



Harden Furniture: Environmental Genetics

It has been said that our society has consumed more natural resources in the past 100 years than in all of man's previous existence combined. However, for 150 years and through five generations of family ownership, Harden Furniture has upheld a tradition of environmental stewardship. From harvesting trees from its company owned and managed 20,000 plus acre woodland in Upstate New York, to the maintenance of an on-site Forestry Division and adherence to environmentally sound principles and practices such as use of proven silviculture methods, Harden has been practicing a responsible environmental policy since before the Industrial Revolution and all of its impact on the environment.

And not only is the Harden family five generations old, but many Harden employees have five generations of historical roots in the company. Why such loyalty? From the very beginning, founding son Charles S. Harden Sr.'s concern for his employees and the village in which they lived was reflected in the construction of churches, a community house, and several homes for the employees – in a very distinct way, a sustainable community before it's time.

That groundbreaking pioneer spirit was evident in the Harden family long before a single piece of furniture was ever produced. The company's originator, Charles S. Harden, Sr., was born to a family who moved into the unbroken wilderness of Verona, N.Y. in the 1800s. Charles eventually headed west in search of adventure and gold. Finding none, Harden decided to move his family back to New York, settling in McConnellsville and purchasing a sawmill on Fish Creek.

His life experience to that point was one of living off the land exclusively. As a result, Charles Harden had a strong sense of respect for the land, which became part of the Harden family "DNA."

Responsible Forest Management

Harden Furniture is unique, as no other furniture manufacturer owns it's own woodlands and sawmill operations. By owning thousands of acres of forested lands in New York State, Harden is able to maintain an ample supply of high quality saw logs, predominately cherry and maple, without compromising their natural resources. In order to responsibly care for and nurture their forests, Harden's woodlands are intensively managed and harvested on a rotational 15-20 year cycle, using trees that are 90 to 100 years old, meaning it's tree stock is growing at a rate up to four times faster than it is used. All trees to be harvested are marked by a company forester and the entire harvesting operation is supervised from start to finish.

The forest is a renewable resource and, with proper management, can continually supply high quality forest products. By having a vast resource base, Harden is better able to supply a large part of its raw material needs without depending exclusively on outside sources. This factor is predominant in Harden's ability to produce high-quality home, office and hospitality furnishings from generation to generation, while sustaining its owned and managed forests.

Forest certification is one of the most controversial and pivotal issues of the green building and sustainable design movement. Some furniture manufacturers are purchasing small quantities of certified wood and offering it to their customers at a hefty premium and proudly proclaiming their green efforts. Tracing its roots back to the days when Charles Harden learned to live off the land, today's generation of Harden employees see things differently, embracing the Sustainable Forest Initiative® program¹.

Sustainable forestry consists of management practices that ensure the health and growth of our forests for future generations. As the population expands and the economy grows, responsible people are concerned about our forests. They want assurances that our forests will always be there.



The U.S. forest and paper industry shares this concern. Companies that rely on healthy and productive forestland for their livelihood have a keen self interest in making certain that forests remain healthy and productive. The relationship between a healthy, productive forest and the forest and paper industry is elementary: no forest, no industry.

The "Sustainable Forestry Initiative" (SFI) program is a comprehensive program of forestry and conservation practices designed to ensure that future generations of Americans will have the same abundant forests that we enjoy today. It's among the largest sustainable forestry and certification programs in the world, encompassing nearly 135 million acres of forestland throughout North America.

The SFI® program was developed in 1995 by the American Forest & Paper Association (AF&PA), a national trade group that represents forest and paper companies. AF&PA assembled a task force of experienced professional foresters, conservationists and scientists who spent 18 months crafting the SFI program.

This careful collaboration produced an ambitious set of forest principles and detailed guidelines that require companies to reforest harvested land promptly, provide for wildlife habitat, improve water quality and ecosystem diversity, and protect forestland of special ecological significance.

As a certified member of the SFI program, all Harden owned forests (10,000 acres) are compliant with their standards. Harden has been meeting many of those standards over their 100 year history. With each harvesting operation, Harden's stands of timber are selectively cut, removing those trees that have reached maturity, or, for other silvicultural considerations (disease, crowding, etc.), need removal. The remaining stands of timber are improved by removing trees, and concentrating all available growing space on the younger and healthier trees.

Harden utilizes an overall management program that also recognizes other forest related benefits, such as water, wildlife and recreation. Regular monitoring of woodlands is essential for creating successful management programs. Before cutting, a timber "cruise" is performed which involves an inventory of the timber stands to determine species, volumes, growth rates, general health, and other information pertaining to those stands at the time of inspection.

The stand information resulting from this "cruise" is used to formulate a prescription, which outlines management procedures to be applied to that particular tract. The stand prescription will then yield the greatest return from that site by maximizing growth of the most desirable trees between harvesting cycles.

In the continuing effort to improve the growth of their stands, Harden's forestry division has been involved in research and development to shorten cutting cycles and the growth period improving timber quality. The main objective is to grow high quality hardwoods in 80 to 90 years, a process which may take mother nature 100-120 years to complete.

As a founding member of the National American Tree Farm System®, Harden is setting the stage for the future by practicing good forestry and land stewardship. As a result, the company will be able to depend on long term supplies of quality forest products while maintaining healthy, long lasting forests for generations to come. Harden has mastered these techniques while upholding its reputation for craftsmanship, form and function – each unparalleled in the industry.

Role of Furniture in the Built Environment

What defines a "green" furniture product? How and where materials are produced, harvested, transported, stored and applied; emissions created by the manufacturing process; and, energy used in the manufacturing process, all without compromising or sacrificing quality, durability, aesthetic appeal and affordability?

Furniture affects everyone, every day. While appearance is important, good design affects our health, our state of mind, and our ability to produce at a higher level. It is also about using resources effectively and responsibly. But often times, little or no thought is given to the impact of furnishings on the built environment. Factors ranging from resource conservation to shipping materials, recycling to recycled content use, waterbased finishes and low-VOC (Volatile Organic Compound) emissions create a direct concern for the built environment, and many indirect concerns with far reaching effects on the environment present and future.

There are few other consumables available that have such a "whole-life-performance" impact as does solid wood furniture. Harvested directly from the soil, when it has outlived its primary usefulness it can be resold, refinished and reused, recycled or returned to the soil.

¹ "Sustainable Forestry Initiative and SFI are registered marks of the American Forest & Paper Association"

EnVision

EnVision, Harden's environmental initiative, extends beyond forest management to embrace the founder's earliest ideas of sustainability. Today this translates to the personal health and well being of all Harden employees, being a resource and cornerstone of the community, and the manufacture and delivery of superior furniture in the most environmentally responsible manner known. It's not about meeting regulations — it's about exceeding them.

Recycling:

Harden recycles 100 percent of all aluminum, steel, corrugated cardboard and wood used in the manufacturing and shipping process. Wood is chipped and used, as a "bio-fuel" to heat the manufacturing facility. All sawdust goes to local farms for animal bedding.

Sustainable Manufacturing:

Daylighting and operable windows are used throughout the Harden manufacturing facility.

All work area throughout the facility are heated by bio-fuel heating systems.

Water retention ponds collect storm water and act as a pre-cooling source for chilled water applications.

Federal Policy and LEED Opportunities:

Harden can assist its customers in meeting Federal policies and programs supporting green building interiors procurement. It can also help Federal and State agencies that are working towards LEED Building Rating System Certification, in the areas of:

- 1. Packaging/Recycling
- 2. Furniture Upgrade
- 3. Recycled Content
- 4. NonToxic Finishes (TBD)
- 5. Close Proximity to Customers and Use of Regional Materials: Located in Central New York, Harden is within 500 miles of most of the Northeast and Mid-Atlantic's largest cities, including, Boston, New York, Philadelphia, Baltimore and Washington, D.C. Harden Forests also are located within the same geographic distance.

Heirloom "Lifetime" Furniture:

Harden designs and builds beautiful, functional and environmentally responsible products that last more than a lifetime. Harden furniture is solid hardwood furniture that will in most cases NEVER enter the waste stream. Because of this unique feature, it can endure and be refurbished and reused over and over again. This is a key point, as many companies are realizing the cost saving benefits of reusing "older" "more substantial" furniture. For example, United Technologies Corporation (UTC), the 49th largest company in the U.S., saved 88 percent of its annual expenditures in new furniture over a two year period just by meeting the furniture requirements of its five divisions and corporate offices with surplus furniture. By purchasing "right the first time", companies such as UTC can reap the aesthetic and economic benefits of high quality office furniture for years to come.

Harden furniture is made to last well beyond one lifetime. If properly maintained, a Harden desk can endure long enough that 100 years into the future, a new piece of Harden furniture — made from trees planted when the first piece was made — can sit alongside that desk like a proud grandfather and grandson. There are few, if any, industries that can make this sort of claim to sustainability, and in the high quality furniture industry, Harden is without peer.

COMPANY HISTORY



Five Generations...

From the Age of Railroads to the Information Age: An American Family's Story



In the Beginning...



The groundbreaking pioneer spirit was evident in the Harden family long before a single piece of furniture was ever produced. The company's originator, Charles S. Harden, Sr., was born to a family who moved into the unbroken wilderness

of Verona, NY in the 1800's. Though he apprenticed as a brickmaker in neighboring Oneida, Charles decided to follow his adventurous instincts and ran boats on the Erie Canal for two years before moving west to the burgeoning frontier. Settling in Illinois, Charles worked on the Illinois Central Railroad and stayed in the region for ten years. Marriage didn't appear to slow him down — he traveled overland by wagon train to Pike's Peak, Colorado in search of gold. Finding none, Harden decided to move his family back to New York State, settling permanently in McConnellsville and purchasing a sawmill on the winding Fish Creek.

The Second Generation...



Charles' son, Frank S., started working in his dad's sawmill as soon as he was able, making and packing shingles. Always ambitious, Frank read and studied intently outside of regular schooling, with a special interest in the wood arts. At 14, Frank did double-duty as a

teacher and sawmill employee, continuing his after hours education in business. Railroads and canals, expanding rapidly during that era, needed bridges. Father and son saw the opportunity, took the challenge and, with their resource of lumber, formed a successful bridge construction company. When the Upstate New York winters suspended construction, they decided there was also a need for quality kitchen chairs, which they could easily produce. Popularity of the Harden company's early designs soon led to manufacture of parlor chairs, rockers and upholstered pieces, and the Harden family tradition of fine furniture craftsmanship was born.



Harden Truck – circa 1920

The Third Generation...



Until Frank's son, Harry, became president in the late 1930s, the company used such lumbers as mahogany, maple and sometimes birch. Surveying the region's natural timber resources, Harry - long an advocate of the native black cherry hardwood in Harden's

products - initiated its use as the company's primary material for case goods.

COMPANY HISTORY

Harden Furniture

The Fourth Generation...



Harry died in 1950, and his brother, Charles H. Harden (also president of Camden Wire) became president while Harry's son, Dave, was elected treasurer of the firm. In 1955, Dave became president of Harden Furniture and remained

in that position until 1992, nurturing the formal 18th century hand-carved line while developing more contemporary and time-popular traditional designs.

The Fifth Generation...



Dave's son, Greg, was elected CEO in 1992, becoming the fifth generation of leadership for the family-owned firm. Greg graduated from Colgate University in 1978, and took a position with the company in the Philadelphia sales division immediately following graduation.

Greg has since launched several new collections. His first, European

Interpretations, is a unique blend of early European, provincial styling, and was immediately followed by Natural Transitions, a Shaker influenced line of transitional furniture. Greg introduced an international flavor with a distinctive, handproduced imported grouping — Tapestry. For the growing home office market, he has established H.O.M.E. Guide, a versatile modular solution. Greg also instituted the Custom Dining Table Program, which allows a wide range of sizes, edge styles and table bases for a more personalized dining table. The Bristol Channel Collection, added soonafter, blends and simplifies European Traditional styles and applies warm colors and textures to add



a relaxed, confident feel to the home. Most recently, America's New Mission, a mission- influenced collection and Cabinetmaker's Cherry, inspired by Adirondack and Western styling, expanded the offering to provide a breadth of styles to choose from.

The Family Tradition Continues...

As the family legacy endures, Harden Furniture continues to grow and change in order to best serve those customers who desire fine furniture from generation to generation...at just the right value.

The story of Harden is much more than the history of a furniture company and a family... it reflects the history of our region and our country, and it has directly shaped the history of a community.

From the very beginning, Frank's concern for his employees and the village in which they lived was reflected in the construction of churches, a community house, and several homes for the employees. This tradition has continued over the years, with the building of a fire department, a golf course, and a new post office completed in 1995.







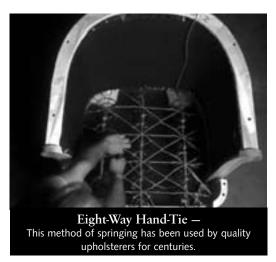


Harden's Lumber Yard — Maintains over 6 million board feet of lumber for one year's production.



Still an intricate part of every carved-piece.

Dale Riesterer works on a bedpost.





An Introduction to Harden Craftsmanship

Behind the Quality

Harden harvests and mills its own timber, and the quality of every finished piece begins with careful lumber selection. Only the finest cherry and maple is used, with each board handselected and matched to assure grain and color consistency.

Once the boards are chosen, the cutting and carving of individual pieces begins. Although modern advancements have been incorporated into Harden's furniture production, most of the work still depends on the skill and expertise of Harden's fine craftspeople. Authentic, hand-carved details, dovetail joinery, floating panel construction and handsanded finishes are still crafted as they were nearly a century ago. Harden's multistaged catalyzed finishing process is attentive to minute detail, with particular emphasis on the final hand-rubbing and waxing procedures.

Harden upholstery maintains these same, high quality standards, featuring kiln-dried hardwood frames, doubledoweled and glued joints, and eightway handtied springs. Talented and highly trained specialists in the art of upholstery work with a variety of furniture styles, cushion types, upholstery treatments, with several graded in fabric and leather programs.

The hangtag, which is proudly displayed on each piece of furniture, bears the signatures of the key craftspeople responsible for each piece. It reflects their pride in the furniture they produce. The Harden "hands-on" attitude follows through to the shipping of the product with our own truck fleet. Including sixteen fulltime drivers and 34 trailers, our fleet travels approximately 1.8 million miles every year in the lower forty-eight states and Ontario, Canada as well as internationally.

THE MAKING OF A DINING TABLE

Introduction to the Process

All dining tables are cut to order, as per individual specifications.

THE STEPS OF MAKING A DINING TABLE

- Harden owns and manages more than 10,000 acres of its own forests in order to maintain an ample supply of high-quality timber.
- 2. Foresters monitor tree growth in the different parcels and determine the best time for harvesting. They then grade each tree log by size, quality and number of natural defects.
- The logs are then gathered and stacked in rows to prepare for sawmill processing.
- 4. As needed, logs are brought to the sawmill for transformation into usable lumber.
- 5. The logs start their travel through the mill at the debarker. This automated process shaves off the bark, also removing dirt which may have become embedded in the bark as the log is dragged through the woods.
- 6. The next stop is the head saw where the log is cut into pieces of rough lumber and trimmed for optimum wood quality.
- 7. The resaw station cuts the balance of the log to yield additional usable lumber. Particular attention is paid to "center the heart" to produce lumber that is free from heartwood defects, and create boards with the best possible color and character.
- 8. In order to cut the lumber into more convenient sizes and further remove defects, the board passes through the trim saw. The stacks of lumber are then returned to the log yard after 1" x 1" strips of wood are laid between each tier of lumber, which is stacked precisely above each other, to allow for optimal air drying. These strips of wood between tiers are commonly called "stickers".
- 9. Throughout the sawmill process, defective boards and wood scraps are removed from the line and forwarded to other manufacturers of wood products, or to the furnace for fuel. This step is just one example of Harden's commitment to complete use of each log and elimination of wood waste.
- 10. After a pack of lumber is air dried to 20% to 30% moisture content, it is then moved into a drykiln where it will remain until needed for production. This process is designed to reduce moisture content to 5% to 7% the optimum figure for working with cherry.







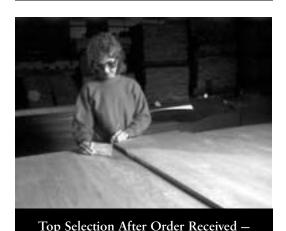
Board Stack — Cut boards are stacked, airdried and taken to kiln for final drying.



Moisture Meter —
Fine wire fingers sweep boards and detect any inconsistencies in moisture content.







Cindy Van Tassel selects table tops and leaves.



THE MAKING OF A DINING TABLE (cont.)

- 11. Upon leaving the dry kiln, the packs are moved to the rough mill where a stratoplaner is used to plane the boards smooth in preparation for production.
- 12. The boards then pass through a moisture meter that checks moisture content (to prevent warping) before continuing to the next area of the rough mill.
- 13. Once correct moisture content is confirmed, the lumber is moved to the optimizing saw. Though computerized, this station relies heavily on the skill and expertise of the board selector who applies a special marker to highlight defects in the board, such as knots or splits. The computer scans the marks when calculating where to cut each board for optimum usage and lowest waste factor.
- 14. The boards then go to the rip saw station where each board is cut to suitable width. Just as the optimizing saw specialist examines the board for optimum length cuts, the rip saw technician uses his or her expertise to determine the best quality width cuts.
- 15. When the boards are sized for panel construction, specialists in board selection start grouping individual boards for consistent grain and color. Harden takes great pride in board consistency, focusing on achieving the most pleasing results in wood grain and coloring. Trained craftspeople perform the board selection according to requirements of the particular furniture part being made.
- 16. Selected boards are then glued and clamped to create panels that become furniture parts. Modern adhesives, and careful stacking of finished panels results in exceptional consistency and stability.
- 17. Panels are cut on a weekly basis, sorted by size and selected for orders as they are received. Once an order is placed for a conference room table, a board selection specialist goes to the panel inventory and personally selects the panels based on the size, shape and finish of the table ordered.
- 18. After selection, the panels go to the Computer Numerically Controlled (CNC) machining center. Here the table edge will be cut by a versatile, state-of-the-art CNC router using a computer program to determine direction, angle and placement of cuts to be executed with exact precision.
- 19. The table bases or legs, depending upon design, will be turned or shaped on different types of lathes. All legs receive the attention of an expert craftsman to hand carve any applicable detailing. All carving is done with hand chisels and/or a spindle carver. Custom sizes and shapes are done frequently.

THE MAKING OF A DINING TABLE (cont.)

- 20. Upon successful completion of inspection, the dining table is hand-stamped with the Harden logo and forwarded to the finishing room to begin the finishing process.
- 22. A sanding technician carefully examines the table for any natural minor defects and repairs them. After the inspection, the table's surface is hand-sanded so it will accept a smooth, consistent finish. Then the table is inspected, yet again, before the finishing process continues.
- 23. Harden's NGR (non-grain raising) toner is applied to provide an even base coat and starting tone for the final color.
- 24. The wash coat (when used) allows proper stain penetration into the wood.
- 25. Wash coat sanding prepares the surface area by smoothing, removing dust, and readying the surface for a wiping glaze.
- 26. The wiping glaze is then applied and imparts most of the final color.
- 27. At this point, the glaze inspection specialist blends color using a master color panel as a guide for fine tuning.
- 28. The drying oven extracts solvents and dries the glaze consistently to allow subsequent application of sealer and lacquer coats.
- 29. A sealer is applied next, to fill the grain and allow for smooth lacquer application.
- 30. Sealer sanding properly prepares the surface for the next step lacquer application.
- 31. The first coat of lacquer is applied to protect the wood surface and begins the process of "building" the lacquer coat.
- 32. The drying oven cures the first coat of lacquer evenly.
- 33. The table is inspected and any necessary finish adjustments are made. Minor defects are much more apparent after the first coat of lacquer.
- 34. The second coat of lacquer is applied, supplying a final protective coat and achieving the appropriate thickness of lacquer.
- 35. As part of Harden's advanced finish technology, the air curtain and enclosed drying oven prevent dust particles from blowing onto the wet lacquer, keeping the finish clean.







Routering — Don Bettsinger applying an edge detail to a dining table.



Stain Inspection —
Sue Moteyunas wipes stain to achieve final coloration.

Lacquer Application — Jeanine Loomis adds first lacquer coat.



Air Curtain & Dryer —
A special curtain in front of dryer oven prevents excess
dust on product.

The Oakley Rubbing Machine — Gives the table a desired level of consistency and sheen.



THE MAKING OF A DINING TABLE (cont.)

- 36. After air-drying overnight to allow proper curing of the lacquer, the table is brought to a Harden rubbing specialist, who inspects the table to assure that it meets Harden's quality standards. After inspection, the specialist proceeds with the rubbing process, using both mechanical and hand processes.
- 37. To take the refinement process a step further, a final pass through the Oakley Rubbing Machine gives the table a desired level of consistency and sheen.
- 38. After final inspection the table is wrapped with multiple layers of special packing foam and cartoned for safe delivery.
- 39. Once packaging is complete, the piece is blanket-wrapped, and placed on one of Harden's trucks for delivery.



THE FINISH STORY

Nowhere else is the skill of hand craftsmanship more evident than in the quality of Harden finishes. From the initial sanding and staining to the final hand-rubbed finish, each piece is subject to the most rigorous standards. Only after a piece meets a strict final inspection for clarity, depth of color and satin smooth finish does it bear the name Harden.

The company's meticulous 21-step finishing process (detailed below) is the reason for the Finishing Department's top quality production and low incidence of finish problems. Every finishing step is panel-matched for color consistency.

- Pre-Inspection A technicians use of a hand-held lamp during visual inspection will expose natural minor defects for touch-up before the piece reaches finishing.
- Hand Sanding One of Harden's highly trained hand-sanders
 prepares and smoothes the wood surface so that each piece will
 have a smooth, consistent finish.
- Inspection Another individual looks over the piece to doublecheck readiness for the finishing process.
- Toner Harden's NGR (non-grain raising) toner provides the piece with an even base coat and color for the balance of the finishing process.
- Wash Coat A diluted sealer allows proper stain penetration for a handsome finish.
- Wash Coat Sand Wash coat sanding removes excess wash coat and dust particles to prepare the surface area for the wiping glaze.
- Wiping Stain This stage of the finishing process provides the foundation of the desired color, with each piece closely examined and stained to match.
- Color Inspection The finish is fine-tuned using color tints to match a precise color standard before clear coats are applied.
 Highlighting, antiquing, feathering or distressing, on certain finishes such as Renaissance, requires additional time.
- Drying Oven The drying oven extracts solvents and dries the glaze consistently.





Lacquer (2nd Coat) — Lisa Mahle applies the final coat of lacquer.



- Sealer Sanding This step smoothes out grain that may have raised during previous finish steps, and prepares the surface for lacquer.
- Lacquer (1st Coat) The first coat of lacquer is a crucial building block in lowsheen and satin finishes and serves as the final top coat for all drylook finishes.
- **Drying Oven** The second drying step dries the first coat of lacquer evenly.
- Inspection This level of inspection is the Finishing Department's last opportunity to make any finish adjustments.
- Lacquer (2nd Coat) As a final coat on all lowsheen and satin finishes, this step provides sound surface protection.
- Drying Oven Harden's air curtain and enclosed dryer oven prevent dust from blowing onto furniture, keeping the finish dust free.
- Inspection After each piece airdries overnight, a Harden rubbing specialist inspects it to confirm quality assurance and determine the best method(s) for rubbing.
- Machine Rub A variety of rubbing and sanding machines are used to produce a fine quality finish.
- Hand Rubbing with Steel Wool A rubbing specialist inspects
 the finished surface to determine areas needing more attention.
- Inspection and Final Hand Rubbing with Wax To take the
 process a step further, a final application of wax gives each piece
 a smooth, consistent surface, highlighting the wood tones.



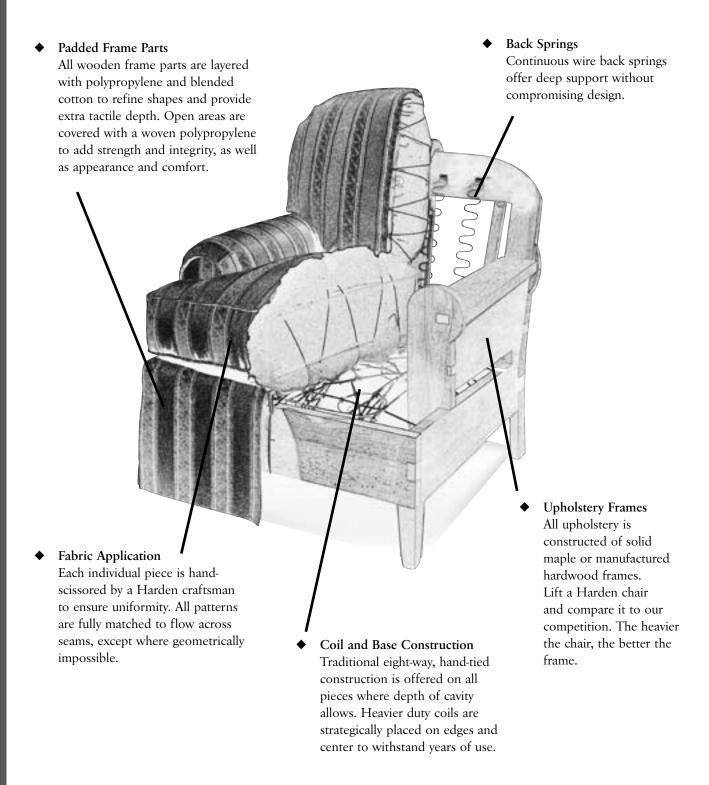
Special Finish Treatments

COMBINATION FINISHES – Multiple finishes maybe used on a piece, such as contrasting table top and base, contrasting spindles on chairs.

SPECIAL MATCH SYSTEM — If required, Harden can match the finish of your new purchase. As long as a sample is provided, we can develop a finish, document it for our records, and provide you with a panel for your final approval. An identification number is assigned and recorded in our system in the event the same finish is required on a future purchase. This process also includes matching paints to supplied swatches.

KNOW WHAT'S IN YOUR SEAT

At Harden, we are committed to providing you the best fully upholstered seating available today. From the inside - one of the strongest frame constructions on the market...to the outside - a diverse selection of fabrics and leathers...you can be assured of quality craftsmanship through and through.





Harden's Forestlands – Part of a managed program that benefits both nature and our needs.



Marking Trees for Harvesting -Ed Pernisi, Forester, marks trees individually.



Cutting of Trees - Stands are selectively cut, leaving a healthy, fast-growing residual stand.



Tree Growth — The average tree harvested from Harden's managed stands is approximately 50 to 60 years old.

LIVING WITH NATURE

Nature's Role in the Future of Harden Furniture

Since the company made its first chair, Harden product lines have evolved continually - a testament to Harden's commitment to producing fine furniture for all generations of consumers and their families.

Harden Furniture is one of only a few furniture manufacturers that own their own woodlands and sawmill operations. By owning and managing thousands of acres of forested lands in New York State, Harden is able to maintain an ample supply of high quality sawlogs, predominantly cherry and maple, without compromising our natural resources.

Harden nurtures their forests responsibly, managing and harvesting from them on a 15-20 year rotational cycle. All trees to be harvested are marked by a company forester and the harvesting operation is supervised closely from start to finish. In each harvest, the stands of timber are cut selectively, removing only those trees that have reached maturity or need removal for other silvicultural considerations such as disease or crowding. The remaining stands of timber are improved by removing trees, and concentrating all available growing space on the younger and healthier trees. Harden's woodland management program also recognizes and preserves other forest-related benefits, such as clean air, water, wildlife and recreation.

Regular monitoring of woodlands is essential for successful management programs. Before cutting, a timber "cruise" is performed, taking an inventory of the timber stands to determine species, volumes, growth rates, general health, and other pertinent stand information.

The stand information gathered from the "cruise" is used to prescribe management procedures for each particular tract. The stand prescription will then yield the greatest return from that site by maximizing the growth of the most desirable trees between harvesting cycles.

The forest is a renewable resource and, with proper management, can supply high-quality forest products continually. With its vast resource base, Harden is able to supply a large part of its own raw material needs and minimize dependence on outside sources - a key advantage in the company's ability to produce high-quality home furnishings... from generation to generation.

In the continuing effort to improve the growth of their stands, the Forestry Division has been involved in research and development to shorten cutting cycles and the growth period improving timber quality. The main objective is to be able to grow high-quality hardwoods in 50-60 years - a process that may otherwise take mother nature 80-100 years to complete!

As an active member of the American Tree Farm System, Harden is setting the stage for the future by practicing good forestry and land stewardship today. As a result, the company will be able to depend on long-term supplies of quality forest products while maintaining healthy, long-lasting forests for generations to come.

FUNCTIONS OF THE FORESTRY TEAM



Scaled Logs — As logs arrive at the Harden factory, they are rated by size, quality, curvature, knots and other quality-indicators.



Ed Pernisi, Forester Bob Sauer (retired), Forester

Harden's Forestry Team plays an important part in the maintenance of healthy growing environments for black cherry and other usable species. In order to achieve this goal...

- The Forestry Division manages over 10,000 acres of company-owned forests and between 6,000 to 8,000 acres of privately owned woodlands leased from other landowners. All lands are managed for multiple uses: clean air, water, wildlife, recreation, and wood products.
- 2 The Forestry Division supervises cuttings, to improve the "stands".
- 3. Our foresters continually look for new purchase and management options of hardwood timberlands. They peruse tax rolls and personally investigate potential sites.
- 4. They "scale" logs when they arrive rating them by size, wood quality, curvature, knots, red rot and gum pockets. Approximately 175,000 logs are scaled every year red maple (for drawers, upholstery frames, etc), black cherry (for case goods), and a tiny bit of rome yellow birch (for upholstery frames). This translates to approximately 8,100,000 board feet of lumber per year 5.6 million of black cherry and 2.5 million of maple.
- The Forestry Division also leases properties to private recreational clubs as part of their multi-use management policy and monitor and post boundary lines to prevent timber loss through theft.
- The foresters work with other local loggers to purchase cherry and maple from their harvesting.
- 7. The division monitors wood growth in all stands to detect viral, bacterial, insect or wind damage and treat them where possible. They also remove diseased and dead trees to provide better growing conditions for younger trees and conduct ongoing research into more effective hardwood growing methods.

FOREST FACTS

DID YOU KNOW?

New York State has 18.5 million acres of forests, which contribute 13.5 billion dollars annually to our economy.

DID YOU KNOW?

80 cubic feet of lumber yields 12 conference room tables, seating 96 people.

- "America Grows on Trees,"by American Forest Council, 1988.

DID YOU KNOW?

For every ton of wood a forest grows, it removes 1.47 tons of carbon dioxide and replaces it with 1.07 tons of oxygen. Based on the estimate that a person needs one pound of oxygen a day for respiration, each forested acre would provide enough oxygen for 10 people a year.

- "America Grows on Trees,"by American Forest Council, 1988.

DID YOU KNOW?

New York State ranks first nationally in number of employees in the furniture and fixture industry.

DID YOU KNOW?

Lumber and woodusing industries account for 7.3% of all New York State manufacturing, 5.8% of its employment.

DID YOU KNOW?

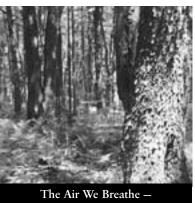
The 2,184 establishments in lumber and wood-using industries in New York State employed 70,733, generating an annual payroll of \$1.7 billion.

DID YOU KNOW?

Approximately 61% of New York State's 30 million acres are forested — or 18.5 million acres. At the turn of the century, only 48% were forested due to agricultural clearing.



8 Million Board Feet — Needed for one year's production.



The Air We Breathe —
One acre provides oxygen for
10 people a year.



Replenishing Material —
New York State forests produce 3.5 times
more wood than-being harvested.



Attention to Detail — Each unit is inspected for an exact fit.

DID YOU KNOW?

In the United States, industrial and individual private forest landowners plant about six million trees daily — more than enough to compensate for the amount harvested annually.

 "Tree Farmer" article by Luke Popvich, 1989.

DID YOU KNOW?

Each person uses a 100-foot tree (approximately. 0.75 cord) each year in the form of woodproduct uses (average, 613 pounds of paper products, 200 sq. ft. of one-inch thick lumber, 87 sq. ft. of plywood, and 59 sq. ft. of insulating board, particleboard and hardboard).

DID YOU KNOW?

On average, it takes 60 years to grow a 100foot tree. In its lifetime, that tree will grow and shed 3,600 pounds of leaves, will have a 4,100 pound column and 18" diameter. It will produce about 5,000 seeds, grow 1,300 pounds of roots, retain 100 pounds of nutrients, return 200 pounds of nutrients, take in 8,000 pounds of carbon dioxide, and exhale 6,000 pounds of oxygen.

DID YOU KNOW?

A recent inventory indicates that New York State forests are producing 3.5 times more wood than is being removed through the combination of timber harvesting and naturally occurring losses.

 Empire State Forest Products Association, Industry Briefing, 1995, Data by The Irland Group.

DID YOU KNOW?

There is approximately one acre of forested land per person in New York State (18 million people / 18 million forest acres).

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