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Hardwood

Magazine

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

ESTABLISHED IN 1927

JANUARY 2019

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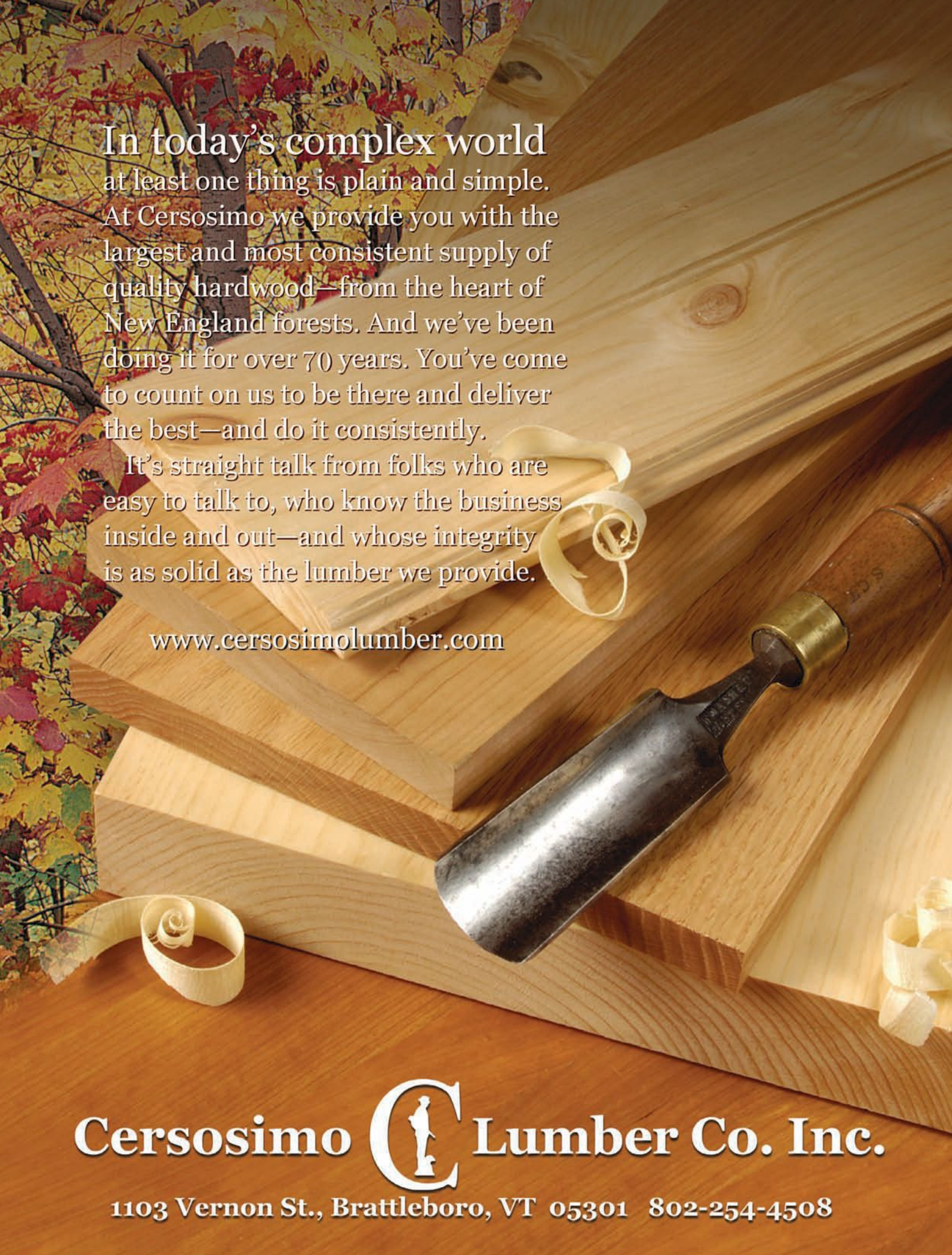


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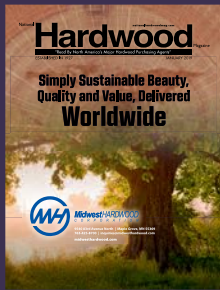


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About The Cover



Midwest Hardwood Corporation

Sustainable means a lot of things these days, but Midwest Hardwood Corporation's version is vital to our customers. Our customers need consistent quality and service over time, day in and day out. Stocking over 8 million board feet of quality kiln-dried hardwoods, Midwest is committed to serving the customer. Midwest Hardwood Corporation is a full line forest-to-customer manufacturing company comprised of

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National Hardwood Magazine

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Publisher: Paul J. Miller – 1963-2010

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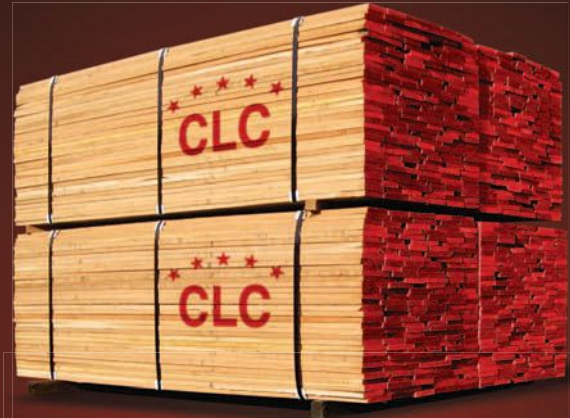
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HARDWOOD CALENDAR

January

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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U.S.A. TRENDS

**Supplier news about
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expansions and inventories**

LAKE STATES

Lumber suppliers in the Lake States region report challenging situations including inclement weather, lack of available logs and negative impact caused by recent tariffs.

Rainy weather has been affecting the Hardwood market negatively in Michigan, a lumber manufacturer said. "Our log deliveries are probably about 25 percent of what they normally are right now," he said. "We've got the orders to run seven days a week, but we don't have the logs to keep up with it."

His top-selling Hardwoods are Red Oak, Hard and Soft Maple, No. 1 Common and No. 2 Common, 4/4 thicknesses. The company also markets Basswood, Aspen, and White Oak.

He sells mainly to distribution/concentration yards and the pallet industry. The industrial market remains as strong as ever, but the grade market is weaker than it was six months ago because customers are nervous about the tariffs on China. "Nobody wants to do anything and they don't want to pay anything for lumber. Not good," the source explained.

He added that one customer is taking a "wait-them-out" approach. One of our grade customers said he was going to keep operating, but not ship China any, just stock it up in the warehouse and when the market comes back, he'll have it ready to ship."

In Wisconsin, the market "is not too bad", a sawmill representative said. "We're feeling pressure on the Red Oak a little bit because everyone's scared of tariffs, but I think that will straighten out. I'm optimistic, it (tariffs) needed to happen."

The Hardwood market seems about the same as it was six months ago, though the pallet market is stronger, the contact said. White Oak in all grades is his top seller in 4/4 thickness. The company also sells Red Oak, Hard and Soft Maple, Basswood, Aspen and Birch. An abundance of rain has been hindering the log supply, he said. "A lot of people are looking for logs, which is keeping the price up. But we were lucky. We got a ton of logs last summer so we have enough in inventory."

The Hardwood market in northeast Indiana has been "terrible" because of the Chinese tariffs, which are causing prices to drop, a lumber supplier said. Rain also has been a negative factor in that state. "We're very low on logs," she said. "We're only sawing half days because we're afraid we're going to run out of logs."

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NORTHEAST

Lumber suppliers in the Northeast report slower, unsettled markets as the new year unfolds. Predictions of a challenging first six months of the year are anticipated by some due to the ongoing tariff situation with China. Meanwhile, inclement weather conditions in parts of the region have curtailed some mill production.

A lumber-manufacturing contact in Pennsylvania said the Hardwood market is slow and was much stronger six months ago before the tariffs issue kicked in. "Sixty percent of our business is China," he commented. The weather also has affected his business negatively. "It's been very, very rainy here," the source said. "We're only running four days a week right now in the mill."

His best-selling Hardwoods are Ash, Red Oak, Hard and Soft Maple, and Cherry, with FAS being the most popular grade and 4/4 the most sought-after thickness. The Pennsylvania company sells mainly to distributors, but also to some wholesalers and end users. So what will the new year bring? "It's going to be a very difficult market, certainly the first six months," he stated. "This industry is so dependent on China for our survival."

In New York State, another sawmill representative echoed those remarks. "The market is very unsettled and has the potential to change by the day, sometimes multiple times a day," he commented, adding that the rainy weather has hindered his company's ability to obtain logs. "It would be worse if the weather was good because there would be so much more supply. Since the mills can't work full production there's less supply which is probably keeping some markets stronger than they should be."

The source's top sellers are Ash and Hard Maple, common grades in Maple and any grade in Ash, all in 5/4 thickness. His business also sells Oak, Hickory, Basswood, Birch, Soft Maple and Cherry to distributors. The lumber supplier is hopeful that a trade agreement will be reached with China sometime after the Chinese New Year. If that happens, "We think the market will take back off potentially even stronger than it was before."

A Connecticut lumber manufacturer reported a slightly weaker market than six months ago. "The price of Red Oak definitely has bottomed out a bit. We see a lot of it here," he said. Red Oak is his top-selling Hardwood. "We do grade loads of that on a pretty regular basis." His company's products also include kiln-dried Black Walnut and White Oak.

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WEST COAST

Sources involved in Hardwood sales across the West Coast noted that oversupply was the primary issue they had to surmount in the past year. For 2019, it's expected that a reduced number of export sales will play a part in domestic oversupply, with many suppliers looking for alternative markets to sell into.

A sales manager in Oregon remarked, "Domestically the last four months of 2018 were especially tight in regard to demand. Prices weren't coming down and it was difficult to convince customers to buy more than 'just-in-time' orders. We're not setting up as many programs lately because our end-use customers would prefer to buy when their inventories are low, rather than invest in lumber that could experience a price fluctuation shortly thereafter."

In addition to end users, this contact's clients include distribution yards and other retail stores. The company's lumber species include Hard and Soft Maple, Red and White Oak, in addition to Ash and Birch in Appearance grades with thicknesses of 4/4 to 12/4.

"We also export," the Oregon-based source said. "And it was about mid-year that we saw those markets really pare down. We've looked to alternative markets for our Hardwoods, but China is an especially difficult market to compensate for the lack of sales."

Sales volumes for a representative at a Hardwood supplier in California are level with the previous year. He noted, "For most of 2018 it looked like we'd sell above our quota compared to the same month in 2017. Well in advance of the fourth quarter it became apparent that we would be hitting the same numbers and thankfully we did. There's still a lot of hope for 2019, but a number of issues need to be addressed regarding domestic oversupply and tariffs that could subdue profits."

Selling FAS and No. 1 Common domestic and imported Hardwoods, such as White Hard Maple, Alder and Poplar, the California sales agent stated that his flooring and cabinet customers have stayed busy in recent months. "The wildfires that occurred recently, just like the hurricanes that hit the other side of the country each year, will drive sales of wood materials for rebuilding. We're only a few hours outside where the fire was, so we're in a good place to supply the builders' needs."

A salesman in Washington said that it has been the lower grade material that has sold best for his operation lately.

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SOUTHEAST

Southeastern sawmill representatives generally share optimistic expectations about the lumber market as 2019 begins, while simultaneously stating concerns about the potentially adverse impact of tariffs in the new year.

A middle Tennessee sawmill source said the market for kiln-dried Hardwood in his area has been soft and cited the cancellation of orders from two buyers in China, in one case that of 25 containers of Common Red Oak. Otherwise, "Poplar is moving very well. We're selling all the Poplar we can get our hands on domestically. So I would say that we're looking at the proverbial glass of water as being half full."

The market is weaker than it was six months ago, "but there's good domestic demand," the contact noted. Red Oak, Poplar and Ash are his top-selling Hardwoods, Face and Better grades, 4/4 thickness. The Tennessee source sells mainly to distributors, who in turn supply to cabinet shops, moulding manufacturers and other end users. "Not as much Cherry's in demand as in the past. There's also some resistance to Walnut prices. For 4x6 cants, there's still a good market for that and the low grade is OK, but not as good as it has been."

Looking ahead, the lumber manufacturer expects business to be about the same in 2019 once the shock of tariffs wears off. "It's certainly going to affect our business in an adverse way. But, I think in the long run, tariffs are good because we just don't have the production of product in America that we had 10 years ago. It used to be that a lot of lumber went over the mountains to the Carolinas' furniture industry and I bet you there's not a handful of people there who buy Hardwoods to make good furniture now. There's not the profit that there used to be."

An Arkansas sawmill source said his market is good. "It's just that lumber's short" due to a shortage of loggers in the area, he said. "All of our products start with the log, even our pallet material. We'd be doing a lot more if we had the material to do it with."

His facility sells railroad ties and pallets. "We can cut all the ties that we want. We also do pine bridge timbers. That market is a little bit slower than it has been." Additionally, distributors buy his lumber, such as Oak in mixed grades and 4/4 thickness, while pallets are in demand.

He expects the market to remain strong into 2019, as well as continued difficulty in obtaining raw materials. "Supply is

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CANADIAN TRENDS

News from suppliers about prices, trends, sales and inventories

ONTARIO

The province had rainy weather conditions in recent weeks, along with heavy snowfall, which came earlier than expected. This affected logging activity for some, who have reported decent logging activity despite the inclement weather conditions. End users reported having decent levels of raw material inventories. Buyers were purchasing for replacement needs. With the slowdown in exports to China, sales of Red and White Oak, Cherry and Ash have declined somewhat for these species. Demand for whitewoods is steady, and supplies are sufficient to meet current needs. The railway tie sector needs to boost tie purchase to meet inventory needs. The wooden pallet industry is working to bolster lumber and cant supplies to fill existing orders for pallets.

Ash supplies are slow, with green lumber production being controlled and markets absorbing developing supplies. Sales and shipments to China rose in October 2018, noted lumber sources. Demand for green No. 1 Common and Better Aspen hasn't drastically changed over the last month. Contacts stated that buyers are purchasing consistent volumes of these grades, with a strong demand from the wooden pallet industry driving business. Kiln-dried inventories are sufficient to meet market demand. Basswood production is still constant. Supplies available are meeting buyers' needs. Wholesalers and secondary manufacturers are purchasing the lower grades of this species. Although kiln-dried stocks sales are not robust, they are sufficient to keep inventories at manageable levels.

For Hard Maple, sources were gearing up for improved logging conditions and increased log receipts. Some area sawmills reported low log inventory. Sales and shipments of this species are steady. Consumer preferences still favor the whitewoods. Contacts commented that sales weren't as brisk as in the first half of 2018.

The federal Minister of Finance tabled his 2018 Fall Economic Statement in the fall. He stated that Canada's economy was strong and was creating more good, well-paying jobs for the middle class. He noted that there was an opportunity to do more, by encouraging businesses to make investments that will position them for long-term growth, and create jobs Canada-wide.

The Strategic Innovation Fund, introduced in Budget 2017 will continue to support innovation with a further \$800

QUEBEC

Birch use is still strong as it has a broad range of uses in appearance applications. The market is quite competitive for this species. Green output from mills is shipping without difficulty. Domestic and international market demand is steady for this species. Contacts noted that competition from other species and lower prices have reduced sales for Soft Maple. Because of lower prices, end users have returned to purchasing more Birch lumber. It is a versatile species as painted finishes apply well to it, making it a preferred choice for secondary manufacturers, especially for the cabinet and wood components producers.

Red Oak production was noted as relatively high over the summer and into early fall 2018. Heading into winter it was reported that there were reduced log decks and lower production for this species. Contacts in the end use sector and secondary manufacturers noted, however, that supplies were adequate to satisfy their short term needs. Prices for this species were noted as soft at the time of this writing. Some contacts reported that domestic sales are decent. Demand for White Oak is strong. Interest for this species from Europe is holding well despite the Brexit uncertainty and new leadership in Germany.

The regionally important species, Hard Maple, continues its steady demand from flooring, cabinet and wood components manufacturers. In some areas over late summer and fall, supplies were rather high for this species, yet steady demand absorbed the production.

According to Canada Mortgage and Housing Corporation's (CMHC) Fall 2018 Housing Market Outlook, housing activity is expected to moderate from 2018 to 2020. "Over our forecast horizon, housing starts are projected to decline from elevated levels recorded recently. Resales should also moderate while house prices are expected to reach levels that are more in line with the fundamentals," said CMHC's Chief Economist.

Sales of existing homes are expected to continue to gradually moderate from the historical high reached in 2016, in phase with slower growth in fundamentals. Average Multiple Listing Service price growth will be modest.

Housing starts are forecast to slow down gradually over the 2018 to 2020 forecast horizon, moderating from the 10-year high record in 2017 to levels more in line with a moderating economic outlook and demographic conditions.

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NEWS DEVELOPMENTS

LEWIS CABINET SPECIALTIES ACQUIRED BY LONGWATER

LongWater Opportunities, of Dallas, Texas, recently acquired Lewis Cabinet Specialties Group, LLC, a Tremonton, Utah manufacturer of custom cabinets.

LongWater, a private equity firm that targets control buy-out equity investments in lower middle market U.S.-based manufacturing companies in partnership with family owner-operators and entrepreneurs, acquired the company from the Lewis family, who founded and have managed it since its inception in 1990.

Lewis Cabinet, a highly-automated custom cabinet manufacturer, serves residential and commercial customers in the United States. It manufactures made-to-order cabinet doors and drawer faces, cabinet boxes and dovetail drawer boxes. The company's cabinet door shop offers a full line of solid Hardwood products, as well as laminate, including doors, drawer fronts, box components, banded panels, end

panels, dovetail boxes, arch valances, mouldings and facings.

Lewis Cabinet is the sixth investment in LongWater's second equity fund.

For more information, visit www.longwateropportunities.com and www.lewiscabinet.com.

ARMSTRONG FLOORING PURCHASED BY PRIVATE EQUITY FIRM

American Industrial Partners, an operationally-oriented middle-market private equity firm headquartered in New York, NY, has reached an agreement with Armstrong Flooring to acquire its wood flooring segment.

Armstrong Flooring's purchase price was \$100 million, subject to customary adjustments for working capital, debt and other matters. The company is a manufacturer of solid wood and engineered flooring based in Lancaster, PA. Products include residential and commercial flooring, manufactured from a variety of materials, including Hardwoods such as Birch, Cherry, Hickory, Maple and other mixed



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TARIFF INCREASE TAKES 90-DAY HALT

The White House press secretary's office recently released the following: "The President of the United States, Donald J. Trump, and President Xi Jinping of China, have concluded what both have said was a 'highly successful meeting' between themselves and their most senior representatives" at a meeting in Buenos Aires, Argentina.

The statement continued, "on trade, President Trump has agreed that on January 1, 2019, he will leave the tariffs on \$200 billion worth of product at the 10 percent rate, and not raise it to 25 percent at this time. China will agree to purchase a not yet agreed upon, but very substantial amount of agricultural, energy, industrial, and other products from the United States to reduce the trade imbalance between our two countries. China has agreed to start purchasing ag-

ricultural products from our farmers immediately.

"President Trump and President Xi have agreed immediately to begin negotiations on structural changes with respect to forced technology transfer, intellectual property protection, non-tariff barriers, cyber intrusions and cyber theft, services and agriculture. Both parties agree that they will endeavor to have this transaction completed within the next 90 days (as of the release of this statement on Dec. 1, 2018). If at the end of this period of time, the parties are unable to reach an agreement, the 10 percent tariffs will be raised to 25 percent."

FARM BILL DEAL MAY AVOID CONTROVERSIAL MOVES ON FOOD STAMPS, LOGGING

Key U.S. lawmakers announced recently that they had struck a deal on a closely watched farm bill.

It appeared the deal avoids controversial moves related

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HMA UPDATE



NATIONAL CONFERENCE & EXPO 2019: JOIN US IN SAVANNAH

I trust that 2018 came to a close with much feasting and celebration, and that by now your nose is to the grind stone with early 2019 tasks and projects. If HMA's upcoming National Conference and Expo, March 20-22, in Savannah has yet to make your to-do-list, make it so, because this is the HMA event that is open to all industry stakeholders.

The Opening Reception and Expo, set for the evening of Wednesday, March 20, will provide the perfect opportunity for all attendees to browse the technology Expo, enjoy a sumptuous array of refreshments, plus meet, greet, network, catch-up, make new contacts, and connect with industry colleagues and old friends.

And, the Southern Cypress Manufacturers Association (SCMA), along with the Wood Component Manufacturers Association (WCMA), will be with us in Savannah, once again conducting their annual meetings in conjunction with HMA's National Conference and Expo. So don't miss this opportunity to network and mingle.

On the Agenda

Our Conference theme is "Emerging Risks – Are You Prepared?" And in addition to the opening session, "Enterprise



Risk Management," - conducted by John Smith, Pennsylvania Lumbermens Mutual Insurance Company, and augmented by testimonials from HMA members - and "An Economic Outlook" presentation by economist Brendan Lowney, Forest Economic Advisors LLC, the agenda includes presentations on:

- **"Hardwood Market Trends"** – as Angela O'Neill, Wellborn Cabinet, Matt Weaber, Weaber, Inc., and Emily Morrow Finkell, EF

Floors & Design present the latest on Cabinetry, Moulding/Shiplap, and Flooring, respectively.

- **"Best Business Practices SoundBytes"** – short clips of information regarding Social Media Marketing, Benchmarking and Advocacy presented by industry friends and associates Isaac Oswalt, 21 Handshake, Bree Urech-Boyle, National Wood Flooring Association, and Dana Lee Cole, Hardwood Federation.

- **"Counting Growth Rings: Building Upon a Legacy of Hardwood"** – a video presentation documenting the wit and wisdom of the men and women who have influenced the Hardwood industry and the HMA. (A project of the HMA NextGen Leaders Council)

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BY LINDA JOVANOVICH,
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AHEC REPORT

AHEC PAVILIONS GIVE U.S. EXPORTERS GLOBAL PLATFORM

In a changing and expanding Hardwood industry, international trade shows have rapidly become crucial to growing your company's global profile. However, many of these shows are expensive and can be difficult logistically. The American Hardwood Export Council is working to make premier representation available to American companies at the busiest events of the year for just \$500 per booth.

This year we will be hosting a U.S. Hardwood Pavilion at six trade shows:

Dubai Wood, Dubai, UAE (March 12-14)

DelhiWood, New Delhi, India (March 13-16)

Interzum Guangzhou, Guangzhou, China (March 28-31)

Interzum Cologne, Cologne, Germany (May 21-24)

FMC Shanghai, Shanghai, China (September 9-12)

VietnamWood 2019, Ho Chi Minh, Vietnam (September 18-21)

Each year AHEC attends over 40 trade shows globally to promote American Hardwoods, research market potential, and drive local purchasing behavior. In our experience the six shows we have selected provide the best opportunity this year for an American company to connect with local buyers and build strong relationships.

Dubai Wood in March is the cornerstone of the timber business in the Middle East, with buyers from all over the region in attendance. Exports of U.S. Hardwoods to the Middle East grew through 2018 in the face of a difficult global climate so we expect this show to remain busy.

DelhiWood, held shortly after Dubai Wood, will build on



our pavilion at last year's "IndiaWood" trade show – our first AHEC pavilion in the country for over 5 years. Though traditionally a difficult place for Americans to do business, India has made rapid advances in the manufacturing sector and wood processing industry. This show will be the best opportunity to get in on the ground floor of the world's second most populous country. AHEC is also planning an "India Mini Convention" with technical seminars and factory visits in Jodhpur/Jaipur immediately following DelhiWood. Participation in this mini-convention is complimentary for AHEC members.

This year and for the first time we will host an AHEC U.S. Hardwood Pavilion at Interzum Cologne in Germany. This show is one of the largest in Europe and our pavilion this year will be an excellent chance for members to expand their connections throughout the region.

Interzum Guangzhou and FMC Shanghai are the largest shows in China and cover every aspect of the furniture and flooring industry. Interzum occurs in the spring and is a hub for Southern China, and FMC is the fall standard for Northeast China. Both shows are always extremely busy and coincidentally, host our largest pavilions of the year.

VietnamWood is held every other year in Ho Chi Minh and is the must-attend wood show for one of the fastest growing markets in the world. AHEC organizes a series of technical seminars in Vietnam in advance of this show and promotes American Hardwoods throughout the year in cooperation with local furniture, design, and manufacturing

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



HARDWOOD FEDERATION UPDATE

WE WELCOME OPPORTUNITIES TO INTERACT WITH YOU IN 2019

Happy New Year! It's hard to believe that 2018 is in the books and that 2019 is upon us. Last year flew by for us in Washington, D.C. Advocacy efforts related to international trade, forest fires and reauthorization of the Farm Bill all started out as priorities and gained intensity as the year progressed. The election cycle seems to be non-stop and the November results have led to a new dynamic in the U.S. Congress. With Republicans in the White House and the Senate and Democrats controlling the House, our work on behalf of the industry will continue to be fascinating, challenging and hopefully successful in 2019.

The best part of our jobs at the Hardwood Federation is the opportunity to interact with those we represent. Some of you come to us, particularly in September when we hold our annual "fly-in" to DC. More often, the opportunity to interact with industry leaders comes as the Hardwood Federation hits the road as we attend industry meetings around the country. The first quarter calendar is already getting full with scheduled attendance at the Lake States Lumber Association meeting (January 16-19), the Indiana

Hardwood Lumber Association meeting (February 4-6), the Appalachian Hardwood Manufacturers Inc. Meeting (February 20-24), the Hardwood Manufacturers Association Meeting (March 21-23) and the National Wood Flooring Association Meeting (May 1-3). Without a doubt, several more will pop up in the coming weeks...and this doesn't even get into the second half of the year when we will visit with the National Hardwood Lumber Association and the Western Hardwood Association to name only a few!

If you plan to attend one or more of these meetings, please make it a point to connect with us. As your representatives on federal legislation, it is always helpful to hear from those of you that work with Hardwood lumber and products on a daily basis. Your front line experience informs us of what we should be working on at the national level. You can also help us identify issues early and provide us with the ammunition we need to fight for the industry. And if you are interested in having us speak at one of your events, please let us know that as well by contacting us at hardwood.federation@hardwoodfederation.com. We welcome your insight and advice. ■



BY DANA LEE COLE,
EXECUTIVE DIRECTOR,
HARDWOOD FEDERATION,
WASHINGTON, DC
202-463-5186
WWW.HARDWOODFEDERATION.WILDAPRICOT.ORG



WCMA COMPONENT TRENDS

WCMA LOOKING AHEAD TO A SUCCESSFUL NEW YEAR

Looking back on 2018, I am very proud of what the WCMA accomplished. We hosted our second European Plant Tour Event in Germany, and the individuals that attended had such positive things to say. The camaraderie that grew amongst the group was really special, and we all felt grateful for the opportunity. Our two sponsors were exceptionally gracious and supportive, and they were very pleased with the turnout.

The association also hosted an excellent Fall Conference event in Wausau, Wisconsin. We saw some amazing plants, and attendees enjoyed networking with their colleagues in the Hardwood industry. Our two speakers were excellent, and shared great ideas on how to grow your business.

And now, I am excited to look forward to 2019.

2019 Spring Annual Meeting

The WCMA is excited to be partnering with the Hardwood Manufacturers Association (HMA) and the Southern Cypress Manufacturers Association (SCMA) for the 2019 National Conference and Expo. The event is taking place at the Hyatt Regency Savannah, March 20-22. Attendees will hear from several excellent speakers addressing emerging risks and helping ensure you are prepared.

The schedule allows for plenty of networking opportunities for members of all three associations, and registration is now open. Please call the HMA office to register



at 412-244-0440, or visit <https://www.hmamembers.org/meetings/national-conference/2019-national-conference/>.

2019 Fall Conference and Plant Tour Event

In the fall of 2019, the WCMA is excited to be partnering with the Wood Moulding & Millwork Producers Association to host a combined event. The event will combine the

best parts of our signature Fall Conference and Plant Tours event, along with MMPA's P.I.E. (Productivity Information Exchange) events. Plans are still being made for dates and location, so stay tuned for more information. You will not want to miss this one-of-a-kind opportunity. Please be sure to check our website later in the year for more detailed information.

2020 Spring European Plant Tour Event

After two very successful European Plant Tour events, the WCMA Board of Directors has agreed to host a European Plant Tour in the spring of 2020. We are currently working with several potential sponsors to identify the plants that we will be visiting, and based on the options so far, this event will be as outstanding as the last. The European Tours offer our members an excellent chance to observe leading-edge solutions and see "what's next" in the global market. Factor in the opportunity to spend quality time networking with industry peers, and it becomes a must attend event. More info will be coming out later in the year, so be sure to check your inbox!

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BY AMY K. SNELL, CAE,
EXECUTIVE DIRECTOR,
WOOD COMPONENT
MANUFACTURERS ASSOC.,
LINDSTROM, MN
651-332-6332
WWW.WCMA.COM



AHC Hardwood Group-White County Mouldings (Page 176)

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

Allegheny Dimension (Page 7)

390 Industrial Park Road, Moorefield, WV 26836
Tel. (304) 257-9513 • FAX (304) 257-9510
Web Site - www.alleghenydimension.com
Sales - Paul Gilbert - pgilbert@alleghenydimension.com
Marketing Areas - National • Employees - 70
Products - Furniture Components, Edge Glued Panels, Squares, Stair Parts, Mouldings & Millwork, Moulding Blanks, Strips, Stool Tops, Cutting Boards, Cut Stock
Species - Red Oak, Cherry, Hard Maple, Soft Maple, Poplar, White Oak, Mixed Hardwoods
Machining Capabilities - Routing, Sanding, Shaping, Optimizing, Tenoning, Edge Gluing, Moulding, CNC Router, Boring, Miter Capabilities
Dry Storage Cap. - 2,000,000 BF

Appalachian Lumber Co., Inc. (Page 5)

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

Baillie Lumber Ripping Division (Page 15)

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

Fitzpatrick & Weller, Inc. (Inside Back Cover)

12 Mill Street, P. O. Box 490, Ellicottville, NY 14731
Tel. (716) 699-2393 • FAX (716) 699-2893
Web Site - www.fitzweller.com
E-Mail - sales@fitzweller.com
Sales - Dana G. Fitzpatrick, Greg Fitzpatrick, Joe Snyder
Marketing Areas - National • Employees - 95
Products - Balusters, Bed Posts, Bench Tops, Blanks, Blocks & Cleats, Bun Feet, Cabinet Parts/Accessories, Carvings, Case Good Parts, Chair Parts, Columns, Component Parts, Crib Parts/Slats, Custom Shapes, Cut Stock, Cutting Boards, Dimension Parts/Components, Doors, Door Parts, Drawers and/or Drawer Parts, Edge-Glued Parts, Flooring, Frame Parts, Furniture Parts/Components, Handrails, Industrial/Display Components, Jamb, Legs, Lumber, Machined & Semi-Machined Components, Millwork, Mouldings - Crown, Custom, Moulded & Tenoned Parts, Moulder Blanks, Mouldings, Musical Instrument Parts, Newels/Newel Posts, Paneling, Panels, Pedestals, Posts, Profiles (Decorative Parts), Pulls, Shelving, Specialty Items, Squares, Stair Treads, Stairs/Stair Parts, Stiles and/or Rail Stock,

Store Fixture Parts, Strips, Table Tops/Parts, Toy Parts, Trim, Turnings, Window Parts
Species - Hard & Soft Maple, Cherry, Red & White Oak, Ash, Poplar, Walnut, Mahogany, Hickory, Pine
Machining Capabilities - Boring, Sanding, Tenoning, Moulding, CNC Machine Center
Dry Kiln Cap. - 400,000 BF

Lebanon Oak Flooring Co. LLC (Page 1)

215 Taylor Ave., P. O. Box 669, Lebanon, KY 40033-0669
Tel. (270) 692-2128 • FAX (270) 692-0241
Web Site - www.lebanonoak.com
E-Mail - lebanonoakflooring@windstream.net
Sales - Richard T. Goodin, Julita Fogle, Angela Mattingly
Lumber Sales - Richard T. Goodin
Marketing Areas - National • Employees - 65+
Products - Cabinet Doors, Cabinet Parts/Accessories, Crib Parts/Slats, Cut Stock, Dimension Parts/Components, Drawers/Drawer Parts, Flooring, Furniture Parts/Components, Handrails, Kiln/Stacking Sticks, Lumber, Machined and Semi-Machined Components, Millwork, Mouldings, Posts, Squares, Stair Treads, Stairs/Stair Parts, Stiles/Rail Stock, Trim
Machining Capabilities - Finger Jointing, Sanding
Dry Kiln Cap. - 270,000' (4 Kilns) per week
Dry Storage Cap. - 5-600,000'

Midwest Hardwood Corp. (Page 19)

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

109 Wood Products, LLC (Inside Front Cover)

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

Sitco I OHC (Back Cover & Page 11)

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

Pudge Shatzer - pudge.shatzer@ohc.net
Tony Jackson - tony.jackson@ohc.net
Bob Williams - bob.williams@ohc.net
Randy Wisner - randy.wisner@ohc.net
John Lyons - jlyons@ohc.net
Joey Skinner - joey@ohc.net
Jeffrey Harman - jeffrey.harman@ohc.net

Marketing Areas - National

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

Stanley Woodworking, Inc. (Page 129)

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

Thompson Forest Products International (Page 3)

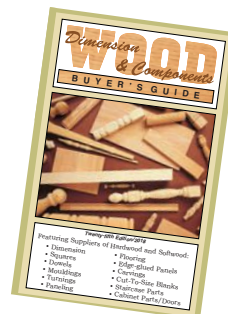
24-B Battleground Ct., Greensboro, NC 27408
Tel. (336) 373-1117 • FAX (336) 373-1119
Web Page - www.thompsonforestdproducts.com
E-Mail - billy@thompsonforestdproducts.com
bob@thompsonforestdproducts.com
Sales - Bob Thompson, Billy Thompson
Marketing Areas - National • Employees - 5
Products - Dowels,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

Wheeland Lumber Co., Inc. (Page 9)

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

Harold White Millworks, Inc. (Page 17)

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



BUYERS!

For more detailed supplier information check your copy of *The Dimension & Wood Components Buyer's Guide*. Each firm's ad appears on the page indicated in "The Dimension Book" itself! It's the only wood trade publication in existence that solely promotes the dimension and wood component industry.

To learn more about our annual wood component directory, contact us at **(901) 372-8280**.

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DAVID LEONARD dleonard@beardhardwoods.com
AARON FOUTS afouts@beardhardwoods.com



John Boos & Co., based in Effingham, IL, has been a manufacturer of solid Hardwood butcher blocks and other kitchen furnishings for 131 years.

John Boos & Co. Offers 131 Years of Experience in Butcher Block Production

By Joshua B. Smith

Effingham, IL—John Boos & Co. is a leader in producing gourmet butcher blocks, kitchen furnishings and stainless-steel foodservice equipment. Based here, the company has spent over 131 years building a brand that is synonymous with the phrase “built to last”. Television and home chefs alike have relied on John Boos products for decades and can expect those products to last for many decades to come.

John Boos & Co.’s butcher blocks start with Hard Maple lumber, purchased in No. 1 Common and Better grades, and thicknesses of 8/4. Total board footage purchased annually amounts to 4 million board feet. And to ensure optimal stability in the final product, lumber is purchased both green and air-dried.

On the heels of decades devoted to market adaption, one of John Boos & Co.’s most significant changes took place just last year. A state-of-the-art butcher block manufacturing facility costing \$16 million was opened in 2017, adjacent to the company’s corporate offices and metal fabrication plant. As of August 2018, a new factory showroom/outlet allows potential customers to venture across the street from the John Boos & Co. factory to interact with products before purchasing, much in the way you might at a furniture store.

President and CEO of John Boos & Co., Joe Emmerich, stated, “We like the fact that not only does the company now have more square footage to show its products, it also has the space to feature its history. It shows how the company has developed over the past 131 years. We are hoping our customers who stop in here will use the opportunity to learn about John Boos & Co.”

At the showroom facility, a history timeline is featured that shows information on the company’s humble beginnings in 1887 through to current day. Also showcased at the new store is one of the original BOOS BLOCK® Butcher Blocks that was crafted in the early 1900s. “We couldn’t have made it to this time in history without having good people working for us,” Emmerich added.

The new John Boos factory showroom and outlet now has even more space for their beautiful solid Hardwood gourmet furniture and butcher block food prep surfaces. These products include cutting boards, counter tops, islands, butcher blocks and kitchen carts in Hard Rock Maple, American Cherry and American Black Walnut – all crafted in Effingham. Stainless steel sinks, tables, and shelves, are also available and gleam with polished finesse. Customers are able to purchase the same cutting boards at the John Boos Factory Showroom & Outlet that the chefs and pros use on nationally famous cooking networks. They also have wedding gift packs, a bridal registry, and gift ideas for every occasion. Plans are in the works for an onsite custom engraver who can engrave and personalize cutting boards for customers while they shop. New products and inventory arrives weekly.

Future plans for the company include adding a conference room for training.

“We couldn’t have made it to this time in history without having good people working for us.”

**–Joe Emmerich,
President and CEO,
John Boos & Co.**

“We are going to call it the John Boos Conference Center, where we will be able to bring customers, dealers and our manufacturing representatives,” Emmerich informed. “We hope to teach our customers the different variables in our product, demonstrate different designs and let them learn more about John Boos products.”

The argument can be made that the kitchen is the most important room in a home. With this in mind, John Boos & Co. manufactures a complete line of butcher block cutting surfaces, in addition to countertops that are installed into residential and also commercial cooking environments. That is not the full scope of where you’ll find John Boos’ products, however. Recently, the company produced its largest gourmet butcher block ever. It was crafted entirely from solid Black Walnut with a total weight of 1,400 pounds. A total of 2,500 1-1/2-inch wide and 10-inch tall strips of solid Walnut were purposed for the job, having been sourced from the midwest U.S. Each strip was stood on its end and glued to adjacent strips to form the table’s 84-inch diameter surface.

Emmerich remarked, “It has found a home at the Metropolitan Ministries Café in Tampa, FL. Metropolitan Ministries provides culinary arts education and hands-on vocational training to men and women transitioning out of homelessness and pov-

Please turn to page 38



The company’s products are crafted from solid Hard Maple.



One of the company’s most recent and unique products was its largest butcher block table to date. It was donated to the Metropolitan Ministries Café in Tampa, FL.



A happy customer holds the Wooden Educational Stack Toy—Hamburger, one of Charlie's Woodshop's most popular stack toys, made of Birch and ponderosa pine.

Charlie's Woodshop Crafts Toys and Furniture with Love and Care

Chesaning, MI—Charlie's Woodshop, headquartered here, has for 44 years offered handcrafted wooden toys, children's play furniture and other high-quality, solid wood items, all made by owner Charlie Hall at his workshop in the heart of Michigan.

Hall manufactures and sells several lines of children's games, puzzles and furniture, including THE PUZZLE-MAN TOYS, a line of educational wooden children's toys, game boards, and PUZZLE-MAN Stacker Toys as well as children's play furniture. Charlie's Woodshop also manufactures the Children's Play Farm Series, wooden coin banks and specialty items.

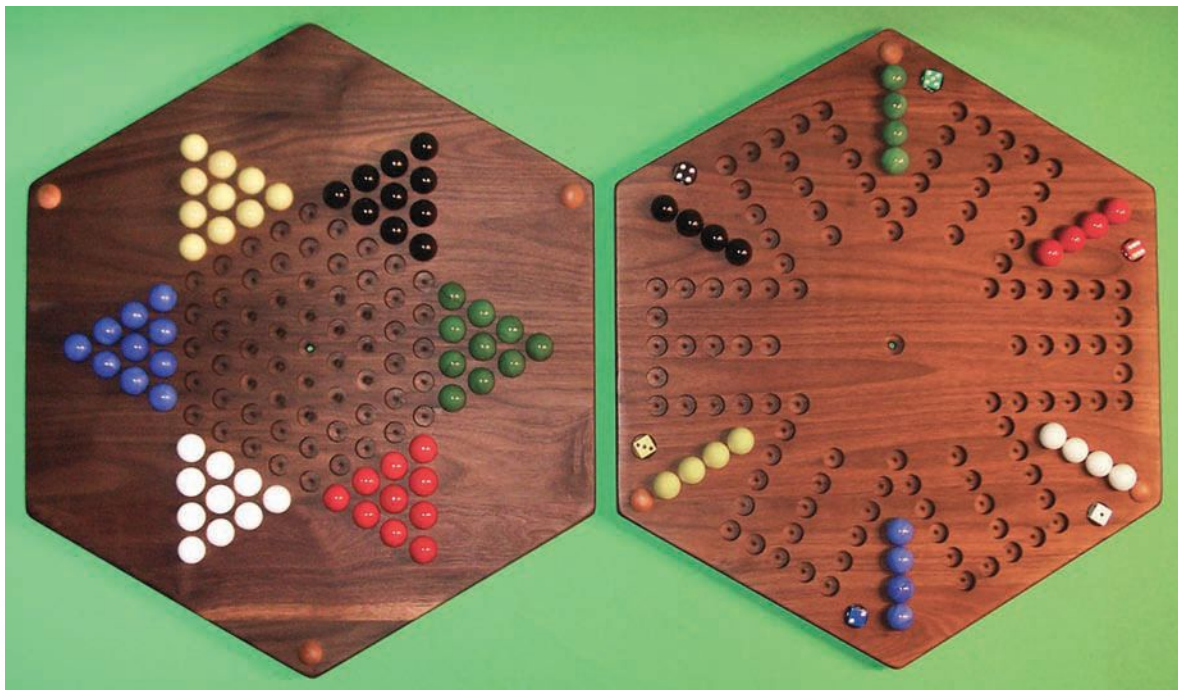
Hall got his start creating wooden toys out of scraps from the leftover wood in new houses being built on his street where he grew up, in Redford Township, MI, back in the 1940s.

"It became a passion of mine even though I did grow up in a family business that manufactured sheet metal products for the HVAC industry," Hall recalled. "I started Charlie's Woodshop from scratch in November 1974 after being injured on an industrial project, which then put me in a position where I was told I would never work again. I was not able to tolerate being told I couldn't work, so I started designing wooden puzzles and toys in wood and haven't ever looked back. As I started to sell my work, it turned into a business immediately."

Hall purchases around 125,000 board feet a year for his products. He buys 45,000 board feet of Red Oak; 30,000 board feet of White Hard Maple; 45,000 board feet of Walnut and 5,000 board feet of Yellow Poplar, all No. 2 Common or Select and Better in 4/4



The company's products are proudly made in Michigan.



This is an 18-inch Wooden Marble Board Game—Chinese Checkers, made of solid Black Walnut. Other wooden game boards are made from Hard Maple or Red Oak.

“The quality of the product is what’s going to determine how long you will be in business, the happiness of your customers and the longevity of your business. I guarantee my toys will outlast any other toy you buy your child.”

-Charlie Hall, Owner, Charlie’s Woodshop

thickness.

“Red Oak, Hard Maple, and Black Walnut are used for the game boards. Our other toys and our furniture primarily is white pine, and we do Poplar for our wooden tool sets and Hard Maple for some other products,” Hall explained. “It depends on the kind of durability it needs to have. If you have a toy mallet and you’re hitting the heck out of it, you want to preserve the look of it; that’s why I use Hard Maple for that.”

“The aesthetics of our game boards are such that they can be left out as an interior decorative piece as well as being a game that’s instantly able to be played,” Hall added.

All of his toys are finished with a Food and Drug Administration (FDA) approved teak oil, which preserves not just the product appearance, but ensures the safety of the toy as well. Children being children, toys often end up in their mouths or in the bath, and Hall said that particular oil pro-



Hall’s toys, such as a wooden barn with farm vehicles placed outside of it, including a trailer with little yellow stacks of hay, are all handmade—these from Birch and ponderosa pine.

Please turn to page 40



Peak Lumber & Plywood was expanded in 2017 to function as a dedicated distribution facility for Granite Valley.

Granite Valley Forest Products Rolls Out New Facilities at Peak Lumber & Plywood and AAA Hardwoods

By Gary Miller

Marathon City, WI—Granite Valley Forest Products, located here, was originally just one Hardwood concentration yard when it was bought by the Welter family in 2012. But since then, the company has experienced tremendous growth and is one of Wisconsin's fastest growing lumber companies.

Gus Welter, president of Granite Valley Forest Products, said, "We started as a Hardwood concentration yard in Marathon City with six dry kilns and modern lumber handling equipment. Late 2012 we obtained another Hardwood concentration yard in New London with 40 dry kilns and advanced, cutting-edge equipment. In 2014 we added to the company when we bought Rockbridge Sawmill, a modern sawmill near Richland Center. In 2017 we expanded our Hardwood lumber distribution business, Peak Lumber & Plywood, when we opened a dedicated distribution facility in Wausau. This facility has a modern office and fully enclosed warehouses for inventorying Hardwood and soft-

wood lumber, and plywood. Peak Lumber & Plywood serves customers that need less than truckload quantities of lumber and plywood. Our most recent acquisition was in early 2018 when we acquired another sawmill, AAA Hardwoods, in Weyauwega. We're very proud of how we've steadily grown over the last several years through our acquisitions and by continuing to do a great job serving our customers."

Granite Valley markets 50 million board feet of Hardwood and softwood products a year, including lumber, cants, veneer logs, saw logs, plywood, dimension stock, and moulding blanks to domestic and export markets. Granite Valley offers National Hardwood Lumber Association lumber grades; proprietary grades; Forest Stewardship Council (FSC)-certified lumber; lumber sorts by length, width, and color; straight line rip; moulder blanks; dimension stock; and custom kiln-drying.

Granite Valley Forest Products offers Alder, aromatic cedar, Black and White Ash, Aspen, Basswood, Beech, Yel-

low and White Birch, Butternut, Cherry, Grey and Red Elm, Hard Maple, Hickory, Red and White Oak, red and white pine, Poplar, Red and Silver Maple, Walnut, and white cedar.

Just 15 miles from Granite Valley Forest Products' New London facility is AAA Hardwoods, the company's latest acquisition that was previously owned by Pete Johnson and Don Kohel. AAA Hardwoods has been in operation for 14 years and has a solid reputation for producing quality Hardwood lumber and for being good stewards of the timber resource. "We've been impressed by Pete Johnson and AAA Hardwoods for years. Their focus on quality and their commitment to providing a consistent product has made them one of the region's premier producers of Hardwood lumber," said Welter. "Combining the production capabilities of AAA Hardwoods with our Rockbridge Sawmill gives us additional control of our green lumber supply. Granite Valley Forest Products plans to continue operating the com-

pany as AAA Hardwoods while expanding this operation to more than twice its current capacity." Welter added, "At AAA Hardwoods we're focusing on adding an extension onto the sawmill building for an additional 3,500-square-foot expansion for the green chain area and chipping building." With AAA having a 6-foot McDonough headsaw that has a 17-degree slant, Granite Valley plans to install a 6-inch West Plains Resaw Systems resaw along with a combination edger.

Specializing in producing 4/4 through 8/4 thicknesses of lumber at AAA Hardwoods, Welter said the addition has added efficiency to Granite Valley. "It's not only the security of having your own supply from your own facilities, it's the ability to tweak what you're cutting and how you're cutting and grading it. Since AAA is only 15 miles from our New London facility, we can ship the high-grade lumber from AAA to New London and there is hardly any freight charge. With the high cost for getting contract trucks to haul your

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“That’s our overall business approach as a company...to focus on what the customer needs, not what we want to sell them. We follow-up with a unique buying experience that is very personal, very customer focused, very service oriented, and that’s not just with Peak Lumber & Plywood but at Granite Valley and at our sawmills.”

–Gus Welter, President, Granite Valley Forest Products



The company owns its own fleet of trucks and has qualified drivers on staff to ensure timely deliveries.



Granite Valley's AAA Hardwood facility operates a 6-foot McDonough headsaw with a 17-degree slant.



Classic American Hardwood, of Memphis, TN, worked closely with EXIM in implementing an export credit insurance policy that empowered the company to grow exports.

UNLEASH THE OPPORTUNITY OF EXPORTING

Guest Article By James Burrows, EXIM's Senior Vice President, Office of Small Business

The Export-Import Bank (EXIM), a U.S. federal government agency, enables U.S. companies to enter new markets with confidence and increase sales in existing ones. EXIM products equip businesses of all sizes with the necessary tools to compete and win sales in international markets. EXIM empowers American exporters to grow their businesses by extending open account credit terms while protecting against buyer nonpayment, access to working capital to improve cash flow, and financing for buyers of capital equipment and services. More than 90 percent of EXIM transactions support small businesses – no business and no deal are too small. www.exim.gov.



James Burrows

Small and medium-sized American lumber companies are growing by exporting to buyers around the world. Exporting provides new revenue streams and is a hedge against a downturn in the domestic market. Many lumber companies use cash against documents to sell to their international customers. Smart lumber companies give their international buyers open account credit terms and protect their financial assets by insuring those foreign account receivables against nonpayment.

Companies have little recourse if an international buy-

er does not pay their invoices, and the financial impact of nonpayment can be severe. Insolvency is only one reason a customer may not pay. Political unrest, state actions like nationalization, or deteriorating relationships between governments can disrupt a buyer's ability to settle an invoice.

Another factor that can deter international sales of U.S. lumber is uncertainty in global markets. Uncertainty limits access to capital, so buyers in other countries are seeking longer payment terms to fortify their cash flows. This need for credit is magnified in countries with high

interest rates, rising inflation, and currency fluctuations. While many U.S. companies are wary of extending credit abroad, offering open account credit terms can often be the tipping point in winning sales.

Fortunately, there are tools that can protect companies from nonpayment by foreign buyers and mitigate the risk of selling overseas. Many American companies are exporting with confidence by partnering with the Export-Import Bank of the United States (EXIM), a federal government agency that facilitates the export of U.S.-originated goods and services. One of EXIM's offerings is export credit insurance, an insurance policy that protects foreign account receivables from nonpayment by international buyers.

Selling on Open Account

Many lumber companies use export credit insurance today. The insurance policy covers up to 95 percent of the sales invoice against nonpayment due to commercial and political risks. EXIM can cover a company's entire foreign accounts receivables portfolio or a single overseas buyer. In addition to mitigating the risk of nonpayment, export credit insurance empowers businesses to negotiate credit terms with foreign buyers up front, which is a powerful marketing tool and can be the competitive edge that wins deals. Export credit insurance also empowers companies to increase their tolerance for risk, opening up new markets and new opportunities. Lastly, EXIM's insurance can enhance a company's borrowing capacity by assigning now-secured foreign receivables to a lender, improving liquidity and easing cash flow constraints.

EXIM Customer Success

EXIM has a long history supporting the lumber industry. Consider Classic American Hardwood (CAH) of Memphis, Tennessee. The company was hard hit during the 2008 recession and reluctantly made the difficult decision to lay off half of its employees.

Despite the adverse economic conditions, EXIM worked closely with CAH in implementing an export credit insurance policy that empowered the company to grow exports. As a result, sales rebounded, all employees were rehired, and Classic American Hardwood now sells into markets in more than 30 countries worldwide. CAH also leveraged another feature of an export credit insurance policy, using their insured foreign receivables to secure a working capital loan, which further helped grow the business.

Also, J.T. Shannon Lumber Co., a small business located in Mississippi (with facilities in Horn Lake and Hernando) manu-

factures rough and surfaced lumber, Hardwood flooring and other products for sale domestically and overseas. A fifth-generation company, J.T. Shannon Lumber started shipping internationally after World War II, with primary markets in Europe, China and Mexico.

EXIM's Export Credit Insurance has covered \$33.8 million of J.T. Shannon Lumber Company's exports over the last five years. The policy has allowed the company to expand more rapidly into new markets (now in over 25 countries).

Get Started

The world is an uncertain place, and markets are subject to many commercial and political influences. Export credit insurance handles both, providing coverage against nonpayment due to financial risks, including insolvency, bankruptcy and protracted default, and political risks like war, revolution, cancellation of an import or export license, and currency transfer risk.

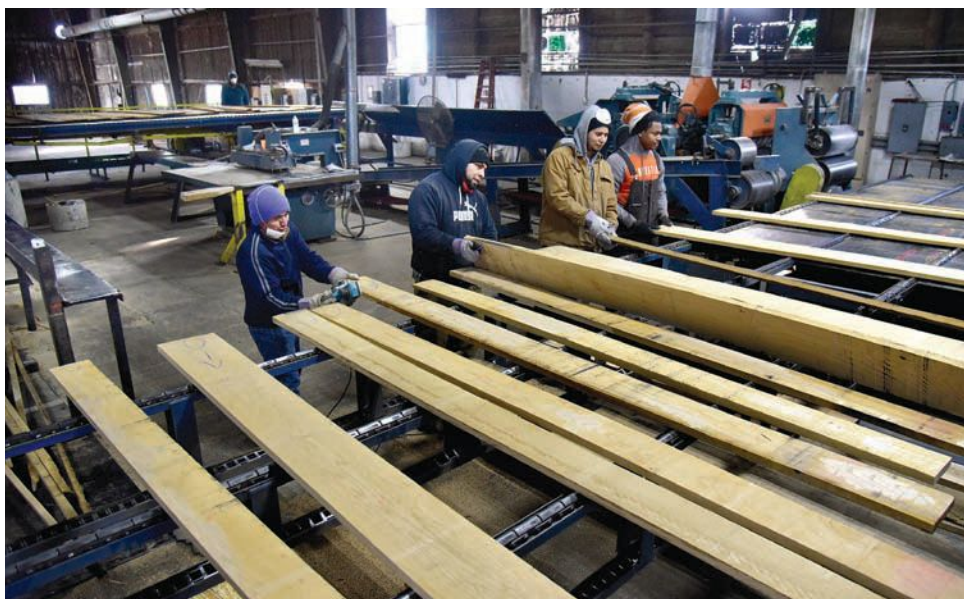
When asked how working with EXIM has impacted their company, customers frequently cite three things:

- Revenue growth
- Increased competitiveness
- Peace of mind

Being able to sleep at night is a good thing. Export credit insurance helps you grow your business, secure in the knowledge that your company's financial assets are protected. Join Classic American Hardwoods, J.T. Shannon Lumber Co., and many more successful lumber exporters. EXIM gave these companies the peace of mind and confidence needed to win new international business to boost sales while protecting cash flow.

Contact your local EXIM representative today for a free trade finance consultation. For more information, email

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Employees finish lumber at the Classic American Hardwood facility near downtown Memphis.

Access to Automation and Artificial Intelligence are Driving Forecast for Success in 2019

Compiled by Joshua B. Smith

Editor's note: Representatives from providers of sawmill equipment and software programs recently offered comments regarding their anticipation for 2019. With a new year upon us, once again automation is one of the fastest growing areas of innovation in the forest products industry. Their insightful comments follow.



Ellen Nelson

Ellen Nelson
Lucidyne Technologies Inc.
Corvallis, OR

Lucidyne is the premier provider of Grade Mark Readers to the Hardwood industry and also provides controls and integration. Our GradeScan automated lumber scanner is optimizing grading solutions in softwoods throughout North America, Australia and New

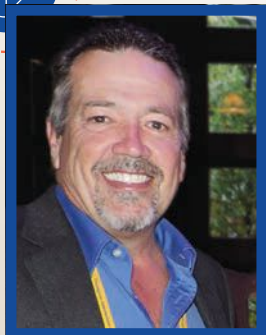
Zealand, and we are poised to introduce this technology to the Hardwood industry as well.

In 2019, we are proudly re-introducing our ChopScan® automated scanner/optimizer for secondary manufacturers and cut-up plants, and it is being designed specifically with the Hardwood market in mind. ChopScan features our new deep learning software platform, Perceptive Sight™

Intelligent Grading. With this artificial intelligence technology, Lucidyne identifies defects with unparalleled accuracy. The defect identification we provide with Perceptive Sight maximizes value and fiber recovery.

A trend we saw in 2018 was an increased investment in equipment that drives fiber and value recovery, increases productivity and lets mills capitalize on the talent and resources they already have. That will likely continue this year.

One of our latest innovations that will continue to benefit new and current customers of Lucidyne is our Perceptive Sight Intelligent Grading platform. Quite simply, it is a quantum leap in how lumber is managed. The impeccable defect detection delivered by Perceptive Sight is quite simply a game changer. Perceptive Sight doesn't just put a box around a defect, it identifies the actual shape and orientation of every defect. With this technology, cuts and trims are made with minimal to zero waste.



Bill Hendrix

Bill Hendrix
Brewco Inc.
Central City, KY

At Brewco, we offer a selection of sawmill machinery, including a grade resaw with 4-inch or 2-inch band—single or dual heads, board edger, double end trimmer, decks, roll cases and belt conveyors. For the coming year of 2019, we have been develop-

ing a dual head grade resaw system and will be introducing networks for our board edger. Among the valuable features

of these systems are individually programmable setpoints, along with a joystick over-ride.

In reference to the past year, we saw an uptick in interest in our wider band resaw for 2018. Automation will be the key focus for many in our industry in 2019. Many of our customers that we speak with are struggling with finding enough quality employees to man their facilities. At a mill level that causes issues, so where we come in is by offering them the timely service necessary to make their operation run as smoothly as possible. We have a quality personnel staff that are all masters at PLC's and automation controls, which enables us to help our clients maximize productivity and minimize the necessary manpower.



Henry German

Henry German
DMSi Software
Omaha, NE

We're a provider of what is best described as full-service business software. From inventory and order processing, to sales and accounting, that's what our platforms are designed specifically for. It's key to any business that you know how much inven-

tory you have exactly, as well as how much is outgoing, in addition to being confident in the accuracy of your numbers and metrics.

Specific to the Hardwood segment of the lumber industry, in 2018 we introduced the TallyExpress lumber tallying application. While most solutions for lumber end tallying require lasers or specialized equipment, TallyExpress runs on an Android phone or tablet and is simple for users to navigate. It puts tally technology within reach of Hardwood businesses deterred by the complexity and cost of laser-

based systems, which means large or small operations can benefit from its innovative processes.

We're doubling down on sharing the message about TallyExpress. A big selling point is sharing the message with sawmill operators that they can easily bring machine learning and artificial intelligence (AI) into their facility. Many individuals outside of the industry don't understand just how complex some of the systems are inside a modern sawmill and AI is the latest innovation they can employ to their advantage. In a way, innovations made every day in technology really do trickle down to multiple industries. The forest products segment is the latest recipient.

This new year will see us focusing on pushing the message of AI and machine learning to existing and new clients. TallyExpress, for instance, isn't a closed system that only tallies your lumber and reads only the information that you put in at your mill. The application is connected to a network that shares data and then updates its parameters so that every user gets the benefits of corrections that are made, no matter where they are. TallyExpress will only get smarter and more accurate in the years to come, while requiring minimal investment and huge benefits.

Please turn the page



Frances Cooper Byrd

Frances Cooper Byrd
Cooper Machine Company
Inc.
Wadley, GA

Forecast 2019—Sunny with a chance of woodchips.

Since our business started in 1965, Cooper Machine has worked hard to be the premier producer of Scraggs. But these days, we aren't just producing the same old Scragg from de-

cadecades past. We continue to make vast improvements on the design of our Overhead and Sharp Chain Scraggs to allow our customers to get even more production and yield out of every log. By only needing an operator vs. a sawyer, you limit the amount of quality labor needed to run the machine. Which is great, since we are hearing that labor is one of the biggest challenges in this business climate. More customers are looking at ways to optimize their mills and cut down on labor. This is why we have designed a mill to process 2,500 to 3,000 logs a day for smaller logs with just six people in the mill. We also have other solutions available to help our customers cut down on labor.

We are hearing from some of our customers that they are finding it more difficult to obtain enough larger Hardwood logs, so they are cutting additional smaller low-grade Hardwoods and pine, and we see that continuing to be a trend. We focus on providing our customers specialized solutions for all their timber processing needs.

We have solutions for all types of mill scenarios. If a customer needs to cut large finished cants then we suggest using our Tandem Sharp Chain Scragg. For finished cants from smaller logs we suggest using our Yield Champ (Sharp Chain and Edger combination). Or if you need versatility of products, we suggest our Overhead Scragg. In addition to our circle saw Overhead Scragg, we also offer a Scragg solution for our grade mill customers such as our 12-inch Twin Band Overhead with 3D Scanning. In addition, we are offering either chipping heads or hogging heads as an option to eliminate the need to further process slabs.

Pallet stock producers now have another option for slab recovery. We are offering a VSA (Vertical Saw Arbor) which recovers slabs using circle saws instead of band saws. When used with our trimmer, you end up with a great solution to recover slabs. When using these machines with a Sharp Chain or Overhead with Vertical Edgers, you're able to recover 3-1/2 and 5-1/2's, recover the slab and come out with a finished pallet cant. That's a win-win.

There has been a large uptick in the amount of calls we've been getting about cooperage and stave equipment. We expect the stave and cooperage industries to continue to prosper with the increased demand of whiskey (Bourbon), craft, and other specialty liquors. Cooper Machine is working with Brewer to provide stave mill solutions and also provides equipment from MIT for the cooperage industry.

In 2018, we built several Overhead Scraggs, including a Twin Band Overhead Scragg using Salem Twin Bands and Lewis Controls 3D scanning. We also finished a pallet mill that included an Overhead Scragg with Cutup System, Splitter, and slab recovery including a Trimmer and VSA. We built a custom merchandising/sorting system for an export log business as well. We are building an Optimized Edger with A&E optimization, which will be completed soon, and we are excited about the in-house PLC system to run our Overheads that we will be rolling out for our existing customers to upgrade their Overheads in 2019. PLC upgrades are also currently available on other Cooper equipment as well.

Going into 2019, Cooper Machine is moving further away from our own proprietary computer program and will continue using more PLCs with our equipment. We will still have the option of our original system, and we will continue to support that system in mills that have it now. We anticipate that we will have a number of customers interested in upgrading to the new PLC system when we roll it out spring/summer 2019.

Cooper Machine expects 2019 to be a great year for the Hardwood industry and we look forward to working with you in the future.

For more information view our website at www.cooper-machine.com or contact Frances Cooper Byrd at 478-252-8558 or email at info@coopermachine.com.



Paul Cleereman

**Paul Cleereman
Cleereman Industries
Newald, WI**

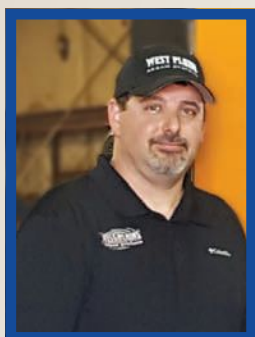
Cleereman Industries offers primary log breakdown equipment, including the revolutionary Lumber Pro Thin Kerf Moving Bandmill, Log Decks, Log Hauls, Rosser-Head Debarker, Log Turners, Carriages, Carriage Drives, Custom Control Cabs,

Trimmers, Trim Lines, and all types of Material Handling. Cleereman Industries has its own in-house engineering

and consulting services for new sawmills and also sawmills looking to upgrade and improve production.

Cleereman Industries is currently working on a new stave mill package that will be unlike anything that our industry currently offers. We are always striving to be an industry leader.

In the year that just passed, we observed more mills getting into niche markets. Whether it be cutting 40-foot material or the custom short stave type mill. This requires custom equipment and specialized mill layouts. We believe this trend will continue into the next few years as our customers are always looking for new markets into which they can sell their products. We will continue to meet our customers' needs with purpose-built machinery.



Brent Ball

**Brent Ball
West Plains Resaw Systems
West Plains, MO**

We manufacture heavy-duty grade and pallet band resaws, along with unscramblers, transfer decks, roll cases, package decks, and return systems, mini board edgers for pallet lumber and trim saws.

We are continually updating our equipment to meet our customers' needs and are able to customize any of our machinery to fit the customer's specifications.

There was continued growth in the area of grade resaws in 2018 and we're expecting that demand to be steady. As always, housing plays a big part in the demand for Hardwoods and our partners in the industry are hopeful that 2019 will see growth or at least steady levels of housing starts for this year.

While labor remains an issue in all facets of our industry, our customers can expect us to work alongside them to reduce waste material and keep their bottom line steady.



Tom Froedge

**Tom Froedge
Froedge Machine & Supply
Co. Inc.
Tompkinsville, KY**

We manufacture a long list of lumber manufacturing/handling equipment, including: stackers, package makers, tilt hoists, unscramblers, trimmers, grade mark readers, tally systems, precision moving fences, lumber sorters and lumber handling

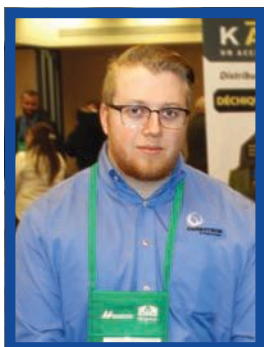
systems.

We debuted new tie handling and inspection equipment, lumber and tie trimmer systems, precision length measurements and trimmer optimizations in 2018, as well as an inventory control system. We will be working to market those products in the new year, while also debuting some additional features later in the year.

The number of vision systems available on the market continues to grow and their accuracy is improving with each iteration of software. We're expecting to work with many partners in the industry to integrate those technologies alongside our own to give the customer the best performance.

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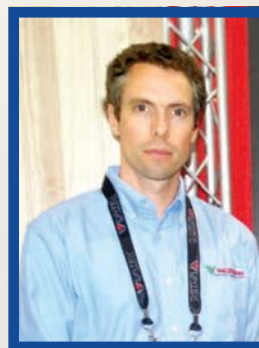


Raphaël Houde

Raphaël Houde
Carbotech International
 Plessisville, QC

The products we manufacture and offer include: Tilt hoist, chain transfer, conveyor, unscrambler, lug loader, positioning system, trimmer, sorter and stacker. We can offer turnkey projects and we offer 24/7 customer service (CarboCare). We have our own engineering department in our office.

Last year we debuted our new stacking system and its popularity has been great. In years past we noticed a majority of customers were buying lug loaders, trimmers and automatic stick systems, we don't see that demand slowing down in the near future.



Jim Parker

Jim Parker
Vacutherm Inc.
 Warren, VT

The products we offer are vacuum kilns and controls for conventional kilns. Just like 2017, 2018 was a great year for Vacutherm VacuPress kilns. We introduced an even larger vacuum kiln that targeted the green sawmill market and the buyers of that system

have been very complimentary of its accuracy.

We will continue to work on perfecting the TOUCHDRY software that operates our kilns, in addition to ensuring that it works well for the wide variety of Hardwoods that are out there.



Matt Tietz

Matt Tietz
McDonough Manufacturing Company
 Eau Claire, WI

McDonough provides band mills, carriages, resaw systems and edger systems in various models and sizes.

In 2018 McDonough will continue to refine and expand the capabilities of our MAXX Infeed system designed to automatically feed resaw systems. The MAXX can be installed with a new resaw or can be installed on an existing Resaw system to eliminate the operator of the resaw and improve production with the consistent feeding that an automated system can provide.

Over the years, sawmills are looking more and more for a single source supplier. One who can provide not only the machinery, but also the electrical needs like a Variable Frequency Drive (VFD) or a PLC, the Material Handling required, and even a turnkey installation.

Mills are also looking to not only increase production but more importantly they are looking to increase overrun and value out of every log—more so today than ever before.

Over the last few years, we've seen a push for mills to go towards VFD's on machinery and less hydraulic. This allows mills to increase production by varying feed rates based on depth of cut. Some mills have gained thousands of board feet per week with this fairly simple upgrade.

Overall McDonough has seen a huge boom in business over the last three years. This shows the high level of confidence our industry has in the economy, as well as investing in high-end, quality equipment.



Dan Mathews

**Dan Mathews
SII Dry Kilns
Lexington, NC**

SII Dry Kilns provides lumber drying equipment including conventional Hardwood kilns, “dual path” continuous and batch softwood kilns, crossflow and down-draft predryers, fan sheds, pallet and firewood kilns. Additionally, we represent WDE Maspell’s line

of thermal modification and vacuum kilns. With over 6,000 kilns in operation around the globe, WDE Maspell is the most well-known name in vacuum drying in the world.

We offer an entire line of kiln control systems ranging from “Partlow” electronic chart recorders and PLC controllers which can be integrated with fully automatic “Kiln Dry” computerized control systems.

We believe that customer service is the primary reason we have achieved our reputation in the Hardwood lumber industry.

In 2018 we began selling a new steamer, which was designed with an autoclave chamber that is enclosed entirely in stainless steel. We are currently producing a new steamer design which we believe will eliminate issues of excess run-off and pump failures. The new design utilizes an autoclave chamber for the enclosure with 100 percent stainless steel interior. It is track loaded and the lumber sits on a cart which is supported on rails above a pool of steaming water.

We also now offer a direct-fired gas burner system which delivers the highest energy efficiency available. As opposed to steam boilers or indirect gas units which can only provide 70 to 80 percent efficiency, our new direct fired unit is 99 percent efficient.

All in all, SII experienced strong sales throughout 2018 with orders placed well into 2019. Many of our clients are upgrading existing facilities, as well as adding new capabilities to bring their operations up to date and to diversify their product offerings for the new year. ■





27 recent students of the NHLA's Inspector Training School graduated from the association's 187th class and are pictured here with class instructor Kenneth K. Evilsizer.

Twenty-Seven Students Graduate from the 187th Class of the NHLA Inspector Training School

Memphis, TN—The National Hardwood Lumber Association recently celebrated the graduation of the 187th class of the Inspector Training School. Twenty-one students completed the 12-week traditional program with an additional six students completing the Progressive Program for a total of 27 graduates.

Dana Spessert, Chief Inspector and Dean of Education welcomed and thanked the families, friends and employers who supported the students during their time away from home and traveled so far to celebrate the accomplishments of the Class.

Brian Horner, himself a graduate of the School and father to Gina Horner, a member of the 187th Class, delivered an inspirational address.

"I want to recognize those who paid their own way, who are over 40, those who are from a foreign country, and those

who are female. It takes a brave person who is not the norm. I admire you for how brave you are because no one wants to step outside the norm anymore."

Horner understands the need to be brave in order to take a risk and change your life. At age 42, Brian quit his job and took the leap to become an NHLA trained lumber inspector and is now the yard manager at Yellow Springs Hardwoods where his daughter will also work after graduation. Horner is following in the footsteps of his brother Bruce Horner of Abenaki Timber, who is an Inspector Training School (ITS) graduate and member of the NHLA Board of Managers.

Horner left the class with these words of advice:

"Work for your employer, not against them. Don't bend the rules. And grade the lumber as if you were the buyer and the seller."

Graduates of the 187th Class were:

- Chris Bain, Gibson Brands Inc.
- Brett J. Bates, Superior Hardwoods of Ohio Inc.
- William Christian Beckham, Fred Netterville Lumber Co.
 - Dakota James Brown, Wellborn Cabinet Inc.
 - Macon S. Carlisle, Independent
 - Zhiping Ding, Independent
 - Kenneth K. Evilsizer, NHLA Inspector
- Shaiful Razman Bin Ghazi, Malaysian Timber Industry Board
 - Patricio Guzman, J.T. Shannon Lumber Co.
- Mohd Faizani Bin Hassan, Malaysian Timber Industry Board
 - Dylan G. Hester, Hunt Forest Products LLC
 - Anna May Holt, Independent
 - Jordan Hopkins, Wellborn Cabinet Inc.
 - Gina M. Horner, Yellow Springs Hardwoods
 - Nicholas A. Krull, East Perry Lumber Co.
 - Ryan David Larkin, Maley & Wertz Inc.
- Ryan J. Lindner, Nelson Hardwood Lumber Co.
- Ahmad Fauzi Bin Mehat, Malaysian Timber Industry Board
 - Daniel E. Nixon, W. W. Lumber Company Inc.
 - Wil Quigley, Bauman Sawmill Inc.
 - Sawyer D. Ruby, Figard Custom Millwork
- Mohider Mat Saleh, Malaysian Timber Industry Board
 - Travis M. Sizemore Jr., Allegheny Wood Products
 - Austin Sthole, Hartzell Hardwoods
 - Eric B. Troup, Cherry Hill Hardwoods Inc.
 - Wei Chen Wang, Gino Wood Inc.
- Daniel J.H. Webb, Bester Forest Products Ltd.

Andy Johnson of the Hardwood Market Report presented the individual achievement awards.

Outstanding individual awards recipients were as follows:

- Sawyer D. Ruby – ITS Educational Foundation Award for Highest Overall Average
 - Zhiping Ding – Howard Hanlon Award for Second Highest Overall Average
- Macon S. Carlisle – Westside Hardwood Club Award for Highest Board Run Average
 - Daniel E. Nixon – J.P. Hamer Award for Most Improved Student
 - Dylan G. Hester – NHLA Award for Best Attitude/Citizenship
 - Nicholas A. Krull – Lumbermen's Club of Memphis Leadership Award
- Macon S. Carlisle, Zhiping Ding, Anna May Holt and Sawyer D. Ruby – ITSEF Scholarship Award and the Willard Scholarship Award

Enrollment is now open for the 188th class, which begins in Memphis, TN.

The NHLA Inspector Training School has a proud and rich 70-year history; graduating more than 7,500 students since its conception. The Program teaches the rules and applica-

tions of the NHLA grading system and prepares students for a career in the Hardwood industry. This unique program has earned worldwide respect, consequently attracting students from throughout the United States, Canada, Europe, Africa, South America and Asia. ■

To enroll or learn more about the program please visit

www.nhla.com/school



Eric Boyd, Parton Lumber Co. Inc., Rutherfordton, NC; Wendell Sugg, Oaks Unlimited Inc., Waynesville, NC; Shannon Forrest, Robinson Lumber Company, New Orleans, LA; and Chip Underwood, Thompson Appalachian Hardwoods Inc., Huntland, TN

Appalachian Lumbermen's Club Members Hear How Solid Hardwood Flooring Fights Substitute Materials

By Tom Inman

Photos by Terry Miller

Johnson City, TN—Appalachian lumber industry leaders in attendance at the recent Appalachian Lumbermen's Club (ALC) meeting, which was held here at The Carnegie Hotel, learned that solid Hardwood flooring manufacturers are battling to maintain market share in new residential construction in 2018.

Neil Poland, president of Mullican Flooring, spoke to the group about changes in the wood flooring market. He said solid wood makes up 39 percent of wood floors while engineered products have grown to 61 percent.

The increases for engineered products have been spurred

by more homes built on concrete slabs rather than crawl spaces or basements. Engineered wood flooring also is less expensive than solid wood in many instances.

Poland reported that solid wood flooring has maintained 13.7 percent of the U.S. flooring market since 2013. Engineered wood flooring has grown from 12 percent to 17 percent in the same period and taken more market share from carpets.

Luxury vinyl tile with a wood grain surface is the latest product that is poised to take markets from wood. Poland noted that many consumers are confused that LVT is "wood"

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Herbert Nanney, Catawba River Hardwoods, Old Fort, NC; Nathan Thompson, T&S Hardwoods Inc., Sylva, NC; and Ernest Pait, Shaw Industries, Franklin, NC



Chris Ghiloni, Mullican Flooring, Winchester, VA; and Damon Bevens, Mollie Pleimann and Tim Pleimann, Farrow Lumber Co., Cairo, IL



Jamie Straka, Northwest Hardwoods Inc., Tacoma, WA; Stephen A. Zambo, Ally Global Logistics LLC, Norwell, MA; Jay Reese, Penn-Sylvan International Inc., Spar-tansburg, PA; and Joe Savery, Mountain Resources LLC, Mountain City, TN



Todd Nelson, Thompson Appalachian Hardwoods Inc., Huntland, TN; Bennett Thompson, ISK Biocides Inc., Memphis, TN; Bobby Cloer, Oakcrest Lumber Inc., New-port, TN; Barry Hodges, H&H Hardwoods LLC, Morgan-ton, NC; and Steve Moore, Havco Wood Products LLC, Vonore, TN



Michael Mahala, Franklin Forest Products LLC, Jeffer-son, NC; Mark Barford, National Wooden Pallet and Con-tainer Association, Charleston, SC; Tom Inman, AHMI, Highpoint, NC; and Jake Oliver, Oliver's Woodworking Inc., Elizabethton, TN



Stuart Deacon, W.R. Deacon & Sons Timber Inc., Lex-ington, VA; Jimmy Smith, Tradewinds International Inc., Conover, NC; and Jim Burris, Corley Manufacturing Co., Athens, TN



Greg Pappas, Collins Hardwood, Cove City, NC; Steve Staryak, Prime Lumber Co., Thomasville, NC; Anthony Hammond, Roy Anderson Lumber Co. Inc., Tompkinsville, KY; Skip Edwards, Baillie Lumber Co., Waynesville, NC; and John Stevenson, Thompson Hardwoods Inc., Hazlehurst, GA

Additional photos on next page

APPALACHIAN LUMBERMEN'S CLUB PHOTOS *Continued*



Phillip Thomas, Brad Bland, Kris Long and Sean Tate, Atlanta Hardwood Corp., Huntersville, NC



Jeff Cowley, BOLDesign Inc., Hudson, NC; Bobby Florio, PLM/ILM, Charleston, SC; Brandon Reavis, PLM/ILM, New Bern, NC; and Stan Jones, Koppers Inc., Raleigh, NC



Mark Babcock, New River Hardwoods Inc., Beckley, WV; Steve Counts, BPM Lumber LLC, London, KY; Emery Grimes, Cobble Creek Lumber LLC, West Jefferson, NC; and Bo Hammond, Collins Hardwood, Mount Sidney, VA



Michael Best, Cobble Creek Lumber LLC, West Jefferson, NC; Sean Tate, Atlanta Hardwood Corp., Huntersville, NC; and David Bailey, New River Hardwoods Inc., Mountain City, TN



Mark Barford, National Wooden Pallet and Container Association, Charleston, SC; Peter McCarty, TS Manufacturing Co., Dover-Foxcroft, ME; Jeremy Pitts and Jeff Cowley, BOLDesign Inc., Hudson, NC; and Wayne Law, New River Hardwoods Inc., Mountain City, TN



Stephen Zambo, Ally Global Logistics LLC, Norwell, MA; Patrick Altham, AHC-Export Lumber, Huntersville, NC; and Linwood Truitt, Beasley Forest Products, Hazlehurst, GA



Chip Underwood, Thompson Appalachian Hardwoods Inc., Huntland, TN; Barry Hodges, H&H Hardwoods LLC, Morganton, NC; Jim Kepley, Kepley-Frank Hardwood Co. Inc., Lexington, NC; Jimmy Clay, Parton Lumber Co. Inc., Rutherfordton, NC; and Pat Jenks, Forestry Systems Inc., Summerfield, NC



Melvin Harold, Atlantic Reclaimed Lumber LLC, Elizabethton, TN; Bill Graban, Prime Lumber Co., Thomasville, NC; Jim Burris, Corley Manufacturing Co., Athens, TN; and Gale Keener, Mullican Flooring, Ronceverte, WV



Tony Honeycutt, Mullican Flooring, Johnson City, TN; Brandi Reynolds, Reynolds Trucking LLC, Norton, VA; Edgar Gray, Clinch River Hardwoods Inc., Morristown, TN; and Terry Miller, National Hardwood Magazine, Memphis, TN



Wesley Robinson, Robinson Lumber Company, New Orleans, LA; Bart Jenkins, Kepley-Frank Hardwood Co. Inc., Lexington, NC; Stephanie Rodrigue, Your Marketing Department, Asheville, NC; Michael Hilburn, King City Forwarding USA Inc., Floyds Knobs, IN; and Ryan Harman, G.W. Mountcastle Insurance, Lexington, NC

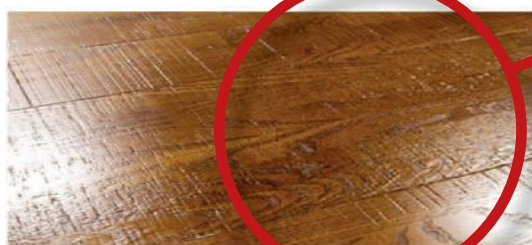


Jason and Brandi Reynolds, Reynolds Trucking LLC, Norton, VA; and Logan Josey, Josey Lumber Co. Inc., Scotland Neck, NC

erty. The organization's graduates are employed at their cafes, catering division, and at some of Tampa's finest restaurants. All proceeds from your meal purchases from 'Inside The Box' (a social enterprise of Metropolitan Ministries) go directly to feed the hungry in Tampa Bay. In the last year, 1,169,826 meals have been served through Metropolitan Ministries' hunger

programs. John Boos & Co. is thrilled to be a supporter of this life-changing organization."

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protects the wood against water damage while not presenting a health hazard.

"It's natural and impregnated into the wood, it leaves no coating and gives it a sheen, and it's completely safe," Hall stated. "Now that toy will be protected, even if the child is playing with it in the bathtub. The TLC that goes into my product means more to me than anything."

He added that the teak oil he uses brings out the natural beauty of the wood, especially with certain species.

"The Red Oak in the game boards is so popular because when we use that FDA-approved Teak oil, it brings out the depth and grain in the wood, which I really love," Hall commented.

Hall works in a relatively small space—his shop is just under 5,000 square feet. He stores products, tools and other necessities in a semi-trailer, and doesn't have many employees—anywhere from 28 employees to an average of 14 during rougher times. So Hall takes calls from customers around the world at any hour and handles much of the office work himself.

"This is how I make my income, and if it wakes me up and I have to handle something right then, then I have a good customer who is really satisfied, and that's what it's all about," Hall said. "I don't mind that, and my wife has got-

ten accustomed to it. Customer service is No. 1 on the list, whether it's taking an order or answering questions, or even people who call and thank me for my designs."

Over the years, Hall has shipped more than 4 million toys around the world, and only 18 have been returned. He has many customers send pictures of their kids playing with his toys, including the people who designed his website.

"My wooden hamburger is my top, most widely known toy throughout the world," Hall stated.

Even during economic downturns, he's survived—in the early 1980s, his business increased 10 percent every year from 1981 through 1983, and in 2007, his business benefited when a large manufacturer was hit with a recall of 36 million recalls of toys with lead in the paint.

"I did so much extra business that my year-over-year sales were four-fold. I had a 300 percent increase, due to the fact that we advocate American-made, handcrafted toys. People and other toy manufacturers flocked to us," Hall recalled.

But in 2009, his business flatlined and in 2010, he said business "really bottomed out." It took a few years for people to feel sure about the economy, Hall said. In 2017, sales increased at Charlie's Woodshop and he expects the future to remain bright.

"This year, we expect to have even better sales," Hall added.

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Pictured is a collection of wooden farm vehicles, all part of THE PUZZLE-MAN TOYS line, made from Birch and ponderosa pine.

Hall is a highly educated man—he holds Bachelor of Science degrees in mathematics, mechanical engineering and civil engineering from the University of Michigan in Ann Arbor, a Bachelor of Science degree in chemical engineering from the University of California in Los Angeles, and master's degrees in mathematics and mechanical engineering from California Polytechnic State University, where he also earned a Ph.D. in mathematics. And, he crafts his toys to be educational and tries to help make a difference in people's lives using his woodwork.

"That's the beginning of the intelligence of this child, when they learn how to build things up and knock them over. With my building blocks, I can prove Pythagorean's theorem, which is $A^2+B^2=C^2$," Hall explained. "I've taken a high school student in the 11th grade who was failing and in 20 minutes, I had him proving Pythagorean's theorem using my building blocks. If you could see the look on his face when he realized he

Please turn to page 61

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lumber, that is a big plus for us. It gives Granite Valley a flexibility factor. Our objective isn't to be 100 percent self-supplied but to utilize our own facilities and continue to buy a fair amount of lumber on the open market as well."

He continued, "One of the great things about AAA Hardwoods is that it has a strong procurement team. Obviously, when you own a sawmill the resource is key. Both of our

sawmill operations have strong procurement teams that are exceptional stewards of the timber resource, and both are located in the middle of the best timber in Wisconsin."

While Peak Lumber & Plywood is a member of the Granite Valley family, Peak is a stand-alone distribution business. "Peak Lumber & Plywood buys lumber not only from our own dry kiln facilities, but from other facilities around

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Each piece of lumber shipped from Granite Valley's facilities is tallied by length and width to ensure order accuracy.

the country and then distributes it to small manufacturers on LTL shipments," Welter explained. "Peak currently stocks 150 different types of plywood in 4x8 sheets in thicknesses from 1/4-inch up to 1-inch, since many of our distribution customers buy not only lumber but also plywood."

With the industry facing a shipping squeeze and a shortage of qualified truck drivers, Granite Valley is fortunate to have its own fleet of trucks and active rail spurs at two of its facilities. Welter said, "Two of our facilities have active rail spurs. There is one in New London and the other is at Peak Lumber & Plywood. The focus of New London's rail spur is for outbound lumber to the West Coast and the focus for Peak is specifically inbound product. We have our own trucks for shipping lumber to customers but we use contract trucks as well."

Granite Valley has a strong focus on the domestic market but also has solid business relationships with customers overseas. With exports accounting for about 15 percent of the overall business, Welter said diversification is key to remaining a major player. "Exports are not a tremendous amount of our business, but it is definitely a part. It's nice to be diversified. We are involved in both manufacturing and distributing, and serve customers domestically and internationally. It's an exciting time for us."

Welter said the continual growth of Granite Valley wouldn't be possible without great people. "Without good people all you have is iron and real estate," he explained. "It's about keeping the right people on our

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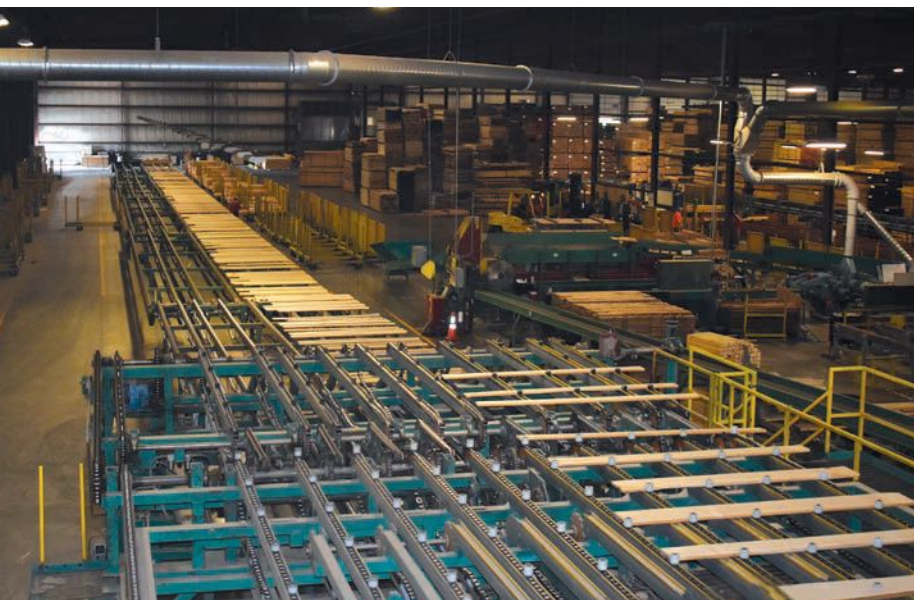
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Granite Valley's sorter and lumber storage are contained within fully enclosed warehouses.

team. All my co-workers have the drive to continue to grow our operation."

In 2017 Granite Valley hired Spencer Lutz as director of sales. "One of the major strong points of Granite Valley is the ability to offer mixed loads," Lutz noted. "We carry a multitude of species in kiln-dried inventory. Between all our facilities it's around 10 million feet of inventory, ready to ship. So, we have the ability to offer quick response times and cater to customer-specific needs."

Lutz continued, "One of the things that drew me to Granite Valley is our ability to offer a wide variety of products and services. We offer rough and surfaced lumber, color and width sorts, and we have the ability for ripped and chopped lumber among many other services. Gus' approach is customer-friendly. He strives to find the best value and fit for the customer. When our customers have a need, we can cut it at the sawmill and bring it all the way through

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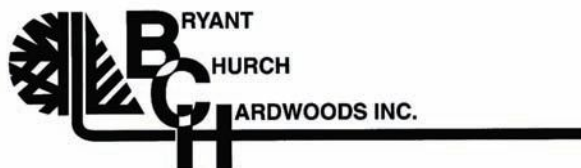


This is an aerial view of our modern Hardwood concentration yard where we process quality Appalachian Hardwood and Eastern White Pine lumber.

Some facts about our company are, we:

- Have a 30 acre Hardwood and Eastern White Pine lumber concentration yard that exclusively represents one sawmill.
- Specialize in all thicknesses of kiln dried Eastern White Pine lumber.
- Deal in Appalachian Hardwood species such as Red and White Oak, Poplar, Ash, Hard and Soft Maple, Steamed Walnut, Cherry, Basswood, Beech and mixed Hardwoods.
- Market our Appalachian Hardwood lumber in 4/4 through 8/4 thicknesses that is green, air dried and/or kiln dried.
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the process to fit their needs. We have great relationships and our customers appreciate our flexibility. At Granite Valley the color and texture of our lumber, and being from the North region, is unbeatable.”

Granite Valley is focused on the details and offers piece tallies on every unit in inventory. “Every unit at every facility has a detailed account of every piece in every pack,” Welter explained. “The purpose of the Peak distribution center is also to offer unique grade, specific color, and other sorting customizations. That’s our overall business approach as a company...to focus on what the customer needs, not what we want to sell them. We follow-up with a unique buying experience that is very personal, very customer focused, very service oriented, and that’s not just with Peak Lumber & Plywood but at Granite Valley and at our sawmills.”

Granite Valley Forest Products is FSC-certified and is a member of the National Hardwood Lumber Association, Indiana Hardwood Lumbermen’s Association, and Lake States Lumber Association. ■



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EXPORTING *Continued from page 25*

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(Editor's Note: James Burrows has more than 30 years of professional experience in both the public and private sectors of the financial services industry, including commercial banking, retail banking, and investment banking. Burrows joined EXIM Bank as the Vice President of Small Business in October 2012 and was promoted to the Senior Vice President in 2013. Burrows has also held management positions at both large and regional commercial banks in the U.S.) ■

ALC MEETING *Continued from page 34*

and the makers of these products are taking advantage of the confusion.

Laminate flooring is also on the rise and Poland said it may have a fiberboard core but it has vinyl on both sides. He said companies are marketing it as a "wood" floor and more commercial construction is using laminates and LVT for a wood look.

Industry research shows that consumers still desire wood as the floor covering of choice. Poland said it is the only flooring product that adds value to a home.

Top flooring retailers in 1993 were Color Tile, New York CarpetWorld and Sears. In 2017, the top three were Home Depot, Lowes and Floor & Décor Outlets.

Mullican Flooring employs approximately 300 people in Johnson City at its 300,000-square-foot facility. Other plants are located in Virginia, West Virginia and New York.

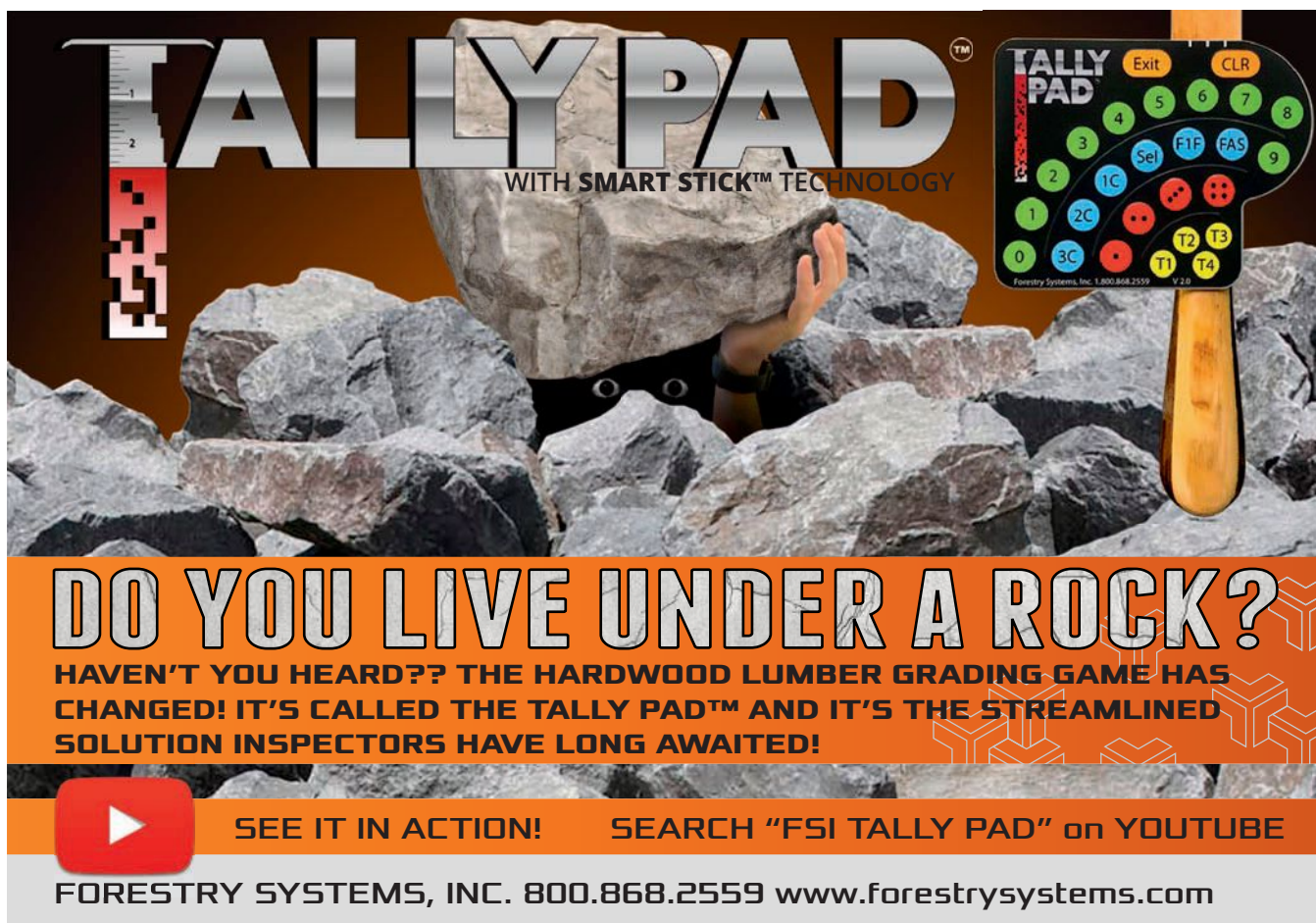
Mullican ranks among the nation's top five Hardwood flooring producers. The company manufactures and sells many different styles of prefinished solid and engineered flooring products via a network of 40 distributors and 5,000 retail stores across the United States and Canada.

The next meeting of the Appalachian Lumbermen's Club is Jan. 8 at the Grove Park Inn in Asheville, NC.

More information is available at www.lumberclub.org. ■

LAKE STATES *Continued from page 6*

Her clients are a mix of distributors, wholesalers and end users. Top-selling Hardwoods are Walnut, Red and White Oak and Ash, with No. 1 Common being the predominant grade sought, primarily in 8/4 thickness. The company also sells Hard and Soft Maple, Poplar and Cherry. Asked what she hopes the new year will bring, the contact reiterated a constantly heard sentiment voiced in the industry: "We hope the tariffs situation gets resolved." ■



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NORTHEAST *Continued from page 6*

"Hard Maple always seems to sell pretty well and Ash has been pretty popular as of late with a lot of the furniture makers and cabinet makers, mostly because it's not going to be around too much longer," the source said, alluding to the Emerald Ash Borer. "We just got a bunch of decent (Ash) logs here and I'm probably going to saw them for myself just for that reason."

His customers are a mix of flooring companies, general contractors, furniture and cabinet manufacturers, railroad-tie buyers and even pallet mills, most of whom favor select grade, 4/4 thickness. The Connecticut source was unsure about what to expect market-wise in 2019. "It really depends on the tariffs and where the economy goes," he said. "If it keeps going in the right direction, I feel like it might be a very positive year." ■

SOUTHEAST *Continued from page 7*

going to be tough. You normally want to have some inventory on the yard going into wintertime, and we're going to be close to hand to mouth," he stated.

In Mississippi, another lumber manufacturer said his market was doing well, though it was weaker than six months

ago because of the tariffs on China. His top sellers are Red Oak, Poplar and Ash, No. 2 Common and FAS grades, 4/4 thickness. The business also sells White Oak, Hickory, Pecan and Cypress, mainly for home interiors. While the contact was unsure what the new year will bring, "hopefully, the tariffs situation will be resolved." ■

WEST COAST *Continued from page 7*

"The industrial segment is strong right now for us. We stock high and low-grade Hardwoods, including Alder and Pacific Coast Maple, but it's the lower grades that are seeing more movement lately."

Some of this source's sales are to flooring manufacturers. "Their businesses are staying busy but not overwhelmingly. One of my clients stated that he is considering increasing his production of softwood flooring due to the readily available supply on the West Coast and the lower cost versus buying Hardwoods that have been shipped from the Northeast. Everyone is looking for alternatives to cut costs and keep profits as padded as possible." ■

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million over five years to the Fund in order to support innovative investments across the country and in all economic sectors. Of this amount, \$100 million will provide support to the forest sector, helping the nearly 210,000 workers across Canada to provide quality employment and long-term prosperity. The funding will support the ongoing transformation of the sector, through the commercialization of innovative processes and products from sustainable and significant forest resources.

Other highlights of the Statement included: a proposal to improve competitiveness by allowing the full cost of machinery and equipment used in the manufacturing and processing of goods to be written off immediately for tax purposes, and by introducing the Accelerated Investment Incentive to support investment by businesses of all sizes and across all sectors of the economy. Increase investment in the clean technology sector by allowing specified clean energy equipment to be eligible for an immediate write-off of the full cost. This will help achieve climate goals, and position Canada to be more globally competitive.

The launch of an Export Diversification Strategy aimed at increasing Canada's overseas exports by 50 percent by 2025. Remove barriers to trade within Canada by working with provinces and territories to enable businesses to trans-

port goods more easily, to align regulations in the construction sector (including the harmonization of building codes across Canada). Introduce measures to make it easier for businesses to grow by modernizing federal regulations and encouraging regulators to consider economic competitiveness when designing and implementing regulations, while continuing to protect Canadians' health and safety, as well as the environment. Advance pay equity by ensuring that women and men in federally regulated sectors receive equal pay for work of equal value.

The Minister's Statement noted that at 3 percent, Canada had the strongest economic growth of all the Group of Seven (G7) countries in 2017, and is expected to remain among the fastest-growing economies this year and next. In the last three years, Canadians have created more than 550,000 new full-time jobs, pushing the unemployment rate to a 40-year low. For the average Canadian worker, wage growth is outpacing inflation. If current trends continue, 2018 could mark the strongest year of wage growth in close to a decade.

Consumer confidence is strong, states the Fall Economic Statement. With more money, more jobs, rising wages, and lower taxes, Canadians are feeling confident about their own financial positions. Business profits are up. After-tax profitability of businesses in Canada is elevated compared to its historical average, adding to positive conditions for



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further investment, including in good, well-paying jobs for Canadians.

Some in the forestry sector applauded the government's initiative to boost innovation in forestry, and that the government sees the forest industry, its workers, and the contribution the sector makes to the economy are important to this country. ■

QUEBEC *Continued from page 8*

While income, employment and household formation will continue to support new residential construction, these fundamentals will see slower growth. As a result, housing starts will be brought closer to levels broadly in line with long-run averages by the end of 2020.

In particular, GDP growth is expected to slow and stabilize at a more sustainable pace of 2.3 percent in 2018 and 1.8 percent in 2019 and 2020 (from 3.1 percent in 2018). Also, household income growth is expected to soften and stabilize at a more sustainable pace. Population growth will continue to stimulate new construction, but at a slower pace than in previous years as a result of an expected decline in net international migration. With mortgage rates forecast to continue gradually increasing, demand for housing will moderate and resale market conditions will ease.

Total housing starts in 2019 are expected to fall below the 200,000 unit pace of the past few years before a mild recovery to 204,500 starts in 2020. Home resales are forecast to be between 478,400 and 497,400 units annually while average prices should balance between \$501,400 and \$521,600 over the next two years.

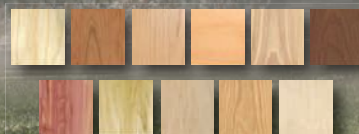
Ontario will experience a partial recovery from the housing sales slide of 2018 into 2019, but it may prove short-lived. Buyers are expected to re-enter the market on the strength of stronger job growth and in-migration, but the downward trend in starts and sales is forecast to resume in 2020, CMHC notes.

Quebec housing starts and sales of existing homes will both be sustained, however. Slower economic growth and increased borrowing costs will moderate activity through 2020. Starts will continue to be dominated by the apartment market segment, while demand for resale single-detached homes will remain relatively strong.

These forecasts are good news to the Hardwood sector, as consumers continue to purchase homes or apartments. This continues the demand for Hardwood finished goods such as flooring products, mouldings, furniture and kitchen cabinets. ■

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to food stamps and logging, though exact details around the agreement weren't clear at presstime.

"We're pleased to announce that we've reached an agreement in principle on the 2018 Farm Bill. We are working to finalize legal and report language as well as CBO scores, but we still have more work to do," said leaders of the Senate and House's agriculture committees in a joint statement.

"CBO scores" refer to the Congressional Budget Office's cost estimates, which could show the measure will cost

nearly \$900 billion over a decade.

The lawmakers behind the joint statement were two Republicans — Kansas Sen. Pat Roberts and Texas Rep. Mike Conaway, who chair the Senate and House's agriculture committees — and two Democrats — Michigan Sen. Debbie Stabenow and Minnesota Rep. Collin Peterson, ranking members of those committees.

Challenges in negotiations over the farm bill have included how to handle the Republican-controlled House's push for stricter work requirements for recipients of food stamps, also known as Supplemental Nutrition Assistance Program (SNAP) benefits. Their push appears to have come up

short, given that key Democrat Stabenow, who has opposed SNAP cuts, reportedly said the bill's approach is "something that I support. I'll leave it at that."

Lawmakers and aides were staying tight-lipped on the agreement's specifics, according to multiple published reports at the time of this writing.

Another challenge has been the House's backing of environmental rollbacks that the Trump administration has argued are necessary to prevent future forest fires like the ones that recently ravaged California. The White House has been seeking expanded authority to thin out the West's dry forests.

Lawmakers appear to have ended up "punting" on the forestry issue, as they may handle it in a separate bill, said Pro Farmer analyst Jim Wiesemeyer, according to an AgWeb.com report.

NWFA/GARY SINISE FOUNDATION TEAM UP TO ASSIST 34TH VETERAN

The National Wood Flooring Association (NWFA), located in Chesterfield, MO, has provided flooring for its 34th home in support of the Gary Sinise Foundation R.I.S.E. program (Restoring Independence Supporting Empowerment). R.I.S.E. builds custom homes for severely wounded veterans and first responders. The home dedication for United States Army Sergeant Legrand Strickland (Ret.) was held in Wildwood, MO. NWFA members Ambassador Floor



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U.S. Army Sergeant Legrand Strickland, and his wife Carrie.

Company and Naturally Aged Flooring donated flooring.

Sgt. Strickland joined the Army two years out of high school. After his first enlistment, he entered the National Guard as an Infantry Rifleman and attended college, receiving a degree in graphic design. Upon reenlistment, Strickland was part of the 82nd Airborne Division stationed in Afghanistan. As he returned from a mission on February 2, 2010, Strickland's convoy was hit by an improvised explosive device (IED). His commander's vehicle was struck in front of him. His commander survived and joined Sgt. Strickland in his vehicle, which was then hit. Both his commander and driver were casualties of the second hit. Strickland suffered the loss of both legs above the knee and traumatic brain injury.

NWFA, a not-for-profit trade organization, is dedicated to educating consumers, architects, designers, specifiers and builders in the uses and benefits of wood flooring.

Learn more at www.nwfa.org. ■

HMA UPDATE

Continued from page 12

But first things first!

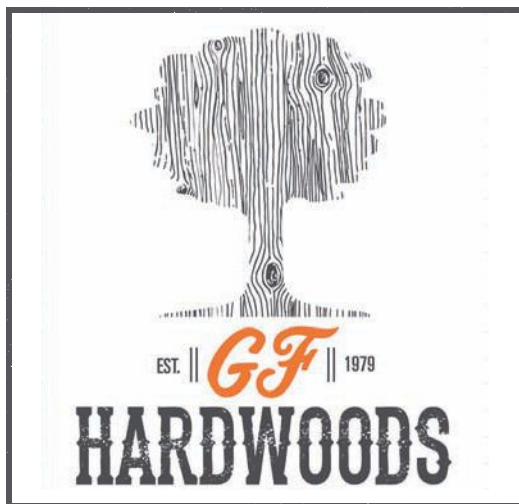
It's very important that Hotel Reservations at The Hyatt Regency Savannah, Two West Bay Street, be made sooner than later. No deposit is required. And should your plans change, simply cancel your reservation within 72 hours of arrival to avoid

a cancellation fee.

Please act now. HMA's negotiated room rate of \$205 Single/Double occupancy expires February 25, or when the group block is sold-out, whichever comes first.

So join us in Savannah

All of the Conference details – registration, a listing of participating exhibitors, event sponsorships, and the complete Conference agenda – can be found at the HMA member website, www.HMAmembers.org. And should you have any questions, please contact the HMA office at 412-244-0440. We are here to assist. ■



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WHO'S WHO IN HARDWOOD PURCHASING

LUKAS J. TALLIER is logistics manager for **Infinity Wood Floors**, located in Crandon, WI.

Infinity Wood Floors is a manufacturer of solid unfinished and prefinished residential Hardwood flooring, as well as sports flooring. The company purchases over 4 million board feet per year of Red and White Oak, Hard Maple, Ash and Birch (No. 2, No. 3, kiln-dried, 4/4).

Unique flooring looks offered by Infinity Wood Floors include wire brushing, circle sawing and hand fuming.

As logistics manager, Tallier handles lumber purchases, inventory management, arranging inbound/outbound trucking, accounts receivable, as well as training and mentoring new staff members. He has seven years of experience in the forest products industry, which he gained working alongside his father, Pat Tallier, who operated a sawmill and is president of Infinity Wood Floors.

Infinity Wood Floors is a member of the Lake States Lumber Association and the National Wood Flooring Association.

In his spare time, Tallier enjoys motorcycle trips and working on vehicles.

To learn more, visit www.infinitywoodfloors.com.

FRED PICKENS is owner of **Pickens Hardwoods Inc.**, based in Clinton, MS.

Pickens Hardwoods manufactures cabinet doors, butcher block countertops, moulding, stair treads and risers, corbels and cabinet hardware. The company also offers domestic and exotic Hardwood lumber. Annual lumber purchases total approximately 200,000 board feet annually of over 50 domestic and exotic Hardwood species (No. 1F and Better, Select and Better, kiln-dried, rough).

Value-added services offered by Pickens include: planing, straight line ripping and sanding.

Pickens began his career in the forest products industry as a lumber stacker in 1972. Previous positions include: lumber stacker; millwright; lumber inspector; lumber sales, export sales and he also worked in a distribution yard.

A graduate of Chamberlain Hunt Academy, located in Port Gibson, MS, he also attended Mississippi State University in Starkville, MS.

Pickens and his wife of 35 years, Sharon, have one

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

son who also is involved in the family business and one daughter.

In his spare time, Pickens enjoys diving, hunting, golfing, fishing and water sports.

For more information visit www.pickenshardwoods.com.

DERRICK WOODY is plant manager and lumber buyer for **Cope Closet Concepts Inc.**, located in Eastanollee, GA.

Cope Closet Concepts is a manufacturer of Hardwood ventilated closet shelving and all wood closet cabinetry. The company purchases an annual total of 126,000 board feet of Ash and Maple (FAS, kiln-dried, 4/4, rough).

Value-added services offered include in-house wood moulding and premium finishing processes.

Woody graduated from Franklin County High School, located in Carnesville, GA, in 2005 and Lee University, located in Cleveland, TN, in 2009 with a degree in ministerial studies. He is an ordained minister with the Church of God.

Cope Closet Concepts is a member of the Association of Closet and Storage Professionals, Insulating Contractors Association of America and Toccoa-Stephens County Chamber of Commerce.

In his spare time, Woody enjoys outdoor activities, fishing, hunting and golf. He has been married to Joni for 16 years and the couple has one son, Spencer, and one daughter, Madison.

To find out more, visit www.copeclosetconcepts.com.

JERRY STUMP is vice president and general manager of **Architectural Millwork Manufacturing Co.**, located in Eugene, OR.

Architectural Millwork Manufacturing is a manufacturer of architectural mouldings and interior trim. The company purchases a total of 100,000 board feet annually of Maple, Oak, Cherry, Walnut and Ash (FAS, 4/4 and 8/4, kiln-dried, rough).

Stump has worked at Architectural Millwork Manufacturers for 25 years. Previous experience in the forest products industry includes working as general manager of J.O. Olsen Manufacturing, also located in Eugene.

Please turn the page



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

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

- 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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WHO'S WHO

CONTINUED

Stump is a graduate of Eugene High School and attended the University of Oregon, located in Eugene. He is a previous chapter vice president for the Architectural Woodwork Institute and a recipient of the American Institute of Architects craftsman of the year award.

Stump has been married to Donna for 39 years.

To learn more, visit www.archmillwork.com.

RICK PARRILLA is owner of **Silverado Custom Door & Window Co.**, located in Graham, TX.

Silverado Custom Door & Window is a manufacturer of custom wood entryways, gates, doors, shutters, windows, crown mouldings and casings. The company specializes in extra thick and large doors, including all types of radius sizes. Annual lumber purchases total approximately 100,000 board feet of Hardwood, including species such as Alder, Oak and Cypress (FAS, 4/4, 5/4, 10/4 and 12/4).

Mahogany and Spanish cedar are also among the species purchased by the company.

Value-added services offered by Silverado Custom Door & Window are pre-finishing, specialty distressing and installation.

Parrilla graduated from Charter Oak High School, located in Covina, CA, in 1977. He studied football and studied construction law and trade at Shasta College, located in Redding, CA, and graduated in 1979. His career in the forest products industry began in 1975 when he worked as a framer. Parrilla has held his current position as owner of Silverado Custom Door & Window for 35 years. His duties include lumber purchasing, handling contracts and over-seeing bids. Previous industry experience includes working as a general contractor and trim carpenter.

Silverado Custom Door & Window is a member of the National Association of Home Builders, National Association



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of the Remodeling Industry, Construction Owners Business Group, Luxury Home Builders Network and the Builders Association, as well as DECA.

In his spare time, Parrilla enjoys cycling, running, fly-fishing, diving and golf. He has been married to Lori for 34 years and the couple has two sons, one daughter and four grandsons.

For more information, visit www.silveradodoors.com.

DELON SHETLER is vice president of operations for **Heartland Stairways Inc.**, located in Holmesville, OH.

Heartland Stairways is a manufacturer and wholesaler of custom stairways and balustrades, also offering design and consulting services. The company purchases approximately 100,000 board feet per year of Poplar, White Oak, Maple, Hickory, Walnut, Cherry, Beech, Birch and Ash, among others (No. 1 and No. 2 Common with some character grade, 4/4 to 12/4, rough).

Shetler graduated from Waynedale High School, located in Apple Creek, OH, in 1990. He has worked at Heartland Stairways for 22 years, with six years spent in his current position co-managing all operations, with responsibilities that include lumber purchasing, sales, marketing, design

drafting, quoting and consulting. His first job in the forest products industry was working as a trim carpenter from 1991 to 1993.

Heartland Stairways is a member of the Stairbuilders and Manufacturers Association (SMA) and Shetler serves on the association's board of directors and quality standards committee.

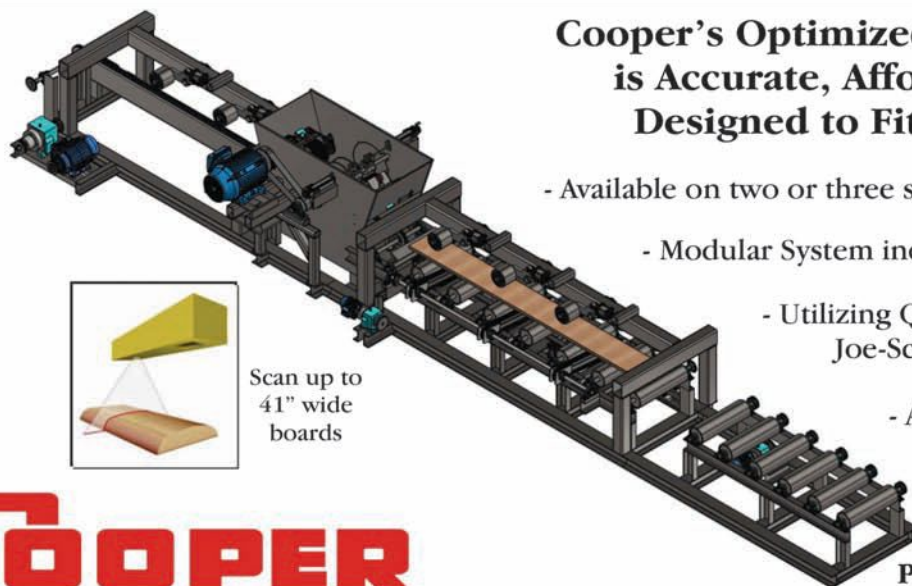
In his spare time, Shetler enjoys hunting, fishing, playing golf, snow skiing, reading, cooking and gardening. He has been married to Marilyn for five years and the couple has one son.

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



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TRADE TALK



William Goodfellow

HEMMINGFORD, QC— William Goodfellow, son of Bruce Goodfellow, has joined J.W. Goodfellow Inc. as a member of the company's sales team.

J.W. Goodfellow is a wholesaler and exporter of North American Hardwood products, carrying an average inventory of 4 million board feet. Species offered include Red and White Oak, Hard and Soft Maple, Yellow and Red Birch, Basswood, White Ash, Cherry, Butternut, Aspen and Birdseye Maple.

J.W. Goodfellow exports 90 percent of its production to the U.S., Europe and the Pacific Rim. Additional company offerings include kiln drying, a planer mill, and manufacture Hard Maple kiln sticks.

William graduated from a National Hardwood Lumber Association grading course at Duchesnay Forestry School in Cartier, QC, in 2013.

In his spare time, William enjoys hunting, fly fishing and motor machines such as ski-dos, four-wheelers and boats.

To learn more, visit www.jwgoodfellow.com.



Kurt Rehagen

PERRYVILLE, MO— Kurt Rehagen, sales manager for Rustic Wood Products, recently announced that his company has installed a new dry kiln at the company's facility here.

The 60,000-board-foot capacity kiln, built by SII Dry Kilns, brings Rustic Wood Products' total kiln capacity to 250,000 board feet per charge.

Rehagen said, "Since our company was founded 46 years ago, our goal has always been to offer the finest Hardwood lumber possible. This new kiln from SII is going to play a big role in allowing us to do just that and so much more for our valued customers."

Rustic Wood Products manufactures Appalachian Hardwood lumber, cants and railroad ties. Lumber is offered green, air-dried and kiln-dried in 4/4 and 5/4 thicknesses, in a species range that includes Red and White Oak, Walnut, Hard Maple, Ash, Poplar, Cottonwood and Cherry in 6 to 16-foot lengths. All lumber is band sawn and double end

AN UPDATE COVERING THE LATEST NEWS ABOUT HARDWOOD SUPPLIERS/VENDORS

trimmed. In total, Rustic Wood Products has 300,000 board feet of kiln-dried inventory and an air-dried inventory of 1 million board feet. The company owns trucks for deliveries and has its own logging crew.

SII Dry Kilns, based in Lexington, NC, is a manufacturer of conventional package-loaded kilns, single and double track-loaded kilns, various types of fan sheds, as well as multi-zone pre-dryers. These kilns are available for both the Hardwood and softwood industries. SII also manufactures pallet heat-treating and firewood kiln equipment that meets all standards set by the American Lumber Standard Committee Inc.

For more information, visit www.rwpinc.net and www.siidrykilns.com.



Jonathan MacBeath

EDINBURGH, IN- MacBeath Hardwood Company, based here, has completed an asset purchase of World Timbers Inc., doing business as Woodworkers Source, based out of Scottsdale, AZ.

Woodworkers Source services the retail segment of the industry predominantly, has three retail locations in Phoenix, Tempe and Tucson, and a robust online business.

The Arizona company has approximately 30 employees and annual sales are estimated at \$7 million.

Founder of Woodworkers Source, Keith Stephens, who is entering retirement, stated, "I am pleased to pass on to MacBeath a company centered on providing Hardwoods to the retail woodworking community and a strong presence in emerging internet marketing and distribution. Their commitment to customer service will provide the fuel for future growth for our staff and customers. Thanks to all who helped, over the past 40 years, develop Woodworkers Source."

Jonathan MacBeath, president and CEO of MacBeath Hardwood stated, "The Arizona market has always intrigued us. With 7 million residents, Arizona boasts a population growth rate that's top five in the nation. I personally cut my teeth at our flagship branch in Berkeley, CA, which puts a strong emphasis on servicing retail clientele, so that segment of the business has always had a soft spot in my heart. These guys at Woodworkers know lumber, and it shows in their unparalleled knowledge of the product."

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Nelson Weaver, general manager, at Independence Lumber, Inc. and the owner of the firm, Randall Eller, are standing in front of the company's dry kilns in Independence, VA. Between both sawmill locations, the firm has 990,000 board feet per charge of dry kiln capacity.

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

- 1) Between our two band mills, two Scragg mills and other sawmill equipment we produce about 45 million board feet of lumber, cants and by-products a year. We also have a 60 bay bin sorter and a planer in Independence, VA to help prepare our customers' orders.
- 2) We manufacture 4/4 through 8/4 Appalachian Hardwood lumber in excellent widths and lengths that is sold green, air dried and/or kiln dried in species such as **Red Oak, White Oak, Poplar, Hickory, Hard Maple, Soft Maple, Cherry, Ash, Basswood, Beech, Birch, mixed Hardwoods and Eastern White Pine.**
- 3) Counting our band mill operation in Independence, VA and Elkin, NC we have 990,000 board feet per charge of dry kiln capacity.
- 4) We offer services like export prep, mixed truck loads, lumber measured and inspected after kiln drying, length/width sorts, and color sorts. We also have our own fleet of trucks for promptly delivering your lumber to you.

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TRADE TALK CONTINUED

MacBeath Hardwood is a family owned business that was started in 1954. It has retail and wholesale distribution locations in California and Utah, along with its headquarters in Edinburgh, Indiana; a 15-acre dry kiln facility which ships lumber to its branches as well as all over the world. Mark Stephens, Keith Stephens' son, has been with Woodworkers Source for close to 20 years. He will continue on with the company, serving as vice president of Woodworkers Source and regional manager of MacBeath Hardwood's new southwest division.

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

EGANVILLE, ON— Lavern Heideman & Sons Ltd., based here, is a family-owned forestry company that has been in operation since 1974. The company, which produces Red Oak, Maple, Poplar and other Hardwoods, in addition to pine lumber, recently announced the installation of a carriage optimizer from Autolog Sawmill Automation at its new mill in Eganville.

According to Kris Heideman, vice president of Lavern Heideman & Sons, "We were very impressed with how Autolog was willing to develop a cost-effective, custom solution that met our very specific requirements. All their staff are professional and knowledgeable and have provided very timely service. We look forward to working with them on future projects."

At Lavern Heideman & Sons, performance and functionality were quoted as being the best features of Autolog's carriage optimizer, rating the overall quality of the system as excellent.

Some of the key features in the Autolog carriage optimizer include:

- Multiple laser lines spaced at 6-inches for an accurate profile reading every 1-inch along the length of the log
- Snapshot or continuous scan function modes with up to 120 scans per second
- The smallest laser line spacing in the industry
- Fits any mechanical configuration
- True Shape modelling

Along with its simplified architecture, Autolog provides the user with an easy way to learn the system through their user-friendly interface.

For the last 30 years, Autolog has been offering expertise, know-how and solutions to the wood products industry for large corporations and/or entrepreneurs around the world. The company's first commercial offerings were industrial controls for use with lumber and log sorters.

Customer experience is of the utmost importance to Au-

tolog. Their clients' needs come first, from the initial contact to their 24/7 after-sale service and support. They approach every project with a desire to understand their customers' needs and to deliver accordingly.

For more information, visit www.autolog.com.



Frances Cooper Byrd

WADLEY, GA— Frances Cooper Byrd, CEO of Cooper Machine Company Inc., announced a trio of installations that her company is completing work on.

At Church and Church Lumber Co. in Millers Creek, NC, Cooper Machine installed a skewing overhead scragg mill with Salem twin bands and Lewis Controls 3D scanning capabilities.

For Sparks Lumber Company in Ellijay, GA, Cooper Machine installed a standard overhead scragg mill.

And at Grand Traverse Pallet in Ellsworth, MI, Cooper Machine installed a pallet mill with a chopsaw, overhead scragg mill, splitter and slab recovery system, including a trimmer and vertical saw arbor.

Cooper Machine is a third-generation sawmill equipment design and manufacturing company that was founded in 1965 by H.M. "Billy" Cooper and his wife, Mary Brown. The company sold its first overhead scragg mill in 1972 and today is run by Billy's granddaughter, Frances Cooper Byrd, who has held the position of CEO since 2014.

More information can be found at www.coopermachine.com. ■

AHEC REPORT *Continued from page 13*

associations. If you can't wait until September to visit a major trade show in Vietnam, the VIFA Furniture Show, March 6-9, is also a very strong show focused mainly on finished furniture and machinery. AHEC will have a full pavilion at VietnamWood in September, and a generic AHEC stand at VIFA in March.

The AHEC U.S. Hardwood Pavilions host between 12-30 companies and space is given out on a first-come, first-served basis. \$500 covers the space, pavilion build, electricity, flooring, lighting, and basic furniture. Due to the large demand for these spaces registration occurs several months in advance and typically sells out the same day.

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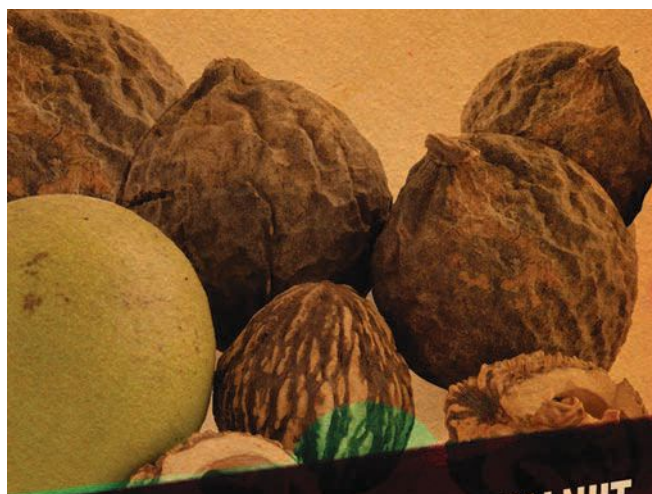
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AHEC REPORT *Continued*

In addition to these trade shows, we also offer AHEC members free representation at our "mini trade show" during the 2019 China and Southeast Asia Convention this June in Ningbo, China. All AHEC members that wish to participate are given a table with their company logo at a cocktail reception with our attending Asian buyers. Whereas other trade show pavilions are given out first-come, first-served, on the second day of the China Convention we will provide a table-top booth space for all AHEC members who are registered for the event.

Above all our goal at AHEC is to represent the American Hardwood industry and connect U.S. companies to new markets. By providing a low-cost way to exhibit at international trade shows we hope to make it easy for small, family owned companies to make a big global impact. If you are interested in attending our AHEC China and SE Asia Convention or any of the trade shows listed here, please contact AHEC's International Program Manager, Tripp Pryor, tpryor@ahec.org. ■

WCMA COMPONENT TRENDS

Continued from page 15

WCMA Membership – If you are NOT a member, you are missing out!

Below are several of the key benefits of being a member with the WCMA:

- **Networking/Information Exchange** – One of the main reasons that members join and stay with the WCMA is because of the access that it provides to a wide range of industry experts. Your colleagues are often your best source for in-depth insight and ideas. WCMA gives you the opportunity to connect with industry professionals across the United States and into Canada.

- **Get New Business** – Through the Member Match program, the WCMA acts as a clearing house for sales inquiries from component and dimension buyers. Inquiries come in through our website, email, and calls to the office, and these are shared with all members.

- **Two Unique Events Per Year** – The WCMA hosts events each spring and fall. As you can see by the outlines for 2019 above, these events offer members a great chance to improve your knowledge of your industry and to connect with your peers.

- **National and International Promotion** – The WCMA exhibits at trade shows on behalf of its members to promote component and dimension purchasing and generate sales leads. At these events, we distribute the *Wood Component Buyer's Guide* with information on Tech Partners and Members capabilities and contact information.

I would love an opportunity to discuss membership in more detail with you. Please call me at 651-332-6332 or email me directly at amy@wcma.com. You can also see more about membership and all the activities that the WCMA is working on at our website, www.wcma.com. I look forward to hearing from you!

Working with WCMA Members

The benefits of working with WCMA member companies are clear. Manufacturers that outsource components are more profitable than those that don't, period. All independent studies since 1970 prove it. It's just good business to outsource.

Finding a supplier that can consistently produce quality components and be responsive to your needs is easier than ever before. Just give us a call at 651-332-6332 or visit our source guide at www.wcma.com/source_guide.html. You will be provided with a list of WCMA Member Companies that will meet your exact requirements for dimension and component products made from Hardwoods, softwoods, and engineered wood materials. It's that easy! ■

CHARLIE'S WOODSHOP *Continued from page 41*

could solve it, it was worth every minute. He was brilliant."

At other times during his career, Hall has had the opportunity to work with people from politicians to athletes. In the 1970s, Hall made a present for each member of the Detroit Lions football team.

"I made something for each player with their nickname out of wood, and they mounted it on the front of or inside their locker," recalled Hall. "I have my wooden hamburgers on the desks of seven presidents or vice-presidents of countries. Our toys are in 34 countries. In fact, I designed our snowman jigsaw puzzle for a family in Saudi Arabia. One was a Saudi Arabian and one was American, and the American parent wanted her child in Saudi Arabia to have a toy like the ones she had as a child in America.

"Many of my products have a unique story behind them. If I think it's worthy enough, I put it in the line."

Hall's love of wood extends to his home, where his ceilings have redwood beams, the walls are Birch and Pecan and he has quarter-inch thick solid Walnut paneling.

"There's none of this laminate we have today," Hall said.

Overall, Charlie's Woodshop aims to offer high-quality, safe, educational, durable toys with long-lasting playability.

"The quality of the product is what's going to determine how long you will be in business, the happiness of your customers and the longevity of your business," Hall stated. "I guarantee my toys will outlast any other toy you buy your child." ■

Pictured is Charlie Hall, owner of Charlie's Woodshop, located in Chesaning, MI, sanding in the woodshop.



**For more information, visit
www.charlieswoodshop.com.**

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PURCHASING AND SALES ASSOCIATE

We are seeking an experienced Hardwood Lumber Purchasing and Sales Associate for our expanding operations in the Upper Great Lakes States region

RESPONSIBILITIES

- Work with sales and production team on procurement of green hardwood lumber in an efficient and cost-effective manner with primary focus on procurement
- Establish excellent working relationships with Lakes States region sawmills
- Establish vendor quality management and records procedures for incoming raw material
- Work with logistics team on synergies for inbound and outbound lumber
- Establish and maintain strong customer relationships
- Meet or exceed planned procurement and sales targets
- Participate in annual procurement and sales planning processes
- Promote a safe and positive working environment

QUALIFICATIONS

- 5+ years of demonstrated experience in procurement and sales of hardwood lumber
- Knowledge of hardwood lumber sawmills and concentration yard practices
- Business acumen and negotiating skills
- Strong verbal communication and interpersonal skills
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