



Highland Craftsmen Inc.®

September 2015

Bark House® Presentation

For The Association of Consulting Foresters

-NC Chapter-

WHO we are · WHAT we purchase · WHEN we buy · WHERE to deliver
· HOW we manage the supply chain · WHY

The Bark House® at Highland Craftsmen Inc® is a family owned,
B Corp Certified (2008) “Best for the World” Awarded
(2013, 2014, 2015) company.

Our primary products have
Cradle to Cradle Gold and Silver Certifications.

We are a C2C Legacy Company (2007) and
the original bark wall covering manufacturer (1990).



We hand-craft beautiful
wall coverings for
exterior and interior use from
reclaimed tree bark using
sustainably certified processes.





WHAT WE PURCHASE

We utilize RAW™

-Reclaimed Appalachian Wood Waste-
90% of which is sourced within 100 miles and
100% sourced within 1,000 miles of our
manufacturing facility in
Western North Carolina.

Specification Sheets Available

Please contact our Yard Manager to confirm POs.

travis@barkhouse.com

828-773-9529



WHAT WE PURCHASE

Poplar Bark · White Pine Bark

Yellow Birch Bark · Pin Cherry Bark

White Birch Bark · **Locust Logs** · X-Large Trees

Branches · Twigs · Poles

XX-Large Burls

*Specification Sheets Available

Please contact our Yard Manager to confirm POs.

travis@barkhouse.com

828-773-9529



WHEN WE BUY

We have specification sheets for all
the materials we source.
They vary with **Season** and Purchase Order.

Please contact our Yard Manager to confirm POs.
travis@barkhouse.com
828-773-9529



WHERE TO DELIVER MATERIALS

We hand manufacture
100% of our products
At 534 Oak Avenue
In Spruce Pine, N.C.
U.S.A.

Specification Sheets Available
Please contact our Yard Manager to confirm POs.
travis@barkhouse.com
828-773-9529

BARK HOUSE®

HOW We Manage The Supply Chain

There were no Bark Vendors before we created this business in 1990, and the subsequent industry.

One of our main business goals was to grow “*Self Reliance*” by supporting Local Culture and Independently Owned Businesses in the Appalachian area.

When we could no longer supply demand in 1996, we began training local loggers how to procure the material using Best Management Practices.

This was our first step in “*Shared Success*”.

BARK HOUSE®

HOW We Manage The Supply Chain

Barking - Best Management Practices

Initial Vendor Preparation

- Vendors are Pro Logger Certified or Forestry School Educated
- Private landowner vendors must be HC trained in BMP
- Vendors strongly encouraged to visit yard for training prior to harvesting
- Due Diligence, Material Use, and W-9's must be completed before material accepted
- Checks are written in the name of person or business that has filled out the forms
- Vendors must accompany first load completely through intake and grading
- Random site audits by HC Inc. are to be expected

BARK HOUSE®


HOW We Manage The Supply Chain

Barking - Best Management Practices

Proper Harvesting Techniques

- Detailed specifications sheets for vendors are provided
- Only ring trees at buck lengths
(ringing shingle lengths will damage log and result in mill refusal)
- Do not over plunge saw for the rip length
(digging blade into the log may result in mill refusal)
- Grade and cut into shingle lengths or panels in the woods
- Gently flatten bark on truck or trailer with cambium side down
(do not allow bark to roll)
- Expedite the peeled bark to our yard within 48 hrs

WHY Vendors Prefer



Bringing Bark To Us Increases Pay For Poplar Log 1.7x
Or Greater

We Insist On Best Management Practices

Built 25 Years Of Trust In This Community Specifically In This Business

We Created This Industry And Care About Its Long-Term Success

COMPETENT -Professionally Trained Staff, Educated In Related Fields
Who Are Paid A Living Wage

It Is Part Of Our Charter To Give Back To The Community



Proper Technique
Tree is undamaged by rip cut.



IMPROPER TECHNIQUE

digging and ringing cut damages the tree, decreasing it's value to the mill











©2015 Bark House



BIG LOAD \$7,400



STANDARD LOAD \$1,600



SMALL LOAD \$600



REALLY SMALL LOAD \$60



INDEPENDENT BUSINESS OWNER
GROWING
SELF RELIANCE
SHARED SUCCESS
WHOLE COMMUNITIES



AT
Highland Craftsmen Inc.®





Highland Craftsmen Inc.®

Q&A



Highland Craftsmen Inc.®

828-765-9010

www.BarkHouse.com

Co- Founders/Owners

Marty and Chris McCurry