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Who's Who

IN HARDWOOD PURCHASING

NORMAN G. FOX is a consultant and former president of **H & F ENTERPRISES INC.** in Talbott, Tenn.



H & F Enterprises Inc. manufactures furniture parts and wood turnings in Red Oak, Poplar, Hard and Soft Maple, Cherry, German Beech and pine (No. 1 FAS and Better, 4/4 through 8/4, 7 percent moisture content, all surfaced). The company purchases 100,000 board feet of lumber annually as well as solid squares. H & F Enterprises Inc. not only caters to the small furniture shops, yet can service the largest furniture plants.

Fox has been with H & F Enterprises Inc. for 25 years, and served as president for 22 years. He began his career in 1975 selling woodworking equipment for Massengill Machinery Co. Fox started H & F Enterprises Inc. in 1983.

Fox is a graduate of Cocke County High School in Newport, Tenn. He and his son, Richard, have managed H & F Enterprises Inc. for 20 years. Fox enjoys spending time with his family, breeding and raising American quarter horses, and breeding and raising cattle.

Fox is a member of the American Quarter Horse Assoc., National Cattle Assoc. and the Tennessee Cattleman Assoc. He and his wife have bred, raised and shown one Reserve World Champion and three American Quarter Horse Congress Champions, and Fox was in the top 10 at the Select World Show at age 62.



STEPHEN K. SCHULTE is the sales and marketing manager for **FRUIT OF WOOD INC.** in Brownsville, Texas. He is involved in purchasing, sales, shipping, customer relations and production.



Fruit of Wood Inc. manufactures indoor wooden shutters, rocking chairs, stools, benches, chairs and children's furniture. The company purchases approximately 100,000 board feet annually of White Ash and Basswood (FAS, 4/4 through 12/4, kiln-dried, S2S, rough, random width and length).

Schulte has been in his present position for 10 years. He began his career in furniture assembly and manufacturing while learning various facets of the business since 1959.

Schulte is a graduate of Boy's Ranch Old Tascosa High School near Amarillo, Texas.

Schulte's first wife of 27 years passed to eternal life 20 years ago. He has six children from this marriage and 15 grandchildren. Schulte has been married to his present wife, Martha for 17 years. Schulte enjoys family, fishing, football, basketball and track.



LEROY SMITH is the owner of **SMITH HARDWOOD LUMBER Co.** in Lebanon, Mo.

Smith Hardwood Lumber Co. manufactures kitchen cabinet doors,

A brief sketch of the leading purchasing executives in the Hardwood Industry

mouldings, stair parts and glued panels (S2S-S4S, straight line rip).

He began Smith Hardwood Lumber Co. in 1973 and has been operating for 36 years. Smith purchases 520,000 board feet of Red and White Oak, Soft and Hard Maple, Hickory, Cherry, Walnut, Birch, Beech and Alder annually (FAS, #1 common, 4/4, 5/4 and 8/4 KD).

Smith graduated from Lebanon Senior High School in Lebanon, Mo. and attended K.C. Junior College located in Kansas City, Mo.

Smith Hardwood Lumber Co. is a member of the Missouri Forest Products Assoc.

Smith and his wife of 37 years, Pat, have two sons, two daughters and two grandchildren. In his spare time he enjoys traveling with his family.



KEVIN STUFLICK is owner of **PROFILES ART AND FRAME**, located in Springville, Utah.

Profiles Art and Frame is a manufacturer of picture frames and moulding, as well as fine art framing and matting. Stuflick said his company purchases 250,000 board feet annually of FAS Poplar and Alder.

In order to place quality art prints in frames that enhance the finished appearance, all of Profiles frames are cut from raw moulding stock, hand-assembled and finished with a variety of paints, glazes and stains. "We're the highest volume picture frame producer in the state," said Stuflick.

Stuflick's first industry job was with a retail picture frame company 10 years ago. He has been with Profiles for nine years and involved with the forest products industry for the last six years. Stuflick is a 1992 graduate of Poway High School and also received a degree in criminal justice from Utah Valley State College located in Orem, Utah, now known as Utah Valley University in 1997. When he is not taking care of business at Profiles, Stuflick enjoys fishing and time at home with his wife Sara.

JOHN C. SWEET is the owner of **SWEET TIMBER FRAMES** in Mount Desert, Maine.

Sweet Timber Frames manufactures timber frames for homes, barns, garages and structures, as well as doors and kitchens. Specializing in natural form timber work, full scribe log work and architectural millwork, the company purchases over 300,000 board feet annually of Red Oak, Maple, Cherry, Yellow Birch, Mahogany, hemlock, pine, cypress and fir (4/4 through 12/4).



Sweet has held his present position for 30 years. He began his career in construction and building in 1972 working for a concrete, sand and gravel materials supplier as a welder, rigger and burner. Shortly after, he

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WHO'S WHO - Continued

moved into ironworking and completed a three-year apprenticeship and became a journeyman ironworker.

Among other projects throughout his career, Sweet helped erect steel for the new draw-span bridge crossing the James River and the Chesapeake Bay Bridge in Virginia, and helped build International Paper in Jay, Maine.

Sweet Timber Frames is a member of the Timber Frame Business Council, Natural Resources Council of Maine, Builder Central, Maine Wood Products Assoc. and the Timber Framers Guild.



RICHARD A. UNGERBUEHLER SR. is the president, chief executive officer and owner of **FEDERAL MILLWORK CORP.** in Fort Lauderdale, Fla.

Federal Millwork Corp. manufactures custom architectural millwork and cabinetry, 24 patterns of grillework, mouldings, decorative columns and laser engraving in Poplar, Cherry, Red and White Oak, Hard and Soft Maple, Alder, Ash, Birch, Basswood, Walnut, Mahogany and Teak. The company purchases approximately 300,000 board feet of lumber annually.

Federal Millwork Corp. is a member of the Architectural Woodwork Institute (AWI), Florida Building Materials Assoc. (FBMA), Associated Builders and Contractors and the American Institute of Architects. Ungerbuehler has been AWI president, and has served on the FBMA convention committee and the Christian Business Men's Committee.



Federal Millwork has won numerous craftsmen and safety awards throughout the years, and is on the historical register.

Ungerbuehler has been with Federal Millwork Corp. for 38 years. He began his career with Lindsley Lumber Co. as assistant manager of outside sales in 1961. Ungerbuehler also worked as vice president of McLean Home Center in Kankakee, Ill.

Ungerbuehler is a graduate of Stranahan High School in Fort Lauderdale, Fla. He received a bachelor's degree in religious education from Olivet Nazarene University in Bourbonnais, Ill.

Ungerbuehler and his wife of 43 years, Kay, have five children and seven grandchildren. He enjoys restored automobiles, teaching, preaching, lecturing and writing.



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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.

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- Have a 30 acre Hardwood and Eastern White Pine lumber concentration yard that exclusively represents two sawmills.
- 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.
- Specialize in mixed truck loads.

- Have 9 steam dry kilns that have a combined dry kiln capacity of 630,000 bd. ft. per charge.
- Own a Newman 382 planer.
- Usually carry about 4,000,000 bd. ft. on our air drying yard.
- Usually carry about 1,500,000 bd. ft. of kiln dried lumber in inventory.
- Offer export preparation, container loading and package tally.
- Offer the service of sorting lumber at special lengths, widths and grades according to customer specifications.
- Use our own trucks and contract trucks for prompt delivery of your orders.
- Have over 75 years of combined experience in the lumber business.



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