

National

nationalhardwoodmag.com

Hardwood

Magazine

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

ESTABLISHED IN 1927

NOVEMBER 2021

RELAX

Enjoy the journey with
Prime Lumber Company



PRIME LUMBER COMPANY

www.PrimeLumber.com



Ask about our
FSC®-certified
products



American Hardwoods
"Treasured for Generations"

An aerial photograph of a lumber yard. Numerous stacks of light-colored wooden planks are arranged in neat rows. A small, dark-colored truck is positioned in the upper right quadrant, near a curved yellow line on the dark asphalt ground. The overall scene is captured from a high angle, looking down at the yard.

BUILT ON

An Experience Designed Around You.

Hardwoods is an industry rooted in building trusting relationships. By focusing on each of our customers as our most important customer, we are able to learn and grow together every step of the way. Whether it's species, supply, specialized production or logistics, we take the time to understand our customers' needs so we can take care of them.

That's the foundation of trust.



**NORTHWEST
HARDWOODS**

northwesthardwoods.com

Stay Above Supply Struggles

Agility ERP keeps your inventory and order management info in one place.
Real-time. Automatically updated. At your fingertips 24/7.
This is how you make powerful, data-driven decisions.

Learn more at DMSi.com



Keep things moving.

Contents

National Hardwood Magazine

NOVEMBER 2021

Volume 95 No. 10



Features & Industry Events

18 Dura Supreme Cabinetry Brings Aboard Bertch Cabinetry Brands

24 NHLA Welcomes Members And Guests To In-Person Convention

20 More Than A Piece Of Wood... Piece Of Mind: Tropical Forest Products Dives Even Deeper In New Environmental And Legal Compliance Program

36 West Side/Maxwell Team Up For Annual Fish Fry

22 DMSi And eLIMBS - Now Providing Superior Service Together



Departments

4 Hardwood Calendar

6 U.S.A. Trends

8 Canadian Trends

10 News Developments

12 SCMA Update

14 AHEC Report

16 NWFA Review

56 Who's Who

60 Trade Talk

64 In Memoriam

67 Classified Profit Opportunities

68 Advertisers Index



About The Cover

PRIME LUMBER COMPANY

For more than 30 years, PRIME LUMBER COMPANY has supplied the finest quality hardwoods, along with the most reliable service in the industry. We provide superior products at competitive pricing, to make your business successful. Our mission is to deliver beautiful hardwoods with breathtaking results. Call us today at 800-786-1164 to find out how we can help you. Prime Lumber Company is FSC-certified and proud to promote sustainable forestry practices.

Primelumber.com

Photo submitted by a valued long-term client.

Location: Goat Island in the Columbia River in Columbia County, Oregon

National **Hardwood** Magazine
"Read by North America's Major Hardwood Purchasing Agents"

Founded in 1927 by: O.L. Miller – 1894-1963

Publisher: Paul J. Miller – 1963-2010

- Forest Products Export Directory • Imported Wood Purchasing Guide
- Import/Export Wood Purchasing News • Hardwood Purchasing Handbook
- Green Books's Hardwood Marketing Directory
- Green Books's Softwood Marketing Directory
- The Softwood Forest Products Buyer

Paul J. Miller Jr. – President
Terry Miller – Vice President
Zach Miller – Sales
Sue Putnam – Editor
Matthew Fite – Staff Writer
Lydian Kennin – Who's Who Coordinator
Rachael Stokes – Graphic Artist
Pamela McFarland – Graphic Artist
Tammy Daugherty – Production Manager
Jennifer Trentman – Green Book Market Sales
Lisa Carpenter – Circulation Manager
Lexi Hardin – Subscription & List Services

ADVERTISING OFFICES:

5175 Elmore Rd., Suite 23, Memphis, TN 38134
901-372-8280 FAX: 901-373-6180

Reach us via the Internet at: www.nationalhardwoodmag.com

E-mail addresses:

ADVERTISING: tammy@millerwoodtradepub.com

EDITORIAL: editor@millerwoodtradepub.com

SUBSCRIPTIONS: circ@millerwoodtradepub.com

EDITORIAL CORRESPONDENTS:

Chicago, Los Angeles, High Point, Grand Rapids, Portland, Toronto
Controlled circulation postage paid at Memphis, TN
(USPS #917-760)

The NATIONAL HARDWOOD MAGAZINE (ISSN 0194-0910) is published monthly, except for two issues in December, for \$55.00 per year and \$65.00 (U.S. dollars) per year for Canada by National Hardwood Magazine, Inc., 5175 Elmore Rd., Suite 23, Memphis, TN 38134. Periodicals Postage paid at Memphis, TN, and at additional mailing offices.

POSTMASTER: Send address changes to National Hardwood Magazine, P.O. Box 34908, Memphis, TN 38184.

Publications mail agreement No. 40739074.

Return undeliverable Canadian addresses to:

P.O. Box 503, RPO W. Beaver Cre., Rich-Hill, ON L4B 4R6.

The publisher reserves the right to accept or reject editorial content and Ads at the staff's discretion.



Lubie® Saw Lubes for all species

- Non-flammable
- No odor
- Biodegradable

Lubie® Spray System installed on:

- Head Rigs
- Line Bars
- Edgers
- Pallet Saws
- Gang Rips
- Finger Jointers

BIOLUBE

The home of Lubie® saw lubricating systems and Lubie® lubricants.

www.biolube1.com

email: sales@biolube1.com • 260-414-9633



Manufacturers of Quality Pennsylvania Hardwoods & Logs

Two men are standing next to a red vintage truck. The truck has "CLC" and "CUMMINGS LUMBER CO. TROY, PA." written on its side. The man on the left is wearing a dark jacket and jeans, and the man on the right is wearing a plaid shirt and jeans. The background is a dark red with white stars.

REAL AMERICAN HARDWOOD

Cumming's
LUMBER COMPANY, INC.

Family owned since 1929

Troy, PA • 570-297-4771
CummingsLumber.com

CLC

This advertisement features a large photograph of two men standing next to a red vintage truck. The truck has "CLC" and "CUMMINGS LUMBER CO. TROY, PA." written on its side. The man on the left is wearing a dark jacket and jeans, and the man on the right is wearing a plaid shirt and jeans. The background is a dark red with white stars. Below the photograph, there is a logo for "REAL AMERICAN HARDWOOD" and a logo for "Cumming's LUMBER COMPANY, INC." with the text "Family owned since 1929". To the right of the logo is a Facebook icon and the text "Troy, PA • 570-297-4771" and "CummingsLumber.com". At the bottom right, there is a stack of lumber with "CLC" written on it.



**OVER 50 YEARS
IN THE LUMBER
DRYING INDUSTRY**



www.siidrykilns.com

800 545 6379

U.S.A. TRENDS

Supplier news about
sales, labor, prices, trends,
expansions and inventories

LAKE STATES

The state of the Hardwood lumber industry in the Lake States could be summed up in two words: “pretty good.” That’s the message from lumbermen in three different states.

In Wisconsin, a lumber provider judged his market as “overall, pretty good. I would say that it has slowed down from the early part of the year. I think some of the customers are getting caught up on their buying, not the low grades but the upper end. They’re still buying, but it’s not to the degree that I’ve got people calling me daily to buy lumber.”

He handles Red and White Oak, Cherry, Hickory, Hard and Soft Maple, Basswood, Aspen and Ash. The best seller, he noted, is either Hard or Soft Maple. He sells this lumber to distribution yards but more to end users. His customers are end users who manufacture flooring, moulding, cabinets and doors. “Overall, their sales are going pretty well,” he said. “The biggest issue they have is labor. If they could get more workers, they could buy more lumber and get more orders.

“Transportation has not been a problem for us,” he noted. “We’ve got an ongoing good relationship with trucking companies.”

A Michigan sawmill representative said his company’s business is good. “It’s no longer crazy-good, but it’s good,” he added.

Compared to six months earlier, he said his markets are worse “because six months ago, we were breaking records, and we’re not breaking records now.”

He sells Hard and Soft Maple, Red and White Oak, Hickory, Cherry and Walnut mostly. His best sellers, he pointed out, are Hard and Soft Maple, White Oak and Walnut. “Nothing is selling really slow,” he observed. This lumber is sold to end users and distribution yards. Their business is doing well, he observed.

As for impediments to their business, “Transportation is a little tough,” he said. “But getting logs is OK.”

An Indiana lumberman said the markets are “pretty strong” for his company. “Lumber is flying out the door.

NORTHEAST

Lumber sources in the Northeast region are still reporting a steady domestic market as the cooler season arrives.

One salesman in Maine reported the domestic Hardwood market as “strong,” but the labor shortage continues to slow production rates. “You don’t know who is going to show up each week,” the source said. “There’s zero chance of bumping production up to take advantage of the hot Soft Maple or Yellow Birch markets because we just don’t have the people,” he added.

“The need for lumber is greater than the supply of lumber right now,” the source continued. When asked about the status of upper-grade material, he responded, “I wouldn’t say demand is *through the roof*, but it’s strong enough and production is off enough to where it’s keeping prices high.”

This supplier produces high-grade Hardwood lumber, including Yellow Birch, Hard and Soft Maple, Ash and Red Oak, available in 4/4, 5/4, 6/4 and 8/4. The company also produces unfinished and prefinished Hardwood flooring and has a division for softwood.

This source sells to yards and truckload-quantity end users who reportedly do not have the capacity to take on any new business but are doing well otherwise.

“Trucking will always be a challenge,” he said. “It kind of ebbs and flows depending on what’s going on.”

In Connecticut, the president of one distribution yard also reported a “strong” market with high demand and low supply of domestic Hardwood.

“It’s pretty steady,” he said. “I mean, supply has been hard to get for the past year.” He described current prices as high, but stabilizing.

This source handles all domestic Hardwoods, including American Cherry, Ash, Birch, Hickory, Maple, Red Oak, and more. Grades include FAS, Select, Face and Better, No. 1 Common, No. 2 and Better character, KD furniture grade material, 4/4 through 16/4, all stored rough. “Everything is moving right now. Poplar is doing very well,” he explained.

Please turn to page 49

Please turn to page 50



SOUTHEAST

In the Southeast, the Hardwood lumber market is in positive territory, according to sources contacted – with variations of that theme.

A Hardwood flooring manufacturer in Arkansas said that his “strong market continues to be strong.” In fact, he noted that his market “continues to be better. There is increased demand but a lack of supply.”

He handles Red and White Oak, Walnut and Hickory. “We sell more Red Oak,” he commented. However, “White Oak continues to have high demand,” he added. He sells his flooring to flooring distributors nationwide. “Their business is strong,” he observed.

Asked if transportation or other factors are inhibiting his business, he replied, “Not much. This is the greatest time in 100 years to be in the Hardwood flooring business. Transportation is not overall a problem. It is all at high cost. We have steady business and a steady relationship with truckers, and we’re able to get reliable trucking year-round.

“Everything we do is a relationship business with our suppliers, our vendors, our truckers and our customers,” he continued. “Everything we do is about consistent relationships, maintaining business through the ups and downs of the market. This gives us an advantage.”

A sawmill representative with mills in Georgia and North Carolina assessed his business as good. “All items are moving pretty well,” he commented. “Sales are a little bit sluggish in Common Poplar in the South, but the Appalachian region is sold out through the end of the year, based on what we have cut and based on what I think we will cut.”

Rhetorically, he asked, “Is the market as brisk as it was six months ago? No, it’s not. But with a little bit of digging and a little more elbow grease, you can find your markets and move the lumber and keep going. After a year now, and sawing Poplar to beat the band, I’m sitting on four loads. It’s not like I’ve got 400,000 board feet or a million board feet. I’ve got four loads. I think we’re going to be just fine.”

Please turn to page 50

WEST COAST

When asked about the health of their markets, Hardwood lumber providers on the West Coast gave positive assessments but with some reservations – for different reasons.

“It’s good,” said a lumberman in Washington about his market. “It’s a little softer than it was three months ago. I think there was a frenzy of buying when some items were scarce, and I believe a lot of people are stocked up right now.”

His market has changed from earlier this year. “Back then, if you had product, to a point, price didn’t matter. It was all about availability. Now there’s a lot more lumber out there. It’s a little more competitive pricewise,” he stated.

He handles all basic Eastern Hardwoods, he said, including Oaks, Hard and Soft Maple, Hickory, Cottonwood and Alder. Selling best is Hard Maple.

He sells his lumber to distribution yards and end users. Asked about their sales to their customers, he said, “I haven’t heard of anybody who’s had a drastic slowdown at all.”

Regarding transportation, there’s good news and bad news, he said. “It seems like freight costs went down slightly, but it’s still tough to land trucks. It’s the availability that is a problem.”

To the south, in Oregon and California, the strong markets are weakened somewhat by scarcity of product.

In Oregon, a lumber provider said his company is continuing to do business at the same pace and not slowing down. “The difficult part is supply,” he stated. “Our challenge is being able to buy in enough quantity to satisfy all our customers. It’s very difficult. What we sell is hard to replace. There are rolling shortages.

“I do see some easing with some lumber manufacturers so that we can get more lumber to sell. We’ve seen greater availability of flooring. But, it’s still not where it needs to be.”

Compared to a few months ago, he noted, doing business is “more frustrating. We deal with a lot of Hardwood

Please turn to page 51



CANADIAN TRENDS

News from suppliers about prices, trends, sales and inventories

ONTARIO

At the time of this writing, the federal election had just finished, with Prime Minister Justin Trudeau being re-elected in a minority government that saw little changes to its makeup, and the Conservative Party being the official opposition. People are anxious to move on and return to a sense of normal in spite of the fourth wave of the Delta variant of this pandemic. Contacts from sawmills stated they have adequate log decks. However, due to shortages of workers, it is difficult to increase production. This is especially true in the U.S. border states as the issue is intensified by the additional federal unemployment benefits available. This has slowed the Hardwood industry's recovery and pushed prices to record highs for many species, grades and thicknesses.

It was noted that output had increased compared to last year. With demand having slowed down for Hardwoods from its frenzied markets of mid-last year to mid-year this year, prices have started to level off. Wholesalers and secondary manufacturers were able to increase their inventories for the fall and winter seasons. COVID-19 has also been a slowing factor for sales as many parts of the world have seen a rise in cases. Hard and Soft Maple and Basswood sales remained strong compared to other species.

Contacts commented that Ash demand has slowed since last year from China, but that the Canadian and U.S. markets were maintaining sales for this species. Prices remain steady. Sawmills and wholesalers reported no difficulty shipping Ash, and they noted prices for upper grades continue to rise.

Basswood markets are well, with established customers purchasing consistent to higher volumes, while non-traditional Basswood customers are pursuing it as a lower cost alternative species. It was noted that Basswood production was controlled, due to potential for stain during the summer months. Due to low supplies and steady demand, prices pushed higher. Also, low-grade Basswood demand is good as wooden pallet and

Please turn to page 52

QUEBEC

As summer wound down, kiln-dried lumber available had increased, primarily due to seasonally faster kiln turnover. Wholesalers, end users and the export markets are absorbing the volumes for most items. Contacts commented that Ash, Hickory, Hard and Soft Maple, Walnut, Basswood and White Oak kiln-dried items are selling well. The Chinese market was quiet at the time of this writing, and Vietnam was struggling with COVID-19, and so more effort is needed to find outlets for Cherry, Red and White Oak and Poplar for the upper grades for these species. Demand for these species in North American markets are mitigating the impact of the overseas slowdown. Sales of low grade and industrial lumber noted contacts continue to do well. Pallet cants and lumber, crossties, and Number 2A and 3A Red and White Oak were moving well. Framestock sales were brisk.

Ash supplies are not enough to meet buyers' needs. This is due to the devastation caused by the Emerald Ash Borer killing off millions of trees, which can't be salvaged for grade lumber. There is decent demand for green stocks but Ash logs are only trickling in. These circumstances have brought significant price rises in the past few months. Domestic and export markets are absorbing kiln-dried Ash.

Sawmills cut less Basswood over the summer due to rising demand and prices for several other species. However, demand increased, and so markets are undersupplied.

Cherry production has been kept low due to its lack of demand from consumers globally. Even though production is kept low and that it is not overwhelming markets, supplies are more than adequate to meet kiln-dried Cherry demand, including to China. Prices vary according to regions contacted.

Residential flooring manufacturers are interested in green 4/4 Hickory, with volumes going to concentration yards, and business is brisk for the U.S. and Mexico.

Please turn to page 53

nyle
Dry Kilns



Efficiency. Quality. Speed.

Check out our YouTube Video Series:



(800) 777-6953

Kilnsales@nyle.com

www.nyle.com

NEWS DEVELOPMENTS

HOFFMANN FAMILY OF COMPANIES ACQUIRES FERCHE MILLWORK

Florida-based Hoffmann Family of Companies has acquired Ferche Millwork, headquartered in Rice, MN, and

its brands including Ferche Frames, Firerated Frames, Ferche Lumber and 87 acres of land in Rice, MN and Mount Pleasant, TN adding to the global diversification strategy and balance with existing manufacturing companies. The acquisition of Ferche Millwork further expands their investment into the Midwest and states they currently operate in.

Since 1958, Ferche Millwork has been internationally recognized for providing high quality standard mouldings and veneered millwork and a leader in Hardwood mouldings in North America. Ferche Millwork produces over 13,000 products per year and continues to grow through innovation, passion and dedication, according to the company.

Ferche uses solid U.S. Hardwoods in its manufacturing. All its mouldings, door frames and door jambs are manufactured in the U.S. using predominately domestic Hardwoods. Included are Red and White Oak, Poplar, Cherry and Hickory as well as imports such as Mahogany, Sapele and other species.

Ferche Millwork's leadership and employees will continue with the company, and Ferche is currently looking to hire for multiple positions which can be found on the Hoffmann Family of Companies job board at [HoffmannFamilyofCompanies.com/careers](https://www.hoffmannfamilyofcompanies.com/careers).

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

DURA SUPREME INTRODUCES QUARTER-SAWN WHITE OAK PRODUCTS

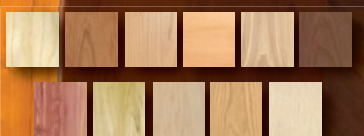
Dura Supreme Cabinetry, headquartered in Howard Lake, MN, has introduced a new wood species to their product offerings: Quarter-Sawn



TELL US WHAT HARDWOOD YOU NEED AND WE'LL STAND BEHIND IT.

It's essential to deliver a wide variety of the highest-grade hardwood to the entire architectural millwork, hardwood flooring, cabinetry, furniture, and dimension industries. Centrally located within the United States, our transportation network ensures quick and efficient delivery of fine Appalachian hardwood from wherever the call may arise. Extensive improvements in technology, coupled with a sharp eye for attention to detail and customer needs, has given us a reputation for quality and choice in the hardwood market.

- Premier Global Provider
- Wide Variety of Hardwood
- Excellent Value
- Superb Service
- Ready to Deliver



Fine Appalachian Hardwood Since 1979

hermitagehardwood.com | 931.526.6832

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

White Oak, which is admired for its distinctive grain pattern, and became especially popular with the Arts and Crafts furniture design. "Quarter-Sawn" refers to the manner in which the wood is cut from the log that creates a distinctive and desirable straight grain pattern with an intriguing "fleck" across the grain.

"Quarter-Sawn White Oak is a beautiful option for modern, transitional, and contemporary looks because of its straight, consistent grain pattern and coloring," explained Karen Wistrom, VP of Marketing for Dura Supreme Cabinetry. It is available for Crestwood and Bria cabinetry in most door styles and a varied palette of stained finishes.

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

CHINESE TARIFF EXEMPTIONS EXTENDED

The American Hardwood Export Council (AHEC), headquartered in Sterling, VA, recently received word from the Ministry of Finance of China and its contacts in the region that the tariff exemptions that were set to expire on September 17, 2021 have been extended through April 16, 2022. AHEC received initial confirmation of the extensions through the USDA's Foreign Agricultural Service office in Beijing.

AHEC will continue to provide updates with any further developments, but for now it appears that Chinese tariffs will not come back into play for the U.S. Hardwood industry until after April 16, 2022. If you have any questions, don't hesitate to reach out to John Chan, Michael Snow, or Tripp Pryor.

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

TEST SHIPMENT OF HEAT-TREATED WHITE OAK VENEER LOGS GOES TO EU

With the lifespan of Methyl bromide use for log export phytosanitation coming to an end, newer, more environ-

Please turn to page 55

UPGRADE YOUR OPTIMIZATION EXPERIENCE

BIG enough to support your operation; **small** enough to care.

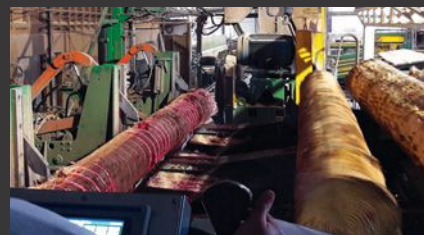
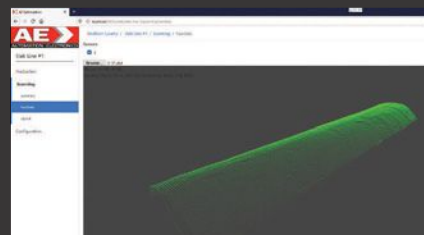
09 Members on
the software team

13 Members on
the controls team

24/7 Support
with experts
in 3 time zones
across the globe

40+ Optimization
systems

700+ Control
Systems installed
worldwide



704.200.2350
sales@automationelecusa.com
automationelecusa.com

SCMA IS STAYING BUSY

Members of the Southern Cypress Manufacturers Association (SCMA), along with SCMA promotion sponsors, recently gathered in West Palm Beach, Florida, for the SCMA's 2021 Mid-Year Meeting. The event was held at the Palm Beach County Convention Center in conjunction with the National Hardwood Lumber Association's Annual Convention.

In-person and virtual attendees discussed Association business matters, networked with industry colleagues and vendors, previewed new projects, and heard updates on the SCMA's promotion activities. Here's a quick recap.



Traders Market at the Kentucky International Convention Center in Louisville, Kentucky, Thursday and Friday, November 11 and 12. The show will provide an excellent opportunity for SCMA representatives to network with industry colleagues up and down the lumber supply chain. If you'll be at the show, stop by booth #1102 to say hello.

Get Involved

Is your company engaged in the manufacture, processing, or distribution of Cypress building products? If so, consider joining the SCMA to lend your support and help promote

Cypress to design professionals and consumers. Visit www.CypressInfo.org to learn more, and follow the SCMA on Instagram and Twitter at @cypress_info and on Facebook at @southerncypress.

And please save the date for the SCMA's 2022 Annual Meeting, which will be held March 22–23, at the Sandestin Golf and Beach Resort in Miramar Beach, Florida. The two-day event will coincide with the Hardwood Manufacturers Association's 2022 National Conference and Expo. If you're interested in attending for a first-hand look at the SCMA's work, email member-services@cypressinfo.org today. ■

Reaching Consumers

Today's consumers are busy people and when they are looking for ideas or inspiration for their home improvement projects, they turn to the internet. As such, the SCMA focuses on producing written content that highlights the advantages of choosing Cypress.

The SCMA's latest editorial piece, titled *Decking Out Your Outdoor Space*, features interviews with design professionals and woodworkers who talk about how families are investing in extravagant exterior areas with high-quality furnishings and why they're doing so with natural and durable materials like Cypress.

The list-based article was distributed to newspapers and online news outlets across the country through NewsUSA, a leading content syndication network. To date, the article received 2,181 placements and reached a potential audience of more than 180 million readers. In addition, the article also has been shared across the SCMA's social media platforms and featured on www.CypressInfo.org.

Networking with the Industry

Later this month, the SCMA will exhibit at the North American Wholesale Lumber Association's 2021



Photo courtesy: Nickolas Sargent



CLEEREMAN LUMBER COMPANY 1930's



CLEEREMAN INDUSTRIES 1955



CLEEREMAN CONTROLS 2019

TODAY

For optimal efficiency. . .



knows what a sawmill needs:

Now, TWO ENTITIES TO SERVE YOU BETTER!



CLEEREMAN *the newest name in sawmill controls and optimization*

CLEEREMAN *The most trusted name in carriages*

- Over 1200 Carriages sold
- Lowest cost of ownership
- All parts in stock and reasonably priced
- In-house engineering department
- Everything from single piece equipment to turn-key mills

- Simple easy to use touch screen with additional tactile buttons
- Remote access for troubleshooting
- No custom electrical hardware, all parts are off-the-shelf components
- Industry Standard JoeScan X6 heads
- 3D data used for opening the log and estimating the back of log profile
- Realistic views of the log
- Sure Grip Joystick handles
- Operational statistics and reports
- Over 65 systems sold



STEFAN DRACOBY
President Of
Controls



PAUL CLEEREMAN
VP Cleereman
Industries & Controls
Sales



DAN TOOKE
Senior Optimization
& Controls Engineer

**Cleereman Industries
and Cleereman Controls**
715-674-2700
www.cleereman.com
info@cleereman.com

FIVE OF INDIA'S LEADING ARCHITECTS ARE CHALLENGED TO REIMAGINE THE ICONIC INDIAN SWING SEAT IN AMERICAN HARDWOOD

The American Hardwood Export Council (AHEC) and *THINK! Design* present REIMAGINE, AHEC's biggest and most ambitious design collaboration in India to date. The project challenges five of India's leading architects to recreate that quintessential Indian piece of furniture: the swing seat (jhoola). The architects involved are Annkur Khosla, Naresh V Narasimhan, Prem Nath, Sanjay Puri and Sonali & Manit Rastogi.

Jhoolas, which were a common sight in most Indian households, seem to have fallen out of favor in recent times. Nonetheless, they continue to have an allure on account of the memories they carry. For REIMAGINE, the architects are being asked to draw on their childhood memories of playfulness, their teenage years of angst and to temper these with 'grown-up' elegance in a furniture piece for a contemporary context; a limited edition, legacy piece made out of American Hardwoods.

Commenting on her involvement with the project, Annkur Khosla, Founder and Principal at Annkur Khosla Design Studio, said: "Creative endeavors are one way to create rejuvenation in society. To me 'REIMAGINE' attends to my spirit to contribute through the field of design. This exposure and the ability to design and transform American Hardwoods is an exciting opportunity."

"The initiative by AHEC is interesting, a forward-thinking engagement, with focus on material being the common thread tying together the creation of several diverse designs as an outcome. But perhaps the most compelling component of this exercise is the ability to work with new sustainable materials and 'update' the design of an element that is quintessential to a lot of Indian homes,



and festivals," said Naresh V Narasimhan, Architect and Managing Partner, Venkataraman Associates.

AHEC is asking each architect to select from six species (a single species or a combination), which include American Cherry, Hickory, Hard Maple, Red and White Oak and Tulipwood. Together, these six species account for more than 50 percent of the eastern Hardwood forests of the USA, one of the largest and most sustainable Hardwood resources in the world. All five of the pieces will be manufactured by Bram Woodcrafting Studio (BWS) in Mysore.

"The love of working with wood began in school whilst taking wood carving lessons followed by carpentry workshops and continued with increased fervor after becoming an architect and experimenting with forms crafted from this extremely versatile eco-friendly material. I look forward to this collaboration to evolve a new furniture product with American Hardwood," added Sanjay Puri, Principal Architect, Sanjay Puri Architects.

A first for AHEC in India, REIMAGINE will help demonstrate the true environmental credentials of American Hardwoods. For this project, BWS will record all data concerning materials, energy usage, transport and wastage during manufacturing. Factoring in the United States' proven and documented record of sustainability in Hardwood production and incorporating AHEC's Life Cycle Assessment (LCA) research and the data collected, AHEC will develop detailed environmental profiles for each of the finished pieces.

According to AHEC, when designing for this project, consideration must be given to both environmental im-

Please turn to page 58

BY MICHAEL SNOW,
EXECUTIVE DIRECTOR,
AMERICAN HARDWOOD EXPORT
COUNCIL,
STERLING, VA
703-435-2900
WWW.AHEC.ORG



For over a century, the most trusted names in the business.

FLAT STRAIGHT-LINE DOG CARRIAGES

OPTIMIZING EDGERS

TILTED STRAIGHT-LINE DOG CARRIAGES

LINEAR LINEAR SYSTEMS

COMPLETE TURNKEY MILLS

TOP AND BOTTOM ARBOR GANGS

www.corleymfg.com

www.lewiscontrols.com



MILLING FACTORY FINISHED WOOD FLOORING

Centuries ago, wood floors were rough-hewn timbers that were cut by hand and left bare. Over time, years of foot traffic would smooth the wood, but without any protective coatings to cover them, the wood eventually would become damaged from dirt, debris, and water tracked onto the floors.



Both solid and engineered wood floors can be factory finished. After each type of flooring has been milled based on the manufacturer and product specifications, it can be delivered to the finish line. This finishing process will vary for different manufacturers and for different products, but the basic process is the same.

One of the newest innovations in factory finished wood floors has been ultraviolet coatings. Ultraviolet coatings, often referred to as UV coatings, are transparent, water-carried urethane surface treatments that are cured using ultraviolet light. The significant benefit of UV coatings is that the curing process takes place instantly. This greatly decreases the amount of time needed to apply finish at the factory. Once the UV process has been completed, the coated flooring can be used or packaged immediately for shipment.

During the past few decades, factory finished wood floors have grown in both popularity and in market share. Most industry data sources report that factory finished wood floors now represent more than 50 percent of the total wood flooring market in the United States. This market share is projected to grow further in the coming years.

One of the major reasons for this growth is that factory finished wood floors are convenient. Unlike unfinished wood floors that have finish applied at the jobsite and then must cure on site, factory finished wood floors have finish applied at the factory that also cures at the factory. This means that they can be walked on immediately following installation.

By the time unfinished solid or engineered flooring boards arrive at the finish line, they have been sanded or textured during the milling process. Upon arrival at the finish line, the first step is another light sanding, which further prepares the boards for the application of colorants or finishes.

After the wood is lightly sanded, any stain or other color treatment can be applied. Once any added colorants have cured, the finish can be applied. This step can be repeated any number of times depending on the manufacturer and the product. Once the final coat has been applied, and cured, the product is ready to be packaged for shipment.

Around the late 19th century, the idea of protecting the wood with coatings to prolong the life of the floor became popular.

The first documented finish used to protect wood floors is one that is still used today: wax. Wax is an organic compound that can be a solid or a liquid. It is applied to the floor by hand and rubbed into the wood until it is completely absorbed. The wax hardens and creates a protective coating on the surface of the floor, but can wear off over time, requiring that it be reapplied often.

Shellacs offered an alternative to wax. Shellac is

Please turn to page 59

BY JOHN FORBES,
MANUFACTURER SERVICES DIRECTOR,
NATIONAL WOOD FLOORING ASSOCIATION,
CHESTERFIELD, MO
800-422-4556
WWW.NWFA.ORG





WHEELS

**LET THE
BAND MILL EXPERTS
OF 130+ YEARS
PROVIDE YOUR
NEXT SET OF
BAND MILL
WHEELS**

**info.mcdonough-mfg.com/wheels
(715) 834-7755
mcdonough@mcdonoughmfg.com**





Dura Supreme purchases more than 1 million board feet annually in Cherry, Maple, Red Oak, Quarter-sawn White Oak, Knotty Alder and Hickory (No. 1 and 2 Common, Select & Better). Here is a Scandinavian style kitchen with Oak Dash-style cabinet doors.

"We choose species in accordance to market demand for cabinetry. As trends change, our species selection will also change. We pride ourselves on providing an offering that is of high quality and on trend."

- Eric Schwarzkopf, Plant Manager,
Dura Supreme Cabinetry



This master bathroom features Dura Supreme painted cabinets made of Oak.



Dura Supreme Cabinetry Brings Aboard Bertch Cabinetry Brands

By Michelle Keller

Howard Lake, MN—Solid Hardwood cabinet manufacturer, Dura Supreme Cabinetry offers kitchen, bathroom, and locker cabinets. Included in the company's product list are vanities, mantels, mudroom lockers and bathroom furniture.

The company purchases more than 1 million board feet annually in Cherry, Maple, Red Oak, Quarter-sawn White Oak, Knotty Alder and Hickory (No. 1 and 2 Common, Select & Better).

Specie selection is important to Dura Supreme, explained Plant Manager Eric Schwarzkopf, "We choose species in accordance to market demand for cabinetry. As trends change, our species selection will also change. We pride ourselves on providing an offering that is of high quality and on trend."

Dura Supreme Cabinetry was founded in 1954 by Don Stotts, who began crafting cabinetry in his Minnesota garage after serving his country as a Navy Seabee. His son, Keith Stotts, grew the company from its roots to deliver a unique combination of outstanding value and leading-edge design in hand-crafted, American-made cabinetry. With such a legacy of quality, value and craftsmanship, professional kitchen designers from coast to coast look to Dura Supreme for cabinetry that fulfills their customer's desire for personalized design choices and outstanding quality.

In 2019, Dura Supreme was acquired by GHK Capital Partners LP ("GHK"), a Greenwich, Connecticut-based private equity firm that strategically partners with well-performing companies that have exceptional growth potential. In 2021, Dura Supreme announced the acquisition of Bertch Cabinet Manufacturing, as part of an expansion in the premium, semi-custom cabinetry market.

"The acquisition of Bertch Cabinet Mfg. brings together two highly regarded companies with well-known brands in the premium kitchen cabinetry and premium bath cabinetry market," Vice President of Marketing Karen Wistrom explained. "With over 100 years of combined history and experience, Dura Supreme and Bertch brands are uniquely positioned to provide an advantageous mix of products to our dealer partners and build on strong operating platforms to accelerate growth in new markets across the U.S."

Wistrom continued, "Dura Supreme has a 60-year history focusing on premium kitchen cabinetry. Bertch has a 44-year legacy with a similar premium brand focus, primarily in bath cabinetry. The companies are similar in their focus on premium cabinetry products,



This is a Dura Supreme Avery inset cabinet door style, shown in Feather stained finish on Cherry wood.

Please turn to page 38

More Than A Piece Of Wood... Piece Of Mind

Tropical Forest Products dives even deeper in new
Environmental and Legal Compliance program



Tropical Forest Products has clearly defined and implemented controlled wood systems and procedures, specification language and programs that are designed to encourage the highest possible standards in environmental ethics.



From left: Representing Tropical Forest Products at the recent National Hardwood Lumber Association Convention were the following: Mike Ferguson, Derek Johns, Maria Somoza, Kris Kanagenthiran (President/CEO), Brian Lotz, Thomas Hibdon, Jassi Jaskaran, Mike Villarreal and Justin Dery.

For any responsible company trading in wood products, both tropical or temperate, imported or domestic, this process starts with the development of clearly defined written, implemented and enforced Controlled Wood Policies and Procedures. That's how the company verifies compliance with all international and domestic laws and regulations pertaining to the environmental, legal and ethical harvest, processing and trade of wood products.

At Tropical Forest Products, that's exactly what we do: we support the protection of forests and the communities that depend on them. That's why

we established the Legal Lumber™ Due Care Compliance Program. An industry leading program that verifies timber legality through chain of custody auditing that tracks timber from the forest floor to the customer's door, promotes the environmental benefits of wood, and supports the efforts of other organizations and laws committed to sustainability and the protection of human rights.

We firmly believe that the health of well managed forests and their benefit to the global community cannot be overstated.

It is also important for companies to encourage specifying in-



Tropical Forest Products firmly believes that the health of well managed forests and their benefit to the global community cannot be overstated.

Please turn to page 41



Every employee at eLIMBS takes a lumber grading course.

DMSi and eLIMBS - Now Providing Superior Service Together

Belpre, OH— According to Henry German, co-owner of DMSi, being able to support the entire Hardwood industry, from timber to retail, with the best software on the market is the most gratifying part of the company's recent acquisition of eLIMBS. Based in Belpre, Ohio, eLIMBS is a premier provider of integrated handheld and desktop software for timber, logging, and Hardwood lumber.

"It's the overlap in service between eLIMBS and DMSi that makes this such a strong integration," said German. "The first thing that differentiates us from the competition is that both companies are strongly service oriented. We're also both family-owned and industry experts in our specialties. We take the time to make sure our teams are thoroughly educated about the markets we serve."

Amy Coyner, eLIMBS Sales/Marketing, agrees. "At eLIMBS, we figured out early that people have a pre-

disposition to avoid calling tech support. When that happens in our market, problems snowball. Our tech support folks aren't afraid to put on steel toe boots, go to a muddy yard and walk someone through using a handheld device. Every employee at eLIMBS takes a lumber grading course. We're a Hardwood company that happens to do software."

Said Philip Coyner, Development Lead, "DMSi has the same business philosophy we do. We combine high-level service with high-quality systems."

DMSi has a long history serving not only Hardwood and softwood lumber distributors, but also roofing, siding, drywall, LBM and millwork distributors and dealers. Founded in 1976 in Omaha, NE, the company of more than 180 employees supports 22,000+ end users across 2,000+ facilities and 800+ enterprises, ranging in size from \$1 million startups to \$5 billion industry leaders.

“Through the acquisition process, we learned how deeply Amy, Philip and the eLIMBS team care about their customers. It lines up with exactly how we view ours.”

—Henry German, co-owner, DMSi

According to German, what really makes this acquisition successful, in addition to the complimentary software, is the common culture. “Through the acquisition process, we learned how deeply Amy, Philip and the eLIMBS team care about their customers. It lines up with exactly how we view ours.”

eLIMBS was founded in 2001. After creating point-of-sale systems for a range of companies, the Coyners built an inventory management platform for a local Hardwood sawmill. The Coyners saw the opportunity in an underserved market.

“We began learning the Hardwood industry,” said Amy Coyner. “We saw our competitors selling outdated products and systems and we thrived because we diligently innovated and evolved our products to meet the ever-changing needs of the industry.”

eLIMBS offers inventory management solutions to the entire Hardwood supply chain, from standing timber to the loggers, the sawmills, and finally to end users. Their software and handheld devices excel at capturing and tracking information about Hardwood lumber.

“Our ability to collect and see real-time data is why we’ve surpassed the competition,” said Amy Coyner. “Every time we implement a new system, we improve our software. Each new customer or upgrade allows us to develop and implement an easier, quicker way to collect data – or whatever the client needs.”

eLIMBS offers both on-site and cloud-based systems to sawmills. The company can provide this even if the facility doesn’t use a central on-site server or a cloud-based server for multiple locations. eLIMBS takes their software a step further by not only offering this service to sawmills and lumberyards, but also to those who inventory logs and manage timber.

Please turn to page 45



Henry German, Co-owner, DMSi



Amy Coyner, eLIMBS Sales/Marketing



eLIMBS is a Hardwood company that happens to do software.



Philip Coyner, eLIMBS Development Lead

NHLA

Welcomes Members And Guests To In-Person Convention

Photos by Gary Miller, Paul Miller Jr., and Terry Miller

West Palm Beach, FL—The 2021 National Hardwood Lumber Association (NHLA) Annual Convention was held here recently at the Palm Beach County Convention Center with approximately 600 members and guests in attendance.

Marketed as “Turning the Tide with Innovation,” the event is where the Hardwood industry comes together to network, trade, learn and discuss important topics and trends.

Keynote speakers were Steve Robinson, former senior vice president and chief marketing officer for Chick-Fil-A, and Dan North, chief economist for North America with Euler Hermes.

Other speakers and their topics included:

- Dr. Henry Quesada, professor and extension specialist, Dept. of Sustainable Biomaterials, Virginia Tech, presentation, “New Markets for Hardwood”
- Dana Spessert, NHLA chief inspector, presentation, “NHLA Rules Change Open Forum”
- Michael Snow, American Hardwood Export Council (AHEC), executive director, presentation, “The New Normal? Hardwood Exports in a Changed World”
- Scott Raba, solutions architect with Barracuda Network, presentation, “Check for Knots: Learn How Knot to Be a Cybersecurity Victim”
- Real American Hardwood Promotion Update.

Special events during the NHLA Convention included The North American Forest Foundation golf tournament, the NHLA welcome reception and the NHLA Inspector Training School Alumni reception.

In addition to exhibitor booths open to attendees to view products and discuss services, various associations and organizations held business meetings, such as AHEC, the American Walnut Manufacturers Association and the Hardwood Federation.

The North American Forest Foundation also hosted a golf game consisting of 14 teams. The winning team included Jeremy Howard, Elijah McCarty, Henco Viljoen from Nyle Dry Kilns and Peter McCarty from TS Manufacturing.

The NHLA, located in Memphis, TN, is a membership-based international trade association dedicated to the Hardwood industry and represents the entire Hardwood supply chain at all levels of production.

The NHLA mission is to serve NHLA Members engaged in the commerce of North American Hardwood lumber by maintaining order, structure, and ethics in the changing global Hardwood marketplace; providing unique member services; promoting North American Hardwood lumber and advocating the interest of the Hardwood community in public/private policy issues; and providing a platform for networking opportunities. ■

Visit www.nhla.com to learn more.



John Stevenson and Truss Beasley, Beasley Group, Hazlehurst, GA; Jeff Baumgartner, Patrick Lumber Co., Portland, OR; David Bailey, New River Hardwoods Inc., Mountain City, TN; and Tom Oilar, Cole Hardwood Inc., Logansport, IN



Jon Krepol, Industrial Vision Systems Inc./VisionTally, Broomall, PA; Ed Elliott, Hartzell Hardwoods Inc., Piqua, OH; and Mike Ballard, Sawmill MD, Crestview, FL



Tom Coble, Hartzell Hardwoods Inc., Piqua, OH; Lisa and Matt Gabler, PA Forest Products Association, Harrisburg, PA; and Norm Steffy, Cummings Lumber Co. Inc., Troy, PA



Sharon Sanders, Patrick Lumber Co., Philomath, OR; Dennis Mann, Baillie Lumber Co., Hamburg, NY; Jayme Wilson, Legacy Wood Products LLC, West Plains, MO; and Chelsea Brown, Patrick Lumber Co., Portland, OR



Gerry and Lisa VanVeenendaal, and Tom Plaughter, Allegheny Wood Products International Inc., Petersburg, WV



Scott Cummings, Cummings Lumber Co. Inc., Troy, PA; Stacy Mellott, Mellott Mfg. Co. Inc., Mercersburg, PA; Robyn Cummings, Cummings Lumber Co. Inc.; and Taylor and Brian Gibson, Cole Hardwood Inc., Logansport, IN



Tom Hibdon, Tropical Forest Products, Charleston, SC; and Mike Ferguson and Derek Johns, Tropical Forest Products, Mississauga, ON



Norm Steffy, Cummings Lumber Co. Inc., Troy, PA; Woody Stanchina and Melissa Berry, Continental Underwriters Inc., Richmond, VA; and Wayne Law, New River Hardwoods Inc., Mountain City, TN



Ray and Gina Wheeland, Wheeland Lumber Co. Inc., Liberty, PA; and Tracy and Darwin Murray, McClain Forest Products LLC/Legacy Wood Products LLC, West Plains, MO



Mark and Tammy Miller, Jen Floyd and Jon Cox, Frank Miller Lumber Co. Inc., Union City, IN

Additional photos on next page



Steve James and Martha Mathias, Frank Miller Lumber Co. Inc., Union City, IN; and Paul Miller Jr., National Hardwood Magazine, Memphis, TN



Parker and Debra Boles, Hermitage Hardwood Lumber Sales Inc., Cookeville, TN; Kelly Hostetter, Robinson Lumber Company, New Orleans, LA; and Richard Buchanan IV, Granite Hardwoods Inc., Granite Falls, NC



Paul Wellborn, Wellborn Cabinet Inc., Ashland, AL; Craig Miller, Battle Lumber Co. Inc., Wadley, GA; Michael Martin, National Wood Flooring Association, Chesterfield, MO; Jeremy McClain, Osborne Wood Products Inc., Toccoa, GA; and David Caldwell, Hardwood Market Report, Memphis, TN



Josh Anstey, Cascade Hardwood LLC, Chehalis, WA; Shelia Joles, McDonough Manufacturing Co., Eau Claire, WI; Gus Welter, Granite Valley Forest Products Inc., New London, WI; and Keaton and Matt Frazier, McDonough Manufacturing Co.



Mike Villarreal, Tropical Forest Products, Austin, TX; Justin Dery, Tropical Forest Products, Mississauga, ON; Tom Hibdon, Tropical Forest Products, Charleston, SC; Mike Ferguson, Tropical Forest Products, Mississauga, ON; Maria Somoza, Tropical Forest Products, Miami, FL; Kris Kanagenthiran, Jassi Jaskaran and Derek Johns, Tropical Forest Products, Mississauga, ON; and Brian Lotz, Tropical Forest Products, Charleston, SC



Brian Turlington, Jim Higgins and Ken Matthews, SII Dry Kilns, Lexington, NC; Bob Pope, SII Dry Kilns, Montpelier, VT; Scott Cummings, Cummings Lumber Co. Inc., Troy, PA; Bruce Horner, Abenaki Timber Corp., Kingston, NH; and Dan Mathews, SII Dry Kilns, Lexington, NC



Lance Johnson, ISK Biocides Inc., Memphis, TN; Jessica Tilton, TMX Shipping Co., Woodstock, GA; and Bennett Thompson, ISK Biocides Inc., Lexington, VA



Stephen Zambo, Ally Global Logistics LLC, Weymouth, MA; Jeffrey Dougherty, Ally Global Logistics LLC, Jacksonville, FL; Alexis Barry, Ally Global Logistics LLC, Miami, FL; and Simon Ince and Nick Ince, Walker Lumber Co., Woodland, PA



Keith Price, Corley Manufacturing Co., Chattanooga, TN; Rich Solano, Pike Lumber Co. Inc., Akron, IN; and Lee Stiles and Casey Miller, A. W. Stiles Contractors Inc., McMinnville, TN



Jacque Hess, DMSi Software/TallyExpress/eLIMBS LLC, Belpre, OH; Bo Hammond, Collins Hardwood, Mount Sidney, VA; Henry German, DMSi Software/TallyExpress/eLIMBS LLC, Omaha, NE; and Andy Nuffer, DMSi Software/TallyExpress/eLIMBS LLC, High Point, NC



Tony Honeycutt, Mullican Flooring, Johnson City, TN; David Olah, Allegheny Wood Products International Inc., Petersburg, WV; David Bailey, New River Hardwoods Inc., Mountain City, TN; and Mark Depp, NHLA, Kingwood, WV



Jeff Wirkkala, President NHLA/Hardwood Industries Inc., Sherwood, OR; and Becky and Alex Gonter-Dray, Goodfellow Inc., Delson, QC



David Whitten, Bingaman & Son Lumber Inc., Kreamer, PA; Parker Dukas, Abenaki Timber Corp., Kingston, NH; and Debra and Parker Boles, Hermitage Hardwood Lumber Sales Inc., Cookeville, TN

Additional photos on next page

NHLA PHOTOS *Continued*



Richard Uria and Ed Armbruster, Northwest Hardwoods, Beachwood, OH; Rich Solano, Pike Lumber Co. Inc., Akron, IN; Nora Race, Northwest Hardwoods, Beachwood, OH; and Don Barton, Northwest Hardwoods, Beaverton, OR



Brian and Taylor Gibson, Cole Hardwood Inc., Logansport, IN; Bucky and Cyndi Pescaglia, MO PAC Lumber Company, Fayette, MO; and Terry Miller, National Hardwood Magazine, Memphis, TN



Steve Merrick, Somerset Wood Products, Somerset, KY; Brenda Sandusky and Paul Vance, C-Wood Lumber Co. Inc., Collinwood, TN; and Troy Jamieson, Somerset Wood Products, Burnside, KY



Dave Messer, Cole Hardwood Inc., Logansport, IN; and John Erickson and Jon Johnson, Timber Products Co., Munising, MI



Lee and Tonya White and Sawyer White, Harold White Lumber Inc., Morehead, KY; and Ryan Collins, Thompson Hardwoods Inc., Hazlehurst, GA



Craig Brouyette and Ryan Mulligan, Pike Lumber Co. Inc., Akron, IN; and Chris Strang, Alan McIlvain Co., Marcus Hook, PA



Tyler Kamps, Kelly Barents and Stacey Wigger, Kamps Hardwoods Inc., Caledonia, MI; and Burt Craig, Matson Lumber Co., Brookville, PA



Christopher Endsjo, Urufor, Montevideo, Uruguay; Rob Hill, Holt & Bugbee Co., Tewksbury, MA; Steve Houseknecht, Wagner Lumber Co., Owego, NY; and Loren Voyer, Kennebec Lumber Co., So-
lon, ME



Justin Jenks, Forestry Systems Inc., Summerfield, NC; Liz Mer-shimer, IHLA, Carmel, IN; and Patrick Jenks and Michael Price, Forestry Systems Inc.



Wayne Law, New River Hardwoods Inc., Mountain City, TN; Travis Shepherd, Matt Tietz and Matt Frazier, McDonough Manufacturing Co., Eau Claire, WI; and Tim Brownlee, Brownlee Lumber Inc., Brookville, PA



Keith Price, Corley Manufacturing Co., Chattanooga, TN; Kurt Rehagen, Rehagen Timber LLC/Rustic Wood Products Inc., Perryville, MO; and Jim Burris, Corley Manufacturing Co.



Mark and Tammy Miller, Frank Miller Lumber Co. Inc., Union City, IN; Peter McCarty, TS Manufacturing Co., Dover-Foxcroft, ME; Joe Korac, Automation & Electronics USA, Arden, NC; Nicole St. Denis, TS Manufacturing Co., Lindsay, ON; Geoff Gannon, TS Manufacturing Co., Plymouth, NH; and Ashley and Ryan Grubaugh, Maple Rapids Lumber Mill Inc., St. Johns, MI



Mario Tremblay, BID Group Technologies Ltd., Saint-Ephrem de Beauce, QC; Steve Templeton, The BID Group-Tuff Stik LLC, Ellisville, MO; Eric Beaulieu, BID Group Technologies Ltd.; Anne-Marie Levesque, BID Group Technologies Ltd., Mirabel, QC; Michael Baker, BID Group Technologies Ltd., Plymouth, NH; Normand Langlois, BID Group Technologies Ltd., Saint-Ephrem de Beauce, QC; and Dustin Davis, The BID Group-Tuff Stik LLC



Richard and Jane Boone, King City Forwarding USA, Pittsfield, MA; and Mary and Lloyd Lovett, King City/Northway Forwarding Ltd., Montreal, QC



Martin Vaillancourt, USNR, Plessisville, QC; Alan Robbins and Keith Fulmer, USNR, Jacksonville, FL; and Robert Wagner, USNR, Graham, NC



Chris Thoms and Trent Johnson, Blue Book Services Inc., Carol Stream, IL

Additional photos on next page

NHLA PHOTOS *Continued*



Tyler Stiles, James Morton and Justina Smiley, Paw Taw John Services Inc., Rathdrum, ID; and Joey Nelson, JoeScan Inc., Vancouver, WA



Eric Michaud, Carbotech, Plessisville, QC; and Ardis and Dave Bramlage, Cole Hardwood Inc., Logansport, IN



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



Stacy and Hayes Mellott, Mellott Manufacturing, Mercersburg, PA



Sean Briscoe, Susan Cho and Angelo Ganguzza, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, PA



Andrew Robinson, Marty and Sonja James, and Mitra and Jay Reese, Penn-Sylvan International Inc., Spartansburg, PA



Kirby Kendrick, Kendrick Forest Products Inc., Edgewood, IA; Brian Anderson and Toby Witkowski, Midwest Hardwood Corp., Maple Grove, MN; and Matt Yest, Kendrick Forest Products Inc.



Bee Jay Squires, Hood Industries dba Hood Distribution, Nashville, TN; Darrin Martin, Hood Distribution, Hattiesburg, MS; Allen Smith, Hood Distribution, Louisville, KY; and Terry Smith, Brownlee Lumber Inc., Brookville, PA



Dean Alanko, Allegheny Wood Products International Inc., Petersburg, WV; Brian Cruzen, Hardwood Market Report, Memphis, TN; Tom Hibdon, Tropical Forest Products, Charleston, SC; Ed Armbruster, Northwest Hardwoods, Beachwood, OH; and Ryan Mulligan, Pike Lumber Co. Inc., Akron, IN



Derek and Alice Wheeland, Wheeland Lumber Co. Inc., Liberty, PA; and Woody Stanchina, Continental Underwriters Inc., Richmond, VA



Karen and Eric Porter, Abenaki Timber Corp., Kingston, NH; Joe McNeel, West Virginia Hardwood Alliance Zone, Morgantown, WV; Kayla Springer, West Virginia Forestry Assoc., Charleston, WV; and Gale Miller, Autolog Production Management Inc., Tuscaloosa, AL



Andrew Belcher and Melissa Berry, Continental Underwriters Inc., Richmond, VA; John Pfeffer, Industrial Appraisal Co., Pittsburgh, PA; and Marisa and Ray White Sr., Harold White Lumber Inc., Morehead, KY



Tom Inman, Appalachian Hardwood Manufacturers Inc., High Point, NC; Doug Zimmerman Jr., Matson Lumber Co., Brookville, PA; and Tim Brownlee, Brownlee Lumber Inc., Brookville, PA



Karim Massarani, Holtz Wood Export Inc., Ottawa, ON; and Liz Langan and Henry German, DMSi Software/TallyExpress/eLIMBS LLC, Omaha, NE



Bill Rogers, Newman Lumber Co., Gulfport, MS; Paul Platts, PRS Guitars LP, Stevensville, MD; and Doug Newman, Newman Lumber Co.



Aaron Troyer, Clear Lake Lumber Inc., Spartansburg, PA; Jeff Meyer, Baillie Lumber Co., Hamburg, NY; and Eric Bonnett, Clear Lake Lumber Inc.

Additional photos on next page

NHLA PHOTOS *Continued*



Rob Kukowski, Kamps Hardwoods Inc., Caledonia, MI; Donna LaCourt, Michigan Dept. of Agriculture and Rural Development, Gwinn, MI; Kelly Barents and Tyler Kamps, Kamps Hardwoods Inc., Dutton, MI; and Bill Buchanan, Buchanan Hardwoods Inc., Aliceville, AL



Anita Howard, National Wood Flooring Assoc., Chesterfield, MO; Dana Lee Cole, Hardwood Federation, Washington, DC; and Linda Jovanovich, Hardwood Manufacturers Assoc., Pittsburgh, PA



Gale Miller, Autolog Production Management Inc., Tuscaloosa, AL; Tammy Daugherty, National Hardwood Magazine, Memphis, TN; and Bruce Kicklighter, Autolog Production Management Inc., Evans, GA



Nick Roeser and Josiah McKamey, Hartzell Hardwoods Inc., Pi-qua, OH



Jordan McIlvain and Chris Strang, Alan McIlvain Co., Marcus Hook, PA; and Bill Rogers, Newman Lumber Co., Gulfport, MS



Colin Hotalen, Rex Lumber Company, Acton, MA; and Erin Cox, GTL Lumber Inc., Ironton, OH



Mark Metzger and Jason Goodman, U-C Coatings LLC, Buffalo, NY; Scott Cummings, Cummings Lumber Co. Inc., Troy, PA; and Chris Fehr, U-C Coatings LLC



Bucky Pescaglia, MO PAC Lumber Company, Fayette, MO; Justin Jenks, Pat Jenks and Michael Price, Forestry Systems Inc., Summerfield, NC; and Mark Pierce, New River Hardwoods Inc., Mountain City, TN



Dennis Sanders, Patrick Lumber Co., Philomath, OR; David Anderson, Roy Anderson Lumber Co., Tompkinsville, KY; Parker Dukas, Abenaki Timber Corp., Kingston, NH; and Jon Johnson, Timber Products Co., Munising, MI



Craig Albright, Messersmith Manufacturing Inc., Bark River, MI; Steve Hamer, Jim C. Hamer Co., Kenova, WV; and Jeremy Mortl, Messersmith Manufacturing Inc.



Scott Skinner, Lonza Wood Protection, Alpharetta, GA



Curtis Struyk, TMX Shipping Co., Morehead City, NC; Jessica Tilton, TMX Shipping Co., Woodstock, GA; Patrick Altham, AHC Hardwood Group, Huntersville, NC; and Maureen Altham and CJ Struyk, TMX Shipping Co., Morehead City, NC



Brad Michael, Blake DeFrance and Joey Nelson, JoeScan Inc., Vancouver, WA



Darrin Martin, Hood Distribution, Hattiesburg, MS; Dennis Mann, Baillie Lumber Co., Hamburg, NY; and Chris Norris, Hood Distribution



John Rhea, Bob Bell and Marcus Trisdale, Lucidyne Technologies Inc./Microtech, Corvallis, OR; and Chuck Carter, Jim Stube and Gene Blankenship, Stiles Machinery Inc., Grand Rapids, MI



Brant Forcey, Forcey Lumber Co., Woodland, PA; Burt Craig, Matson Lumber Co., Brookville, PA; Michael Snow, AHEC, Washington, DC; David Whitten, Bingaman & Son Lumber Inc., Kreamer, PA; and Norm Steffy, Cummings Lumber Co. Inc., Troy, PA

Additional photos on page 46



50+

SPECIES READY TO SHIP.
THIS IS WHAT WE CALL
INVENTORY.



WE SPECIALIZE IN THE SOURCING AND SUPPLYING OF OVER 50 TROPICAL AND TEMPERATE WOOD SPECIES. ALSO AVAILABLE ARE OUR VALUE-ADDING PRODUCTION SERVICES.

- Rough sawn
- Decking
- Paneling
- Timbers
- Architectural millwork
- Milled lumber
- Cladding
- Flooring
- Guardrail
- & More

Get in touch now

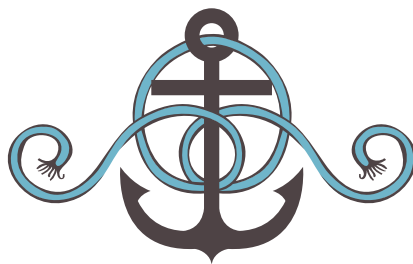
📞 905 672-8000 | 855 344-4500

🌐 wearetropical.com

Follow us on Instagram

📷 [tropicalforestproducts](https://www.instagram.com/tropicalforestproducts)





West Side/Maxwell Team Up For Annual Fish Fry

Photos by Gary Miller

Dermott, AR – Maxwell Hardwood Flooring recently hosted their 25th annual September meeting of the West Side Hardwood Club. The luncheon featured a fish fry that was held at Seven Devils Legacy Lodge. Approximately 50 people attended.

Those in attendance enjoyed spending time together networking and sharing insights about the industry. Overall, the event was upbeat, though most in attendance cited ongoing challenges to production and finding enough employees to fill job openings. Several sawmillers mentioned that since they were getting the highest prices for their lumber they had ever experienced in 2021, they considered this year as their most successful year since they've been in business.

At the time of this meeting, some sawmill representatives noted that their regions were still recovering from Hurricane Ida's onslaught. As one stated, his region received so much rain from Ida that it would take weeks for timber tracts to dry out enough to get loggers and equipment in the tracts.

His best-selling lumber species at the time of this writing was White Oak, followed by Poplar and Red Oak, mostly in 4/4. Common and Better was noted by most in attendance as the preferred grade being bought by customers.

Mississippi, Texas, Tennessee, Alabama, Louisiana and Arkansas were the primary states most of the mills and wholesalers were located in that attend-

ed the meeting. One lumberman cited Texas as the primary state where board road and mat material was sold to various buyers.

Another sawmill representative, like many others in the industry, lamented the labor shortage as a significant challenge to doing business. He noted that there not only exists a shortage of general laborers, but skilled workers as well.

He added that at the time of this meeting, Red and White Oak prices on the green side, which is his market, were up slightly and that it was "always a battle getting enough Hardwood logs."

He didn't blame the log shortage on rainy weather and wet timber tracts, but more as a condition of the overall industry and market, such as a shortage of loggers in many areas of the country.

While most sawmillers in attendance complained about the lack of workers, others were not experiencing that predicament, and a few are able to run more than one shift.

In another area of concern, the truck driver shortage, which has been ongoing for several years and was exacerbated during the pandemic, continues to challenge many in the industry with no end to the dilemma in sight. However, some reported no serious issues with transportation. In fact, one attendee said he is in the best position he has ever been in for 18 years because some local trucking companies have "stepped up" for his firm. ■



David Engelkes and Rose Mary Cummings, Maxwell Hardwood Flooring Inc., Monticello, AR; Kevin Nolan, Rives & Reynolds Lumber Co. Inc., Louisville, MS; and Stan Morgan, Jones Lumber Co. Inc., Natchez, MS



Wil and Sheila Maxwell, Maxwell Hardwood Flooring Inc., Monticello, AR



Tommy Maxwell, Maxwell Hardwood Flooring Inc., Monticello, AR; and Steve Bryan, Patterson Hardwoods Inc., Des Arc, AR



Jerry Hendrix, Ward Timber Ltd., Linden, TX; Brent Stevenson, Arkansas Forest & Paper Council, Little Rock, AR; and Blu Lowery, Ward Timber Ltd.



Seth Moore, R&M Wood Inc., Harrison, AR; Gary Miller, National Hardwood Magazine, Memphis, TN; and Chad Sorrells, Sorrells Sawmill Inc., Holly Springs, AR



Tyler Walley, Rutland Lumber Co., Collins, MS; Kelly Rose, IBERI-ABANK, Little Rock, AR; and Robert Head, Private Investor, Little Rock, AR



Gary Dixon, Retired, and Gregg Dixon, Hand-Picked Hardwood LLC, Senatobia, MS; and Josh Smith and Shay Dugal, Ouachita Hardwood Flooring LLC/Townsend Flooring Inc., Warren, AR



J.R. Johns, Mitco Sales, Memphis, TN; and Tim Polk, Buchanan Hardwood Flooring LLC, Aliceville, AL

Additional photos on page 47



Pictured is a Dura Supreme cabinet product in Hickory in a Blue Modern Farmhouse designed kitchen.

and American-made quality, so it brings together a beautiful portfolio of brands specializing in kitchen and bathroom cabinetry.”

“We are excited about the potential this new business partnership creates,” added Tony Sugalski, Dura Supreme CEO. “With our

expanded portfolio of premium cabinetry brands in kitchen and bath markets, our ability to meet our customers’ needs and grow in this segment is expanded. The combination of companies creates a unique product mix that we believe will create advantages for our dealers and customers across the USA.”

Dura Supreme continues to invest in state-of-the-art, computerized equipment, machinery and finishing systems to provide the perfect balance of precision, quality and value. Yet, time-honored handcrafted cabinet making has a home at Dura Supreme as well. Dovetail joinery, hand-turned posts, hand-applied finishes and unique, one-of-a-kind furniture pieces crafted by hand can all be found within the many products offered by Dura Supreme. “Our customers have the creative freedom to create the kitchen of their dreams without breaking the budget,” Sr. Design + Marketing Specialist Mandi Juskiewicz explained.

As for the manufacturing process, Schwarzkopf said, “Most of the solid wood manufac-



WITH YOU

When you Need a Local Resource



PENNSYLVANIA LUMBERMENS MUTUAL
INSURANCE COMPANY

WITH YOU Since 1895

800.752.1895 | www.plmins.com

WITH 126 years of insuring the wood industry, PLM’s employees are **WITH YOU** when you need us most...and for every time in between. **WHEN** you need a partner who understands the specific business environment and risk exposures in your area, your local Business Development Representative (BDR) is **WITH YOU—WHERE** and **WHEN** you need them.

WHEN the marketplace is changing rapidly, your BDR is **WITH** you to help navigate through any transitions, so you are adequately protected. **WHEN** you need customized protection, your BDR works **WITH YOU** to create a competitive program based upon their local industry expertise and firsthand knowledge of your business.

Request a quote directly or through your broker – **WWW.PLMINS.COM/QUOTE**.

Put the Experience of PLM’s BDRs to Work WITH your Wood Business.

PLM’s Business Development Rep, Renée Miles, on-site at an insured business in Paso Robles, CA. Special thanks to Dana & Sean O’Brien at “A Place to Grow” for hosting the photo shoot.



Scan QR Code with the camera app on your smartphone

turing equipment is Weinig (rip saw, scanner, cross-cut, molders, etc). We also utilize Doucet for our clamp carrier and Costa for sanding. Because our end product is finished, semi-custom/custom cabinetry, we also have various other equipment from a variety of manufacturers like Homag, Schelling, Bacci, etc.”

He continued, “A couple of our most recent accomplishments is the installation of a new Doucet clamp in the rough mill. This was a nice improvement in automation and gave us an increased capacity in gluing up solid wood components. On the cabinetry manufacturing side of things, we recently installed a Bacci door-sizing CNC router. This has allowed Dura Supreme and Bertch to continue to produce cabinetry doors to a very precise tolerance.”

When asked what sets the company apart from others in the industry, Juskiewicz said, “Perhaps it’s our Midwestern work ethic and our ‘Midwestern Nice’ approach to customer satisfaction that has ensured the success of our vision as we have quickly gained recognition across the country.”

Wood cabinetry from Dura Supreme and Bertch are certified under the Environmental Stewardship



Dovetail joinery, hand-turned posts, hand-applied finishes and unique, one-of-a-kind furniture pieces crafted by hand can all be found within the many products offered by Dura Supreme.

Program (ESP) administered by the independent Kitchen Cabinet Manufacturers Association (KCMA). Designed to encourage industry policies and practices that benefit both the environment and the well-being of society, this program provides companies with tangible ways to support sustainability. “We achieved certification by demonstrating our commitment to sound environmental management and sustainable prac-

Please turn the page



ABENAKI TIMBER CORPORATION
P.O. Box 699, 16 Church Street
Kingston, NH 03848
Tel: (603) 642-3304 Fax: (603) 642-3057
Or visit us at www.abenakitimber.com
Premium Northern and Appalachian Hardwood Lumber Producers



Andrew Brown
NHLA Grader



Kayla Gallerani
Accounting



Jeff Ebitson
NHLA Grader



Kurtis Mahoney
Management /Operations



Parker Ducas
Sales/Purchasing

THE FUTURE IS BRIGHT



Proud Supporter
Real American Hardwood Coalition
Securing our Industry's Future

INVESTING IN OUR YOUNG TEAM PLAYERS

DURA SUPREME CABINETRY *Continued*



Dura Supreme, and Bertch, continue to produce cabinetry doors to a very precise tolerance with custom designs.

tices,” Juskiewicz explained. “The ESP seal lets homeowners, designers, builders and architects know they are supporting sustainability when they buy or specify Dura Supreme or Bertch Cabinetry.”

In addition to sourcing the majority of their Hardwood lumber from domestic suppliers, the Companies also utilize sustainable practices throughout all aspects of the manufacturing process. Sustainable practices at Dura Supreme include:

- Computerized optimizing and cutting equipment that substantially improves the yield from raw materials and significantly reduces waste
- The use of composite wood panel products (plywood and furniture board) in the construction of cabinetry that are made with recycled wood fibers for structural strength and stability
- All of the composite board used in the company’s cabinets are compliant with the EPA Federal Toxic Substance Control Act Title VI Formaldehyde Standards for Composite Wood Products
- Use of reconstituted wood veneer as an environmentally friendly alternative using wood from natural, renewable resources.

The company also has an eye on waste and recycling. “Our computerized cutting equipment improves the yield from our raw materials and significantly reduces waste,” Juskiewicz commented. “Our panel material needs meet stringent California Air Resource Board (CARB) emissions standards for formaldehyde, and are considered an Environmentally Preferable Product (EPP).” ■

For more information visit

www.durasupreme.com or www.bertch.com.

JS-50 WX SCAN HEAD

JoeScan

CAMERA-A CAMERA-B

MADE FOR SAWMILLS

SIMPLY BETTER

JoeScan



Tropical Forest Products established the Legal Lumber™ Due Care Compliance Program – an industry leading program that verifies timber legality through chain of custody auditing that tracks timber from the forest floor to the customer's door, promotes the environmental benefits of wood, and supports the efforts of other organizations and laws committed to sustainability and the protection of human rights.

dividuals and agencies to adopt specification language which supports environmental accountability.

Tropical Forest Products has clearly defined and implemented controlled wood systems and procedures, specification language and programs that are designed to encourage the highest possible standards in environmental ethics.

There is however no one magic pill. The process starts with the compliance with International Laws and Regulations.

Lacey Act U.S. Federal Ban on the Trade of Illegally Harvested Plant and Forest Products – Enforced by the U.S. Department of Agriculture with harsh financial and criminal penalties modeled after U.S. drug trafficking laws, the Lacey Act is a good example of individual ITTO member countries' enactment and enforcement of domestic laws in support of International laws. The Lacey Act requires anyone participating in the commerce of wood and other agricultural products to exercise "Due Care" in the sourcing of the products they sell or use to verify that those products have been harvested and sourced legally. "Due Care" requires the use of the highest level of verification process available

Please turn the page



Our ability to find the right products quickly is made possible by our team of experienced and dedicated people working to deliver exactly what you need.

SPECIES:

Aspen • Yellow Birch • White Birch • Red Birch
Birds Eye Maple • Hard Maple • Soft Maple
Red Oak • White Oak • White Ash • Walnut
Beech • Cherry • Hickory

THICKNESSES:

4/4 • 5/4 • 6/4 • 8/4 • 10/4

PRODUCTS:

Hardwood Lumber • Industrial • Pallet Components • Flooring



**LUMBER
RESOURCES**
ALL YOUR ESSENTIALS

866-815-0404

1627 Bastien Blvd.
Quebec, Quebec G2K 1H1
www.rlumber.ca



TROPICAL FOREST PRODUCTS

Continued

at the time of the transaction. It is a felony to be found in violation of this Due Care statute. Due Care includes but is not limited to the following laws. It is important to remember that the U.S. Lacey Act is both a foreign and domestic law addressing the legal trade of both foreign and domestic wood products and as such should be addressed in any wood or plant (yes it includes bamboo) specification.

CITES Convention on the International Trade of Endangered Species – CITES was established to clearly identify any plant or animal species which fall into one of three appendices or categories. Appendix I – Species threatened with extinction.

Appendix II – Species which may become threatened with extinction if not closely monitored.

Appendix III – Species that are already being voluntarily regulated by a specific country of origin irrespective of Appendices I or II.

ITTO (International Tropical Timber Organization) and ITTA (International Tropical Timber Agreement) – The ITTO as an organizational body made up of and overseen by the United Nations is made up of member countries who have signed an agreement to adopt and support CITES regulations. The process then moves on to compli-



The U.S. Lacey Act and programs like Tropical Forest Products' Legal Lumber™ stand as the compliance benchmark for trading and specifying wood products.

PATENTED MAXIMUM AIR FLOW DESIGN

- Sure-grip, anti-slip corrugated surface
- Angled design clears moisture more efficiently vs. straight fluted sticks
- Removes moisture, decreases dry time and increases drying quality
- Trusted quality & service for 20+ years
- Discounts for program customers

**“Often Imitated,
Never Duplicated”**

**Improved Yard Safety,
Increased Drying Efficiency
& Reduced Drying Costs**

20⁺ MILLION SOLD



The Company that Defeated Sticker Stain

- STICKS & CROSSERS
- STANDARD & CUSTOM SIZES

Dependable • Durable • Long Lasting

We Also Buy Lumber !

519.842.6841 | info@breezedried.com

breezedried.com



At Tropical Forest Products, located in Mississauga, ON, we support the protection of forests and the communities that depend on them.

ance with Domestic Laws and Regulations.

U.S. Foreign Corrupt Practices Act – It is a felony to commit bribery or fraud in any form in an international transaction. This includes not only monies but exchanges of goods, services, favors or any other transaction of value.

U.S. Forced Labor Laws – It is a felony to trade in any product in which forced labor or any form of slavery, child

or adult has been used in the production, transport or any other act related to the sourcing of any goods or services.

U.S. Buy American Act – The U.S Buy American Act requires that government agencies preference products sourced and or produced in the United States unless there is no products with equivalent qualities available domestically or if that product is required for historic preservation. Iron Woods fall into this category as there are no species of wood grown domestically which provide the performance characteristics associated with naturally durable tropical Hardwoods.

These International and Domestic Laws and Regulations, backed by implemented and audited systems and procedures, as well as independent environmental initiatives represent the Minimum standard of accountability under which Tropical's Black Label™ brand products are sourced, processed, distributed and sold.

The process then moves to domestic initiatives and programs.

USGBC (U.S. Green Building Council) and LEED (Leadership in Environmental Design) – Programs like the USGBC and LEED provide financial incentives in the form of tax relief for designing buildings which

Please turn the page



KENDRICK FOREST PRODUCTS

**Family Owned and Operated
Three Locations in Iowa**

**SPECIALIZING IN
Walnut and White Oak**

15 MILLION BOARD FEET
OF ANNUAL SAWMILL PRODUCTION

8 MILLION BOARD FEET
OF ANNUAL KILN PRODUCTION

3 WALNUT STEAMERS

CONTACT: Matt Yest
563-928-6431
MYEST@KENDRICKINC.COM
WWW.KFPIOWA.COM

TROPICAL FOREST PRODUCTS

Continued



Tropical Forest Products is an FSC Chain of Custody certified company. That means we can trade in FSC certified forest products subject to their availability and market demand.

meet minimum environmental criteria in support of sustainability efforts. The process then moves to NGO's (Non Government Organizations).

FSC (Forest Stewardship Council) – The FSC developed Principles and Criteria for sustainable forest management. The adoption of which and participation in by forest products producers and distributors is completely voluntary. These Principles and Criteria have been created for both temperate and tropical, domestic and foreign forest management and if adopted should not be adopted selectively in favor of any country or species over any other.

The FSC and its approved certification bodies such as the Nepcon (formerly Rainforest Alliance SmartWood) and Scientific Certification Systems are third party NGO certification systems. These initiatives were developed in response to political pressures and these programs exist

under the assumption that the general public will support additional cost of goods in exchange for NGO third party oversight of the forest products industry. As an example the FSC is currently the only third party certification body recognized by the USGBC. The use of FSC certified materials in LEED certified buildings is not mandatory however. LEED credits can be achieved through alternative material applications in a building construction.

Tropical Forest Products is an FSC Chain of Custody certified company. That means we can trade in FSC certified forest products subject to their availability and market demand. FSC certified availability and demand has been inconsistent, making it a challenge to predict market demand. Willingness to pay any premium for third party NGO oversight has been and continues to be very low and has in fact fallen off even further since the enactment of the U.S. Lacey Act in 2008.

As such FSC certified wood products are only sourced on a Special Order basis subject to availability.

So what do you do if FSC certified products are unavailable or cost prohibitive? This is exactly why the U.S. Lacey Act is so important. If you are not looking for LEED points, the U.S. Lacey act and programs like Legal Lumber™ stand as the compliance benchmark for trading and specifying wood products. ■

Quality North American Hardwoods • Lumber • Custom Rip Programs



W11143 Cty Hwy G • P.O. Box 160 • Antigo, WI 54409 • EMAIL kretz@kretzlumber.com

TOLL-FREE (800) 352-1438 • FAX (715) 627-4399 • www.kretzlumber.com

INTERNATIONAL PHONE 00 + 1 + 715 + 6235410 • INTERNATIONAL FAX 00 + 1 + 715 + 6274399



NHFA
NORTH AMERICAN
HARDWOOD
FEDERATION



According to Amy Coyner, the ability of eLIMBS to collect and see real-time data has been a key part of their success.

"Both eLIMBS and DMSi market their systems to businesses that include major buyers in the industry to the smallest operation running a green mill," said Philip Coyner. "Typically for us, the log side requires the smaller systems and the timber needs the larger. Under the

DMSi umbrella, we can be that single vendor that has both Agility and eLIMBS services in one all-encompassing solution. It's a perfect match. What we don't do at eLIMBS is exactly what DMSi does well." ■

To learn more, visit www.dmsi.com and www.elimbs.com.

Consistency. Yield. Trust.

Specializing in Premium Pennsylvania
Hardwood Lumber and Logs:

- Red Oak
- White Oak
- Hard Maple
- Soft Maple
- Cherry
- Poplar
- Ash
- Hickory



*Your trusted source for
exceptional quality and consistency
for more than 200 years.*



Matson Lumber Company

132 Main St.
Brookville, PA 15825
Phone: (814) 849-5334
Fax: (814) 849-3811

www.MatsonLumber.com
info@MatsonLumber.com



Andrew Belcher, Melissa Berry and C. Preston Herrington III, Continental Underwriters Inc., Richmond, VA



Craig Brouette and Ryan Mulligan, Pike Lumber Co. Inc., Akron, IN; Debra Boles, Heritage Hardwood Lumber Sales Inc., Cookeville, TN; Larry Broadfoot, Collins, Wilsonville, OR; Bo Hammond, Collins Hardwood, Mount Sidney, VA; and Russell Shamblen, B & B Lumber Co. Inc./Premier, Jamesville, NY



Jeff Stoddard, Collins Kane Hardwood, Wilsonville, OR; Mike Mooney, Northwest Hardwoods, Tulsa, OK; Vadim Kovalev, Koval Digital, Vancouver, WA; Rodney Williams, Nicholson Manufacturing Co., Pell City, AL; and Richard Palmer, Palmer Timber Ltd., Cradley Heath, UK



Gale Miller, Autolog Production Management Inc., Tuscaloosa, AL; Kellee Griffith, Cardin Forest Products, South Pittsburg, TN; and Bruce Kicklighter, Autolog Production Management, Evans, GA



- Top Quality Kiln Dried Hardwood Lumber Rough/S2S
- Specializing in 5/4 thru 8/4 Red Oak & White Oak
- Also: Cherry, Hard Maple & Soft Maple
- Shipping Mixed Trucks/Containers Worldwide

S **Sirianni Hardwoods, Inc.**

912 Addison Road
Painted Post, New York 14870
Telephone: (607) 962-4688
Fax: (607) 936-6237

www.siriannihardwoods.com

Sales - Tom Armentano
sales@siriannihardwoods.com

Purchasing - Andy Dickinson
andy@siriannihardwoods.com



Eugene Hall, Fly Tie & Lumber LLC, Grenada, MS; Tommy Maxwell, Maxwell Hardwood Flooring Inc., Monticello, AR; Dr. Michael Blazier, Dean of College of Forestry, Agriculture, & Natural Resources at The University of Arkansas of Monticello, Monticello, AR; and Steve Glenn, Insurance Center Inc., Little Rock, AR



David Engelkes, Maxwell Hardwood Flooring Inc., Monticello, AR; Joey Childs, Rutland Lumber Co., Collins, MS; Howard Jones, J.M. Jones Lumber Co. Inc., Natchez, MS; and Barry Baker, Hugg & Hall Equipment Co., Little Rock, AR



Scott Wesberry, Fred Netterville Lumber Co., Woodville, MS; Steve Galloway, AHF Products LLC, Warren, AR; and Joey Childs, Rutland Lumber Co., Collins, MS

Additional photos on next page

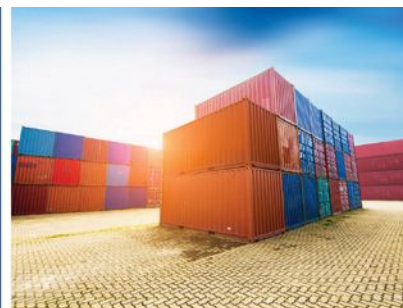


EXPERTS IN FORESTRY EXPORTS

DETAIL MINDED,
FORWARD THINKING

*Committed to delivering exceptional customer service
to lumber and log exporters for over 35 years.*

INFO@TMXSHIP.COM | TMXSHIP.COM | (252) 726-1111



WEST SIDE/MAXWELL PHOTOS *Continued*



Tony Butler and Paul Williams, Hunt Forest Products LLC, Ruston, LA; Tommy Wooley, Retired from Weyerhaeuser, Little Rock, AR; and Thomas Owens, Pollmeier Inc., Little Rock, AR



John McClendon, Union Bank & Trust Co., Monticello, AR; Jake Rogers and Joe Rogers, Rogers Lumber Co., Camden, AR; and Dave Dickson, Union Bank & Trust Co.



Andy Milazzo and Brett Barker, Smith Companies, Birmingham, AL; and Paul Williams and Tony Butler, Hunt Forest Products LLC, Ruston, LA



Steve Ellis, Darrell Orrell and Keith Waldrop, Maxwell Hardwood Flooring Inc., Monticello, AR

THE
**WOOD
TRADE**
THE FAIRMONT

**29-30-31
MARCH 2022** | **FAIRMONT**
The Queen Elizabeth

CONGRÈS DE MONTRÉAL SUR LE BOIS



Canada

Québec

montrealwoodconvention.com



#mtlwood22



Seth Moore, Molly Moore and Thomas Rhodes, R&M Wood Inc., Harrison, AR



George Prince, Jones Lumber Co. Inc., Natchez, MS; and Rick Hanna, Hanna Manufacturing Co., Winnfield, LA

LAKE STATES *Continued from page 6*

Log supplies are a little down, so inventories are kind of low. But we are making lumber as fast as we can and shipping out as fast as we can. We're able to keep up for the most part. Our customers don't have to wait that long for our products."

On the downside, he said it's hard "to find the help we need. Just like everyone else, we're hurting for good workers and that's put a damper on our production."

Compared to a few months earlier, business has "kind of plateaued," he observed. "It's still pretty hot. Several months ago, it was probably moving a lot quicker. But it's still positive."

Most of the lumber he sells is Walnut, Red and White Oak, Poplar, Cherry, Hard and Soft Maple and Hickory. Thicknesses range from 4/4 to 8/4 on all species and, on certain species, 10/4 to 12/4 to 16/4. He sells No. 2 Common and Better, some No. 3 Common and Rustic. The best seller is between White Oak and Walnut. Rift and Quartered White Oak is hot as well, he said. This lumber is sold to end users and, a little more, to distribution yards. "We mainly aim for truckload quantities," he noted, "but some customers closer to us can get par-

Please turn the page

Quality. Consistency. The best that money can buy.

We specialize and manufacture Northern Appalachian kiln dried hardwoods such as Walnut, Red Oak, White Oak, Cherry, Ash, Hard and Soft Maple. Call us today!



Joe Zona: Joe@deerparklumberinc.com
Jack Monnoyer: Jack@deerparklumberinc.com
Joe Benko: jbenko@deerparklumberinc.com



570-836-1133 | Fax: 570-836-8982
3042 SR 6E Tunkhannock, PA 18657
www.deerparklumberinc.com



LAKE STATES *Continued*

tial truckloads." For companies with which his company does business, "Everything seems to be going pretty steady still."

Transportation is a problem for him as it pertains to "the container side, ocean liners. Those guys are slowing us down. Random charges are being added, and you never know when your product is going to actually ship out. For domestic deliveries, we seem to be doing alright. We have three trucks of our own. We take care of our customers in our sales area. We try to work very closely with the trucking companies, too." ■

NORTHEAST *Continued from page 6*

This supplier sells primarily to contractors in the region. Besides having qualms with current prices, this source's customers are reportedly having more issues with retail lumber yards like Home Depot than with Hardwood suppliers.

"Transportation is very bad," he reported. "It takes us at least a week or two to get a truck under the trailer."

A green lumber buyer in New York also reported stabilizing lumber prices. "It seems like they're starting to level off, but you have to take it a day at a time. It could change that quickly," he said. Compared to a few months ago, he thinks business is "just as good."

His company purchases Red and White Oak, Cherry and Hard Maple in 1 Face and Better, No. 1 Common and 2 Common, from 4/4 to 8/4. "White Oak is king," the source said. "It seems like Cherry and Red Oak are a little down, but they've been trending that way for a while."

This supplier sells kiln-dried, rough or S2S product as truckloads or mix truckloads throughout North America to both distribution yards and end users.

"We have a pretty loyal set of truckers that work for us, so transportation has been pretty good," he said. "As you talk to people, you'll find that the worst part is exporting." ■

SOUTHEAST *Continued from page 7*

He sells Red and White Oak, Poplar and Ash. His best seller, as always, is Red Oak. Sixty percent of his total production is Red Oak. However, "White Oak is bringing the most money now. But it's doesn't have nearly the production that Red Oak has." He sells this lumber to distribution yards and end users. Their business is "going well, as far as I can tell," he stated.

"Transportation is a problem," he observed. However, he recently got some orders for lumber, and he asked his office manager the status of their preexisting orders to see if he could get this lumber to the customers with these more recent orders. The office manager said if they could ship out four orders within a few days, they

CARL ROSENBERRY & SONS LUMBER, INC.

Celebrating 100 Years in Business!

7446 Path Valley Road, Fort Loudon, PA 17224 • Phone: (717) 349-2289 • FAX: (717) 349-2044

www.rosenberrylumber.com

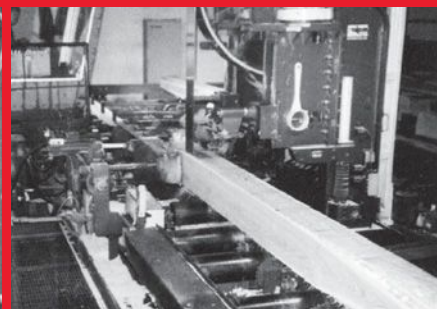
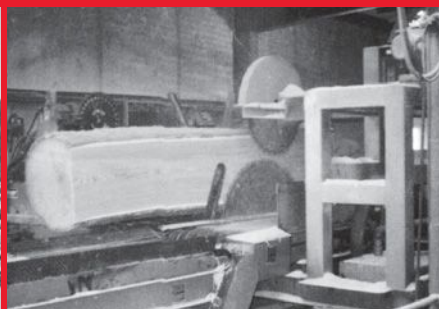
Two automatic circle mills and line bar band resaw

Maintaining 700,000' K.D. inventory and 1,000,000 bd. ft. of Green and Air Dried lumber
300,000 bd. ft. Kiln Capacity



KILN DRYING FINE PENNSYLVANIA HARDWOODS

ANNUAL PRODUCTION 7,000,000'
75% Red and White Oak



Email inquiries to Jackie Kriner at jackie@rosenberrylumber.com

would be caught-up transportation-wise. In that case, he said, "I'm OK. I can live with that."

A representative of a concentration yard in Tennessee judged his business to be OK. "It has probably softened up a little from a few months ago. One issue," he said, "is that competition to get green lumber is still pretty high. We get as much as we can."

Compared to several months ago, his market is "probably worse but not drastically worse," he stated.

He sells all Appalachian species, leaning to FAS, including Red and White Oak, Poplar, Ash, Walnut, Hickory, Cherry, Maple and Basswood. His best seller is White Oak. He handles thicknesses from 4/4 to 8/4. This lumber is sold to distribution yards and some end users. "They're still doing pretty well," he said of his customers.

Asked if any negative factors are slowing down his business, he stated, "Labor is a problem that affects our business. With COVID, we have had to juggle people when employees got the virus." ■

WEST COAST *Continued from page 7*

plywood. You have to beg to get some product. And prices continue to go up and availability goes down."

He sells all domestic and import species of Hardwood. "The problem with imports is ocean shipping," he pointed out. "When you import, the ships will no longer come into

Seattle or Portland. So, the product goes to Los Angeles or Long Beach, which adds to the cost. And the cost of containers has risen.

"We primarily sell to end users who manufacture cabinets, store fixtures and displays," he stated. "We sell to some large retailers. Also, we sell Hardwood floors and we have a millwork facility."

What problems does his company face? "Logistics is a problem," he said. "Getting containers to the port is difficult, and it's terrible getting containers released from the port and delivered. There is a shortage of labor in the railyards. There's a huge competition for truckers," he added.

Labor also is a significant problem, he stated. "Most of our mills would put on another shift, but they just couldn't staff it. I thought that we would see some changes once the federal assistance bill dropped, but we just haven't seen it. And you've got to go out and compete for employees with FedEx, UPS and Amazon – all at \$19-plus an hour."

A California lumberman stated, "The market is still pretty strong. But I would say customers and lumber companies are still having a hard time getting some product they need. From the sawmills, it's an ongoing battle to get product. First of all, they don't have the labor they need. Second, softwood lumber takes two days to

Please turn the page



NEW RIVER HARDWOODS, INC.

QUALITY from start to finish!



- Three Appalachian Hardwood Sawmills producing 35MMBF of lumber annually
 - 400,000 board feet of kiln capacity drying 12MMBF of lumber annually
- Ripped and moulded products customized to meet each customer's needs
 - Straight line ripped and sanded products also available

Species: Poplar, Red Oak, White Oak, Soft Maple, Hard Maple, Cherry, Basswood and Hickory

Mark Pierce

Sales and Purchasing

Office: 336-889-0870

Cell: 336-858-2707

Email: mpierce@newriverhardwoods.com

4343 Highway 91
Mountain City, TN 37683

Phone: (423) 727-4019

Fax: (423) 727-4438



NHLA



www.newriverhardwoods.com

MUELLER BROTHERS TIMBER, INC.



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

**SAWMILL AND TWIN BAND RESAW
Manufacturers of:
4/4 - 8/4 Grade Lumber**

SPECIALIZING IN PLAIN SAWN:

- WALNUT • COTTONWOOD
- SYCAMORE • HICKORY • RED OAK
- WHITE OAK • SOFT MAPLE
- HARD MAPLE • ASH

400,000' DRY KILN CAPACITY

1,000,000' DRY STORAGE

PLANER

STRAIGHT LINE RIP

GANG RIPPING

DOUBLE END TRIM

EXPORT PACKAGING

CONTAINER LOADING

**Grooved sticks used on all
whitewoods and White Oak.**

P.O. BOX 175

OLD MONROE, MO 63369

PHONE: 636-665-5193

FAX: 636-665-5812

Email: randy@muellerbros.com

www.muellerbros.com



WEST COAST *Continued*

kiln-dry and Hardwood lumber takes 30 days. That's a substantial difference right there.

"Also, some loggers will take off in their trucks and go down to the hurricane areas and work there. That leaves some mills short of guys to haul logs to the mill. That's part of the problem, too. Guys will have logs cut, and they can't get them to their sawmill. They're hurting for truckers to bring the logs to them."

Looking back a few months, he said his market is the same as it was then. "It's still a good market," he said. "You just have to have lumber to sell." The lumber he sells is Walnut, White Oak and Hickory in FAS, No. 1 Common and No. 2 Common. White Oak is selling best.

His customers are distribution yards and flooring companies. How is their business? "They've been solid," he noted. "They have a lot of back orders. The remodeling market is helping them, too."

For him to move his product is not a problem. "There's just a lot of trucks in Southern California," he observed. "That really makes a difference." ■

ONTARIO *Continued from page 8*

container manufacturers are looking for additional raw materials. Kiln-dried inventories, noted some contacts, are thin for several grades and thicknesses.

Prices for Birch have risen noted contacts as production was slow to recover beside a solid demand. Prices, it was noted, remained well below that of Hard and Soft Maple prices, resulting in some end users seeking Birch to reduce raw material costs. Markets are best for upper grade Birch, with prices trending higher.

Hard Maple continues to be the favored species for most businesses and secondary manufacturers are vying for more production to meet existing needs. Log decks have improved in most areas contacted with a slight increase in sawmill production helping ease the lack of supply in some areas. Flooring and sports flooring manufacturers reported adequate inventories, as well as cabinets, furniture, millwork and moulding producers.

The new home construction and renovation sectors are driving demand for Soft Maple. Cabinet, moulding, furniture, millwork and wood component manufacturers are all vying for this species. Sawmill output has increased slightly, but is not meeting the demand.

Contacts noted sales of Red Oak have slowed, although production was slightly higher the past few months as domestic and international demand was also slower. Most sawmills are processing whitewoods to avoid stain damage, so less White Oak was being processed. Demand was keeping pace with production of green supplies.

A TD Bank report stated that Canadian inflation was

not as high as its American counterpart, but would likely remain elevated for the remainder of this year. Supply constraints would continue to put upward pressure on usually benign goods prices, while a normalization in categories impacted by the pandemic would also add to the headline. It also forecasts that downside risks to the economy related to the pandemic may not do as much to slow inflation, as they lead to greater substitution toward goods consumption and prolong supply challenges in tradeable goods around the world.

TD Bank also adds that the recovery has been slowed by third and fourth waves of the virus, but not reversed. As long as growth is only postponed, it notes, a forward looking central bank with a firm mandate of price stability will continue to ease off the monetary accelerator. The Bank of Canada will pay attention to inflation pressures and continue to message the gradual withdrawal of monetary support over the next year. ■

QUEBEC *Continued from page 8*

The regionally important species, Hard Maple, is doing well on key markets including cabinet, flooring and furniture sectors. Sawmills have been producing Hard Maple ahead of other species due to its high demand and pricing, and to avoid stain in logs and green lumber. Those who need it appreciate the extra production, and advise inventories are approaching their target levels.

Soft Maple demand is also strong as it is sold to many cabinet and wood furniture manufacturers. Most grades and thicknesses are attracting interest, noted contacts, and prices were reported as higher for most grades and thicknesses. Kiln-dried supplies are limited and keeping prices firm.

Solid Hardwood flooring is in demand, as it is for truck trailer flooring. Manufacturers have been struggling to get more lumber all year. There were inventory gains over the last two to three months, but many still need more lumber to support sales and production objectives.

Chinese demand for Red Oak is slow, and buyers in Vietnam are

not ordering as much of this species due to the COVID lockdowns. North American markets are better outlets for this species as demand from flooring plants is strong. Exports are brisk to Europe, the Middle East, and North Africa.

Demand for green White Oak is robust. Prices stabilized somewhat in late August and early September, but were rising again. Kiln-dried White Oak is moving well.

The upper grades of Poplar are moving very well, with Green FAS & 1F prices advancing. Kiln-dried prices have plateaued, noted contacts. Vietnam exports have cooled

Please turn the page



PATRICK LUMBER COMPANY
OVER 100 YEARS IN BUSINESS
— EST 1915 —

Patrick Lumber Company is a secondary manufacturer and exporter of niche high-grade wood products sold to a network of worldwide distribution.



Products:
Doug Fir
Western Red Cedar
Southern Yellow Pine
Western Hemlock
Alaskan Yellow Cedar
West Coast Softwoods
West Coast Hardwoods



Services:
Remanufacturing
Packaging & Transport
Consultation
Procurement

317 SW Alder Street,
Suite 1050
Portland, OR 97204
503-222-9671
sales@patlbr.com

Follow us on Instagram
@Patricklumber
patlbr.com




QUEBEC *Continued*

for Number 1 Common and Number 2A Poplar. Domestic end users are keeping Number 1 Common and Number 2A highly saleable.

Business is steady for Walnut, with orders for green Number 2A and Better. Prices have been reduced for certain thick stock items, noted buyers. Contacts noted that demand in Canada and the U.S. is good for kiln-dried supplies, and to several other overseas markets, which is offsetting slow sales to Vietnam and China.

According to the latest August statistics (the most cur-

rent data available at presstime) from the Canadian Real Estate Association (CREA), national home sales were little changed between July and August 2021. National home sales edged back 0.5 percent on a month-over-month basis in August as transactions appear to be stabilizing at more sustainable but still historically active levels. Actual activity was down 14 percent on a year-over-year basis. That said, it was still the second-best month of August in history. The number of newly listed properties ticked up 1.2 percent from July to August. The MLS HPI (Multiple Listing Service Home Price Index) rose 0.9 percent month-over-month and was up 21.3

percent year-over-year. The actual national average sale price posted a 13.3 percent year-over-year gain in August.

According to CREA Chair, ideas on how to fix the housing market took center stage in the election of September 20th, with many long-simmering issues having a big spotlight shone on them over the last year-and-a-half by COVID. It provided the evidence many already knew that the housing crisis will not go away on its own. It was encouraging to see all the major parties looking at longer-term solutions to an issue that's been around for a while. It also highlights there are no quick fixes, so the market will remain challenging for those who choose or have to engage in it. There are many other barriers to building, and is definitely easier said than done, he added.

CREA Senior Economist stated that Canadian housing markets appeared to be stabilizing somewhere between pre- and peak-pandemic levels – which is to say, still extremely unbalanced. With each political campaign promising to build more homes, he noted that at least the right conversation was finally happening. As anyone who tried to get even a small project done in the last year, availability of materials and skilled labor were not dials that could just be turned up to 11 whenever it was decided an individual needed them.

There were 2.2 months of inventory on a national basis at the end of August 2021, down from 2.3 months in July, which is extremely low, and indicative of a strong seller's market at the national level and in most local markets. The long-term average for this measure is more than twice



Quality Appalachian Hardwood Lumber

900,000 B.F. Kiln Capacity

Quentin Moss, KD-Lumber Sales/
GR-Lumber Sales/Purchasing
quentin@gfhardwoods.com

9880 Clay County Hwy. || Moss, TN 38575-6332

PHONE: 1-800-844-3944 || FAX: 1-931-258-3517

www.gfhardwoods.com

where it stands today. It was also the first time since March that this measure of market balance tightened up.

Ontario saw year-over-year price growth still over 20 percent in August, however, as with B.C. big, medium and smaller city trends, gains are notably lower in the GTA, around the provincial average in Oakville-Milton, Hamilton-Burlington and Ottawa, and considerably higher in most smaller markets in the province. The opposite is true in Quebec, where Greater Montreal's year-over-year price growth, at a little over 20 percent, is almost double that of Quebec City.

The actual national average home price was \$663,500 in August 2021, up 13.3 percent from the same month last year. The national average price is heavily influenced by sales in Greater Vancouver and the GTA, two of Canada's most active and expensive housing markets. Excluding these two markets from the calculation in August 2021 cuts over \$130,000 from the national average price.

The price of homes is still high, and many who would like to buy cannot afford these prices even though mortgage rates are relatively low at this time due to COVID-19 pandemic persisting. Those who own homes and would like to buy another home are often opting on spending for renovating the one they have, which is helping improve business for the Hardwood industry. ■

NEWS DEVELOPMENTS

Continued from page 11

mentally friendly and effective science debuts. After over 10 years of dedicated research, the replacement is an innovative application of steam and vacuum. Based on a research partnership between USDA Animal Plant Health and Inspection Service, the USDA Forest Service and the Virginia Tech Department of Sustainable Biomaterials this new pre-shipment and quarantine log treatment significantly reduces the treatment time and avoids the use of dangerous, ozone depleting chemicals. The scientists at Virginia Tech and plant pathologists at the USDA Forest Service have shown conclusively that treating the Walnut and Oak log sapwood to 56 degrees C and held for 30 minutes, kills all thousand canker disease pathogens in Walnut logs, and all Oak

wilt pathogens in Red and White Oak logs, as well as any associated insect vectors.

The final phase in development of this alternative, non-chemical process is a series of heat treated, log test shipments. The first of these test shipments will be two, 20-foot containers of White Oak veneer logs from Baltimore, MD to the Czech Republic. The test shipment is a collaboration between the Maryland Upper Shore Regional Council, the Danzer Veneer Americas, Mill Creek Lumber company/Polo Pallet Corporation and Virginia Tech.

The veneer logs were set to be shipped from one of the

Please turn to page 58

SYSTEMS & SOLUTIONS

**From Concept
to Blueprint,
Manufacturing
to Production**

Mellott Solves Your LOG & LUMBER Handling Challenge!



Debarking Systems



Band Headrig and Resaws



Log Trough with Metal Detection



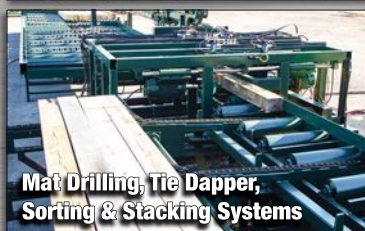
Resaw Run-Around Systems



Lumber Conveyor Systems



Trimmer and Grading Systems



**Mat Drilling, Tie Dapper,
Sorting & Stacking Systems**



Tilt Hoist Systems

Mellott Manufacturing Co., Inc.
13156 Long Lane
Mercersburg, PA 17236
FAX: 717-369-2800
sales@mellottmfg.com

Mellott

717-369-3125
www.mellottmfg.com

RON JONES HARDWOOD SALES INC.



Commitment, Quality, Customer Service

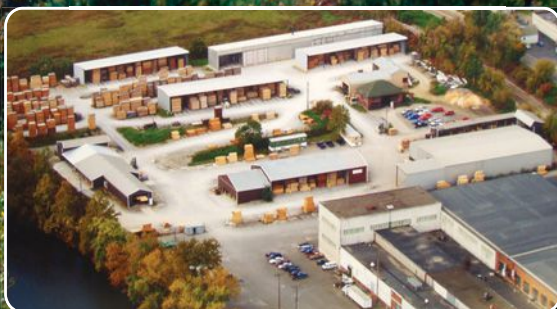


- Premium Northern Appalachian Hardwood Lumber
- Established in 1983
- Family-owned & operated for over 35 years
- Experienced & Close To The Source



www.ronjoneshardwood.com

2 East High St.
Union City, PA 16438
sales@ronjoneshardwood.com
Phone (814) 438-7622
Fax (814) 438-2008



WHO'S WHO IN HARDWOOD PURCHASING

JOHN SAPPINGTON is the plant manager and purchases all lumber for **Kirkwood Stair & Millwork** in Pacific, MO.

Kirkwood Stair & Millwork has been in business since 1899 and is a manufacturer of stair parts, circular stair cases, mouldings and millwork, doors, architectural beams, arched and curved millwork, table tops, bar tops, and custom-designed panels. Sappington purchases between 400,000 and 500,000 board feet annually of Poplar, Red and White Oak, Hard Maple, Cherry, Birch, Hickory, and Ash, as well as imported species like African Mahogany (FAS, Select and Better, No. 1 Common, SAP & Better, 4/4 through 16/4, all kiln-dried to furniture specs).

Sappington attended Kirkwood High School, located in Kirkwood, MO. He attended St. Louis Community College and studied lean manufacturing, lean supply chain, and accounting from St. Louis University School of Business. Sappington has worked for Kirkwood Stair & Millwork for 15 years. He began working in the forest products industry in 1991 as a cabinetmaker.

Kirkwood Stair & Millwork is a member of the St. Louis Home Builders Association and the Certified Builders Guild.

In his free time, Sappington enjoys coaching youth sports, and martial arts. He has been married to Suzan for 36 years and the couple has three sons, one daughter, and three grandchildren.

For more information visit www.kstair.com.

CARL RIGGALL is the lumber purchaser at **Finger Lakes Moulding Company**, a division of the OneSource Millwork family of companies, located in East Syracuse, NY.

Finger Lakes Moulding is a manufacturer of architectural woodworking, custom cabinets and mouldings, purchasing at least 100,000 board feet of Cherry, Red Oak, Poplar and Walnut annually. The company offers Premium finger jointing, CNC knife grinding and finishing. Finger Lakes Moulding is a member of the Architectural Woodwork Institute.

Riggall began his career in the forest products indus-

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

try eight years ago as a wood finisher. He has held his current position at Finger Lakes Moulding for five years. Riggall also has an Associate of Applied Science (AAS) degree in mechanical technology.

For more information about Finger Lakes Moulding, contact Riggall directly by phone at 315-575-7851 or email flmcarl@hotmail.com.

JOHN HARREN is founder of **Northern Toboggan Co.**, located in Warroad, MN and he has oversight of lumber purchasing.

Northern Toboggan manufactures traditional snowshoes, toboggans, sleds and custom artisan products. Sled sales are wholesale and retail, with additional production of components for wood furniture and custom wood projects. The company purchases 100,000 board feet per year of Red Oak and White Ash.

Regarding Northern Toboggan's mission, the company's website states, "We use principles that are centuries old in the production of our traditional products. We have an artisan manufacturing side of our business where we design and build wood components and products that require skilled hands versus automation. We are building on a family tradition and sharing that lifestyle story through several mediums, including digital media."

Harren founded Northern Toboggan in 1995 and the family business is currently in transition to its next generation of family ownership. Harren's son, Jackson, is the company's manufacturing engineer, also helping to manage operations. Harren's second son, Gabriel, manages Northern Toboggan's client relations, in addition to marketing, business development and creating written material for the firm. Jackson's wife, Solveig, runs the business' administration side.

Harren is married to Pat and the couple has four children (Katrin, Jackson, Gayle and Gabriel) and 14 grandchildren. In his spare time, Harren enjoys hunting, fishing, outdoor activities, cooking, camping, hockey and spending time with family, especially toboggan rides at Harren Mountain.

To learn more, visit www.northerntoboggan.com. ■

LAZER SCALER™
BY FORESTRY SYSTEMS
HIT THE SPOT

THE FUTURE OF LOG SCALING HAS ARRIVED.
SPEED, SAVINGS & ACCURACY

INTERNATIONAL LOG SCALER PROGRAM
AVAILABLE FOR DOWNLOAD ON **ANY** ANDROID DEVICE

POINT & CLICK LOG SCALING

TRAILBLAZERS ARE THE ONES WHO KNOW WHEN IT'S TIME TO CHANGE THE GAME AND PUSH THINGS FORWARD.

NOW IS ONE OF THOSE TIMES.

800-868-2559 • WWW.FORESTRYSYSTEMS.COM

PATENT PENDING

NEWS DEVELOPMENTS *Continued from page 55*

Danzer facilities in Edinburgh, IN to Mill Creek Lumber Company last month. The Virginia Tech portable Steam/Vacuum treatment chamber was set to be located at Mill Creek Lumber/Polo Pallet, where the Virginia Tech research team would manage the treatment by the end of October. The two containers (one container of treated logs and the other untreated logs) were then to be shipped to the Port of Baltimore for shipment through Germany to the Danzer Bohemia, one of the locations of Danzer Veneer Europe, in Melnick, Czech Republic. There, the logs were to be inspected and processed into sliced (decorative) veneer.

The quality and yield of veneer from the treated logs will be compared to that of the untreated logs to determine any impact of the treatment on the value of veneer produced. Upon completion, the results will be published to all interested parties with comprehensive documentation. The estimated project completion will be January or February of 2022. The industry was invited to observe the treatment of the logs at Mill Creek Lumber/Polo Pallet in Elkton, MD.

For more information, go to www.vt.edu. ■

AHEC REPORT *Continued from page 14*

pace and human health and well-being. While non-wood materials will need to be used, such as metal for framing and fixtures, glues, resins and coatings, AHEC is encouraging the designers to consider the environmental impact of these materials in the overall design. American Hardwoods have an extremely low environmental impact and they act as a carbon store. The more wood used in each design, the more carbon is kept out of the atmosphere and the lower the overall environmental impact of the finished piece.

"We're incredibly excited at the possibilities this project offers and are grateful not only to the architects involved but also to Bram Woodcrafting Studio who have accepted the challenge of bringing the designs to life, and to THINK! Design who helped conceptualize this project. REIMAGINE will help throw the spotlight on a somewhat forgotten but very important piece of furniture - the jhoola. Through this collaboration, we hope the architects and manufacturers will learn a lot about a beautiful and sustainable material whilst also demonstrating the beauty of widely-available, yet under-utilized American Hardwood species," concluded Roderick Wiles, AHEC Regional Director. ■



NHFA



25,000,000 BF of Quality Bandsawn Pennsylvania Hardwoods

1,500,000 BF Kiln Capacity

Export Packaging & Container Loading

SPECIALIZING IN ASH, RED OAK, HARD MAPLE and CHERRY

"We welcome your inquiries and look forward to serving your needs."

Contact:

Mike Tarbell, Sales Manager

Rus Gustin

(814) 697-7185

FAX (814) 697-7190



Mailing Address

1716 Honeoye Road

Shinglehouse

PA 16748

E-mail: mtarbell@ramforestproducts.com

made from a resin secreted by the female lac bug. It is processed as flakes that are dissolved into denatured alcohol, and then applied to the floor as a protective surface coating. These finishes were delicate, so often were covered with wax.

Around the time of the Civil War, varnishes became popular as a flooring finish. Varnishes offered a significant improvement over waxes and shellacs. This type of finish is made using a combination of a drying oil, a resin, and a solvent. It penetrates the wood and creates a much harder protective coating. Tung oil and linseed oil were popular varnishes used during this period in flooring history.

Today, urethanes commonly are used for finishing wood floors. This type of finish is made using organic compounds joined by urethane links. These materials combine to form a hard plastic protective surface layer on top of the wood that is easy to clean and maintain.

With advances in technology, floor finishes became even harder. Acrylic impregnated finishes are an example. This type of finish is made using chemical compounds derived from acrylic acid that are mechanically impregnated into the wood. In simplified terms, this means that the finish is forced into the cell structure of the flooring, altering

and strengthening the structure of the wood. Because of this increased durability, this type of finish often is used in commercial settings that get heavy foot traffic, like restaurants, malls, and museums.

Aluminum oxide is another modern-day finish that often is used in factory finished wood flooring. Aluminum oxide is a chemical compound made using aluminum and oxygen. When used as a flooring finish, it is combined with a urethane-based finish to create a very hard finish that seals the surface of the floor and guards against oxidation. This type of finish is used in both residential and commercial settings.

Ceramic-infused finish is yet another modern-day coating used in factory finished wood flooring. Ceramic silica is one of the hardest natural minerals found on Earth. When used as a flooring finish, it is combined with a urethane-based coating to create ceramic-infused finishes. When applied to the flooring material, this finish penetrates deep into the flooring and chemically bonds with the wood, creating a very hard finish.

The National Wood Flooring Association has detailed information about factory finished wood flooring available through NWFA University, an online training platform that is convenient and affordable. More information is available at nwfa.org/nwfa-university.aspx. ■

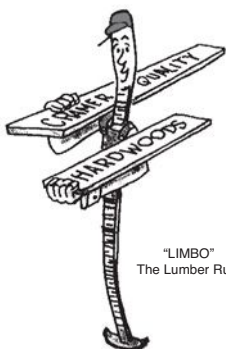
W.M. Cramer Lumber Co.

Headquarters, Concentration Yard & Kilns in Hickory, N.C.

Phone (828) 397-7481 FAX: (828) 397-3763

www.cramerlumber.com

**3 million BF KD
Inventory**



**4/4 thru 16/4
thicknesses**

**Atlanta, GA
Warehouse**

770-479-9663

**Hardwoods • White Pine • Cypress
RGH • S2S • SLR1E**

**Export
Sales**

706-736-2622



HICKORY • HARD & SOFT MAPLE • POPLAR • RED & WHITE OAK • WALNUT • ASH

WORMY CHESTNUT • TROPICALS • QTR & RFT • CYPRESS • ALDER

WHITE PINE • BASSWOOD • BEECH • BIRCH • CEDAR • CHERRY

Have you considered UPGRADING your machine control?

Give us a call for options.

Proportional Valve Tester PVT-2



Linear Carriage System



Scanning Carriage Systems



Resaw Systems



Paw Taw John has user friendly systems and their customer service has been excellent.



*Greg Wells, Owner –
Greentree Forest Products, Inc.*



(208) 687-1478 | www.pawtaw.com
18125 N. Ramsey Rd., Rathdrum, ID 83858

TRADE TALK



Greg Devine



Parker Dukas

KINGSTON, NH—After a long and successful career in the Hardwood lumber industry, Greg Devine, Sales Manager at Abenaki Timber Corp, headquartered here, has decided to retire.

With the assurance that this day would someday come, Abenaki has been laying the groundwork with new marketing associate, Parker Dukas, who has been in sales and purchasing since January of this year. Parker has been working closely in the Kingston, NH office with Devine, Eric Porter and Steve French while also spending time on the road with outside salesmen Bruce Horner and Nils Dickmann. A solid plan is being carried out to make the transition as seamless as possible to all of Abenaki's valued partners, said a company spokesperson.

For over 45 years Devine has built a solid reputation as an industry leader, working his way up through lumber grading, kiln operation, yard management and finally sales and purchasing. His knowledge and expertise have helped build Abenaki Timber into a well-respected Hardwood producer worldwide.

If you have any questions, you can call their office at 603-642-3304 or email Eric Porter at esp-atc@abenakitimber.com or Parker Dukas at parker@abenakitimber.com.

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

DICKSON, TN—Lewis Lumber and Milling Inc., located here, recently acquired an old Sealy mattress facility in Clarion, PA, which Lewis will convert into a plant to make Hardwood flooring and cabinet mouldings, as they do in Dickson. This 100,000 square foot facility, situated on 48 acres, is being retrofitted to accommodate needed equipment.

AN UPDATE COVERING
THE LATEST NEWS ABOUT
HARDWOOD SUPPLIERS/VENDORS



Tom Edwards

Tom Edwards, COO of Lewis, stated, "We will be replicating the machines and infrastructure that we utilize in Tennessee. We manufacture long length plank flooring, cabinet moldings and cabinet components. We have already purchased eight Brunner-Hildebrand kilns that will be shipping at the end of the year, and the first one will start to be erected in January. The eight

kilns will have the capacity to dry 750,000 board feet of lumber. We have also already ordered most of the machinery that we require for the interior.

"We will be buying green lumber in Pennsylvania," Edwards noted. "All species will be 4/4 lumber and the species will consist of Hard Maple (Primarily No. 1 Common and Better), White Oak (No. 3 Common and Better), Red Oak (No. 1 Common and Better) and Cherry (FAS). Historically, we only sell a finished product, but we will be setting the Clarion plant up to sell lumber if that is needed at a later date. We will be consuming 18-20 million board feet of green lumber annually at our new location in Northwest Pennsylvania.

"We should be able to start bringing in green lumber in February to March of 2022 and then we hope to start manufacturing finished goods in Clarion in April to May of 2022," Edwards said.

For more information, you can visit www.reliancehardwoodflooring.com.

WALLINGFORD, KY—Greentree Forest Products, Inc., located here, recently purchased a VisionTally System from Industrial Vision Systems, Inc. of Broomall, PA. James Wells, one of the owners of Greentree, said that Mike Ballard with Sawmill MD assisted Greentree with this purchase.

The VisionTally was installed recently and was "a seamless installation," Wells noted. "This new tally system will help us to improve our accuracy and efficiency. We will be able to tally all of our lumber on one shift, instead of having two different tally personnel. This will benefit our customers by giving them an accurate tally on each pack of lumber they purchase. We can also provide

Please turn the page



Devereaux
SAWMILL, INC.

HARD MAPLE

ANOTHER SPECIES OFFERED
IN A VARIETY OF WAYS

PLAINSAWN

4/4, 5/4, 6/4, 8/4, 10/4 AND 12/4

HEAVY TO #1 WHITE
GOOD AVERAGE WIDTH
70% 9' AND LONGER

DISTRIBUTION YARD QUALITY

RIFT AND QUARTERED
4/4, 5/4, 6/4 AND 8/4

sales@devereauxsawmill.com
989-593-2552
devereauxsawmill.com





EXPERIENCE QUALITY DEPENDABILITY

975 Conrad Hill Mine Rd. ~ Lexington, NC 27292
Phone 336-746-5419 ~ Fax 336-746-6177
www.kepleyfrank.us

Facilities:

3 Sawmills Processing 50 Million' • 750,000' Dry Kiln
 Capacity • 600,000' Fan Shed Capacity
 2 382 Newman Planer Mills • 50 Bay Bin Sorter

Products Available:

4/4-8/4 Appalachian Lumber • 6/4-8/4 Ship Dry Capacity
 Crossties (100,000 BF per week) • Timbers up to 18'
 1,000,000+ Average KD Inventory • 12,000,000+
 Average AD Inventory

Species:

White Oak • Red Oak • Poplar • Ash • Hickory
 Elm • Beech • Gum • Hackberry • Pecan



Jimmy Kepley, owner, and Bart Jenkins, lumber sales

Sales:

Bart Jenkins

bjenkins@kepleyfrank.us

Jimmy Kepley

jkepley@kepleyfrank.us



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

TRADE TALK

Continued



Greentree Forest Products Inc. owners, from left, are David Wells, Greg Wells, Michelle Murphy and James Wells.

reporting to show very accurate widths and lengths for each load of lumber."

Greentree produces 20 million board feet of Appalachian Hardwood lumber annually. They also manufacture custom built pallets, skids, and packaging materials. "Our facility sits on 50 acres in Eastern Kentucky," Wells stated. "We operate an 8' band head rig, feeding a McDonough 7' band resaw. We also operate a McDonough lineal optimized edger."

For more information, you can visit www.greentreeforest.com.

FRUITLAND, ID—Woodgrain, headquartered here, is expanding its operations with the acquisition of Independence Lumber, which has sawmill locations in Independence, VA and Elkin, NC. This purchase will lead to the creation of new jobs and the retention of existing jobs in the two locations, while also allowing Woodgrain to further leverage its vertical integration by supplying lumber to its nearby millwork locations.

With the acquisition, the Independence, VA facility will generate 20 new jobs and save 80 existing jobs at Independence Lumber, which is Grayson County's largest private employer. After the completion of upgrades to the sawmill, it will serve as Woodgrain's primary supplier for its Marion, VA millwork site.

The Elkin location will also be upgraded with new machinery and equipment, while resulting in the retention of the current workforce and the addition of new jobs. This sawmill location will allow Woodgrain to supply lumber to its millwork location in nearby Lenoir, NC, further allowing Woodgrain to provide the best possible service and product in a highly efficient manner.

Woodgrain is one of the largest millwork operations in the world with operations all over the United States and

Chile. With more than 65 years of quality craftsmanship and service, they make high quality wood mouldings, doors, and windows. Woodgrain's strength comes from being vertically integrated which allows them to oversee each step of the supply chain. Woodgrain is proud to be family-owned and operated with the third generation leading the way.

For more information go to www.woodgrain.com.



Christopher "Casey" Harrison

EDINBURGH, IN—MacBeath Hardwood, based here, has named Christopher "Casey" Harrison as the new General Manager at its Stockton, CA facility. Harrison will be replacing longtime manager and Vice President MG Gutierrez, who is retiring after a successful 45-year career, 32 of which were at MacBeath.

Harrison has been an outside sales representative for the MacBeath-Stockton facility since it opened in 2017. He was a key member of the team responsible for the significant expansion of MacBeath's market share in the California Central Valley.

"We are fortunate to have someone of Christopher's caliber and experience to chart the path forward at the Stockton facility," said Jon MacBeath, President and CEO of MacBeath Hardwood. "I know the team in Stockton will provide him the support to carry MacBeath in Northern California for years to come."

Harrison is a longtime Northern California resident and avid Volkswagen enthusiast. He is young at heart with 28 years of industry experience, according to the company. Harrison is dedicated to friends and family with a driven desire to inspire and develop others.

MacBeath Hardwood is a 65-plus-year Hardwood lumber distributor. In addition to Hardwood, MacBeath offers a full complement of wood related products, from sheet goods and power tools to custom millwork services. The family-owned business operates eight locations: three in California, three in Arizona, one in Utah, and one in Edinburgh, IN.

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

Please turn the page

It's a
Jungle
Out There

A 60+ Year Tradition of Excellence

Serving architectural woodworkers, cabinet and fixture manufacturers with vast inventories of premium quality domestic and imported hardwoods, from Alder to Zebrawood, 4/4 through 16/4 in many species. When you need **Hardwood**, think **MacBeath**. . . a name synonymous with fine quality and prompt, reliable service.

Corporate Office & Concentration Yard: Edinburgh, Indiana 800-322-9743 Reload: Golden State Reload Perris, California 800-322-9743	Arizona: Phoenix: 602-504-1931 Tempe: 480-355-5090 Tucson: 520-745-8301 Northern California: Berkeley: 800-479-9907 Stockton: 844-490-5051
--	--

Utah: Salt Lake City: 800-255-3743

macbeath.com

Your support changes hearts and minds about wood, for good.

NORTH AMERICAN FOREST FOUNDATION
Harvesting the Future through Education

DONATE TODAY @ NorthAmericanForestFoundation.org

JOIN THE CONVERSATION

JoCo

JoCo Lumber, Inc. is a division of
Josey Lumber Company, Inc.



Tripp, Logan, and Joey Josey

Our company offers:

- 10,000,000 BF of annual production from our 6' band headrig and 6' band resaw.
- Red and White Oak, Soft Maple, Ash, Poplar and Cypress in 4/4 through 8/4 thickness.
- rough, surfaced, air-dried and kiln-dried lumber in random widths and lengths.
- export prepping, container loading of logs and lumber, anti-stain dipping and end coating lumber.
- 500,000 BF of dry kiln capacity.
- 65,000 SF of enclosed warehouse for storage and loading of kiln-dried lumber.

For Quality Appalachian Lumber Contact:

JOSEY LUMBER COMPANY, INC.

JoCo LUMBER, INC.

476 Lees Meadow Rd. • P.O. Drawer 447

Scotland Neck, NC 27874

TEL: (252) 826-5614 • FAX: (252) 826-3461

CONTACT:

EMAIL: joseylbr3@gmail.com

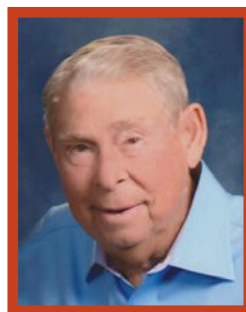
SALES: Logan Josey

TRADE TALK *Continued*

VANCOUVER, BC AND CAROL STREAM, IL—The integration of Madison's Sawmill Lumber Listings Directory, with its head office in Vancouver, with Blue Book Services' Lumber Blue Book directory, headquartered in Carol Stream, has been completed and is now available for purchase. The combined dataset contains over 23,000 headquarter listings and over 8,000 branch listings, for companies throughout the supply chain, including primary sawmills, wholesalers, secondary remanufacturers, importers, exporters and lumberyards.

The same expertly researched and thoroughly cross-referenced business information Madison's has provided customers for decades is now enhanced with Lumber Blue Book's sophisticated online platform and its directory coverage throughout North America. The combined database is available now.

For more information and to subscribe, please visit <https://madisonsreport.com/products/madisons-directory/> or call Madison's at 604-319-2266 or Blue Book Services at 630-668-3500. ■



William A. Mueller

William A. Mueller, of O'Fallon, MO, passed away recently at the age of 91. Beloved husband of Betty D. Mueller; cherished son of the late Albert and F. Elizabeth Mueller; devoted father of Belinda (Charles) Gentemann and Randy (Nettie) Mueller; loving grandfather of Wade (Amanda) Gentemann, Wes (Jill) Gentemann, Russ

Gentemann, Heidi Moorman, Elizabeth (Matt) Anderson, Janette Mueller and Scott Mueller; treasured great-grandfather of eight.

William proudly and honorably served in the United States Navy during the Korean War. He was a member of the USS Curtis Foundation and the local VFW. William enjoyed working with his brothers, Tom Mueller and the late Donald Mueller, in the Hardwood sawmill industry with Mueller Brothers Timber Inc. for more than 40 years. He began in the business with his father in 1956 and built the sawmill up from working in the farm trade to a sawmill that produced eight million board feet of lumber annually and sold that lumber worldwide. Mueller

Miller

Wood Trade Publications

— since 1927 —

**Connecting North American
Forest Products Globally**

LIKE AND FOLLOW US ON:



@millerwoodtradepub
www.millerwoodtradepub.com

Brothers wouldn't be here without his direction.

In his free time, he enjoyed fishing, gardening, golfing, and most of all spending time with his family. He was also a lifetime member of St. Paul Catholic Church in St. Paul, MO. Betty stated they had a lifetime of love and happiness. William was dearly loved and will be greatly missed by all who knew him.

Memorials may be made in William's name to Cardinal Glennon Children's Hospital.



Michael O'Shea

Michael Peter ("Mike") O'Shea, 78, of Lutherville, MD passed away recently after a brief illness. His best friend and wife of 28 years, Nancy "Corky" (née Gunther) O'Shea, was at his side.

He was preceded in death by his parents, Thomas A. and Anna C. (née McGinn) Shea, and five siblings: John G.

O'Shea, Thomas J. O'Shea, Patrick F. O'Shea, Mary A. Bode and Margaret L. Hedley. He will be lovingly remembered by his wife and five daughters: Kelly O'Shea Swanson (Conrad), Tammy O'Shea Bulluck (Harry), Jackie O'Shea Moore (Chris), Colleen O'Shea Rayburn (Eric), Heather O'Shea and a step-daughter, Kelly McNamara Beck (Jaret). He was adored by his 13 grandchildren: Ali, Michael and Daniel Barzyk; Katie and Conrad Swanson; Seamus, Patrick and Grace Moore; Gillian, Owen and Wyatt Smith; and Tucker and Madelyn Beck. He is also survived by his sister, Lorraine C. ("Sis") Heagy, and countless nieces and nephews.

The youngest of seven children, Mike (also known as "Smoke") Shea graduated from Calvert Hall College High School with "the last class of the Old Hall" in 1960. In the mid-60s, Mike and his brothers legally changed their last name back to O'Shea as the O' had previously been dropped. After high school, he served a stint in the U.S. Army and then went on to work for Baltimore Contractors and Mann & Parker Lumber Company before starting his own business, O'Shea Lumber Company, in 1971. A serial entrepreneur, Mike opened CraftWoods, a woodworking retail store in Cockeysville in 1977. Then, in pursuit of a lifelong dream, he founded Mick O'Shea's Irish Pub on Charles Street in 1995 with several family members and friends. An associate member of the Baltimore Police Emerald Society, Mike also served on the board of Fraternity Federal Savings & Loan for a number of years.

His deep love of his Irish heritage is what many will remember most about O'Shea. "Mick" is the nickname given to him by dear friends in Ireland. For many years,

Please turn the page



LUMBER, INC.

"Quality Hardwood Lumber and Flooring"

Quality Hardwood Lumber

24 Million ft. Annually of Bandsawn Lumber
One Million ft. of Kiln Capacity
Planing Mill Facilities
Straight Line Capability
Width Sorting
On Site Container Loading

Serving you from our facilities in Georgia and Tennessee.

Quality Solid Hardwood and Engineered Flooring

Buena Vista, GA – 75,000 sf Solid Hardwood Flooring
Facility Producing 3/4, 2-1/4, 3-1/4, 4 and 5"
Humidity Controlled Warehouses

Newport, TN – 85,000 sf Engineered Hardwood Flooring
Facility Producing 5/8, 2-1/4, 3-1/4, 4, 5, 6 and 7"
in Red Oak, White Oak and Hickory
Humidity Controlled Warehouses

Owner/Partner - Roland Weaver (229) 649-9328
V.P. of Sales – Kevin Cloer (423) 623-7382
Flooring Sales/Lumber Purchasing – Bobby Cloer (423) 623-7382

Oakcrest Lumber, Inc.

Ph: (229) 649-9328 FAX: (229) 649-9585

Email: oakcrest@windstream.net

Website: www.oakcrestlumber.com

Our Mission
is to provide product
knowledge, professional
service, and insurance
solutions for the wood
products industry.



KEITH D. PETERSON & COMPANY, INC.
INSURANCE
SINCE 1939

INSURANCE FOR THE WOOD PRODUCTS INDUSTRY

708 Milam Street, Suite 300
Shreveport, LA 71101-5499
(318) 221-0547 • FAX (318) 424-7516
www.keithdpeterson.com

IN MEMORIAM *Continued*

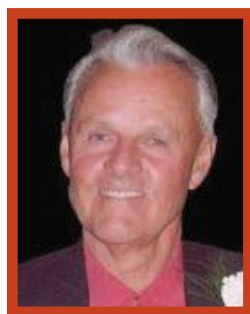
he volunteered his time as director of the Baltimore Irish Festival. He held several offices -- including President -- on the Board of the Friendly Sons of St. Patrick during his years as a member. An absolute highlight of his life was being elected Grand Marshall of the Baltimore St. Patrick's Day Parade in 1989; his five daughters marched alongside him that year. Beginning in March 1996 and for every year that followed, Mick O'Shea could be found upon his very own "unofficial reviewing stand," outside of his namesake pub, where he would entertain the crowd with his antics, quick wit and humor as he emceed the Irish Parade.

An avid lover of sports and the outdoors, Mike played and coached a variety of sports. For years, he played Sunday men's softball on teams he organized for O'Shea Lumber Company and CraftWoods. He enjoyed duck and goose hunting as well as fishing on Maryland's eastern shore. Mike was a founding member of the Maryvale Sports Boosters while his daughters were students at Maryvale Preparatory School. You could find him on any day of the week at his daughters' -- and later his grandchildren's -- athletic events. He loved being on the water in one of the many boats he owned over the years. He also enjoyed spending time with Corky at their Southwest Florida home.

A previous marriage to Kathleen A. O'Shea (née Rooney), mother of his five daughters, ended in divorce.

Visitation and funeral arrangements were being finalized for early November.

In lieu of flowers, the family requests memorial donations to Calvert Hall in memory of Mike O'Shea '60, 8102 LaSalle Road, Towson, MD 21286 or online at www.calverthall.com/giving; please note "Mike O'Shea '60" in the tribute section when giving.



Carl L. Rosenberry

Carl L. Rosenberry, 90, of Fort Loudon, PA went to be with the Lord at his residence recently. He was the beloved husband of Anna (Bock) Rosenberry, and they would have celebrated 65 years of marriage on November 3.

Born February 25, 1931, in Fannettsburg, he was a son of the late David Raymond and Mary Ann (Hoover) Rosenberry. He graduated from Fannettsburg High School in 1949 and served in the United States Air Force during the Korean War, honorably discharged as Airman First Class in 1955.

Carl, with Anna by his side, was a successful lumberman for over 66 years. The company, Carl Rosenberry & Sons Lumber, Inc., celebrated 100 years in business in

2020. The multigeneration family business was started in 1920 by his late father. Following Carl's discharge from the service, he joined his father as a partner. In 1960, upon his father's retirement, Carl assumed responsibility of the business. Later he was joined by his sons to form Carl Rosenberry & Sons Lumber, Inc. This year, the company was recognized for 50 years of membership in the National Hardwood Lumber Association. Carl loved the valley he grew up and lived in and the people and employees who surrounded him. "We have been blessed and the Lord has guided us every step of the way."

Mr. Rosenberry was a member and former treasurer of the Spring Run United Methodist Church and also worshiped at the Lower Path Valley Presbyterian Church in Fannettsburg. For 14 years he enjoyed singing with the Pathlighters Quartet. He was also a member and past president of the Path Valley Lions Club, the Orrstown Masonic Lodge No. 262 F & AM and a life member of the Shippensburg American Legion Post # 223. In addition, he was a member of the Chambersburg Country Club and being an outdoorsman at heart, received much enjoyment from playing golf. He was a director for many years of the former Valley National Bank in Dry Run and later Valley Bank and Trust Co. in Chambersburg and a founding director of the former Sentry Trust Co., Chambersburg. He also served on the executive board of Penn State Mt Alto.

Surviving, in addition to his loving wife, Anna, are two sons, David C. Rosenberry, and his wife, Dena M. of Fort Loudon and William H. Rosenberry of Chambersburg; two brothers, Dean Rosenberry, of Horse Valley and Robert Rosenberry and his wife, Norma, of Shippensburg; two sisters, Lena Radanovic, and her husband, George, of Fort Loudon and Sylvia Gittleman, of Pottsville, a brother-in-law, Richard Miller, of Shippensburg and numerous nieces and nephews.

He was preceded in death by a brother, Edgar Rosenberry, sister, Grace Marie "Peggy" Miller, sister-in-law, Vera Rosenberry and brother-in-law, David Gittleman.

A viewing was held Friday, Oct. 8 in the Agett-Lakjer Funeral Home, 16715 Path Valley Road, Spring Run. His funeral service was in the Spring Run United Methodist Church, 16667 Main St., Spring Run, with a viewing prior to the service. Due to Covid, the use of masks was requested for those in attendance. Officiating Pastors: Ken Richards, Marlin "Butch" Neil and Phil Foster. Interment with military honors Path Valley Cemetery. In lieu of flowers, the family prefers donations in his memory to either the Spring Run United Methodist Church, POB 158, Spring Run, PA 17262 or Lower Path Valley Presbyterian Church, POB 406, Fannettsburg, PA 17221 or Metal Township Fire & Ambulance Co., POB 185 Fannettsburg, PA 17221. The funeral home website is at www.aggettlakjer.com. ■

CLASSIFIED PROFIT OPPORTUNITIES

HELP WANTED



Bingaman & Son Lumber, Inc., a leading wood products manufacturer, is seeking a full-time **Forest Technician & Forester** at our St. Marys Lumber Company location [135 Aviation Way, St Marys PA 15857 (814)834-1209].

Forester Tech - This position is responsible for accurate timber cruise numbers, timber harvest logistics, and aiding procurement foresters in road bonding/permitting. Must be proficient in species identification and log grading rules. Prefer an Associates Degree in Forestry.

Forester - We prefer a 2 year Associates degree in Forestry, 1-3 years sawmill experience, knowledge of industry software & Microsoft experience. In addition, the successful candidate will have a strong work ethic, self-motivated and experience working in a team setting. A valid PA driver's license required.

We offer competitive wages and some of the best benefits in the area – health insurance, 401K, ESOP, vacation, etc. If you are interested, please email your resume to Aimee Bowersox at abowersox@bingamanlumber.com. E/O/E

USED MACHINERY FOR SALE

- USNR 4TA30 Top Arbor Three Shifting Saw Edger
- Infeed Landing Deck
- USNR – Lunden Cam Unscrambler S/N 41419
- Even Ending Rolls
- Queuing Hooks (2) ahead of Scanner
- Queuing Hooks (2) after Scanner
- Edger Infeed Model 600 Maximizer S/N 2951-A
- USNR 4TA30 Edger with 200 HP Arbor Drive Motor
- Outfeed Belt with Shifting Edging Shears
- Specs – Hardwood 1" to 4" Thick x 4" to 24" Wide x 6' to 16' Long
- Saw Kerf .160" x Saw Plate .120"
- Two Hydraulic Units
- Water Mizer Oil Mist Guide System
- Set of Babbitt Guide Tools

Contact: Jenness Robbins

Cell: (207) 745-2223

Email: jenness57@gmail.com

To: Anyone involved in the sawmill controls industry

There are many stories and people that have been involved in the sawmill controls industry.

This fascinating history should be preserved. I want to write a book about this industry and would appreciate any stories or comments you might want to add. I am willing to meet in person if needed.

➔ Please contact me, Jeff Hurdle, at:
hurd2575@gmail.com

Hardwood Sawmill and Dry Kilns For Sale in the Midwest

- 2 Grade Lines
- Planer
- 2 Gang Rips
- 300,000' Kilns
- Wood Waste Boiler
- 3 Dry Storage Sheds
- 1 Air Drying Shed
- 15,000' Capacity Steamer

Sawmills and Resaws Capable of 150,000' Per Week Production.

Reply to: CMP #3577

c/o National Hardwood Magazine

PO Box 34908, Memphis, TN 38184-0908, or

email nhm@millierwoodtradepub.com – put **CMP #3577** in the subject line

ALL CLASSIFIED ADS MUST BE PAID IN ADVANCE

\$45.00 PER INCH - BLIND BOX NUMBER FEE: \$10.00

DEADLINE: 30 Days Preceding Publication Month

800-844-1280

Classified advertising will not be accepted for Hardwood products such as lumber, dimension, turnings, veneer, carvings, new dry kilns or dry kiln equipment, etc.

SERVICES



901.767.9126

or visit us at
www.hmr.com

Benchmark pricing and market commentary on the North American hardwood lumber industry.

Go online at hmr.com for a sample copy.

EQUIPMENT FOR SALE

2000 Optimil 6ft Twin Bandmill

Never used. Bandsaw with covers. \$150,000. Please call Jenness for more information at 207-745-2223 or Jeff at 207-342-5221.

USNR 4TA30 Top Arbor Three Shifting Saw Edger

200 hp drive motor, includes unscrambler, control cab, infeed and outfeed. \$95,000. Please call Jenness for more information at 207-745-2223 or Jeff at 207-342-5221.



Phone: (207) 342-5221
Fax: (207) 342-5201
PO Box 9, Ghent Road
Searsport, ME 04973

Contact: Jenness Robbins

ADVERTISERS INDEX

Abenaki Timber Corporation.....39	HHP, Inc.....	Nyle Systems, LLC.....9
Air Systems Mfg. of Lenoir, Inc.....	Hurdle Machine Works Inc.	Oakcrest Lumber, Inc.....65
Ally Global Logistics.....	Irving, J.D., Limited	OHC Overseas Hardwoods Company
Atlanta Hardwood Corporation	ISK Biocides, Inc.	O'Shea Lumber Co.
Autolog Sawmill Automation.....	JoCo Lumber, Inc.....64	Patrick Lumber Company.....53
Automation & Electronics USA.....11	JoeScan	Paw Taw John Services, Inc.60
Baillie Lumber Co.	Jones, Ron, Hardwood Sales, Inc.56	Pennsylvania Lumbermens Mutual Insurance Company.....38
Beard Hardwoods	Josey Lumber Co., Inc.64	Peterson, Keith D., & Co., Inc.65
Beasley Forest Products, Inc.....	Kendrick Forest Products	Pike Lumber Co., Inc.IBC
Bingaman & Son Lumber, Inc.....	Kentucky Forest Industries Assoc.....	Prime Lumber Company
BioLube, Inc.....3	Kepley-Frank Hardwood Co., Inc.....62	FC Primewood
Breeze Dried Inc.42	King City Forwarding USA, Inc.....	Quality Hardwoods Ltd.....
Carbotech International	King City/Northway Forwarding Ltd.....	Quebec Wood Export Bureau
Cardin Forest Products LLC	Kretz Lumber Co., Inc.....44	Ram Forest Products, Inc.....58
Church, Bryant, Hardwoods, Inc.....	Lawrence Lumber Company Inc.	Real American Hardwood Coalition.....
Clark Lumber Co.	Lewis Controls, Inc.....15	Rosenberry, Carl, & Sons, Lumber, Inc.50
Cleereman Controls.....13	Lewis, Dwight, Lumber Co., Inc.	Sawmill MD
Cleereman Industries	Limbo	SII Dry Kilns.....5
Cole Hardwood, Inc.	Lucidyne Technologies Inc.	Sirianni Hardwoods, Inc.46
Cooper Machine Co., Inc.	Lumber Resources Inc.41	Smithco Manufacturing, Inc.
Corley Manufacturing Co.....15	Lussier, Simon, Ltd.	Snowbelt Hardwoods, Inc.
Cramer, W.M., Lumber Co.59	MacBeath Hardwood Company.....63	Southern Forest Products Assoc.
Cummings Lumber Co., Inc.4	Maine Woods Company.....	Stiles, A.W., Contractors, Inc.
Deer Park Lumber, Inc.....49	Mars Hill, Inc.....	Taylor Machine Works, Inc.
Devereaux Sawmill, Inc.....61	Matson Lumber Company.....45	Tigerton Lumber Co.....
Distribution Management Systems, inc. (DMSi).....1	Maxwell Hardwood Flooring.....	TMX Shipping Co., Inc.47
Fitzpatrick & Weller Inc.....	McDonough Manufacturing Company ...17	Tropical Forest Products.....34 & 35
Forestry Systems.....57	Mellott Manufacturing Co., Inc.....55	TS Manufacturing
GF Hardwoods, Inc.54	Meridien Hardwoods of PA., Inc.....	BC Tuscarora Hardwoods, Inc.....
Graf Bros. Flooring & Lumber	Messersmith Manufacturing, Inc.	U-C Coatings, LLC.....
Graf & Thomas Lumber, Inc.....	Midwest Hardwood Corporation	USNR
Granite Hardwoods, Inc.	Miller, Frank, Lumber, Inc.....	VisionTally
Granite Valley Forest Products.....	MO PAC Lumber Company	Western Hardwood Association.....
GTL Lumber Inc.	Montreal Wood Convention	Wheeland Lumber Co., Inc.
GW Industries	Mueller Bros. Timber, Inc.52	White, Harold, Lumber, Inc.....
Hardwood Forestry Fund.....	Neff Lumber Mills, Inc.	Williams, R.J., Inc.
Hardwood Manufacturers Assoc.....	New River Hardwoods, Inc.....51	York Legacy Mill Inc.
Hartzell Hardwoods, Inc.....	North American Forest Foundation.....63	
Hermitage Hardwood Lumber Sales, Inc.10	Northern Hardwoods	
	Northwest Hardwoods, Inc. IFC	

Note: Advertisers with no page number carry an alternating Ad schedule.

Picture Perfect.

Inspired by Quality, Service and Forest Stewardship since 1904.



Our 4/4 through 8/4 White Oak Rift and Quarter Sawn lumber is made from specially selected logs and dried to perfection. Combined with exceptional service and 100% guarantee *Pike Brand*® Hardwoods are picture perfect. Try us once, you'll be back for more!



P.O. Box 247
Akron, Indiana 46910

(800) 356-4554
(574) 893-4511
(574) 893-7400 fax

Sales@PikeLumber.com
www.PikeLumber.com

**A COMPLETE LINE OF
MACHINERY,
CONTROLS &
SOFTWARE TO
FIT YOUR MILL.**

AUTOMATED SYSTEMS

STACKERS & PACKAGE MAKERS

CUSTOM DESIGNED FOR SPECIFIC APPLICATIONS

BANDMILLS & TWIN SAWS

HIGH SPEED SYSTEMS FOR HARDWOOD & SOFTWOOD

TILT HOISTS

QUICK CYCLE TIME & LESS STICK BREAKAGE

OPTIMIZATION & CONTROLS

HARDWOOD OPTIMIZATION CONTROLS AND SOFTWARE
FROM A HARDWOOD FOCUSED COMPANY