

The Import/Export Wood Purchasing News
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IMPORT/EXPORT WOOD purchasing news

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Serving Forest Products Buyers Worldwide

August/September 2008

Vietnam Convention Spotlights American Hardwoods

Ho Chi Minh City, Vietnam—The American Hardwood Export Council has held annual gatherings with the Asian wood industry in Asia, primarily mainland China, since 1995. The AHEC Greater China and Southeast Asia Convention boast a symposium of world-renowned architects and designers as well as academics of the wood processing industry. Guests include furniture manufacturers, up-and-coming designers, wood processors, and traders throughout Asia as well as hardwood exporters from the United States. This year, AHEC decided to hold its convention here, five years after convening in 2003 when Vietnam was a relatively small importer of U.S. hardwood products.

Hardwood lumber exports to Vietnam have increased from 11 million to near-

Additional photos on page 10

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Kevin Ketchum, National Hardwood Lumber Assoc., Memphis, Tenn. (NHLA); John Chan, AHEC, Hong Kong; Peter King, Cersosimo Lumber Co., AHEC chairman, Brattleboro, Vt., who was presented an award of excellence for his tenure with the organization; and Michael Snow, AHEC executive director, Washington, D.C.

Star-Studded 2008 K/BIS® Takes Chicago By Storm

Chicago, Ill.—Filling three halls of McCormick Place for the first time, the annual Kitchen/Bath Industry Show & Conference (K/BIS®) brought some of the biggest names in the kitchen and bath industry to Chicago recently for its annual showcase of the newest products, appliances, design trends, and cutting-edge industry information. As the largest yearly gathering of kitchen and bath professionals from around the world, K/BIS is the leading destination for the latest advancements in the kitchen and bath industry.

Owned by the National Kitchen & Bath Association (NKBA), the four-day conference and expo featured must-see new products, innovative design ideas and the latest trends in kitchens and baths. K/BIS brought together nearly a thou-

Additional photos on page 10

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The National Kitchen & Bath Association (NKBA) Executive Committee, joined by Cory Smith of Nielsen and Don Sciolaro, NKBA chief executive officer, officially open the K/BIS show floor, held recently in Chicago.

QFIC Speakers Encourage Innovation

Photos By Ximena Griscti

Quebec City, Que.—Guy Chevette, chief executive officer of the Quebec Forest Industry Council (QFIC), encouraged hundreds in attendance at the organization's recently held annual convention to "continue to innovate" despite the ongoing challenges of the wood products industry.

The three-day convention was held at Hilton sur Vieux-Quebec and featured more than a dozen guest speakers who addressed various aspects of the market.

In Chevette's closing remarks, he asked: Is there a future for the forest industry? "Of course, yes," he concluded. "The government has to favor wood construction, whether it is by a law, a policy or a regulation. The scientists must

Additional photos on pages 10 & 12

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Yves Turbide, GE Capital Solutions, Quebec City, Que.; Alain Lamoureux, Liebherr Canada Ltee., Montreal, Que.; Guy Chevette, president QFIC, Montreal, Que.; and Claude Girard, Fasken Martineau DuMoulin, Quebec City, Que.

U.S. Suppliers Benefit At China Furniture & Woodworks

Dalian, Liaoning Province, China—In an effort to assist American hardwood suppliers gain access to the growing market for American hardwood in Northern China, the Hardwood States Export Group collaborated with the American Hardwood Export Council (AHEC), to provide a USA Pavilion at the recent China Furniture & Woodworks 2008. The event was held here at Dalian World Expo Plaza/Dalian Star-Sea Convention & Exhibition Center.

About 400 exhibitors displayed their products too approximately 40,000 visitors, plus 3,000 international buyers from Japan, Korea, Russia, Europe, North America, South America, Middle East and Southeast Asia.

U.S.A. Pavilion at China Furniture & Woodworks 2008 is under the special sup-

Additional photo on page 12

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Held at the Dalian World Expo Plaza/Dalian Star-Sea Convention & Exhibition Center, the pavilion included more than 20 U.S. companies and/or organizations.

Who's Who in Import/Exports



DAVID S. BRAMLAGE

David S. Bramlage has been domestic and export sales manager at **Cole Hardwood Inc.** in Logansport, Ind., for 15 years. Cole Hardwood Inc. manufactures kiln-dried hardwood lumber species native to Indiana. The company is a member of the National Hardwood Lumber Assoc. (NHLA), Indiana

Continued on page 15



JOHN "JEFF" LONG

John "Jeff" Francis Long is the owner of **New World Teak** in McKinleyville, Calif. New World Teak manufactures Plantation Teak flooring, decking, interior and exterior siding and boat decking. The company offers hand scraped flooring and custom milling. Long has been involved in the

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ROBERT L. CAFIERO

Robert L. Cafiero is the sales director for **J & J Log and Lumber Corp.** in Dover Plains, N.Y. J & J Log and Lumber Corp. manufactures kiln-dried hardwood lumber (4/4 through 16/4) in most grades and species indigenous to New England and the surrounding areas. The firm also produces kiln-dried rough lumber, kiln-

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LOGAN D. MORRISON

Logan D. Morrison is a salesman for **International Hardwoods Inc.** in Lake Oswego, Ore. International Hardwoods Inc. specializes in sawn lumber, logs, manufactured goods, veneers, flooring and exotics. The company has Chinese mills and connections, and can make or source anything.

Continued on page 16

American Red Oak and Yellow Poplar Features At High Profile UK Festival

For more information on AHEC and the export promotion programs, call (202)463-2720, fax (202)463-2787, or visit the website, www.ahec.org.

By **Michael Snow**
Executive Director
American Hardwood Export Council
Washington, D.C.



As part of our extensive public relations campaign around the world, the American Hardwood Export Council has been actively seeking out creative opportunities to showcase the design potential and environmental credentials of American hardwoods to an ever-widening audience. So, while the internationally acclaimed Hay Festival, sponsored by London's *The Guardian* newspaper, might seem an unlikely platform to showcase American hardwoods, the festival's decision to highlight the environment and sustainable development actually provides an ideal opportunity for AHEC. Celebrating its 21st year and attracting 90,000 visitors as well as extensive television and press coverage, the Guardian Hay Festival is no longer just about books and writers. Speakers this year included former U.S. President Jimmy Carter, Nobel economist Joseph Stiglitz, controversial author and commentator Salman Rushdie, Hollywood actress Kathleen Turner, award winning architect Ken Shuttleworth, chess grand master turned politician Gary Kasparov, and American novelist John Irving, among the many famous faces.

Because of its informal style and rural location, the Guardian Hay Festival is inevitably dominated by temporary structures and short-term solutions. And it was a chance discussion between event organizers and the European Director of AHEC about the event's increasing environmental ambitions and desire to use more sustainable materials that prompted the idea of a customized and permanent solution to one aspect of the event's infrastructure – the stage furniture and

stage sets. So began what may seem an unlikely collaboration between the American Hardwood Export Council and the famous Guardian Hay Festival. The result is stunning custom furniture pieces in American Red Oak, designed and made by renowned UK furniture maker Phillip Koomen and a complementary stage set made from American Tulipwood, created by local designer Clare Keil.

Phillip Koomen's Red Oak collection for the Hay Festival is design and wood craftsmanship of the highest standard and comprising 10 chairs, four lecterns, four occasional tables and a large discussion table. The choice of American Red Oak with its distinctive grain patterns and warm tones makes a strong fashion statement and exudes style and quality. Phillip's reaction to the wood is very positive: "This is the first time we have worked with Red Oak and we were very impressed by its color and consistency. From a practical point of view it was good to machine and seemed less brittle than other Oaks we have worked with. Using a 3-coat oil finish we have been able to capture and enhance its natural color and characteristics."

Red Oak is growing in popularity in Europe as more and more designers like Phillip are discovering the potential of this good looking, versatile and sustainable hardwood.

On seeing the final pieces, Guardian Hay Festival Director, Peter Florence

Continued on page 16



Hardwood Federation Testifies On Export Trends

Hardwood Federation President Jamey French recently represented the hardwood lumber industry, testifying on exports in the current economic crisis before the House Small Business Committee. French discussed the difficulties the industry has faced due to the decline of the U.S. furniture industry, recent housing crisis and surge in energy prices.

Other export issues that were highlighted include a proposed APHIS (Animal and Plant Health Inspection Service) 100 percent export fee increase, unnecessary freight charges and foreign procurement policies. The Hardwood Federation, among other groups, is pushing for an alternative cost savings plan by APHIS to open foreign markets for kiln-drying certification as well as the USDA-issued phytosanitary certificate.

The Small Business Committee has agreed to communicate with the Federal Maritime Commission (FMC) regarding additional charges freight companies are imposing at the port and that responsible business practices are being followed.

French worked with the National Hardwood Lumber Assoc., American Hardwood Manufacturers Inc. and

THE WASHINGTON SCENE

American Hardwood Export Council in preparing his testimony. For a copy of the testimony, visit www.hardwoodfederation.com.

Forestry Groups Praise Lacey Act Passage

Environmental and forest products industry groups recently joined together to commend U.S. legislators in passing the Lacey Act, a longstanding wildlife trafficking statute, which was amended to include trade in products made from illegally harvested wood.

The language was championed by U.S. Rep. Earl Blumenauer (D-Ore.) and U.S. Sen. Ron Wyden (D-Ore.), as well as the House and Senate Agriculture Committees and the House Natural Resources Committee. The bill received strong bi-partisan support in both chambers, and was supported by a diverse coalition united against the effects of illegal logging and the impacts it has on forestry operations and jobs.

Donna Harmon, American Forest & Paper Assoc. (AF&PA) president and chief executive officer, said, "This important illegal logging provision will level the playing field that is currently stacked against the U.S. forest product manufacturers who are committed to trading in legal forest products. Illegal logging costs the American for-

Continued on page 14

New Requirements Target Imports

Washington, District of Columbia—Newly passed regulation directly impacts importers of wood products, who will want to pay close attention to the new requirements set forth in the Lacey Act, which aims to decrease illegal logging.

Importers will be required to declare the species and country of origin of any plant or plant product, including wood, according to the requirements under the new legislation.

Those who persist in sourcing products that contain illegal timber or plants can face penalties that can range from \$250 to over \$500,000 and carry a possible jail sentence.

The technical definition of illegally logged wood is wood sold below market price and/or wood cut in violation of treaties, laws and regulations.

The original Lacey Act was signed in 1900. It focuses on illegal commercial

transportation of wildlife and non-native species. Forests worldwide are expected to be better protected from deforestation and illegal wood products bound for the United States by the amendments this year to the Lacey Act.

Current estimates place the percentage of illegal logging at 10 percent or greater, and these logs are usually purchased by factories for one-half the cost of legally harvested wood products.

According to a spokesperson for the Environmental Investigation Agency (EIA), import requirements should be announced within the next six months. Enforcement will be a joint effort between the U.S. Customs and Border Protection and the U.S. Fish and Wildlife Service and the Animal Plant Health Inspection Service.

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THE LACEY ACT - How To Comply With Your New Responsibilities

Congress recently enacted the Farm Bill and with it a provision to combat illegal logging by amending the Lacey Act Amendments of 1981 to extend protections to plants "taken, possessed, transported, or sold in violation of any law or regulation of any State, or any foreign law, that protects plants." What should you know and how will this impact the wood products industry?

What is it?

The Lacey Act is a natural resources protection law that was first introduced in 1900 by Congressman John Lacey in the House of Representatives. The original Act was directed at the preservation of wildlife by making it a crime to poach game in one state with the purpose of selling it in another.

The new legislative provision extends criminal and civil penalties for violators and applies equally to domestically produced or imported material. The understood intent of the Act is to

get at bad actors that exist in the U.S. or overseas and we couldn't agree more. It is important to note, however, that the primary source of illegal logging overseas is committed by those



living in extreme poverty that choose to clear-cut and burn their forests for cattle ranching, agricultural, fuel wood—life's basic necessities. While trade in illegal logging is not pervasive in the

U.S. or overseas, we all welcome new initiatives that help end the destructive practice.

What does the new law do?

The new authority provided in Lacey helps U.S. government address egregious problems while continuing to provide U.S. consumers confidence that the wood products they purchase

By Brent J. McClendon, CAE
 Executive Vice President
 International Wood Products Association



are legal. Lacey should help eliminate any concerns consumers may have about illegal material tainting the supply chain. It should also have the

Continued on page 16



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U.S. Hardwoods Gain Favor With DESIGNS LIGNA

By Lucas Ngu



Sally Yao is the marketing manager for Designs Ligna, which purchases at least one container per month of raw materials from the U.S. for the production of various furniture items.



Designs Ligna products are made of various wood species, but all are purchased in Select and Better grades, and No. 1 Common for the production of chairs.

Manila, The Philippines—Thirty-eight years ago, Designs Ligna was just a small workshop located at the front yard of the residential property of Al de Lange, the company's founder. Through the years, it

has evolved to become one of the better-known furniture manufacturers in the Philippines.

Holding the reins of the company today is Nicolaas de Lange, who took over his father's business and has trans-

formed it into a modern wood processing factory that is involved in the production of furniture for the modern home, offices, condominiums and hotels.

A 30-minute drive from the city's center of Manila, Designs Ligna emphasizes the production of high-end furniture with 80 percent of the products being shipped to the U.S.

In the Philippines, Designs Ligna is a name that is synonymous with prestigious developments and its clientele includes the Marco Polo Hotel in Davao, the Linden Suites in Manila as well as the RBCB Bank.

In 2001, the company moved to a new location in Manila when the old factory was razed by fire. Operating on a 5,500 m2 site, the factory employs 150 workers and is equipped with modern woodworking machinery. Incorporated into the furniture-making facility is a veneering line that gives the company an edge over competitors, thus enabling it to turn out even more eye-catching furniture pieces. As the company grew from strength to strength, it has remained loyal and

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ROBINSON Joins FLORESTECA To Sell Teak In Asia



Sylvio Coutinho, vice president, Floresteca; Sonia Chiang, sales manager, Asia; Jim Summerlin, senior vice president, Robinson Lumber Company; Sylvio Coutinho Neto, president, Floresteca; and Rubens Coutinho, industrial director, Floresteca, during the signing of the sales agreement between the two companies.



Sylvio Coutinho Neto, president of Floresteca, inspects Class 2 and 3 Teak logs.



Two plantation workers measure and apply bar codes to Teak logs.



Jim Summerlin, senior vice president, Robinson Lumber Company, in a Floresteca log yard.



Floresteca's new state-of-the-art sawmill cuts Teak squares.

New Orleans, Louisiana-

Robinson Lumber Co., based here, has signed an exclusive Sales Representative Agreement with Floresteca S.A., Sao Paulo, Brazil, to market Floresteca's FSC Plantation Teak products in China, Indonesia, Malaysia and Thailand. Initially these products will be mostly logs and squares developed from the thinning operations of Floresteca's 28,000 hectare plantations in the State of Mato Grosso, Brazil. Larger harvested logs will be available in coming years. Later this year, lumber will also be offered followed by more value-added items.

Floresteca began planting these carefully located plantations in 1994, using seeds of the "Tennasserim" type from Myanmar (Burma) that were brought by British foresters to Trinidad in the early 1900s. The areas of planting were selected based on general soil characteristics, environmental variables required for productive Teak plantations (temperature, humidity and rainfall), satisfactory topographical characteristics, as well as the existence of a transporta-

Continued on page 18

Sylvio Coutinho, vice president, Floresteca and Sonia Chiang, Asia sales manager, Robinson Lumber Company Asia, stand in a Teak plantation that is 8 to 10 years old.



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HAWKEYE Celebrates 25th Anniversary

By Terry Miller



Hawkeye employees include, from left, Chad Rumpel, procurement manager; Craig Jaderston, log yard manager; Adam Huff, log truck driver for the log yard; and Ray Marick, CAT loader operator.



Pictured are Black Walnut veneer logs ready for export by Hawkeye Forest Products Inc., headquartered in Boise, Idaho. The firm also has a facility in Trempealeau, Wis.



Dry production employees include, from left, Paul Jostad, Brian Benrud, Alex Heinz, Tom Daley and Lonnie Stellpflug.



Sawmill employees include, from left, Duane Briese, head saw operator; Ron Kulas, lift truck driver; Pat Stiehl, head saw and resaw operator; Kenn Dahl, sawmill supervisor; Nate Dahl, resaw and edger operator; and Lynn Schultz, sawmill supervisor.



Dry side employees include, from left, Gary Roach, lift truck driver; LeRoy Sweet, lift truck driver; Mark Rogers, kiln and boiler operator; Greg Heinz, shipping and receiving; Jim Erickson, dry side manager; and Mari Mades, administrative assistant.

Trempealeau, Wisconsin—

Hawkeye Forest Products Inc., based here, recently celebrated its 25th anniversary with the installation of a new McDonough infeed and Cleereman Model 42 carriage with linear positioner along with Inovoc controls.

The new 16-foot Cleereman carriage will allow the company to break down logs faster into cants. The cants are then sent through a McDonough 62-inch linebar resaw with McDonough infeed-system where they will be cut to grade. The new carriage will also allow Hawkeye to add a band headrig in the future.

“Every year we are reinvesting back into this company, making capital

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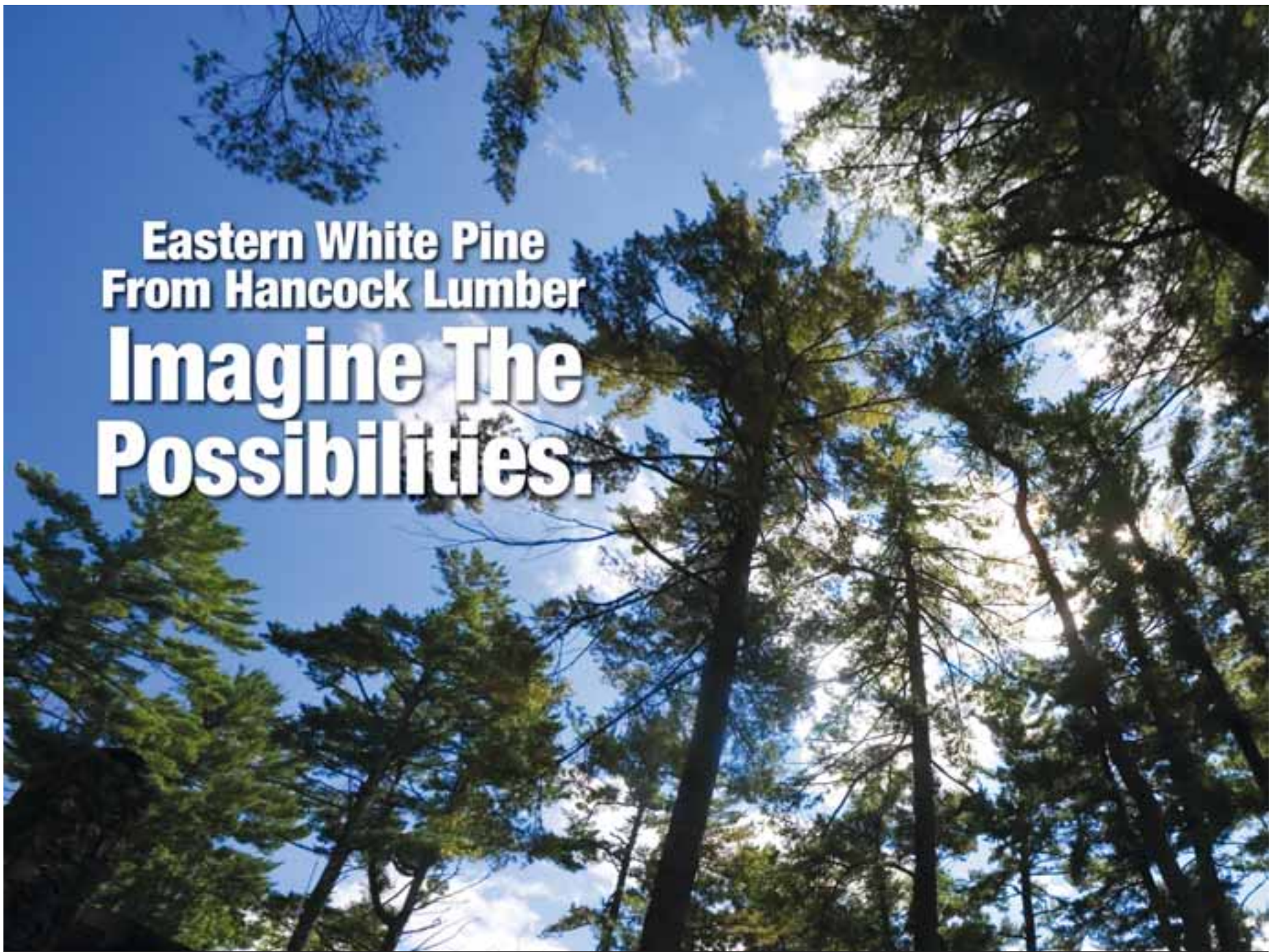
Pictured is a load of 4/4 Black Walnut rustic gang-ripped flooring blanks.



This shows a Black Walnut cant feeding into a McDonough linebar resaw.

Pictured is a Model 42 Cleereman headrig.





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CHERRY FOREST PRODUCTS Expands Services

By Wayne Miller



A trailer load of ripped strips is shown ready for shipment.



Jacob Baranski handles international sales and marketing for Cherry Forest.

This is an aerial view of Cherry Forest Products family-owned sawmill and hardwood manufacturing facility,

Guelph, Ontario—Established by Edward Baranski as a green sawmill over 50 years ago, Cherry Forest Products, headquartered here, has remained a success by listening to its customers and focusing intensely on providing for customer needs.

Today, the family-owned sawmill and hardwood manufacturing facility is run by brothers, John, Robert and Jacob

Baranski. For more than 25 years, Cherry Forest Products has produced grade lumber, cut-to-size products and custom ripped planks. The company also expanded into sliced veneer several years ago.

Recently, Cherry Forest was awarded Chain-of-Custody certification from the Forest Stewardship Council (FSC). The certification ensures that the firm's quality hardwood lumber, cut-to-size dimension,

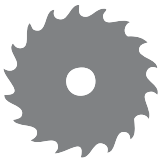
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FSC accredited certification means that the forest is managed according to strict environmental, social, and economic standards.
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cut-to-size cabinet parts and veneers, which are shipped domestically and internationally, are all harvested from responsibly managed forests. Cherry Forest Products has four

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Walnut is the newest species offered by Cherry Forest Products.



Pictured is Cherry Forest Products' dimension line.



This is a photo of the Walnut steamer Cherry Forest recently installed.



This is a photo of incoming logs being tallied.

Additional photo on page

New Company President Announced At Penn-York Meeting

Photos By Stephen West



Don and Sherri Patchen, Ronald and Sally Jones, Steve and Danielle Jones, and Serene and Brad Klomp, Ron Jones Hardwood Sales Inc. Union City, Pa.



Terry Hunter, Hickman Lumber Co. Inc., Emlenton, Pa.; Milo Glancy, Ron Jones Hardwood Sales Inc., Union City, Pa.; and Lee Stitzinger, BWP Hardwoods Inc., Brookville, Pa.



Rob Matson, Matson Lumber Co., Brookville, Pa.; Sherman VanVoorhis, VanVoorhis Lumber, Big Run, Pa.; and Bill Tallyen, Emporium Hardwoods Inc., Emporium, Pa.



Jerry Puckly, Summit Hardwoods Inc., Waterford, Pa.; Dora Boyer, RR Hardwoods Inc., Titusville, Pa.; Bill Reese, Penn-Sylvan International, Spartansburg, Pa.; and Rod Bedow Sr., RR Hardwoods Inc. and Blue Ox Timber Resources, Titusville, Pa.



Marty James, Penn-Sylvan International, Spartansburg, Pa.; Jeff Burrows, Weyerhaeuser Hardwoods & Industrial Products, Titusville, Pa.; and Ian Fulton, Fulton Forest Products Co., Shipperville, Pa.



Randy Flament, Emporium Hardwoods Inc., Emporium, Pa.; Tom Johel, U-C Coatings Corp., Buffalo, N.Y.; Perry Wallin, Highland Forest Resources Inc., Marienville, Pa.; Barry Kibbey, National Hardwood Lumber Assoc., Pittsville, Pa.; and Brian Popoleo, Highland Forest Resources Inc.

Franklin, Pennsylvania-

Challenges in the transportation industry were addressed recently by Al Flick of Roehl Transport at the monthly Penn-York Lumbermen's Club, held here at the Wanango Country Club. Ron Jones Hardwood Sales Inc., located in Union City, Pa., hosted this meeting, which was attended by 115.

Additional speakers included Gil Thurm, executive director of the Hardwood Manufacturers Assoc., and Rich Hascher, inspection school director of the National Hardwood Lumber Assoc., located in Memphis, Tenn.

Following the speakers, Ronald Jones announced that his son, Steven, is the new president of Ron Jones Hardwood Sales Inc. and Jones Hardwoods Inc.

The monthly association meetings provide members and guests an opportunity to share insight about current market conditions and to network socially.

Ron Jones Hardwood Sales Inc. is a family-owned and operated concentration yard located in the rolling hills of Northwestern Pennsylvania. The firm specializes in domestic sales of Northern Appalachian kiln-dried and green Hardwoods.

Ted Rowe, Aurora Timberland, Aurora, Ont.; and Rob Greer, Shetler Lumber Co., Waterford, Pa.



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- Northern White Oak
- Appalachian White Ash
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AHEC VIETNAM PHOTOS - Continued from page 1



Orn Gudmundsson Jr., Northland Corp., LaGrange, Ky., with local folk dancers who performed at the convention.



Patrick Altham, AHC Export, Huntersville, N.C., speaks with Matt Bubar, Baillie Lumber Co., Hamburg, N.Y.



Chad Cotterill, Tioga Hardwoods, Owego N.Y. speaks with Phillip Fenwick of Baillie Lumber Co., Hamburg, N.Y.; and Simon Holland, Foresbec, Drummondville, Que.

K/BIS® PHOTOS - Continued from page 1



Eric Lacey and Ted Rossi, American Hardwood Industries, Cromwell, Conn.



2008 NKBA Design Competition Pinnacle of Design award winner, Joan DesCombes, CKD (Certified Kitchen Designer), shakes hands with NKBA President Sara Ann Busby, CK Dat the Board of Directors™ Gala.



Peter Ross Salerno, CMKBD (Certified Master Kitchen & Bath Designer), poses with NKBA President-Elect Suzie Williford after winning the Best Overall Kitchen award in the 2008 NKBA Design Competition.



Chris Rogers of Dal-Tile congratulates Siri Evju, CKD, CBD (Certified Bath Designer), winner of the Best Overall Bath award, and NKBA President Sara Ann Busby, CKD



K/BIS attendees are able to enjoy a hands-on experience of the latest products, such as these pull-out faucets.



Crowds pack the South Hall of McCormick Place during K/BIS.

QFIC PHOTOS - Continued from page 1



Pierre Moisan, Abitibi Bowater, Montréal, Qué.; Fabien Simard, AET SQ, Québec City, Qué.; and Daniel Ouellet, Abitibi Bowater



Marcel Lauzon, Marcel Lauzon Inc., East Hereford, Qué.; and Daniel Michaud, Daniel Michaud Inc., Saint-Nicolas, Qué.



Alain and John Roy, Norman G. Jensen Inc., Minneapolis, Minn.

VIETNAM -

Continued from page 1

ly 65 million from 2003 to 2007, and the country is one of the few markets in the world to have seen rising imports in the first four months of 2008, despite the global economic downturn. At AHEC's first convention in 2003, there were less than 15 U.S. exporters present for the convention. There were more than 50 companies present with its regional representatives at the most recent convention.

Today, as the largest and the fastest growing importer of U.S. hardwoods in Southeast Asia, Vietnam was chosen to provide the platform for importers and exporters to learn more of their market, which boasts a multibillion dollar global import-export wood manufacturing industry. Guests were not just limited to U.S. exporters and Vietnamese importers, but also met several representatives from Japan, Korea, China, Indonesia, Malaysia, New Zealand, Singapore and the European Union. The convention was planned not only to appeal to the design community, but also to the vast amount of exporting manufacturers.

The convention began with opening remarks from Kenneth Fairfax, the consulate general, followed by remarks by John Chan, director of AHEC Hong Kong, and AHEC chairman, Peter King. Steve Leung, a designer from Hong Kong, spoke about interior design with wood and furniture designers Philip Koomen, known for the furniture design in this year's Hay Festival, and John Kelly discussed trends in the global furniture industry. While these renowned designers were presenting their projects with hardwood applications, presentations of wood science and technology were also being made. Drs. Joseph Denig and Phillip Mitchell of North Carolina State University presented on maximizing yield and value-added manufacturing. The symposiums ended with presentations from industry experts from Indonesia, Thailand, Taiwan and Singapore. The following day, AHEC treated members and guests with a guided tour through the Mekong Delta and other various locations of interests and local cuisine.

Although Vietnam is experiencing economic success, it is also facing numerous challenges as it becomes a major player in the global industry. Experts have indicated that one of Vietnam's competitive advantages has been its low-cost labor compared with its competing neighboring countries. As inflation is regularly reaching double digit figures, there has been a growing demand for increasing labor costs to alleviate the high costs of other goods and services, which consequently could lead manufacturers to seek lower-cost labor sources the investors initially sought out in Vietnam. Also, now being the fourth largest exporter of furniture to the

world, Vietnam has faced scrutiny about importing illegal timber from within Southeast Asia to supply its customers. Vietnamese furniture exports reached \$2.4 billion in 2007—a 10-fold increase since 2000. The United States is the largest market for Vietnamese wooden furniture, importing more than \$1 billion in 2007, or 45 percent of total exports.

Because Vietnam is one of the largest importers of the furniture market, the convention focused on the environmental credentials of U.S. hardwoods, known for its aesthetic appeal, as well as its longevity as a sustainable supply. As the manufacturing industry increasingly sees the United States as the best supplier for imported hardwood for indoor furniture and interiors, it is only beneficial to the industry that the government of Vietnam allows a convention like this one, which provides transparency, an important element in the vast amount of foreign direct investment which has

driven Vietnam's surge into the global market.

The burgeoning industry in Vietnam can be attributed to not just one, but several factors. Whether the trade and political environment between Taiwan and mainland China, which has led many Taiwanese investors to increase and relocate their manufacturing capacity, or the appreciation for and satisfaction from the craftsmanship the Vietnamese are well known for, Vietnam has been a very important market for the U.S. industry that is undergoing a domestic hardship.

According to an AHEC spokesman, the success of this convention was clear to all who attended, simply from the energy of the event, the quality of the presentations, and the obvious desire of the Asian delegates to work with exporters on building relationships.

K/BIS® -

Continued from page 1

sand exhibitors and more than 45,000 attendees, the show's largest-ever turnout.

"Attendance at this year's K/BIS continued to be strong," said Sara Ann Busby, CKD, president of the NKBA. "The increase in attendance supports what we have been saying all year – kitchen and bath professionals are still thriving, and the optimism and strength of the industry was tangible in Chicago."

A complete range of professionals representing the kitchen and bath industry visited the show, including dealers, designers, architects, distributors, and retailers, helping to make this the largest K/BIS yet, and attendees packed the show floor to get a preview of this year's product and design innovations.

This year's NKBA opening keynote speaker, Christine Todd Whitman, former Administrator of the U.S.

continued on page 13



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QFIC PHOTOS - Continued from page 10



Hugues Simon and Richard Kenoack, Abitibi Bowater, Montréal, Qué.



Simon Parent, Gaultier Parent et Associés, Québec City, Qué.; André Tremblay, Produits Forestiers Saguenay Inc., Saguenay, Qué.; and Daniel Ouellet and Yves Laflamme, Abitibi Bowater, Montréal, Qué.



Daniel Demers, Hewitt, Pointe-Claire, Qué.; Gérald Pepin, SIM, St-Joseph-du-Lac, Qué.; and Patrick Simard, Hewitt



Jean-François Dion, Scierie Dion et Fils Inc., St-Raymond, Qué.; André Gravel, Domtar, Windsor, Qué.; and Marc Legros, Scierie Dion et Fils Inc.



Annie Joly, Hydro-Québec, Montréal, Qué.; and Martin Vaillancourt, USNR, Plessisville, Qué.



Guy Gilbert, Forchemex Roche Ltee., Québec City, Qué.; and Jocelyn Rondeau and Michel Boucher, Sechoir MEC, Victoriaville, Qué.



Pierre Perron, Tanguay, St-Prime, Qué.; Gervais Goulet, Produits Forestiers Arbec, Port-Cartier, Qué.; and Carl Thomas, USNR/Inovec, Kelowna, B.C.



Ron Vitone and Denis Côté, Industries PHL Inc., St-Ephrem, Que.; and Carmin Hamel, Clairemond Hamel, St-Ephrem, Que.

CHINA FURNITURE PHOTOS - Continued from page 1



François Léger, PMP Solutions, Québec City, Que.; Alain Gingras, FP Innovations Forintek, Québec City, Que.; and Ron Vitone, Industries PHL, St-Ephrem, Que.



Hardwood States Export Group collaborated with the American Hardwood Export Council to host a U.S.A. Pavilion at the recent China Furniture & Woodworks 2008.

K/BIS® -
Continued from page 11

Environmental Protection Agency (EPA) and New Jersey's first female governor, discussed sustainability and environmentally-friendly kitchen and bath design from an environmental, social and political perspective. K/BIS 2009 will be held at the Georgia World Congress Center in Atlanta May 1-3. The National Kitchen & Bath Association (NKBA) is a non-profit trade association that owns the Kitchen/Bath Industry Show & Conference (K/BIS®). With more than 40,000 members, the NKBA has educated and led the kitchen and bath industry for 45 years. The mission of the NKBA is to enhance member success and excellence, promote professionalism and ethical business practices, and provide leadership and direction for the kitchen and bath industry. For more information, please visit the NKBA Press Room at www.nkba.org/press or call (800) THENKBA.

was implemented. There were more than 20 enterprises registered to be part of the pavilion including: North Carolina Department of Agriculture, Virginia Department of Agriculture, Weyerhaeuser, Baillie Lumber, Prime Lumber, Classical, Anderson-Tully Co., Mayfield Lumber Co., Turman, Midwest, Mendocino International, Hardwoods of America, LLC, Bingaman & Son, Hermitage Hardwood Lumber Sales Inc., Storey Sawmill & Lumber and Erath Veneer. This year's pavilion was the largest U.S.A. Pavilion of hardwood suppliers organized by the government at all the China exhibitions in recent years. They provided quality hardwood supply displays for the large crowd of manufacturers of furniture, floor, and other wood products in North China. Composed of three main parts, which consisted of the 13th China International Furniture (summer) Exhibition, the 13th China International Furniture Component and Raw Materials (summer) Exhibition, and the 13th China International Woodworking Machinery (summer) Exhibition, China Furniture

& Woodworks 2008 covered the furniture, woodworking machinery, wood materials, raw materials and other related industries. The Hardwood States Export Group is a coalition of trade specialists from Indiana, Kentucky, Mississippi, New York, North Carolina, Ohio, Pennsylvania, Tennessee, Virginia and West Virginia who have responsibility for international marketing for hardwood products in their respective states. The purpose of this group is to collaborate on multi-state projects that increase sales for U.S. wood product companies through the development of international markets and opportunities. Northeast China is the main solid wood production region here, and Dalian is the most active wood trade harbor as well as the biggest solid wood flooring production and exportation base in North China. It is also China's solid wood furniture industrial base. In recent years, there has been a trend in that the Chinese furniture industry has been moving its concentration to the northern part of China, according to Dalian sources. The raw

materials of most export-oriented companies are contingent on overseas markets. After experiencing three to four years of product introduction, the demand for American hardwood in North China has entered the fast development period. Due to the continuous tariff increase on wood materials levied by the Russian government, the wood materials supply to North China from Russia has undergone some restrictions. The enterprises in the North have focused on North America or other countries seeking hardwood supply from the USA, sources reported. The tremendous demand for the import of wood materials in North China attracted these American hardwood suppliers to participate in China Furniture & Woodworks 2008. China Furniture & Woodworks 2008 also attracted attention from suppliers in other countries. Some powerful manufacturers like Pollmeier of Germany, Canada Wood, EXOR of Germany, Ignisterra of Chile, Austria Wood Product, ITC of Australia,

Continued on page 14

QFIC -
Continued from page 1

speak...and the leaders must get up and stop being afraid of being politically incorrect by crusaders for whom only one of the dimensions of the sustainable development prevails. The workers must express themselves and the manufacturers will have to continue to express their point of view even if their weight remains rather weak in the public opinion. Chevrette surmised that if all these voices in the industry are heard, "We could then see a rebirth of a progressive and competitive industry." QFIC is the voice of Quebec's forest industry. It represents the vast majority of hardwood and softwood lumber, veneer, pulp, paper, cardboard and panel companies in Quebec. It champions the interests of these enterprises and encourages their contribution to socio-economic development, the integrated and sustainable management of forests and the optimal use of natural resources. The Council works with government authorities, public and para-public bodies, organizations and the general public. It strives to foster responsible behavior from its members with regard to the environmental, economic and social aspects of their activities.

CHINA -
Continued from page 1

port of U.S. Foreign Agriculture Service and also subsidized by the government. Many wood material suppliers of the U.S. positively responded to this program when it



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CHINA -

Continued from page 13

Eurocell, and J.D. Irving exhibited in Dalian.

WASHINGTON SCENE -

Continued from page 2

est products industry an estimated \$460 million each year in lost export sales... there now exists a law that will protect legitimate forest operations, and at the same time safeguard protected habitats worldwide."

Ed Korczak, National Wood Flooring Assoc. executive director and chief executive officer, added, "This legislation is a huge accomplishment for the wood products industry. Not only does it protect our world's forests, but it also protects industry representatives who practice their due diligence when purchasing wood products from other countries. The United States has stated clearly that we will no longer tolerate the destruction of our world's

forests through illegal means, and for the first time, the burden of proof for legal harvesting is placed on the country of origin, not the purchaser."

Other industry leaders promoting the ban included the Hardwood Federation, International Wood Products Assoc., National Hardwood Lumber Assoc. and the Environmental Investigation Agency.

House, Senate Pass Farm Bill

The House and Senate recently overrode a veto by President Bush to pass the Food and Energy Security Act of 2008, also known as the Farm Bill. It was the first time since 1973 that the Farm Bill received such bipartisan support.

This year's Farm Bill includes several pieces of legislation vital to the forest products industry including the Combat Illegal Logging Act.

The Combat Illegal Logging Act prohibits the import, sale or trade in illegally harvested wood and wood products. A coalition of industry associations, environmental groups and organized labor helped craft the legislation which addresses the impact of

illegal logging on forests and communities in developing countries, prevents imports of illegal wood products into the United States which undermine the competitiveness of legally harvested and traded forest products, and climate change concerns.

Other provisions in the final legislation include: export promotion programs under the Foreign Agricultural Service; environmental quality incentive programs which assist family forest owners with land management and proper stewardship; the Healthy Forest Reserve Program designed to reduce the threat of catastrophic wildfires and provide a more timely response to disease and insect infestations that threaten to devastate forests; the Timber Revitalization and Economic Enhancement Act which makes timber taxes comparable to competing countries; and incentives for development of cellulosic biofuels.

Debate Fails On Climate Security Act

The Climate Security Act of 2008, which was penned by Sen. John Warner (R-Va.) and Sen. Joe

Lieberman (I-Conn.), recently fell short of the 60 votes needed to continue discussion in the Senate. The bill sought to reduce greenhouse gas emissions by forcing companies and utilities to buy permits and would have capped overall emissions at a 19 percent reduction from current levels over the next 12 years, and by 71 percent by 2050.

The "cap and trade" legislation included some concepts vital to the forest climate including: recognition of managed forests for offsets; set aside allowances for forest activities; basic eligibility criteria for credible forest projects; new funding for state and federal natural resource agencies; curbing international deforestation; and incentives for biomass energy.

The system is similar to bills previously introduced by the two presidential nominees, Sen. John McCain (R-Ariz.) and Sen. Barack Obama (D-Ill.), as well as Sen. Hillary Clinton (D-N.Y.). President Bush and other Republicans, however, opposed the plan saying it would cost trillions of dollars and increase fuel costs over time.

Rep. Ed Markey (D-Mass.), chairman of the House Energy Independence and Global Warming Committee, said any cap-and-trade bill would be difficult to pass this session, but would have a better chance under a new administration.

BLM, Forest Service Receive Senate Appropriations Nod

The Senate Appropriations Committee recently passed its FY08 supplemental appropriations bill, which includes funding for the Bureau of Land Management (BLM) and Forest Service wildland fire management and a \$400 million one-year extension of the Secure Rural Schools and Community Self Determination Act.

If the bill is approved, the BLM would receive \$125 million including \$100 million for emergency wildfire suppression and \$25 million for forest restoration and rehabilitation. The Forest Service would receive \$325 million, \$250 million for emergency wildfire suppression and \$75 million for forest restoration and rehabilitation.

The suppression dollars would be in addition to what is already budgeted for suppression funding and could prevent the agencies from borrowing from other accounts during a bad fire season. The restoration and rehabilitation funding can be transferred to other accounts within the Forest Service and BLM, however.

The supplemental bill faces significant hurdles including differences between the House and Senate versions. The administration also vowed to veto the bill, which includes funding for the war in Iraq, if it includes timetables for withdrawal from Iraq or unrelated domestic spending.

Walden Plans To Update HFRA

Rep. Greg Walden (R-Ore.) recently announced plans to introduce legislation that would clarify the Healthy Forests Restoration Act (HFRA). HFRA targets the wildland urban interface (WUI) areas around at-risk communities, yet many of the large fires originate outside of these areas.

Walden's legislation would clarify the

Continued on page 15

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WASHINGTON SCENE -

Continued from page 14

authority to use the expedited procedures in HFRA to those areas at greatest risk of catastrophic wildfire, identified as Condition Class 3. In addition, it would also clarify the HFRA authority as it is applied to areas covered by community wildfire protection plans, but outside the default 1.5 mile wide WUI.

HFRA was intended to provide federal land managers and at-risk communities the tools to reduce the threat of catastrophic wildfires. However, since the bill passed it has become apparent that clarification in the law is warranted. A 2007 report showed that only 395,000 acres have been mechanically treated using the HFRA authority.

NAHB Petitions Congress For Homebuyer Tax Credit

The National Assoc. of Home Builders (NAHB) recently petitioned Congress to create a temporary homebuyer tax credit along with other important tax measures to boost the faltering housing market and economy.

H.R. 3221, the American Housing Rescue and Foreclosure Prevention Act of 2008, contains a provision that would provide a temporary, first-time homebuyer tax credit of \$7,500 for the purchase of any home used as a principal residence and closed on between April 9, 2008, and April 1, 2009.

"NAHB believes that the homebuyer credit model in H.R. 3221 would help address many elements of the current housing crisis," said Joe Robson, first vice president of NAHB and a homebuilder from Tulsa, Okla. "The tax credit would increase home sales, which would cause inventories to fall and stabilize home prices and mortgage markets. NAHB would urge Congress to consider options for increasing the size of the credit to maximize its impact and effectiveness."

Robson also urged lawmakers to incorporate the following tax provisions to achieve a comprehensive solution to the housing crisis: expansion of the mortgage revenue bond program; modernization of the Low Income Housing Tax Credit (LIHTC); and expansion of the net operating loss deduction carryback.

NAR Promotes Economic Stimulus Act

The National Assoc. of Realtors (NAR) has pledged its support to make the temporary loan limit increases authorized by the Economic Stimulus Act of 2008 permanent in order to give families in high-cost areas equal access to fair and affordable loans on a continuous basis.

"Congress created Fannie Mae and Freddie Mac to provide liquidity and stability to the mortgage markets," said Vice Malta, chairman of NAR's Public Policy Coordinating Committee. "Making the Economic

Stimulus Act limits permanent will significantly boost homebuyer, lender and investor confidence and will bring more families in high-cost areas back to the marketplace with greater access to affordable financing."

NAR estimates that adopting permanent high-cost area limits of 125 percent of the local median home sales price, up to \$729,750, will allow more than 500,000 homeowners to refinance into lower interest rate loans every year, helping to reduce foreclosures by as many as 210,000. Additionally, this would generate over \$35 billion in increased economic activity, strengthen home prices by 2 to 3 percent, increase home sales by up to 350,000 units and save homeowners up to \$600 per month.

(IHLA), Hardwood Manufacturers Assoc., Hardwood Distributor's Assoc., Appalachian Hardwood Manufacturers Inc., Kentucky Forest Industries Assoc. and the Lake States Lumber Assoc.

Bramlage began his career in 1979 as a board handler with John I. Schafer Hardwoods, which is now Cole Hardwood. He received a bachelor's degree in natural resources/geography from Ball State University in Muncie, Ind. He is on the NHLA board of managers, and is a past president, first vice president, second vice president, secretary/treasurer, president liaison and is on the board of directors and honorary life director of the IHLA.

Bramlage and his wife of 28 years, Ardis, have two children. He enjoys spending time with his family, hunting, fishing and officiating high school football and basketball games.

WHO'S WHO - Bramlage

Continued from page 2

Hardwood Lumbermen's Assoc.

WHO'S WHO - Long



Continued from page 2

import/export industry for 12 years. He began his career in 1996 as the plant manager for Bosque Industrial in San José, Costa Rica.

Long is a graduate of Point Loma High School in San Diego, Calif. He received a bachelor's degree in anthropology from Sonoma State University in Rohnert Park, Calif.


Long has two children. He enjoys autocross and Porsche Club of America events.

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WHO'S WHO - Cafiero
Continued from page 2

dried strips, pulled to width, ripped to width and surfaced two sides.

J & J Log and Lumber Corp. is a member of the National Hardwood Lumber Assoc., New England Lumbermen's Assoc. and the New England Kiln Drying Assoc. The company has received the Governor's Award for New York twice for being a leading exporter of New York manufactured goods.

Cafiero has been involved in the import/export industry since 1976. He began his career at age 18, driving a delivery truck in New York City, grading lumber and running the planer.

Cafiero is a graduate of Pine Plains Central High School in Pine Plains, N.Y. He received a bachelor's degree from Marist College in Poughkeepsie, N.Y.

Cafiero and his wife of 20 years, Tanya, have two children and four grandchildren. He has four children from a previous marriage. He enjoys hunting, and assisting in high school

coaching of football and basketball.

traveling.

WHO'S WHO - Morrison
Continued from page 2

International Hardwoods offers an array of African logs and lumber, as well as stamped bamboo floors.

International Hardwoods is a member of the National Hardwood Lumber Assoc. (NHHLA) and the Western Hardwood Assoc.

Morrison has been in his current position for over seven months. His responsibilities include importing semi-finished goods in all species from around the world.

Morrison is a graduate of Lake Oswego High School in Lake Oswego, Ore. He received an associate's degree, and is working on a bachelor's degree in English from Portland State University. He is also a recent graduate of the NHHLA Inspection School in Memphis, Tenn.

Morrison has a girlfriend, and enjoys golf, basketball, reading, football and

IMPORTS -
Continued from page 2

In a statement released by the EIA, the following regions are of most concern to the agency: the Russian Far East, primarily the Primorky Region; Russian timber transported through Manzhouli in the Inner Mongolia Autonomous Region of China; and Indonesian exotic species grown in such areas as Papua, New Guinea.

AHEC -
Continued from page 2

is delighted with the result: "The Red Oak is warm and exciting, Philip has

matched the brief perfectly and his designs are elegant and creative, with an impressive attention to detail and a real understanding of the unique nature of this event." For Philip Koomen the commission represented the opportunity to apply 'body conscious' design principles that go well beyond ergonomics to incorporate the study of posture and the impact of seating on the human body. Choosing sustainable American Red Oak, he has produced a set of 10 chairs with a 95-degree seating angle that allows speakers to sit on their 'seat bones', aligning correct seated body posture and allowing freedom of movement and discussion. The four Red Oak lecterns, one for each stage, provide a slim curved design with all the functionality and stability for speaker presentations. Panels hand-carved with *The Guardian Hay Festival* give a subtle finishing touch.

"This was a wonderful commission for me. The opportunity to create a series of design pieces for the Guardian Hay Festival to a brief which reflected the style of an event which attracts leading names from around the world. And American Red Oak was a natural choice because of its distinctive grain, strength and beauty for stage furniture which will be around for many, many years to come," says Philip Koomen.

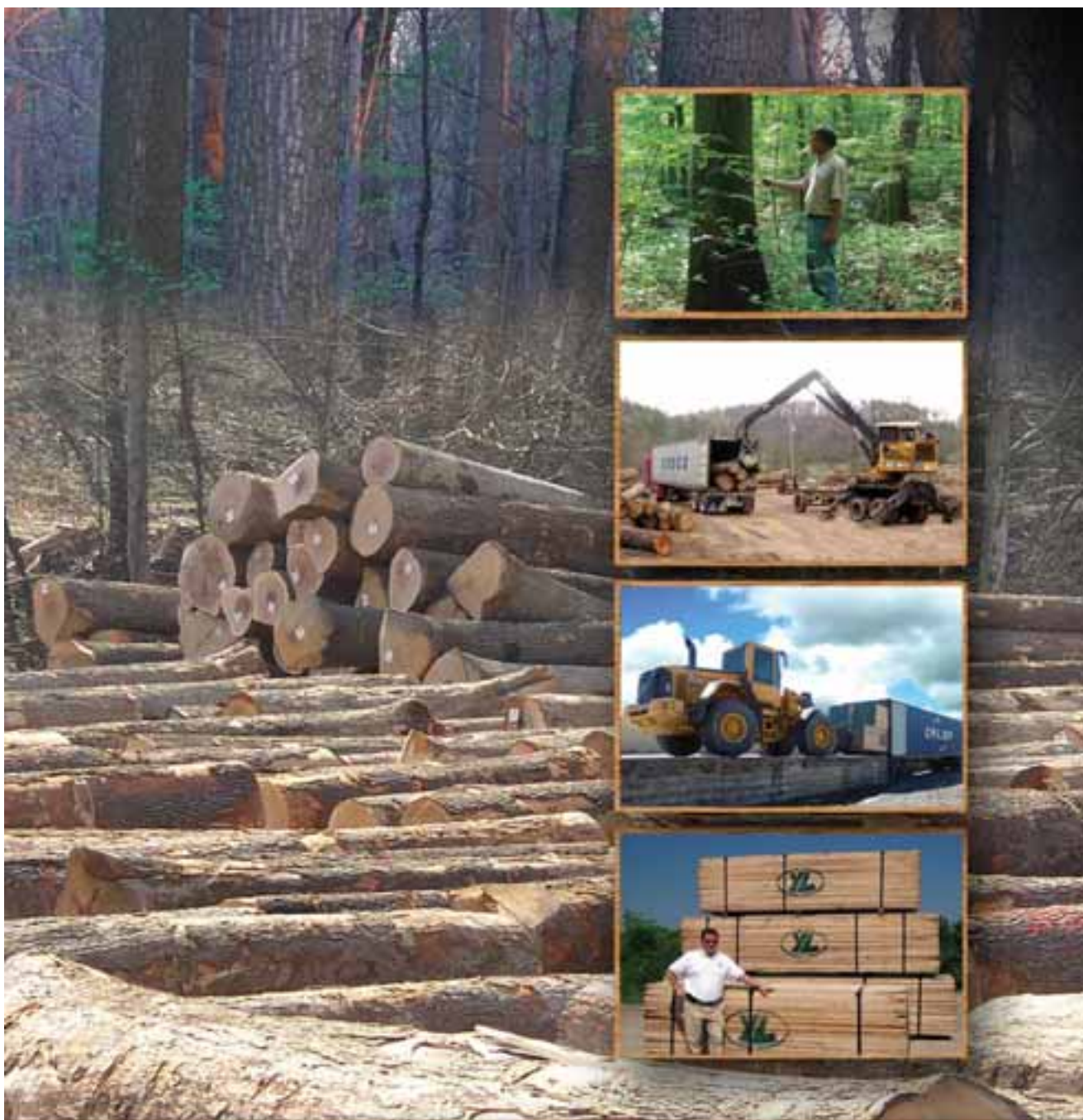
For David Venables, European Director of the American Hardwood Export Council, "The whole Guardian Hay Festival project has been both exciting and groundbreaking, with two really inspiring designers doing fantastic things with American hardwood. This is such a unique event with so many influential and interesting speakers and a great atmosphere, it has been really good fun to be involved and to see American hardwoods literally take centre stage."

The American Hardwood Export Council (AHEC) is the leading international trade association for the U.S. hardwood industry, representing the committed exporters among U.S. hardwood companies and all major U.S. hardwood product trade associations. AHEC's member companies service the growing global demand for U.S. hardwood and represent the full range of hardwood products. AHEC maintains offices in Japan, Europe, Southeast Asia, China, Korea and Mexico, in addition to its Washington, D.C. headquarters, to serve the needs of the global community. For additional information, please contact AHEC by phone at 202/463-2720, by fax at 202/463-2787 or consult our web site at www.ahec.org

IWPA - McClendon
Continued from page 3

added benefit of encouraging the increased specification and use of tropical and domestic wood species.

Under the Lacey Act only the U.S. government can bring suit, unlike the myriad "citizen" lawsuits that plague the enforcement of the Endangered Species Act. Yet, we don't doubt that



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IWPA - McClendon
Continued from page 16

some environmental enterprises will petition the Justice Department to investigate the harvesting of wood from a deemed "sensitive" area within the United States or the legality of an overseas shipment.

How was IWPA involved?

As originally introduced, language existed within the legislation that raised significant concerns to IWPA and many other trade groups that rely on fair and legal trade in imported woods. Specifically, undue responsibility would have been placed on small family businesses to enforce foreign laws and provided no protection for innocent owners. IWPA highlighted these concerns at an October 2007 hearing of the U.S. House Committee on Natural Resources Subcommittee on Fisheries, Wildlife, and Oceans.

IWPA was joined in a coalition that included National Marine Manufacturers Association, National Association of Home Builders, National Lumber and Building Material Dealers Association and the American Home Furnishings Alliance. After weeks of lobbying, media outreach and aggressive grassroots activity, we negotiated civil "innocent owner" protections to the legislation in order to place the burden of proof on the government. Even with the presumption of innocence for civil cases, businesses should still take steps to assure the legality of their supply chain. The language is clear – you can't possess any plant that was "taken, possessed, transported, or sold in violation of any law or regulation... [including]... payment of royalties, taxes, or stumpage fees..."

Will this end illegal logging practices?

Illegal logging, when it occurs, is often in response to economic and social deprivation. Ninety percent of the 1.2 billion people who live in extreme poverty depend on forests to satisfy their livelihoods. Right now the biggest challenge is encouraging them to keep forests sustainably managed as forests, not illegally logged and burned for the conversion for soybeans, cattle, charcoal and other subsistence living practices.

If Lacey helps drive the specification and use of more domestic and imported wood products by creating economic incentives for keeping the forests managed, then Lacey can help eliminate the illegal logging that occurs that is unrelated to our industry.

We appreciate that for domestic wholesale distributors of hardwood lumber, whether selling domestic or imported species, providing "proof positive" that a particular piece of lumber is legal is a significant challenge. It is similar to providing proof that you didn't speed on your way to work.

To quote a World Resources Institute procurement handbook, "In the most complex cases, a network of dealers buying wood from many different loggers, landowners and sawmills may supply a pulp mill. In a sawmill, logs usually lose their link to individual landowners in a sorting yard in the same way an agricultural business

would combine grain from individual farmers in a common silo."

IWPA is committed to working with the government agencies that will write the implementation regulations for Lacey to ensure the complex supply chains – both here and abroad – are understood and addressed. The unfortunate reality is that full-fledged chain-of-custody is a solution that is not yet affordable to most small U.S. or overseas mills.

For those groups wanting to help improve sustainable forest management and the critically impoverished communities in developing countries that live in those forests, we invite them to put down their textbooks and help us encourage the specification and use of wood products – whether domestic or tropical. We know for a fact that the only way to stop devastating land conversion to agriculture and ranching is to encourage the use of tropical forest products, not put up barriers.

LIGNA -
Continued from page 4

committed to the name that it is known as at home and in distant shores – Ligna – a Latin word for wood.

The furniture items are manufactured for the high-end segment of the market with the bulk being exported to the U.S. market and that explains why raw material has to be imported from the U.S., arriving at a rate of one container every month while three containers of veneer are imported from Europe each year.

"For the production of bedroom furniture, the U.S. timber comes in 'Select and Better' grade and 'One Common' for chairs," said Sally Yao, the company's sales manager.

The lumber is delivered to the factory in 1-to-2-inch thicknesses, and with widths of 6-inches and up, and 8 feet or more in length.

Each day, workers carry out tasks assigned to them from 7 a.m. to 4 p.m. with those involved in the more critical stations like machining and veneering having to do shift work.

At the end of the production line, the furniture items are loaded into containers and shipped out at a rate of eight containers a month.

The company started importing wood from the U.S. 10 years ago and it has not encountered major problems relating to the use of American timber.

According to Ms. Yao, the decision to use U.S. timber was not only customer driven but also prompted by the company's social commitment to work with materials from sustainable sources only.

"It is easier to sell a product when our potential customers are familiar with the species we use and the timber complements the high-end look of our pieces," she added.

Like many other furniture manufacturers in the region, Designs Ligna is a very contented user of U.S. hardwood and this has enabled the company to churn out wood products to the satisfaction of end users or customers, both at home and abroad.

To ensure in-time delivery of raw material, the company makes it a

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LIGNA -

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point to place orders two months in advance. This ensures that the production flow is smooth and continuous, without exerting any pressure on inventories.

The company's emphasis on quality means furniture parts have to be inspected visually, piece by piece at every stage of the production process. To make sure that the parts fit nicely, the raw material has to be precisely cut and defects rectified.

As with many Philippine furniture designs, the products also combine mixed media with some items being made from a combination of materials, mostly wood and rattan. In Manila, customers can take their pick of the impressive array of quality furniture items at the company's retail outlets in SM Megamall, Glorietta 5 and on Arnaiz Avenue in Makati City.

To enable it to stay ahead of the competition, Design Ligna works with well-known designers like Joey Yupangco and Ed Calma, both gradu-

ates from Pratt Institute in New York. The company also does exclusive pieces for internationally renowned designer Karim Rashid.

Nicolaas de Lange was the youngest president of the Philippine Chamber of Furniture Industries when he first ran it at 29, and he was recently asked to serve a second term. He has now moved on to chairing the ASEAN Furniture Industries Council.

In recognition of the company's pursuit of excellence, Designs Ligna is a recipient of numerous awards, including one from the President of the Philippines for the outstanding partnership the company has developed with its employees.

For more information, visit the company's website at www.designsligna.com or email sdyaoo@designsligna.com.

ROBINSON -

Continued from page 5

tion infra-structure plus the availability of a dependable power supply and

work force. Floresteca has its own laboratory to experiment with cloning the best of Teak trees worldwide to provide the finest of this *Tectona grandis* species.

Every year about 6,000 hectares are added to the existing plantations including new areas in Brazil. These areas were in most cases previous cattle grazing lands, now they are beautiful stands of Teak trees. Fragments of native vegetation located close to the Teak plantations will remain untouched making it easier for fauna to move within the plantations. The development of these plantations has had a considerable impact on the social and economic conditions of the regions where they are established. The relationship of Floresteca with the local communities is a very important component providing more than 1,200 direct jobs, which increase every year.

Teak is one of the most tradable and well-known species in the world, with centuries of international trading history. Today, plantation Teak is well-accepted by all markets and seen as a very positive step in providing this valuable species in a responsible and sustainable way. A target of 40,000m3 of

Teak round logs is set for 2009, which will increase substantially in the coming years. In addition, lumber will soon come out of Floresteca's new state-of-the-art sawmill which includes a log optimizer. A second sawmill plus additional kilns will be built in 2009.

Robinson Lumber Company and its marketing partner, APP Timber, based in Malaysia, are proud to have joined Floresteca in marketing this valuable species from well-managed plantations that will provide consumers with a continual flow of high quality FSC Teak products legally grown in a responsible manner. Over the past 115 years Robinson has supplied temperate/ tropical softwoods and hardwoods, therefore the addition of FSC plantation Teak follows the modern trend to encourage replacement of overcut, high demand species, providing quality wood that is grown on previously non productive areas.

Teak products add appropriately to the current Robinson product line of North, Central and South American hardwood and softwood lumber, decking, flooring and other value-added items from their manufacturing facilities in the United States, Honduras and Brazil in addition to extensive inventories in the U.S. and Europe. The fourth generation of Robinsons, who now manage the company, are fully committed to the future growth of our industry in a responsible, sustainable fashion as are the owners and managers of APP Timber and Floresteca.

For further information regarding this project, please e-mail Jim Summerlin at jsummerlin@roblumco.com.

HAWKEYE -

Continued from page 6

investments in technology to stay on the leading edge of this industry," said Marcus Hawkinson, who works in kiln-dried lumber sales and handles green and kiln-dried lumber procurement and trucking. "We will continue to provide an exceptional product to our customers and a good safe working environment for our employees."

John Hawkinson, owner of Hawkeye Forest Products Inc., actually began his career in the hardwood lumber industry in 1975, by selling lumber out of the garage of his home. The small company, Boise Hardwood Inc., was a distributor of hardwood lumber and plywood in the Boise, Idaho market. Hawkeye Forest Products Inc. was established in 1983 to be the sole supplier to Boise Hardwood Inc. Boise Hardwood Inc. was sold in August of 1990.

The Hawkinson family also has ownership in a concentration yard and dry kiln facility in Kansas City, Kan., called Kansas City Hardwood Corp., that specializes in Red and White Oak, Black Walnut and Soft Maple. KCHC is managed by part-owner Dan Schneider.

Hawkeye Forest Products manufactures about 6 million board feet of Northern hardwoods in such species as Black Walnut (4/4 through 10/4); Cherry (4/4 through 8/4); White Oak (4/4 through 5/4); Red Oak (4/4 through 6/4); Hickory (4/4 through 6/4); and Hard Maple (4/4 through

Continued on page 19

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HAWKEYE -

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8/4).

The company also purchases an additional 100,000 board feet of green lumber a month of Ash in 4/4 FAS, SAP and Better; Canadian White Paper Birch in 4/4 No. 1 Common and Better, SAP and Better; Basswood in 4/4 through 12/4 FAS; Tennessee "Aromatic" Red Cedar in 4/4 premium grade; as well as Hard Maple, Cherry, White Oak and Hickory to supplement production.

Hawkeye produces lumber, width-sorted and gang-ripped flooring blanks and markets veneer logs domestically and internationally. The firm uses end wax on its veneer logs, as well as plastic, heat-resistant log savers to help prevent end splits, which are both supplied by U-C Coatings. At this time, the only species that is rift and quartered are Red and White Oak in 4/4 only.

Hawkeye Forest Products has 45 full-time employees on site in Trempealeau, Wis., including 25 workers in the sawmill and another 20 workers in the dry division. Key executives at the firm's Boise, Idaho, headquarters include: John Hawkinson, president; Kathy Hawkinson, secretary/treasurer, who heads up the accounting department; Jennifer Geiger, John and Kathy's daughter, who handles documentation for international sales for both lumber and logs; Marcus Hawkinson, John and Kathy's son; Tony Geiger, Jennifer's husband, who works in kiln-dried lumber sales; and Bob Cook, controller/financial analyst.

Key employees in Trempealeau include: Jim Erickson, dry division manager; Greg Heinz, the company's first employee, who handles shipping and receiving; Mark Rogers, kiln and boiler operator; Chad Rumpel, procurement resource manager; and Ken Dahl and Lynn Shultz, who manage the sawmill operations.

Looking back on the 25 years, Marcus said Hawkeye Forest Products was "established to be the sole supplier to our distribution yard in Boise, and our specialty from day one has been mixed truckloads. We have always believed in the philosophy that bigger isn't always better. Because of our size, we are very detailed and have always paid close attention to quality, aesthetics and to our packaging. We try to manufacture a product that catches people's attention. With our size, we can't be everything to everybody, but we can be a consistent, loyal supplier."

Hawkeye procures its logs within a 150-mile radius of Trempealeau, which includes Minnesota, Iowa, Illinois and Wisconsin. The firm has four log buyers on staff, that buy standing timber and the balance of the logs purchased are gatewood.

Hawkeye markets its products throughout the European and Asian markets, as well as the United States and Canada. Kiln-dried lumber is exported to Western Europe and Japan. Veneer logs are sold domestically and internationally.

Marcus said the company's high-grade lumber caters to distribution yards, furniture, flooring, cabinet, millwork and moulding producers and various other end-users. The compa-

ny sells low-grade cants to the pallet industry and the low-grade green lumber goes to an array of other low-grade end users. Hawkeye specializes in full and half packs, and maintains an inventory for just-in-time deliveries.

Geiger said the firm tries to communicate future production schedules "as much as possible so our customers can plan around it. But, we also keep an ample kiln dried inventory in the warehouse ready for prompt shipments. Our customers are surprised by how well we can do with multiple species."

Drying facilities at Hawkeye include: five American Wood Dryers Inc. dry kilns, which together carry a capacity of 225,000 board feet per charge and is fed by a Weiss wood waste boiler. The company also uses a Better Built Dry Kilns steamer for steaming Walnut, which has 40,000 board feet of lumber capacity per charge.

Marcus said that the firm's Black Walnut is cut and then steamed for 72 hours once the steamer reaches 180

to 190 degrees Fahrenheit. "We length-sort everything prior to it going into our steamer, because length-sorted lumber will accept steam better than non length-sorted lumber," he said. "After coming out of our steamer, the lumber is end waxed with U-C Coatings clear wax to prevent splitting and end checking. The lumber is then put up on sticks. All lumber comes out of our sawmill with three inches of overlength."

Marcus added that all whitewoods are put on Breeze Dried™ sticks and all lumber is waxed to ensure customers that they will receive the highest quality product available.

"We grade lumber both before and after kiln drying," he said. "After kiln drying, the lumber goes to a Mellott breakdown hoist and then through our Newman 282 planer, double-end trimmed to 1-inch overlength with our Newman KNO — 24 double-end trimmer and then regraded on our green chain. We surface about 98 percent of our products because we like to be

consistent with grade, color and texture."

After it is dried, the lumber remains indoors until it is shipped to the customer. "Because we load all of our trucks and containers indoors, lumber virtually doesn't see daylight until it reaches the customer after coming out of the kilns. We use an indoor loading dock for loading containers, and we load flatbed trucks inside right on a scale," Marcus said. "We put cardboard cover sheets over the top of all of our FAS lumber so products arrive in a very clean, presentable fashion."

Hawkeye Forest Products Inc. is a member of the National Hardwood Lumber Assoc., Lake States Lumber Assoc., Indiana Hardwood Lumbermen's Assoc. and the U.S. Lumber Shippers Assoc.

For more information, contact Hawkeye Forest Products Inc. at 888-242-9539, visit www.hawkeyeforest.com or e-mail sales@hawkeyeforest.com.



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U.S.D.A. FOREIGN AGRICULTURAL SERVICE FAS EXPORT COMMODITY AGGREGATIONS

Area/Countries of Destination and commodities exported	January-December Values in \$					January-April Comparisons		Percent Change
	2003	2004	2005	2006	2007	2007	2008	%
AUSTRALIA								
HARDWOOD LUMBER, WHITE OAK	3,770,820	5,599,254	3,970,817	2,886,167	2,687,618	876,390	1,041,414	18.83
HARDWOOD LUMBER, CHERRY	291,712	242,130	511,997	714,821	654,032	55,893	356,388	537.63
AUSTRIA								
HARDWOOD LUMBER, WHITE OAK	54,655	24,938	0	26,746	162,346	89,251	0	--
HARDWOOD LUMBER, WALNUT	19,610	101,875	17,259	662,970	885,728	644,508	10,378	-98.39
HARDWOOD LUMBER, ASH	0	38,628	0	0	36,375	18,748	0	--
BELGIUM								
HARDWOOD LUMBER, WHITE OAK	11,068,471	11,413,721	11,155,907	9,314,142	7,992,397	3,180,761	3,314,403	4.2
HARDWOOD LUMBER, MAPLE	1,355,473	2,030,121	2,163,171	2,300,760	1,296,151	589,854	297,866	-49.5
HARDWOOD LUMBER, ASH	704,981	868,236	836,869	935,930	861,944	211,880	375,578	77.26
HARDWOOD LUMBER, RED OAK	629,582	242,627	220,465	224,535	210,673	32,075	220,814	588.43
BRAZIL								
HARDWOOD LUMBER, TROPICAL	0	101,315	9,310	1,231,336	2,245,507	1,794,964	354,999	-80.22
CANADA								
HARDWOOD LUMBER, CHERRY	44,930,407	52,503,188	50,252,840	46,179,387	40,371,720	15,558,256	10,181,826	-34.56
HARDWOOD LUMBER, MAPLE	83,610,404	95,372,426	116,159,973	121,004,950	89,109,601	34,140,949	29,471,834	-13.68
HARDWOOD LUMBER, ASH	14,619,739	17,477,035	15,175,096	12,652,712	10,632,561	4,334,046	2,963,328	-31.63
HARDWOOD LUMBER, BIRCH	10,790,197	10,224,196	7,235,268	9,149,257	8,625,894	3,024,165	3,519,665	16.38
HARDWOOD LUMBER, WESTERN RED ALDER	4,647,894	11,005,521	9,777,037	10,797,128	7,113,074	3,217,797	1,494,793	-53.55
CHINA								
HARDWOOD LUMBER, YELLOW POPLAR	12,159,886	19,771,257	26,461,804	48,467,788	37,971,712	10,946,948	9,516,114	-13.07
HARDWOOD LUMBER, RED OAK	17,945,642	24,165,565	31,444,635	49,930,007	34,852,932	10,776,766	13,625,310	26.43
HARDWOOD LUMBER, WESTERN RED ALDER	21,464,866	28,827,948	45,180,182	36,924,965	29,216,958	9,879,860	6,748,689	-31.69
HARDWOOD LUMBER, MAPLE	11,907,774	17,649,412	19,069,490	26,813,075	22,918,119	9,285,710	5,283,496	-43.1
HARDWOOD LUMBER, WALNUT	4,581,891	7,175,220	8,013,132	5,443,092	8,578,687	3,163,497	2,120,003	-32.99
HARDWOOD LUMBER, HICKORY	1,737,552	1,634,648	1,879,985	4,714,852	8,339,027	1,965,852	1,384,500	-29.57
HARDWOOD LUMBER, CHERRY	6,876,656	8,669,093	12,040,606	16,653,507	6,052,475	3,121,393	737,024	-76.39
HARDWOOD LUMBER, BIRCH	26,009	83,189	103,493	150,368	689,925	316,887	84,339	-73.39
HARDWOOD LUMBER, BEECH	89,429	0	123,675	49,407	44,211	36,215	64,368	77.74
DENMARK								
HARDWOOD LUMBER, WHITE OAK	3,528,717	6,766,882	6,922,232	8,554,608	6,295,661	2,574,629	1,381,789	-46.33
HARDWOOD LUMBER, WALNUT	1,596,133	1,408,600	1,831,412	3,344,203	1,631,124	618,013	352,823	-42.91
HARDWOOD LUMBER, ASH	541,356	1,060,648	601,817	1,175,823	1,297,900	501,564	294,196	-41.34
EGYPT								
HARDWOOD LUMBER, RED OAK	20,000	73,804	241,390	536,402	936,721	320,860	449,489	40.09
HARDWOOD LUMBER, ASH	287,087	376,582	575,677	397,615	411,685	66,971	129,344	93.13
HARDWOOD LUMBER, YELLOW POPLAR	12,055	12,827	17,716	187,415	188,213	54,909	109,352	99.15
HARDWOOD LUMBER, WALNUT	17,511	19,267	30,390	82,992	165,587	33,917	3,866	-88.6
HARDWOOD LUMBER, CHERRY	0	6,925	4,798	23,873	139,663	107,210	0	--
ESTONIA								
HARDWOOD LUMBER, WHITE OAK	664,113	944,580	1,211,532	1,841,082	1,789,566	528,646	276,371	-47.72
HARDWOOD LUMBER, ASH	7,056	39,223	57,528	57,873	255,175	40,585	444,714	995.76
FINLAND								
HARDWOOD LUMBER, WHITE OAK	1,814,904	2,616,406	2,226,916	2,233,883	1,882,624	933,948	557,442	-40.31
HARDWOOD LUMBER, WALNUT	311,191	408,313	427,364	392,045	560,513	174,789	282,641	61.7
HARDWOOD LUMBER, CHERRY	694,648	696,268	584,286	711,647	552,236	304,846	93,680	-69.27
HARDWOOD LUMBER, RED OAK	389,022	131,509	251,922	349,305	131,994	88,861	6,460	-92.73
HARDWOOD LUMBER, ASH	122,398	83,455	167,751	259,058	124,644	83,658	65,575	-21.62
HARDWOOD LUMBER, MAPLE	12,474	230,387	68,928	280,601	61,671	37,070	5,382	-85.48
FRANCE								
HARDWOOD LUMBER, WHITE OAK	4,455,562	4,794,017	6,943,193	7,107,658	4,255,344	1,950,214	2,152,430	10.37
HARDWOOD LUMBER, CHERRY	1,983,887	2,107,213	1,123,920	987,122	871,618	440,654	384,841	-12.67
HARDWOOD LUMBER, MAPLE	472,436	505,588	568,727	769,693	787,896	391,866	184,688	-52.87
HARDWOOD LUMBER, ASH	132,228	286,091	267,625	454,280	781,538	352,595	177,463	-49.67
HARDWOOD LUMBER, WESTERN RED ALDER	750,922	787,065	934,438	361,687	683,708	162,871	103,067	-36.72
HARDWOOD LUMBER, WALNUT	34,017	0	4,466	71,453	215,939	23,683	54,713	131.02
HARDWOOD LUMBER, YELLOW POPLAR	429,140	1,040,917	455,714	421,604	168,156	121,062	15,085	-87.54
HARDWOOD LUMBER, RED OAK	2,441,245	2,945,740	193,960	73,110	79,342	49,214	119,028	141.86
GERMANY								
HARDWOOD LUMBER, WHITE OAK	8,050,095	11,550,084	10,606,978	14,697,875	10,273,234	3,777,756	2,594,882	-31.31
HARDWOOD LUMBER, WALNUT	1,729,772	4,052,438	4,363,175	4,976,520	5,553,211	2,453,971	1,083,412	-55.85
HARDWOOD LUMBER, WESTERN RED ALDER	1,968,838	6,874,670	11,399,932	7,816,864	3,172,550	2,493,193	323,742	-87.01
HARDWOOD LUMBER, CHERRY	2,031,763	3,185,397	3,243,072	2,963,452	2,329,661	845,389	517,193	-38.82
HARDWOOD LUMBER, MAPLE	3,806,573	4,284,391	2,732,159	2,632,150	2,104,511	1,160,365	462,970	-60.1
HARDWOOD LUMBER, ASH	582,613	1,098,145	957,537	1,134,891	1,851,815	636,795	259,805	-59.2
HARDWOOD LUMBER, RED OAK	86,694	121,953	244,774	265,628	263,936	46,048	173,471	276.72
HARDWOOD LUMBER, HICKORY	418,937	287,946	313,526	502,046	196,023	101,803	133,514	31.15
GREECE								
HARDWOOD LUMBER, WHITE OAK	5,775,004	5,910,828	7,696,460	8,277,338	6,784,415	2,597,161	2,239,355	-13.78
HARDWOOD LUMBER, RED OAK	622,450	836,987	1,321,345	1,837,790	2,896,400	970,536	1,187,385	22.34
HARDWOOD LUMBER, ASH	692,763	631,029	787,466	882,997	799,852	330,661	289,057	-12.88
HARDWOOD LUMBER, YELLOW POPLAR	594,186	768,693	575,234	903,315	703,255	245,726	171,463	-30.22
HARDWOOD LUMBER, WALNUT	56,891	70,767	292,583	227,617	204,238	115,539	185,436	60.5
HARDWOOD LUMBER, MAPLE	306,529	256,530	98,694	237,173	89,477	36,184	127,166	251.44
HONG KONG								
HARDWOOD LUMBER, RED OAK	9,067,552	10,225,659	5,048,533	6,477,896	4,360,553	1,169,516	1,437,225	22.89
HARDWOOD LUMBER, CHERRY	5,291,811	3,724,168	3,050,434	2,867,732	3,527,609	1,329,085	215,777	-83.76
HARDWOOD LUMBER, YELLOW POPLAR	15,114,493	11,451,466	5,719,066	4,313,033	3,186,591	846,240	1,208,142	42.77
HARDWOOD LUMBER, MAPLE	6,616,063	8,075,874	6,961,244	5,811,836	3,085,833	1,609,491	749,059	-53.46
HARDWOOD LUMBER, WHITE OAK	3,312,114	3,470,270	2,941,355	3,267,891	3,072,762	927,072	1,581,893	70.63
HARDWOOD LUMBER, WALNUT	9,780,568	12,868,541	8,524,054	6,410,729	2,928,775	1,398,998	349,917	-74.99
HARDWOOD LUMBER, ASH	3,463,816	3,232,686	1,532,395	1,776,927	2,854,465	935,006	474,846	-49.21
HARDWOOD LUMBER, WESTERN RED ALDER	6,114,134	5,355,621	3,019,491	2,251,479	480,448	70,947	103,763	46.25
INDONESIA								
HARDWOOD LUMBER, WHITE OAK	2,740,076	5,925,627	5,621,384	8,647,079	8,288,410	2,139,067	3,295,809	54.08
HARDWOOD LUMBER, MAPLE	1,442,016	2,250,441	3,088,148	1,628,762	2,235,920	1,023,429	1,281,841	-39.24
HARDWOOD LUMBER, WALNUT	253,532	894,401	671,316	2,102,583	1,460,571	497,854	399,978	-19.66
HARDWOOD LUMBER, ASH	1,145,883	1,472,439	1,099,527	898,181	1,045,004	235,082	564,432	140.1
HARDWOOD LUMBER, WESTERN RED ALDER	130,603	365,107	449,021	395,059	1,020,438	425,946	346,691	-18.61
HARDWOOD LUMBER, RED OAK	870,260	1,014,728	1,116,318	934,874	971,701	255,010	623,851	144.64
HARDWOOD LUMBER, HICKORY	10,928	181,056	161,933	402,183	660,841	218,535	0	--
HARDWOOD LUMBER, CHERRY	511,750	999,002	1,562,042	908,891	233,049	0	170,142	--
HARDWOOD LUMBER, BIRCH	54,239	0	10,000	11,910	87,492	87,492	0	--
INDIA								
HARDWOOD LUMBER, WHITE OAK	23,158	0	0	29,716	153,627	0	131,773	--
HARDWOOD LUMBER, MAPLE	16,100	9,028	161,689	59,214	113,900	60,211	340,079	464.81
IRELAND								
HARDWOOD LUMBER, WHITE OAK	6,339,992	9,087,204	11,759,972	16,534,480	11,565,180	4,208,186	2,686,248	-36.17
HARDWOOD LUMBER, WALNUT	592,275	851,535	1,500,980	2,081,417	2,222,806	552,551	900,952	63.05
HARDWOOD LUMBER, ASH	2,009,951	2,856,040	3,557,820	3,309,712	2,003,832	813,492	356,905	-56.13
HARDWOOD LUMBER, CHERRY	1,374,162	1,510,252	1,500,662	1,407,072	1,240,663	426,841	308,218	-27.79
HARDWOOD LUMBER, RED OAK	1,732,715	1,574,729	1,425,190	1,436,961	477,606	156,883	99,961	-36.28

U.S.D.A. FOREIGN AGRICULTURAL SERVICE FAS EXPORT COMMODITY AGGREGATIONS

Area/Countries of Destination and commodities exported	January-December Values in \$					January-April Comparisons		Percent Change
	2003	2004	2005	2006	2007	2007	2008	%
LATVIA								
HARDWOOD LUMBER, WHITE OAK	77,587	34,461	69,169	215,535	421,550	187,693	30,046	-83.99
HARDWOOD LUMBER, WESTERN RED ALDER	0	0	13,113	63,026	100,800	31,423	66,012	110.08
HARDWOOD LUMBER, MAPLE	0	0	0	0	64,977	0	73,324	--
MAURITIUS								
HARDWOOD LUMBER, WHITE OAK	76,911	102,795	165,386	180,569	132,694	59,368	38,389	-35.34
HARDWOOD LUMBER, WALNUT	0	0	0	0	103,082	4,421	38,641	774.03
HARDWOOD LUMBER, MAPLE	0	72,913	37,380	0	68,207	0	0	--
MALTA								
HARDWOOD LUMBER, WHITE OAK	1,551,747	1,613,081	1,465,836	1,645,113	1,203,355	390,215	168,317	-56.87
HARDWOOD LUMBER, ASH	120,092	119,110	63,026	24,031	235,617	103,548	19,094	-81.56
HARDWOOD LUMBER, WALNUT	67,693	128,757	55,529	88,667	52,786	23,791	125,579	427.84
MEXICO								
HARDWOOD LUMBER, MAPLE	12,821,939	16,377,154	23,697,715	35,162,925	25,568,908	9,604,109	5,829,619	-39.3
HARDWOOD LUMBER, RED OAK	23,053,807	34,192,941	31,732,698	23,596,808	19,780,796	6,246,006	5,749,679	-7.95
HARDWOOD LUMBER, WESTERN RED ALDER	12,443,569	11,052,119	15,531,801	16,994,330	10,106,176	3,560,748	2,774,901	-22.07
HARDWOOD LUMBER, BIRCH	592,635	829,881	1,314,512	2,137,170	4,230,131	1,136,645	1,421,665	25.08
HARDWOOD LUMBER, ASH	1,049,631	773,175	739,983	1,511,377	2,940,278	628,597	1,132,228	80.12
HARDWOOD LUMBER, WHITE OAK	2,591,801	2,679,598	4,444,287	6,072,751	2,900,808	1,594,844	820,600	-48.55
HARDWOOD LUMBER, CHERRY	1,516,579	1,494,226	2,313,902	1,171,652	2,119,889	706,150	1,348,419	90.95
HARDWOOD LUMBER, WALNUT	285,987	698,351	808,421	1,773,011	916,604	375,764	273,564	-27.2
HARDWOOD LUMBER, HICKORY	561,489	83,884	69,120	254,550	298,762	230,457	58,875	-74.45
MALAYSIA								
HARDWOOD LUMBER, WHITE OAK	4,246,081	6,089,459	5,064,208	6,937,510	9,391,448	3,734,342	954,872	-74.43
HARDWOOD LUMBER, RED OAK	3,255,353	4,984,709	2,432,580	2,986,512	2,049,188	665,429	341,289	-48.71
HARDWOOD LUMBER, WALNUT	152,846	905,784	850,191	971,474	1,754,339	376,715	1,011,857	168.6
HARDWOOD LUMBER, MAPLE	3,413,834	3,390,271	3,277,898	1,557,160	1,742,368	918,419	133,824	-85.43
HARDWOOD LUMBER, YELLOW POPLAR	359,652	1,073,330	858,573	547,275	1,667,387	285,183	484,521	69.9
HARDWOOD LUMBER, ASH	694,834	546,468	509,832	513,712	640,324	20,841	53,254	155.53
HARDWOOD LUMBER, CHERRY	1,593,991	1,420,938	973,952	1,356,098	576,948	196,228	101,772	-48.14
NETHERLANDS								
HARDWOOD LUMBER, CHERRY	2,076,167	3,084,890	2,578,456	3,052,642	2,729,174	1,193,466	526,587	-55.88
HARDWOOD LUMBER, WALNUT	931,964	2,187,437	1,893,869	2,529,643	2,597,486	715,717	834,938	16.66
HARDWOOD LUMBER, ASH	789,608	953,969	832,764	1,246,807	978,415	268,967	242,996	-9.66
HARDWOOD LUMBER, YELLOW POPLAR	759,495	418,957	883,882	1,105,283	847,865	488,567	338,642	-30.69
HARDWOOD LUMBER, MAPLE	897,728	1,173,598	773,972	866,242	633,529	320,722	166,721	-48.02
HARDWOOD LUMBER, RED OAK	93,728	176,487	186,337	55,388	238,823	77,807	62,652	-19.48
HARDWOOD LUMBER, WESTERN RED ALDER	852,810	668,499	552,341	572,097	236,054	42,859	130,057	203.45
HARDWOOD LUMBER, HICKORY	125,896	112,368	180,136	85,261	189,696	99,661	109,733	10.11
NORWAY								
HARDWOOD LUMBER, WHITE OAK	3,484,491	4,454,183	5,341,708	5,744,900	4,598,148	1,890,733	1,171,635	-38.03
HARDWOOD LUMBER, RED OAK	886,621	567,288	625,369	568,558	706,762	244,931	199,191	-18.67
HARDWOOD LUMBER, CHERRY	238,420	315,584	115,747	403,918	425,832	310,920	43,375	-86.05
HARDWOOD LUMBER, YELLOW POPLAR	91,860	94,380	101,415	117,890	297,800	73,251	28,962	-60.46
HARDWOOD LUMBER, ASH	224,104	379,945	178,322	366,009	257,994	143,957	61,462	-57.31
HARDWOOD LUMBER, WALNUT	23,998	31,681	94,232	237,198	241,707	80,407	107,986	34.3
HARDWOOD LUMBER, WESTERN RED ALDER	0	45,909	0	46,339	0	0	39,791	--
HARDWOOD LUMBER, MAPLE	759,445	323,084	263,630	115,020	181,627	79,134	23,117	-70.79
POLAND								
HARDWOOD LUMBER, WALNUT	0	9,415	139,757	23,337	264,537	26,811	356,936	1231.3
PORTUGAL								
HARDWOOD LUMBER, WHITE OAK	16,797,995	21,985,065	22,015,462	19,927,000	23,686,582	7,904,391	7,702,116	-2.56
HARDWOOD LUMBER, CHERRY	2,567,573	3,241,647	5,368,307	4,680,878	3,216,355	1,701,550	857,196	-49.62
HARDWOOD LUMBER, ASH	396,372	512,623	1,001,130	1,707,356	2,529,621	686,807	1,397,613	103.49
HARDWOOD LUMBER, WALNUT	113,851	141,508	359,704	1,269,176	1,523,706	893,973	115,647	-86.92
HARDWOOD LUMBER, MAPLE	754,325	289,999	946,648	967,841	1,183,202	617,274	756,705	22.50
HARDWOOD LUMBER, RED OAK	28,717	77,500	67,692	181,800	1,161,151	125,512	635,421	408.26
HARDWOOD LUMBER, WESTERN RED ALDER	2,485,905	1,860,677	1,595,840	1,391,279	887,203	612,921	182,528	-70.22
HARDWOOD LUMBER, YELLOW POPLAR	1,360,727	537,598	587,568	421,317	391,879	267,808	89,097	-66.73
SAUDI ARABIA								
HARDWOOD LUMBER, RED OAK	8,964,427	16,052,532	12,025,505	5,022,041	3,835,886	1,145,473	668,264	-41.66
HARDWOOD LUMBER, ASH	456,098	1,345,514	853,416	250,695	480,404	226,847	402,168	77.29
HARDWOOD LUMBER, CHERRY	713,523	491,077	740,740	887,651	327,577	79,570	37,950	-52.31
HARDWOOD LUMBER, WALNUT	252,331	183,846	164,641	99,331	172,091	78,214	33,871	-56.69
HARDWOOD LUMBER, MAPLE	895,800	975,406	515,643	601,697	102,623	102,623	15,345	-85.05
SOUTH AFRICA								
HARDWOOD LUMBER, RED OAK	1,993,842	1,715,239	1,463,543	900,953	1,257,489	449,074	191,458	-57.37
HARDWOOD LUMBER, ASH	732,442	518,634	768,860	1,010,529	1,134,886	214,692	356,602	66.1
HARDWOOD LUMBER, MAPLE	1,312,518	1,328,090	2,196,656	1,730,190	934,422	445,177	258,159	-42.01
HARDWOOD LUMBER, WALNUT	64,002	138,130	199,874	276,872	625,724	119,004	212,856	78.86
SINGAPORE								
HARDWOOD LUMBER, WHITE OAK	675,738	884,318	456,398	808,253	519,765	148,242	254,638	71.77
SPAIN								
HARDWOOD LUMBER, WHITE OAK	67,697,009	75,528,516	76,360,308	69,776,859	63,219,506	22,023,632	12,127,052	-44.94
HARDWOOD LUMBER, RED OAK	959,383	922,361	868,477	764,296	3,968,033	977,996	882,265	-9.79
HARDWOOD LUMBER, WESTERN RED ALDER	6,525,364	7,751,314	7,969,792	5,299,750	3,837,160	1,258,208	865,693	-31.2
HARDWOOD LUMBER, ASH	2,009,457	2,286,808	1,879,130	2,456,200	3,185,005	1,086,460	986,673	-9.18
HARDWOOD LUMBER, CHERRY	5,458,281	5,496,159	4,924,739	4,109,843	2,904,509	1,513,260	562,483	-62.83
HARDWOOD LUMBER, YELLOW POPLAR	5,791,209	6,896,445	6,210,183	8,526,947	2,170,088	1,594,475	236,433	-85.17
HARDWOOD LUMBER, MAPLE	1,524,044	1,284,558	1,721,756	1,285,389	2,065,130	775,463	742,035	-4.31
HARDWOOD LUMBER, WALNUT	1,350,548	573,169	789,060	780,425	754,833	301,198	196,020	-34.92
HARDWOOD LUMBER, HICKORY	12,513	13,507	23,220	41,659	29,365	15,417	125,824	716.14
SWEDEN								
HARDWOOD LUMBER, WHITE OAK	8,800,141	10,644,036	11,417,842	12,595,191	10,045,346	3,638,541	2,221,044	-38.96
HARDWOOD LUMBER, WALNUT	1,014,725	1,696,115	2,411,843	3,535,945	3,022,505	1,168,368	595,073	-49.07
HARDWOOD LUMBER, CHERRY	2,837,591	3,187,503	2,402,003	1,647,334	1,247,420	602,633	243,083	-59.66
HARDWOOD LUMBER, ASH	405,443	322,055	591,607	828,350	592,162	324,437	184,753	-43.05
HARDWOOD LUMBER, WESTERN RED ALDER	334,893	831,119	795,835	838,048	587,052	415,672	41,086	-90.12
HARDWOOD LUMBER, HICKORY	88,183	157,958	160,014	344,662	465,317	280,516	63,318	-77.43
HARDWOOD LUMBER, YELLOW POPLAR	268,095	269,619	532,275	694,770	365,133	208,633	0	--
HARDWOOD LUMBER, MAPLE	189,595	253,275	341,503	152,437	178,235	44,215	83,855	89.65
HARDWOOD LUMBER, RED OAK	241,078	134,282	404,031	271,450	85,448	71,118	43,752	-38.48
SWITZERLAND								
HARDWOOD LUMBER, RED OAK	25,379	40,680	140,723	646,904	38,863	0	176,883	--
HARDWOOD LUMBER, YELLOW POPLAR	0	80,620	165,833	163,976	14,000	0	76,031	--
UNITED ARAB EMIRATES								
HARDWOOD LUMBER, RED OAK	739,139	1,309,414	1,426,431	1,440,323	3,373,897	938,539	744,173	-20.71
HARDWOOD LUMBER, ASH	1,211,427	1,096,784	2,526,269	1,354,053	2,054,106	274,610	487,298	77.45
HARDWOOD LUMBER, WALNUT	514,085	697,565	257,161	50,865	1,542,217	98,006	536,009	446.91
HARDWOOD LUMBER, CHERRY	1,605,519	1,525,005	916,528	1,451,662	1,515,062	549,936	276,813	-49.66
HARDWOOD LUMBER, WHITE OAK	84,789	277,295	285,884	823,978	1,070,488	199,801	555,536	178.04
HARDWOOD LUMBER, MAPLE	820,607	413,445	684,634	645,752	580,783	178,745	346,260	93.72
HARDWOOD LUMBER, YELLOW POPLAR	0	90,655	194,732	195,167	246,392	21,878	79,256	262.26
THAILAND								
HARDWOOD LUMBER, YELLOW POPLAR	988,930	1,621,339	1,258,178	2,086,271	4,855,167	1,434,305	1,426,210	-0.56
HARDWOOD LUMBER, WALNUT	852,949	1,142,985	1,904,628	3,271,904	4,272,315	1,235,582	704,487	-42.98
HARDWOOD LUMBER, WHITE OAK	4,703,820	5,257,161	4,667,644	5,592,898	4,216,860	1,575,091	1,257,754	-20.15
HARDWOOD LUMBER, MAPLE	2,731,947	2,211,683	2,440,589	3,563,379	2,118,294	1,294,369	337,348	-73.94
HARDWOOD LUMBER, ASH	1,777,352	2,192,834	1,886,179	1,955,262	1,868,338	468,302	648,095	38.39
HARDWOOD LUMBER, CHERRY	1,132,87							

CHERRY -
Continued from page 8

sawmills, additionally procures green lumber throughout New York, Pennsylvania, southern Ontario and Quebec, and processes approximately 25 million board feet of sawn timber per year. Once the logs have been processed through the sawmill, the lumber is carefully sticked, and put into one of nine kiln chambers.

Depending on grade, the lumber is then produced into either sorted-to-width grade lumber, ripped strips, dimensional blanks or pallets. Cherry Forest processes all domestic hardwoods, and produces sorted to width lumber in all grades of Hard Maple, Ash, Red and White Oak, Walnut and Cherry. The company maintains approximately 6 million board feet of inventory among five warehouses.

Cherry Forest Products operates its own delivery trucks, and guarantees swift delivery in its immediate area. The company also has over 10 years of experience in exporting lumber from the Port of Montreal in Montreal,

Que.

Built in 1986, Cherry Forest's Guelph, Ont., sawmill covers 25 acres, employs approximately 130 workers and boasts up-to-date lumber handling equipment including a new Walnut steamer, combination sticker/sorter and optimized ripped-to-width line. Everything but the log yard is paved ensuring that products remain neat and clean.

The Walnut steamer, which offers 15,000 FBM (foot board measure) of capacity per charge, was added so the company could steam its own Walnut and have better quality control. The sticking/sorting line offers two grading stations, and can sort and grade 100,000 board feet of lumber daily. The machine automatically tallies all footages by computer, and includes a moisture sensor to determine the moisture content of what is produced.

Cherry Forest Products also has a dimension plant that offers numerous re-manufactured goods ranging from ripped-to-width strips to dimensional blanks. The company offers custom ripping and quality checks for interna-

tional customers. Cherry Forest also hopes to install a thin kerf band mill in Guelph in the future.

Jacob Baranski, whose responsibilities include international sales and marketing, said Cherry Forest's spe-



Lumber is shown being processed through the company's new optimized rip line.

cialty is increasing customers' yields and inventory roll-over traditional production methods. This helps customers increase productivity and cash flow, allowing them to focus their time on pursuing profitable orders.

"No matter where you produce it, be it the most expensive or least expensive labor market in the world, wasted lumber is wasted lumber," Baranski

said. "By buying a product that is already semi-processed, you can definitely gain in efficiency. The key is to utilize your resources efficiently and to waste as little time and energy as possible."

Baranski noted that 20 years ago, many companies were forced to use random width lumber, and are still operating on the philosophy that they have no choice but to keep doing things the same way. "The market's changed, and now you can purchase cut-to-size lumber," he said. "Sometimes, we have to help customers understand the true cost of

trying to do it all themselves should be reviewed. We say, 'Look, you're using 80 percent of your resources to produce and market something you sell at a break even price just to move from inventory. Look at the intangible costs of that, and purchase something you can sell right away and make money on.' Very few companies who understand their costs can truly say that they are better off buying random width lumber than ripped-to-width strips or dimensional lumber."

Cherry Forest Products can offer its cut-to-size products cut, surfaced and color sorted to customer specifications, ready for moulding or S4S. The cut-to-size plant produces approximately 200 loads of high quality dimension blanks per year, and has been running at full capacity for the past five years.

A strict quality control program is in place, in which every bundle of ripped strips and dimension that is produced is quality checked on a number of variables. This system allows management to gauge the employees' ability to make quality conscience decisions.

Cherry Forest's veneer facility is located in Guelph, 40 minutes down the 401 Highway from the Toronto Airport. The facility produces approximately 1 million square meters of panel, door, and furniture veneers in Hard Maple, Cherry, Red and White Oak, Walnut, Ash and Hickory. The new dedicated building also provides a larger veneer showing area and ability to hold more inventory.

In addition to Jacob, key executives include John and Bob Baranski, co-presidents; Brian Walsh, purchasing; Joe Abele, veneer president; and Max Yott, veneer sales and purchasing.

Jacob said Cherry Forest Products has incorporated a number of secondary processes to build the firm into a fully integrated hardwood forest products provider.

"The key to our company is being able to take the log from its raw form and utilizing it in the best ways possible every time," he said. "We can take the best quality logs and produce sliced veneer, take the higher quality sawlogs and produce ripped-to-width and sorted-to-width lumber, take the middle quality and produce cut-to-size dimensional pieces or ripped strips, and put the lowest quality of the log into our pallet plant."

John Baranski added that Cherry Forest's goal is to be the most efficient user of the log, and find niche uses for each dimension, width and grade. He said the company provides "relentless


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Lumber



Veneer



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