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Hardwood

Magazine

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

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CHRISTMAS BUYER'S GUIDE 2018



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Holidays from*

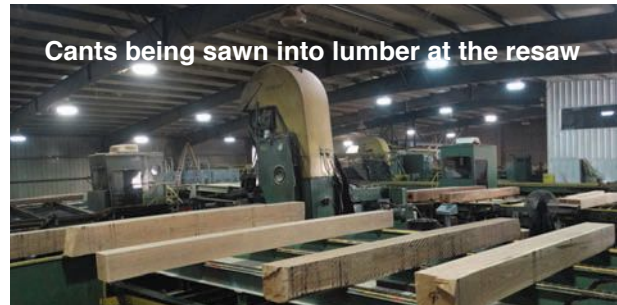
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National Hardwood Magazine

Christmas 2018

Volume 92 No. 12

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About The Cover

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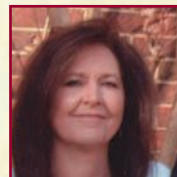
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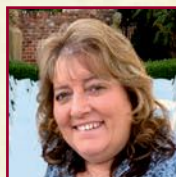


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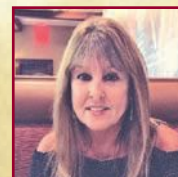


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Green Book's Softwood Marketing Directory • The Softwood Forest Products Buyer
Import/Export Wood Purchasing News • Imported Wood Purchasing Guide
Forest Products Export Directory • Dimension & Wood Components Buyer's Guide

HARDWOOD CALENDAR

January 2019

Appalachian Lumbermen's Club, Meeting, The Grove Park Inn, Asheville, NC. Find details at: www.lumberclub.org. Jan. 8.

Tupelo Furniture Market, Tupelo, MS. Details available at: www.tupelofurnituremarket.com. Jan. 10-13.

Lake States Lumber Association, 2019 Winter Meeting, Appleton, WI. Visit www.lsla.com for details. Jan. 16-18.

Surfaces, Mandalay Bay Convention Center, Las Vegas, NV. Learn more at: www.intlsurfaceevent.com. Jan. 23-25.

February

Indiana Hardwood Lumbermen's Association, 2019 Convention, Indianapolis Marriott Downtown, Indianapolis, IN. Learn more at: www.ihla.org. Feb. 4-6.

NAHB International Builders' Show, Las Vegas Convention Center, Las Vegas, NV. Details at www.buildersshow.com. Feb. 19-21.

Appalachian Hardwood Manufacturers Inc., 2019 Annual Meeting, The W Hotel, Fort Lauderdale, FL. Visit www.appalachianhardwood.org. Feb. 20-24. ■

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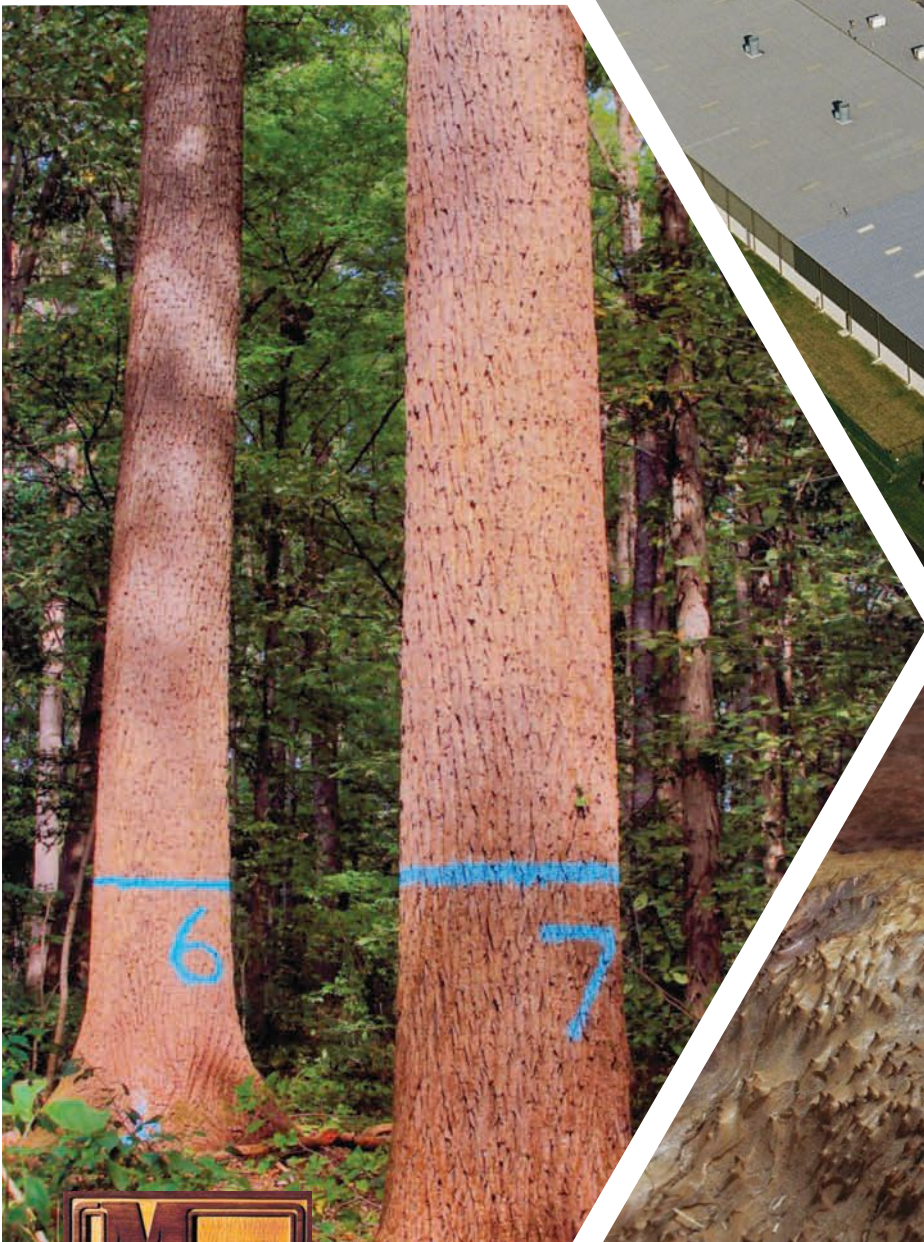
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From our eight sawmills we cut a variety of Appalachian Hardwood concentrating heavily in crosstie length. We focus on 4/4 and 5/4 lumber in all grades. Poplar is cut 4/4-6/4 down to pallet cants. Our stave mill produces Bourbon staves and heading, and we buy pulpwood by the ton.

*Contact Henry Christ for your
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climbed down, life never
again was to be quite so
simple...yet only then did the
tree get truly appreciated. For
here was food and fuel and shelter.
Then a weapon, a tool, a wheel - and
transportation. And now it's floors, doors,
veneers, piers, baskets, caskets...rubber for
gaskets. It's a handle for brooms, shovels, rakes...
syrup on pancakes. It's paper and paints...
tars, spars, boxes and boxcars...storage bins and
bowling pins. It's toothpicks and matchsticks...even
plastics...material for distillation, lamination, insulation,
windows for ventilation, and a thousand and one other
we-can't-do-withouts. Yet few people look at a tree in the same
way. To the small boy it's a favorite and strategic place...
where you build a treehouse, spot a woodpecker,
cut slingshots and fishpoles, hang old tires and
climb for fun. To the naturalist it's probing a fascinating world of buds,
blossoms, bark, needles, cones and leaves...spectacles of color...
and some 1,035 domestic species. (Yet to a baseball player it's as simple as a
stick of second-growth ash, sized and shaped to "feel like a million.") To the artist
it's inspiration...alone on a windswept hill, timberline patchwork on a mountainside,
thick and verdant in a valley. To the homeowner it's beauty and shade and property
value...also digging, planting, pruning, edging, feeding and a lot of other weekend work.
To the hobbyist and craftsman it's a new bookcase, picnic table, paneled den, plywood
shelves...a chance to become downright "immortal." To the timberman it's a bustling big
business, measured by cords and board feet. But most of all, a tree remains what
it was in the first
place...man's
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NEWS DEVELOPMENTS

LUXURY FURNITURE MANUFACTURER DAVID EDWARD ACQUIRED BY KIMBALL

Kimball, based in Jasper, IN, recently completed the acquisition of David Edward, a furniture manufacturer headquartered in Baltimore, MD.

David Edward designs and manufactures a wide variety of solid Hardwood furniture products, such as casegoods for hospitality, corporate and healthcare environments. The company's Aussie Collection is manufactured from solid Maple.

David Edward was founded in 1963 when Edward G. Pitts acquired the assets of a bankrupt furniture manufacturing company in Baltimore. He named the company after himself and his first born son, David.

Kimball is one of three subsidiaries of Kimball International Inc. The other two are NATIONAL and Kimball Hospitality. Each division has a category of furniture that it produces and they include office, health and education.

"We were inspired by David Edward's employees' commitment to quality and their incredible tailoring skills, which integrate the most technical and architectural aspects of furniture design," stated Mike Wagner, president of Kimball. "We will further invest in David Edward and build their brand by broadening their ancillary furniture portfolio with the goal of making David Edward the premier source of upholstery products for architects and designers."

David Edward will continue to operate independently, selling through their existing network of independent reps and authorized dealers.

More information can be found at www.kimball.com and www.davidedward.com.

USDA ANNOUNCES \$8 MILLION TO EXPAND WOOD PRODUCTS AND WOOD ENERGY IN THE U.S.

The United States Department of Agriculture's Forest Service invites grant applications for projects that expand wood product and wood energy markets, reduce wildfire risks and improve forest health. Applications will be accepted through January 23, 2019.

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

Grants provided through the agency's Wood Innovations Program simultaneously boost local economies while helping make communities safer through the reduction of hazardous fuels on the landscape.

In 2019, the program will invest up to \$8 million in projects designed to have a long-term impact on both Forest Service and other forest lands. Funding is available to support a diverse range of activities, such as completing the engineering designs, cost analyses and permitting necessary in the final stages of commercial construction projects that use wood as a primary building material; establishing Statewide Wood Utilization Teams and Statewide Wood Energy Teams; and developing clusters of wood energy projects in a geographic area.

Since 2005, over 310 grants have been awarded to small businesses, non-profits, institutions of higher education, tribes, states and local governments to promote the economic and environmental health of communities. Since 2013, this funding has also helped establish 10 Statewide Wood Utilization Teams and 22 Statewide Wood Energy Teams that collectively expand and support wood products and wood energy markets.

The deadline for submitting grant applications is January 23, 2019. **Information on how to apply is available at www.fs.usda.gov/naspf/programs/wood-education-and-resource-center/wood-innovations-home.**

NEW HAMPSHIRE ACCEDES TO EAB'S PROGRESSION

New Hampshire has joined New York as one of the most recent states to cease regulation of Ash wood products' movements across county lines within the state. In New Hampshire, for over five years there have been bans in place on the transportation of Ash logs, firewood and other products to counties that have quarantines in place due to the fear of fostering the spread of the Emerald Ash Borer (EAB).

A campaign titled "Burn it where you buy it" was started in 2015 as a way to combat the spread of the invasive EAB through encouraging local sales of firewood.

There are several states which are actively maintaining quarantines. Maine is among them. A statement from

Please turn to page 77



For more than 20 years, **Thompson Appalachian Hardwoods** has manufactured and exported the **highest-quality** Appalachian hardwood lumber and logs. With control of raw material from the forest, Thompson Appalachian Hardwoods guarantees a consistent, **high-quality** product from start to finish.

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HMA UPDATE

INDUSTRY SUPPORT AND COLLABORATION

Each year at this time, HMA recognizes the many companies which have provided financial support to **HMA's Education/Promotion Campaign**, developed to give the Hardwood industry a unified identity, and **The American Hardwood Information Center** (AHIC), HardwoodInfo.com, the authoritative resource for consumers and building professionals seeking factual information about American Hardwoods.

It is through this kind of industry support and collaboration that our efforts to inspire a renewed preference for American Hardwood products are able to con-



tinue. And that promotional endeavors such as: a Hardwood feature television segment on The Learning Channel's ***Make This Place Your Home***, AHIC's participation at the New York **Field + Supply Craft Fair**, the upcoming American Hardwood Design Competition, in conjunction with the Pratt Institute Graduate School of Industrial Design, and quarterly editorial news releases are possible.

And so, for the period November 1, 2017 through October 31, 2018, we offer a hearty

thank you to these generous contributors:

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- USNR
- W.M. Cramer Lumber Co.

If your company name does not appear here, but going forward you would like it to, simply give me a call at 412-244-0440 or send an email to ljovanovich@hardwood.org. I look forward to hearing from you. ■



BY LINDA JOVANOVICH,
EXECUTIVE VICE PRESIDENT,
HARDWOOD MANUFACTURERS ASSOCIATION,
PITTSBURGH, PA
412-244-0440
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Merry Christmas

from

Kepley-Frank Hardwood Co., Inc.!

ABOUT OUR SAWMILL, PLANER MILL AND LUMBER INVENTORY

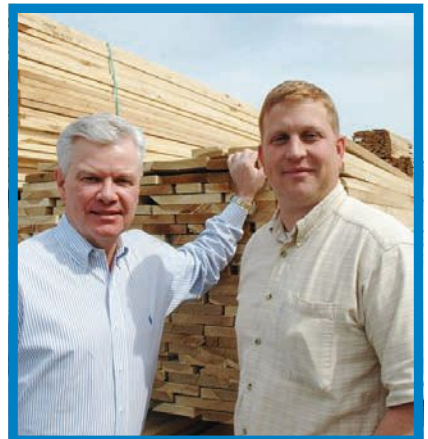
1. Our three sawmills cut over 15 million board feet a year of fine Appalachian Hardwood lumber in 4/4 through 8/4 thicknesses in mostly Red Oak, White Oak and Poplar as well as Ash and Maple. Our crosstie mill manufactures about 100,000 board feet per week of crosstie and tie sides in species such as Hickory, Sycamore, Beech, Gum and Elm. In addition to the lumber we cut from our sawmill we also process millions of board feet of lumber per year through our concentration yard business. Recently our Hardwood lumber production has increased from processing 30 million board feet a year to 50 million board feet a year. We purchase and process all domestic species in all grades.



2. Our modern planer mill runs two shifts to ensure on-time shipments of our lumber to customers. We deliver kiln dried or air dried lumber and offer export preparation and on-site container loading.

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

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

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IS CERTIFICATION STILL RELEVANT FOR OUR INDUSTRY?

PART 2: RISING AWARENESS OF NEED FOR NEW APPROACH TO CERTIFICATION



(Editor's Note: This is the second installment of a two-part article. Part 1 is archived at www.millerwoodtradepub.com in the December 2018 issue of National Hardwood Magazine.)

The structural obstacles in the non-industrial private forestry sector to the traditional model of forest certification requiring annual audits of individual forest management units and chain of custody systems, are of course familiar to the U.S. Hardwood industry. However, there are signs that the search for innovative solutions to overcome these obstacles is becoming a higher priority, at least amongst some certification advocates.

This is partly a reaction to mounting evidence that expansion of certification, under existing models promoted by FSC and PEFC, has slowed to a crawl. Following a surge in the decade to 2010 when global certified forest area increased on average 30 million hectares each year, the rate of increase has averaged only 3 million hectares each year in the last 5 years. The total area certified by FSC and PEFC worldwide is now 440 million hectares, about 11 percent of global forest area, up from about 10 percent in 2010. In practice, the pace is even slower than advertised, since around a quarter of all “new” certified forest area reported by FSC and PEFC each year is “dual certification”, i.e. of forests already certified by the rival scheme.

Meanwhile, as noted in the previous section, the FSC

framework is becoming increasingly inaccessible to non-industrial forest owners due to the combined effects of increased centralization (by the introduction of a set of “global generic indicators” and global standards for national risk assessments) and progressive extension and ratcheting up of environmental standards in response to lobbying by larger western ENGOs.

However, even within FSC, there seems to be some appreciation that this situation cannot be allowed to continue, if only because it will ultimately impact on the revenues of certifiers. This is apparent from the introduction to a recent paper prepared as part of an FSC process to develop a new Controlled Wood (CW) strategy, on-going since late 2016. The paper notes:

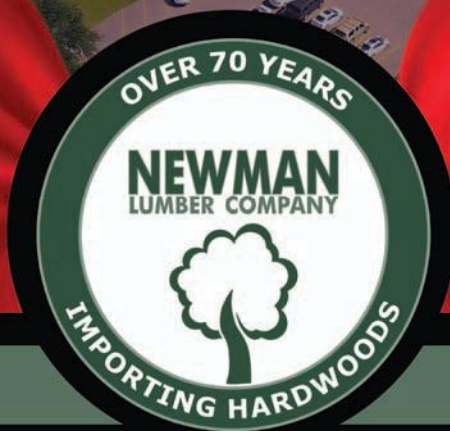
“The current model of FSC relies heavily on the presence and continuation of the FSC Mix products, and by extension, the controlled wood used to produce them. FSC Mix is now dominant in the FSC system and generates the main source of income for the operating costs of FSC.”

As part of the process to develop the CW strategy, FSC held a 3-day workshop in June 2018 in Lisbon, Portugal, based on a format known as Future Search, involving different interest groups, designed to encourage innovative thinking on ways to increase access to FSC Controlled Wood without damaging the integrity of the system. The re-

Please turn to page 74

BY MICHAEL S. SNOW,
EXECUTIVE DIRECTOR,
AMERICAN HARDWOOD
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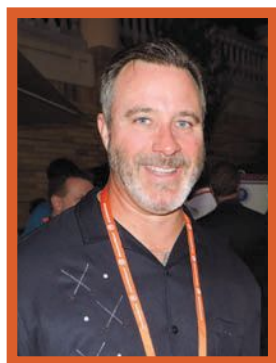
HAVE A BLESSED HOLIDAY THIS YEAR



Editor's Note: The following is an exclusive annual report compiled by National Hardwood Magazine about the 2019 Purchasing Plans of several of the largest Hardwood lumber buyers in North America.

2019 HARDWOOD PURCHASING PLANS

Compiled By Joshua B. Smith



Deonn DeFord

Deonn DeFord – Ganahl Lumber Co., Anaheim, CA

The current overall market of Hardwoods and softwoods is extremely strong. Pricing doesn't seem to be following the typical demand cycle, however, so there are some items that are seeing huge increases, while others are only seeing moderate decreases. There were some spikes in pricing early in the year, but they've leveled off and, in some cases, have fallen to the lowest levels that we've seen in a couple of years. There are definitely market conditions and factors at play that are different than in years past.

This year, as always, Poplar was a big species for us. We've seen increased demand for Walnut for sure. Maple is steady. Red Oak is surprisingly good for us these last couple of years, but it will take some time for it to reach the levels that we saw about 10 years ago.

I have heard of delays and issues pertaining to trucking, but as a whole it isn't a large part of the things we focus too much energy on. There have been some delays with getting deliveries made to some mills and smaller distribution yards that we serve, but not too often. Local deliveries are much less of a concern because we have our own trucks and some great relationships with outside haulers. Aside from the usual hiccups that you encounter occasionally in this industry, we're hoping to start 2019 strong. ●

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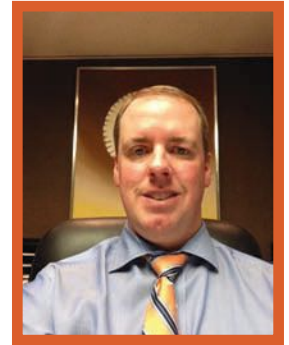
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Chris Gahm – Kitchen Kompact, Jeffersonville, IN

We have been developing a new Beech product line, which is completely different from any other offerings we currently have. Introducing this new product line will involve planning for new equipment and processes. Our goal is to offer this line in early 2019 and we expect it to offer significant growth potential.

The primary species we work with are Beech, Oak and Maple. Each line has its own unique door style and colors, of course, but it seems to be our Beech line that is the standout product as far as current demand.

With our new Beech line, we should see a dramatic increase in our Beech dimension and door purchases. In addition, our plywood, MDF and particleboard usage will increase. The challenge I anticipate would be having our suppliers handle the increase smoothly, as well as preparing our plant to handling the increase in production volume. ●



Chris Gahm



Ken Goodell

Ken Goodell – Carlisle Wide Plank Floors, Swanzey, NH

I don't expect our Hardwood buying habits will change in 2019. White Oak flooring has been our best seller, but we're hoping to see some gain in Hickory and Cherry as well. We have some new things in mind for the year that current and potential customers should be on the lookout for in 2019. ●

Steve Ondich – Commercial Forest Products, Fontana, CA

General activity is mixed as we close the year. It started slowing down as fall approached because our activity tends to mirror new residential construction starts which have tapered a bit.

White Oak is moving well, and Red Oak has actually picked up for us lately. Transportation costs continue to trend upwards, unfortunately, but it has not impacted our ability to receive or deliver products on schedule.

A good supply has allowed us to serve our retail and manufacturing customers well in 2018. For 2019, we're hoping that at the very least things continue at the level that they are presently. ●



Dan Johanek

Dan Johanek – Bayer Interior Woods, Sauk Centre, MN

We see things remaining about the same in 2019 as in 2018 and with no major changes expected. This year, paint grade products in Maple, Birch and Poplar saw a big increase in sales. We also saw Alder really take off as far as demand, especially Red Alder. Red Oak, for the first time in many years, took a pretty good-sized downturn.

There aren't any plans for Bayer Interior Woods to debut any new products in the New Year, but we do anticipate more volume in overall sales, so that's what we're preparing for.

The tariff "war" could bring positive or negative challenges. I fully expect trucking to remain the toughest aspect of getting material in a timely manner. This year (2018) has shown it to be very hard for our vendors to find and keep good, reliable trucking companies for deliveries. ●



Eric Boer

Eric Boer – Mason's Mill & Lumber Co., Houston, TX

Interesting is the word I would use to describe 2018 for us. In addition to quite a bit of work generated by reconstruction efforts post Hurricane Harvey in August 2017, we noted steady business in the new commercial and residential construction sector. We saw the reconstruction business peak in mid-2018 and taper towards the latter part of the year. The business climate in Texas is brisk and shows no signs of abating anytime soon. We've seen a strong demand in the luxury end of our product offerings, so people are making money and spending it as well. Items that performed well in 2018 included custom high-end Hardwood and composite decking products, as well as custom moulding packages with an emphasis on high-end stain grade Hardwoods like Walnut and White Oak. That being said, Poplar is still the predominant species we use in millwork, at least volume wise, as it's the go-to specie for any paint grade custom millwork project in our market.

The demand for Rustic and Character grades remains strong, with steady business in reclaimed antique White Oak and long-leaf pine. We've increased our stocking position on reclaimed and antique woods, as well as rustic grades of new growth Rift and Quartered White Oak, to better serve our customer's immediate needs, as the lead time for these products is typically rather long.

With consideration to our typical clientele, we have embraced the proprietary grades and sorts some mills are offering. Grades that exceed standard FAS serve us well in the high-end millwork business. For instance, we only stock Walnut now that has been graded according to "Oak rules" or some of the other prime grades that have less defects and a 90/50 or 90/70 color sort. We only buy FAS Cherry in a 90/50 or 90/70 sort as well. The additional cost over traditional National Hardwood Lumber Association (NHLA) grades is far offset by all the additional waste we'd encounter using standard NHLA FAS grade Walnut or Cherry with no SAP limitation.

We've increased our Hardwood decking lines significantly in 2018 and will continue to do so in 2019. Ipe and Cumaru have been very strong all year and are being used in many applications beyond traditional decking. We run quite a bit of these species into various siding patterns and soffit details. Due to their durability, we've seen them integrated into many exterior applications like privacy fences, gates and feature walls as well.

Like everybody in the country is dealing with it seems, the demand for White Oak, especially Rift sawn White Oak, has been a challenge throughout 2018 and appears it will continue to be so. We've had to adjust our purchasing patterns to accommodate the shortages and lead times, but have been able to meet most customers' needs on a timely basis. Most other species' availability seems to be more or less in equilibrium with current demand.

We're optimistic about 2019 and see business continuing to be steady, if not increasing. That being said, we've adjusted our stocking volumes and are fortunate to have enough space to accommodate the increased volumes and diversity in species and grades. Overall, we've been very pleased with 2018 and are excited for what 2019 brings us. ●



Josh Kahle

Josh Kahle – Hardwoods of Wisconsin Inc., Elkhorn, WI

For the New Year we aren't necessarily expecting to change our approach to how we serve customers, but we will be expanding the number of products they can expect from us.

We work primarily with White Oak and Black Locust, and that latter species has been very popular for us. We have spent the last several years building relationships that will allow us to source Black Locust in a reliable manner. There was an extra push in 2018 to solidify those relationships with suppliers, which has allowed us to feel confident that we can expand production to these new categories in 2019.

Some of the new items that we have been offering on a limited basis to a number of clients include Black Locust decking and pavers. In 2019 we will be expanding their availability, as well as making a paneling product available. Each of these items can be used for both internal and external uses for both residential and commercial properties, including hotels or spas. The decking and paneling are especially desirable for green spaces, such as rooftops, as they are water permeable and allow liquid to drain through to the sand or other surface below.

In addition to the products we manufacture ourselves, we also serve as a wholesaler for other materials. Next year we're adding a White Oak engineered flooring product with a Bona finish.

In 2019, what we're going to be focusing on, in addition to the new products, are reliable sourcing and maintaining a reliable and hireable workforce. ●

2019 Forecasts

Editor's Note: Among the issues that are being debated to cause concern in 2019 are tariffs on Hardwoods shipped to overseas destinations and consistent issues with securing a reliable workforce to keep up with demand. Additionally, pricing continues to drop on several species that were key to profits in years past. When asked to explain 2018 as a whole and offer insight into what the New Year could hold, Hardwood representatives offered the following comments.

Compiled by Joshua B. Smith

John Beard
Beard Hardwoods Inc.
Greensboro, NC

Every year, when National Hardwood Magazine asks me to write my thoughts for the past year and look into my crystal ball for next year, I try to look back at what I've written in the past. I try to do this because I'm getting older and can't remember what I did yesterday, and I try to write something new. Well, I think it's best I don't write something entirely new and confess I put the JINX on 2018! Last year I wrote:

"Steady, same old same old, might be a great way to describe 2017 for Beard Hardwoods...One of our biggest challenges during a good business cycle is to not become complacent and look forward to new opportunities and potential problems. I've been in this business for almost 30 years and I've never rested easy, because we all know our next challenge is just around the corner."

Sorry about that folks. If you're heavily involved in exports like we are, it took about three months into 2018 and our

next challenge hit us right in the face. First, Red Oak exports slowed to China and then China announced retaliatory tariffs for many U.S. goods including all U.S. Hardwoods at varying rates. Just the threat

of these tariffs has caused and will continue to cause market disruptions of all U.S. Hardwoods in all of our markets. At a time when supply is tight in many items, we should be seeing price increases. Instead, we're seeing decreases due to all kinds of external factors, including just hints and rumors. In some cases, it seems to defy the basic economic law of supply and demand. We are and continue to focus on supplying some of the finest Poplar found in the U.S. We do keep an eye on all of the other species because any weak-



John Beard

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Background photo is Quartered White Oak.



Durham Furniture, headquartered in Durham, ON, has been in operation for 119 years.

DURHAM FURNITURE SERVES AS AN ANCHOR FOR LOCAL COMMUNITY

By Joshua B. Smith

Durham, ON—Durham Furniture Inc., located here, has produced solid wood bedroom and occasional furniture from the same location for the past 119 years. The company was originally founded as a community initiative to provide employment for local young men and women. The town was increasingly seeing its citizens moving away when they reached hiring age, heading to other cities to pursue employment opportunities. At present, Durham Furniture employs approximately 8 percent of its hometown's population, and remains a stalwart entity not just locally, but within the industry of high quality solid wood furniture.

Over the years, there have been many changes and advancements in the technology used to produce wood furniture. While Durham Furniture has taken part in adopting

many of these changes, the company is proud to still rely on the human touch and takes great pride in the skills of each craftsman on the team.

In addition to purchasing domestic Hardwoods such as Ash, Maple and Cherry (No. 2 and Better, 4/4 through 8/4, only green), in quantities of approximately 2 million board feet annually, Durham Furniture kiln-dries all lumber to 6.5 percent moisture content in four American Wood Dryers kilns that have a total capacity of 250,000 board feet. The ability to custom kiln dry each sustainably harvested wood species that the company purchases has been a key to its management of quality, ensuring that only the most dependable furniture products are produced by the hands of 200 craftspeople. The century-old plant's total size is 215,000 square feet and is the original location where the company

“We are very proud to be locally-owned by people who share the same values as those who created the business so many years ago. We look forward to a long future of continuing their mission.”

—Luke Simpson, CEO, Durham Furniture Inc.

was founded over 100 years ago.

On-site at the Durham Furniture manufacturing facility is a 15,000-square-foot dry lumber storage area, as well as nearly 75,000 square feet of green lumber storage space.

As lumber supervisor Chris Jones stated, “At any given time we have approximately half a million board feet on hand for production, with an additional 400,000 board feet on the air-drying yard. Our species mix is composed of woods that machine well and offer a very high-end finish, which is a requirement because our products are prominent in the luxury market.”

Of course, a quality product starts with more than just the material it's produced from. The step after procurement of material is production, for which Durham Furniture employs many quality brands of machinery. They include: Weinig moulders, a Mattison & Raimann ripsaw, as well as pieces from Bell and Weeke & Shoda. Many manual production machines are purposed for the furniture lines that require an even finer touch to create the look that automated equipment often cannot replicate. Durham Furniture also has three Yale forklifts and one smaller Linde forklift.

Current company management includes Luke Simpson, CEO; Josh Alexander, VP of sales and business developments; and Jeff Love, plant manager.

Durham Furniture's participation in industry



Ash, Maple and Cherry are among the high-grade Hardwoods used by the company to produce its furniture lines.

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Company-owned trucks allow Edensaw to deliver products to customers in a more timely, cost-effective manner.

SMOOTH SAILING AT EDENSAW ATTRIBUTED TO A CORNUCOPIA OF VALUED QUALITY PRODUCTS AND SERVICES

By Clare Adrian

Port Townsend, WA—It takes a wide scope to encompass the full extent of what Edensaw Woods Ltd., headquartered here, has to offer because the people serving it up, their expertise and efficiency, now inherent to the company, add all the more value to a teeming and diversified product line. As company president, James “Kiwi” Ferris, stated, “Our value is in our service, breadth of product, staff product knowledge, and our ability to deliver products with our own vehicles.”

That’s a fleet of nine trucks, consisting of curtain vans and two box vans, four semis and five straight trucks that deliver the specialty Hardwood supplier’s offerings to customers in and around the Port Townsend and Greater Seattle Metro area, and needed materials between the Port Townsend and Tacoma-based Edensaw locations.

The Victorian seaport town of Port Townsend is situated in the heart of the West Coast forest regions full of native Western Alder, Douglas fir, red cedar, sitka spruce, all key species to the boat building trade, which was the original business for Ferris and his partner, Charlie Moore, now deceased. They started off selling up to 70 percent of wood

material to the marine industry but as efforts to increase the cabinet building and millwork segment paid off, the marine wood portion decreased to 17 percent of business, still a significant amount, said Ferris.

The entrepreneurs purchased their first load of lumber, Honduras Mahogany, often used to build boat interiors due to its strength, pleasing finish and beauty, from the largest importer of the wood at the time, Newman Lumber, in Gulfport, MS.

Today, Ferris purchases 1.25 million board feet per year. This includes domestic Hardwoods such as Alder, Ash, Beech, Cherry, Hickory and Hard and Soft Maple, but also imported woods like European Beech, Bubinga, Jatoba, Spanish cedar, Madrone and Meranti. Additionally, 100 semi-loads a year of plywood products come from various sources.

No matter where a wood product originates, foremost to the Edensaw mission is that it is sourced sustainably and that, too, was true from the start. “We felt to run a business we needed to promote selling those products that will continue to be there rather than overharvest them,” affirmed Ferris. “As one of the first to become Forest Stewardship



The company operates a CNC division to produce an assortment of specialized millwork creations.

Council (FSC) certified, our number is 51. Sixty percent of our Hardwood inventory and 60 percent of the plywood products are FSC-certified.”

Marketing director Rick Halsted mentioned that even company thank you cards are printed on sustainably-sourced paper.

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**“OUR VALUE IS IN OUR
SERVICE, BREADTH
OF PRODUCT, STAFF
PRODUCT KNOWLEDGE
AND OUR ABILITY TO
DELIVER PRODUCTS
WITH OUR OWN
VEHICLES.”**

**-JAMES “KIWI” FERRIS,
PRESIDENT,
EDENSAW WOODS LTD.**



Edensaw Woods purchases 1.25 million board feet per year of Hardwood, softwood and imported species.

Eau Claire, WI—Frank McDonough left a fulltime position with a sawmill 130 years ago to turn his hobby into a career. He wound up establishing a highly successful equipment manufacturing business that bears his surname – McDonough Manufacturing Co., located here. Today, Sue Tietz serves as president of the company and represents the third generation of her family to operate McDonough.

Sue began working at McDonough while in High School and after college she continued working with her father at McDonough. After his passing in 1990, she assumed her current title and role. She oversees the financial side of the business at the company as well as human resources. Her son, Matt, is vice president and represents the 4th generation in family ownership.

In the beginning, McDonough Manufacturing made headrigs, carriages, resaws, edgers, trimmers and is well-known for a variety of band mills. “We are an old company and we’re proud of what we’ve accomplished through the years,” Matt remarked. “We’ve led the way in equipment manufacturing in the industry. For example, we brought the first automatically fed resaw system to the market, called the MAXX Resaw Infeed, which we developed about five years ago. We also developed an optimized curve sawing gang, developed a heavy duty slabber, and we have continued to manufacture Center Split Resaws for well over 100 years. Additionally, in the 1970s we invented the Air Strain System and now every band unit we make has this system built into it.”

Presently, sales of edgers comprise almost 50 percent of the company’s core business. Matt explained, “In 2007 we brought onto our product list a complete line of edgers when Hugh Hawley and Steve Mockler were hired. We quickly became the leader in edger systems with a product that focuses on quality and increasing efficiency from a trusted company.”

Matt continued, “In October of 2017 McDonough opened another production facility in New Brunswick, Canada, which Hugh now manages. It has quickly grown into a state-of-the-art facility with the installation of several new pieces of machinery to take on the manufacturing of a complete line of material handling equipment as well as the company’s full line of edgers. It’s allowed McDonough to grow its production capacity by almost 30 percent in less than a year since opening its doors.”

In fact, during the first 11 months in operation, McDonough Canada, as Matt prefers to refer to the facility, has tripled its original goal. Matt commented, “Our goal for McDonough Canada was to increase our revenue around 10% and we have more than tripled that goal. We planned to do just material handling, such as belt



Relies on Experience and Expertise to Deliver Quality Products

By Gary Miller



“Our goal is to be sure we make great, quality equipment and that we are taking care of our customers. If a sawmill is investing millions of dollars in machinery, they should be confident that the equipment will last and if there is a problem, it will be resolved. We make that promise.”

**- Matt Tietz, vice president and owner,
McDonough Manufacturing Co.**

Key personnel at McDonough Manufacturing Co., in Eau Claire, WI, are (from left): Paul Peplinski, plant manager; Sue Tietz, owner and president; Matt Tietz, owner and vice president; and Paul Uhlig, senior engineer.

tables, roll cases, transfers and some simpler equipment. Then we decided to make some of our machinery at that plant. For now, most of our edgers are made at our Canadian facility and our talented crew there allowed us to surpass our original revenue goal in less than 12 months.”

Prior to the opening of the facility in Canada, McDonough Manufacturing faced a backlog of a year’s worth of orders. The new facility is helping the company grow. “I’m excited for the opportunity to offer some of the world’s best machinery,” noted Matt.

Although McDonough Manufacturing remains dedicated to the business principles established by its founder back in 1888, the company is continuously evolving as well. For example, after Matt joined the company in 1995, he toured different machine shops and “at that time I realized that we



Quality Hardwoods in Sunfield, MI, installed this 6-foot McDonough linebar resaw for sawing Hardwood cants.

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AT HIGH POINT FURNITURE MARKET, APPALACHIAN SPECIES, MEMBERS WIN DESIGN AWARDS

By Tom Inman

High Point, NC—Furniture designs made of Appalachian Hardwoods won international acclaim recently at the High Point Furniture Market, held here.

The International Society of Furniture Designers (ISFD) held their 23rd Annual Pinnacle Awards Competition and drew interest from designers across the country in 18 categories. Three Appalachian Hardwood Manufacturers Inc. (AHMI) member companies and Appalachian species were recognized with top awards.

The winners included:

- The Sunbury Bed by designer Michael Showalter for Gat Creek made of Appalachian Cherry. The Sunbury Bed description states it is made from local and sustainably harvested solid Appalachian



(left) A.R.T. Furniture's American Chapter dresser made of Oak solids and veneers was presented at High Point Furniture Market. A.R.T. Furniture is headquartered in Ontario, CA.

Hardwood. Board-by-board lumber selection process captures the beauty of the wood.

The manufacturer explains that each bed is built-to-order by a craftsman who signs and dates the piece. Catalyzed lacquer top coat forms a clear, efficient, highly-protective barrier with a close-to-the-wood feel.

- The Local Harvest Casual Dining by designer Catina Roscoe for Borkholder Furniture made of Red Oak won the Casual Dining category. The collection reflects the growing enthusiasm for the farm to table movement in a crafted furniture experience for the home, states Borkholder Furniture officials. Roscoe, who spoke at the 2018 AHMI Annual Meeting, said Local Harvest is built in solid Red Oak and appeals to consumers' growing preference for organic, natural and handcrafted products.

- The first Maker/Designer Award winner was Escape Velocity by Owain Harris. The category was sponsored



Vaughan-Bassett Furniture, headquartered in Galax, VA, included this Hard Maple dining table among its displays at High Point.

by AHMI and the piece was built from Walnut solids and eucalyptus veneers. The sideboard is styled in the Art Deco manner with solid Walnut and inlay of eucalyptus and colorful veneers.

- The Hague Dining Table by Thor Tober for Century Furniture won the Formal Dining award. It is made of White Oak solids and veneers.

- The Dominic Metal Canopy Bed by Bernhardt Casegoods Design Team for Bernhardt won the bedroom award.

- The Linea Collection by Otto & Moore Design and Bernhardt Design Team for Bernhardt won the Major Collection category.

"We see an ever-expanding awareness of the impact of product design on the marketplace," said John Conrad, ISFD executive director. "We are also pleased to see intense competition in our newest category, Maker/Designer sponsored by AHMI, created to recognize the builders/makers who create one-of-a-kind pieces for sale in galleries and stores, as well as client-specific products."

AHMI Chairman Lowery Anderson presented the Maker/Designer Award and remarked that it was pleasing to see the number of winning pieces in solid Hardwood. More than a dozen AHMI members attended the awards ceremony.

The High Point Market attendance was down slightly as exhibitors and manufacturers battled Hurricane Michael on the opening days. Flight cancellations kept a number of attendees away and power outages in the High Point area caused frustration.

High Point Market is the largest furnishings industry trade show in the world, bringing more than 75,000 people to High Point, NC, every six months. ■



This solid Cherry bed was displayed at High Point by Simply Amish Furniture, with corporate offices located in Arcola, IL.



Nappanee, Indiana's Borkholder Furniture won a 2018 Pinnacle Design Award at High Point with this solid Red Oak dining room set, named Local Harvest.

Additional photos on page 54



Mike Turman, Brandon Turman and Joshua Bond, Turman Lumber Co., Hillsville, VA; and Lowery Anderson, Roy Anderson Lumber Co. Inc., Tompkinsville, KY

Appalachian Hardwood Members Renew Furniture Market Meetings

By Tom Inman and Photos by Gary Miller

High Point, NC—Appalachian Hardwood Manufacturers Inc. (AHMI) made new friends and rekindled contacts with former customers at the recent High Point Furniture Market.

It has been almost a decade since AHMI held its Fall Meeting at High Point, the world's largest furniture exhibition in North Carolina. More than 1,200 manufacturers from 200 countries and upwards of 50,000 people participate in the twice annual show.

AHMI scheduled meetings and tours for members during the "Supplier Day" and concentrated on domestic manufac-

turers. Staff provided attendees with a list of more than 300 international exhibitors for meetings and the group participated in the 2018 International Society of Furniture Designers Pinnacle Awards reception and presentation.

The participants toured the SpectreWood Furniture, Country View Furniture, Vaughan-Bassett Furniture, Bernhardt and Gat Creek Furniture showrooms as a group. The manufacturers produce solid Hardwood bedroom, dining and entertainment centers from Appalachian Cherry, Maple and Oak as well as American Walnut.

The report from exhibitors was continued emphasis on

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John Faircloth and Nick Koen, UBS Wealth Management Group, Tampa, FL; Tom Inman, Appalachian Hardwood Manufacturers Inc., High Point, NC; and Dave DiPonzio, McGriff Insurance Services Inc., Macon, GA



Tom Sheets, Blue Ridge Lumber Co. LLC, Fishersville, VA; Anthony Hammond, Roy Anderson Lumber Co. Inc., Tompkinsville, KY; and Steve Harp, Pardee Resources Co., Summersville, WV



Gary Miller, National Hardwood Magazine, Memphis, TN; Tony Honeycutt, Mullican Flooring, Johnson City, TN; and Roy Zangari and Jeff Zangari, Meadow River Hardwood Lumber Co. LLC, Rainelle, WV



Mel Yoder, Yoder Lumber Co. Inc., Millersburg, OH; and Jay Reese, Penn-Sylvan International Inc., Spartansburg, PA



Mark Hayes, Northwest Hardwoods Inc., Tacoma, WA; Doug Bassett, President, Vaughan-Bassett Furniture Co., Galax, VA; and Mark Vollinger, W.M. Cramer Lumber Co., Hickory, NC

HMA Members Convene for Northeast Regional Meeting



Kirby Kendrick, Kendrick Forest Products Inc., Edgewood, IA; Tom Gerow, Wagner Millwork LLC, Owego, NY; Jared Fowler, Baillie Lumber Co., Hamburg, NY; and Troy Brown, Kretz Lumber Co. Inc., Antigo, WI

Photos by Terry Miller



Geoff Henderson, Anderson-Tully Co., Vicksburg, MS; Todd Breitenfeldt, Kretz Lumber Co. Inc., Antigo, WI; Bob Miller, Frank Miller Lumber Co. Inc., Union City, IN; and Mike Kolpack, Kretz Lumber Co. Inc.

Pittsburgh, PA—The Hardwood Manufacturers Association (HMA), headquartered here, recently conducted its Northeast Regional Meeting in State College, Pennsylvania. The meeting's itinerary included tours of two Hardwood sawmill operations, one concentration yard, and one secondary manufacturing facility. The Toftrees Golf Resort, in State College, served as the base of operations for this 36-hour event.

With over 125 industry stakeholders in attendance, tour sites included Emporium Hardwoods – The Rossi Group, Emporium, PA, Northwest

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Andy Nuffer, Bill Hanks Lumber Co. Inc., Danbury, NC; Logan Josey, Josey Lumber Co. Inc., Scotland Neck, NC; Jordan McIlvain, Alan McIlvain Co., Marcus Hook, PA; and Jeff Hanks, Bill Hanks Lumber Co. Inc.



Linda Jovanovich, Hardwood Manufacturers Association, Pittsburgh, PA; Ted Rossi, The Rossi Group LLC, Middletown, CT; and Amanda Dorovich, Hardwood Manufacturers Association



John Monticello, Jay Andrews and Brian Lokojarvi, Northern Hardwoods Lumber LLC, South Range, MI; and Travis Wilson, Walker Lumber Co. Inc., Woodland, PA



Norm Steffy, Scott Cummings and Garth Nash, Cummings Lumber Co. Inc., Troy, PA



Bob Shields, Darick Graham and Amy Shields, Bingaman & Son Lumber Inc., Kreamer, PA; Nick Ince, Walker Lumber Co. Inc., Woodland, PA; and John Wenturine and Rob Hasson, Bingaman & Son Lumber Inc.



Jeff Dix, Mark Bartoe, Bob Zandi and Joe Zbicki, Baillie Lumber Co., Hamburg, NY



Ben Mathews, SII Dry Kilns, Lexington, NC; Jordan McIlvain, Alan McIlvain Co., Marcus Hook, PA; Bob Bell, Jared Fowler and Jason Kelley, Baillie Lumber Co., Hamburg, NY



Bob Mallery, RAM Forest Products Inc., Shinglehouse, PA; Aden Troyer, Troyer Hardwood LLC, Fredericktown, OH; Geoff Gannon, TS Manufacturing, Lindsay, ON; John Rees, RAM Forest Products Inc.; and Riley Smith, TS Manufacturing

Additional photos on next page

HMA MEETING PHOTOS Continued



Ray Wheeland, Wheeland Lumber Co. Inc., Liberty, PA; Dale and Stacy Mellott, Mellott Manufacturing Co. Inc., Mercersburg, PA; and Derek Wheeland, Wheeland Lumber Co. Inc.



Steve Merrick and Cameron Merrick, Kentucky Hardwood Lumber Inc., Somerset, KY; and Bruce Horner and Eric Porter, Abenaki Timber Corp., Kingston, NH



Brian Schilling and Ryan Mulligan, Pike Lumber Co. Inc., Akron, IN; and Kyle Gunderson, Pike Lumber Co. Inc., Carbon, IN



Wayne Law, New River Hardwoods Inc., Mountain City, TN; Robert Case, TJT Consulting, Hamburg, NY; Travis Twoey, Wagner Lumber LLC, Owego, NY; and David Bailey, New River Hardwoods Inc.



Rick Motter, Northwest Hardwoods Inc., Tacoma, WA; Dave Alegretto, Northwest Hardwoods Inc., Ridgway Division, Ridgway, PA; and Skipper Beal, Beal Lumber Co. Inc., Little Mountain, SC



Jack Shannon III, J. T. Shannon Lumber Co., Memphis, TN; Scott Ferland and Dan Beaulieu, Maine Woods Co. LLC, Portage Lake, ME; and Geoff Henderson, Anderson-Tully Co., Vicksburg, MS



Ben Krieg and Steve Jones, Ron Jones Hardwood Sales Inc., Union City, PA; and JC Fritz, Emporium Hardwoods Inc., Emporium, PA



Bob Mapes, Trent Yoder and Mel Yoder, Yoder Lumber Co. Inc., Millersburg, OH



Rick Gerard, RG Sawmill Equipment Inc., Elmira, NY; Kenny DuBois and Dan Beaulieu, Maine Woods Co., Portage Lake, ME; and Michael Corley, Corley Manufacturing Co., Chattanooga, TN



Ted Rossi, The Rossi Group LLC, Middletown, CT; and Troy Jamieson, Kentucky Hardwood Lumber Inc., Somerset, KY



Terry Miller, National Hardwood Magazine, Memphis, TN; and Jackie Scarfella and Les Wagner, Wagner Lumber LLC, Owego, NY



Denny Wray and Jason Twigg, Tuscarora Hardwoods Inc., Ellettsburg, PA



Jesse LaSon, The Rossi Group LLC, Middletown, CT; Jordan McIlvain, Alan McIlvain Co., Marcus Hook, PA; Ryan Mulligan, Pike Lumber Co. Inc., Akron, IN; and Phil Mann, Cersosimo Lumber Co. Inc., Brattleboro, VT



John Erickson, Nick LaFord and Brandon Lewis, Timber Products Co., Munising, MI



Jesse LaSon, The Rossi Group LLC, Middletown, CT; Gus Welter, Granite Valley Forest Products, New London, WI; and Mike Ballard, Sawmill MD, Crestview, FL



Randy Flament, Emporium Hardwoods Inc., Emporium, PA; and Marc Lewis and Aaron Lewis, Dwight Lewis Lumber Co. Inc., Hillsgrove, PA

Additional photos on page 56



GUESTS ENJOY RECEPTIONS HOSTED BY **BREEZE DRIED**

Kerri Sage and David Townsend, Townsend Lumber Inc./Breeze Dried Inc., Tillsonburg, ON; Wendel Clark, The Toronto Maple Leafs, 1985-2000, King City, ON; Lloyd Lovett, King City Forwarding USA Inc./Northway Forwarding Ltd., Alliston, ON; and Bob Hughes, Cardin Forest Products LLC, South Pittsburg, TN

Photos by Terry Miller

Toronto, ON—Breeze Dried Inc., headquartered in Tillsonburg, ON, recently hosted guests at two receptions in the hospitality suite of The Sheraton Centre, located here, during the National Hardwood Lumber Association's Annual Convention.

According to the company's website, the development of the Breeze Dried stick dates back to the early 1990s when company owners were unhappy with the persistent problem of sticker stain. They began experimenting with several de-

signs and invented a stick design based on diagonal ridges. Breeze Dried Inc. was established in 1995 to produce and market the unique sticks, which are used for drying lumber. Close to 100 million Breeze Dried sticks have been produced and are being used by mills across North America and Europe.

For more information, visit www.townsendlumber.com, www.breezedried.com, and www.breezewood-floors.ca. ■



Wayne DeBuck, Townsend Lumber Inc./Breeze Dried Inc., Tillsonburg, ON; Candace Lovett, King City Forwarding USA Inc./Northway Forwarding Ltd., Alliston, ON; Wendel Clark, The Toronto Maple Leafs, 1985-2000, King City, ON; J.R. Queensberry, Breeze Dried Inc., Tillsonburg, ON; and Brian Walsh, Cherry Forest Products, Puslinch, ON



Marc Chouinard, HUB International, Sudbury, ON; Jacques Gagnon, HUB International, Montreal, QC; Wendel Clark, The Toronto Maple Leafs, 1985-2000, King City, ON; and Zach Buchner, Breeze Dried Inc., Tillsonburg, ON



Paul Brooks, Quality Hardwoods Ltd., Powassan, ON; Silvio Giandomenico, Cherry Forest Products, Guelph, ON; Emily Carleton, Cherry Forest Products, Puslinch, ON; and Wendel Clark, The Toronto Maple Leafs, 1985-2000, King City, ON



Terry Miller, National Hardwood Magazine, Memphis, TN; Murray Abbot, Townsend Lumber Inc., Tillsonburg, ON; Wendel Clark, The Toronto Maple Leafs, 1985-2000, King City, ON; and Mike Penner, Townsend Lumber Inc./Breeze Dried Inc., Tillsonburg, ON

Additional photos on page 76

QUALITY APPALACHIAN HARDWOOD LUMBER?

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We want to take this opportunity to thank you, our customers, for your business. When we can be of service to others, please let us know. Below is some information about our company.



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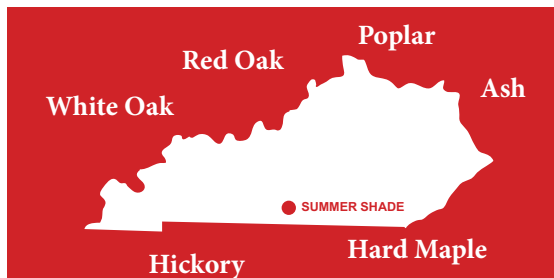
Our sister company, Thoroughbred Hardwoods, LLC, is a Hardwood lumber concentration yard with dry kilns.



The main species of Appalachian Hardwood lumber we cut are Red Oak, White Oak, Ash, Poplar, Hard Maple, Hickory and others upon request.



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Email: tmd@scrtc.com

AWMA DISCUSSES TARIFFS, WALNUT PROMOTIONS DURING NHLA MEETING

Photos by Terry Miller



Bill Long, Midwest Hardwood Corp., Maple Grove, MN; Tony Pescaglia, Missouri-Pacific Lumber Co. Inc., Fayette, MO; and Brian Brookshire, Executive Director, American Walnut Manufacturers Association, Jefferson City, MO

Toronto, ON—The American Walnut Manufacturers Association (AWMA) held a Board meeting at the recent National Hardwood Lumber Association's Annual Convention at The Sheraton Centre, located here. The AWMA discussed association business and all topics pertaining to Walnut.

Members reported concerns regarding the recent implementation of tariffs on lumber products sold to China. Members agreed that the consequences of the tariffs are still largely unknown but there was unanimous concern regarding the long term impact on markets.

The AWMA Board is largely focused on how they can promote Black Walnut worldwide that will result in new market opportunities for members. The AWMA is currently producing a video that will feature Walnut lumber production from the standing tree to the sawmill.

Learn more about the AWMA by visiting www.walnutassociation.org. ■



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Dathan Gruver, Darrell Gruver and Drew Gruver, D&D Hardwood LLC, Racine, MO; and Tyler Kamps, Kamps Hardwoods Inc., Caledonia, MI



Coby Short, Hartzell Hardwoods Inc., Piqua, OH; Anthony Gruver, D&D Hardwood LLC, Racine, MO; and Bucky Pescaglia, Missouri-Pacific Lumber Co. Inc., Fayette, MO



Ronnie Smith, D&D Hardwood LLC, Racine, MO; Mista Feist, Holmes & Co. Inc., Columbia City, IN; and Rob Kukowski, Kamps Hardwoods Inc., Caledonia, MI



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Tom Inman, Appalachian Hardwood Manufacturers Inc., High Point, NC; Dean Alanko, Allegheny Wood Products International Inc., Petersburg, WV; and Tony Honeycutt, Mullican Flooring, Johnson City, TN



Dave Whitten, Bingaman & Son Lumber Inc., Kreamer, PA; Mark Church, Church & Church Lumber Co. LLC, Wilkesboro, NC; and Andy Johnson, Hardwood Market Report, Memphis, TN

FCL SHARES MESSAGE OF GRATITUDE DURING RECENT GATHERING

Photos by Gary Miller

Toronto, ON—The Fellowship of Christian Lumbermen (FCL) met here recently at The Sheraton Centre Hotel during the National Hardwood Lumber Association's Annual Convention.

Following a welcome by Tom Inman, Andy Johnson shared what the FCL has meant to him as a founding member, and how the organization has supported its members through trying times.

Brian Mullins, editor of the FCL newsletter, shared a message on the power of thankfulness, based on 1 Thessalonians 5:19: "Gratitude is the accent of heaven, and grumbling is the accent of hell. Let's be known as grateful people!"

FCL received an offering and collected \$460, including some dues, and it was decided to donate \$400 to North Carolina Baptist Men to assist in their relief efforts in the aftermath of Hurricane Florence. After a time of sharing, Inman closed the meeting with prayer. ■

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Nicholas Bisaccia, Bingaman & Son Lumber Inc., Kreamer, PA; George Crawford, Somerset Wood Products Inc., Somerset, KY; Cheryl and Lyle Houser, Blue Ridge Lumber Co. LLC, Fishersville, VA; and Nicholas Faust, Bingaman & Son Lumber Inc.



Dave Redmond, Highland Hardwood Sales Inc., Augusta, GA; Jens Lodholm, NHLA, Memphis, TN; Bob Pope, Sil Dry Kilns, Montpelier, VT; and Brian Mullins, World Vision Canada, Toronto, ON



Mark Barford, National Wooden Pallet & Container Association, Charleston, SC; Kin Church, Select Hardwoods LLC, Millers Creek, NC; and David Caldwell, Hardwood Market Report, Memphis, TN

Learn more about the FCL at www.christianlumbermen.com.



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NELA HOSTS FALL MEETING, INCLUDES TOUR

Photos by Leslie Brienza



Jeff Smith, Quabbin Timber Inc., South Londonderry, VT; Patrick Gagne, Primewood, Drummondville, QC; Bob Chase Jr., Quabbin Timber Inc., Rutland, MA; and Chris Castano, Maine Woods Company, Portage Lake, ME

Northampton, MA—The New England Lumbermen's Association (NELA) met here recently at The Northampton Inn in observance of their fall meeting. There were approximately 70 members and guests in attendance.

The agenda included a tour of Allard Lumber Company in Brattleboro, VT. This company was founded in 1974 and today manufactures eight different species of northern Hardwoods, according to their website, which lists Red Oak, Hard and Soft Maple, Cherry, Ash, Beech, Hickory and Basswood among the species.

To learn more about NELA, contact Chris Castano at ccastano@mainewoods.net. ■



Bob Cafiero, Blue Ridge Lumber Co., Fishersville, VA; Bruce Horner, Abenaki Timber Corp., Kingston, NH; and Ed White, Wagner Hardwoods, Cayuta, NY

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Andy Godzinski, Rex Lumber Co., Acton, MA; Eric Porter, Abenaki Timber Corp., Kingston, NH; and Bruce Dahn, HHP Inc., Henniker, NH



Dave Williams, Champlain Hardwoods, Essex Junction, VT; Scott Ferland, Maine Woods Company, Portage Lake, ME; and Linda Williams, Champlain Hardwoods



Scott Rossi, Scotland Hardwoods, Scotland, CT; Philip Bibeau, Wood Products Manufacturers Association, Westminster, MA; and Ed White, Wagner Hardwoods, Cayuta, NY



Jason Collier, Tom Fletcher and Jon St. Jean, Hull Forest Products, Pomfret Center, CT

Additional photos on page 56



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DURHAM FURNITURE

Continued from page 23

events includes bi-annual exhibitions at the High Point Furniture Market, in addition to showcases at IHFC G1082 and at the Toronto International Design Centre. The company is also an active member of the Bluewater Wood Alliance, Canadian Home Furnishings Alliance, American Home Furnishing Alliance, Excellence in Manufacturing Consortium and WithIt.

Nearly 12 decades after its founding, Durham Furniture has changed greatly as a company but remains true to its heritage as a high-end manufacturer of furniture products.

Simpson stated, "We are very proud to be locally-owned by people who share the same values as those who created the business so many years ago. We look forward to a long future of continuing their mission." ■



Chris Jones, lumber supervisor for Durham Furniture, stated that the company's species mix is composed of woods that machine well and offer a very high-end finish.

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EDENSAW *Continued from page 25*

Prior to starting up the distribution yard, both Moore and Ferris had been involved in the boating industry. Jim Ferris, or "Kiwi," was working on boats on his island home, New Zealand. Three days after meeting an American on a 53-foot-long schooner, the adventurers were sailing to their destination, Port Townsend, where they arrived on Halloween of 1980. Kiwi resumed working on boats and helped out at a boat building school where he met Moore, who after completing classes, bought a boat shop. He was buying imported woods in Seattle. Kiwi was also buying wood to build a 47-foot boat for a customer, while others were asking him to buy for them. After completing the project, the pair pooled resources to move into the wood distribution business in 1984.

Since the passing of Moore in 2013, the Ferris family is in 100 percent ownership of the company and working on a succession plan and continued growth as the oldest Ferris son, Buster, has joined the work force. Youngest son, Rangi, went to live in New Zealand at the same age as when his father had left.

Part of Edensaw's growth strategy in a sea of industry-wide distributorships is to stock items distinct from what the others carry, to not have competition from them, said Kiwi. For example, Edensaw represents Richlite and reSAWN TIMBER Co. in Pennsylvania. Another tactic to highlight the company is to carry specialty items that others don't. Halsted noted the plethora of product partners such as Rockler, Richlite,



Among the products inventoried by the company are solid wood flooring from brands such as Armstrong.

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Festool, Sawstop and Laguna for tools. The list goes on to include shop and hand tools to books.

Halsted described the retail lumber side as a veritable Candyland for woodworkers. "They don't realize when they walk in that there's a whole warehouse full of wood products," he commented. What meets their eyes are rows of Hardwood species in various lengths and widths and in thicknesses of 4/4-inch to 16/4-inch of Black Walnut, Cherry, and Western Maple, to Red and White Oak, Eastern White Oak, Hickory, Myrtle, Birch, Bubinga, Khaya, Mahogany and even some Zebrawood. Purpleheart, Teak, Honduras Mahogany, Meranti, Douglas fir, Sapele, Alaskan yellow cedar, spruce and Iroko make up the majority of marine lumber. Halsted explained, "What fulfills much of the marine criteria for wood is its ability to resist rotting and insects while being hard enough to flex but remain rigid, not snap and break under stress, and the ability to compress under torque." A percentage of the large warehouse is devoted to marine woods while the remaining section accommodates Hardwoods, softwoods, and plywood to meet the needs of the cabinet builders and diverse other woodworkers.

Halsted commented that live edge is a big trend in furni-



Stocking a large selection of millwork equipment, from brands such as Festool, is one way that Edensaw has been able to remain ahead of the curve for its customers.

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ture and woodworkers may find slabs 40-inch x 20-foot to 30-foot or more while rummaging through the varied wood selections available at Edensaw. If Kiwi isn't around that day he may be out scouting for logs he hunts down in South

America and Africa from distributors



Edensaw Woods Ltd. is a specialty distribution yard, located in Port Townsend, WA.

across the world. The company also carries custom-cut products, 120 species of raw veneer, and high-end products that are used to make custom panels for large hotels, office buildings and mega-yachts.

The \$3.5 million in inventory on hand today reflects the effects of the 2010 recession, down by 1/2 million, yet the company is doing more business because, said Ferris, of a more efficient management system and better buying and delivery practices. "We had to reduce inventory levels from more than 4 million in 2008 and we got better at buying. We buy what we need not what we think we might want, we get larger truckloads of lumber out faster, and the use of DMSi Agility Software helps manage inventory better."

The vessel for all this productivity is the Port Townsend facility, built upon a four-acre plot and is 65,000 square feet of covered warehouse, showroom and office space.

The 16,000-square-foot Tacoma warehouse stores all of the veneer while the Port Townsend facility houses a 4,800-square-foot retail showroom for tools,

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books and craftsman products, and an 8,400-square-foot showroom warehouse of wood products.

In 2017 Edensaw purchased a 7,500-square-foot facility on a property of over 3 acres near the current Port Townsend operation to relocate the CNC Division, which is coined Edensaw Creative CNC.

The CNC side sees quite an eclectic assortment of requests, remarked Kiwi. For example, a Montana-based hot rod company contacted Edensaw to fabricate a fitting that fits between the carburetor and engine. Restaurant chain, Joey's, asked the company to produce all their menu boards, another to cut out game boards to sell on Amazon. And all shapes and sizes of stunning counter tops, vanity tops and conference tables are cut to shape and finished in the CNC division. The new facility houses two router tables, a Komo and a MultiCam MG305 high speed router.

Back on the main Edensaw campus, the onsite milling shop is capable of moulding, lumber surfacing, straight line, re-sawing, and finishing. Operators have at their disposal an Extrema 6-head moulder, Extrema 26-inch double-sided planer, 14-inch Cantek straight-line rip saw, Raimann Gang-Rip Saw, 36-inch planer, Timesaver 36-inch wide belt sander, a Buffering 52-inch wide belt sander, plus a 36-inch band resaw.

Kiwi remarked, "We have a lot of amazing pieces of wood that only we can supply to the boat industry such as 30 to 38 foot long Sipo from West Central Africa or 38-foot long African Sapele or a 26 1/2-foot long log of Iroko, with pieces up to 62-inches wide."

Ferris is completely aware and appreciative that his ship would not sail without the 45 crew members currently on board. They regularly donate through payroll deductions to the Edensaw Community Cancer Fund that Ferris and Moore started in 2008. That money along with donations that come from an annual charitable fundraiser is distributed to local residents of East Jefferson County who are fighting and struggling against cancer. Ferris announced that the company has given away \$300,000 since the inception of the employee-managed 501c3. ■

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MCDONOUGH MANUFACTURING *Continued from page 27*

were not as state-of-the-art as we should be because we were still running a lot of manual machines instead of CNC, which, since it's a computer-based program, really delivers in consistency and efficiencies," he stated.

After touring those plants, Matt said McDonough made "a big push over a couple of years to purchase CNC equipment and we ran a day and a night shift on the CNC machinery. Today, we still do that. Our ability to produce quality parts in a more consistent manner has benefited greatly."

Matt added that the company, within the past five years, installed a \$1 million CNC Horizontal Bar which assists them in making "all our big machinery

frames." McDonough Manufacturing has seven over-head cranes to handle lifting all heavy equipment made at the company.

Additionally, McDonough Manufacturing now utilizes 3-D computer generated imaging in the design process of new machines and the company has the capability



This is the original McDonough Manufacturing Company's factory, where it all began back in 1888 on the river in Eau Claire, WI. This photo was taken in the early 1900s.

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to build all of its VFDs (variable frequency drives). "From an electrical standpoint, we've grown greatly through the years," Matt commented. "A lot of equipment once operated hydraulically and now variable frequency drives

run them. Our engineering department designs all of our VFDs, which we build here."

McDonough Manufacturing, which celebrated a record-breaking fiscal year this past June, employs 45 people at the Wisconsin plant and another 15 at the New Brunswick, Canada facility, both of



Two new McDonough resaws were installed at the new Emporium Hardwoods mill in Emporium, PA.



Wheeland Lumber Co. Inc. in Liberty, PA, runs this automatic feeding MAXX Infeed on a McDonough horizontal resaw system.

which operate an average of 50 hours weekly.

Among key sales personnel with McDonough are salesmen Matt Tietz, Hugh Hawley and Mike McAvoy, who travels the U.S. for the company. McAvoy's background includes operating a sawmill as well as selling machinery for mill facilities. Matt commented, "Mike has been a tremendous asset to us and is an absolutely fantastic person, a good salesperson, and a hard worker with a wealth of knowledge, not just on the machinery side of the business but more so in regard to operations of a sawmill."

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MCDONOUGH MANUFACTURING

Continued

McDonough engineers, such as 33 year veteran Paul Uhlig, 20-year veteran Jason Meyer, and 41 year veteran

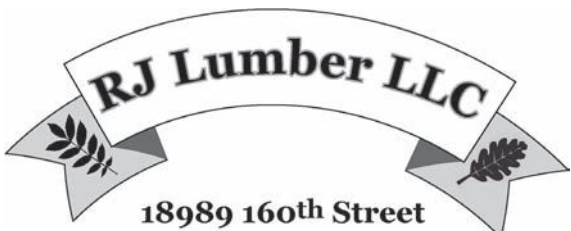
John Miller all assist customers over the phone, "and Marvin Evans, our service technician of over 20 years, works outside of the company's headquarters and travels to our customers' locations to assist as needed," Matt said. "Marvin is very knowledgeable and an unbelievably hard worker."

Evans has also been a saw filer for nearly 20 years and currently oversees machinery installations for McDonough.

McDonough Manufacturing stakes its reputation on quality employees and quality products. "How we treat our employees is paramount to us because at the end of the day, I think that's what sells our machinery," Matt said. "Our equipment has to be built soundly and priced fairly, but it's also custom-made and not everything always goes as planned when it comes to sawmilling. Customers want to know that, when unexpected situations occur, they can pick up the phone and call me and either I'll address the problem for them, or our experts here at McDonough will do so. That is huge to us and our reputation. Our goal is to be sure we make great, quality equipment and that we are taking care of our customers. If a sawmill is investing millions of dollars in machinery, they should be confident that the equipment will last and if there



A new McDonough 6-inch-by-42-inch gang edger is pictured on the factory floor ready to ship.



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Pictured is McDonough's new Curve Sawing Gang installed at High Country Lumber and Mulch in North Wilkesboro, NC.



This is an overview of McDonough's linear edger in their equipment manufacturing facility.

is a problem, it will be resolved. We make that promise."

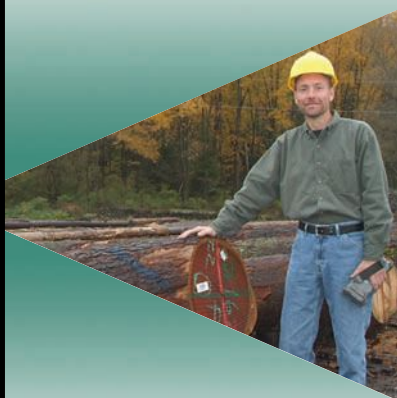
In closing, Matt Tietz explained, "Our company is very supportive of the various lumber associations we belong to, such as the National Hardwood Lumber Association, Hardwood Manufacturers Association, Lake States Lumber Association, Indiana Hardwood Lumbermen's Association, Southern Forest Products Association, Pennsylvania Forest Products Association and others. "We have booths at the various lumber association con-

ventions so we can see the customers we serve and talk with others who may be interested in purchasing our equipment." ■

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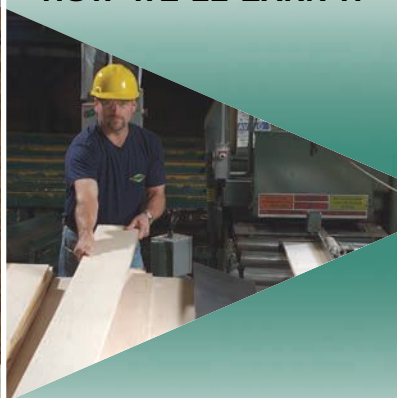
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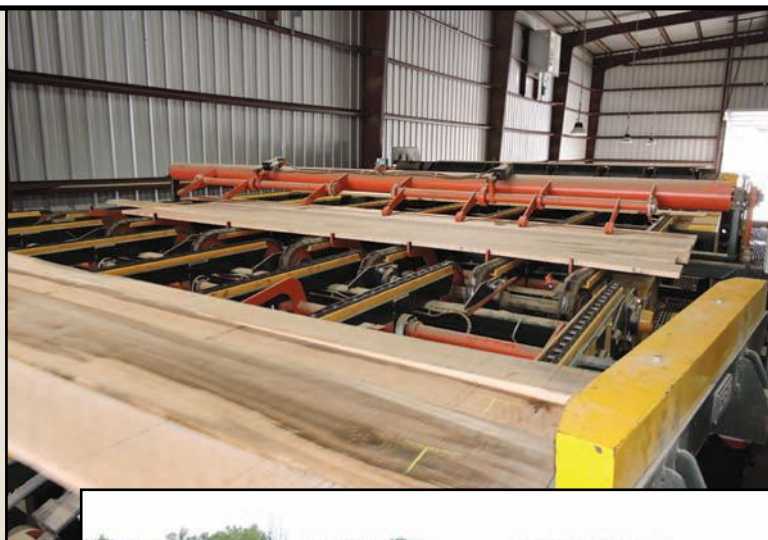
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Country View Woodworking, with corporate offices located in Millersburg, Ohio, exhibited this solid Maple dining set at the market.



Whittier Wood Furniture's Addison coffee table made of Alder and Walnut was well-received at High Point. Whittier is located in Eugene, OR.

Learn more at www.highpointmarket.org.

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

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HMA MEETING PHOTOS

Continued from page 35



Sav Agosto and Simon Ince, Walker Lumber Co. Inc., Woodland, PA; and Rob Kittle, Cleereman Industries Inc., Newald, WI



Chris Fehr, U-C Coatings LLC, Buffalo, NY; Bob Miller and Tyler Johnston, Frank Miller Lumber Co. Inc., Union City, IN; and Dave Sondel, U-C Coatings LLC

NELA PHOTOS Continued from page 43



Roger Feltner, Atlantic Plywood, Rochester, NY; Bob Pope, SII Dry Kilns, Montpelier, VT; and Sam Hull, Hull Forest Products, Pomfret Center, CT



Bob Chase Jr., Quabbin Timber Inc., Rutland, MA; and Alexis Barry and Stephen Zambo, Ally Global Logistics, Norwell, MA

Season's Greetings

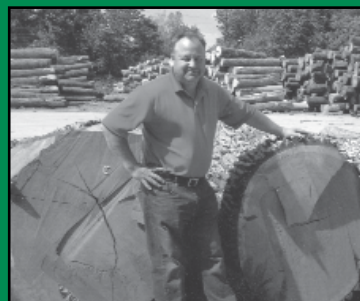
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Chad Johnson, Baillie Lumber Co., Hamburg, NY; Ernie Way, J&J Log and Lumber Corp., Dover Plains, NY; and Loren Voyer, Kennebec Lumber Co., Solon, ME



J.F. Audet, Primewood, Drummondville, QC; and Denis Carrier and Max Mallet, Kennebec Lumber Co., Solon, ME



Tom Budrewicz, Keiver-Willard Lumber Co., Newburyport, MA; Mark Alden, Northland Forest Products, Kingston, NH; and Dave Doucette, Keiver-Willard Lumber Co.



Russell Shamblen, Premier Hardwood Products, Syracuse, NY; and Mark Rivers and Cliff Allard, Allard Lumber Co., Brattleboro, VT

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2019 FORECASTS *Continued from page 20*

ness in any specie affects our valuable mill base.

Although I may seem a little pessimistic as I write this, we are very confident things will change for the better in 2019. We might have some pain between now and the first quarter as margins will be super thin, but I believe we will establish some balance and answer some questions about how we will trade with our partners throughout the world.

Let's hope and pray that our challenges turn into opportunity for our industry. Through hard work we seem to always

figure it out. The world still needs and values our beautiful Hardwood products. Our industry still does the best job being reliable with shipping quality products with excellent service. We all need to be proud of this!

We at Beard Hardwoods feel very blessed being a small part of this wonderful industry. We wish everyone a very Merry Christmas and a prosperous 2019!

Mathieu Lussier
Simon Lussier Ltd.
Blainville, QC

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Overall, 2018 was a successful year for our company. Sales were good enough in the first part of the year to compensate the second part of the year that was more challenging for us. To be able to get the same sales in 2019, there is no secret. Hard work, honesty, quality and good customer service should keep the sales coming. We are lucky to have long term customers that know they can rely on us and these customers will stay with us—good times, bad times. But we hope that the economic war between the USA and China will end because it does affect other markets too and the sales overall.



Mathieu Lussier

Things have changed a lot since our opening in 1938, but today 50 percent of our business is distribution to the provinces of Quebec and Ontario, and the other 50 percent is export overseas and to the USA. We sell to little carpenters, big manufacturers, distributors, wholesalers and exporters, as well. The spread of our sales enables us to get orders even though some markets are quieter than others.

Yellow Birch, Hard Maple and

White Birch have been the strongest sellers in our area for years and that is still the case. But in the past four years, we have developed a specialty in Walnut and White Oak for our export markets in Europe and Asia and even on the local markets we are now well known for this. Thinking back to 10 years ago, we did not have a bundle of either species in our warehouses on a steady basis, but now these two species are about 33 percent of the value of our inventory. It makes you realize how quick things change and we must stay open-minded to these changes for the good of our business. This has included our decision to start doing some ripped lumber on request. We plan to get a new ripping line in the near future.

Turning the attention to transportation, we have seen overbooked vessels this year, lack of equipment availability, trucking prices rising higher, but recently things have gotten better. We are lucky to have two 10-wheel trucks to do our distribution in Quebec and Ontario. It gives a better service to our customers that buy a pack here and there, and it is good to do the milk run. Each of those trucks can carry about 8,000fbm of rough lumber.

Nick Ince
Walker Lumber Company Inc.
Woodland, PA

After a great start to the year, difficulties with international trade have totally reversed the year, led by losses in export markets and corresponding dramatic price decline in domestic markets.

Most of our sales are made up of kiln-dried Hardwoods, especially Red Oak to export markets. This year



Nick Ince

we've been noticing that industrial grade mill products have held up well domestically.

We replaced our chipper earlier in the year, but other planned upgrades to the mill have been postponed due to the situation in the market. A bright spot is that while trucking was very difficult in the first half of 2018, it is now considerably easier as markets decline.

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Rob Paradise
Devereaux Sawmill Inc.
Pewamo, MI

I'd describe 2018 as overall a successful year. The first six months were at record sales levels and while it has slowed down from that time, there is still plenty of demand in the right products. Our focus in 2019 will be staying on

top of having the right diversity of products needed to serve our customers' needs. We sell to cabinetry, flooring and millwork manufacturers, as well as to distributors. The strength of various products varies by species, but each of the Hardwoods we inventory has seen its own strong points.



Rob Paradise

This year we expanded our kiln

capacity by adding three new kilns, which has set us up to not only kiln-dry more lumber at a time, but also to give us flexibility in being able to dry multiple species.

Transportation was tough early in the year, very tough the first three months. It seems to be back to "normal" now.

Don Barton
Northwest Hardwoods Inc.
Beaverton, OR

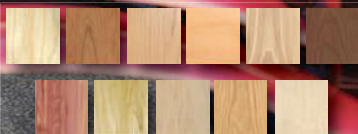
It's been a successful year, but not without its challenges. I recently returned from a visit to China and saw first-hand the outlook for our customers there, in addition to overall demand for Hardwood products. It's definitely softer than previous years. We visited with customers in a variety of segments in the wood product market and most of them commented that business for them was down about 20 percent. They're hesitant to get too far ahead of themselves, though some of them did purchase greater volumes in Q4 2018 so that they have a bit of inventory to carry them into Q1 2019 when higher tariffs are expected.

It isn't that buyers in China and other export markets don't have money to spend, they're just being cautious. Some countries are concerned because they might be an importer of raw material, which they manufacture into a product like furniture for export to the U.S. They would get hit with double tariffs po-

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tentially. During our recent trips overseas, we heard a lot of talk from different companies that they were contemplating moving their operations to Southeast Asia to avoid tariffs.

To comment on specific species' movement, or lack thereof, clearly Red Oak has been an issue since May/June of 2018. The margin is very difficult to find with Red Oak right now. Ash, Poplar and White Oak are very good species for us. European markets have been faring well so that's a bright spot.

We have worked hard this year and in years past to secure a reliable supply chain. We strategize how to position our inventories and we communicate effectively with our customers to ensure questions and concerns are always addressed efficiently. Capital improvements are always underway to fine-tune our operation to best serve our customers now and in the New Year.

Transportation has been stable domestically and overseas, though drayage costs at the ports have been challenging. Even though it has improved in the last 4 or 5 months, prices are still high. Freight, generally, you could say accounts for more of the total sale than previously. That equals a higher price on the product.

What I would say as we head into 2019 is that we all need to be promoting the beauty of Hardwoods as a general rule. The products they are crafted into are some of the best ways to add value and beauty to any environment. And if we actively promote Hardwoods in home design, I have a feeling that it will go a long way in stabilizing domestic markets.

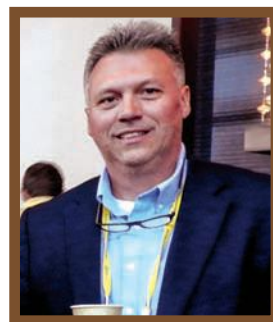
Troy Brown
Kretz Lumber Co. Inc.
Antigo, WI

In 2018, the markets for Hardwood lumber definitely softened. Sales on almost all grades and species have slowed down and it's tougher to sell most items. No. 1 Common White Hard Maple has been our best item throughout the year.

One of the primary issues that we have encountered is the lack of transportation availability, which was tighter than in 2017. Otherwise, we have a good network of trucks available,

but it's a difficult issue that isn't easy to compensate for. Among our blessings we have been able to count good log inventories for our area. This may be contributing to oversupply, though that should correct itself to a degree as the year comes to an end and winter makes logging difficult.

Please turn the page



Troy Brown

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Wendell Cramer
W.M. Cramer Lumber Co.
Connelly Springs, NC

Basically, as a whole, 2018 was fairly successful, though the latter part of the year did see a significant dip as the volume of shipments to China dropped. In the last weeks of October we did secure some sales because customers overseas wanted a guaranteed delivery before the New

Year when higher tariffs might be applied. It can't all be blamed on the current and future tariffs, though. China's economy is slowing down, so that's another factor in play here.

Low grade Poplar is the stand out species currently. Sales of Common and Better grades are fantastic. Selling it isn't the problem. The problem is getting your hands on it.



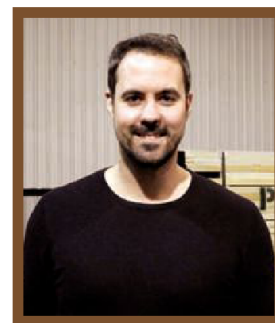
Wendell Cramer

Issues with reliable truckers is something we encounter pretty regularly. Once you line up a trucker you have to worry about being outbid or having the trucker go to a different job. And to top it off, we're paying around 25 to 30 percent more on the fees for the trucks we are able to secure.

And on orders that get exported, we're having some problems finding containers. Other industries are absorbing a lot of the availability on containers so it's a bit of a competition to get them first.

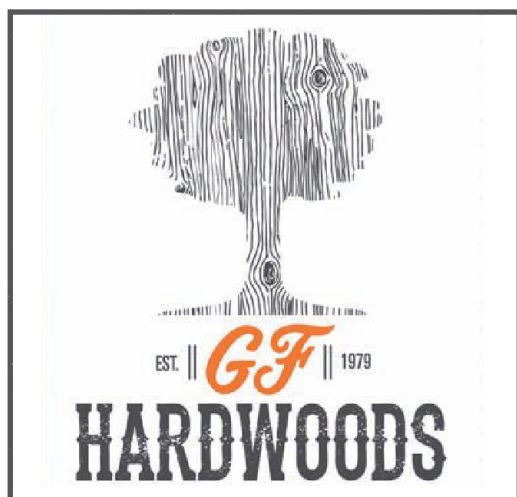
In closing, I'll use the age-old analogy of a roller coaster to describe our industry. It has its ups and downs. The problem is that there are too many twists and turns in a row. You can't count on any day to day normality and I'm hoping that we see a return to that in the near future.

William Genest
Primewood
Drummondville, QC



William Genest

The first and second quarters of 2018 were great for us, but from then on it did recede a bit. We were on the



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way to surpassing 2017's numbers but Cherry and Walnut went down drastically. We have to "digest" these two species at the moment and deal with them hanging around longer than normal. There are some signs of recovery on the horizon, though, so we're hopeful that pricing and demand will rise in the near future.

Tyler Francois
Snowbelt Hardwoods
Hurley, WI



Tyler Francois

We are an exporter, and while international sales did trickle off starting around the beginning of fall, our domestic sales have been great through the whole year. We're still exporting lumber, but it's down significantly, for sure.

We had a lot of wet weather in late Summer and Fall that complicated logging efforts. Availability of domestic trucking does present an issue. We have our own trucks, but even still we have to use contract trucks. Getting flatbeds domestically has been a real problem. On export shipments, we also have experienced lack of equipment and/or trucks hauling to the rail.

The customers we serve in North America and abroad include distributors, millwork shops, moulding manufacturers and flooring producers. Each of their markets is busy in its own way, and we expect sales to increase following the New Year.

Robert Chase Jr.
Quabbin Timber Inc.
Rutland, MA

The Hardwood markets are ending 2018 in a mixed form. We have found that business was at its busiest point in the spring. The summer was steady but not strong. As we headed into the last months of the year we saw more of the same, perhaps an even further dip in activity. Supply and demand of course aren't the issues. For the most part,

Please turn the page





Robert Chase Jr.

demand is good, there is just too much lumber available and too many sources that are dropping their prices to get the sales first.

Demand for Hard Maple and Yellow Birch have been steady all year. It's not breaking any records, though. Again, demand is not the issue. The supply of Red Oak, Cherry and Walnut is out-

pricing the demand, but I don't think it's the demand slowing it's the lack of export that is causing inventory buildup at the mills.

Shipping costs have really been a sore spot for us this year. Availability of trucks has gotten slightly better, though the costs are not coming down as they should.

I think things have settled on the domestic trucking cost but the container costs and backups at the ports is still an issue. Container rates have increased 30 percent this year and I don't see that changing any time soon.

Logan Josey Josey Lumber Co. Inc. Scotland Neck, NC

Overall, the 2018 lumber markets were very strong until the "tariff talks" came about and it scared the overseas buyers from purchasing, especially in China.

No. 1 and 2 Common Poplar has been in very high demand. It is also hard to come by with pallet companies absorbing the majority of the material produced. As for the weakest in demand, it would be No. 1 Common and Better Red Oak.

Transportation costs seems to always go up. From the start of the year the electronic logging devices have translated to truckers not being able to get as many loads per week, which means they cost more per mile. That's a bit of an issue as we try to shift more of our sales to the domestic market, but we're also looking to new overseas customers to take a share of what would normally go to China.



Logan Josey



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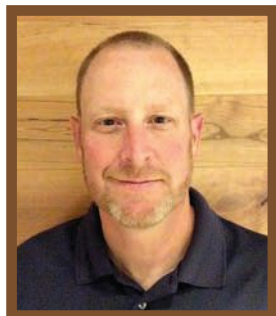
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Bo Hammond

2018 started great but finished rather inconsistently for Collins. Our businesses are diverse across the spectrum of the forest products industry. We have West Coast softwood production, particleboard production and exterior wood-based siding. Generally, markets were strong for lumber products including Hardwoods for the first half of 2018. Supply was constrained, pertinent economic statistics were favorable, and pricing was up. However, mid-year international circumstances changed starting with log export regulation enforcement and followed closely by trade tariffs, real or threatened, which are still negatively impacting our Hardwood lumber business. Our Hardwood lumber sales volume for 2018 was trending higher than 2017 up until recently and it now looks like we will ship about the same volume as last year.

Philip Bibeau
Wood Products
Manufacturers Association
Westminster, MA

ARE YOU READY?

Are you and your company ready for the changes that are happening and will continue to happen in the business world that you have put years of sweat and hard work into developing? In the past, a large portion of business was done on a person-to-person basis and your handshake meant everything. Workers took great pride in being part of the company

“family” and often multiple generations spent their entire career working for one company. There was an understanding that you had to “pay your dues” to work your way up the company ladder to management or above.

As many of these long-time dedicated employees retire, the culture within companies is changing dramatically. The younger workers that are coming into our industry have different priorities in life. For many, the need to balance life/work outweighs the importance of working at a full-time job. For others,



Philip Bibeau

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Happy Holidays

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2019 FORECASTS *Continued*

everything is just a stepping stone to the next position. As a result, it is not unusual to review resumes with 7 or 8 jobs in the last five years. Everything is geared toward putting the worker in your shoes within a 5-10-year period.

Almost all research on desired products is conducted on line. Most communication between buyer and seller is electronic. Many younger workers today (sales professionals included) are unable to hold a face-to-face conversation with others. Many companies have resorted to hiring professionals to come into their company to do training sessions on

how to speak to someone. Managers should take a serious look in the mirror to ask themselves, "If I was a young, talented worker, would I be willing to accept a position at this company?" What are you offering an hourly wage or a place to come and make a meaningful contribution? Once the person is hired are they moved around and cross-trained on a variety of functions or will they do the same thing day in and day out until they die or retire?

All of these changes are difficult for many owners/managers to grasp. The important thing that they need to realize is that they must change or perish. Without employees, no company can succeed. Everything possible must be done

to make your company an "employer of choice" and some place that a person would like to start their career.

Owners should look at automating as much of their operation as possible, even down to tablets on the shop floor with pictures and simple explanations of what is required of the employee. Instead of fighting with a generation that has been raised on immediate gratification for all, management must find a way to interest these new workers to jump on the company bandwagon and help propel it forward.

It is certainly a different way of operating a business, but only those companies willing to change will survive.

ANNUAL MEETING

The Wood Products Manufacturers Association (WPMA) will hold our annual meeting October 16-17, 2019 in Savannah, GA. We have arranged tours with some of the cutting-edge manufacturers in the area. The tours are designed to expose attendees to a variety of successful new technologies and manufacturing processes. It is hoped that everyone will return with at least one new idea or process that can be easily implemented in their business. The meeting also includes workshops on timely and important business topics. Our very important "Roll Call" focuses on the sharing of solutions to problems that companies experienced in the past year. These challenges/solutions are then shared with fellow members in the monthly newsletter.

Many members have commented that the sharing that occurs during



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the session alone is worth the time involved in attending.

Our "Mystery Night" continues to be a much-anticipated fun networking opportunity unique to the area where the meeting is held. The entire focus of the meeting continues to make attendees feel welcome and develop networking opportunities that will benefit their company.

CYBER-SECURITY TEMPLATE

As more and more members are being affected by electronic hacking, the board of directors has contracted with a professional company that focuses on preventing cyber security problems in companies. The WPMA is able to offer members in good standing a **FREE** template that they can utilize in the development of their own program to protect their company. The template is not designed as a stand-alone program, but rather the foundation that can be utilized in developing a comprehensive program that meets the needs of the individual members.

LEADS FOR NEW AND PROFITABLE BUSINESS

The association continues to focus our efforts to generate leads for new business that are distributed to members on a daily basis to help them increase sales from new, profitable customers. We advertise both in print and electronically in the major trade publications, and exhibit at trade shows to develop RFP's that we share with all members. Our staff has over 32 years of industry experience and receive calls on a regular basis from companies seeking suppliers. These inquiries are also posted and distributed as well.

DISCOUNTED FSC R PROGRAM

We are happy with the work we are doing to help companies bid on and receive contracts for new business that they would not be able to do without being part of the WPMA FSC R Group Certificate. Our experienced program manager provides all documents and assistance through the process from start to finish. The low cost to participate as part of a group and the assistance provided are a great help to many businesses. We are able to consult with companies that are too large to be part of a group certificate, but would like help to get their company certified.

Michael Martin
National Wood Flooring Association
Chesterfield, MO

NWFA currently is developing a five-year plan to establish its goals through 2023. One of those goals will be to create a consumer awareness campaign that will help address some of the confusion about wood look-alike products in the market. We'll also set goals to grow our membership with specific member types, and evaluate our programs and services to meet the

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2019 FORECASTS *Continued*

needs of our diverse membership.

Wood look-alike products continue to be a challenge for the wood flooring industry. There is a lot of confusion with consumers who are not aware that wood looks are not made using wood. Yes, paper is a product made from wood, but a photo printed on paper is not wood. It's important that NWFA, and its members, continue to educate consumers, designers, etc., about wood's long-term value, its benefits, and its attributes as a flooring material.

While our members are primarily optimistic about 2018, there is a lot of uncertainty and concern going forward about the impact of import tariffs implemented by the Trump Administration. Currently, the U.S. has a 10 percent tariff in effect for products being imported from China, and wood is one of those products. There is speculation that those tariffs will increase

to 25 percent in 2019, but this is currently an unknown. This uncertainty makes it difficult for some of our members to plan effectively.

Training is always a challenge in the flooring industry. In good times, companies are too busy to train, and in bad times, companies are too strapped to train. NWFA University is an online learning platform that offers consistent, affordable wood flooring training for just \$100 per year for any number of employees. Individuals can learn on their own at their own pace. Each course is 10-20 minutes in length, so can easily fit into a busy work/family schedule. In November, a Manufacturing path was launched to help wood flooring manufacturers train their employees. These courses can be completed on a PC, a tablet, or a smart phone. To date, nearly 50,000 courses have been completed in NWFAU. In 2019, we'll continue to add courses and learning paths that will help our members effectively and affordably train their employees.



Michael Martin

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**Dana Lee Cole
Hardwood Federation
Washington, DC**

At presstime for this publication, while the dust had not quite settled on the 2018 midterm election, the early top line narrative for both political parties is that the night was a mixed bag. Democrats claimed control of the House of Representatives, an outcome that many political operatives had expected, but obviously not a given in this year's supercharged political environment and the spotty record over the last few cycles of elec-

toral polling. In the Senate, the upper chamber remains under Republican control.

So what does all of this mean? The biggest impact by far will be in the House, where all of the committee chairmanships will be assumed by Democrats at the beginning of the 116th Congress in 2019. In several cases, the new leaders are Members we know well and have worked with in the past, including Rep. Collin Peterson (D-MN) who will chair the House Agriculture Committee and Rep. Peter DeFazio (D-OR) who will lead the House Transportation & Infrastructure Committee. Both Mr. Peterson and Mr. DeFazio are supportive of many Hardwood Federation priority issues and we will continue to work closely with them and their staff to ensure continued cooperation.

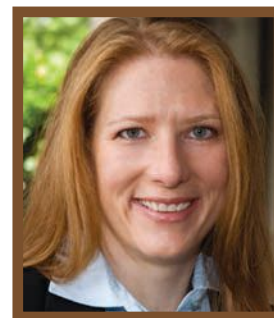
Some other chairmanships do not have a strong record of supporting Hardwood Federation issues, including those that will be calling the shots at the Energy & Commerce, Natural Resources and Ways and Means. We will need to double down on our efforts to educate and persuade these Members, particularly in the areas of biomass energy and combustion, federal forest management reform and reform of the Endangered Species Act.

In the Senate, committee leadership will largely remain the same with the exception of the Senate Finance and Senate Foreign Relations Committees. Both chairmen—Orrin Hatch (R-UT) and Bob Corker (R-TN) are retiring. At press time, the final decisions on who will fill these seats had not been made, but there will certainly be new leadership in place on these key committees and others could be moved around as well.

The 2019 legislative calendar is tough to predict. With a split House and Senate, many are predicting a return to the gridlock that has gripped D.C. in the past. However, optimists are looking for transportation and infrastructure to be one possible area that can be worked on in a bi-partisan manner. There are also predictions that a number of Administration officials will depart at the end of 2018 or early 2019...this could keep the Senate busy with confirmation hearings, particularly early in the year. And both House and Senate could consider action to address international trade.

Your Hardwood Federation team is gearing up for 2019. We will be reach-

ing out to all of these of new Members to make sure that they know the value our sector brings to communities around the country and the economy as a whole. While we may have lost some key allies in our efforts on behalf of the industry, there are many talented people on both sides of the aisle that we are looking forward to working with as part of the 116th Congress. ■



Dana Lee Cole

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TRADE TALK



Mathieu Lussier

BLAINVILLE, QC— Mathieu Lussier, sales manager at Simon Lussier Ltd., announced that the company recently completed upgrades to the second grading chain here.

Mathieu commented, "With this new saw system, we are now able to offer double-end trimming. The ease of use is much greater as the grader now also has an automated board

flipper and a TV in front of him to see what the surface measure is, even if it is high or low surface measure. The chain is now also computerized like we have on the first grading chain, so, for example, we can see on tally sheets how much No. 1 white vs. No. 2 white vs. Sap 1 Face there is in a bundle of 4/4 Hard Maple No. 1 Common Sap and Better. We can also easily do width and length sorts with this upgrade and make special grades if customers need it. This is really optimized for our current and future needs."

Simon Lussier sells approximately 15 million board feet per year of Northern and Appalachian Hardwood species. They include: Hard and Soft Maple, Red and White Oak, Walnut, White Ash, Basswood, Aspen and Cherry, as well as some exotics like African Mahogany and Spanish Cedar.

Simon Lussier Ltd. is a member of the Quebec Wood Export Bureau, Penn-York Lumbermen's Club, and the New England Lumbermen's Association and has been a member of the National Hardwood Lumber Association for over 67 years.

To learn more, visit en.simonlussier.com.

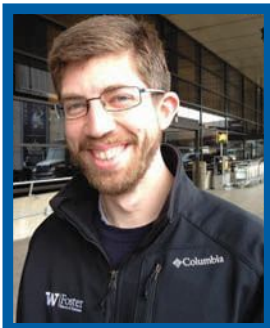
PORTLAND, OR— Collins, located here, recently announced that Galen Smith has rejoined the company as project manager.

Smith attended Willamette University, located in Salem, OR, from 2002 to 2006, graduating with a Bachelor of Arts degree in history. He went on to attend the University of Washington's Michael G. Foster School of Business, from which he earned a Master of Business Administration degree with a finance focus in 2013.

Smith started his career in the forest products industry in 2006, working as a sawmill supervisor for Collins in Chester, CA. He was promoted to quality control supervisor of

AN UPDATE COVERING THE LATEST NEWS ABOUT HARDWOOD SUPPLIERS/VENDORS

the Boardman, OR, Pacific Albus mill in 2008 and worked for the company through 2011, when he left to pursue his MBA. He then joined Fluke Corporation. At Fluke, Smith was the Finance Planning and Analysis manager, coordinating entry of global actuals and forecasts in monthly reporting, consolidating and communicating operational results and review packages, among



Galen Smith

other responsibilities. Having now returned to Collins, Smith will be responsible for evaluating and expanding the company's maintenance and purchasing systems and processes.

He has been married to Megan for five years, and the couple has a daughter, Maya.

Headquartered in Oregon and family-owned since 1855, Collins produces wood products that include: various species of Hardwoods and softwoods, NAF pine particleboard, engineered wood siding and trim. Collins upholds their long-standing commitment to land and resource stewardship with over 311,000 acres of Forest Stewardship Council-certified forest lands in California, Oregon, Pennsylvania; six manufacturing facilities (California, Oregon, Pennsylvania, West Virginia); and one retail yard in California.

For more information: CollinsWood.com or 800.329.1219

NATCHEZ, MS— J.M. Jones Lumber Company Inc., located here, recently announced that it has completed the installation of three Brunner-Hildebrand dry kilns.

Founded in 1911, J.M. Jones Lumber is a manufacturer and wholesaler of Red and White Oak, Ash, Cottonwood, Willow, Red Elm, Hackberry and Poplar. The company ships over 13 million board feet per year of Southern Hardwood lumber to destinations across the United States and abroad.

George Prince of J.M. Jones Lumber stated, "The new kilns are going to allow us to build on our over 100-year history of delivering high quality lumber to our customers around the world. It's been a great experience working with the men and women of Brunner-Hildebrand and we look forward to many years of partnership in the future."

Brunner-Hildebrand is a leader in manufacturing dry kilns. Since 1948, the company has installed more

Please turn the page

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We at Clark Lumber Company, Inc. of Red Boiling Springs, TN, would like to be your Hardwood lumber supplier. We are able to bring quality Hardwood lumber.

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We thought you'd find this interesting: there are more than 3 trillion trees in the world, nearly 7.5 times greater than previously thought, according to a recent study by a group led by Yale University. This figure is correct despite the 15 billion lost each year due to human activity and other factors.



Brandon Clark and his father, Hugh W. Clark, own and operate the three sawmill locations of Clark Lumber Co. Brandon – Manages the production and sales. Hugh – Oversees the log and timber procurement.

To better serve our Hardwood lumber customers, we:

- 1) produce and offer 4/4 through 8/4 thicknesses of lumber that is sold green, air dried, steamed or kiln dried, rough or surfaced, in species like Poplar, Red and White Oak, Ash, Hard and Soft Maple, Walnut, Cherry, Hickory, and Aromatic Red Cedar.
- 2) have a dry kiln capacity of 850,000 board feet per charge.
- 3) have six sawmills at three locations in Red Boiling Springs, TN, Lafayette, TN, and Erin, TN.
- 4) produce about 48 million board feet of Hardwood products including grade Hardwood lumber, pallet and flooring lumber, cants, crossties, mat material, wood chips and veneer logs.
- 5) offer export preparations, container loading, and loads of mixed species.
- 6) maintain an inventory of 1,000,000 feet of kiln dried lumber and an additional 1,500,000 feet of air dried lumber.

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TRADE TALK CONTINUED

than 15,000 kilns worldwide. Among these installations are the company's conventional and vacuum drying kilns, as well as other innovations in wood product drying.

To learn more, visit www.brunner-hildebrand.de and www.jmjoneslumber.com.

U·C COATINGS
WOOD PROTECTION PRODUCTS



BUFFALO, NY– U-C Coatings LLC, a leading manufacturer of wood protection products including end coatings and sealants for logs and lumber, based here, has acquired Contechchem Inc. of Portland, OR.

Contechchem, which was founded in 1985 by Gene Mitch and Gary Anderson, is a leading producer of sapstain control products for the lumber industry on the west coast. The merger of the two companies, both owned by High Road Capital Partners, creates a complementary single-source supplier of wood protection products for the hardwood and softwood markets across the country.

“This partnership of two quality companies with important products for wood processing will allow each of us to work together in research and development and distribution of our products from coast-to-coast,” explained Tom Johel, CEO of U-C Coatings.

“This is an incredible opportunity to increase our resources to grow our business in protecting freshly cut lumber and logs,” added Steve Anderson, Contechchem Vice President. “Now, we can have an even greater positive impact on our customer's bottom-line with more ways to protect wood, increase yield and reduce waste.”

U-C Coatings is a leader in wood protection with its best-in-class wax end sealer, Anchorseal®. For more than 35 years, Anchorseal has been used by Hardwood and softwood log and lumber producers to protect against end checking and

splitting during drying. Up to 90 percent or more of end splits are avoided by applying Anchorseal as soon as logs and lumber are cut, resulting in higher yields with less waste.

Contechem's products are the gold standard in sapstain control. Its Britewood® XL is specifically formulated for the protection of Hardwood and softwood lumber against stain and mold-causing fungi. It is also the manufacturer of Sol-Brite, a brightener that can be used on all Hardwood and softwood species to remove unsightly iron stains caused by saw blades and oxidation.

Both companies will continue operations at their respective manufacturing facilities in Buffalo and Portland, without change. All personnel at both U-C Coatings and Contechem will continue to carry on their mission of providing the best possible products and service to their customers.

U-C Coatings LLC is a Buffalo, NY based manufacturer of premium wood protection products, including market leading brand names such as, Anchorseal®, Gempaint®, Log-Savers®, Bates® and SEAL-ONCE®.

U-C Coatings is a leading supplier in the logging, lumber and woodworking industries, where its products help their customers achieve higher yields and less waste.

Contechem, Inc. is a leading producer of sapstain control products for the forest products industry, serving customers in the Western United States. Based in Portland, OR, Contechem provides compliance guidance, operator training and customized delivery systems.

For more information, visit www.contechem.com and www.uccoatings.com.

CRYSTAL FALLS, MI—The Lake States Lumber Association (LSLA), headquartered here, recently announced Jake Divine as the organization's new administrative assistant.

Divine replaces Maryanne Dainsberg, who served as the Administrative Coordinator for 10 years.

Divine is a native of Crystal Falls, a town in Michigan's Upper Peninsula. After graduating from Forest Park High School in Crystal Falls, he attended Vanderbilt University and earned a Bachelor of Arts degree with a focus on Economic Anthropology studying global, regional and local supply chains and consumer behavior. He also minored in corporate strategy and Spanish. After college, he moved to Denver, CO, and worked in administration positions and has experience in sales, customer service, accounting, fundraising and event marketing.

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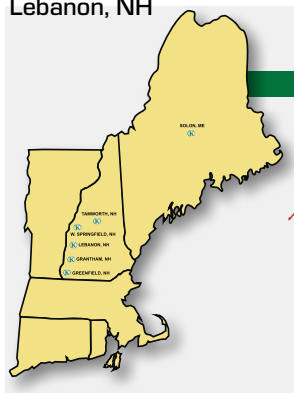
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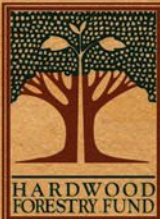


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TRADE TALK *Continued*

Divine also recently joined the Renewable Resource Solutions, which is owned by Don Peterson. In addition to the duties of administrative coordinator, he will also handle other responsibilities.

In his spare time, Divine loves spending time outdoors, hiking, canoeing, fishing and hunting and is excited to be living and working in the Midwest again.

To learn more, visit www.LSLA.com.

GREENSBORO, NC.— AHMI, HMA and NHLA will host the 2019 Hardwood Leadership Development Retreat here for three days of professional leadership training from January 28-30.

The symposium is designed to help individuals maximize their potential and instill the values and behaviors that create a strong culture of leadership.

The BB&T Leadership Institute combines expert psychological insight with the lessons learned throughout the 145 years of BB&T's history. It was selected because of its unique qualifications to develop people to become dynamic leaders, increase employee retention and improve the bottom line for companies.

"BB&T's Leadership Institute has helped us coach and fine tune folks to be the kind of leaders we need them to be in our organization," said Mike Lancaster, president of Frank L. Blum Construction Company.

The program will address the complexities of leadership by:

- * Focus and development of leadership programs for the next generation.

- * Developing forums and networking opportunities to help companies stay relevant.

- Day 1: Growing Your Company Through Your People

- Day 2: Leading Change with Purpose

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Registration fee: \$450 per person

Housing: 2 nights @ \$275 per person

*Participants are encouraged to stay at the Institute's world-class facility. Other accommodations are available at area hotels.

Register and pay online at www.hmamembers.org. ■

AHEC REPORT *Continued from page 14*

port of the workshop identifies a series of actions proposed by participants, noting that "actions will be included in the final strategy, or not, based on the level of support demonstrated in the consultation."

Many of the proposals included in the workshop report are relatively minor tweaks to the existing FSC framework,

for example: to strengthen incentives for 100 percent certification as opposed to controlled wood; to remove perverse incentives (such as volume based standards for mixed products that encourage reliance on certified materials for the cheaper elements like MDF and not for expensive elements like veneers); and to encourage greater co-operation and cost-sharing between FSC members in implementation of existing group certification procedures.

However, other proposals, if ever adopted by FSC, have more potential to increase access to FSC certification amongst non-industrial operators. Particularly relevant to U.S. Hardwoods, are various proposals to extend the role of risk assessment throughout the FSC framework and to allow certification requirements for individual operators to be adjusted dependent on the overall risk profile of smallholders in a supply area. Another suggestion is to make greater use of earth observation, GIS and geospatial analysis tools in determining risks in different supply regions.

FSC says that it will use the input received from the workshop, and in subsequent consultations to prepare the details of an Implementation Plan for the new CW strategy, including exact timelines, details of actions, and key performance indicators, tentatively planned to be finalized by mid-2019.

More innovative approaches are also being explored by other certification systems and organizations in an effort to break the logjam and expand access to certification amongst non-industrial forest owners. There is growing recognition that certification at the scale of individual enterprises or management units is often ineffective and inefficient. So-called "landscape" and "jurisdictional" approaches to certification define measurable indicators – both of forest condition and governance – that are applicable across landscapes, or in specific forest jurisdictions, and which show the progress being made.

Several examples of these new approaches are being pioneered in the United States. The American Forest Foundation (AFF) recently announced an expansion of its efforts on landscape certification through the "Forests in Focus" program, which has been in development with GreenBlue, a sustainability organization, since 2015. The program assesses the sustainability and risk profile of wood supply areas and identifies opportunities for the supply chain to engage landowners, at scale, around issues of critical importance. AFF is also pilot testing a new procedure for American Tree Farm System (ATFS) certification which, rather than requiring individual forest owners to prepare their own management plan, allows them to opt-in to a landscape-level plan which takes account of management and conservation priorities across a region.

The SFI has also announced a new approach for engaging smallholders and family-owned forestlands in the U.S.

Please turn to page 77

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white ash, poplar,
hard maple, soft maple,
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Season's Greetings



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"For unto you is born this day in the city of David, a Savior which is Christ the Lord." Luke 2:11



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BREEZE DRIED RECEPTION PHOTOS

Continued from page 37



Larry Krueger, Krueger Lumber Co. Inc., Valders, WI; Wendel Clark, The Toronto Maple Leafs, 1985-2000, King City, ON; and Liz and Paul Brooks, Quality Hardwoods Ltd., Powassan, ON



Tom Johel, U-C Coatings LLC, Buffalo, NY; Jonathan Geyer, PA Hardwoods Development Council, Harrisburg, PA; Wendel Clark, The Toronto Maple Leafs, 1985-2000, King City, ON; and Mike Penner, Breeze Dried Inc./Townsend Lumber Inc., Tillsburg, ON



Barry Kibbey, NHLA, Pittsfield, PA; Simon Larocque, NHLA, Val Des Bois, QC; Wendel Clark, The Toronto Maple Leafs, 1985-2000, King City, ON; and Michael Hilburn, King City Forwarding USA Inc./Northway Forwarding Ltd., Floyds Knobs, IN

AHEC REPORT

Continued from page 75

To enable greater efficiency and to operate as a landscape-scale certification approach, the SFI Small Lands Group Certification Module uses "wood and fiber supply area plans", which address forest management planning across supply areas and are made available to landowners.

Assessment of the relevance and potential role of these various initiatives to help promote and communicate sustainable forestry in the U.S. Hardwood sector forms part of the on-going process to develop AHEC's environmental strategy. ■

NEWS DEVELOPMENTS

Continued from page 11

the Maine Department of Agriculture, Conservation and Forestry said, "Slowing the spread of the EAB is crucial. An Emerald Ash Borer generally moves only about one half-mile on its own in a year but can move hundreds of miles in a single day within a piece of infested firewood."

While quarantines are in some small way proving effective in slowing the progression of the EAB, it is broadly predicted that the insect will eventually lead to the extinction of Ash trees in North America.

More information can be found at www.emeraldashborer.info. ■

AHMI MEETING

Continued from page 30

solid Hardwood. Gat Caperton of Gat Creek said the response from retailers to the sustainability message is strong.

His company makes product under their own name and private labels for retailers.

The Cherry, Maple and Ash prod-

Please turn the page

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AHMI MEETING *Continued*

ucts were well-received at market.

Vaughan-Bassett Furniture recently began a licensing program with Ben and Erin Napier of the HGTV's "Home Town." The bedroom and dining room collections are designed by the duo and made of Appalachian Hard and Soft Maple.

"As fans already know, Ben designs and builds his own furniture in his woodshop and Erin is an acclaimed designer. Together, they have already restored and transformed dozens of homes in Laurel and we cannot wait for Ben and Erin to bring their design ideas and expertise to Vaughan-Bassett," Wyatt Bassett said.

Ben Napier said they are excited to work with VB. "Our designs will be lovingly made with American craftsmanship, American quality and by the largest manufacturer of wooden residential furniture in the United States," he said.

Vaughan-Bassett maintains its Appalachian Hardwood Collections in Cherry, Maple and Oak.

A third stop was SpectreWood of State College, PA, and attendees viewed solid Cherry and Walnut bedroom, entertainment and office furnishings. Eric Freiberg explained the products and noted that market acceptance was good.

AHMI members then participated in individual meetings with manufacturers from the U.S., Mexico, China, Italy and Canada.

AHMI also presented a program titled "Appalachian Hardwoods In Sustainable Design" for furniture designers and manufacturers. The session detailed the Hardwood species from the Appalachian region and their application for furniture.

The Certified Appalachian Hardwood Legal and Sustainable program was explained and members of the Sustainable Furnishings Council were recognized. Certified Appalachian meets the requirements of SFC's Wood Scorecard program.

The High Point Market is the larg-

est furnishings industry trade show in the world, bringing more than 75,000 people to High Point, NC, every six months. The next market is scheduled for April 6-10, 2019.

To learn more about High Point Furniture Market, visit www.highpointmarket.org.

To learn more about AHMI, visit www.appalachianhardwood.org. ■

HMA MEETING

Continued from page 32

Hardwoods Inc., Ridgway, PA, Walker Lumber Co. Inc., Woodland, PA, and Wood-Mode Inc., Kreamer, PA.

- Emporium Hardwoods – The Rossi Group reports that “production at the new Emporium mill will exceed 165 mbf per day – an increase of 50 percent on the former mill – based on log supplies from a radius of 100 miles.” (Visit www.rossigroup.net)

- Northwest Hardwoods Inc. “creates value for our partners by providing industry leading quality, service, and product innovation.” (Visit www.northwesthardwoods.com)

- The Mission of Walker Lumber Co. Inc. is “to produce quality Hardwood products that meet and exceed our customer needs and provide stable long term reliable conditions for our customers, suppliers and employees.” (Visit www.wlci.us)

- “As Wood-Mode marks its 75th anniversary, Wood-Mode Fine Custom Cabinetry continues to stand proudly behind its solid commitment to excellence in product quality, customer service and American craftsmanship.” (Visit www.wood-mode.com)

Each year the HMA, comprised of Hardwood sawmills and lumber concentration yards located in the U.S., conducts two Regional Meetings which enable members to see the latest technology at work, witness working solutions to common problems and exchange information with seasoned counterparts.

For more information, visit www.hmamembers.org. ■



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NATIONAL HARDWOOD MAGAZINE

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