



Howland Cedar Products front entrance

Together for Maine's Working Woods

FSM'S WORK TO CONSERVE Maine's forestlands is, in part, to conserve the economic value of the lands as working forests, one of the largest industries in the state. There are a number of businesses that support our work because they understand that healthy, sustainable, working forests are beneficial to everyone.

One example of this is Howland Cedar Products. Mike Palmer purchased the company in 2022 to provide a reliable source of wood for his Massachusetts-based AVO Fence and Supply. Howland Cedar Products helped create a steady and high-quality supply of lumber.

"We used to be AVO Cedar Fencing, and we purchased a lot of our product from Canada. Buying Howland Cedar Products, helped us improve the supply chain including managing tariff costs and cut the lumber how we need it."

Shortly after his purchase, he started supporting Forest Society of Maine.

"My father-in-law (John Tewhey, a former FSM board member) connected us," said Palmer, "Because of his passion I wanted to support FSM, but as I got to know what FSM does, I came to realize that I would have supported you anyway."

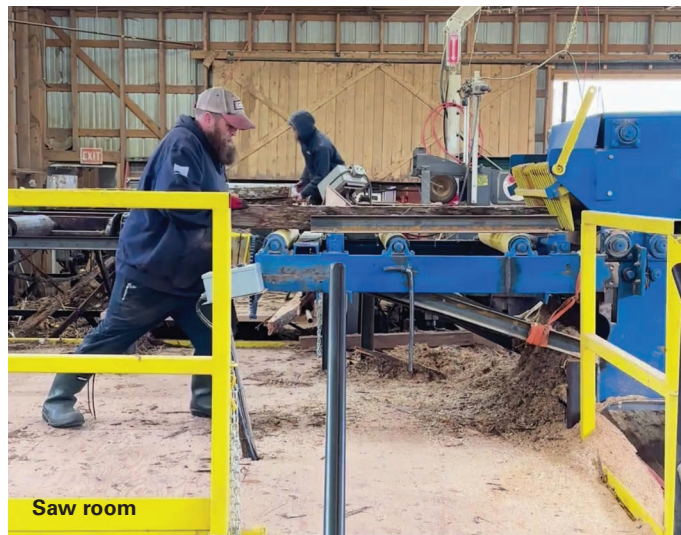
Howland Cedar has 10 employees, provides cedar materials for AVO Fence and Supply and other needs. Palmer is in negotiation to expand companies buying their cedar lumber. His supply to the Howland mill comes from Maine logging companies, both big and small, and often located just a few miles away.

"I support sustainability and managing resources which you (FSM) are about. I have found a lot of people in our business support sustainable forestry. They all feel the same way—it is very common."

There's a lot of demand in the Northeast for Cedar Lumber. Palmer stated that about 85% of the wood harvested stays in the Northeast and can be seen in traditional homes in Eastern Massachusetts, Cape Cod and in Maine.

According to the AVO website, Cedar is a durable wood that is eco-friendly, making it ideal for fences and gardens. AVO works with carpenters and landscapers to provide materials for projects, with those materials being harvested in Maine, milled in Howland, then delivered throughout the Northeast.

Howland Cedar Products is one of 60 businesses that support FSM annually, supporting our work to conserve working forests and the values they provide to many people.



Saw room



Yard

