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HARDWOOD PURCHASING -

Continued from page 23

David Worfolk of **Design Woodworking Inc.** in **Lodi, Calif.**, said his business fore cast for 2011 is "steady" and "cau tiously optimistic." He said there is "still a good deal of activity" in his company's niche, which is high end residential casework and architectural mill work.

For Design Woodworking, Worfolk said, 2010 is ending better than 2009. "We had more volume of work this year, so for that reason it was stronger, although the margins were tighter in terms of profit margins," he said. "So we did more work and probably for less profit, but we stayed active."

Asked about problems facing the industry in 2011, Worfolk said, "I don't know indus try wide. I don't see any new problems. The same problems always exist which is, find ing quality material to meet the specific needs of the client. It's always an effort for us just to find the right material for the right project."

★ ★ ★ ★ ★ ★ ★

Johnny Miller with **Oak Bridge Timber Framing Ltd.** in **Howard, Ohio,** said, "Our forecast is to be full tilt production. Last year, we were down just a little bit and this year, perhaps, just slightly. But our forecast is in 2011 to be full swing."

He said he has noticed more potential in the economy. There has been more interest shown and more estimates given.

He said that 2010 is ending better than 2009 for his company.

"I think possibly the market for your 4 and 5/4 will be still lacking some because your homes, your apartments that they were using that type of wood, I think they still may be a year to a year and a half behind the market we're in, perhaps," he said.

In his market, there are more "people that, maybe, have money" so bank lending is not a problem for him.

Shipping, also, has not been a problem for his company, he said.

★ ★ ★ ★ ★ ★ ★

Frank Demott of **Best Moulding Inc.** of **Albuquerque, N.M.**, thinks 2011 will be better for the Hardwood lumber industry than 2010. "I would think that the building should pick back up," he said. Sales in 2010 have been "a little better" than in 2009, he said.

The success story for 2010 has been "just that we survived," he said.

Best Moulding offers wood mouldings. It buys Poplar, Oak, Radiata Pine, finger joint and blanks.

Best Moulding's purchasing plans for 2011 are "holding it pretty close to the vest, just buying what we need," Demott said.

Demott doesn't foresee new problems for the wood industry in 2011, "not any more than it's had in 2010."

Two keys to success, he said, are to "cut expenses and take care of your customers."

★ ★ ★ ★ ★ ★ ★

Rob Davis of **Spiceland Wood Products Inc.** of **Spiceland, Ind.**, said that in 2011, "Our business forecast is to be up 10 percent from 2010 but still off 15 percent from our high.

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