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Magazine

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

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APRIL 2019



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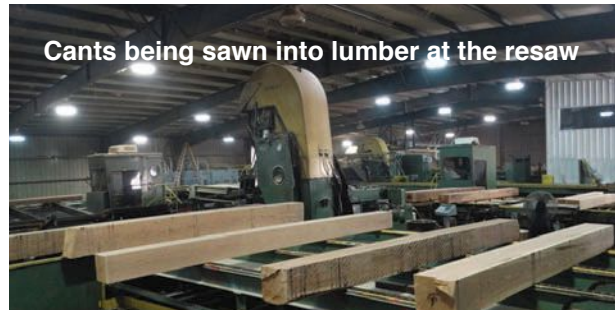


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Contents

National Hardwood Magazine

April 2019

Volume 93 No. 3

Features & Industry Events

- 26** Combination Door's Specialty is Variety
- 28** G.F. Hardwoods: Celebrating 51 Years of Smith Family Businesses
- 30** Hard Maple Built Kennebec's Brand; Reinvestment Continues the Growth
- 32** Forest Products EXPO Creates Connections
- 34** IHLA's Annual Convention Marks 121st Year
- 50** NAHB IBS Marks 75 Years as Innovative Trade Show, Shares Venue with KBIS
- 54** AHMI Discusses Planning, Labor & the 2019 Economy
- 60** SPOTLIGHT - Lewis Herron Aim High: The Key to Success in Forest Products

Departments

- | | | | | | |
|----|-------------------|----|--------------------------|----|---------------------------------|
| 8 | Hardwood Calendar | 20 | Hardwood Federation Info | 89 | In Memoriam |
| 10 | U.S.A. Trends | | | 90 | Classified Profit Opportunities |
| 12 | Canadian Trends | 22 | NAFF Bulletin | | |
| 14 | News Developments | 24 | NHLA News | 92 | Advertisers Index |
| 16 | SCMA Update | 78 | Who's Who | | |
| 18 | AHEC Report | 82 | Trade Talk | | |

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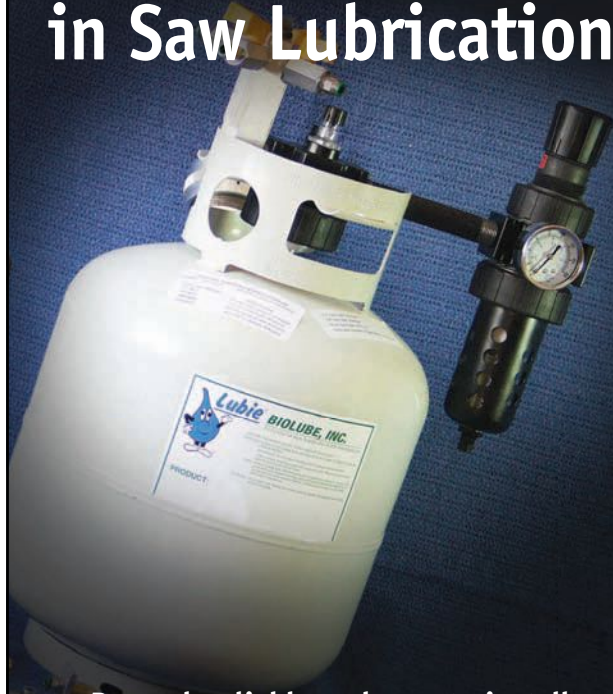
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AHC Hardwood Group-White County Mouldings (Page 176)

200 Appalachian Trail, Cleveland, GA 30528
Tel. (706) 865-3166 • FAX (706) 219-2835
Web Site - www.hardwoodweb.com
E-Mail - lelk@hardwoodweb.com
Sales - Laura Elk
Marketing Areas - National • Employees - 60
Products - Blanks, Decking, Dimension Parts/Components, Drawers and/or Drawer Parts, Finger Joint & Finger Joint Edge-Glued Parts, Flooring, Handrails, Industrial/Display Components, Jambos, Lumber, Machined & Semi-Machined Components, Millwork, Moulder Blanks, Mouldings, Mouldings (Crown), Mouldings (Custom), Paneling, Strips, Trim
Species - Poplar, Cypress, Other Species On Request
Machining Capabilities - Sanding, Finger Jointing, Shaping, Planers, Chop Saws, 2 Resaws, 7 Moulders, Straight Line Rip Saw, Cold Press Clamp Carriers, 7 Dry Kilns
Dry Storage Cap. - 2,000,000'

Appalachian Lumber Co., Inc. (Page 5)

5879 W. US Hwy. 421, Wilkesboro, NC 28697
Tel. (336) 973-7205 / (800) 298-3202 • FAX (336) 973-8356
Web Site - www.appalachianlumber.net
E-Mail - scottytrotten@appalachianlumber.net
Sales - William Church, Scotty Trotten
Marketing Areas - National
Products - Chair Parts, Crib Parts/Slats, Custom Shapes, Cut Stock, Frame Parts, Industrial/Display Components, Moulded & Tenoned Parts, Posts, Profiles (Decorative Parts), Stiles/Rail Stock, Table Tops/Parts, Tables/Butcher Block, Trim, Window Parts
Species - Red Oak, White Oak, Hard Maple, Soft Maple, Poplar, Walnut, Ash, Cherry, Hickory, Eastern White Pine, Eastern Yellow Pine, Mahogany, Cumaru, Ipe, New Heart Pine
Machining Capabilities - Moulding, Sanding, Tenoning, Edge Gluing
Dry Storage Cap. - 500,000 BF

Baillie Lumber Ripping Division (Page 15)

4002 Legion Drive, P. O. Box 6, Hamburg, NY 14075-0006
Tel. (800) 950-2850 • FAX (716) 649-2811
Web Site - www.baillie.com/rips
E-Mail - bobu@baillie.com
Sales - Bob Uglov
Marketing Areas - National • Employees - 400
Products - Blanks, Component Parts, Cut Stock, Lumber, Moulder Blanks, Pallet Dimension, Railroad Ties, Hardwood Rips
Species - Red Oak, White Oak, Ash, Hard Maple, Soft Maple, Cherry, Poplar, Walnut, Hickory, Beach, Birch, Basswood, Imported Hardwood Species, Others
Machining Capabilities - 4 Rip Saws (2 in Smyrna, NY / 1 in Owego, NY / 1 in Leitchfield, KY)

Fitzpatrick & Weller, Inc. (Inside Back Cover)

12 Mill Street, P. O. Box 490, Ellicottville, NY 14731
Tel. (716) 699-2393 • FAX (716) 699-2893
Web Site - www.fitzweller.com
E-Mail - sales@fitzweller.com
Sales - Dana G. Fitzpatrick, Greg Fitzpatrick, Joe Snyder
Marketing Areas - National • Employees - 95
Products - Balusters, Bed Posts, Bench Tops, Blanks, Blocks & Cleats, Bun Feet, Cabinet Parts/Accessories, Carvings, Case Good Parts, Chair Parts, Columns, Component Parts, Crib Parts/Slats, Custom Shapes, Cut Stock, Cutting Boards, Dimension Parts/Components, Doors, Door Parts, Drawers and/or Drawer Parts, Edge-Glued Parts, Flooring, Frame Parts, Furniture Parts/Components, Handrails, Industrial/Display Components, Jambos, Legs, Lumber, Machined & Semi-Machined Components, Millwork, Mouldings-Crown, Custom, Moulded & Tenoned Parts, Moulder Blanks, Mouldings, Musical Instrument Parts, Newels/Newel Posts, Paneling, Panels, Pedestals, Posts, Profiles (Decorative Parts), Pulls, Shelving, Specialty Items, Squares, Stair Treads, Stairs/Stair Parts, Stiles and/or Rail Stock, Store Fixture Parts, Strips, Table Tops/Parts, Toy Parts, Trim, Turnings, Window Parts
Species - Hard & Soft Maple, Cherry, Red & White Oak, Ash, Poplar, Walnut, Mahogany, Hickory, Pine
Machining Capabilities - Boring, Sanding, Tenoning, Moulding, CNC Machine Center
Dry Kiln Cap. - 400,000 BF

Lebanon Oak Flooring Co. LLC (Page 1)

215 Taylor Ave., P. O. Box 669, Lebanon, KY 40033-0669
Tel. (270) 692-2128 • FAX (270) 692-0241
Web Site - www.lebanonoak.com
E-Mail - lebanonoakflooring@windstream.net
Sales - Don Goodin, Julita Fogle, Angela Mattingly
Lumber Sales - Don Goodin
Marketing Areas - National • Employees - 65+
Products - Cabinet Doors, Cabinet Parts/Accessories, Crib Parts/Slats, Cut Stock, Dimension Parts/Components, Drawers/Drawer Parts, Flooring, Furniture Parts/Components, Handrails, Kiln/Stacking Sticks, Lumber, Machined and Semi-Machined Components, Millwork, Mouldings, Posts, Squares, Stair Treads, Stairs/Stair Parts, Stiles/Rail Stock, Trim
Machining Capabilities - Finger Jointing, Sanding
Dry Kiln Cap. - 270,000' (4 Kilns) per week
Dry Storage Cap. - 5-600,000'

Midwest Hardwood Corp. (Page 19)

9540 83rd Avenue North
Maple Grove, MN 55369
Tel. (763) 425-8700 • FAX (763) 391-6742
Web Site - www.midwesthardwood.com
E-Mail - inquiries@midwesthardwood.com
Sales - Mike Mallin, Tom Henderson, Dan Hansen
Steve Staryak, Pat Gillespie, Joyce Wilson
Bill Long, Brook Miller, Chris Baumgarten
Products - Domestic & Imported Hardwood Lumber - Green & Kiln Dried, Plywood, Melamine, Dimension, Gang Ripped Materials, Railroad Ties, Cants, Logs, Moulder Blank Rips, Dimension Blanks, Specialty Mouldings
Species - European Beech, Baltic & Russian Birch, Andiroba, African Mahogany, Genuine Mahogany, Marupa, Cambara, Aniegre, Brazilian Cherry, Bolivian Rosewood, Burmese Teak, Makore, Sapele, Aspen, Alder, Basswood, Beech, Black Ash, Birch, Cherry, Hickory, Hard Maple, Soft Maple, Red Oak, Walnut, White Ash, White Oak, Yellow Poplar
Machining Capabilities - Reedsburg, WI - 650,000 BF Pre-Dryer, Walnut Steamer, 520,000 BF Dry Kiln Cap.; Park Falls, WI, Fountain City, WI, Reedsburg, WI Sawmill; Hardwood Distribution Centers:
Maple Grove, MN, Jackson, WI, Sioux Falls, SD, Omaha, NE; Hardwood Concentration Lumber Yards: Mellen, WI, Reedsburg, WI, Cadiz, KY

109 Wood Products, LLC (Inside Front Cover)

P. O. Box 315
Mount Eaton, OH 44659
Physical Address - 14565 Salt Creek Rd.
Apple Creek 44606
Tel. (330) 222-5109 • FAX (844) 513-9226
Web Site - www.109woodproducts.com
E-Mail - info@109woodproducts.com
Sales - Mark Yoder, Cell (330) 495-0593
mark@109woodproducts.com
David Yoder, Cell (330) 201-0521
david@109woodproducts.com
Marketing Areas - Regional • Employees - 12
Products - Hardwood Flooring, Hand Scraped Flooring, Wide Plank Flooring, Engineered Flooring, Decking, Millwork, Hardwood Lumber (Domestic Species, African Mahogany and Thermally Modified Ash), Rustic Hardwood, Reclaimed Timber, Ceiling/Wall Paneling, Mouldings, Amish Handcrafted Furniture
Species - Red Oak, White Oak, Hickory, Cherry, Walnut, Hard Maple, Soft Maple, Ash, Poplar, African Mahogany, Thermally Modified Ash, Other Domestic Species
Machining Capabilities - Double Surfer, Leadermac Moulder, Marinus End Matcher, Ogden Frame Saw, Meehan Johnson Gang Rip, Endline Cold Press for making Engineered Flooring, Cella Prima Finishing Equipment
Dry Kiln Cap. - Two Dry Kilns
Dry Storage Cap. - 350,000 BF

Sitco I OHC (Back Cover & Page 11)

5385 TX-103 E
Lufkin, TX 75901
Tel. (800) 999-7616 • FAX (251) 457-7633
Web Site - www.ohc.net
E-Mail - sales@ohc.net
Sales - Jess Fulcher - jess.fulcher@ohc.net
Pudge Shatzer - pudge.shatzer@ohc.net
Tony Jackson - tony.jackson@ohc.net

Bob Williams - bob.williams@ohc.net
Randy Wisner - randy.wisner@ohc.net
John Lyons - jlyons@ohc.net
Joey Skinner - joey@ohc.net
Jeffrey Harman - jeffrey.harman@ohc.net

Marketing Areas - National
Products - Decking, Window/Door Parts, Raw Stock, Lumber, Millwork, Mouldings, Profiles, Stiles and/or Rail Stock
Species - Domestic, Tropical & Imported Hardwoods from South America, Africa and East Asia
Machining Capabilities - Manufacturing Plants in Lufkin, TX and Stockton, AL with Moulders, Rip Saws, Sanders, Finger Jointers and more

Stanley Woodworking, Inc. (Page 129)

4113 White Top Road, Middleburg, PA 17842
Tel. (570) 837-6434 • FAX (570) 837-1637
Web Site - www.hardwoodparts.com
E-Mail - contact.us@hardwoodparts.com
Sales - Scott Wilson
Marketing Areas - National • Employees - 33
Products - Mouldings, Custom Mouldings, Crown Mouldings, Dimension, Edge Glued Panels, Stair Parts, Furniture Parts, Billiard & Pool Table Parts, Laminated Parts, Squares, S4S Stock
Species - Red Oak, White Oak, Cherry, Maples, Poplar, Ash, Mahogany, Hickory, Walnut, Basswood
Machining Capabilities - Ripping, Chopsaws, Gluing, Moulding, Tenoning, Sanding, Finger Joint
Dry Storage Cap. - 1,000,000'

Thompson Forest Products International (Page 3)

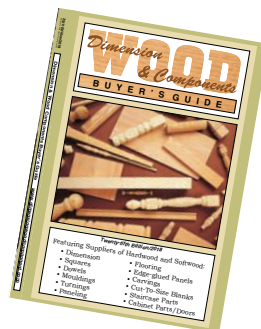
24-B Battleground Ct., Greensboro, NC 27408
Tel. (336) 373-1117 • FAX (336) 373-1119
Web Page - www.thompsonforestproducts.com
E-Mail - billy@thompsonforestproducts.com
bob@thompsonforestproducts.com
Sales - Bob Thompson, Billy Thompson
Marketing Areas - National • Employees - 5
Products - Dowels, Squares, Turnings, Edge Glued Panels, Dimension, Mouldings, Panels, Components, Drawer Sides, CNC Shaped Parts, Bed Posts, Table Legs, Chair Assemblies
Species - Ash, Maple, Birch, Beech, Hickory, Gum, Pine, Oak, Poplar, Mahogany, Walnut
Machining Capabilities - Sanding, Tenoning, Moulding, Shaping, Routing, Boring

Wheeland Lumber Co., Inc. (Page 9)

3558 Williamson Trail, Liberty, PA 16930
Tel. (570) 324-6042 • FAX (570) 324-2127
Web Site - www.wheelandlumber.com
E-Mail - bill@wheelandlumber.com
Sales - Ray Wheeland, Bill Baker,
Derek Wheeland, Damen Wheeland
Marketing Areas - National • Employees - 70
Products - Hardwood Lumber, Paneling, Flooring, Mouldings, Cut To Size Dimension
Species - Red Oak, White Oak, Cherry, Soft Maple, Hard Maple, Ash, Poplar, Beech, Walnut
Machining Capabilities - Shaping, Weing Moulders
Dry Kiln Cap. - 600,000 BF
Dry Storage - 2,000,000 BF

Harold White Millworks, Inc. (Page 17)

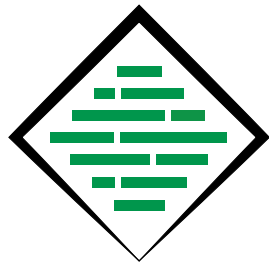
3120 Flemingsburg Rd., Morehead, KY 40351
Tel. (606) 784-8330 • FAX (606) 784-5328
Web Site - www.haroldwhitemillworks.com
E-Mail - white@haroldwhitemillworks.com
Sales - Lee White
Marketing Areas - Regional • Employees - 30-35
Products - Mouldings, Finger Joint Blanks, Jambos, Lumber
Species - Poplar, Red Oak, Others
Machining Capabilities - Moulder, Gang Rip, Finger Jointing



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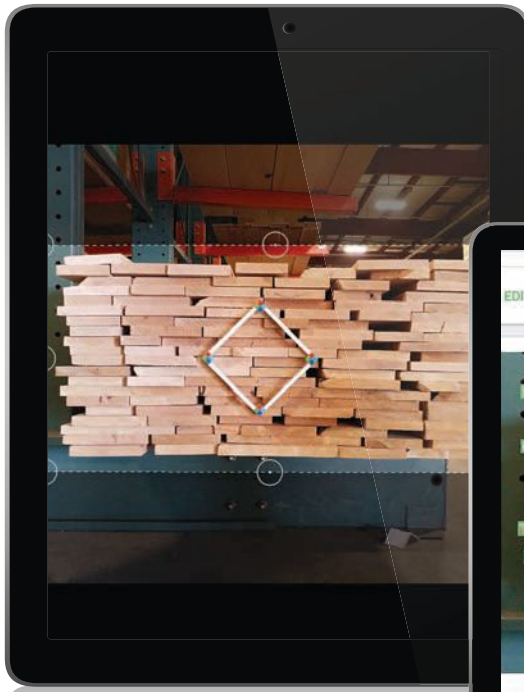
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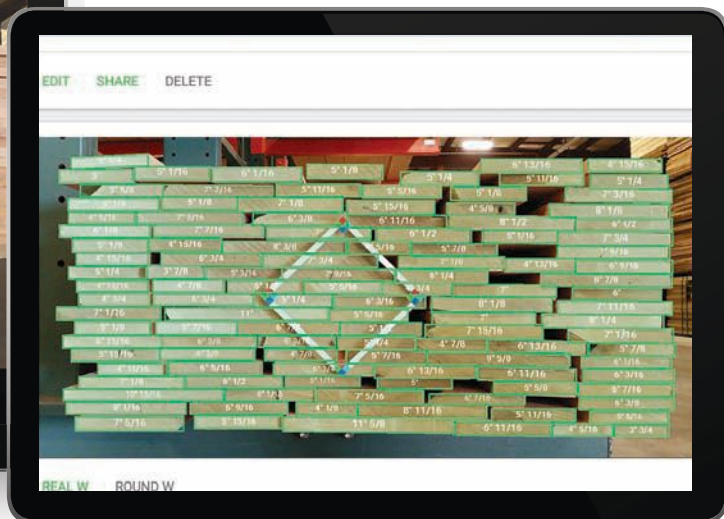
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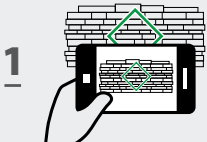
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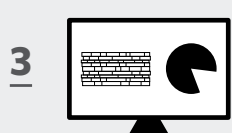
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- * Crown Hardwood Co., Inc.
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- * Frank Miller Lumber Co., Inc.
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- * Gutches Lumber Co.
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- * Harold White Lumber Inc.

- * Hermitage Hardwood
Lumber Sales, Inc.
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Mfrs. Assoc.)
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Forestry Co.
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- * Ralph Taylor Lumber Co. Inc.
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- * Tuscarora Hardwoods, Inc.
- * Two Rivers Timber Company, Inc.
- * USA Woods International, Inc.
- * W.M. Cramer Lumber
- * Wagner Lumber Company
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HARDWOOD CALENDAR

April

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

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

Great Lakes Kiln Drying Association, 2019 Spring Meeting, Eau Claire, WI. More information available at www.glkda.org. April 25-26.

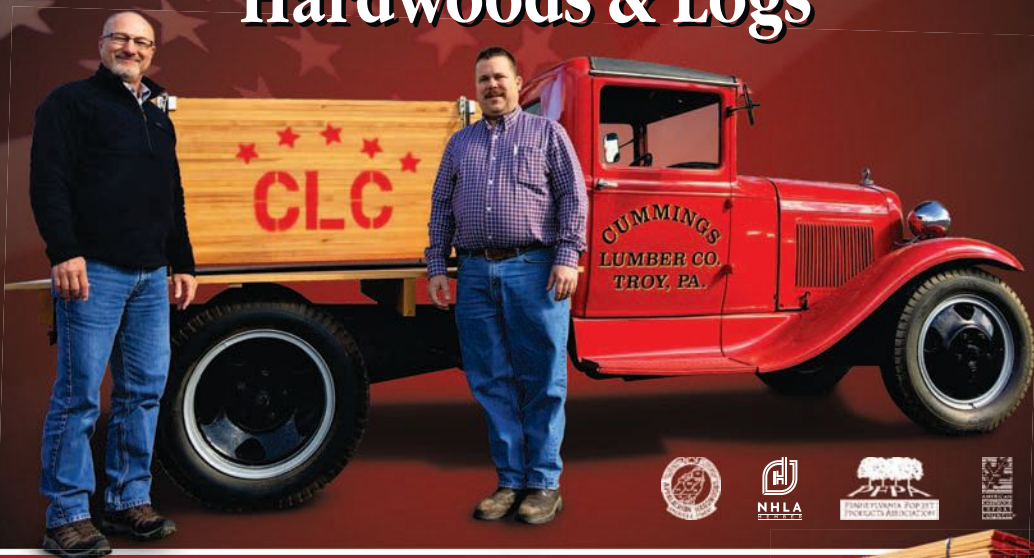
May

National Wood Flooring Association, Expo, Fort Worth Convention Center, Fort Worth, TX. See details at www.nwfaexpo.org. May 1-3.

Appalachian Lumbermen's Club, Meeting, Ocean Reef Resort, Myrtle Beach, SC. Learn more at www.lumberclub.org. May 2-5.

Penn-York Lumbermen's Club, Meeting, Meridien Hardwoods of PA Inc., Warren, PA. Details available at www.pennsylvania.org. May 20. ■

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LAKE STATES

Lake States Hardwood market sources described recent conditions as bumpy on supply and quiet on demand, leading to average or below normal results.

The market tone was set by issues on both supply and demand sides, a representative of a Michigan sawmill related. "Supply and logging conditions are a little tough and then demand for some products have slowed down."

This firm produces Hard and Soft Maple, Red and White Oak, Hickory and Walnut in No. 3 Common and Better kiln dried for a client base made up about equally of distributors and end-use manufacturers.

Soft Maple has proven to be the most popular offering. "I don't know if there's any spike in usage," he commented. "I think it's just a widespread, regional lack of log supply is the biggest push."

Red Oak has experienced a plunge in sales. "Sounds like the guys doing Red Oak flooring is falling off, so the low grade slowed up," he noted. "They were using a chunk of it in RVs and RVs have slowed down as well. So, a couple of the domestic products that typically go Red Oak have slowed."

From talking with customers, it sounds like millwork and furniture manufacturers seem busier than flooring.

This source reported no major issues with transportation.

From the view at a sawmill in Wisconsin, calling the Hardwood market good would be going too far — nothing has shown a really strong performance, according to a representative there. Because there's still a little bit of demand for everything, decent seems like a more fitting description to him.

This firm handles mainly Red and White Oak, Hard and Soft Maple along with a fair amount of Basswood with clients including the makers of pallets, mouldings and flooring and overseas buyers. While most products are moving, Select and Better grades of lumber are probably the slowest.

He attributed this slack period to a wait-and-see attitude that people have about China and the tariffs, but he also knows of one way the tariffs actually helped.

One of his customers that was getting their No. 1 Common from overseas mentioned they don't want to deal with the tariffs, so they switched to the states for their supply. He added, "I can't answer whether that will be long term or not."

As far as transportation goes, getting flatbeds seemed

NORTHEAST

An array of challenges for Hardwood suppliers have contributed to a tough market for companies in the Northeast, according to sources there. That extensive list includes China, tariffs, international trade wars, lousy demand for Red Oak and an unseasonable winter.

A representative of a lumber producer in New York described the situation as difficult with "Mother Nature and the Red Oak situation" making it hard to "predict the future. We don't know what's coming our way."

Demand for Hardwood flooring has turned slow, and the Red Oak market has also turned slow because of the tariffs and the U.S.'s trade standoff with China, making doing business a struggle as this company works to ship Red and White Oak in 4/4 to 12/4 overseas to end-use manufacturers. These factors are hitting exporters like this company hard.

Plus, there's the additional challenge of a warmer than usual winter.

"Mother Nature — it's pouring down rain," he explained. "We should have snow on the ground and the ground should be firm, but it's not."

Providing some relief is a lack of problems arising from transportation issues, this source stated.

A representative of a sawmill in Pennsylvania commented his company would have had a banner 2018 with their species mix if it were not for the trade war with China. The jury's still out on this year.

"It's fair, it's not great, it's not terrible," he said. "We've seen worse. We saw a massive downturn with the trade war last year. We're hoping it improves this year, but we're waiting to see."

An encouraging indicator involved seeing a slight uptick in the market, even during the annual drop off in orders during the Chinese New Year and even as the trade war had not yet been resolved.

"It's mildly improved from the dramatic fall off in the second half of last year," he explained. "It's a little bit more stabilized, but it's still a difficult time to be in the Hardwood business overall."

This company offers a variety of northern Hardwoods, including Maples, Cherry, Ash, Red Oak and some White Oak, mostly in 4/4 but including up to 12/4, to manufacturers, distribution and industrial clients. Soft Maple is definitely "the brightest spot" in just about any grade.

Please turn to page 72

Please turn to page 72



SOUTHEAST

International issues continued to cast a shadow over the Hardwood lumber industry in the Southeast as shipments of Red Oak to China paused, while the domestic situation looked more positive, sources noted.

A representative of a North Carolina lumber company described the market as doing fairly well with the exception of a handful of items. No. 1 Common Red Oak and FAS and Better Poplar were a “drag.”

Oak’s decline relates directly to problems China is experiencing, which this source chalked up mainly to that country’s slowing economy.

The domestic Hardwood market continues to show improvement, this source reported. The China situation also caused this company to vary some of their tactics. “A little bit more export reliant, we’ve started trying to do more domestically and focus on some other countries, so for us it’s a little better than six months ago.”

Domestically, this firm provides lumber primarily to door, window, millwork and flooring manufacturers.

When the international issues of tariffs and the trade war get worked out everybody’s outlook will improve, he predicted. “A lot of our industry is built on optimism,” he said. “If people think the economy is great, they’re going to go buy a nice piece of furniture.”

This source worries a spike in exporting sawlogs could tip the domestic supply into unsustainable territory. There was an “export frenzy” that overheated prices for sawlogs and negatively impacted the industry.

“Regarding the log exports going to China, prices had no direct connection with what was going on with the markets,” he recalled. “If we wanted logs, we had to pay a lot more money for them, so that situation had a direct effect on our mills.”

If the sawlog mania continued, it could have created a supply problem for the future, considering that some species, like Oaks, can take 80 years to reach maturity.

“Since we’re a sawmill, we’re not for log exports,” he commented. “You have to be careful about your harvest rate with sawlog diameter type trees.”

A representative for a sawmill in Tennessee that produces Red and White Oak, Hickory, Hard and Soft Maple, Cherry, Poplar and Ash called the green market “very strong,” especially for Poplar.

Please turn to page 73

WEST COAST

Just-in-time ordering seems to be the trend for Hardwoods on the West Coast, sources say. There’s also a product oversupply as what would normally be exported gets shifted onto the domestic market.

One source at a Washington-based sawmill said several factors contributed to the lull, including the Chinese New Year, as well as confusion about tariffs and exports.

The attitude has been one of “wait and see” what happens to improve this stumbling block.

“Customers just cannot move on based on the current situation,” he said. “They just don’t know what to do.”

This company markets Pacific Coast Alder, Red and White Oak, Poplar, Hard and Soft Maple in 4/4 to 12/4 for distributors, floor manufacturers, OEM, and for the makers of furniture, kitchen cabinets and more.

Transportation isn’t causing any concerns in 2019 for this firm. Price and availability had tightened up in 2018, but that’s been resolved and now trucking has stabilized, he stated.

The sales manager for a forest products supplier located in Oregon explained the current markets have fallen off “across the board.”

“The distributors in the West Coast region we’re dealing with are a little slower,” he said. “They’re getting a lot more lumber offered to them. I think it’s just a function of the Chinese market and tariffs and uncertainty there. There’s just a lot more lumber floating around.”

The frame market, especially in California, is oversupplied.

“There’s a lot of Alder being pushed into that market because they’re not shipping it to China, so from a Hardwood frame standpoint it’s hard to get much in there because of the amount of Alder being pushed,” he explained. “Despite the fact that we as an industry aren’t producing as much wood as we could be, that shortage doesn’t seem to be causing any urgency with markets.”

Customers on the West Coast and everywhere all want Soft Maple “like crazy,” because it’s the cabinet specie of choice, he noted. Poplar’s a little tight because of log issues in the East. There’s just not a lot of demand for Oaks and Cherry.

Transportation has been pretty flat and stable, he stated. Rates aren’t coming down, but this company can send out

Please turn to page 73



CANADIAN TRENDS

News from suppliers about prices, trends, sales and inventories

ONTARIO

The varying weather, from extreme colds, to rain and heavy snow that impacted the first two months of 2019 made it difficult for ideal logging conditions, truck drivers, and for sawmills. As a result some regions contacted had low log supplies. Some Hardwood producers and wholesalers contacted noted challenging market conditions at this time, and especially for kiln dried lumber. Some said that input costs were on the rise while selling prices were on a downward trend. Also, Chinese market sales are still low, and do not appear to be turning the corner in the foreseeable short term.

With the housing sector at a slowdown in the U.S., some flooring manufacturers, moulding, blind and shutter manufacturers say the renovation market is keeping them busy as consumers take on remodelling activities.

Basswood production has been down, and there doesn't seem to be a change in the short term. Demand for Cherry is doing poorly both on domestic and export markets. It is difficult to move even lower volumes of this species, and as such loggers and sawmills aren't in any hurry to harvest and saw this species. Demand for Hickory is down as well compared to past demand. The flooring sector is still its largest user. The cabinet sector has reduced its demand for this species in recent years.

Demand for Hard Maple continues to be strong. However, poor weather conditions caused some supply limitations in certain areas contacted, thus making it challenging to get adequate supplies.

The federal liberal government launched a new agency ahead of a federal budget that will put focus on skills training. The new "Future Skills Center" job training centre—run by Ryerson University, The Conference Board of Canada and Blueprint ADE—will advise the federal government on how to prepare workers for digital shifts in the job market and help workers make decisions about how to develop the in-demand skills they'll need to land and maintain good jobs.

"My hope is the sooner we can actually talk about specific projects, or specific pilots, the better we can bring it alive for Canadians in terms of what this investment means for their children's future, for their own future," said Canada's Labour Minister Patty Hajdu.

At the same time, the Minister says she is looking at ways

QUEBEC

Logging activity was made difficult by cold and snowy weather throughout the regions in recent weeks causing low log decks in many areas. Green lumber supplies were also affected for the time of year, although expectations were for higher output over the coming weeks. Contacts stated that for domestic markets, business was good. Some international markets had seen increased activity, such as to Europe and Vietnam.

Demand for Ash continues even though supplies are limited. With availability of other open grained species, this has also increased demand for Ash. Production is selling, with prices remaining steady. Some contacts noted decent business for Basswood, and some say higher grades are better sellers, while others are having better results with the lower grades. Birch demand remains steady with premium colors being better than for off colored material. Prices were reported to be high.

For the regionally important species Hard Maple, with solid ground freeze, logging conditions improved, however cold weather conditions slowed log flow to mills. Sawmills struggled to run in such cold temperatures. Transportation was also an issue at this time, due to truck shortages.

According to PLANT Magazine's 2019 Manufacturers' Outlook study (of 501 replies from senior manufacturing executives) 39 percent of executives are very optimistic about 2019. However, they are less optimistic than in 2018 (44 percent) as concern mounts that Trump administration policies and other disruptive factors will affect their businesses.

Executives are either very or somewhat concerned about what's going on in the U.S., according to the survey. U.S. protectionism is very worrying to 65 percent of executives compared to 54 percent in 2018, Trump's impact on nation-to-nation relationships (61 percent) and changes resulting from the NAFTA renegotiation (56 percent).

Despite their concerns, manufacturers demonstrated confidence with plans to make significant investments in their businesses. Top choices for investment over the next three years are machinery, equipment and technology (75 percent of respondents) and training (63 percent). Average investment is more than \$1.7 million.

More than half of the senior executives (55 percent) expect sales to increase (an average 12 percent); 60 percent predict orders will increase (13 percent) but costs will also

Please turn to page 74

Please turn to page 74



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NEWS DEVELOPMENTS

ARMSTRONG WORLD INDUSTRIES TO ACQUIRE ACGI

Armstrong World Industries, based in Lancaster, PA, recently announced its entrance into an agreement to wholly acquire Architectural Components Group Inc. (ACGI), located in Marshfield, MO.

ACGI's products include panels, beams, coffers, cubs, grilles and linear surfaces, which are manufactured from solid Hardwoods and softwoods, in addition to the use of veneer for custom designs. Domestic Hardwood species used include Ash, Birch, Cherry, Hickory, Maple, Red and White Oak, Poplar and Walnut.

Armstrong World Industries is a leader in the design and manufacture of innovative commercial and residential ceiling, wall and suspension system solutions.

The acquisition is expected to close in the first quarter of 2019 and remains subject to customary closing conditions. Following closing, AWI expects to serve existing and future

customers out of the acquired Missouri facility and through its current distribution channels.

More information can be found at www.armstrong-ceilings.com.

REGIONAL MILLWORKS COMBINE TO FORM NATIONAL SUPPLIER

Four regional suppliers of custom architectural millwork and commercial casework recently combined to form USA Millwork to serve customers nationwide, according to a news release.

The four regional businesses that created the new national company include Cabinets by Design in Atlanta, GA, O'Keefe Inc. in Minneapolis, MN, Freelance Millwork in Denver, CO, and IBS Millwork in Washington, DC.

USA Millwork offers turnkey planning-to-completion services for complex, large-scale projects across the country that includes Architectural Woodwork Institute certified millwork. The partner companies use a full spectrum of do-



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

mestically sourced Hardwoods, including American Walnut, Cherry, Red and White Oak, Maple, Hickory and Poplar with Black Walnut and Riftsawn White Oak being among the most popular, according to spokeswoman Heidi Farmer.

"The four brands within the USA Millwork portfolio are true leaders within the industry, and together, we have our sights set on becoming America's millwork company," said CEO Patrick Dickinson. "We leverage best-in-class construction and installation practices, a nationwide supply chain and an integrated technology platform across brands to exceed our customers' expectations."

With 350 employees, USA Millwork wants to better serve its customer base by adding more project managers, engineers and skilled craftsmen, according to the news release.

USA Millwork serves customers in a variety of industries including hospitality, entertainment, healthcare, retail and multi-family.

For more information about USA Millwork, go to www.usa-millwork.com.

ARMSTRONG FLOORING SPINS OFF WOOD SEGMENT

Armstrong Flooring Inc. recently completed the sale of its wood flooring segment to an affiliate of American Industrial Partners for \$90 million, according to a news release. The new wood flooring division has been renamed AHF Products.

Based in Lancaster, PA, AHF Products manufactures solid and engineered Hardwood flooring products available through full-line flooring distributors, big box home centers, national flooring retailers and Hardwood specialty distributors under the Armstrong, Bruce, Capella brands, among others. The company sources such domestic species as Red and White Oak, Maple, Hickory and others.

AHF Products employs more than 1,700 at its six manufacturing facilities and one distribution center in the United States.

In other news, AHF Products recently named Brian Car-

Please turn to page 75

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Cypress has always been an architectural fixture in the hot, humid, and salty coastal areas of the southeastern United States. And now more than ever, consumers, builders and trade professionals throughout the country are following suit; utilizing Cypress outdoors and in, from Maine to Southern California, and just about everywhere in between. Here's why.

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- In its natural state, Cypress typically displays a light color, with a predominantly yellow, honey-like tone. But it also can feature red, chocolate, and even olive hues.
- It's readily available in visual grades ranging from knotty to knot-free. And its natural warmth and distinctive looks make it perfect for indoor applications like accent walls, flooring, decorative ceilings, exposed beams and columns, kitchen cabinetry, and so much more.



If all of this sounds like a Cypress infomercial, great! That was our intent. We are the Southern Cypress Manufacturers Association - the voice of the Cypress industry - charged with promoting Cypress building products to design professionals and consumers.

To spread our Cypress message, we use a variety of media tools and outlets like promotional videos, DIY (Do-It-Yourself) home improvement projects with renowned TV personalities and home designers, editorial articles and Case Studies, various social media platforms, and the SCMA website at www.CypressInfo.org. And as a non-profit organization, we rely on the financial support provided by our membership, and other industry associates, to accomplish our promotional goals.

So, if your company is engaged in the manufacture, processing, or distribution of Cypress building products or veneers, and you would like information about SCMA membership, or if you would like to assist us in promoting this beautiful, durable, and versatile species, now is a great time to learn more about the Southern Cypress Manufacturers Association.

Visit www.CypressInfo.org. Or call us at 412-244-0440. ■

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A RED OAK RENAISSANCE

There has never been a better time for international markets to start buying American Red Oak. That's partly because it's in plentiful supply and partly because it's eminently affordable, with the price differential versus European Oak as wide as it's ever been.

Both of these positives for the Global buyer are to some extent the consequences of a negative; the fact that China, as part of ongoing trade arm-wrestling with the U.S., last year imposed a 10 percent tariff on American Hardwood imports. The Chinese are by far the biggest buyers of U.S. Red Oak, and indeed U.S. Hardwoods generally, recently accounting for up to 60 percent of all American exports. So the tariff, which may be cranked as high as 25 percent when reviewed after a planned meeting between the U.S. and China this Spring, has left a lot of Red Oak seeking customers.

However, going into 2019 the American Hardwood Export Council clearly aims for price and availability to be far from the only attractions of the species. Backed by the efforts of its sawmill members themselves, AHEC is focusing promotional and communications resources squarely on the environmental benefits, sustainable supply, beauty, and yes, price advantage of American Red Oak.



AHEC is working with designers, makers and furniture students to highlight Red Oak's versatility, aesthetics and technical performance. From London to Vietnam, the timber is being taken in new directions in terms of processing, finishing and end use and it will take center stage at exhibitions. For example, the Hoa Mai Student Competition in Vietnam continues to be a success, introducing the next generation of architects and designers to a versatile American species and showcasing those works at the VIFA trade show in March. The AHEC

marketing campaign will also feature showcase projects across Europe, including last year's massive use of Red

Oak for flooring, acoustic cladding and glulam at the new European HQ of financial data and media colossus Bloomberg in London.

There will be a major stress on the species' sustainability credentials too. The fact that it is America's most prolific Hardwood, with two cubic metres growing in the forest every second, and total growth exceeding harvest by 21 million m3 each year puts Red Oak in

prime position as possibly our most environmentally friendly species of them all.

Chinese tariffs certainly pose a challenge for U.S. Hardwood mills, leading to price cuts to Red Oak in particular,



Please turn to page 76

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HARDWOOD FEDERATION INFO

THE HARDWOOD INDUSTRY: ECONOMIC ENGINE OF THE U.S.



For those of us that work in the Hardwood industry, it is no secret that thousands of people are employed by our mills, yards and manufacturing facilities and that the economic impact of this business on local communities is tremendous. However, just how important the industry is economically has never really been known...until now.

Last year 13 member associations of the Hardwood Federation, including NHLA, came together in a coordinated effort to study the impacts of the Hardwood industry on the U.S. economy. The results were staggering. According to the final report, the Hardwood industry helps to employ nearly 21 million people and contributes \$394 billion to the U.S. economy. Hardwood producers and manufacturers, including sawmills, lumberyards, flooring companies, kitchen cabinet manufacturers and railway ties, directly support nearly 750,000 jobs generating \$38 billion in annual income. Related industries, including transportation retail, forest owners and logging, support more than 1.4 million jobs and adds \$241 billion to the economy. For every \$1 million in output of Hardwood products, 5.3 jobs are created.

American Hardwoods are also an important export commodity. In 2017, U.S. Hardwood producers shipped \$4.04 billion worth of U.S. products to global markets and supported over 200,000 jobs.

The study also examined individual sectors within the

overall Hardwood industry, including sawmills, Hardwood veneer and plywood, millwork and Hardwood flooring. State by state data was also produced and is available for review.

The bottom line is that we now have undeniable evidence that the

Hardwood industry is an economic driver, particularly in small towns and rural America. Hardwood companies are often a top employer in their communities, and support significant numbers of spin off jobs locally. Wood and wood products are literally the building blocks of this country and the industry takes pride in their history and the environmentally sustainable products they produce. This report shines a bright light on the importance and value of an industry too often overlooked.

The report will be used by the Hardwood Federation to educate Trump Administration representatives, members of Congress and other key stakeholders in Washington, D.C. We are confident that regional, state and local Hardwood associations will also be able to use the data to communicate with Governors, state legislatures and the public about the positive economic benefits of the industry and how policy makers can help support and sustain Hardwood businesses. The report will also have a starring role when industry gathers for the annual Fly-In to Washington D.C. in September. The full study may be found at www.hardwoodfederation.com.

Please turn to page 77

BY DANA LEE COLE,
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**THE NEW NORTH AMERICAN FOREST FOUNDATION IS GOING OUT ON A LIMB
TO CHANGE THE WAY WE TALK ABOUT WOOD**



The North American Forest Foundation (NAFF), formerly known as the Hardwood Forest Foundation (HFF), shifts focus to lead the entire wood industry into the future.

The North American Forest Foundation (NAFF) started 2019 with a bang. The organization, previously known as the Hardwood Forest Foundation (HFF), spent recent years focused on educating elementary-age students about the Hardwood industry. With the future of the industry in mind, the NAFF is clearing the way for new growth. The organization's updated mission, website, and name all speak to its fresh objectives that should excite the whole wood industry.

"Our Mission is to support the forest products industry through education, promotion and advocacy of science-based facts about sustainable forestry, revealing the Truth About Trees, our world's most diverse, abundant renewable, natural resource." – North American Forest Foundation

NAFF's goal is to continue to educate the younger population, but also to make sure the general public realizes that wood is a sustainable, practical, and luxurious product; and that the industry offers a variety of career paths for young people who may not be familiar with the opportunities available to them.

Education in Branding

"The touch, the feel of cotton..." You can probably finish the sentence – and recite it in tune. Many celebrities have sung those words while slinking around in cozy cotton-wear, and the recognition has helped the cotton industry as a whole. The jingle, which was introduced almost 30 years ago by Cotton Incorporated, weaves the story of how cotton

fits into our lives. The dairy industry did it with milk; the pork sector ensured everyone knows what the other white meat is, and NAFF thinks it's about time the wood industry makes a name for itself.

As a general-interest organization, NAFF recognizes the importance of positive public perception as we head toward the future. While heightening awareness, the foundation plans to act as an education liaison between the many companies in the industry and the public: sharing the environmental, economic, and quality benefits of wood.

Education in Vocation

One of the organization's biggest accomplishments stems from its focus on providing elementary school teachers with resources that allow them to teach science-based lessons about Hardwoods. While the organization will still provide its signature "Truth About Trees" kits to teachers throughout North America, there are big plans to inform young adults about career prospects within the woods industries.

In the current economic climate, all industries are finding it hard to recruit qualified workers. The wood industry has been impacted, and companies from Canada down to Texas are noting shortages in their labor forces. The NAFF recognizes this as one of the most pressing issues the industry faces today, and, as a first order of business as the NAFF, is hoping to fix it.

To do that, the NAFF is producing a whiteboard video detailing the many types of careers within the Hardwood and softwood industries. The video, which will target the young adult population, will deliver the message that no matter your profession, whether you want to be an accountant, a

Please turn to page 89

BY JENNIFER REITH, CMP,
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THE NHLA ANNUAL CONVENTION WELCOMES ARCHIE MANNING AS KEYNOTE SPEAKER

Early Bird Registration Opens April 15

The National Hardwood Lumber Association will host the 2019 NHLA Annual Convention & Exhibit Showcase on October 2-4 at the Sheraton Hotel in New Orleans, Louisiana. For 122 years, this meeting has brought together the leaders of the Hardwood lumber industry to form new partnerships, strengthen existing ones, learn about emerging issues and opportunities, and promote the growth and overall success of the Hardwood industry.

NHLA is pleased to announce that All-American Quarterback and NFL Icon, Archie Manning, has accepted the invitation as Keynote Speaker. Archie will share his unique perspective on leadership and teamwork to convention attendees at the Opening Session on Thursday, October 3.

When people think of Archie Manning, they think football. But Archie's appeal transcends his athletic achievements. His example of persistence, perseverance and leadership has endeared him to fans across the country. As a 14-year veteran quarterback, Manning played in two Pro Bowls and was named NFC Offensive Player of the Year in 1978 with the New Orleans Saints. Manning co-authored *Manning: A Father,*



Archie Manning



His Sons and a Football Legacy, with his son Peyton.

Archie was selected Father of the Year by the National Father's Day Council. He serves in public relations and consulting capacities for several local, regional and national companies. His community activities include Louisiana Special Olympics, the New Orleans Area Boy Scout Council, the Salvation Army, United Way Speakers Bureau, Allstate Sugar Bowl Committee and the New Orleans Sports Foundation and is Chairman of the Board of the National Football Foundation.

Archie and Olivia reside in New Orleans and have three sons, Cooper, Peyton and Eli. They are the proud grandparents of three boys and five girls.

"A gifted leader who understands how to overcome obstacles and has a strong commitment to family values is exactly who we want to address attendees at the NHLA Annual Convention," says Darwin Murray, NHLA President. "We are excited to hear his insights on leadership and teamwork and expect a tremendous turnout for the event."

When the 2019 Annual Convention convenes, more than 125 exhibitors will bring the best solutions for today's Hardwood businesses, helping operators tackle their day-to-day business concerns. A new feature of the Exhibit Showcase this year will be the NHLA Learning Lab. The Learning Lab will host a series of small-group discussions between a pan-

Please turn to page 89

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COMBINATION DOOR'S SPECIALTY IS VARIETY

The Combination Door Company, based in Fond du Lac, WI, manufactures solid wood doors from a long list of Hardwood species, as well as softwoods.

By Michelle Keller

Fond du Lac, WI—Combination Door Company (CDC), based here, manufactures wood interior and exterior stile and rail doors along with wood storm and screen doors. The company purchases approximately 150,000 board feet of Red Oak and Birch (FAS in 4/4 and 6/4 thicknesses, kiln-dried, rough) annually, though Combination Door's products can be crafted from a list of over 30 different species of Hardwoods upon request.

Softwoods the company purchases include 300,000 board feet of ponderosa pine, western red cedar and Douglas fir each year.

From a 96,000-square-foot facility, the operation offers quality Hardwood and softwood doors including the signature Easy Combination storm and screen doors, the L.C. Schmidt Signature Door series, as well as fitting room doors and cabinets.

A fifth-generation family owned business, CDC was founded in 1912 as a wooden storm and screen door manufacturer. L.C. Schmidt, founding president, owned and operated a cigar box production shop in nearby Appleton, WI, in the early 1900s. Making a decision to diversify the family business, he sent his two sons to Fond du Lac, WI, to start a new manufacturing plant. The Combination Door Company began operations in a former furniture factory and adjacent old school building, manufacturing barn and cellar sashes.

By 1914, the company developed and patented the first wood combination storm door with an interchangeable sash and screen. The original patent still exists today. The 1950s saw CDC through more expansions including a broader line of wood storm doors, the Easy Change Wood Combination Doors and wood screen doors, all while maintaining production of barn sash products.

With the success of the L.C. Schmidt Collection, the full interior door offering, CDC expanded again both in its facilities and offerings. By 1994, CDC added 17,000 square feet of manufacturing space. Another expansion was seen that year when the company began specializing in the manufacture of interior and exterior doors in a vast array of rustic wood species, standard or custom designs, and other unique products exclusive to CDC.

CDC has grown substantially throughout the years due to the company's focus of market and product through a commitment to the log and timber frame industry, and a deep commitment of service to their partner dealers/manufacturers and homeowners.

Today key personnel include CEO Dan Schmidt and Sales and Marketing Executive Daniel Schmidt Jr.

Easy Combination Doors are exactly as they sound. Schmidt Jr. said, "Our Easy Change line uses interchangeable inserts. Throughout the year, the door is hung and the storm and screen inserts can be changed to suit your indi-

vidual tastes or needs.” He continued, “The Easy-Change Door is timeless. No matter what style of home you have, there is an Easy-Change Door that will capture its beauty. We have a large selection of designer grille inserts that can add distinction to a home.”

CDC delivers true craftsmanship. Each door is handmade of solid wood and engineered components, which means each door is one of a kind that’s going to endure time. According to Schmidt, “Each Easy-Change Door is handcrafted with precision and pride.”

According to the company’s website, the Easy-Change Door is an easy way to increase the value of a home without significant cost. Secure and energy efficient, an Easy-Change Door adds a natural look of elegance and beauty. They’re also durable, meaning you can restore any sign of wear and tear, unlike aluminum doors.

Schmidt offered, “Easy-Change Doors are handmade; therefore, we have the ability to offer customized doors that reflect the individual beauty of a home. With all of the planning and care that goes into building or restoring a home, we can offer specialty doors that match our customers’



The company’s products include interior and exterior stile and rail doors.

“ WITH ALL OF THE PLANNING AND CARE THAT GOES INTO BUILDING OR RESTORING A HOME, WE CAN OFFER SPECIALTY DOORS THAT MATCH OUR CUSTOMERS’ SPECIFICATIONS. WHILE ALUMINUM DOORS ARE ONLY AVAILABLE IN BASIC COLORS, EASY-CHANGE DOORS MADE FROM NATURAL WOOD ALLOW ENDLESS CHOICES IN BOTH PAINT AND STAIN. ”

—DANIEL SCHMIDT JR.,

SALES AND MARKETING EXECUTIVE, THE COMBINATION DOOR COMPANY

specifications. While aluminum doors are only available in basic colors, Easy-Change Doors made from natural wood allow endless choices in both paint and stain.”

The L.C. Schmidt Signature Door Series offers a variety of wood species and standard door designs. This door series also offers the manufacturing flexibility to create custom panel arrangements and stile and rail variations in 1-3/8, 1-3/4 and 2-1/4-inch thicknesses. Panel doors, French doors, louver doors and transom sashes are included in this series.

Schmidt noted, “Combination Door Company has for decades been regarded as a premier manufacturer of custom louver and panel stile and rail fitting room door products, with capabilities and lead times which lead the industry.”

According to the company website CDC is the preferred manufacturer vendor for many national and international retail and specialty shops.

He continued, “Our products are manufactured to our customers’ specifications whether provided to us by their in-house design group or created by our engineering department, with all CADD details provided by the CDC. We are a full-service provider which includes: unlimited wood species choice, coordinated jambs and frames, complete machining capabilities, custom designer glass options for the special



Doors are framed with trimwork manufactured from matching species

Please turn to page 63



The Smith Companies are owned and operated by the Smith family, who are 2nd and 3rd generation members of the forest products industry.

G.F. Hardwoods: Celebrating 51 Years of Smith Family Businesses

By Terry Miller



Trevor Graves handles accounts receivable/payable, in addition to managing logistics for the company.

Moss, TN—G.F. Hardwoods Inc., a division of The Smith Companies, based here, continues to strive for excellence many years after first joining the landscape of quality Hardwood producers. It all started in 1968 with one facility called Moss Sawmills. The site had previously been operated by the late Doug Smith's father, Lemuel Smith, who was a blacksmith and sawmill operator during Doug's youth. Doug grew up working with his father, including helping on the family farm. By the time Doug returned from college with an engineering degree, his father's mill had been shuttered. Knowing that it was what he wanted to devote his life to, Doug partnered with his wife, Janie, and Lemuel to restart the mill. The company's first products were mop and broom handles, but it wasn't long before that list of offerings expanded.

Now, 51 years later, the branches of The Smith Companies' tree of businesses have expanded from a simple sawmill to encompass a variety of entities. These include Honest Abe Log Homes, Barky Beaver Mulch & Soil, South-

ern TimberCraft, Green Forest Products, Happy Trucking, and a high-grade Hardwood lumber mill called G.F. Hardwoods.

G.F. Hardwoods manufactures and markets bandsawn Appalachian Hardwoods. The species offered are Red and White Oak, Ash, Basswood, Hard and Soft Maple, Hickory, Poplar and Cherry (primarily 4/4, but also some 5/4, 6/4 and the occasional 8/4). The primary customer base is domestic buyers, including flooring, cabinet, millwork and moulding manufacturers, as well as distribution/concentration yards, in addition to North American exporters. In total, G.F. Hardwoods annually produces approximately 18 million board feet of lumber, cants and other wood products, with 900,000 board feet of total kiln capacity.

The company's flooring manufacturing clients are located in Kentucky and Tennessee, while distribution/concentration yard customers are based throughout the southeast. Sales are divided 70/30 between domestic and export markets.

Quentin Moss, president and sales manager for G.F. Hardwoods, said, "North American exporters make up 30 percent of our sales, due to the fact that we do not export directly."

Company-owned Conestoga Trailers with curtain sides not only allow for deliveries to customers located within a 200 to 300-mile radius of the Moss mill site, but they also ensure that packs of lumber stay dry and are not exposed to the elements during transit.

Quentin remarked, "Doug had the vision for what kind of company he wanted to create, along with his wife and life partner, Janie, together they built The Smith Companies with a very talented team running each business venture."

Though Doug passed away in 2011, Janie continues to manage The Smith Companies in partnership with her two children, Shane Smith (who oversees all timber purchases, lumber in the sawmill and G.F. Hardwoods) and April Smith Patterson (who manages Honest Abe Log Homes). April's husband, Nick Patterson, is also involved in the family business as president of Barky Beaver Mulch & Soil and Honest Abe Log Homes.

Janie added, "It's hard running The Companies without Doug, but having my family involved and helping in so many different ways is wonderful. Our family extends out from the Smith name and includes each member of our team. They mean the world to us and we are truly blessed to be surrounded each day by so many amazing people."

Quentin noted that G.F. Hardwoods' reputation and history in the industry are two reasons why the company continues to grow. "With Doug's vision and Janie's critical thinking, they built a strong company that has a great reputation in the indus-



An additional view of the company's resaw is shown here. Letson & Burpee is a division of USNR.

“ You stay ahead of the curve by learning to operate a little differently. Of course, you have to fail before you can succeed some times, but we're still here today because of our determination to keep moving forward. If you know your products and you know your customer, that's the most important thing. ”

-Quentin Moss, President and Sales Manager,
G.F. Hardwoods Inc.



A lumber grader works at Kennebec Lumber Company's Solon, ME, facility.

Hard Maple Built Kennebec's Brand; Reinvestment Continues the Growth

By Terry Miller

Solon, ME—Kennebec Lumber Company, headquartered here, has grown its operations over two decades with a philosophy of reinvesting, upgrading and modernizing its facilities while sourcing logs from the cold Northeastern U.S. forests to produce high-quality lumber, Marc Kendrew, the company's vice president of sales and marketing, commented.

Founded in 1999, Kennebec launched operations out of Solon in 2000 and initially sawed 4 million board feet annually. Since then, the company added four more mills, all at locations in New Hampshire — Grantham, Tamworth, Lebanon and Greenfield — bringing total production up to 42 million board feet per year of band sawn Red Oak, Hard and Soft Maple, Ash, Birch and Cherry. These products come in mostly 4/4 but also in thicknesses of 5/4, 6/4 and 8/4.

Kennebec markets dried and green lumber to furniture, cabinet and moulding manufacturers, as well as to producers of cabinet components and other firms that make flooring, across the U.S. and Canada. Kennebec exports about one-third of its products throughout China, the Middle East, Europe and Asia, making those connections through its own sales staff.

The needs of Maine Traditions Hardwood Flooring, Kennebec's own brand with both solid and engineered options, also drives a lot of its production. Kendrew noted the state-of-the-art facility in Solon should produce about 8 million feet of flooring this year.

Owned by brothers Denis, Jean Paul and Larry Carrier, Kennebec's management team has 30 years of experience in the Hardwood industry, with Denis serving as company

“We know our customers’ needs and demands. Therefore, our customers know that when they receive a shipment, it’s going to be exactly what they want, when they want it, load after load. Consistency is key.”

**– Marc Kendrew, Vice President of Sales and Marketing,
Kennebec Lumber Company**

president, Kendrew noted.

Employing more than 200 workers, Kennebec emphasizes quality control throughout its processes. For example, one quality control measure involves rotating the person operating the head rig about every two hours, Kendrew said. Cross training employees so they can move from one machine center or task to another in this way ensures the workers remain safe, alert and engaged in manufacturing high quality products.

The firm's first-ever employee, Kevin Coro, now serves as the head lumber inspector and coaches accurate and consistent grading to the other inspectors stationed at the different sawmills. Each site benefits from constant analysis, and the scores for each get posted daily.

"We actually know at the end of the shift if somebody's numbers are a bit skewed," Kendrew noted. "We can go and provide them with coaching and feedback immediately to help them succeed in their performance. I don't know anybody in the country that has a system in place that's like ours."

Kennebec officials invest in quality equipment, and they have been pleased with what they've seen from Brewco Inc. of Central City, KY, Kendrew explained. When company leaders put Brewco's sawing equipment to the test on the often-frozen Hardwood logs in the Northeast, the results were "phenomenal," Kendrew reported.

Kennebec installed a Brewco Horizontal B16 Runaround System at its facility in Tamworth to help crank out 6.5 million board feet a year. Even the model with the two-inch blade showed no issue in handling the coldest logs harvested from New England forests, Kendrew reported, and he had nothing but the highest praise for the equipment supplier.

"It's been a great relationship," he noted. "Brewco does what they say they are going to do. Their equipment is bulletproof. It has been flawless, and I think that the quality of lumber coming out of our mills speaks to that."

Additionally, Kennebec noted good performance by other equipment manufacturers, such as a carriage by Corley Manufacturing Co. of Chattanooga, TN, with Lewis Controls, Kendrew stated.

When Kennebec took over the Grantham mill, it turned out 30,000 board feet a day. Kendrew expects that will rise to 40,000 feet a day after completing an assessment on what the recently acquired plant needs to increase production.

Kennebec keeps its kilns, the majority of them from Nyle Systems LLC of Brewer, ME, fired up to support its own 1.3 million feet of drying capacity. Kendrew noted the lumber supplier takes many steps to ensure the whitewoods retain their best appearance for the customer.

"We actually built the Kennebec brand on Hard Maple, and we've got the kilns designed with the power vents to make a really white product," Kendrew mentioned. "It really goes back to how you rotate the log deck and keep fresh logs going through the sawmill. We end wax our lumber, and we use Breeze Dried Sticks on everything."

Anchorseal wax by U-C Coatings LLC of Buffalo, NY, is applied to green lumber and GEM paint on the ends of lumber packs being exported.



This photo shows employees working on the regrade line at Solon.



Kennebec Lumber Company has 1.3 million feet of kiln drying capacity, with many of the kilns manufactured by Nyle Systems LLC of Brewer, ME. Those pictured are based at the Solon, ME, facility.



A Kennebec worker puts a board through scanning prior to it entering the 3D edger with wiggle box technology.

The key for quality Oak products involves not letting the lumber be exposed to the elements, he explained.

"We are turning 1.3 million feet of kiln capacity, a good portion of that kiln capacity is on whitewood, so it's turned twice a month. We believe it's important to get the lumber sawn fresh, get it into a kiln and then into our day storage facility."

Please turn to page 67



Expo 1983 – The forest products industry fills the entire floor of the Superdome in New Orleans, LA

In 1950 America was booming in the post-war economy – especially as returning servicemen found easily affordable mortgages for newly constructed homes. Nearly 1,500 southern pine sawmills were producing more than 9.4 billion board feet of lumber annually to sustain the growing housing needs. Leaders across the southern lumber manufacturing region easily grasped the housing boom's significance, and the Southern Pine Association (the Southern Forest Products Association's name until 1970) embarked on a series of discussions and meetings centered around improving sawmill operational mechanical efficiencies. Industry pioneers like Arthur Temple Jr., H. M. Seaman, and Dwight Harrigan realized early on how their operations would contribute to the nation's growth and explored opportunities through the Southern Pine Association to improve their operations.

Out of these association meetings developed the vision of an equipment trade show, where machinery manufacturers were on hand to discuss how their products would improve the operational efficiencies of sawmills. On April 19, 1950, leaders from across the southern lumber manufacturing region gathered in New Orleans to open the first North American equipment trade event dedicated to improving lumber manufacturing. More than 500 lumbermen attended and witnessed \$1 million of equipment on display at the inaugural Logging and Sawmill Machinery Exposition (EXPO) held at the Municipal Auditorium in New Orleans.

A Connected Community

The Southern Forest Products Association (SFPA) estab-

lished the Forest Products Machinery & Equipment Exposition (EXPO) to help advance the industry and provide a forum for the exchange of ideas contributing to improved sawmill efficiency. As the industry has become more efficient, the typical EXPO attendees have evolved to include: key decision makers who control major purchasing budgets, mill supervisors looking to improve efficiency, marketing experts seeking promotional vision, and young professionals making tomorrow's decisions. The three-day show provides a place to reconnect with colleagues, discover new trends, and explore opportunities. Both first-time and return attendees alike play a vital role in the continued progress of the lumber industry. Each exhibiting company has contributed to the industry's success throughout the years, and attendees will find that the EXPO 2019 halls feature dynamic displays showcasing the latest in wood processing technology.

A History of Discovering New Technologies

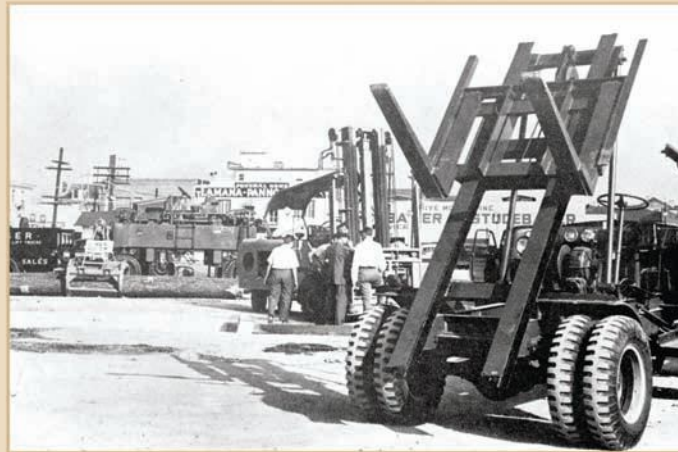
After a devastating fire in 1939 destroyed the Southern Lumber sawmill in Warren, AR, new general manager, W. R. Warner, began building a state-of-the-art sawmill that would stand as the new model of sawmilling for the southern pine lumber industry. In reviewing the equipment displayed at the first EXPO and comparing sawmill operations from around the world, Southern Lumber decided to install a revolutionary debarking machine to improve the sawmill's efficiency. Up until this point, large log debarking was a manufacturing development confined to the Pacific Coast. However, Southern Lumber realized the opportunities of preparing logs for more efficient sawing, reducing la-

bor costs, and preventing accidents. On February 26, 1952, almost two years after viewing the debarking technology at EXPO, the first stationary pneumatic debarker was installed at Southern Lumber. The Andersson Log Barker proved to be a valuable investment at \$28,700 and could debark logs up to 30 inches in diameter. Two weeks after the installation, Southern Lumber hosted members of the Southern Pine Association so other lumbermen could study the machinery. Other sawmills took quick note of Southern Lumber's increased production due to an efficient mechanical debarking machine and followed their lead. By 1962, sixteen Andersson debarkers had been installed in southern sawmill operations, ushering in a widespread investment in debarking technology.

Exploring Opportunities

Although the expositions were originally planned to be held every two years, the second event was delayed until 1953 because of the Korean conflict. Since then, the machinery expositions sponsored and conducted by the association have been held on a biennial basis. With each successive show, the industry has reunited to connect with colleagues and explore new and exciting machines, processes, or

technological improvements for the sawmilling industry. While the sawmill machinery show originated from leaders looking for a way to improve softwood lumber production, today's EXPO showcases machinery and equipment for Hardwood and softwood sawmills. "Without a doubt, the Hardwood lumber industry has long been



Please turn to page 62

Expo 1950 – Material handling equipment on display at the inaugural Forest Products Expo in New Orleans, LA



First debarking (Warren, Ark., 1952)

Expo 1952 – Southern Lumber employees view the first pneumatic debarker installed in Warren, AR



Indiana Hardwood Lumbermen's Association Past Presidents - Convention 2019: (Front row, from left): Jay Engle, Smith Creek Inc.; Mike Seidl; Mista Feist, Holmes & Co. Inc.; Linda Walsh; Ronda Derleth and Tom Derleth, Indiana Hardwood Specialists; Sam Smith, Kotter Woodworking; and (back row, from left): Chris Moore, Graf Brothers Flooring & Lumber; Matthew Smith, Smith Creek Inc.; Joe Hines, First Choice Forestry & Logging; Philip Fischer, Maley & Wertz Lumber; Darin Hollingsworth, Hollingsworth Lumber; Jeff Manges, Granite Valley Forest Products; John Brown, Pike Lumber Co. Inc.; Jim Von Tellrop Jr., Bois Peladeau; John Land, Cole Hardwood Inc.; Mick Sweeney, MacBeath Hardwood Co.; Mike Powers, Maley & Wertz Lumber; and Shaun Cook, C.C. Cook & Son Lumber Co. – Photo By Anita Howard Photography

IHLA's Annual Convention Marks 121st Year

Photos By Gary Miller and Paul Miller Jr.

Indianapolis, IN—The Indianapolis Downtown Marriott, situated here, recently hosted the 121st Annual Indiana Hardwood Lumbermen's Association (IHLA) Convention and Exposition. There were 1,161 in attendance at the event.

In addition to a variety of guest speakers and networking opportunities during the multi-day event, the IHLA held its annual association meeting in which it “celebrated the people of IHLA, and it’s the people that make this organization great.” This particular meeting began with IHLA President Tom Oilar recognizing the sponsors. He was followed by Lorna Christie, executive director of National Hardwood Lumber Association, who provided an update on that organization’s activities. Other topics covered during the IHLA annual meeting included: the 2018 financial report, membership and nominating committee reports, election of officers and directors, scholarship presentation, legislative/PAC report, recognition of retiring directors, the president’s award presentation, and the outgoing and incoming presidents remarks.

Motivational speaker Bruce Vincent gave a presentation at the Opening Session. He was preceded by the Tree

Farmer Breakfast, which included the Logger of the Year and Tree Farmer of the Year honors. Additionally, Lieutenant Governor Suzanne Crouch spoke at this breakfast to roll out the Indiana Hardwood Strategy.

Prior to the exhibit hall opening for the day, attendees shared insight during the IHLA’s Industry Hot Topics’ discussion which asked the question “Will 2019 be Terrific or Tariffing?”. During this session, Hardwood Federation Executive Director Dana Lee Cole gave the results from the National Hardwood Economic Impact Study and how they will be utilized. Cole and American Hardwood Export Council Executive Director Michael Snow addressed the latest information about the Chinese tariffs. Jeff Durst also informed attendees about the changes coming to the North American Forest Foundation, formerly the Hardwood Forest Foundation.

After lunch, the education seminars began, and the first day of the convention featured Scott Flood’s presentation titled “Wrestling with Rattlers: Influencing & Interacting with Media & Elected Officials.” He was followed by Bruce Vincent’s presentation, “Local, Local, Local,” which was designed to help businesses learn how to make a difference

in their local community in a way that advances the industry and raises awareness of the importance of each business to the local economy and environment.

On the second day of IHLA, the Fellowship of Christian Lumbermen (FCL) held a brief meeting. Approximately 50 people were in attendance. Wayne Day of Beaver Freight explained the history of the FCL and gave his personal testimony. The meeting ended with prayer requests for multiple individual members.

The FCL meeting was followed by a Hardwood Distributors Association Board of Directors' meeting.

The exhibit hall opened for a final day and a reception closed out the event.

Sponsors for this year's IHLA Convention and Exposition were:

Title Sponsor: Pennsylvania Lumbermens Mutual Insurance Co.

Alder and Cherry Sponsors: Cascade Hardwood Group, Cole Hardwood Inc., Indiana Veneers and USNR

Walnut Sponsors: Ally Global Logistics, Baillie Lumber Co., Frank Miller Lumber Co., Holmes & Co. Inc., Pike Lumber Co. and Tri-State Timber LLC

Oak Sponsors: BOLDesigns Inc., Buchan Sawmill Inc., Continental Underwriters Inc., Corley Manufacturing Co./Lewis Controls, Pingleton Sawmill Inc., Rotochopper Inc., The Rossi Group, U-C Coatings LLC and IHLA Insurance Agency

Maple Sponsors: Allegheny Wood Products, Baird

Please turn to page 70



Vince Catarella, Baillie Lumber Co., Hamburg, NY; Gus Welter, Granite Valley Forest Products, New London, WI; and Henry German, DMSi Software, Omaha, NE



George Crawford, Somerset Wood Products, Somerset, KY; Tony Love, BPM Lumber LLC, London, KY; Andy Raber, A & M Kiln Dry Ltd., Dundee, OH; and Steve Counts, BPM Lumber LLC



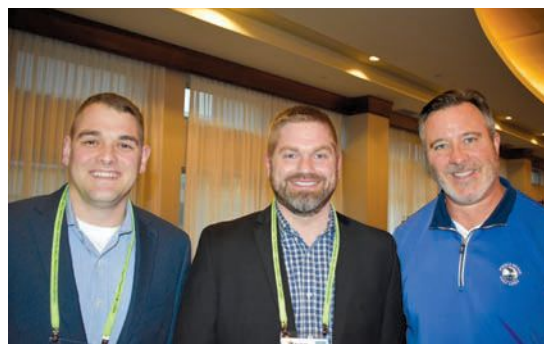
Craig Brouyette, Pike Lumber Co. Inc., Akron, IN; Bob Laurie, L.L. Johnson Lumber Mfg. Co., Charlotte, MI; Mick Sweeney, MacBeath Hardwood Co., Edinburgh, IN; and Jason Horn, Charles Horn Lumber Co., Cicero, IL



Mike Ballard, Sawmill MD/Vision Tally, Crestview, FL; Joe Zona, Deer Park Lumber Inc., Tunkhannock, PA; Duncan Ferguson, Sawmill MD/Vision Tally; and Jack Monnoyer, Deer Park Lumber Inc.



Bubba Lammons, All Star Forest Products Inc., Fairhope, AL; Kevin Lammons, All Star Forest Products Inc., Murfreesboro, TN; Karim Massarani, Holtz Wood Export Inc., Kanata, ON; Niall Keane, Aviva plc, London, UK; and Paul Kamps, Kamps Hardwoods Inc., Dutton, MI



Tyler Smith and Ryan Mulligan, Pike Lumber Co. Inc., Akron, IN; and Deonn DeFord, Ganahl Lumber Co., Anaheim, CA

Additional photos on next page

IHLA CONVENTION PHOTOS *Continued*



Dennis Carr, Mueller Brothers Timber Inc., Old Monroe, MO; Burt Craig, Matson Lumber Co., Brookville, PA; and Andy Johnson, Hardwood Market Report, Memphis, TN



Mark Pierce and David Bailey, New River Hardwoods Inc., Mountain City, TN; and Mark Babcock, New River Hardwoods Inc., Beckley, WV



Kelly Hostetter, Robinson Lumber Co. Inc., New Orleans, LA; Danny Arnold, Little River Lumber Co. LLC, Asheville, NC; and McLean Fowler, Fowler Lumber Co., Gallatin, TN



Reed Rediger, DMSi Software, Omaha, NE; Clayton Miller, Aurora Timberland Wholesale Hardwood Lumber Inc., Bradford, ON; Don Zwisler, Northwest Hardwoods Inc., Beachwood, OH; and Scott Dickerson, Banks Hardwoods Inc., White Pigeon, MI



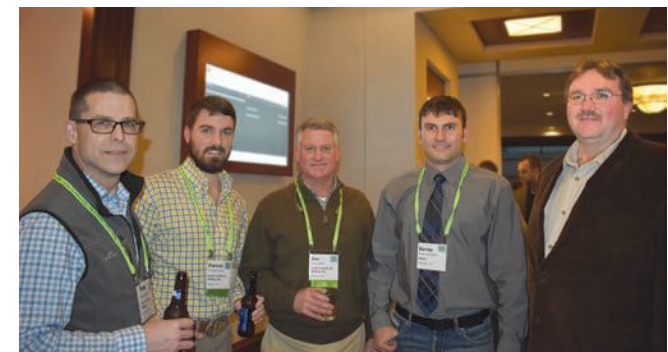
Ryan Peterson, Northern Hardwoods LLC, South Range, MI; Dave Kuehl, Primewood, Drummondville, QC; and Mike Schulke, Tigerton Lumber Co., Tigerton, WI



Bruce Horner, Abenaki Timber Corp., Kingston, NH; and Abraham Raber, Junior Keim and Andy Raber, A & M Kiln Dry Ltd., Dundee, OH



Dan Hansen, Midwest Hardwood Corporation, Maple Grove, MN; Greg Clark, HMI Hardwoods LLC, Clinton, MI; and Mike Mallin, Midwest Hardwood Corporation, Maple Grove, MN



Tom Edwards, Forrest Lewis and Joe Lewis, Lewis Lumber & Milling Inc., Dickson, TN; Kevin Evilsizer, NHLA, Houston, MO; and Ken Michaels, ISK Biocides Inc., Oakland, MD



Gerry VanVeenendaal, Allegheny Wood Products International Inc., Petersburg, WV; Mike Price, Forestry Systems Inc., Sumnerfield, NC; Dennis Sabella, Forestry Systems Inc., Tidioute, PA; and Josiah McKamey, Hartzell Hardwoods Inc., Piqua, OH



Sean Herlihy, Holt & Bugbee Co., Tewksbury, MA; Yvonne Danos, Graf Brothers Flooring Inc., South Shore, KY; and Eric D'Annolfo, Holt & Bugbee Co., Mount Braddock, PA



David Olah, Allegheny Wood Products International Inc., Petersburg, WV; Martin Vaillancourt, USNR, Plessisville, QC; and Peter McCarty, TS Manufacturing Co., Dover-Foxcroft, ME



Shawn Covalt, O'Shea Lumber Co. Inc., Glen Rock, PA; Erin Cox, Graf & Thomas Lumber Co., Ironton, OH; and James Taylor, O'Shea Lumber Co. Inc.



Ken Matthews and Dan Mathews, SII Dry Kilns, Lexington, NC; Scott Ferland, Maine Woods Company, Portage Lake, ME; and Andy Godzinski, Rex Lumber Company, Acton, MA



Kris Palin and Dean Alanko, Allegheny Wood Products International Inc., Petersburg, WV; and Eddie Sisler, Sisler Lumber Co. Inc., New Creek, WV



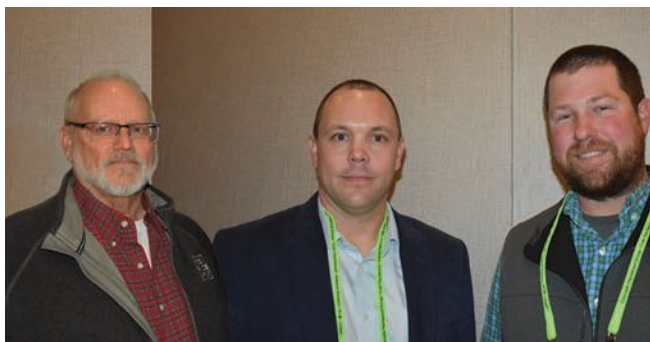
Zach Buchner, Breeze Dried Inc., Tillsonburg, ON; Dave Whitten, Bingaman & Son Lumber Inc., Kreamer, PA; and John Erickson, Timber Products Co., Munising, MI



Joseph Draper, Clark Lumber Co. Inc., Red Boiling Springs, TN; Tyler Kamps, Kamps Hardwoods Inc., Dutton, MI; Chris Fehr, U-C Coatings LLC, Buffalo, NY; and Joel Horling, Kamps Hardwoods Inc.

Additional photos on next page

IHLA CONVENTION PHOTOS *Continued*



John Patterson, Middle Tennessee Lumber Co., Burns, TN; Brandon Clark, Clark Lumber Co. Inc., Red Boiling Springs, TN; and Jake Mayfield, Mayfield Lumber Company, McMinnville, TN



John Childers and Kris Long, AHC Hardwood Group, Huntersville, NC; Steve Jones, Ron Jones Hardwood Sales Inc., Union City, PA; and Dean Miller, AHC Hardwood Group, Mableton, GA



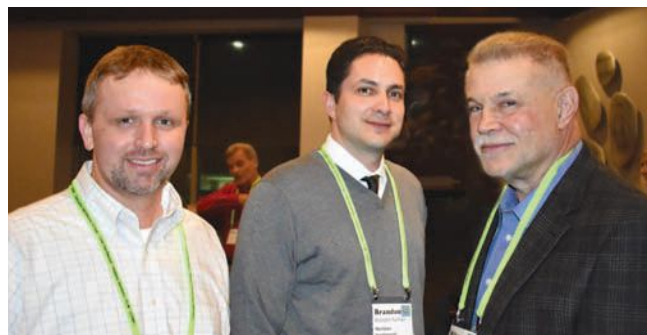
Zack Rickman, AHC Hardwood Group, Cleveland, GA; Jason Goodman, U-C Coatings LLC, Buffalo, NY; Matt Neidert, Jeff Neidert, Prime Lumber Co., Thomasville, NC; and Hal Mitchell, AHC Hardwood Group, Mableton, GA



Trevor Vaughan, Ron Jones Hardwood Sales Inc., Union City, PA; and Mark Miller and Josh Brennan, Frank Miller Lumber Co. Inc., Union City, IN



Matt Tietz, McDonough Manufacturing Co., Eau Claire, WI; Greg Blomberg and Thomas Hunt, Kendrick Forest Products, Edgewood, IA; and Jeremy Pitts, BOLDesigns Inc., Hudson, NC



Roy Yoder, McKay Hardwoods, Loudonville, OH; and Brandon Ferman and Mike Songer, Meridien Hardwoods of PA Inc., Pittsfield, PA



Kevin Evilsizer, NHLA, Houston, MO; Thomas Braun, Holz Braun German, Reutlingen, Germany; and Bucky Pescaglia, Missouri-Pacific Lumber Co., Fayette, MO



Anne and Grafton Cook III, Missouri-Pacific Lumber Co., Fayette, MO



Stephen Zambo, Ally Global Logistics LLC, Norwell, MA; Brett Brown, LXI Resources LLC, Linden, AL; Wesley Byler, LXI Resources LLC, Hilliard, OH; and Jason Anderson, TYR Wood Products, Portland, OR



Scott Wood and Darrel Thornton, Midwest Walnut Co., Willow Springs, MO



Damon Graf, Graf and Thomas Lumber Co., Vanceburg, KY; Greg Hykes, American Lumber Co. LP, Galion, OH; and Jerry Muth, Graf and Thomas Lumber Co., Ironton, OH



Roy Yoder and John Yoder, McKay Hardwoods, Loudonville, OH; and Bo Hammond, Collins Hardwood, Richwood, WV



Scott Greene, Northstate Hardwood Inc., North Wilkesboro, NC; Scott Wesberry, Fred Netterville Lumber Co., Woodville, MS; and John Stevenson, Thompson Hardwoods Inc./Beasley Forest Products, Hazlehurst, GA



Peter Lovett, King City/Northway Forwarding Ltd., Montreal, QC; Michael Hilburn, King City Forwarding USA Inc., Floyds Knob, IN; Mista Feist, Holmes & Co. Inc., Columbia City, IN; and Lloyd Lovett, King City/Northway Forwarding Ltd., Alliston, ON



Cameron Merrick and Steve Merrick, Somerset Wood Products, Somerset, KY; Duane Keck, Woodcraft Industries Inc., St. Cloud, MN; and Matt Lowry, Woodcraft Industries Inc., Greenville, PA



Mike Mitchell, Danzer Lumber North America Inc., Bradford, PA; Paul Miller Jr., National Hardwood Magazine, Memphis, TN; Don Petersen, Danzer Lumber North America Inc., Shade Gap, PA; and Jim Canter, Northwest Hardwoods Inc., Titusville, PA

Additional photos on next page

IHLA CONVENTION PHOTOS *Continued*



Ed Armbruster, Northwest Hardwoods Inc., Beachwood, OH; **Gary Miller**, National Hardwood Magazine, Memphis, TN; and **Jim Canter**, Northwest Hardwoods Inc., Titusville, PA



Mark Babcock, New River Hardwoods Inc., Beckley, WV; **Steve Leonard**, Lawrence Lumber Co. Inc., Maiden, NC; **David Bailey**, New River Hardwoods Inc., Mountain City, TN; and **Mark Vollinger**, W.M. Cramer Lumber Co., Hickory, NC



Keith Renneberg and **Steve Koves**, Metro Hardwoods/Div. of Midwest Hardwood Corp., Jackson, WI; and **Jeff Bannister**, Midwest Hardwood Corp., Maple Grove, MN



Steve Bruggeman, Bruggeman Lumber Inc., Sand Springs, IA; **Darrel Thornton**, Midwest Walnut Co., Willow Springs, MO; and **Paul De Grijis**, DG International Inc., Nashville, TN



Kevin Kahila and **Jim Clark**, Banks Hardwoods Inc., White Pigeon, MI



Robert Hill, Holt & Bugbee Co., Tewksbury, MA; **Chris Castano**, Maine Woods Company, Portage Lake, ME; and **John Griswold**, Conestoga Wood Specialties Corporation, Beavertown, PA



Steve Stoufflet, Robinson Lumber Company, New Orleans, LA; and **Norman Miller**, Tuscola Logging, Bellevue, MI



Butch Snider, Fowler Lumber Co., Gallatin, TN; and **Nils Dickmann**, Abenaki Timber Corp., Kingston, NH



Bill Baker, Wheeland Lumber Co. Inc., Liberty, PA; Karl Schmertzler, Yoder Lumber Co. Inc., Millersburg, OH; Tanner Gibson, Pro-Lift Industrial Equipment, Dailey, WV; and Mike Penner, Breeze Dried Inc., Tillsburg, ON



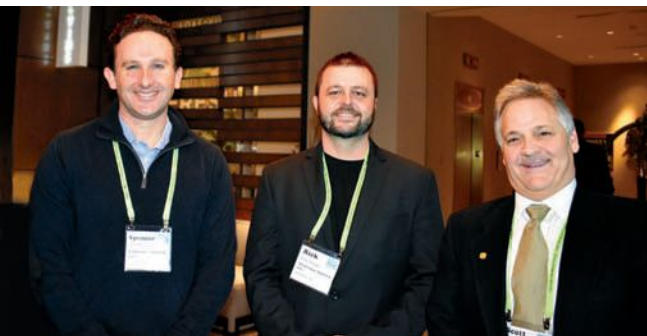
Rob Paradise, Devereaux Sawmill Inc., Pewamo, MI; Will Borden, Napoleon Hardwood Lumber Co. Inc., Napoleon, IN; and Russ Willenborg, Willenborg Hardwood Industries Inc., Effingham, IL



George Barker, Biolube Inc., Fort Wayne, IN; Greg Pappas, Collins Hardwood, Cove City, NC; and Mike Schillmiller, J & J Pallet Corporation, New Albany, IN



Linwood Truitt, Beasley Forest Products, Hazlehurst, GA; Johnathan Ling, Cole Hardwood Inc., Logansport, IN; and John Stevenson, Beasley Forest Products



Spencer Lutz, American Millwork LLC, Elkhart, IN; Rick Wagar, Devereaux Sawmill Inc., Pewamo, MI; and Scott Lilley, Granite Valley Forest Products Inc., New London, WI



Roy Rentschler, Indiana Dimension Inc., Logansport, IN; Don Zwisler, Northwest Hardwoods Inc., Beachwood, OH; and Jeremy Rentschler, Indiana Dimension Inc.



Ed White, Wagner Hardwoods, Cayuta, NY; Shawn Collins, Tioga Hardwoods Inc., Berkshire, NY; and Steve Houseknecht, Wagner Hardwoods, Owego, NY



Michael Land, Woodcraft Industries Inc./Quanex, St Cloud, MN; Randy Miller, Pollmeier Inc., Portland, OR; and Jon Cox and Josh Brennan, Frank Miller Lumber Co. Inc., Union City, IN

Additional photos on next page

IHLA CONVENTION PHOTOS *Continued*



Randy Mueller, Mueller Brothers Timber Inc., Old Monroe, MO; Jeff Wirkkala, Hardwood Industries Inc., Sherwood, OR; and Tom Coble, Hartzell Hardwoods Inc., Piqua, OH



Tom Plaughter, Allegheny Wood Products International Inc., Petersburg, WV; and Samantha Rowley and Ray White, Harold White Lumber Inc., Morehead, KY



Tom Oilar and Carla Barnhart, Cole Hardwood Inc., Logansport, IN; and Jason Anderson, TYR Wood Products, Portland, OR



Bob Owens, Owens Forest Products LLC, Duluth, MN; Shane Cook, Granite Valley Forest Products, New London, WI; and Tim Kassis, Kretz Lumber Co. Inc., Antigo, WI



Mike Norris, Robinson Lumber Company, New Orleans, LA; Dick Rauh and Eric Renneker, Robinson Lumber Company, New Albany, IN; and Steve Stoufflet, Robinson Lumber Company, New Orleans, LA



Paul Cleereman, Cleereman Industries Inc., Newald, WI; Tim Kassis, Kretz Lumber Co. Inc., Antigo, WI; and Rob Kittle, Cleereman Industries Inc.



Jean-Francois Audet, Dave Kuehl, Guillaume Genest and Patrick Gagne, Primewood, Drummondville, QC



Rick Zorman, Pennsylvania Lumbermens Mutual Insurance Co., Indianapolis, IN; Chris Crucitt, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, PA; and Ian Liddell, Summit Funding Group, Mason, OH



Tim Bills, Michigan Lumber & Wood Fiber Inc., Comins, MI; Peter McCarty, TS Manufacturing Co., Dover-Foxcroft, ME; and Geoff Gannon, TS Manufacturing Co., Plymouth, NH



Pete Van Amelsfoort, Quality Hardwoods Ltd., Powassan, ON; Jake Mayfield, Mayfield Lumber Co., McMinnville, TN; Peter Ross, Ontario Hardwood Products Ltd., Toronto, ON; and Zach Buchner, Breeze Dried Inc., Tillsonburg, ON



Bob Pope, SII Dry Kilns, Montpelier, VT; Ben Mathews, SII Dry Kilns, Lexington, NC; Greg Pappas, Collins Hardwood, Cove City, NC; and Jim Higgins, SII Dry Kilns, DuBois, PA



Brian Turlington and Ken Matthews, SII Dry Kilns, Lexington, NC; and Linwood Truitt, Beasley Forest Products, Hazlehurst, GA



Tom Froedge, Froedge Machine & Supply Co. Inc., Tompkinsville, KY; Jan Olsson, Dunavant Logistics Group, Memphis, TN; and Marty Cornett, BPM Lumber LLC, London, KY



Simon Ince and Nick Ince, Walker Lumber Co. Inc., Woodland, PA; and Jeremy Howard, Nyle Systems LLC, Brewer, ME



Bob Pennycoff and George Barker, Biolube Inc., Fort Wayne, IN



Greg Devine, Abenaki Timber Corp., Kingston, NH; and Nick Zerbone, Interglobo North America Inc., Jersey City, NJ

Additional photos on next page

IHLA CONVENTION PHOTOS *Continued*



Tom Johel, Tim Cutler, Jason Goodman, Steve Anderson and Dave Sondel, U-C Coatings LLC, Buffalo, NY



Tom Armentano, Sirianni Hardwoods, Painted Post, NY; Josh Allen, Cherokee Wood Products, Oakland, CA; Pete Lang, Cherokee Wood Products, Upland, CA; and Jerry Koetter, Koetter Woodworking Inc., Borden, IN



Dan Hansen, Midwest Hardwood Corp., Maple Grove, MN; Rick Barrett, Cascade Hardwood Group LLC, Chehalis, WA; and Mason Church, Bryant Church Hardwoods Inc., Wilkesboro, NC



Dennis Sabella, Forestry Systems Inc., Tidioute, PA; Justin Jenks, Forestry Systems Inc., Summerfield, NC; and Chris Mason, Forestry Systems Inc., Piketon, OH



Mike Price, Forestry Systems Inc., Summerfield, NC; Sylvia Church, Church & Church Lumber LLC, Wilkesboro, NC; and Pat Jenks, Forestry Systems Inc., Summerfield, NC



Richard and Shari Pyle, Northland Forest Products Inc., Shakopee, MN; and Bob McCabe, Bingaman & Son Lumber Inc., Kreamer, PA



Reed Rediger and Henry German, DMSi Software, Omaha, NE



Bill Hendrix, Brewco Inc., Central City, KY; Jerry Stephens, Stephens Hardwood LLC, Huntsville, TN; and Shane Garrett, Brewco Inc., Central City, KY



Paul Maxwell, Maxwell Bros. Lumber Co., Lewisport, KY; Jon Krepol, Vision Tally, Broomall, PA; and Mike Ballard and Duncan Ferguson, Sawmill MD, Crestview, FL



Marty James, Bill Reese and Jay Reese, Penn-Sylvan International Inc., Spartansburg, PA



Glenn Thompson, A.W. Stiles Contractors Inc., McMinnville, TN; Tim Pleimann, Farrow Lumber Co., Cairo, IL; and Lee Stiles, A.W. Stiles Contractors Inc.



Robert Ford, ProLift Industrial Equipment, Cincinnati, OH; and Skip Stoen and Steve Spears, ProLift Industrial Equipment, Louisville, KY



Jeff Reed and Jason Thompson, ProLift Industrial Equipment/Taylor Machine Works Inc., Louisville, MS; Casey Oliver, ProLift Industrial Equipment, Louisville, KY; and Tanner Gibson, ProLift Industrial Equipment, Dailey, WV



Lorna Christie, NHLA, Memphis, TN; and Casey and Joni Goodman, C. B. Goodman and Sons Lumber, Hickory, KY



Martin Vaillancourt, USNR, Plessisville, QC; and Robert Wagner, USNR, Woodland, WA



Bennett Thompson, ISK Biocides Inc., Roanoke, VA; Kenny Michaels, ISK Biocides Inc., Oakland, MD; Lance Johnson, ISK Biocides Inc., Memphis, TN; Jenny Chang, EK Lumber Co. Ltd., Mansfield, MA; and Rachel Hou, EK Lumber Co. Ltd., Taichung, Taiwan

Additional photos on next page

IHLA CONVENTION PHOTOS *Continued*



Jason Horn, Charles Horn Lumber Co., Cicero, IL; and Anita Howard, Superior Hardwoods, Montezuma, IN



Jay Buchan, Buchan Sawmill Inc., New Haven, IN; Stephanie Rodriguez, YOUR Marketing Dept., Alexandria, NC; and Randy Cole, Cole Hardwood Inc., Logansport, IN



Jeremy Garcia, Wellborn Cabinet Inc., Ashland, AL; Jason Twigg, Tuscorora Hardwoods Inc., Elliottsburg, PA; Andy Nuffer, DMSi Software, Omaha, NE; Noel Ford, Kamps Hardwoods Inc., Dutton, MI; and Kyle Knight, Wellborn Cabinet Inc.



Billy Hoskins, Hoskins Lumber Co. LLC, Salem, IN; and Ronnie Laurentius, HAVCO Wood Products LLC, Cape Girardeau, MO



Jim Burris, Corley Manufacturing Co., Chattanooga, TN; Brandon Clark, Clark Lumber Co. Inc., Red Boiling Springs, TN; Chuck Boaz, Corley Manufacturing Co.; and Marv Bernhagen, Corley Manufacturing Co./Lewis Controls Inc., Cornelius, OR



Dave Ginther and Pat Ginther, Voice Directed Tally Systems Inc., Foxboro, ON



Tom Inman, Appalachian Hardwood Manufacturers Inc., High Point, NC; Steve Houseknecht, Wagner Hardwoods, Owego, NY; and John Smith, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, PA



Greg Richie and Jim Clarke, Banks Hardwoods Inc., White Pigeon, MI; and Lewis Reed, Thompson Appalachian Hardwoods Inc., Huntland, TN



**Rick Clark, Joyce Miller and Brian Wynk, MacBeath Hardwood Co., Edin-
burgh, IN; Charlie Best, Century Hardwoods Co., Louisville, KY; and De-
Wayne Feltner, MacBeath Hardwood Co.**



**Steve Zambo, Ally Global Logistics LLC, Jacksonville, FL; Melissa Berry, Continental Underwriters Inc., Rich-
mond, VA; and Jesse LaSon, The Rossi Group, Middle-
town, CT**



**Mathieu Laflamme, Carbotech International, Plessisville, QC; and Scott Wesberry, Fred Netterville Lumber Co.,
Woodville, MS**



Jean-Francois Audet, Primewood, Drummondville, QC; Ryan Knight, Ohio Valley Veneer Inc., Piketon, OH; Jos aan de Stegge, Brunner-Hildebrand Lumber Dry Kiln Co., Nashville, TN; and Marty Cope, Associated Hardwoods Inc., Granite Falls, NC



Michael Snow, AHEC, Sterling, VA; Dana Spessert, NHLA, Memphis, TN; and Ted Rossi, The Rossi Group, Middletown, CT



Eric Degenfelder and Tom Johel, U-C Coatings LLC, Buffalo, NY; Bob Uglow, Ripping Division, Baillie Lumber Co., Hamburg, NY; Tim Cutler, U-C Coatings LLC; and Mark Herskind, Baillie Lumber Co.



Scott Ferland and Chris Castano, Maine Woods Company, Portage Lake, ME; Angie Capper, Pike Lumber Co. Inc., Akron, IN; Andy Godzinski, Rex Lumber Co., Acton, MA; Loren Voyer, Kennebec Lumber Co., Solon, ME; and Ray Moistner, IHLA, Executive Director, Fishers, IN



Steve Banks and Jim Clarke, Banks Hardwoods Inc., White Pigeon, MI

Additional photos on next page

IHLA CONVENTION PHOTOS *Continued*



Tripp Josey, Josey Lumber Co. Inc., Scotland Neck, NC; Bill Baker, Wheeland Lumber Co. Inc., Liberty, PA; Scott Heidler, Heidler Hardwood Lumber Co., Chicago, IL; Doug Newman, Newman Lumber Co., Gulfport, MS; and Logan Josey, Josey Lumber Co. Inc.



Rhonda Smith, Koetter Woodworking Inc., Borden, IN; Debbie Brown and John Brown, Pike Lumber Co. Inc., Akron, IN; and Sam Smith, Lance Moore and Colt Smith, Koetter Woodworking Inc.



Tyler Smith, Pike Lumber Co. Inc., Akron, IN; Colin Hotalen, Rex Lumber Co., Acton, MA; Mark Bennett, Brenneman Lumber Co., Mount Vernon, OH; and Ryan Mulligan, Pike Lumber Co. Inc.



David Caldwell and Judd Johnson, Hardwood Market Report, Memphis, TN; and Andy Nuffer, DMSi, Omaha, NE



Bill Rogers, Newman Lumber Co., Gulfport, MS; Andy Nuffer, DMSi Software, Omaha, NE; Steve Stoufflet, Robinson Lumber Company, New Orleans, LA; Jesse LaSon, The Rossi Group, Middletown, CT; and Rick Wagar, Devereaux Sawmill Inc., Pewamo, MI



Craig Brouyette, Pike Lumber Co. Inc., Akron, IN; Mark Miller, Frank Miller Lumber Co. Inc., Union City, IN; Ryan Mulligan, Pike Lumber Co. Inc.; and Josh Brennan, Frank Miller Lumber Co. Inc.



Tripp Pryor, AHEC, Reston, VA; Mark Hopper, Verde Wood International Inc., Durham, NC; and Kyle Vogel and Cal Keys, HMI Hardwoods LLC, Clinton, MI



Brandon Ferman, Meridien Hardwoods of PA Inc., Pittsfield, PA; Steve Jones, Ron Jones Hardwood Sales Inc., Union City, PA; and Mike Songer, Meridien Hardwoods of PA Inc.



Gary Miller, National Hardwood Magazine, Memphis, TN; and Chip Underwood, Thompson Appalachian Hardwoods Inc., Huntland, TN



Sam Berchier, TYR Wood Products, Portland, OR; Kellee Griffith, Cardin Forest Products LLC, South Pittsburg, TN; and Bradley Weller, TYR Wood Products



C.J. Struyk, Jessica Tilton and Curtis Struyk, TMX Shipping Co. Inc., Morehead City, NC



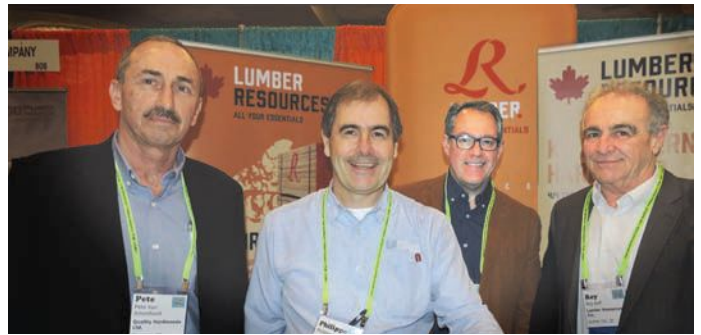
Peter Lovett, King City/Northway Forwarding Ltd., Montreal, QC; Dave Bramlage, Cole Hardwood Inc., Logansport, IN; Mary Psillou, King City/Northway Forwarding Ltd., Alliston, ON; and Bucky Pescaglia, Missouri-Pacific Lumber Co., Fayette, MO



Mike McAvoy, McDonough Manufacturing Co., Eau Claire, WI; Josh Peachey, Eagle Lumber Co. LLC, Greensburg, KY; Matt Tietz, McDonough Manufacturing Co.; and Gus Welter, Granite Valley Forest Products, New London, WI



Tyler Dittrich, TradeTec, Winston-Salem, NC; Tim Allsop, Kuehne + Nagel Inc., Rockland, MA; and Woody Rich, TradeTec



Pete Van Amelsfoort, Quality Hardwoods Ltd., Powassan, ON; and Philippe LeBlanc, Mike Vermace and Roy Reif, Lumber Resources Inc., Quebec City, QC



Pictured are some of the attendees at the Fellowship of Christian Lumbermen meeting, which was held in conjunction with IHLA: Dean Alanko, Allegheny Products International Inc., Petersburg, WV; Dwain Schlabach, Mt. Eaton Pallet Ltd., Millersburg, OH; Eric Porter, Abenaki Timber Corp., Kingston, NH; and Mark Barford, National Wooden Pallet and Container Association, Charleston, SC



Also in attendance at FCL were the following: Rob McCarthy, Northwest Hardwoods Inc., Apple Creek, OH; Ray Shepard, Oaks Unlimited Inc., Waynesville, NC; and Brian Gibson, Cole Hardwood Inc., Logansport, IN



Kevin Peterjohn, Tim Cutler and Christine Belus, SEAL-ONCE/U-C Coatings LLC, Buffalo, NY; and Kate Eddy, Michael Hoag and Doug Herrman, Montana Timber Products, Missoula, MT

NAHB IBS Marks **75 YEARS** as Innovative Trade Show, Shares Venue with KBIS

Photos by Terry Miller and Zach Miller

Las Vegas, NV—The Las Vegas Convention Center here recently welcomed Design & Construction Week®, which featured the co-location of the National Association of Home Builders' (NAHB) International Builders' Show® (IBS) and the National Kitchen & Bath Association's Kitchen & Bath Industry Show® (KBIS). This year's event marked the 75th anniversary of IBS.

This mega-event brought together more than 100,000 builders, general contractors, remodelers, designers and flooring professionals, as well as product specifiers from around the world. All registered IBS attendees had opportunity to explore more than 2,000 exhibitor booths in over 1 million square feet of space.

IBS is more than a trade show, however. The three-day event featured education sessions and provided attendees

exclusive access to new products on display as well as a chance to meet new exhibitors from every segment of the building industry.

The NAHB IBS also featured nextBUILD, which showcased the latest home and business technologies to help build a more efficient and profitable business. This provided attendees the technology knowledge necessary to manage their customers' needs in high-tech homes.

Other topics covered during presentations at IBS included jobsite safety, tech bytes, the high performance building zone, building knowledge sessions and more.

This annual event will be held again in Las Vegas next year on Jan. 21-23.

To obtain more details, visit www.buildersshow.com. ■



Jonathan Orpin, Pioneer Millworks, Portland, OR; and Sierra Murphy, Pioneer Millworks, Rochester, NY



Terry Miller, National Hardwood Magazine, Memphis, TN; and Matt Pryor and Tim Faust, Americana Decking by Bingaman & Son Lumber Inc., Kreamer, PA



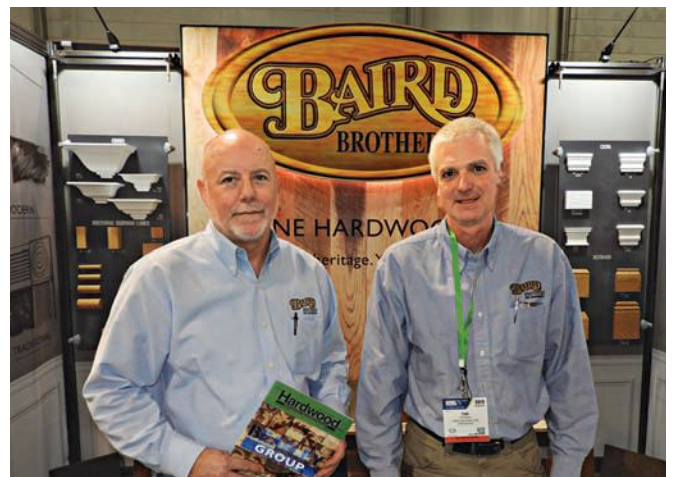
Tatiana Cordero, Thermory USA, Las Vegas, NV; Mark Challinor, Thermory USA, Wilmette, IL; and Sandy Jensen, Thermory USA, Las Vegas, NV



George Emmerson, Sierra Pacific Industries, Redding, CA; Dan Martinson and Andy Nelson, Fargo Glass & Paint Co., Fargo, ND; and Tom Takach, Sierra Pacific Windows, Red Bluff, CA



Lee Kirgan, Operation Finally Home, New Braunfels, TX; Paul Wellborn, Wellborn Cabinet Inc., Ashland, AL; and Dan Wallrath, Operation Finally Home



Steven Stack and Tim Baird, Baird Brothers Fine Hardwoods, Canfield, OH



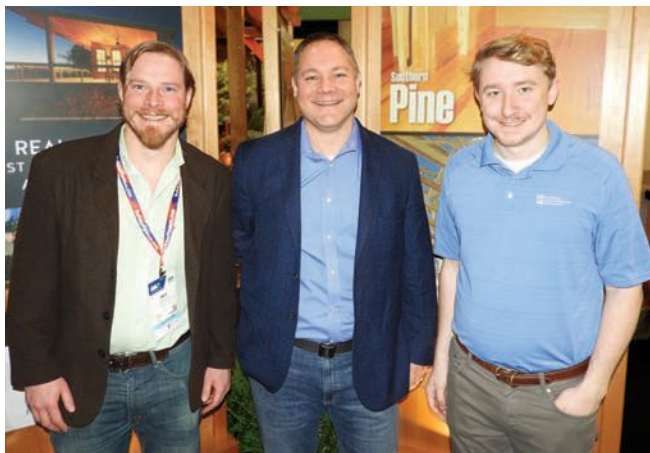
Jordan Bischoff and Shannon Barker, Murphy Door Inc., Ogden, UT



Dave Wallace, Precision Flooring Products Inc., Morristown, TN; Nancy Mormann, Artesian Wood Design, Morristown, TN; and John Damrell, Precision Flooring Products Inc.

Additional photos on next page

NAHB IBS PHOTOS *Continued*



Zach Miller, National Hardwood Magazine, Memphis, TN; and Eric Gee and Cameron Goodreau, Southern Forest Products Assoc., Metairie, LA



Steve Burt, Maria Johnson and Mark Holbrook, Maple Ridge Cabinetry, Toccoa, GA



Scott Rau, Thompson Construction Supply, Corona, CA; Christopher Seminatore, Eto Doors Corp., Los Angeles, CA; and Robert Leos, Thompson Construction Supply



Erik Kuehn and Brett Norris, Wine Cellar Innovations LLC, Cincinnati, OH



Stephanie Landry, Live Edge Timber Co., L'Ange-Gardien, QC



Nick Baggio, Marvin Windows and Doors, St. Louis, MO; Ann Rauch, Marvin Windows and Doors, Eagan, MN; and Brandon Jordt, Marvin Windows and Doors, Mississauga, ON



Richard Pierce, Richard Pierce Building Inc., Stroudsburg, PA; and Jessica Hickman Fresch and Dennis Hickman, Allegheny Mountain Hardwood Flooring, Emlenton, PA



John Quist, Simpson Door Co., Dallas, TX; and Pat Hegseth, Scherer Bros. Lumber Co., Arden Hills, MN



Brad Phillips and Greg Gaylord, Gaylord Hardwood Flooring, Tweed, ON



Jason Harr, Trestlewood Quality Reclaimed Wood Products, Blackfoot, ID; Bobby Cannon, Trestlewood Quality Reclaimed Wood Products, Lindon, UT; and Aaron Kelly, Trestlewood Quality Reclaimed Wood Products, Blackfoot, ID



Tom and Rosemary Inman, AHMI, High Point, NC; and Donna and Steve Houseknecht, Wagner Lumber Co., Owego, NY

AHMI DISCUSSES PLANNING, LABOR & THE 2019 ECONOMY

By Tom Inman Photos by Gary Miller

Fort Lauderdale, FL—Appalachian Hardwood Manufacturers Inc. (AHMI) unveiled a new member program at its recent Annual Meeting, which was held at the W Hotel, that saves Hardwood companies thousands of dollars on retirement programs.

The association's Board of Trustees approved the AHMI 401k Multiple Employer Plan (MEP) in late 2018 in a partnership with UBS Financial. The plan allows Hardwood companies to pool existing retirement accounts or start new programs for employees.

UBS Financial Representative Mike Carey said MEPs offer economies of scale pricing that compress costs from

service providers like the recordkeeper, third party administrator and financial consultant. Participants will have access to low cost investments that are typically only accessible for very large corporate plans.

There is also no individual company audit requirement saving staff time and creating efficiencies. Adopting employers have plan design flexibility and can retain their individual plan features such as matching formula, vesting and eligibility.

UBS is the world's largest wealth manager with approximately 7,000 financial consultants within the United States.

Please turn to page 70



Jeremy Howard, Nyle Systems LLC, Brewer, ME; Nan and Mel Yoder, Yoder Lumber Co. Inc., Millersburg, PA; and Peter McCarty, TS Manufacturing Co., Dover-Foxcroft, ME



Jeremiah Byrd and Frances Cooper Byrd, Cooper Machine Co. Inc., Wadley, GA; and Robyn and Scott Cummings, Cummings Lumber Co. Inc., Troy, PA



Barry Cook, Director/State Forester, WV Division of Forestry, Charleston, WV; Jim Burris, Corley Manufacturing Co., Chattanooga, TN; and Andy Nuffer, DMSi, Omaha, NE



Bill Reese and Patricia Wagner, Penn-Sylvan International Inc., Spartansburg, PA; and Bruce Horner, Abenaki Timber Corp., Boswell, PA



Robert Wagner, USNR, Graham, NC; Joe Pryor, Oaks Unlimited Inc., Waynesville, NC; Stephen Zambo, Ally Global Logistics LLC, Norwell, MA; and Tom Sheets, Blue Ridge Lumber Co. LLC, Fishersville, VA



Dan Mathews, SII Dry Kilns, Lexington, NC; and Kay and Lowery Anderson, Roy Anderson Lumber Co. Inc., Tompkinsville, KY

Additional photos on next page

AHMI MEETING PHOTOS *Continued*



John Crites II and Shelly Crites, Allegheny Wood Products, Petersburg, WV; and Brandon Reavis, McGriff Insurance Services, Newbern, NC



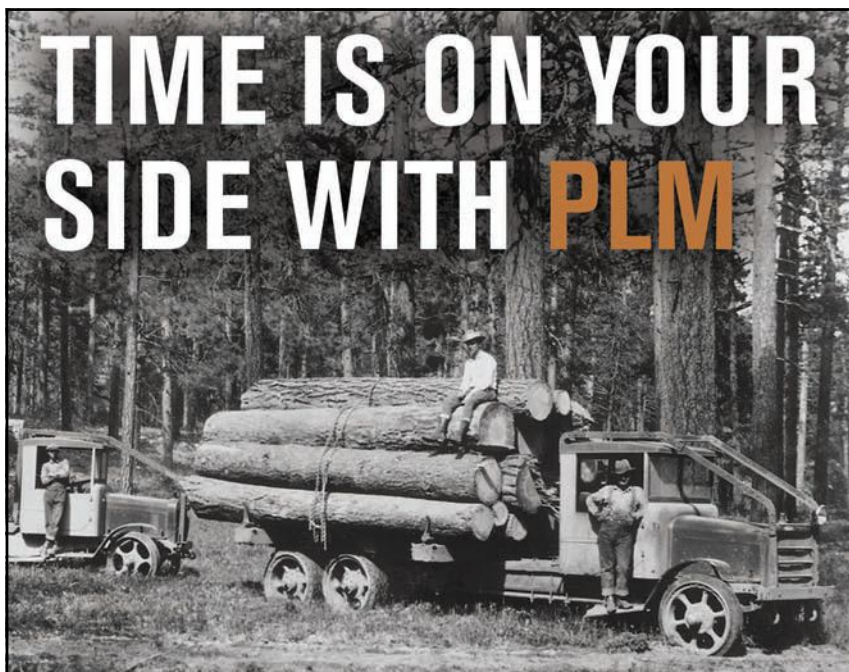
Audrey Kennedy, Keiver-Willard Lumber Corp., Newburyport, MA; Julie and John Smith, PLM Insurance Co., Philadelphia, PA; Bob Keiver, Keiver-Willard Lumber Corp.; and Dana Lee Cole, Hardwood Federation, Washington, DC



Alan Robbins, USNR, Jacksonville, FL; and Bryan Vernon and Rob Walthour, Inter-State Hardwoods Co. Inc., Bartow, WV



Tim and Melanie Parton, Gilkey Lumber Co. Inc., Rutherfordton, NC; and Donna and Bill Joyce, Middle Tennessee Lumber Co. Inc., Burns, TN



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MATERIALS INDUSTRIES.**



Tyler Dittrich, and Cali and Woody Rich, TradeTec, Winston-Salem, NC



Dan and Beth Mathews, SII Dry Kilns, Lexington, NC; Wanda Turman, Turman Lumber, Hillsville, VA; Dorothy Mathews, SII Dry Kilns; and Katie, Brandon and Alexander Turman, Turman Lumber



Paul Zheng, ATI International LLC, Roanoke, VA; Trisha Thompson, T & S Hardwoods Inc., Milledgeville, GA; and Robert Coleman, Robert S. Coleman Lumber Co. Inc., Culpeper, VA

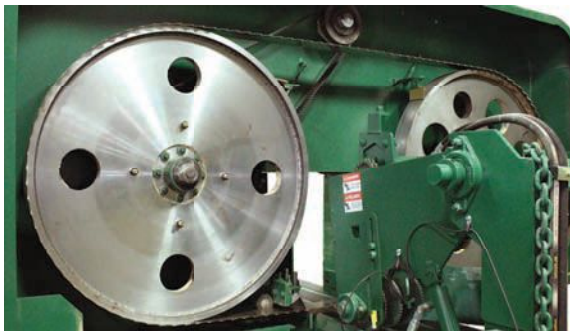


Duke Baldrige, Dominion Risk Advisors LLC, Roanoke, VA; Larry Thompson, T & S Hardwoods Inc., Milledgeville, GA; and Jay Reese, Penn-Sylvan International Inc., Spartansburg, PA

Additional photos on next page

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*Mark Gilbert, Director of Operations for the
Kennebec Lumber Companies in
Maine and New Hampshire*

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AHMI MEETING PHOTOS *Continued*



Lance Johnson, ISK Biocides Inc., Memphis, TN; and Gary Miller, National Hardwood Magazine, Memphis, TN



John and Wendy Bowman, AHMI, High Point, NC; and Mike Turman, The Turman Group, Hillsville, VA



Maribel and Michael Snow, AHEC, Sterling, VA; and Karen Pryor, Oaks Unlimited Inc., Waynesville, NC



Amy Herrington and Frank Fitts III, Fitts Industries Inc., Tuscaloosa, AL; and Ed Downes, Rugby ABP, Stoughton, MA

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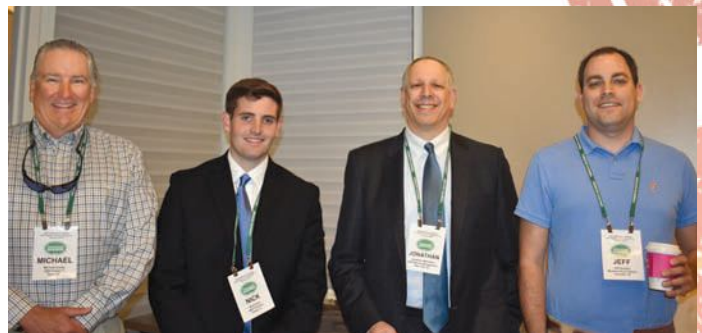
Jerri and John Patterson, Middle Tennessee Lumber Co. Inc., Burns, TN



Neil and Beth Poland, and Angela and Tony Honeycutt, Mullican Flooring, Johnson City, TN



Frank Fitts III, Fitts Industries Inc., Tuscaloosa, AL; and Colin Campbell, Wood-Mizer LLC, Indianapolis, IN



Michael Carey and Nick Koen, UBS Financial Services Inc., Tampa, FL; Jonathan Woloshin, UBS Financial Services Inc., New York, NY; and Jeff Zangari, Meadow River Hardwood Lumber, Rainelle, WV



Lawrence Lumber Company Inc.

P.O. Box 750 Maiden, NC 28650
Tel: (828) 428-5601 Fax: (828) 428-5602
website: www.lawrencelumberinc.com

For Appalachian Hardwood lumber sales, contact David Boythe at (919) 830-4672, or email him at davidboythe@gmail.com
Green lumber vendors please contact Steve Leonard at (828) 446-0845, or email him at sgleonard@bellsouth.net



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Our Hardwood concentration yard in Maiden, NC is near Highway 321 and Interstate 40 where we process quality kiln dried Appalachian Hardwood lumber in these five species Red Oak, White Oak, Poplar, Ash, and Hickory. We:

- Sell kiln dried Red and White Oak in 4/4 through 8/4 thicknesses; Poplar in 4/4 through 12/4 thicknesses; Ash in 4/4 through 8/4 thicknesses; and Hickory in 4/4 and 6/4 thicknesses. The grades of lumber we sell are No. 2 Common and better.
- Have 800,000 board feet per charge of dry kiln capacity counting our new predryer/dry kiln and five dry kilns. We also have two fan sheds totaling 500 MBF capacity.
- Have dedicated employees with many years of experience who are getting your orders prepared to your exact specifications.
- Inspect our lumber after kiln drying.
- Offer many services like export prep, mixed truckloads, container loading, dipping our lumber in ISK Biocides' chemicals, S25, SLR1E, and width sorting.
- Process and sell 18 to 20 million board feet a year of the lumber species we deal in.



SPOTLIGHT — Lewis Herron

Aim High: The Key to Success in Forest Products

By Chris Brooke

Those desiring long-term success in the forest products industry should set their sights high, advised Lewis Herron, whose 39 year career included a stint managing woodlands on the sprawling Biltmore Estate.

Before selecting forestry as a career, Herron served as a tailgunner on a B17 Flying Fortress that flew 33 bombing missions over Germany during World War II. When he returned stateside, Herron attended Purdue University on the GI Bill and in 1950 he earned a bachelor of science degree in forestry.

His first position in the lumber industry from 1951 to 1961 took Herron to Western North Carolina to work as a conservation forester for Champion Paper, which he left to become

the chief forester on the Biltmore Estate in Asheville, NC — the largest privately-owned house in the United States — where he oversaw 8,000 acres of woodlands.

George Vanderbilt, who developed the Biltmore Estate, was a grandson and heir to railroad magnate Cornelius Vanderbilt. Part of the heir's legacy included hiring Carl Schenk, one of the first foresters in the nation, to restore the woodlands on Vanderbilt's expansive property, Herron recalled. Schenk went on to start the first forestry school in the country.

Herron feels proud to be associated with the first managed forest in the U.S. During his tenure on the estate, Herron enlisted two timber contractors to cut trees he selected,

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which resulted in 10 million board feet of saw timber and 100,000 cords of pulpwood — all the while remaining mindful of the need to protect the scenic views.

"I was instructed that visitors to the Biltmore Estate were not to see where the forestry operation was taking place," Herron remembered.

Herron left Biltmore in 1972 to work as a regional lumber buyer for Ethan Allen Furniture Company, and then in 1978 accepted the position of director of material procurement for Triangle Pacific Corporation, where he was responsible for buying 4 million board feet of flooring Oak per week for Bruce Hardwood Flooring Plants.

"I lived in Dallas, TX, where they had their corporate headquarters, but the job required me to make 986 airline flights to various plants, mainly in Tennessee, Missouri and West Virginia," he explained.

Herron retired from Triangle in 1989. After spending nearly four decades in the forest products industry, Herron felt pulled back to Western North Carolina, but in the end, the move actually delayed his retirement.

"To my surprise, one of the owners of Biltmore Estate contacted me



Lewis Herron poses for a photo next to a White Oak, which stands on land near the Biltmore Estate in Asheville, NC. Herron wrote a forest management plan for this piece of property, which was split off from the estate and was developed into a high-end residential subdivision.

Please turn the page



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to manage his acreage — he and his brother had split up the estate,” Herron said.

From 1990 to 2005, he arranged 18 timber sales. Herron remains to this day on a retainer with Biltmore Farms to inspect the condition of those woodlands and make continuing recommendations on a management plan he had developed.

Not one to stay idle in retirement, Herron has spent 4,000 hours volunteering at the VA Hospital and attends World War II reunions with his family to honor veterans. Herron was recently awarded with the French Legion of Honor medal for his military service.

Herron’s son Ed followed him into the lumber business after graduating from the University of North Carolina-Asheville and the National Inspection School in Memphis, TN. For 32 years, Ed Herron has worked in lumber sales with Granite Hardwoods, Inc. in Hickory, NC.

For those new to the forest products industry, Lewis Herron recommended joining professional wood industry organizations, noting he always was able to learn when attending the annual Indiana Hardwood Lumbermen’s Association’s meetings. He also suggested being active in local and state forestry associations. Herron helped create and continued as a long-time member of the Cradle of Forestry, a part of the U.S. Forest Service in Western North Carolina, and belonged to the Society of Professional For-

esters for many years.

For those hoping for a life-long career in the forest products industry, Herron suggested workers aim high.

“The key to longevity in this industry: Having a commitment to high standards in forest management, as well as quality manufacturing,” he stated. ■

EXPO *Continued from page 33*

represented at this show,” notes SFPA’s exposition director Eric Gee. A long list of manufacturers serving the Hardwood industry have had a stalwart presence in EXPO for many years. Companies like Corley Manufacturing, Oleson Saw, SII Dry Kilns, McDonough Manufacturing, Stringer Industries, TS Manufacturing, Wood-Mizer, Brewco, and Brunner-Hildebrand are all on hand to show off their latest equipment and services. “People come to EXPO with an exploration mindset, looking for opportunities to invest in their operations,” Eric says. Located in the heart of America’s wood basket that’s close to many sawmills, exhibiting companies have met with a quality crowd of key decision makers for close to 70 years.

EXPO App Links Audiences

The next event, EXPO 2019 – SFPA’s 35th Forest Products Machinery & Equipment Exposition – is coming up soon: June 26-28, once again at the Georgia World

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Congress Center. Atlanta continues to invest heavily in the downtown area, especially after hosting the NFL Super Bowl LIII. As part of EXPO's commitment to providing a quality event experience, a new FREE smartphone app is now available – download FOREST EXPO in the App Store or Google Play. The app allows you to preview the floor plan, search for exhibitors and set up exhibitor appointments. "The EXPO App is the perfect pre-show planner and post-show reference tool," remarks Eric. "Once downloaded, it's not dependent on an internet connection. You'll have an easy-to-use digital tool for extending connections made at EXPO."

For nearly 70 years, a forest products association sponsored trade event has successfully connected the lumber manufacturing community, and the meaningful business relationships forged during EXPO extend long after the show ends. ■

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COMBINATION DOOR *Continued from page 27*

uniqueness, factory pre-finishing to include paint or stain requirements, commercial hardware in many designs and color choices. We facilitate direct shipping with expedited lead times for one-stop-shopping."

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G.F. HARDWOODS

Continued from page 29

try. We know how to put our customer's needs at the top of everything we do. In addition to the planning you have to do to stay ahead in this industry, you also need the backing of a great team. Our crew is one of the best in the business and their experience is invaluable."

According to Quentin, G.F. Hardwoods is also the largest employer in the county, with a staff of approximately 125. One of the longest-tenured employees at G.F. Hardwoods is Tim Smith, first cousin to Doug. The

sawyer has been with the company nearly from the start and recently had his 48th work anniversary. Shane remarked, "In his career with The Smith Companies, I'll bet Tim has cut upwards of 200 million board feet and there's no end in sight."

Many team members have been with the company for years, including Quentin himself, who has worked at G.F. Hardwoods for 25 years. Mill manager Tony Trobaugh has been with the business for 12 years. Shawn Kendall is the company's log buyer and seller as well as yard manager and has been with the company over 12 years. Woody Trent was promoted to a management role in 2016 with 20 years invested in his career at G.F. Hardwoods.



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"When you have a great team and retention is high, it raises the quality of the products you produce," Quentin remarked. "The promise of high value and consistency is much easier to live up to when you are working with a staff that knows the job and takes pride in the products you offer."

Quentin noted that G.F. Hardwoods is known for consistently producing quality products that works well for companies that manufacture Hardwood flooring, cabinets, trim, moulding, dowels, curtain rods and broom/mop handles.

Before they get to the drying step, logs and lumber pass through a gauntlet of equipment at G.F. Hardwoods before they move to their final destination, be it a flooring manufacturer or a distribution/concentration yard. Notable machinery operated at the G.F. Hardwoods mill includes a Dehumidification (DH) dry kiln manufactured by Nyle Systems in Brewer, ME, which Quentin commented is essential in drying the Oak lumber. "The DH kiln is what we use to dry all of our thick stock Oak," he commented. "The DH from Nyle Systems helps to manage the color of the wood without staining and there is no risk of leaking or discoloration."



This view inside the company's mill facility shows G.F. Hardwoods' Letson & Burpee high-strain saw in action.

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G.F. HARDWOODS *Continued*

Corley Manufacturing in Chattanooga, TN, and McDonough Manufacturing in Eau Claire, WI, produced G.F. Hardwoods' carriage and headrig and resaw, respectively. A 16-bay Irvington Moore sorter brings efficiency to the grading line and allows for specialty sorts.

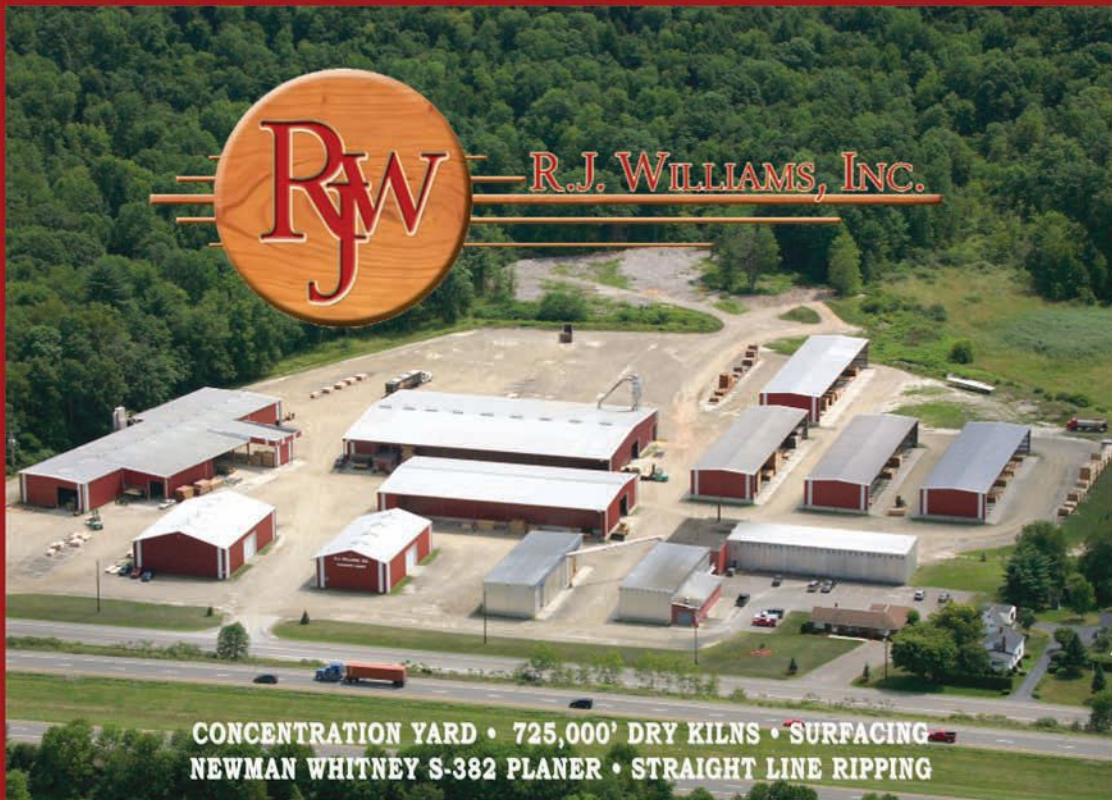
Quentin said, "The ability to offer specialty sorts is a great asset. We can pull green Beech or Walnut, then turn around and make a specialty sort for No. 2 or 3A Oak. We can provide mixed truckloads and straight loads to meet our customer's needs. It's about finding out what customers want, then implementing the processes that will make you a more valuable partner to their business."

The Moss Sawmill has become much more automated since the mid-1990's, around the time Quentin first started working for the company as a lumber stacker. The addition of scanners and sorters throughout the mill has greatly modernized the facility, with some of the same upgrades being made at G.F. Hardwoods.

Of course, all the specialized equipment would be useless without quality logs to cut. The company's Master Logger, Jr. Key, stated, "After 40 years working with wood, you learn a lot. By being selective in the logs you harvest, you maintain the overall health of the forest."



Mikey Rich is lumber inspector at G.F. Hardwoods.



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Quentin continued, "In addition to specialty sorts, our value-added services include the ability to add custom logos to lumber packs. We also end-wax all Oak lumber to prevent end splits and tarp all lumber before it leaves the facility's gates. The wax and coatings used to paint the ends of our lumber packs are supplied by U-C Coatings of Buffalo, NY."

Above and beyond all of these features, Quentin said, in regard to why he believes potential clients should choose G.F. Hardwoods to supply all of their high-grade lumber, cant and other wood product needs, "We've been in business for over 50 years, including the original incarnation as Moss Sawmills. Our time has been spent not only learning our customers' needs but studying the industry as a whole. You stay ahead of the curve by learning to operate a little differently. Of course, you have to fail before you can succeed sometimes, but we're still here today because of our determination to keep moving forward. If you know your products and you know your customer, that's the most important thing." ■

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

KENNEBEC LUMBER *Continued from page 31*

The different sawmills Kennebec owns allows the individual locations to specialize in certain species and processes while still offering the diverse mix of products that customers want, Kendrew said. This means that Solon can concentrate on Red Oak for flooring while the Grantham mill and West Springfield concentration yard supplies customers' Hard Maple needs, among others.

The decision for Kennebec to operate its own trucks stems from the days when Denis' grandfather worked as a logger. Kendrew noted that tradition continued with the next generation as Denis' father grew the logging company, known as EJ Carrier. That division has 50-plus trucks for hauling.

Related business Carrier Timberlands provides 100,000 acres of Kennebec's timber base with 15 percent of its logs coming from there.

"Our experienced log procurement team is always making sure that we have a consistent supply of good quality logs coming through our mills," Kendrew explained. "We are very particular on where we actually are bringing in the logs for color and consistency."

All these safeguards for consistency's sake are what makes customers seek out the lumber stacks emblazoned with the big Kelly Green "K," he added.

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Kennebec's finished products prominently feature the company's big Kelly Green "K" symbol.



Cants continue through the process being cut by a Brewco resaw at the Tamworth facility.

fore, our customers know that when they receive a shipment, it's going to be exactly what they want, when they want it, load after load," he noted. "Consistency is key."

In the future, Kendrew foresees more product growth coming from services like proprietary grad-

ing and value-added processes that allows customers to get a better yield through Kennebec's facility.

"We are actually figuring out as we grow our business how do we make the pie bigger and satisfy our valued customers' needs first and foremost," he commented. "The relationships that we have are important to us and it's important to the customers, so we want to

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Pictured is a Brewco edger at Kennebec's Tamworth, NH, facility.



Kennebec's products remain out of the elements at the company's kiln-dried lumber warehouse in Solon.

continue to be able to supply them and at the same time supply our own growth with our vertical integration. The investment we make in the resource drives our firm's philosophy of continual reevaluation and reinvestment in facilities and equipment to improve the products we produce more efficiently. We are looking at solutions to accommodate those needs."

The executive management team for Kennebec consists of Denis Carrier, president; Robert Martin, chief financial officer; Marc Kendrew, VP of sales and marketing; Mark Gilbert, vice president of operations; Rachel Guilford, vice president of hu-

man resources; and Todd Plourde, vice president of log procurement.

Kennebec belongs to many industry associations, including the National Hardwood Lumber Association, the Kitchen Cabinet Manufacturers Association, the American Hardwood Export Council, the Hardwood Manufacturers Association, the New England Lumbermen's Association and the New England Kiln Drying Association. ■

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IHLA CONVENTION *Continued from page 35*

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The 2020 IHLA Convention and Exposition will be held Feb. 3-5 at the Indianapolis Marriott Downtown.

Learn more at www.ihla.org. ■

AHMI MEETING *Continued from page 54*

AHMI's team, Southeast Wealth Consultants, is one of the 400 retirement plan consultants designated by UBS.

Succession Planning

TJT Consulting was a primary sponsor of the 2019 Annual Meeting as well as a presenter. Owner David Jacobs discussed business succession planning options for Hardwood companies. The firm has become a Hardwood specialist by guiding owners and their families through the process of preparing for and completing business transitions.

TJT's Rob Case shared stories from companies who have benefitted from the programs. Jacobs said the company focuses on values-based objectives from the owners. These include:

- Retire to pursue personal goals
- Family harmony and legacy
- Maintaining the business culture
- Providing for employees
- Ability to take the business to next level
- And minimizing taxes

The TJT team develops a timeline to make certain all participants understand the goals and how each step will be accomplished. The process can take as little as three months if there is a sense of urgency.

Jacobs noted the TJT has worked with dozens of Hardwood companies and is financially committed to the industry.

Workforce Solutions In Appalachia

The Southwest Virginia Alliance for Manufacturing has workforce programs that help employers attract and retain staff in tight labor markets. At the AHMI meeting, Director Stephanie Surret said manufacturers are challenged with finding competent employees who are ready and willing to work.

The Alliance has found success in helping companies lure workers from retail settings, she said. One example was a restaurant worker who served Surret frequently and she recognized her customer service and work ethic. Surret connected the employee with a manufacturer who was seeking people willing to work and the connection has benefitted both.

Surret also encouraged employers to consider applicants with a criminal background or those who may be in a prison



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work release program. She said these people are often overlooked and can be valuable employees who want to work.

Hardwood Economic Impact

Hardwood Federation Executive Director Dana Cole discussed the recent Hardwood Economic Impact Study that found there are 1.8 million workers in the U.S. that are associated with the Hardwood industry. The gross domestic value of the products exceeds more than \$390 billion.

The study was funded by AHMI and 11 other Hardwood associations. It will be used to educate legislators, policy-makers and other industries of the tremendous impact of the Hardwood sector on the economy.

The full report is available from the AHMI office.

U.S. Economy In 2019

UBS Chief Financial Information Officer Jonathan Woloshin shared insight on the tariff war between the U.S. and China and other general economic trends in 2019. He said the tariff dispute will be resolved because both sides are invested in each economy. *(The day after Woloshin's remarks President Trump announced a delay in new tariffs.)*

Woloshin said there is a much more complex calculus with China and he hears people say China holds all the cards. He disagrees because China holds roughly a trillion dollars of U.S. debt.

"I believe it's Donald Trump, before he was president, was credited with this phrase. You owe the bank \$100, you have a problem. You owe the bank a million dollars, they have a problem. I've always loved that line," Woloshin said. "Any government that holds that much of our money, we're dependent on foreign governments to supply our debt. It is not a one way street."

Woloshin said the U.S. economy is slowing but after a very robust recovery. He said the long expansion does not have to end.

The AHMI Producers and Distributors Divisions held separate meetings. The Producers discussed log availability, labor issues and insurance. The Distributors heard a presentation from McGriff Insurance on the changes in the insurance marketplace.

The Annual Golf Tournament was held at the Jacaranda Golf Club in Plantation, FL. The winners were: Low Gross: 1st place – Webb Heintzelman; 2nd place – Joe Pryor; Low Net: 1st place – Brian Conklin; 2nd place – Dan Mathews; Long Drive: Jack Heintzelman; Closest to the Pin: Peter McCarty

The Annual Fishing Tournament was held on the Atlantic with sportfishing from chartered boats. There were a few fish caught and a great time had by all. On Saturday, participants headed to TopGolf Miami Gardens for fun and competition.

For more information, contact AHMI at (336) 885-8315 or info@appalachianhardwood.org. The presentations are available on the AHMI website.

The next meeting of the association is the 2019 Summer Conference on July 28-30 at the Greenbrier in White Sulphur Springs, WV. ■



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more difficult lately, but his company has been managing.

For a sawmill in Indiana, where they supply distribution yards and end-use manufacturers and exporters, a representative there put his market as below normal.

"Seems like there's in general an oversupply of kiln-dried lumber versus orders for them, and so that's putting downward price pressure on kiln-dried inventories. Everybody's fighting for orders. I think it's because the lumber that used to go to China is backing up and oversupplying the domestic markets."

Some of the decline probably stems from the time of year and the Chinese New Year, which always effects bookings, he acknowledged.

An abnormally warm winter with rain instead of snow has taken a toll on log supply, he added.

"It's really wet and muddy so it's effecting log availability — we're on the low side of comfortable," he reported. "We have half of what we'd like to have. We've probably got two to three weeks of log inventory."

Finding adequate transportation often presents challenges. This time, he understands from the company's shipping manager that container availability has been low and he's had trouble getting his hands on them. ■



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NORTHEAST

Continued from page 10

It helps his company that industrial products are moving well and holding up at good price levels, he added.

In terms of transportation, this source has seen the rates creep up again for trucking, but that situation isn't too bad.

Labor provides its own challenges. "It's difficult to find dependable labor who shows up and does the work that needs to be done."

A Vermont sawmill representative had to hope for a resolution to the tariff standoff that didn't add a 25 percent tax to his bottom line. This made him and other people in Hardwoods want to wait and see what would shake out as they continue to serve wholesalers.

Like other sources, he witnessed hesitation to purchase upper grades in Red Oak. The lower Oak grades seemed fine. He reported Maple as bumping along, and other offerings such as Hard and Soft Maple, Ash, Birch and Cherry, generally in 4/4, as doing fair.

This representative wouldn't want to see people try to replace Oak supplies with Soft Maple, because Maple can get overproduced.

In terms of log supply, he indicated the company has what it needs as they continue to build inventory. Though the region had experienced a notably wet season, that's straightening itself out.

Transportation has been available consistently, though cost has not gone down, he said. ■

SOUTHEAST *Continued from page 11*

He agreed China has drawn back from Red Oak. "With them not buying what they typically buy, that's made a bottleneck here on the upper grades."

Domestically, this firm supplies flooring mills, cabinet companies, moulding and trim manufacturers, concentration yards, distribution centers and some wholesalers. The American exporters seem to be struggling the most.

Exporting logs also gummed up the works for his company. That made it difficult to be competitive with log prices because the logs exporters "were able to pay a lot more because they were getting a lot more. It's putting a different kind of competition in the timber and log buying industry."

Another concern of his involves very low log inventory.

A lumber mill in Virginia is trying to avoid producing Red Oak since China isn't buying, a representative there commented. Until trade relations between the U.S. and China smooth out, she described her firm and the industry as in a "holding pattern."

This supplier normally offers Red and White Oak, Walnut and Poplar to end users, mostly overseas, and her White Oak strips are the best mover at this point. But little seemed normal to this source while the trade war with China was still undecided.

"Nobody's shipping to China," she said. "Nobody's buying."

Log supply also caused her concern, since there has been an unprecedented amount of rain stretching all the way back to last summer and fall in this mill's area.

"We have never had as much rain as we had this last year," she commented. "It's unreal. I had cabin fever in August because it rained all the time." ■

WEST COAST

Continued from page 11

the product they need to when they need to.

Customers still have optimism because the economy is still perceived as positive, but concerns remain, he said. These concerns are greater for sawmills because distributors can adjust and adapt their offerings and

their orders more quickly than the mill can retool its production.

A representative of a distribution yard in California that handles Walnut, Hickory and White Oak in all grades explained that his customers are waiting longer to make orders.

"The guys are waiting to pull the trigger more on the orders. Where normally the guy would give an order three months out, now he'll give it two to three weeks out," he noted. "So, if you have your inventory, you're okay, but if you don't have your inventory, you're in trouble. I've had more

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than one customer say that it's just taking longer to get the orders from their customers."

Demand for White Oak and Walnut is about the same now. "That seems to be what people want to put on floors," he commented.

A wholesale distributor representative in California reported that the markets are a "mixed bag" and "tepid" – a little worse than six months ago. For this company, the most popular products are FAS No. 2C in White Oak and Poplar.

He agreed with other sources that the general mood is

"wait and see."

No transportation issues are causing difficulties for this firm. ■

ONTARIO Continued from page 12

to get workers to use skills-training programs routinely, as part of their normal working lives, rather than waiting for a layoff or work crisis. She said the government would look at data from other G7 nations to see whether incentives like a tax credit for taking training in new skills "actually does result in people able to re-enter education or skills training."

The president of the Canadian Labour Congress, said the government should consider using the employment-insurance system to give workers funding and a right to take time off to upgrade or learn new skills. He said some employers do a good job of funding training for their employees, but most only "talk a good line."

The percentage of Canadian workers that researchers say are at high risk of being affected by automation over the next two decades varies from nine to 42 percent, depending on the study.

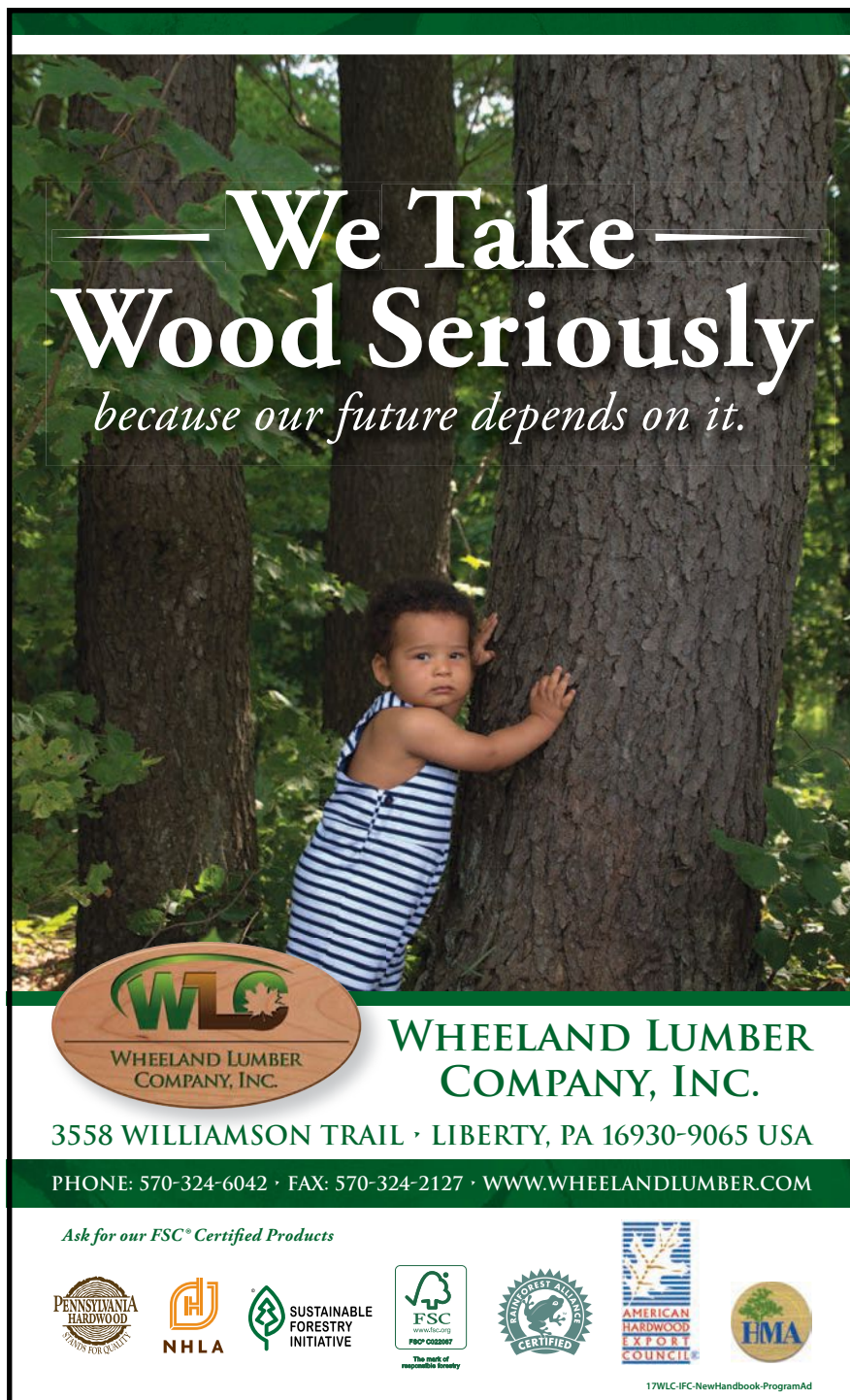
Federal officials who have spent years looking at the issue aren't sure if the disruption in the labor force they're expecting from smarter computers and robots will create enough jobs to replace the ones that are likely to be lost. ■

QUEBEC Continued from page 12

increase (9 percent). Pricing will rise for 54 percent averaging 8 percent. Thirty-five percent see profits rising (11 percent).

Sixty-five percent of respondents said the top challenge was controlling costs, followed by pressures on prices (61 percent) and filling skills needs/management talent (46 percent).

Other highlights from the survey: 67 percent of companies report most revenue comes from Canada, the U.S. (23 percent), Europe (2.9 percent), Mexico (1.9 percent) and China (1.3 percent); companies entering new markets over the next three years are favoring the U.S. (29 percent), Canada (26 percent) and Mexico (13 per-



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cent); 57 percent of respondents are focusing products, processes (56 percent) and technologies (47 percent).

Most of the surveyed companies (66 percent) fall into the small business category (under 100 employees); 23 percent are medium-sized (under 500); and 11 percent are large (500 or more). ■

NEWS DEVELOPMENTS

Continued from page 15

son as the new company's first president and CEO. Carson is a veteran of the flooring industry, which included seven years serving as Mohawk Flooring North America's president and 16 years in various roles with Armstrong World Industries.

Founded in 1989, American Industrial Partners, based in New York City, is a private equity firm that makes controlling investments in industrial businesses serving domestic and global markets.

The sale of the wood flooring segment will allow Armstrong Flooring to concentrate on luxury vinyl tile and vinyl composition tile markets, the news release said.

To learn more about American Industrial Partners, visit www.americanindustrial.com.

For more information about AHF Products, go to www.ahfproducts.com.

NWFA COMPLETES 37TH HOME WITH GARY SINISE FOUNDATION

St. Louis, MO—The National Wood Flooring Association (NWFA) has provided flooring for its 37th home in support of the Gary Sinise Foundation R.I.S.E. program (Restoring Independence Supporting Empowerment). The R.I.S.E. program builds custom, specially adapted smart homes for severely wounded veterans and first responders. The home dedication for United States Army Specialist First Class Caleb Brewer (Ret.) took place recently in Tucson, AZ. Flooring for the project was donated by NWFA members Palo Duro and Aacer Flooring.

SFC Brewer joined the Army in

2005 as an Intelligence Analyst in the Army Reserves. After a deployment to Iraq in 2008, he was selected to attend Special Forces training, earning his Green Beret in 2012. On Dec. 4, 2015, (his 31st birthday), Brewer was deployed in Afghanistan where he and his team were conducting a large-scale clearing operation focused on Sangin District in Helmand Province. Brewer and his team located a Taliban improvised explosive device



U.S. Army SFC Caleb Brewer, his wife Ashley, and daughters Evelyn & Emily.

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NEWS DEVELOPMENTS *Continued*

(IED) factory and began clearing the compound. As they did so, a pressure plate IED detonated beneath Brewer, resulting in the loss of both legs.

By the end of this year, 70 specially adapted smart homes will be completed or underway through the Gary Sinise Foundation R.I.S.E. program. To learn more about the program, contact the NWFA at 800-422-4556, or e-mail them at anita.howard@nwfa.org.

The National Wood Flooring Association is a not-for-profit trade organization, with more than 3,200-member compa-

nies world-wide, dedicated to educating consumers, architects, designers, specifiers and builders in the uses and benefits of wood flooring. [Learn more at www.nwfa.org](http://www.nwfa.org). ■

AHEC REPORT *Continued from page 18*

which have left 4/4 now 40 percent cheaper than European Oak. As Red Oak has been particularly impacted, the price gap with American White has also widened.

"Initially wet weather restricted harvesting, so the effect of the tariff was muted to some extent, but with colder temperatures supply has picked up and many mills with all their eggs in the Chinese basket have struggled. If the tariff is raised, and particularly as the Chinese currency has also devalued against the dollar, it will be that much more difficult, leading to possible cuts in production, even layoffs," reported AHEC technical consultant Neil Summers.

But, he added, mills and end users are exploring new opportunities for Red Oak. "It is being thermo treated which, of course, makes it more durable, but also very attractive and a natural substitute for U.S. Ash if supply continues to decline due to the Emerald Ash Borer," he said. "There is also a trend to painting Oak kitchen furniture, which also logically opens the way to more use of Red Oak around the world."

Resistance of European markets to the species, Summers feels, has been to an extent down to inertia and conservatism.

"It's more porous than White Oak, so not suitable for barrels! But it machines just as well and finishes perhaps better; it bends more easily and takes treatment well for external use. It can also perfectly well substitute a species like Meranti, with its similar density, permeability and grain."

Among the Red Oak showcase projects this year, leading designer maker Sebastian Cox will be making a circular bar area for the Wallpaper magazine Handmade feature at the Milan furniture show. "One of his innovations will be to force dye into the vessels of the wood under pressure," said Summers.

Additionally, AHEC will be working with Polish furniture designer Tomek Rygalik on a Red Oak show-

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piece, which it hopes to bring to the London Design Festival, and it will also be challenging students at the Building Crafts College to fashion a table out of the timber.

The latter project follows the success of AHEC's design initiative with students at Ryecotewood Furniture Centre in Oxford last year. Their challenge was to make a storage unit, also out of Red Oak. The students steamed, bent, planed, turned, oiled and stained the timber, transforming it into everything from a coffee table with a miniature oriental garden under glass to a shoe cabinet comprising painted woven red oak veneer strips. Interestingly the students said they'd be happy to use the timber again, as did Michael Jones, project architect on the Bloomberg building at Foster+Partners – and it used 37,160m² of Red Oak for the flooring, 1,858m² for the panelling and 1,350 m³ for the glulam.

As a design leader, what becomes popular in Europe traditionally leads the trend for the rest of the world for years to come. An increased design preference for Red Oak in the continent not only grows primary markets like Germany, Italy, Spain, and the UK, but encourage secondary markets like Vietnam, Malaysia, and India who export furniture to Europe to use Red Oak to stay on trend.

The next major airing for U.S. Hardwoods and Red Oak in particular will be the Interzum show in Cologne, Germany in May. Here AHEC will feature Red Oak exclusively on its stand while welcoming 27 U.S. companies to participate in the American Pavilion.

The aim at Interzum Cologne, as well as other shows and AHEC events in 2019, will be for more markets all over the world to discover the untapped potential of Red Oak, with the emphasis that there's never been a better time to do it. ■

HARDWOOD FEDERATION INFO *Continued from page 20*

It is also our hope that individual Hardwood company owners will use the data provided in this report to share information about the industry with their community and local officials. City councils, local zoning boards, mayor's offices...economic data regarding important industries is important at ALL levels of government, including those levels those of us sitting in Washington cannot reach. Please feel free to use this data to better inform local decision makers of what is often times an overlooked economic advantage in their own backyard.

The Hardwood industry economic impact study was conducted by Agribusiness

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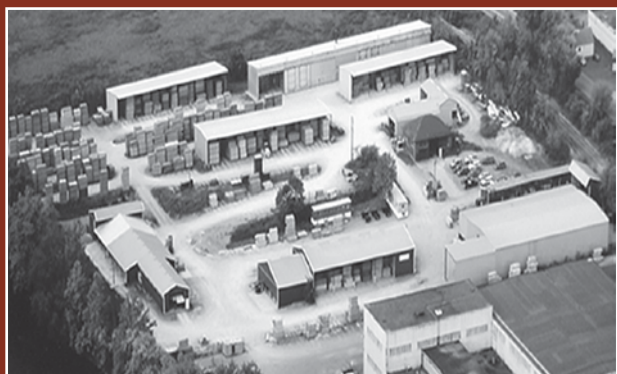
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WHO'S WHO IN HARDWOOD PURCHASING

RICK BUTLER is president of **Woodworkers Shop Inc.**, DBA Millworks and Pekin Hardwood, located in Pekin, IL.

Millworks and Pekin Hardwood is a manufacturer of flooring, mouldings and millwork, in addition to operating a Hardwood distribution yard that markets over 40 species of kiln-dried Hardwood lumber from around the world. Lumber is purchased in high grades in thicknesses of 4/4 up to 12/4. Total volumes of Hardwoods purchased annually come to over 250,000 board feet. The species range includes Red Oak, White Hard Maple, Poplar, Birch and Cherry (surfaced and straight-line ripped).

Butler graduated high school in 1977 and went on to graduate from college with a business degree in 1981, started working at Millworks and Pekin Hardwood 38 years ago and purchased the company in 1998. His first job in the forest products industry was right after college, working at a sawmill and learning the business from the ground up. He has experience in log tallying, running the chipper and edger, grading lumber on the green chain, running dry kilns, bookkeeping and also sales.

Millworks and Pekin Hardwood is a member of the National Wood Flooring Association, National Federation of Independent Business and the Better Business Bureau.

In his spare time, Butler enjoys fishing, golfing and reading the Bible.

Butler has been married to Nina for 37 years and the couple has two sons, one daughter and two granddaughters.

For more information, visit www.pekinhardwood.com.

FELICIA LEIBERER handles lumber purchasing, sales and marketing for **Leiberer Dimension Inc.**, located in Ferdinand, IN.

Leiberer Dimension is a manufacturer of Hardwood flooring, paneling, cabinets, dimension and furniture dimension. Leiberer Dimension purchases approximately 1.5 million board feet annually of primarily Hickory, but also Red Oak, Poplar and Sycamore (No. 1 and No. 2 Common and Better, 4/4 to 8/4, green and rough).

Felicia graduated from Purdue University in 2017 with a Bachelor of Science in Management degree and a Bachelor of Science in Marketing degree. She has worked in various positions at the family business from a young age, including handling paperwork, sales and marketing.

In her spare time, Felicia enjoys spending time with fam-

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

ily and friends, horseback riding, meeting new people and playing softball.

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

EDWARD ZIMMERMAN is co-owner of **Yellowstone Wood Products**, located in Thorp, WI.

Yellowstone Wood Products is a manufacturer of butcher blocks and cutting boards, Basswood pizza peels and Red Oak stair treads. The company purchases an annual total of over 1 million board feet of Hardwood lumber, including Hard and Soft Maple, Walnut, Cherry, Red Oak, Beech and Basswood (No. 1 and No. 2 Common, 4/4, kiln-dried).

Value-added services include custom shapes and sizes produced on Yellowstone's CNC router, free shipping on in-stock items and wholesale butcher blocks and cutting boards in truckload quantities.

Zimmerman has worked at Yellowstone Wood Products for 13 years, alongside fellow co-owner Noah Brubaker. Zimmerman handles lumber purchasing, sales, marketing and daily operations.

In his spare time, Zimmerman enjoys hobby farming. He has been married for 13 years and the couple has two sons and three daughters.

For more information, visit www.yellowstonewood-products.weebly.com.

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

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

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

Value-added services offered include the ability to custom match moulding profiles in various species and custom knife grinding.

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

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WHO'S WHO

CONTINUED

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

Additional information is available at www.lodi-lumber.com.

KEVIN SCHLINKMANN is president of **Witmer Furniture**, located in Abbotsford, WI.

Witmer Furniture manufactures solid Hardwood residential furniture. The company purchases approximately 900,000 board feet annually of Oak, Quarter-Sawn Oak, Birch, Cherry, Aspen and Poplar (No. 1 Common, 15/16, surfaced, 6 to 8 percent moisture content).

Schlinkmann has been with Witmer Furniture for nearly 28 years and has been president of the company for over 14 years. He began his career in the forest products industry in a sales/purchasing position in 1992.

Witmer Furniture was founded 38 years ago and has operated at its current location since 1995. The company

received a certificate of excellence in 1999 from the office of the governor of Wisconsin for manufacturing excellence. Witmer was also nominated for a Wisconsin Manufacturer of the Year award in 2001 and 2004.

In his spare time, Schlinkmann enjoys skiing and outdoor sports. He has been married to his wife for 23 years and the couple has two daughters.

For more information, visit www.witmerfurniture.com.

JACOB JULIAN is lumber buyer, as well as secretary and treasurer for **Julian & Sons Fine Woodworking**, located in Heber Springs, AR.

Julian & Sons Fine Woodworking is a manufacturer of high-end millwork and cabinetry, purchasing a total of approximately 125,000 board feet annually of American Black Walnut (FAS, No. 1 and No. 2 Common, mostly 4/4 with some 6/4 and 8/4).

Julian graduated from Heber Springs High School, located in Heber Springs, in 1991. He has worked at Julian

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& Sons since he was 14-years-old, when he started in the sanding and finishing department. Julian has spent a total of 31 years with the company and currently handles purchasing, administration, scheduling, installations and engineering of products.

In his spare time, Julian enjoys golf, basketball and fishing. He has been married to Jamie for 20 years and the couple has one son and two daughters.

More information can be found at www.julianand-sons.com. ■

HARDWOOD FEDERATION INFO

Continued from page 77

Consulting. Generous funding for the project was provided by NHLA along with the following Hardwood Federation members: the American Hardwood Export Council, the Appalachian Hardwood Manufacturers Inc., the Decorative Hardwoods Association, the Hardwood Federation, the Hardwood Manufacturers Association, the Indiana Hardwood Lumbermen's Association, the Kitchen Cabinet Manufacturers Association, the Lake States Lumber Association, the Maple Flooring Manufacturers Association, the

National Hardwood Lumber Association, the Railway Tie Association and the Wood Component Manufacturers Association. Additional support was provided by the Hardwood Market Report and the Pennsylvania Lumbermens Mutual Insurance Company.

The Hardwood Federation greatly appreciates the support of all those that participated in the execution of this project. We simply could not have done it without their financial contribution as well as the input and insight provided by the executives of each association as we moved through the process.

The Hardwood Federation was established as a coordinating body within the industry to represent common interests on federal policy Washington D.C...a mandate I am proud to continue. The economic impact study project is a natural extension of our daily activities on the Hill: identifying unifying goals, gathering supportive industry and association leaders, jointly developing solutions and serving as an organizing body for implementing those solutions. The result is a product that has far reaching value beyond one company or one organization. I look forward to continuing to work with all the wonderful members of the Hardwood community to identify future ways to serve the industry in this manner. ■

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- 3.) We offer 600,000 board feet of fan shed inventory at all times, to provide efficient service to our customers. Kepley-Frank maintains an air dried inventory of 15,000,000 plus board feet of all species, to ensure back up inventory for our customers.



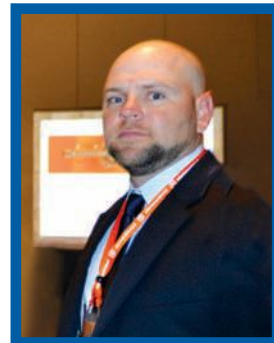
This is an inside view of one of Kepley-Frank's sawmills cutting a large log. The firm cuts lumber in 4/4 through 8/4 thicknesses.

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TRADE TALK



Kris Long



Zack Rickman

ATLANTA, GA— Atlanta Hardwood Corporation, parent company of AHC Hardwood Group, recently announced two promotions, that of Zack Rickman to vice president of operations and Kris Long to vice president of national sales.

Rickman brings much experience to his new role. His involvement with the company began with a summer internship and went on to include moulder operator, NHLA-certified grader, rough mill supervisor, procurement agent, sales support and general manager.

As vice president of operations, Rickman will be responsible for production at four lumberyards, including remanufacturing and millwork facilities, distribution, production personnel and capital expansions.

Rickman is based out of AHC Hardwood Group, North Georgia, home of White County Mouldings and the production location for VikingWood™ thermally modified Hardwood.

"Zack provides AHC Hardwood Group with tremendous production knowledge, including green supply and lumber through finished millwork," said Hal Mitchell, president of Atlanta Hardwood Corporation. "We are excited about the opportunity to leverage his success with our White County Mouldings facility to expand value-added, vertical integration to our other facilities."

Rickman and wife Ashley reside in Cleveland, GA, with children Reese and Wyatt.

Long brings 25 years of experience to the position of vice president of national sales as he manages both U.S. and Canadian sales.

Starting as an entry-level lumber stacker in 1993, Long worked his way through the organization as tally person, lift operator, shipping manager, distribution sales and national sales representative.

His knowledge of production and sales complements a strong work ethic and natural sales ability, Mitchell said. "Kris adds a new level of depth to our sales management team. His understanding of industry needs and our per-

AN UPDATE COVERING THE LATEST NEWS ABOUT HARDWOOD SUPPLIERS/VENDORS

ceived value allows him to build partnerships with our customer base and respect within the sales team. We are excited about the new level of communication that Kris brings our sales team to ensure our customers receive top-level service, quality and dependability.”

Long is based in the AHC Hardwood Group Huntersville office. He and wife Elyse, their children, Jackson, Davis and Lydia, reside in Huntersville, NC.

AHC Hardwood Group specializes in wholesale and commercial sales of domestic Hardwoods, softwoods, imported lumber, including exotic African Hardwoods and mouldings. Since 1952, Atlanta Hardwood Corporation has grown to be one of the largest groups of kiln drying concentration yards in the eastern U.S., processing and distributing more than 65 million board feet of premium Hardwood lumber each year. The company offers more than 60 species of domestic and imported lumber, making available some of the most desired species from around the world to address the needs of distributors, architects, designers and manufacturers.

For more information about Atlanta Hardwood Corporation, go to www.hardwoodweb.com.

SOUTH SHORE, KY— Graf Brothers Flooring and Lumber, located here, has added four new White Oak products to provide a more diverse array of top-notch lumber to meet manufacturers’ needs.

The new products include Redi-Made Blanks, Super Prime Blanks, Common and Better Full Length Blanks and Sawn Lamellas.

- Redi-Made Moulder Blanks are manufactured to a customer’s exact specifications through a unique process that allows the customer to purchase the known yield. Super Prime Moulder Blanks are similar but at eight foot and longer lengths. Both products are ripped on two edges to the half inch, tallied on the net face, surfaced to 15/16ths of an inch and defected to meet flooring grades.

- Common and Better Full Length Moulder Blanks offer a high yield and are designed to increase a customer’s “through-put” without having to run shorts through their moulder.

- Sawn Lamellas can be cut and fully dried on the same day at Graf Brothers. The new state-of-the-art dryer takes the waiting out of engineered products, according to a Graf Brothers spokesman, Chris Moore, sales representative. Sawn Lamellas come in two grades, AB and CD, and several widths and lengths.

Graf Brothers, owned and operated by Dave and Greg Graf, will offer these new products alongside its traditional lumber and flooring supplies.

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TRADE TALK CONTINUED

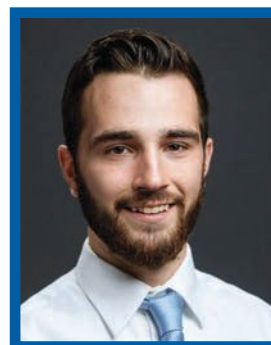
Opened in 2003 on the banks of the Ohio River in Northeastern Kentucky, Graf Brothers is among the world's largest manufacturer of Rift and Quartered lumber.

For more information about Graf Brothers, go to www.grafbro.com.

LOGANSPORT, IN— Brian Gibson recently joined the sales team at Cole Hardwood Inc., headquartered here.

Gibson graduated in May 2018 from Bethel College, located in South Bend, IN, with a bachelor's degree in exercise science. His first job in the forest products industry was at Cole Hardwood pulling lumber on the yard, where he also learned lumber grading and the uses for different species. Gibson then transitioned into a sales role and now covers sales areas in Michigan, Illinois and northern Indiana.

Gibson remarked, "I'm very excited

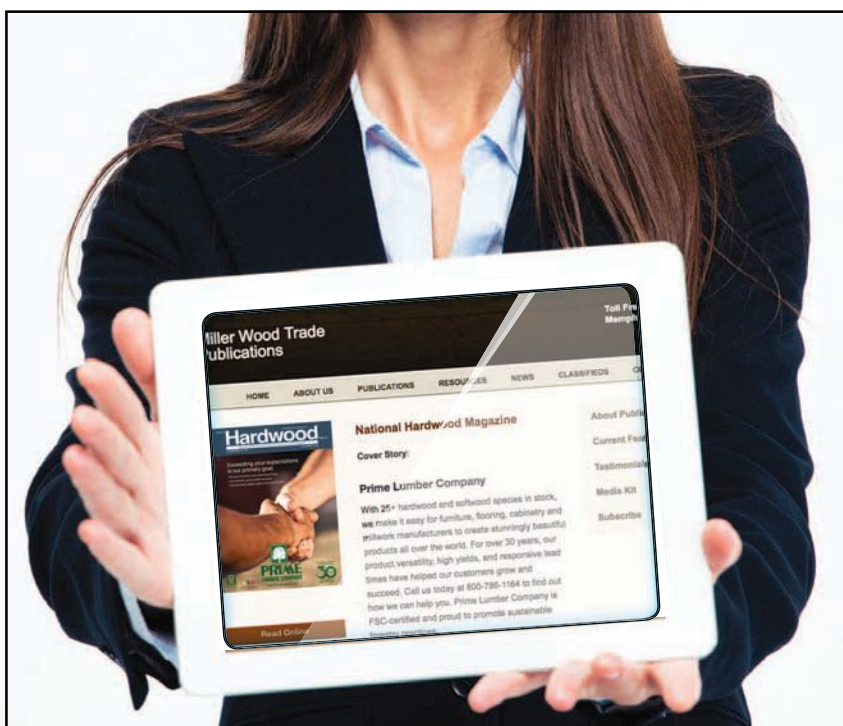


Brian Gibson

to pursue my career in the forest products industry. It means a lot to play a part as the next generation coming into the Cole Hardwood family."

In his spare time, Gibson enjoys fishing, hunting, running, participating in triathlons and generally staying active.

Cole Hardwood has 1.3 million board feet of kiln capacity and maintains an average inventory of 12 million board feet of Hardwood lumber. Species available include Ash, Basswood, Beech, Birch, Cherry, Elm, Hackberry, Hickory, Hard and Soft Maple, Red and



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White Oak, Poplar, Walnut and Sassafras. Thicknesses range from 4/4 all the way to 16/4 in some species.

Cole Hardwood has an on-site rail spur and container loading capabilities. Deliveries by their own trucks are offered within a 300-mile radius of the Logansport yard, and they assist with scheduling commercial trucking outside of that radius.

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

CLACKAMAS, OR—Deer Park Lumber of Tunkhannock, PA, recently started up a Walnut Steamer installed by American Wood Dryers, LLC, located here. Deer Park Lumber acquired the steamer to add value to their high-quality Northern Appalachian Hardwood supply.

The steamer and the controls supplied by American Wood Dryers has a 25,000 board foot capacity and is fabricated in stainless steel.

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

Located in the Endless Mountains of Pennsylvania, Deer Park Lumber Inc. is a second-generation family owned Hardwood sawmill that purchases native Hardwoods such as Red Oak, White Oak, Cherry, Ash, Hard and Soft Maple, Beech, Birch, Poplar, Basswood, pine and hemlock from private woodlot owners and ship kiln-dried lumber domestically and internationally.

To learn more about Deer Park Lumber, go to www-deerparklumberinc.com.

More information about American Wood Dryers is available at www.drykilns.com.

NEWALD, WI—Cleereman Industries Inc., headquartered here, recently expanded its engineering department to meet customers' installation needs, according to Paul Cleereman, vice president of the sawmill equipment manufacturer.

This allowed the company to provide "everything from a single piece to turn-key mill projects," he explained. "The industry seems to be moving towards the one-stop shop mentality. We continue to do more new mill projects where we take care of everything from the ground up including engineering of cement work along with building and all equipment."

Cleereman's recent installations include:

- Ashland Mat LLC, Ashland, WI, a unit of Beasley Forest Products Inc., operates a Hardwood sawmill that produces

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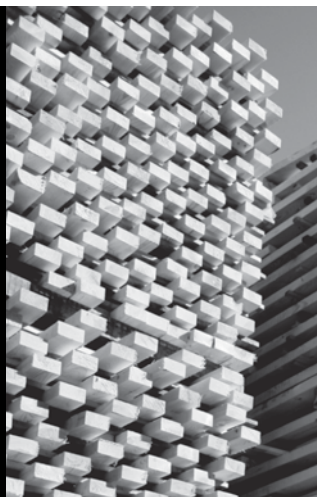
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TRADE TALK *Continued*

timbers for access mats, grade lumber and residuals including chips, sawdust and bark.

At Ashland Mat, Cleereman made carriage line installations including a HS-380 carriage, a Heavy-Duty Track Frame, a 75 H.P. Hydrostatic Carriage Drive and a Dual Tensioner. General Manager Dan Petras said he's very pleased with Cleereman's pre-installation planning, oversight during the installation and the training and follow up provided by the equipment supplier.



Paul Cleereman

- Meister Log and Lumber, Reedsburg, WI, a division of Midwest Hardwood Corp.— installed a Cleereman LP-42 Carriage, a Heavy Duty Track-Frame, a 100 H.P. Hydrostatic Carriage Drive, a Dual Tensioner, a Model 36" Bar Log Turner and a Cornerless Sawyers Cab.

The Cleereman HD-852 Debarker, the company's most recent product, has been installed at American Hardwood Industries, West Point, VA; Graber Lumber and Logging, Spencerville, IN; and Manitou Forest Products, Emo, Ontario, Canada.

Other recent Cleereman carriage line installations have been at:

- Difficult Creek Lumber, Scottsburg, VA—a LP-42 Carriage and a Cornerless Sawyers Cab with Controls
- Turman Sawmill, Hillsville, VA—a LP-48 Carriage, a Heavy Duty Track Frame, a 100 H.P. Hydrostatic Carriage Drive, a Dual Tensioner, a Model 36" Bar Log Turner
- Miller Sawing and Timber, Millersburg, OH—a LP-42 Carriage, a Heavy Duty Track Frame, a Cornerless Sawyers Cab and a Dual Tensioner

As to Cleereman Lumber-Pro installs, they include:

- Stephens Hardwoods, Huntsville, TN—a model ST-62" Lumber-Pro Thin Kerf Band Mill, Heavy Duty Log Decks, log hauls, a metal detector, a high-speed sorting line, a cant and tie line and a complete substructure package for under the entire mill
- Trackside Hardwoods, Marquand, MO—a ST-62" Lumber-Pro Thin Kerf Band Mill, log decks and transfers, a high-speed sorting line and a Debarker Cab.

"We continue to expand our product lines and take great pride in all our equipment," Cleereman said. "Customer service has always been our top priority and we would like to thank all our loyal customers."

More information is available at www.cleereman.com.

OMAHA, NE—Andy Nuffer has joined DMSi as the new business development manager for the TallyExpress system, company officials recently announced.

To his new position, Nuffer brings more than a decade of experience in the forest products industry, during which he designed and implemented strategic sales, business de-

velopment and operational planning throughout the industry. After starting his career with Baillie Lumber Company, Nuffer has served in leadership roles at Thompson Mahogany Company, Robinson Lumber Company and most recently at Bill Hanks Lumber Co., Inc.

TallyExpress is an end tally mobile phone app, DMSi officials noted. It puts machine learning technology within reach of Hardwood businesses at a price any sized operation can afford.

"What attracted me to this product when I was running mills and yards is that I could have anyone tallying and be confident in their results. It would free up my main tally guys time to help in other parts of our operation. Additionally, TallyExpress provides more consistent tallies while providing better mobility and faster results than every other system I've ever used. In my opinion, this technology can help everyone in this industry," Nuffer said.

Nuffer's responsibilities at DMSi include business development and sales in connection with TallyExpress. He will work remotely from North Carolina.

DMSi Software provides a complete platform for inventory, accounting and order management. They have served lumber and building materials businesses exclusively for over four decades.

For more information about DMSi, go to www.dmsi.com.

CRESTVIEW, FL—Sawmill MD, located here, has recently completed the second installation of the Danfoss High-Pressure Mist system for dust control on the Lumber Pro primary breakdown system from Cleereman Industries Inc. of Newald, WI, at the sawmill owned by Palettes by Winesburg in Dundee, OH.

Bingaman & Son Lumber Inc.'s mill in St. Marys, PA, was the first Lumber Pro system where Sawmill MD added the Danfoss system, according to a news release from



Andy Nuffer



Duncan Ferguson



Mike Ballard

Sawmill MD. Both mills have seen a significant reduction in airborne particles, which improves air quality, working conditions and reduces cleanup.

In addition to the Lumber Pro, Sawmill MD also has

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TRADE TALK *Continued*

added the dust suppression system to chippers/screens/cyclones, trimmers, bark conveyors and other equipment in these and other mills.

Contact Mike Ballard or Duncan Ferguson at SawmillMD@mindspring.com for more information on the Danfoss High-Pressure Mist system.

LOUISVILLE, MS— Taylor Machine Works Inc. has a new partner joining the "Big Red Team."

Hal Nowell, Director of Sales, stated, "I am excited to announce the addition of Welch Equipment Company, Inc. as a new authorized Taylor Dealer. At the helm of this company is the Rice family who are backed by an energized and aggressive sales and marketing team that is dedicated to service and support for large equipment. Welch Equipment Company is a dynamic asset to enhance the already impressive Taylor dealer network."

Like Taylor Machine Works Inc., Welch Equipment Company is a family owned company and shares the same values of hard work and is dedicated to their customers. Located in Denver, Colorado, Welch Equipment Company will serve Taylor customers for the state of Colorado, along with the counties of Daggett, Uintah, Duchesne and Carbon in North East Utah.

For more information on Welch Equipment Company, Taylor Machine Works Inc. or any Taylor Authorized dealers, visit www.taylorbigred.com.

LEXINGTON, NC— SII Dry Kilns, headquartered here, recently announced the promotion of Ben Mathews to vice president.

Before working in the family business, Mathews graduated from High Point University in Computer Information Systems in 2002.

He has been employed with the company for the last 17 years in multiple roles. He began in the controls department learning the various aspects of kiln controls, from building electrical panels to on-site commissioning of projects.

After several years, Mathews moved to engineering where he developed a keen interest in design and 3-D graphics. He has continued the engineering and design work while taking on the additional responsibility of production manager.

"I am proud of the work ethic and interest Ben has shown over the years here and am very confident that he, his cousin Brian and his sister Mary will help lead this company successfully for years to come," said SII President Dan Mathews, Ben Mathews' father.

Ben Mathews and wife Whitney have one son, Rory,



Ben Mathews

and live in Greensboro, NC. He enjoys golfing, skiing, sports, music and coaching his son's basketball team. **He can be reached at benmathews@siidrykilns.com or 1-800-KILNDRY (800-545-6379).**

BREWER, ME- Nyle Systems LLC, located here, recently installed two dehumidification (DH) dry kilns at Atlanta Hardwood Corp. in Crystal Spring, PA, according to Jeremy Howard, president of sales and marketing.

With the newly purchased DH kilns, Atlanta Hardwood is now able to dry Oak in 27 to 28 days from green, saving them two or three days per charge. The company specifically purchased these two DH kilns for their efficiency and quality.

Atlanta Hardwood has eight kilns on site in Crystal Spring, all of which have been retrofitted to use Nyle Systems' controls. The two new units have a 50 MBF capacity.

Nyle's DH kilns feature Kiln Control Systems, which allow operators to access their kiln drying schedules and information remotely from a mobile device or computer. This way, customers can set up a custom drying schedule, no matter the species they want to dry.

Nyle Systems, with over 40 years' experience in the lumber industry, has made their mark as a leading manufacturer of dry kiln solutions. Nyle also offers solutions for dehumidification and climate control of commercial and industrial facilities. Nyle Systems has sold more than 6,500 kilns worldwide to date.

Nyle Systems is dedicated to providing their customers with quality products that not only meets their needs, but reduces the cost of drying, according to a company statement.

For more information about Nyle Systems, go to www.nyle.com. ■



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NAFF BULLETIN *Continued from page 22*

salesperson, or a general laborer, there is a viable career path available in the forest industry.

As the NAFF branches out, taking on new challenges that will impact the forest products industry, the comprehensive plan to educate builds upon the nonprofit's sturdy foundation. At its core, the NAFF is dedicated to promoting wood as the abundant, natural and renewable resource that it is, and advocating for the industry's future.

NAFF invites all industry professionals to get involved at northamericanforestfoundation.org. ■

In — Memoriam



Ennis Jefferson "E.J." Hurdle Jr.

Ennis Jefferson "E.J." Hurdle Jr., age 85, resident of Collierville, TN, and husband of Elizabeth Hurdle, recently passed away.

E.J. was born September 25, 1933 in Slayden, MS, the son of Ennis Jefferson Hurdle Sr. and Johnnie Kate Williamson Hurdle. He moved with

his family at an early age to Fayette County, was a graduate of Fayette County High School and attended Mississippi State University. He served his country in the United States Navy as a ship machinist. Using his God-given gift of machinery design, in 1969, E.J. opened Hurdle Machine Works Inc. in Moscow, TN, and was the Founder, President, and Head of Engineering for over 45 years. He was a member of Collierville United Methodist Church and enjoyed designing new machines, fishing, shooting, hunting and traveling.

E.J. is survived by two sons, Jefferson Logan Hurdle (April) of Rossville, TN, and John Harvey Hurdle (Laine) of Rossville, TN, and five grandchildren.

In addition to his parents, he was preceded in death by his sister, Sylvia Charlene Hurdle. ■

NHLA NEWS *Continued from page 24*

el of exhibiting company experts and conference attendees. Scheduled as part of the exhibit showcase, you won't have to go far to find an in-depth conversation on the key issues affecting your business and, in the end, the appropriate solution.

Additional speakers, industry panelists and education programs of the 2019 NHLA Annual Convention will be announced in the coming weeks. Online convention registration will open in mid-April.

For more information about the NHLA Annual Convention & Exhibit Showcase, visit www.nhlaconvention.com. ■

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Abenaki Timber Corporation.....	Hardwood Forest Foundation	Oakcrest Lumber, Inc.....87
Air Systems Mfg. of Lenoir, Inc.....	Hardwood Forestry Fund.....	O'Shea Lumber Co.....84
Ally Global Logistics.....14	Hardwood Manufacturers Assoc.	Pennsylvania Lumbermens Mutual
American Built Machinery Company.....	Hartzell Hardwoods, Inc.....	Insurance Company.....56
American Wood Dryers, LLC.....	Hermitage Hardwood Lumber Sales, Inc. ...FC	Peterson, Keith D., & Co., Inc.....86
ANCHORSEAL.....83	HHP, Inc.64	Pierce Construction and Maintenance Co.
Atlanta Hardwood Corporation.....	Holmes & Co., Inc.81	Inc.17
Autolog Sawmill Automation.....	Hurdle Machine Works Inc.....69	Pike Lumber Co., Inc.IBC
Banks Hardwoods Inc.25	Independence Lumber, Inc.	Prime Lumber Company.....
Beard Hardwoods.....70	Irving, J.D., Limited13	Primewood.1
Beasley Forest Products, Inc.	ISK Biocides, Inc.76	Progress Industries Inc.....
Bingaman & Son Lumber, Inc.....	JoCo Lumber, Inc.88	Quabbin Timber Inc.....
BioLube, Inc.3	Johnson Brothers Lumber Co.....	Ram Forest Products, Inc.....
BOLDesign, Inc.....	Jones, Ron, Hardwood Sales, Inc.78	Rives & Reynolds Lumber Co., Inc.....
BPM Lumber, LLC.....	Josey Lumber Co., Inc.88	Robinson Lumber Company.....
Breeze Dried Inc.67	Kamps Hardwoods, Inc.....77	Rosenberry, Carl, & Sons, Lumber, Inc.
Brewco, Inc.57	Kentucky Forest Industries Assoc.	Rustic Wood Products.....
Brunner-Hildebrand Lumber Dry Kiln Co....	Kepley-Frank Hardwood Co., Inc.82	Salem Equipment.....60
Buckman Laboratories Int'l., Inc.....	King City Forwarding USA, Inc.23	Sawmill MD.....
Carbotech International.....65	Kretz Lumber Co., Inc.	SII Dry Kilns.....
Cardin Forest Products LLC.....IFC	Lawrence Lumber Company Inc.59	Sirianni Hardwoods, Inc.....
Cersosimo Lumber Co., Inc.....BC	Lewis Controls, Inc.....	Sitco Lumber Co. OHC.....
Church, Bryant, Hardwoods, Inc.....68	Lewis, Dwight, Lumber Co., Inc.86	Smithco Manufacturing, Inc.
Clark Lumber Co.....	Limbo.....	Snowbelt Hardwoods, Inc.....
Cleereman Industries.....	Lucidyne Technologies Inc.....	Southern Forest Products Assoc.
Cole Hardwood, Inc.9	Lumber Resources Inc.....	Stiles, A.W., Contractors, Inc.....79
Collins.....73	Lussier, Simon, Ltd.15	Taylor Machine Works, Inc.
Cooper Machine Company, Inc.	MacBeath Hardwood Company.....	Taylor, Ralph, Lumber Co., Inc.
Corley Manufacturing Co.....	Maine Woods Company.....	Thompson Appalachian Hardwoods.....71
Cramer, W.M., Lumber Co.	Mars Hill, Inc.	Thompson Hardwoods, Inc.
Cummings Lumber Co., Inc.....8	Maxwell Hardwood Flooring.....	Tigerton Lumber Co.61
Danzer Lumber North America, Inc.	McDonough Manufacturing Company.....	TMX Shipping Co., Inc.....
Deer Park Lumber, Inc.....	Mellott Manufacturing Co., Inc.	Transit King City/Northway
Devereaux Sawmill, Inc.....	Meridien Hardwoods of PA., Inc.....62	Forwarding Ltd.23
Distribution Management Systems, inc.	Midwest Hardwood Corporation.....	TS Manufacturing.....72
(DMSi).....5	Midwest Walnut Company.....	Tuscarora Hardwoods, Inc.....88
Eastern Lumber Corp.....	Miller, Frank, Lumber Co., Inc.	U-C Coatings, LLC.....83
Fields, Walter M., Lumber Co.	Missouri-Pacific Lumber Co.	USNR.....
Fitzpatrick & Weller Inc.87	Mueller Bros. Timber, Inc.	Vacutherm Vacuum Lumber Dryers.....63
Forestry Systems, Inc.	Neff Lumber Mills, Inc.	Voice Directed Tally Systems Inc.....
GF Hardwoods, Inc.....	Netterville, Fred, Lumber Co.	West Plains Resaw Systems.....
GEMPAINT.....83	New River Hardwoods, Inc.	Western Hardwood Association.....
Graf Bros. Flooring & Lumber.....19	Northern Hardwoods.....75	Wheeland Lumber Co., Inc.74
Granite Hardwoods, Inc.85	Northwest Hardwoods, Inc.	White, Harold, Lumber, Inc.
Granite Valley Forest Products.....	Nyle Systems, LLC.....58	Williams, R.J., Inc.66

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

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