Perry, Powell Valley Millwork LLC, Clay City, KY; Dan Al-lard, Domtar Paper Co., Hawesville, KY; and Grafton H. Cook, MO PAC Lumber Company, Fayette, MO



Dan Mathews, Bob Pope, Brian Turlington and Jim Higgins, SII Dry Kilns, Lexington, NC



Shane and Jenny Garrett, Brewco Inc., Central City, KY



Justin Jenks, Patrick Jenks and Mike Price, Forestry Systems Inc., Summerfield, NC



Paul Vance, C-Wood Lumber Co. Inc., Collinwood, TN; Kevin Evil-sizer, Renee Hornsby, John Hester and Dana Spessert, NHLA, Memphis, TN



Eric Bailey, Bob Pennycoff and Deb Johnson, Biolube Inc., Fort Wayne, IN; Steve Harvey, Harvey Lumber LLC, Columbia, KY; and Kelly Johnson, Biolube Inc.



Tom Hibdon, Tropical Forests Products, Mississauga, ON; and DeWayne Feltner, MacBeath Hardwood Co., Edinburgh, IN



Jeff Wirkkala, Hardwood Industries Inc., Sherwood, OR; and Rich Solano, Pike Lumber Co. Inc., Akron, IN



Steve Leiberling, Leiberling & Sons Inc., Lamar, IN; and Felicia Seiler, Leiberling Dimension Inc., Ferdinand, IN



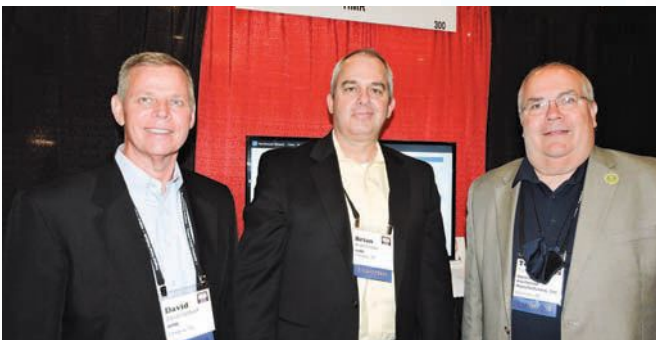
Sawyer White, Harold White Lumber Inc., Morehead, KY; Geoff Henderson, Anderson-Tully Lumber Co., Vicksburg, MS; and Ray White II, Harold White Lumber Inc.



Brian Bila, Jason Goodman and Chris Fehr, U-C Coatings LLC, Buffalo, NY; Richard Wilkerson, Anderson-Tully Lumber Co., Vicksburg, MS; and Josh Peachey, Eagle Lumber Co. LLC, Greensburg, KY



Ted Rossi, The Rossi Group, Cromwell, CT; and Dana Spessert, NHLA, Memphis, TN



David Caldwell and Brian Cruzan, Hardwood Market Report, Memphis, TN; and Tom Inman, Appalachian Hardwood Manufacturers Inc., High Point, NC



Josh Coblentz and Greg Clark, HMI Hardwoods LLC, Clinton, MI

KFIA 56th Annual Meeting: “Beyond COVID-19”

Photos by Paul Miller Jr.

Lexington, KY—The Kentucky Forest Industries Association (KFIA) recently completed a successful 56th Annual Meeting, held here at the Embassy Suites. Under the current COVID-19 restrictions, the meeting welcomed 250 in attendance and 26 exhibitors. The KFIA Annual Meeting serves as the premier event for the Hardwood industry in Kentucky.

The meeting got underway with the John C. Smith Memorial Golf Scramble where 65 participants enjoyed a spring day on the University Club of Kentucky Golf Course, while the KFIA Board of Directors took care of association business followed by an evening Welcome Reception.

The next morning, KFIA President Dan Allard, of Domtar Paper Co. LLC, opened the session, followed by a legislative and association update by KFIA Executive Director Bob Bauer. This included an update from Dana

Lee Cole, executive director of the Hardwood Federation, on issues in Washington, DC and the COVID impact on the timber industry. The morning finished with a discussion by Cole, Tom Inman, president of Appalachian Hardwood Manufacturers Inc. and Jim Maltese, of Stella-Jones Corp., concerning the plan developed by the Real American Hardwood Promotion Coalition that will assist the promotion of the use of American Hardwoods on a national level.

The opening session was followed by the Kentucky Tree Farm Awards Luncheon, which convened with guest speaker Lee Cruse, a stand-up comedian and local television/radio celebrity, providing some comic relief. The luncheon provided an opportunity to honor individuals that help to make forestry and the wood industry a success throughout the state.

The following people were recognized for their contributions to forestry in Kentucky:

- Saul Bex and Rufus “Sonny” Bex, B&B Logging, Falmouth, KY – 2020 Logger of the Year
- Sarah Shewmaker, North Central Region KY Division of Forestry, Frankfort, KY – 2020 Inspector of the Year



Steve Merrick, Somerset Hardwood Flooring, Somerset, KY; Toto Robinson, Robinson Lumber Company, New Orleans, LA; George Crawford, Somerset Hardwood Flooring; and Kelly Hostetter, Robinson Lumber Company



Tommy Steele, Woodcraft Industries Inc., Bowling Green, KY; Brad Froning, Oaks Unlimited Inc., Knoxville, TN; Jerry Stephens, Stephens Hardwood LLC, Huntsville, TN; and Ronnie Robinson, Laurel Wood Products LLC, London, KY



Past presidents in attendance at the 2021 KFIA Annual Meeting were: (Front row, from left): Rick Armstrong, Homer Gregory Co. Inc., Morehead, KY; Bill Steele Jr., Bitterroot Hardwoods & Dimensions, Bowling Green, KY; Mervin Strader, Strader Bros. LLC, Elkton, KY; and Henry Christ, Dunaway Timber Co. Inc., Fordsville, KY; (back row, from left): Tony Leanhart, self-employed, Wholesale Lumber Sales, La Grange, KY; Tony Goodman, C.B. Goodman & Sons Lumber Inc., Hickory, KY; Darrin Gay, Gay Brothers Logging and Lumber, Oneida, KY; Rick Goodin, YesterYear Floors, Campbellsville, KY; and Steve Merrick, Somerset Hardwood Flooring, Somerset, KY



Robert Ousley, James Ritter Lumber Co., Summer Shade, KY; and Chris Calhoun, Pennsylvania Cherry LLC, Mercersburg, PA



Cody Robbins, W.R. Hardwoods LLC, West Liberty, KY; Dana Lee Cole, The Hardwood Federation, Washington, DC; and Tony Honeycutt, Mullican Flooring, Norton, VA

KFIA also recognized the following people for their leadership and service to the KFIA Board of Directors:

- Outgoing Secretary/Treasurer – Amy Middleton, Diamond Forest Resources, Morehead, KY
- Outgoing Board Member – MacKay Dickerson, Dickerson Lumber Co., Summer Shade, KY
- Outgoing Board Member – Mike Gomes, Duraflame East LLC, Somerset, KY
- Outgoing Board Member – Chris Terry, Terry Logging Inc., Morehead, KY
- Newly Elected Secretary/Treasurer – Erika York, A&Y Enterprises, Marrowbone, KY
- Re-elected Director: Scott Anderson, Tarter Gate Wood Products Inc., Dunnville, KY

The KFIA's newly elected directors are:

- Wayland Partin Jr., Partin Logging LLC, Pineville, KY
- Jeff Perry, J.W. Perry Lumber LLC., Leitchfield, KY
- Drew Spencer, S & S Lumber Co. Inc., Rogers, KY

Please turn the page

As usual tradition, everyone enjoyed the Robinson Lumber Co. / Van Meter Insurance Hospitality Suite with fellowship and networking opportunities with fresh seafood and cocktails. The day ended with the Exhibitor Reception, which included plenty of time to see some of the latest technology and services being offered to the wood industry.

The final morning of the event opened with Kentucky Department of Agriculture Commissioner Ryan Quarles highlighting the partnerships that are being developed with the wood products industry. He also announced a new program being developed within the department to promote the benefits and assistance available to farmers to improve forest management. A discussion of transportation issues followed and addressed the need for funding for infrastructure. The discussion was led by Mike Hancock, Deputy Secretary for the Kentucky Transportation Cabinet. The ever-popular issue of the labor force and lack thereof was discussed by Michael Cornett and Trish Adams from the East Kentucky Concentrated Employer Program Inc., which provided resources and ideas

to help retain good employees and recruit new ones. The final presenter, Mary Beth Cummins, a loan officer for The Citizens Bank, discussed the current COVID relief programs to assist many in the wood products industry with the ongoing PPP program and provided opportunities for assistance to help businesses survive and flourish.

According to event organizers, the meeting was a huge success with many positive comments and showed a real excitement for improving markets and some type of normalcy returning to the industry. Those in attendance gained valuable information while having time to network with others in the Hardwood industry from throughout the country.

KFIA is also pleased to announce that the 2022 Annual Meeting will be in Lexington, KY at the Embassy Suites on April 5-7.

KFIA is a trade association dedicated to serving and promoting the forest products industry of Kentucky. Founded in 1965, it has over 550 members in the areas of primary and secondary wood industry, supplier and service industries, wholesale, loggers and landowners. ■

For more information about the association contact Bob Bauer at 502-695-3979 or visit online at www.kfia.org.



Corey Sisler and Eddie Sisler, Sisler Lumber Co., Keyser, WV; Mike Ballard, Sawmill MD, Crestview, FL; Peter McCarty, TS Manufacturing, Dover-Foxcroft, ME; and Duncan Ferguson, Sawmill MD



Jason Thompson, Taylor Machine Works Inc., Louisville, MS; Steve Merrick, Somerset Hardwood Flooring, Somerset, KY; and Jeremy Mortl, Messersmith Manufacturing Inc., Bark River, MI



Tony and Cheryl Goodman, C.B. Goodman & Sons Lumber Inc., Hickory, KY; and Bill Steele Jr., Bitterroot Hardwoods & Dimensions, Bowling Green, KY



John Hester, National Hardwood Lumber Assoc., Memphis, TN; Jeremy Pitts, Nyle Systems LLC, Brewer, ME; and William Perry, Powell Valley Millwork LLC, Clay City, KY



Brian Johnson, Koppers Inc., Bon Aqua, TN; Bobby Atkinson, Somerset Wood Products Inc., Somerset, KY; and Drew Spencer, S&S Lumber Co. Inc., Rogers, KY



Sandy and Jerry Johnson, Paw Taw John Services Inc., Rathdrum, ID



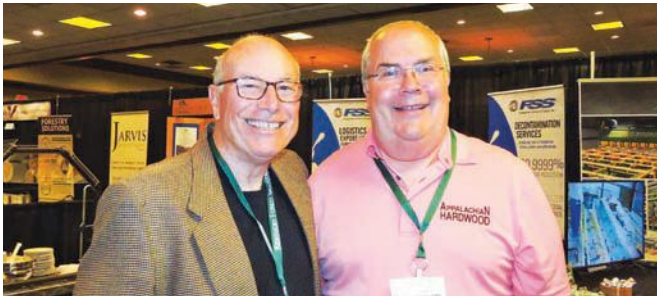
Donna and Jim Burris, Corley Manufacturing Co., Chattanooga, TN



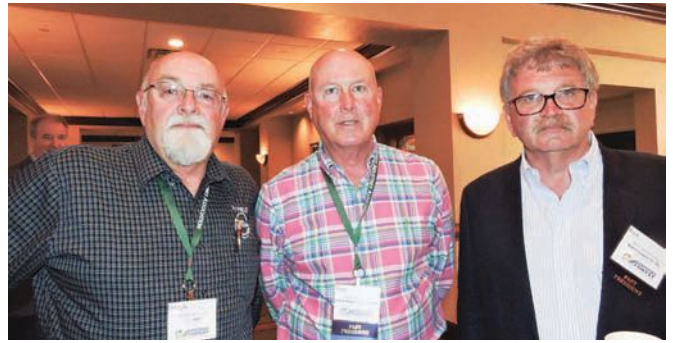
Heather Kerns, Michele Brewer, Robert Bauer, Executive Director, and Brittany Brewer, KFIA, Frankfort, KY

Additional photos on next page

KFIA PHOTOS *Continued*



Paul Miller Jr., National Hardwood Magazine, Memphis, TN; and Tom Inman, Appalachian Hardwood Manufacturers Inc., High Point, NC



Dwight Barnette, J&J Pallet Corp., Clarksville, IN; Tony Goodman, C.B. Goodman & Sons Lumber Inc., Hickory, KY; and Rick Armstrong, Homer Gregory Co. Inc., Morehead, KY



Charles Stevenson, Parkland Lumber, West Somerset, KY; Steve Merrick, Somerset Hardwood Flooring, Somerset, KY; and Scott Anderson, Tarter Gate Wood Products Co., Dunnville, KY



Coby Stephens, Kentucky Hardwood Lumber Co. Inc., Somerset, KY; Kevin Tudor, Domtar Paper Co. LLC, Mount Sterling, KY; and Rob Cornett, Kentucky Hardwood Lumber Co. Inc.



Kris Vance, Goodfellow Inc., Shelbyville, KY; and Steve Moore, Havco Wood Products LLC, Vonore, TN



Deron Harris, Premium Hardwoods Inc., Bremen, KY; and Paul Maxwell, Maxwell Brothers Lumber Co., Lewisport, KY



Jake Welker and Gary Moore, Wood-Mizer Products Inc., Indianapolis, IN; Mike Goldston, Brewco Inc., Central City, KY; and Bob Bauer, Executive Director, KFIA, Frankfort, KY



Keith Henry and James Wells, GreenTree Forest Products Inc., Wallingford, KY; Josh Peachey, Eagle Lumber Co. LLC, Greensburg, KY; George Crawford, Somerset Hardwood Flooring, Somerset, KY; and Howell White, Walter M. Fields Lumber Co. Inc., Memphis, TN



Stephen Hamer, Jim C. Hamer Lumber Co., Kenova, WV; Michael Peger, MacDonald & Owen Lumber Co., Bowling Green, KY; and Jeff Perry, J.W. Perry Lumber LLC, Caneyville, KY



Gavin Christ and Henry Christ, Dunaway Timber Co. Inc., Fordsville, KY; and Steve Parker, MacDonald & Owen Lumber Co., Bowling Green, KY



J.R. Johns, Mitco Sales, Middleton, TN; and Katie White, DMSI Software/TallyExpress/eLIMBS, Omaha, NE



Ray White II, Sawyer White and Lee White, Harold White Lumber Inc., Morehead, KY



Jason Dishman, Hermitage Hardwood Lumber Sales Inc., Cookeville, TN; Tim Hughes, Kentucky Dept. of Agriculture, Frankfort, KY; and Steven Thomas, Graf & Thomas Lumber Inc., Vanceburg, KY



Shane Middleton, Shane R Middleton Trucking LLC, Morehead, KY; and Barry Hamm, GreenTree Forest Products Inc., Wallingford, KY

AWMA Reviews Market Conditions During Annual Business Meeting

Photos by Terry Miller

The American Walnut Manufacturers Association (AWMA) met recently at the Indiana Hardwood Lumbermen Association Convention. AWMA conducted its annual business meeting and members reported robust markets. Members indicated that both domestic and international markets were very good but they are faced with challenges in transporting their products both on land and water. Members are concerned about the rising costs of doing business and the lag time associated with receiving necessary materials, such as equipment parts and packaging materials.

Labor was identified by all members as a real concern and it is hampering the ability to increase production to meet demand.

AWMA Executive Director Brian Brookshire spent time informing members about the organization's totally refreshed and restructured website www.walnutassociation.org and the advantages that the site should provide members in the future. AWMA President Matt Yest spoke to members about Iowa DNR's increased trapping efforts for Walnut twig beetle. Iowa DNR is partnering with USDA APHIS to focus trapping efforts at

Walnut processing locations to determine if Walnut twig beetle is present in their state.

AWMA members welcomed new president, Bill Long of Midwest Hardwoods, to lead the Association for the next two years. Rob Kukowski, of Kamps Hardwoods, was elected vice president and will also serve a two-year term. AWMA members thanked Matt Yest for his service and leadership as president over the past two years and look forward to him continuing to serve on the Executive Committee for the next two years. ■

Learn more at www.walnutassociation.org.



Brian Brookshire, Executive Director, American Walnut Manufacturers Association, Jefferson City, MO; Matt Yest, Kendrick Forest Products Inc., Edgewood, IA; and Grafton H. Cook, MO PAC Lumber Co., Fayette, MO



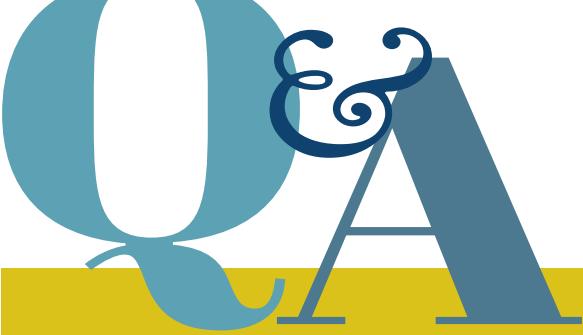
Steve Bruggeman, Bruggeman Lumber Inc., Sand Springs, IA; Cory VanOverloop, Kamps Hardwoods Inc., Dutton, MI; and Victor Boeding, Bruggeman Lumber Inc.



Terry Miller, National Hardwood Magazine, Memphis, TN; Rob Kukowski, Kamps Hardwoods Inc., Dutton, MI; and Brandon Do McKenzie, MacDonald & Owen Lumber Co., West Salem, WI



Darrell Gruver, Drew Gruver and Dathan Gruver, D&D Hardwood LLC, Racine, MO; and Bill Long, Midwest Hardwood Corp., Maple Grove, MN



Company Culture, Productivity, Recruitment and Retention:

How Does Your Company Measure Up?

(National Hardwood Magazine is reaching out to company leaders across the industry to solicit their input on key issues that impact overall business success. In this publication, Steve James shares his insights.)



Steve James, President and CEO Frank Miller Lumber Inc., Union City, IN
www.frankmiller.com

Frank Miller Lumber Inc. produces approximately 20 million board feet of American Hardwood annually with 90 percent of the total being quartersawn. The state-of-the-art facility has 1 million board feet of pre-dryer capacity and 1.4 million board feet of kiln capacity. Earning

the reputation of being one of the world's largest and most reliable premium quartersawn Hardwood producers has enabled Frank Miller Lumber to provide Hardwood to a list of high-end celebrities and popular locations around the globe.

Q: Company culture is a top priority for any CEO. What factors contribute to your company's culture and how is your company's mission defined?

A: Servant Leadership and teamwork. We are better together!

Q: How important do you believe it is for company leadership to lead by example in creating a positive, productive, cohesive workforce?

A: My approach is always being consistent, persistent and transparent. I am a Certified John Maxwell Leadership Coach and I believe that constructive criticism and positive reinforcement are keys to taking your group to the next level.

Q: What programs and/or incentives do you have in place to motivate employees so they are not simply "going through the motions"?

A: I have taken my leadership team through 3 of John Maxwell's leadership books (5 Levels of Leadership, 21 Laws of Leadership and the 15 Invaluable Laws of Growth). I have taken my manufacturing team through the 21 Laws of Leadership and 15 Laws of Growth. I have also taken my Sales and Accounting team through his Sometimes You Win Sometimes You Learn book. We also have lunch cards that we give out to employees that do something outside of their job responsibilities and we also have monthly celebrations if we achieve our targets.

Q: Briefly describe any recruitment/retention programs that your company offers.

A: We offer a referral bonus for anyone that stays over 30 days.

About Steve James:

My wife is Laura James, and we have 3 adult children and 1 grandson. We are Disney fanatics and I also like to golf and fish. We live in a log house in the country with a pond in our backyard. ■



Appalachian Hardwood Simplifies Certified



(This guest article provided by Tom Inman, president of the Appalachian Hardwood Manufacturers Inc.)

Forest and lumber certification is a complex issue but Appalachian Hardwood Manufacturers, Inc. (AHMI) has simplified a system that focuses on the sustainability of the trees and audits ownership of the materials.

Certified Appalachian Legal & Sustainable was introduced in 2018 as the second phase of a marketing strategy for Hardwood lumber producers and distributors in the 12-state Appalachian region. It follows the successful Appalachian Hardwood Verified Sustainable and Appalachian Hardwood Verified Legal programs that began in 2007 and 2012, respectively.

All are based on the U.S. Forest Service's (USFS) Forest Inventory Analysis (FIA) which details the growth, mortality and harvest of trees across the United States. In 2007, AHMI asked USFS researchers to develop a matrix for the 344 counties in the Appalachian region. The results were published in the U.S. Department of Agriculture's SRS-142 "Status of Hardwood Forest Resources in the Appalachian Region."

The research found the growth to removal ratio for the Appalachian region was 2.4 to 1 which far

exceeds sustainability. This analysis "verified" the sustainability of the Hardwood resource in the AHMI boundary. It was updated in 2012 to show the ratio had improved to 2.5 to 1.

The Verified Sustainable program was available to all sawmills and distribution yards who sourced material from the region. The response from lumber buyers and consumers was positive because many wanted the assurance that their purchases were from forests that were growing more than harvested or dying combined.

The majority of AHMI members enrolled and received paperwork and other materials they could share with customers. The success of this program and growing concerns internationally about illegal timber led to demands for documents to "verify" the legality of the Appalachian Hardwood resource.

In 2012, the AHMI Board of Trustees approved the Verified Legal program which required participants to select the counties of harvest in the region and receive signed documents from landowners and loggers stating ownership of the resource that was sold.



These two programs were the solution for many secondary manufacturers who needed documents to provide to customers. Both programs are still active today meeting the needs of the industry.

There were concerns, however, from a minority of buyers that the “Verified” programs were approved by the association for members. In response, AHMI’s Board developed additional standards for members to meet that were reviewed and signed by company leaders. These documents and procurement forms from suppliers were submitted to a third-party for audit to the standards.

Certified Appalachian was born in 2018 and has dozens of AHMI members enrolled. They now show customers that they meet the standards for sustainability and legality as defined by AHMI and an independent review proves it.

These participants have certificates from the audit company to provide to customers for each load of Hardwood lumber that is sold. They report wide acceptance of the program from buyers and consumers who again want a third-party audited program proving the sustainability of the Hardwood resource and its legal harvest.

The program focuses on the forest and the trees and not issues that have little to do with sustainability. Manufacturers of furniture, cabinets, flooring and more are seeking just that – an assurance that the materials included in their finished goods are growing back and were purchased from legal sources.

Certified Appalachian guarantees the company is:

- A legal entity in the United States and adheres to the rule of law;
- Sources from the 344-county AHMI;
- Has “Procurement Verification” forms from all suppliers proving legal transfer of ownership of resource;
- A member of good standing in AHMI.

Testimonials from AHMI members explaining the program and their involvement are available on YouTube by searching for Appalachian Hardwood. They are also linked from www.appalachianhardwood.org.

For more information about these programs and other offerings from AHMI, please email to info@appalachianhardwood.org. ■

Products offered, shipped or sold by the certificate holder under this document can be considered

Certified

APPALACHIAN
LEGAL & SUSTAINABLE

Auditech & Associates, Inc. does hereby certify that an Independent audit has been completed and conformity to the applicable standard(s) has been confirmed for:

ABC Company
123 Main Street
Anytown, USA

This certificate covers the production and sale of logs, lumber and chips from the 344 counties of the Appalachian Hardwood Region as defined in the bylaws of Appalachian Hardwood Manufacturers, Inc. (AHMI). The assessment was completed by Auditech & Associates, Inc. to the AHMI Legal & Sustainable standards in effect at the date of issuance. The scope of this certificate is considered accurate for two years from issuance. The certificate shall remain the property of AHMI and all copies or reproductions shall be returned to AHMI immediately upon request.

For complete information, contact AHMI P.O. Box 427 High Point NC 27261 or info@appalachianhardwood.org

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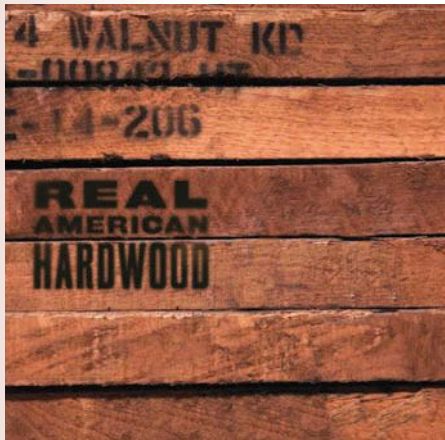
00-123456
Member Number

Chris Walters, Auditor

Auditech & Associates, Inc.
2207 Eastchester Drive Unit 105
High Point NC 27265



BE PART OF BUILDING SOMETHING BIG



Where We've Been

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

Where We Are

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



Where We're Going, Together

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

How You Can Get Involved

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

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



Visit RealAmericanHardwood.org to learn more and get on board.

Kitchen & Bath Market Index Reaches Historic High, as Projects Shift Upward in Price

Sales growth expectations rise to 13.4%

Hackettstown, NJ—The National Kitchen & Bath Association (NKBA®) and John Burns Real Estate Consulting (JBREC) recently reported that their Q1 2021 Kitchen & Bath Market Index (KBMI) has soared to a rating of 79.8, its highest score since the inception of the index.

KBMI measures the current strength of the industry, expectations and challenges facing four major sectors — design, manufacturing, retail and building — with scores above 50 indicating expansion and scores below 50, contraction. The current rating marks an increase of 14.8 points from last quarter alone and a 38.8 point improvement from this time last year.

Significantly, one in three designers noted that clients are now requesting higher-priced products and finishes. Retailers are experiencing that same customer shift. The trend is likely owing to quick-fix, pandemic-driven DIY projects running their course and being replaced by serious makeovers to accommodate new lifestyles.

“There is continued optimism in the industry with COVID-19 becoming less of an obstacle due to the rapid vaccine rollout,” said NKBA CEO Bill Darcy. “We are encouraged to see the index reach a historic high, and look forward to the continued industry growth as homeowners opt for larger, more upscale remodels.”

“As consumers experience more flexibility in their working arrangements, there’s an increased need for total reconfigurations for their spaces,” noted Todd Tomalak, Principal of JBREC. “And from an economic perspective, we’ve seen Americans utilizing their stimulus checks and savings from canceled vacations or other activations — which have been largely paused for the last year — for these home improvement projects.”

Overall, demand is at an all-time high as vaccination rates increase and for some, permanent and hybrid work-from-home lifestyles are encouraging consumers to reconfigure their home layouts. As the pandemic’s impact on the market starts to lessen and previously postponed projects resume, backlogs for projects are reaching upwards of three to six months. Continued supply chain disruptions from COVID-fueled demand and factory shutdowns at the onset of the pandemic are further affected by the Suez Canal incident and overall port con-

gestion, but NKBA members remain confident in the industry outlook with expected sales to be markedly higher in Q2 2021 (at presstime, data for Q2 was unavailable).

As members see less of a negative impact from COVID-19 on their business, they reported a near-double-digit sales growth of 9.7 percent on average in Q1 2021, compared to the same period in 2020.

As for future sales and overall industry health, bullish demand and consumer confidence continue to fuel a positive outlook. Design companies have the lowest rating of the overall industry, at 76.1, while Building & Construction, Retail Sales and Manufacturing segments soar at 83.8, 82.2, and 86.7, respectively.

Overall, the industry increased full-year sales growth expectations to 13.4 percent in 2021, up from their rating of 10.7 percent in Q4 2020.

The following trends are expected to impact homeowners and the industry through 2021:

- Members are seeing larger project scopes as homeowners invest in whole-home reconfigurations and luxury finishes.
 - Designers also cite permanent work-from-home lifestyles as a catalyst for the consumer shift to high-end, higher-priced materials and finishes with designer firms reporting a 61 percent increase in the average size of projects.
- The main obstacle for members is sourcing affordable materials as delays and price hikes make it difficult to maintain profit margins. More U.S.-based sourcing could be likely as import delays and pricing become more severe and firms are sourcing outside their approved vendor list to accommodate.
 - Appliances have been the most difficult products to source, with 51 percent of designers reporting difficulty sourcing refrigerators, ranges/stoves and dishwashers.
- The majority of firms are increasing labor rates to maintain current staffing levels and bolster recruitment efforts, but these increased costs aren’t expected to deter demand, as consumers are eager to remodel their primary bath and kitchen spaces.

“As for future sales and overall industry health, bullish demand and consumer confidence continue to fuel a positive outlook.”

-The National Kitchen & Bath Association (NKBA) and John Burns Real Estate Consulting

Please turn to page 63



Gat Creek uses Appalachian Hardwoods harvested within 250 miles of the factory. This large custom conference table is made of Cherry.

striped piece of furniture. We don't want that."

The thing to remember, Caperton stressed, is that with Cherry wood everything ages in synch. "If it looks good when it goes together," he said, "it will look even better as it ages."

He continued, "There are ways to accelerate or slow



Stability testing is conducted to qualify specific Gat Creek designs as Product Stability Verified.

down the maturation process. Exposure to air – called oxidation – is a factor as is light – both artificial and natural. To look richer and more elegant faster, keep the lights on around your Cherry wood piece. However, if you store items on the flat surfaces, it's a good idea to move the items around periodically so that the entire surface ages evenly. But remember, even if you do find a

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LOGISTICS

light spot beneath an item, simply relocate it and, in time, the tone will balance itself out as your solid Cherry piece continues aging elegantly. And that never gets old."

A domestic, design-oriented and Lean manufacturer, Gat Creek's products are built to order in four to five weeks. Caperton noted, "Our production is split between our branded Gat Creek product line that sells through independent retailers and OEM production for large national retailers like Room & Board. We tie great importance to the types of wood we use because they come mostly from the Appalachian region. Our factory is near the geo-center of this region. We treat wood species very much like a brand."

Recently adding American Black Walnut to its species list, Caperton stated, "No other wood possesses its unique stability and hardness like Walnut. You simply can't fake Walnut's aesthetic appeal with its remarkable graining and coloration.

"Its color is all its own," he continued. "The natural graining is fabulous. The tone is cool but not overly so. And it's not overly warm, either. For our line, we have two offerings. One is natural, with no color added at all. The other, we add a bit of color, mocha, that darkens it some. The advantage is it makes the wood more uniform, more consistent. It's



Please turn the page

CEO Gat Caperton describes the qualities of this wood panel during a factory tour.

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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 is in industrial sales at Beasley Forest Products / Thompson Hardwoods. Contact Ray at (912) 253-9001, or by e-mail at ray.turner@beasleygroup.com.

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Chester Kidwell works at Gat Creek as a builder with a specialization in solving problems. In his line of work, fine sanding comes in handy.



Fifty three percent of Gat Creek employees are women. Nikki Capper, a longtime woodworker, tests the smoothness of a sanded tabletop.

also more traditional. What hasn't changed in the last several decades is Walnut's rarity and the higher prices it fetches in the marketplace. It's the classic economics of supply and demand with several forces at play to make Walnut America's most valuable wood."

As a testament to the emphasis placed on safety, the company has taken voluntary steps and invested in on-site lab and testing processes to assure consumers that Gat Creek furniture is Product Stability Verified. The designation, developed by the American Home Furnishings Alliance (AHFA) and global safety



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For Appalachian Hardwood lumber sales, contact Steve Staryak: (828) 999-0198, email: stevestaryak@lawrencelumber.net, or Joe Gori: (704) 240-2167, email: gmgori86@gmail.com

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science company UL, helps consumers identify products that meet its standard for tip-over safety.

"These safety protocols require a significant investment of resources — dedicated test site, certified testing and measurement devices, training staff to perform the 30-plus point checklists and properly capture and submit the data," Caperton said. "We are fortunate to be located in the Appalachian Mountains, surrounded by the beautiful forests that supply our workshop. It's a source of pride that, through sustainable management, these forests hold more trees today than they did a century ago. Environmentally and economically, our local forests are healthy and thriving."

Following a surge of orders during the second half of 2020, Gat Creek is finalizing plans to add 30,000 square feet to its existing 100,000 square foot solid-wood furniture factory. The plant expansion will allow for 75 percent growth in production capacity and should be operational near



The Nicole bed is a new contemporary design manufactured by Gat Creek.

the end of 2021.

Gat Creek is a member of the American Home Furnishings Alliance, Appalachian Hardwood Manufacturers Inc., Sustainable Furnishings Council and West Virginia Manufacturers Association. ■

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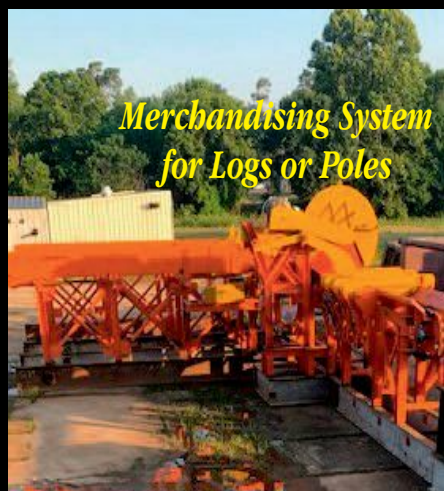
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Abenaki produces approximately 18 million board feet at its two locations, offering both Northern and Appalachian Hardwood lumber.

green line are all Sanborn Equipment. The green line stacker is an old Irvington Moore stacker that Dan Horning, maintenance supervisor, rebuilt from the ground up and is a perfect addition to the green incoming process. Anyone who is familiar with the Irvington Moore products would be quite impressed by what Dan has done with this machine. Abenaki also offers planing on a Newman two-sided helical head planer and straight line ripping on a Newman rip saw. The forklifts are Taylor, Toyota, and Caterpillar lifts. Chris Collins is the assistant yard manager and has over 20 years in the industry. Denise Barber is the employee manager and handles the day-to-day placement and management of the yard workers. There are four NHLA Inspector Training School graduates currently working at this yard. Jeff Ebitson is the dry line grader and supervisor, and Andrew Brown is the green line grader and supervisor. This yard produces Ash, Beech, Birch, Hard and Soft Maple, Hickory, Red and White Oak and Yellow Poplar primarily in 4/4 and 5/4 thicknesses. They also stock 4/4-12/4 European Beech and some European White Oak as well.

At the headquarters in Kingston, NH you will find Lise Lennon, treasurer, trucking manager and office manager, handling an office staff that includes Tina Radigan, IT specialist and advertising leader, Kayla Gallerani, billing and administration, and working remotely is Niki Beuschel, who handles the export bookings and logistics as well



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Parker Dukas, Abenaki's latest addition to their team in marketing.

as assisting with the phones. Lennon and Radigan both have over 30 years with the company, Beuschel is approaching 20 years and Gallerani is at five years and is learning to do her mom's work (Lise) with an eye on the future. The sales and marketing team is led by Vice President Greg Devine, a 40-plus-year veteran of the Hardwood industry



Quality, consistency, and service have been the keys to Abenaki's success. Abenaki takes pride in the attention to details, to ensure each and every load meets their high standards.

who is in his 25th year with Abenaki. In his time with Abenaki, Devine served two terms on the NHLA Board of Directors. Company chairman Steve French and newly appointed President Eric Porter work full time in the Kingston office

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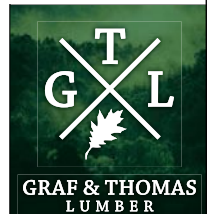
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LUMBER**

4

LOG YARDS

2

SAWMILLS





Abenaki's Belington, WV facility, located in the northern central mountains of the state, provides an abundance of fine native White Ash, Basswood, Beech, Birch, Cherry, Hard and Soft Maple, Hickory, Yellow Poplar and Appalachian Red Oak.

sharing in the marketing duties as well as in administration. Parker Dukas is the new man in marketing at Abenaki and was moved from the lumber yard into the office officially on January 1 of this year. Porter and Dukas are graduates of the NHLA Inspector Training School with Dukas taking top honors in his class a few years back. Working in sales and purchasing from their home offices are Bruce Horner in

Boswell, PA and Nils Dickmann in Seattle, WA. Both men are respected industry veterans rounding out a very seasoned and capable team. Horner is an NHLA Inspector Training School graduate who also took top honors in his class, and a current NHLA board member serving in his second term. Dickmann is past President of the Western Hardwood Association (WHA).

Will French, Steve's oldest son, is the manager of SFR Hydro, which is Abenaki's power producing subsidiary. The dam and turbines are located in Milton, NH on the Salmon Falls River, and Will is focused on producing clean, renewable energy from four turbines which he oversees and maintains mostly by himself along with help when needed. George French, Will's younger brother, established Abenaki's firewood subsidiary and works independently on the processor with an operation at the corner of



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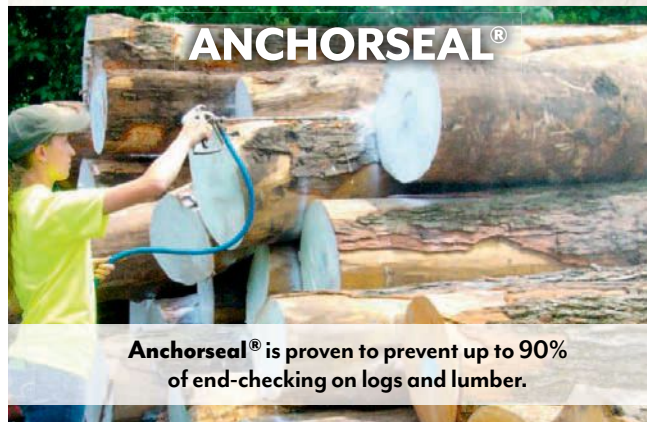
The success of Abenaki Timber is evident in the reputation they have for providing quality Hardwood lumber and outstanding service. As you can see, experience in the Hardwood industry runs deep here but they are not standing still, bringing along the younger people in the company who appreciate the experience but can offer new and fresh visions of what this business might look like in the future. Producing power at the hydro and using wood waste for the boiler in New Hampshire are examples of Abenaki's commitment to clean, renewable energy. Eric Porter says, "All of the people here at Abenaki have a genuine love of the Hardwood industry and the products we provide. Our goal is to continue to improve our quality, service, and consistency for now and well into the future. That future looks bright!"

Abenaki Timber Corp. is a proud member of the following associations: National Hardwood Lumber Association, Hardwood Manufacturers Association, Indiana Hardwood Lumbermen's Association, Western Hardwood Association, Appalachian Hardwood Manufacturers Inc., New England Lumber Association, Penn-York Lumbermen's Club, and the Epping, NH property is a certified Tree Farm. ■

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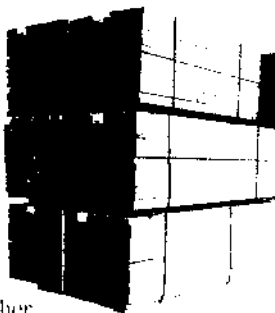
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HMA *Continued from page 14*

nesses. Visit High Schools. Participate in Career Fairs. Open our doors and conduct tours of our operations. Partner with Tech Colleges. In short, invest in our Youth! It works.

I'm nearing my word count max, so I'll end with this. I'm pleased to announce an addition to our HMA staff - Ian Faight - HMA's newly appointed Marketing, Communications & Digital Content Director. Touting a Marketing degree from Penn State University, along with 13 years of experience with Pittsburgh-based Public Relations firm, PUSH 7 (formerly Yearick-Millea), and the Pipitone Group, Ian brings a Millennial mind-set and unique skill set to the HMA. And, as he is quite familiar with the industry, I'm confident he will both augment our efforts and take them to the next level. Welcome Aboard, Ian! And Happy Summer to all. ■

AHEC *Continued from page 15*

bers, with White Oak an example of a Hardwood with multiple sub-species, Tulipwood being a single homogeneous species.

It's hoped the first outcomes of the project will be known later this year, in time for the November COP 26 Climate Change talks in Glasgow.

Depending on the success of the pilot and given the will and the funding, AHEC believes science-based traceability could be rolled out across the entire U.S. Hardwood forest.

It could be seen as having still greater value in the American Hardwood industry due to the relatively low uptake of conventional chain of custody certification. There are over nine million private forest owners in the U.S., many of them family smallholders. Most, to date, seem deterred from getting certified by the technical complexity, relative cost, administrative burden, and lack of incentives for operations of their scale. Science-based traceability, however, requires a one-off test of samples from a forest region to create a permanent geo referenced record. This can then be used in conjunction with other sources of evidence, such as FIA data and the Seneca Creek assessments, that these smallholdings are sustainably managed and the timber from them legally produced.

With the data we already have, SIRA gives us a profile that we can use to definitively link actual timber production to demonstrably sustainable forests. This sort of data is clear and far less prone to the error, misuse and fraud to which some other verification systems have been vulnerable. Another benefit of SIRA is that American Hardwood products can be tied to specific forests areas where there is good quality data on forest carbon sequestration, giving an even more definitive carbon profile for those

products.

WFID believes that an isotope reference library for the entire U.S. Hardwood forest could be established at an acceptable cost and relatively quickly, in as little as a few years.

The U.S. also has the potential to become an international template for large-scale, industry-wide use of science-based traceability in the forest sector. In the not-too-distant future, it could be much more difficult to trade in illegal, unsustainably sourced timber worldwide. ■

LAKE STATES *Continued from page 6*

turer said, "We're very busy right now. Our sales are good. Our lead time now is six to 10 weeks out. We're that busy." She said the market for her firm's products is better than it was in recent memory.

She handles Red and White Oak, Hickory, Walnut, Cherry and Maple, all Select and Better in No. 1 Common and character. Thicknesses range from 5/8 to 3/4. Her best seller is White Oak.

She sells to distributors. "Some customers in New York say their market is really bad, and others say it's really good. It's all over the board right now."

She noted, "The price of transportation is outrageous. My customers pay their own freight, so there's a lot of complaining with the freight charges. But they still pay it because they have no choice."

In Wisconsin, a lumber provider stated that the market for her products is "actually pretty good. It's doing well." In fact, her market is better than it was six months earlier. "The prices have increased," she said, "and demand is higher. The demand is commanding higher prices, which helps any sawmill."

She sells Hard and Soft Maple, Yellow and White Birch, Cherry, White Ash, Brown Ash, Basswood and Aspen in 4/4, 5/4 and some 9/4. Her best seller, she noted, is 4/4 Hard Maple.

She sells her lumber to end use manufacturers. "Our biggest customer makes door stiles and railings for doors," she stated. "Our No. 1 customer can't get enough Hard Maple, so he's obviously doing well when he gets the product he needs. Overall, our customers are doing well."

Transportation, she said, is "a huge factor in a negative way. It's very, very difficult to get trucks to haul our product. We've noticed that more so probably in the last two to three months than we ever have in the industry." ■



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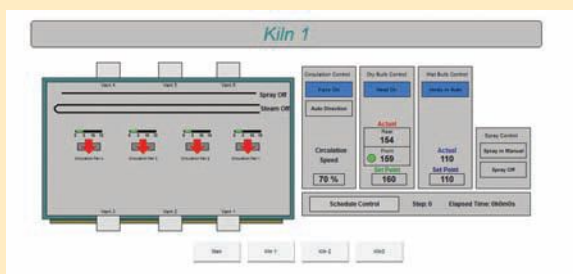
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NORTHEAST *Continued from page 6*

Walnut, with sales described as “hot” in every species, especially with White Oak. This source sells to distribution yards, end users, and exporters. “From pallet lumber to moulding and millwork, everybody’s looking for wood and has business,” he stated.

Despite business booming, it is difficult to find transportation in West Virginia. The source emphasized a shortage of trucks and laborers.

In Maine, a lumber provider stated, “My fear is that I don’t know if this is a ‘demand’ market or if it’s really a

‘shortage market.’”

He continued that he is concerned, “The shortage of Hardwood is unsustainable for the end user. I’m really concerned about the end users as well as logs, given the pulp situation. That’s what caused a lot of the shortages.”

His bestseller is Hard Maple, available in all grades with thicknesses in 4/4 and 5/4. He sells to both distributors and end users - some of whom have commented on the need for more product. “COVID and the pulp crisis has caused a lot of the lack of Hardwood, which causes the demand,” he remarked.

In Maine, trucking remains an issue, according to him. “Thank God I have my own trucks,” he groaned. According to him, the start of mulch season means further issues with transportation, because hauling mulch pays more than hauling lumber. ■



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SOUTHEAST

Continued from page 8

porters. When asked about his customers’ perspectives on the market, the source noted, “I mean, they’re all real anxious. Everybody seems to be in the same boat and needing the supply and not being able to get it.” When asked why, he explained, “There’s a shortage for the time being. Of course, as we came out of winter, production got better. It’s just going to take a while to produce enough to meet the demand.” This contact’s company owns its own trucks, resulting in fewer issues with transportation compared to other sources.

There appears to be unanimous agreement in the Southeast that demand has been far higher than what it has been in the past. In Arkansas, another source described the market as “upside-down.” He reported it as being busier than it was six months ago, but with prices trending upwards. He believes that “being oversold is better than being undersold.”

He sells Red and White Oak, Hickory, Walnut, and Maple, with an especially high demand for No. 2 Common and quartered Select Red

Oak. "We're probably backlogged on 80 percent of our skews, if I had to guess," he said. All his customers are in distribution wholesale, who apparently "can't get enough material," he shared.

Transportation poses a problem for this Arkansas lumber contact. "It's certainly not as easy to get trucks as it was weeks or months ago, but we're still able to move most of what we're trying to move without too many delays," he commented. "We have a good network of local carriers here that we're able to use. I don't have to broker too many loads out." ■

But when we first came into this, we were all concerned that the wood products business was going to suffer as it has historically in every downturn. This downturn found, with more people working from home, that they did more projects and looked into remodeling.

"Other people are looking for a new home. We find that residents who were living downtown in high rise condominiums have moved to the suburbs. Real estate is tight. Prices are high. There's just not a lot of product on the market. It's been a surprisingly good marketplace. The

Please turn the page

WEST COAST

Continued from page 8

some rustic grades. "Years ago, we stocked some Common grades but not anymore," he noted.

Customers are mostly lumberyards and manufacturers. Manufacturers are doing well, he stated, but lumberyards are having trouble getting lumber.

In transportation, trucks are somewhat problematic, he observed, but rail is not too bad.

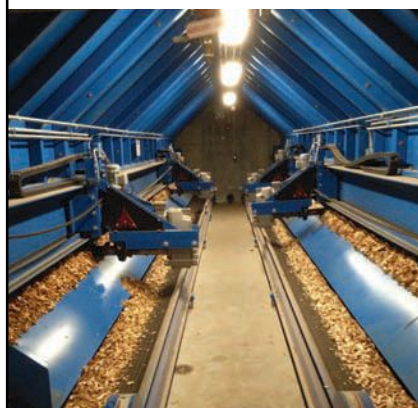
Another California lumberman said, "Overall, the market's still solid; we're busy." The market is the same as it was a few months earlier, he noted.

He sells White Oak, Walnut and Hickory in FAS No.1 and No. 2 Common to flooring companies, distribution yards and retail lumberyards. "Their business is solid," he observed.

Transportation is not a problem for him, he stated. "We're still fortunate."

In Oregon, a source described the market as "robust. Just like everyone else, we've got shortages in certain areas. The economy has picked up and demand is good for our product. Supply is tight and prices are going up every week."

Compared to several months earlier, the market is "absolutely better," he remarked. "Six months ago, people were fearful due to COVID. I think one of the things that really helped in our industry was that the PPP funds assisted a lot of companies. In the end, they didn't need it.



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WEST COAST *Continued*

problem is: can you replenish stock you've sold? There's a lot of shortages and a lot of this is due to the fact that businesses can't get additional labor to open another shift."

He sells almost all uppers in most domestic species including Red and White Oak, Walnut, Maple, Cherry, Poplar, Basswood, Birch and Hickory. Customers include industrial accounts and other distributors. "I think everyone's sales are strong right now through the whole lumber supply chain," he stated.

Transportation is a problem, he remarked. "All I have to say is: where did all the trucking go?" he asked. "We see shortages in trucking out here as everyone ramps up for agriculture. We're having trouble getting containers, too. On all transportation, rates are way up." ■

ONTARIO *Continued from page 10*

Birch at the top of the list, and providing outlets of full production runs. It is a challenge to source ample supplies for this and other species, which are fueling price inflation. Prices were raised for all thicknesses of green Birch. Kiln-dried business was reported as strong with markets readily absorbing developing supplies.

As the housing markets are strong, Hard Maple has been in constant demand as well as for Hardwood finished goods. Consumers are also favoring Hard Maple. Demand continues to outpace supply, and there is ongoing price inflation. Kiln-dried Hard Maple orders are outpacing supply.

Soft Maple demand has also remained steady, and supplies are insufficient to meet buyers' needs, causing rising prices. A slight increase in green Soft Maple availability was noted, as some sawmills focused on whitewood decks before sap stain set in and ahead of warmer weather.

As is the case for this time of year, whitewoods are being processed due to concerns of staining. As a result, Red Oak supplies are down, as the focus is on replenishing Hard and Soft Maple. Domestic and international demand for Red Oak is noted as good, but inventories are thin.

White Oak exports were down, noted contacts, due more to a supply issue than lack of demand. Demand was high, kiln dried inventories thin, and reported prices had risen sharply over time. Green White Oak markets are also strong.

Recently, Finance Minister Chrystia Freeland tabled Budget 2021. It contains \$101 billion in new spending over three years to restart the economy. It includes a \$12-billion



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extension of COVID-19 business aid programs and other income supports. Some highlights of this spending includes investments in helping employers recruit and train workers for the skilled trades sector and includes a new service to help connect apprentices with employers. A Recovery Plan for Jobs, Growth and Resilience, proposes \$470 million in funding over three years beginning this year to Employment and Social Development Canada (ESDC) to establish a new Apprenticeship Service. The details are still being developed, but it will begin this month and end in November, covering up to 50 percent of the costs associated with staffing up – whether that means recalling previous workers, adding new staff or increasing their hours.

The Budget also proposes \$55 million over three years to ESDC for a Community Workforce Development Program aimed to help communities develop local plans identifying high potential growth organizations and connecting employers with training providers to develop and deliver training and work placements to up-skill and reskill jobseekers to fill in demand jobs.

\$54.8 million over two years, starting in 2021-22, goes to Natural Resources Canada, to enhance the capacity of the Investments in Forest Industry Transformation program including biofuels, bioplastics and building materials. Developing and marketing these new biomaterials will help protect good jobs in hundreds of Canadian communities. Investments are being made to get ahead of worsening fire patterns. Sustainable forest management and Canada's forestry workers are part of the first line of defence in supporting forest health and keeping communities safer from fire. Budget 2021 investments in wild-fire mapping, community resilience, and enhancements to the Canadian Interagency Forest Fire Centre are welcome news.

\$67.2 million over seven years, starting in 2021-22, is toward Environment and Climate Change Canada. This standard creates new economic opportunities for Canada's biofuel producers, including farmers

and foresters, who are part of the diverse supply chain for low-carbon fuels.

The continuation of the Canada Emergency Wage Subsidy and the Canada Emergency Rent Subsidy, and the Lockdown Support for businesses and employees affected by COVID to the fall of 2021 have also been approved. There is also \$30 billion over five years for a national child care program, with continued funding after that first five-year period; and \$17 billion for a green recovery, focusing on conservation and cutting emis-

Please turn to page 64



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WHO'S WHO IN HARDWOOD PURCHASING



Bruce Collins

BRUCE COLLINS is general manager and purchasing agent for **Marsh Lumber Co.**, located in Pamlico, SC.

Marsh Lumber Company is a division of Marsh Furniture Company based in High Point, NC and manufactures Hardwood components for kitchen and bath cabinetry. The company was founded in 1906 and currently purchases approximately 2.6 million board feet of Ash, Red Oak, Hard Maple, Cherry, and

Yellow Birch (No. 1 Common and Better, 4/4, kiln-dried, S2S).

Collins is a graduate of South Florence High School and attended Florence-Darlington Technical College, in Florence, SC. He has worked at Marsh Lumber for 40 years, with current responsibilities including lumber purchasing and facility management.

Collins and his wife Elaine reside in Florence, SC and have been married for 31 years. The couple has two children.

For more information, visit www.marshfurniture.com.

Randy Osiason is vice president of **Stanley Chair Company Inc.**, founded in 1949, and located in Tampa, FL. In his position, Osiason has oversight of various aspects of the business, such as lumber purchases.

Stanley Chair is a manufacturer of upholstered and leather furniture, as well as dining room furniture, with annual lumber purchases of approximately 640,000 board feet of Poplar, Ash, Soft Maple and Magnolia, all in No. 2 Common, 4/4, S2S, 7/8, air and kiln-dried, and some frame stock.

Osiason has worked as vice president of Stanley Chair his entire 32-year career in the forest products industry.

For more information visit www.stanleychair.com.

Dylan Farr is vice president at **Iola Lumber Co.**, a distribution/concentration yard located in Millville, PA. Farr has oversight of various aspects of the business, among them sales and lumber purchasing.

Iola Lumber purchases 500,000 board feet of lumber annually of Red and White Oak, Hard and Soft Maple, Hickory, Walnut, Cherry, Poplar and pine in softwoods. All species are purchased in No. 2 Common and Better, 4/4, 5/4 and 8/4.

Iola offers retail and wholesale of kiln-dried rough lumber.

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

Farr has been in his present position for 10 years and began his career in the forest products industry at the young age of nine years. He has experience throughout the whole processing chain of the lumber – from purchasing, grading, drying, re-grading and selling. He earned a BSBA degree in marketing and a BSBA degree in Information Technology Management from Bloomsburg University. He has also completed a Penn-State extension course on kiln drying and has received on-the-job training for daily kiln operations over the past eight years.

He has been married five years to Mackenzie Farr.

In his spare time, he enjoys hiking and hobbies/crafting items with his hands.

Learn more about this company at www.iolalumber.com. ■

NKBA *Continued from page 47*

Notable challenges and opportunities for the kitchen and bath market include:

- Over half of designers (55 percent) report no project cancellations or postponements in Q1, but 45 percent note material shortage and product pricing are starting to affect project timelines.

- As vaccination rates climb, consumers are more comfortable shopping in-person for items with over 50 percent of retailers reporting growth in foot traffic in Q1 2021 (compared to 35 percent in Q4 2020).

- 45 percent of retailers continue to report a shift in price-point with 70 percent shifting to higher prices, and despite price surges for some products, consumers are still opting to pay for high-end products and finishes. Refrigerators and ranges/stoves are seeing the highest price climb at 12 percent and 11 percent, respectively.

- 60 percent of manufacturing firms report average lead times of 6+ weeks in Q1 2021, a drastic increase from Q4 2020 (36 percent reporting 6+ week lead times). 78 percent of manufacturers report severe capacity constraints at this time, a rise from the prior quarter (23 percent) due to extended lead times on raw materials and significant freight delays.

- With the surge in remodeling demand, 67 percent of building and construction firms report a backlog of 3+ months and of that, 21 percent have a backlog extending through 2021.

- With the pandemic affecting many industry professionals, the already strained labor market continued to dwindle. In response, over 60 percent of companies re-

Please turn to page 73

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Tracey Mueller, Log Procurement; Kevin Mueller, Mill Manager; and Randy Mueller, Sales

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ONTARIO *Continued from page 61*

sions. Also, there is a topping up the Liberals' 10-year, \$40-billion housing strategy with an additional \$2.5-billion commitment. Some 60 percent of that will go toward construction of 4,500 new units under the Rapid Housing Initiative, to provide vulnerable Canadians with affordable homes.

The Budget also proposes to provide the Government with the legislative authority to add additional qualifying periods until November 20, 2021, should the economic and public health situation warrant it. ■

QUEBEC *Continued from page 10*

the Far East and Mexico. With the strong U.S. housing market, Hickory is being used for flooring, with more interest coming from moulding, millwork and cabinet manufacturers. The end users are finding it hard to source enough Hickory to meet their needs for finished goods, as is the case for wholesalers.

Flooring manufacturers are ramping up their White Oak amid supply strains. Sawmill production of this species was still relatively low as recently as April, so flooring manufacturers struggled with lumber purchases. Some wholesalers were also looking to increase their Red and

White Oak supplies. Exports of Red Oak to China are noted as strong, good in the U.S., and decent in several international markets. Green Red Oak demand is vibrant, with prices pushing up for this species.

White Oak is reported as having robust demand but there are low supplies with fierce competition for logs, which are going mostly to veneer manufacturers, stave plants, overseas, and some to sawmills. Prices are, therefore, escalating and some at highest rates they've ever been.

Poplar is moving well on the domestic and international fronts. This is due to strong demand, limited supply, and high prices for other species that are often substituted for Poplar, including softwoods. Prices for this species continue to climb.

Walnut is in demand, especially for the upper grades, although all grades are faring well. Due to lack of supply some businesses are losing orders. Prices are trending upwards for this species.

Sawmill operators report brisk pallet cant and lumber sales. Pallet plants are undersupplied with raw materials, both Hardwoods and softwoods. Higher prices are being paid in hopes of replenishing on hand supplies.

The Quebec Minister of Finance, Eric Girard, tabled his budget this spring. His budget continues to support

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workers who lost their jobs and entrepreneurs hit hard by restriction measures due to the pandemic. The Minister stated that "With the arrival of vaccines, we can now look to the future with cautious optimism. We are able to return to the challenging and stimulating path that will take Quebec to the next step. This budget is for a resilient Quebec that is confident in its future."

The budget provides for nearly \$15 billion in additional initiatives by 2025-2026, including \$5.2 billion starting this year to strengthen their health care system; support educational success and young people; accelerate growth and the transition to the new economy to increase productivity and stimulate business investment, which includes encouraging businesses to adopt new technologies to increase their productivity; and enhancing the investment and innovation tax credit, and reducing the tax rate for small and medium businesses; and support Quebecers. It contains an additional \$7 billion to overcome the public health crisis.

It also includes creating wealth through innovation - \$133 million to invest in infrastructure and research centers and \$56 million to support innovation in strategic sectors; supporting the requalification of workers and getting them back into the labor market; continuing to support businesses affected by the pandemic; maintain

the Concerted Temporary Action Program for Businesses (PACTE) and the Emergency Assistance Program for Small and Medium-Sized Businesses (PAUPME); extending the tax credit in respect of employer contributions to the Health Services Fund for employees on paid leave; and developing its economy in a sustainable way by implementing supporting measures for a sustainable economic recovery and support Quebecers.

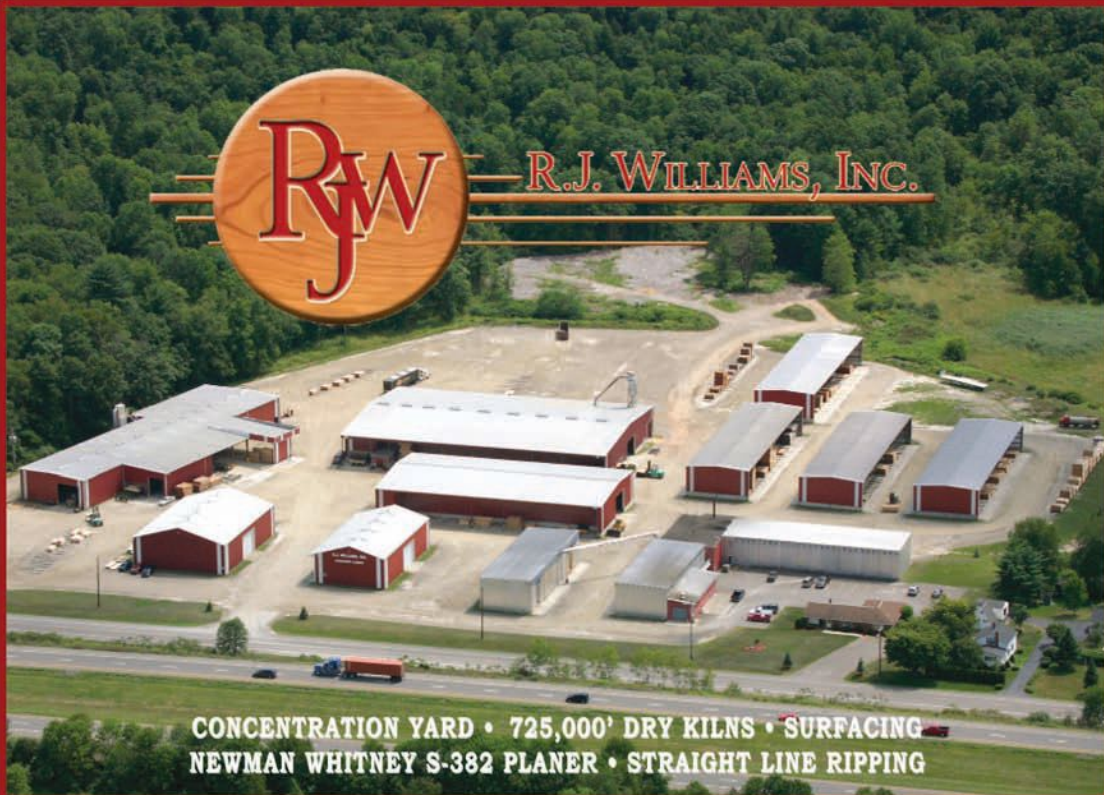
According to the report, the economy restart has begun, and a strong economic recovery is expected in the coming years. A return to pre-pandemic levels of economic activity is anticipated by the end of 2021.

The Budget also expects a return to fiscal balance within seven years (2027-2028.) The plan to return to fiscal balance was based on these principles: the government's commitment not to increase the tax burden; expenditure growth in line with revenue growth; the acceleration of economic growth; and an increased federal contribution to health costs. ■



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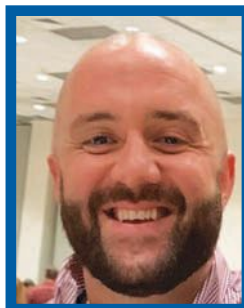
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Joey Perot

HAMBURG, NY—Joey Perot recently joined Baillie Lumber Co., headquartered here, as the domestic Hardwood lumber trader for the Southwest region. Perot comes to Baillie with nearly 15 years of industry experience. His familiarity with sawmills, concentration yard operations and the Hardwood distribution business will bring great value to the customers he serves.

Perot, who is based in Houston, TX, will be serving the needs of distribution companies and manufacturers who purchase Hardwoods in Texas, Oklahoma, Louisiana and Arkansas.

One of Perot's primary responsibilities will be to continue to help customers source the lumber they need, when and where they need it, whether that is by securing a special load of hard-to-find tropical lumber or putting together a multi-species mixed load of Appalachian Hardwoods.

Baillie is one of America's leading providers of Hardwood lumber. Baillie is focused on providing Hardwood lumber solutions that help customers' businesses succeed. Their portfolio includes custom lumber solutions designed to the specific needs of their customers and that help companies increase yields and decrease costs.

For more information on Baillie, you can reach Joey Perot directly at 346-405-1200 or e-mail jperot@baillie.com.



Ted Rossi

BRADFORD, PA—A joint venture between the Rossi Group, based in Cromwell, CT, and The Lyme Timber Company LP ("Lyme"), located in Hanover, NH, has acquired Danzer's sawmill, kilns, and related assets, located here. The Rossi Group and Lyme plan to bring the Bradford facility, formerly known as Bradford Forest Products, back to full production, securing over 85 existing jobs and creating at least 20 new jobs in McKean County. The business will operate under its former name, Bradford Forest.

AN UPDATE COVERING THE LATEST NEWS ABOUT HARDWOOD SUPPLIERS/VENDORS

An experienced producer of Appalachian Hardwood lumber, the Rossi Group will be responsible for the management of the sawmill and kiln operation. Lyme and the Rossi Group also own the Emporium Hardwoods sawmill in Emporium, PA. The two mills are expected to produce over 60 million feet of Hardwood lumber per year.

Ted Rossi, President and CEO of the Rossi Group, said, "Pennsylvania has long been a focus for our business because of its globally recognized Hardwood resource. Our investment in the Bradford sawmill complements our existing sawmill capacity and allows us to achieve desired scale, market diversification and efficiency."

Jim Hourdequin, CEO of Lyme, said, "We are proud to take on Danzer's legacy of investment and stewardship of the Bradford mill. It is an excellent facility with an experienced team in a region known for its Hardwood resource. The mill's unique sawing capabilities and distinctive global markets help landowners like us manage lands sustainably in a manner that supports jobs and the local forest economy."

Since 2017, Lyme has purchased approximately 160,000 acres of forestland in the region. Alongside its sawmill joint venture with the Rossi Group, Lyme has invested in several local, forest products businesses, including Three Rivers Forest Management in Coudersport, PA and Northern Appalachian Log and Forestry in Coudersport, PA. With the Bradford investment, Lyme will directly employ over 220 people in the region.

Greg Lottes, Vice Chairman of Danzer North America and President of Danzer Lumber North America, said, "The divestiture of the Bradford mill was a difficult decision for Danzer, but with our future focus on specialty Hardwood products and surfaces, we sought out and found an excellent buyer and operator for the Bradford sawmill complex. The sale to the Lyme/Rossi group will be good for the skilled and dedicated employees at the Bradford plant and the local community. The combination of Rossi's existing sawmill production and Lyme's expanded timber base in Pennsylvania makes for great synergy with the Bradford complex."

The Rossi Group is a leading global producer of Appalachian Hardwoods through its mill operations spanning the region in recent decades. Today, it operates mills in Emporium, PA and Scotland, CT and serves customers

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TRADE TALK

Continued

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The Lyme Timber Company LP is a private timberland investment firm that focuses on the acquisition and sustainable management of lands with unique conservation values. Today, Lyme owns and manages approximately 1.6 million acres of timberland and rural real estate in the U.S. and owns interests in five operating businesses in the forest products industry in Appalachia.

For more information, visit www.rossigroup.net, www.lymetimber.com and www.danzer.com.

PIQUA, OH—Hartzell Hardwoods, headquartered here, has recently upgraded its equipment and facilities. The firm has added a new dry storage warehouse. It also has added a VisionTally device and a new paint system.

The new warehouse takes in 75,000 square feet under roof. The VisionTally system tallies bundles and reads and calculates each piece for exact width and length with almost 100 percent accuracy. The device scans both ends of a bundle and weighs the bundle. The new paint system was built in-house. It helps in painting the ends of bundles more quickly and efficiently.

Hartzell Hardwoods, which has a secondary location in Kirksville, MO, manufactures more than 20 million board feet annually in Walnut, Red and White Oak, Hickory and Ash.

Hartzell Hardwoods also plans to add two additional dry kilns and a pre-dryer soon.

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

PEACH BOTTOM, PA—Stoltzfus Forest Products, located here, be-

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gan installation of two, new 37,000 board foot dry kilns manufactured by SII Dry Kilns of Lexington, NC in March. The new kilns were expected to be operational by the end of May. The mill plans to add a Walnut steamer and a third kiln in the near future.

According to Benuel Stoltzfus, owner and lumber salesman, "The new dry kilns will allow the company to tap into new markets and will give us more market flexibility."

Stoltzfus Forest Products manufactures more than six million board feet of No. 2 Common and Better grade lumber annually. Species include Red and White Oak, White Ash, Birch, Soft Maple, Cherry, Poplar, Walnut, and Hickory in 4/4 to 16/4 thicknesses.

Stoltzfus Forest Products is a member of the National Hardwood Lumber Association and the Pennsylvania Forest Products Association.

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

MONTREAL, QC—Autolog, with its head office here, recently announced the launch of a new, revolutionary sensor called R-TRAC. This new sensor is taking live degree measurements while the log is rotating. R-TRAC is a fully autonomous system that is independent of the log optimizer geometric model. It works with all types of log turners no matter which optimizer brand is installed.

No mechanical modifications are required to the log turner or to the infeed chain. According to Autolog, it affords very easy integration with any control system (PLC), as R-TRAC allows the use of a closed loop feedback to control the position of the log turner cylinders based on the rotation instead of their linear movement. R-TRAC maintains a continuous reading of the rotation angle while the log is in the field of view as opposed to applying a rotation correction after the rotation is complete.

R-TRAC has a precision of better than five degrees of standard deviation using all data (no outliers are removed as many do in their calculation). It comes with advanced statistical tools to help track the performance of the turners. At this time, the maximum speed is 600 ft/min, and R-TRAC can measure logs from four inches to 24 inches.

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

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TRADE TALK

Continued



Ward Mintzler

LANGLEY, BC—MillTech Inventory Management Solutions, headquartered here, recently announced that Ward Mintzler has joined MillTech as Vice President of Sales and Product Manager.

As VP of Sales, Mintzler will take a pivotal role in MillTech's continued expansion that saw MillTech grow by 50 percent last year. As Product Manager, Mintzler brings 20 years of management experience with lumber inventory systems that will be important to the further development of the MillTech Lumber Inventory System.

Mintzler was Sales Manager and Lumber Trac Product Manager at Progressive Solutions/Epicor for 20 years.

For more information, visit www.milltechims.com.



Paul Cleereman

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

- Kretz Lumber Company in Antigo, WI recently upgraded their carriage controls and replaced them with Cleereman Controls with optimization.
- Kepley-Frank Hardwoods in Lexington, NC installed Cleereman Controls with optimization.
- Collins Brothers Sawmill in L'Anse, MI installed Cleereman Controls with optimization.
- Cleereman Industries recently installed equipment at Alpine Lumber Co. in La Jara, CO, which included new Cleereman Log Deck, Cleereman Bar Turner, Cleereman LP-36 Linear Carriage with Cleereman Linear Carriage Controls, Cleereman Modular Track Frame, Cleereman Hydrostatic Carriage Drive, Cleereman Headrig Roll Case, Cleereman Sawyers Booth with Cleereman Controls dispatch package, Cleereman Husk and dual tensioner.

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- Cooper Marine & Timberlands in Carrollton, AL recently replaced their existing carriage with a new Cleereman LP-42 Linear Carriage and Cleereman Modular Track-Frame.

- Schrock's Sawmill in Arcola, IL recently installed a Cleereman HS-380 carriage with Cleereman Controls.

- Wieland & Sons Lumber Co. in Winthrop, IA recently replaced their existing carriage with a new Cleereman LP-48 Tilt Linear Carriage.

- Turman Forest Products Inc. in Bedford, VA recently replaced their existing carriage and installed a new Cleereman LP-42 Linear Carriage and Cleereman Hydrostatic Carriage Drive, Cleereman Dual Cable Tensioner, and Cleereman Sawyers cab. This is the second Cleereman LP-42 Cleereman Carriage that Turman Lumber has installed at their Bedford facility. Turman Lumber has now replaced four existing carriage lines with Cleereman Carriage lines.

Rich in logging and sawmill history, Cleereman Industries has developed and manufactured sawmill machinery for over 60 years using three guiding principles:

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- Use simple yet highly functional designs to minimize the number of moving parts while maximizing the performance and functionality.
- Provide unequalled service and support to its customers.

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

CRYSTAL FALLS, MI—Lake States Lumber Association Education, headquartered here, will be offering a Hardwood Lumber Grading Short Course at Northcentral Technical College in Antigo, WI from August 17-19, 2021. The course is open to everyone, although members of LSLA are able to register at a reduced cost.

This class is targeted for beginners and, therefore, will be ideal for sawyers, edgemen, trimmermen, grading trainees, salespeople, managers and supervisors. Items to be covered include Hardwood lumber grading: a language, clear vs. sound cuttings, National Hard-

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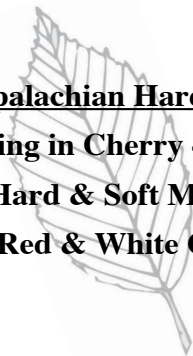


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TRADE TALK *Continued*

wood Lumber Association standard grades, hands-on lumber grading and more.

Instructors will be Travis Allen of Northcentral Technical College, Scott Bowe of the University of Wisconsin-Kemp Natural Resources Station and Tim Kassis, retired from Kretz Lumber Company. Registration is \$250 for LSLA members and \$350 for non-members. The course is limited to the first 35 registrations. Registration deadline is Aug. 12, 2021.

For more information, contact LSLA Education at 920-884-0409. Or, for more information and to register, go to www.lsla.com.

FORT WAYNE, IN—DR Lubricants has acquired Biolube, located here, from the founders of Biolube, George Barker and Bob Pennycoff, both of whom have retired.

Kelly Johnson and Erik Bailey and their team at DR Lubricants, the manufacturers of Biolube Lubie (c) products since the beginning, will take over operations of Biolube. Therefore, buyers will not notice any difference in product quality. The products will retain the same formulas and Biolube names. Biolube has provided innovation in saw lubrication and has been a leader in this field for more than 20 years.

DR Lubricants, Inc. was founded in 1986 and is growing to become one of the largest manufacturers of quality machine lubricants and coolants in the Midwest. The company offers custom blends for private label production. Their dedication and commitment to continual improvements through R&D help ensure the best protection for today's manufacturing and high-production demands.

For more information, go to www.biolube1.com. ■

NEWS DEVELOPMENTS *Continued from page 13*

case anymore. Many EU member states strictly interpret the time limit as follows: The shipment must leave the country within 14 days of inspection AND the PC should be issued no more than 14 days before departure.

"This is a much more restrictive interpretation of the 14-day time limit as known in the past. It is also shorter than the 30-day policy. However, we have some wiggle room with the 14-day time limit when a shipment is delayed if the PC was issued within our 30 days inspection policy, and we could prove that the shipment started its journey (truck, rail, etc.) out of the interior of the U.S. within the EU 14-day limit. All we had to do is replace the PC and add an AD saying that a delay in conveyance was the issue. The EU usually accepted that."

For more information, go to www.usda.gov.

Oregon Dept. of Forestry Works to Reduce Wildfire Risk

The Oregon Department of Forestry is putting to work the \$5 million it was granted earlier this year by the Oregon Legislative Emergency Board (E-Board) for reducing wildfire risk. The agency has lined up 37 projects that rely on partnerships to improve community resilience to wildfire and restore and maintain healthy, resilient forests. The projects are spread evenly on both sides of the Cascades. Most of those in western Oregon – 16 out of 19 projects – are concentrated from Lane County to the California border, where wildfire risk near populated areas is generally higher.

"The funds from the Emergency Board provide the state with an incredible opportunity to bring together public and private groups to complete some critical fuels mitigation work in advance of the 2021 fire season," said Oregon State Forester Peter Daugherty. "This is shared stewardship in action. When we work together, we can treat more acres across ownership boundaries and have a greater impact on fire resiliency in communities and forests throughout the state."

Partners in the department's efforts include forest collaboratives, watershed councils, the Northwest Youth Corps, OSU, private landowners, counties, federal agencies, and the Confederated Tribes of the Grand Ronde.

After receiving the funds in January, ODF put out a call for proposals and received 93 applications totaling over \$20 million. The 37 projects were chosen from among those applications.

For more information, go to www.oregon.gov/odf. ■

NKBA *Continued from page 63*

port increasing labor rates to retain current staff and of the companies reporting labor rate increases, almost half report increasing labor rates 10-19 percent.

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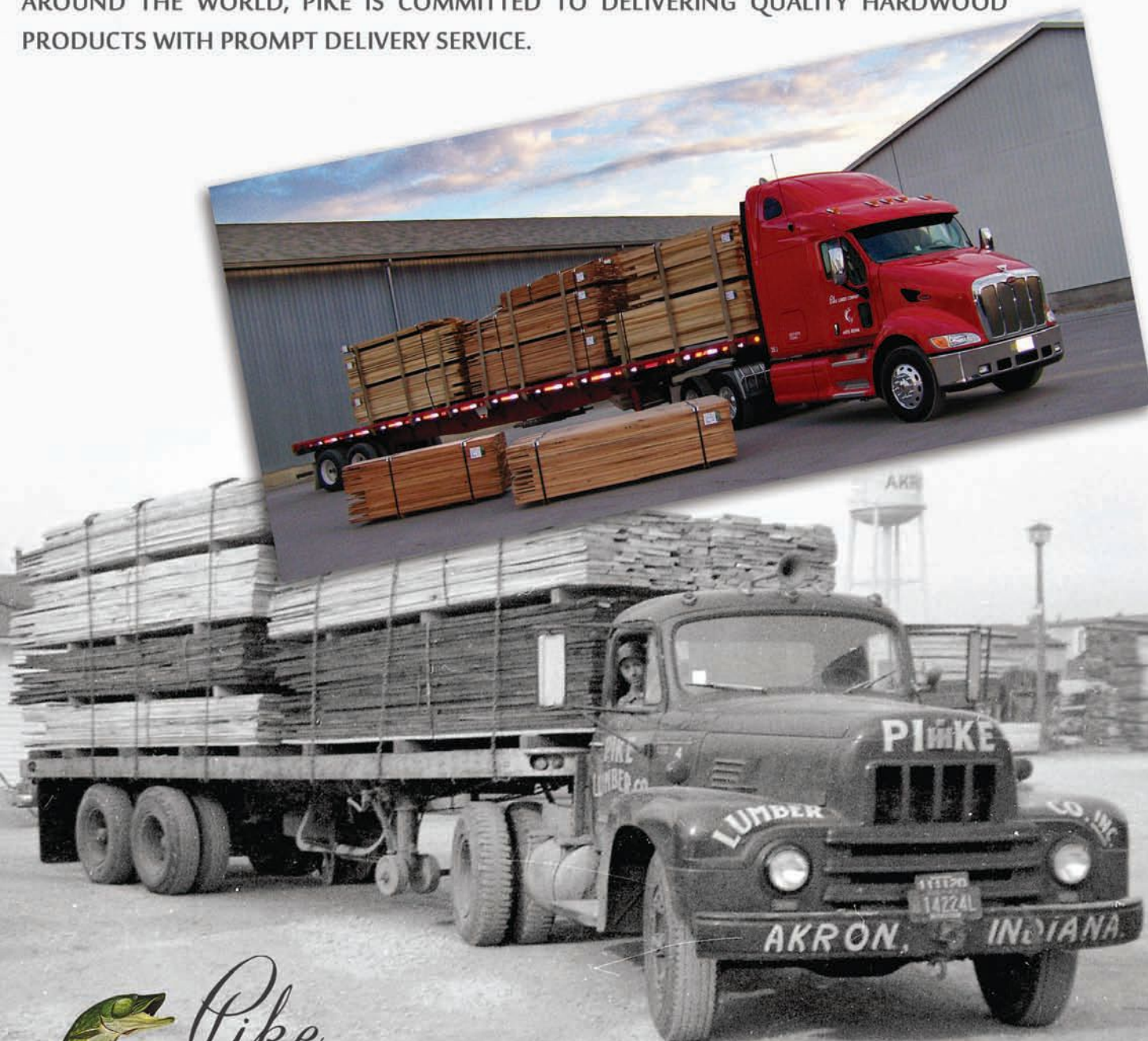


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