JB WOODCRAFT -

Continued from page 20

"We have been getting wood from the U.S. for 10 years. So far, we have been happy with our suppliers and have not encountered any major problems with the use of American wood," José said.

The factory operates six days a week and its output stands at six containers per week.

At Tarlac, JB Woodcraft uses a kiln drying chamber as well as veneering equipment, though some of the veneering work is "outsourced" to a sister factory.

For veneering, veneer strips measuring 0.6mm in thickness are placed over MDF panels before they are sent to the hot press, a process that takes eight minutes to strengthen the bond. Thereafter, the sheets are sent for sanding, shaping and cutting.

Lamination involves cutting wood to size and placing them in a laminating machine before they are transferred to the shaping, boring and carving stations.

Woodworking involves cutting, planing, routing or shaping and boring, as well as the use of woodcarving machines while the parts are glued.

At JB Woodcraft, finishing is meticulously done while quality control is heavily emphasized. Gilding, the art of applying a layer of gold leaf over furniture parts is a specialty of JB Woodcraft's employees.

For JB Woodcraft, the company's forte lies in woodcarving and furniture design. This enables it to cater to the tastes of customers in the higher segment of the market. Its clientele includes notable names like Williams Sonoma Home, Julia Gray, Tomlinson and Front Gate in the U.S., as well as And So To Bed in the U.K.

"As far as the marketing part is concerned, we sell to distributors, retailers and also manufacturers," said José, who is currently president of the association of furniture exporters for Region 3 (PHILEXPORT) and a past president of the Chamber of Furniture Industries of the Philippines (Pampanga Chapter).

Among its outstanding achievements, JB Woodcraft takes pride in being involved in the production of the 22-karat gilt 18th century mirror frames for King Gustav of Sweden. Another company milestone was the creation of the throne for the 1994 Miss Universe Beauty Pageant. Today, the highly-prized item can be viewed at the company's showroom in Betis.

In recognition of its outstanding contribution to the development of the Philippine furniture industry, the company received the Golden Shell Award from the Department of Trade & Industry. It is also a recipient of the Best Entrepreneur Award, as well as the Award of Recognition from the National Productivity Congress.

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THOMPSON -

Continued from page 6

Mahogany."

Thompson Mahogany Co. was established in 1843 by Lewis Thompson, a carpenter from England, who opened a small furniture and cabinet operation called Lewis Thompson Mahogany Co. in Philadelphia. Because it was hard to obtain a dependable flow of Mahogany, Lewis began importing the species from Mexico and Central America. Soon after, the company stopped manufacturing furniture.

The company incorporated and became Thompson Mahogany Co. in 1926, and was sold to Mallinson-Denny, a United Kingdom-based timber company, in 1976. Don Thompson, who is not related to the original Thompson family, bought the business in 1985. The company has grown into one of the nation's top suppliers of imported woods.

In addition to Don Thompson, key employees at Thompson Mahogany Co. include Jim McDonald, vice president; Rob Nienaber, Bob Smith and Tom Smink, lumber sales; Connie Newman, Jim Larkey, Charlotte Buglio and Scott Zubrow, decking and flooring sales.

Thompson Mahogany sells approximately 7.5 million board feet annually of imported lumber, decking and flooring products in a variety of species. The firm specializes in Santos Mahogany, African Mahogany, Genuine Mahogany, Brazilian Redwood (Massaranduba), Brazilian Walnut (Ipe), Brazilian Cherry (Jatoba), Southern Chestnut (Cumaru), Tigerwood, Bubinga, Padouk, Wenge and others.

The firm imports approximately 26 species of sawn wood from Africa, South America, Southeast Asia and Australia.

The firm has two locations in the Philadelphia area, one for imported lumber and the other for imported flooring and decking. Lumber is about half the business with decking and flooring making up the balance. The main headquarters, which is located at 7400 Edmund St., is situated on seven acres in northeast Philadelphia, near I-95 and the ports of Philadelphia and Camden, N.J. The company has six Irvington-Moore dry kilns with a total capacity of 200 MBF, and several warehouses, which can store up to 1.5 million board feet of kiln-dried lumber.

Thompson Mahogany specializes in supplying hardwood distribution yards in the United States and Canada. The company offers orders pulled to length, width or grain in many species, as well as S2S and R1E millwork.

Full and multiple stop truckloads of mixed species and thicknesses can be shipped according to customer needs. Imported decking and flooring can also be put on the same truck as lumber orders.

Don said his firm also has the ability to prepare an order and ship it by common carrier on a customer's bill of lading.

"If a customer wants us to prepare an order for their customer and ship it on their bill of lading, we will do that," he said. "We view that as order fulfillment for our distribution customers, and they don't have to carry the inventory. Hardwood distribution yards are a very key part of our business, and we go out of our way to service those kinds of accounts."

Thompson Mahogany Co. has faced a number of challenges overseas in its quest to obtain hardwood lumber including World Wars I and II, depressions and foreign governmental changes. For example, Brazil banned the export of Mahogany in 1950. The ban was short lived, but disrupted the trade and stimulated the development of Peru and Africa as alternate sources. Those kinds of challenges still occur.

Don said the company does practice sustainable logging and is FSC certified. Tropical forests are logged for only the most valuable trees, and approximately 90 percent of trees are left standing.

Thompson Mahogany Co. is a member of the National Hardwood Lumber Assoc. and the International Wood Products Assoc. (IWPA) and avid supporter of C.U.R.E. (Conservation, Utilization, Reforestation, Education) and IWPA's forest conservation efforts.

Thompson Mahogany is also importing substantially less Mahogany than was brought in a century ago. Don said that is because the market is smaller. The firm has broadened the scope of the business and supplies a much broader range of species and services than in the past.

In closing, Don said the essence of his business is to supply high quality imported hardwoods to distributors and other customers on a quick delivery schedule.

"That's why we carry large inventories and replenish them regularly," he said. "We understand that in these economic times controlling inventory and getting the lumber you need, when you need it, is of utmost importance. We listen to our customers, and focus on quality and service. Let us show you what we can do."

For more information, contact Thompson Mahogany Co. at 215-624-1866, visit www.thomahog.com, or e-mail info@thomahog.com.

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HERMITAGE -

Continued from page 8

centage of any width our products will allow."

Hermitage also runs a planer production line where sorting for color is sometimes more important than sorting for width. The company's most important goal is to minimize handling, while at the same time offering more ability to fulfill customers' requests.

Boles added, "The way we packaged lumber was also upgraded with an automatic package maker to handle bulk items with each individual species and sort. For items

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HERMITAGE -

Continued from page 21

that are not considered bulk – the more specialized and smaller lots – those items are transferred to a pull chain that labels in bundle numbers that are separate from the bulk."

In 2006, a 40,000-board-foot capacity per charge Walnut steamer was built. "Steaming was done elsewhere for some time. We knew we would have better quality control if we were able to do it here," said Boles. With the addition of a 22,500-square-foot warehouse that same year, Hermitage Hardwood now inventories a diversified stock of up to 2.5 million board feet combined of Ash (4 through 8/4), Basswood (4/4 and 5/4), Poplar (4 through 10/4), Red and White Oak (4 through 6/4), Hickory, Hard and Soft Maple and Cherry kiln-dried lumber (4/4). Junior Kessler is responsible for the procurement of all green lumber.

At the end of '06 and early into 2007, the company installed a Picture Tally system. The benefits of this system include accurate and individual tallies on each bundle as well as individual bundle weights and automatic printouts of board footage for maximizing weight on truckload and container shipments. "By combining these individual capabilities we are able to load for the benefit of the customer," Boles said.

Boles plans to further develop production capacity, which will allow the company to process smaller quantities of specialty items such as Ash, Maple, Walnut and Oak in thicker stock than what Hermitage has traditionally been able to supply. "Our diversity will expand and we will be able to offer smaller quantities of selected items as the customer tells us what their needs are," he said.

The company markets lumber both domestically and internationally. The firm is targeting Scandinavia, Northern Europe, Mexico, China, Vietnam, Indonesia and Malaysia. The company distributes directly as well as through a vast resource of exporters, agents and importers. The company uses contract carriers and utilizes its own shipping department to handle containers for the railway to domestic customers.

Along with Boles, Lawson Maury and Adam Moran handle international sales. An experienced lumber veteran, Maury, who previously lived in Europe, is currently handling the majority of direct European export sales. Working under the guidance of Boles and Maury, Adam Moran, a recent graduate with a B.A. in Asian studies, who also studied in Beijing for a semester, recently began training to help develop domestic business and increase a presence in the Asian market. Steve Gunderson, also having an extensive lumber industry background, is focused on expanding North American markets.

Hermitage Hardwood's dry kiln capacity is approximately 875,000 board feet per charge, and the dry kilns and steamer are fueled by a wood waste boiler. The firm has a covered air-drying capacity of 4.5 million feet. Lumber is waxed on the ends to minimize checking and end splits, which is supplied by U•C Coatings Corp. The production target for Hermitage is 1.6 million board feet per month. The company is a member of the National Hardwood Lumber Assoc., Hardwood Manufacturers Assoc. and the Tennessee Forestry Assoc.

With 45 employees, other key personnel include Wilma Love, who is responsible for handling freight, insurance and other administrative duties; and Tracy Clark who oversees accounts receivable, payable and customer relations.

"One of the ultimate goals at Hermitage Hardwood is to develop procurement solutions for our customers. We want our customers to know that we are going to be here to do what we can to help maximize their potential in an increasingly challenging market," Boles said. The company is committed to providing a wide-range of high quality Appalachian hardwoods – on time – as ordered with a quality guarantee. By increasing efficiency, keeping current with technological advances and maintaining consistency and quality, Hermitage Hardwood Lumber Sales is well positioned for the future.

For more information about Hermitage Hardwood Lumber Sales visit them at www.hermitagehardwood.com or contact them directly at 931-526-6832.

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SALEM -

Continued from page 9

panels and almost anything made of wood.

As a separate business unit of Rowe Fine Furniture, Salem Frame operates as both a mill, supplying wood components to Rowe Fine Furniture for the making of its upholstered furniture; and as a yard, offering custom kiln drying and grading capabilities to lumber customers around the country and the world. The existing location was established in 1972, and the new 11,250-square-foot lumber grading chain structure is the first addition to the location in over 25 years.

Rowe Fine Furniture invested a total of $500,000 in the construction of the facility including the concrete slab, steel exterior structure and components of the grading chain. The new structure measures 25 feet high, 150 feet long and 75 feet wide. Industrial weight, breeze-dried panels are drawn and pulled back on a pulley system on both sides of one half of the length of the building, which allows wind for natural ventilation. The mesh panels are pulled aside when carts of packaged lumber are ready to be loaded on outgoing trucks.

"Rowe's commitment to support Salem Frame's ability to offer its lumber clients great service and a quality product is in keeping with Rowe's overall company goals," explained Stefanie J. Lucas, president and chief executive officer of Rowe Fine Furniture, which is headquartered in Elliston, Va. "Throughout all of our operations, we work to identify opportunities within our existing capabilities to grow the business, maintain jobs and increase both. Salem Frame's ability to now offer one-stop kiln drying, wood grading and packaging to its customers around the country strengthens our position in the lumber industry as well as strengthens a great Salem-based operation."

In 1963, Rowe purchased the Roanoke Woodworking Corp. to operate it as a wholly owned subsidiary and renamed it Salem Frame Co. In 1972, Salem Frame moved into a new 188,000-square-foot facility where it continues to be located. The feasibility of creating a one-stop shop for kiln drying and grading became more viable in late 2006 with the closing of Rowe's wood framing facility in Missouri.

Tim Worrell, lumber specialist at Salem Frame, began to research the feasibility of adding to the existing machinery and constructing a structure to house a complete lumber grading chain. In June 2007, an offer from Gilco Lumber Inc., headquartered in South Charleston, W.Va., helped move the proposal forward.

Gilco Lumber, which is headed by James H. "Buck" Harless and is an employee-owned firm, was looking for a wood yard that could handle kiln drying, grading, packaging and shipping. In a strategic partnership agreement, it was agreed that the output from Gilco's Cabin Creek, W.Va., sawmill would be flowed to Salem Frame. Gilco, which owns and operates four sawmills and two hardwood lumber concentration yards, has two trained lumber graders permanently based at Salem Frame, and also assisted Salem Frame in sourcing a trim saw, which was flat-bedded from Missouri to Virginia for installation.

The construction of the grading chain involved: initial excavation of the site, exterior steel structure and interior concrete slab by Price Buildings Inc., Rocky Mount, Va.; architectural plans by Parker Design Group Inc., Salem, Va.; surrounding pavement by Asphalt Solutions, Boones Mill, Va.; and interior equipment and electrical work by McDowell Mechanical Service, Marion, N.C.

Kenneth Cox, plant manager at Salem Frame, said the construction of the lumber grading chain has helped maintain positions at Salem Frame. The company currently operates from 6:30 a.m. to 3 p.m. Monday through Friday, but "the potential exists to increase capacity and add additional shifts," he said. Employees dedicated to the grading chain have already reached an all-time personal record of 34,000 board feet of lumber processed in one day. The team's goal is 50,000 board feet of lumber in one day.

The grading of lumber involves the inspection by a qualified grader of each board of lumber after it has been kiln dried. Based on the width of the board and the condition of both sides, the grader attributes a ranking to the board, which eventually determines how it will be used and at what price it will be sold.

Lumber is processed through Salem Frame's complete custom kiln drying oper-

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SALEM -

Continued from page 22

ation. First, loads of inbound, freshly cut lumber from the sawmill are kiln-dried. The lumber experiences a natural shrinkage of about 7 percent as the moisture is removed, a necessary process to ensure the wood's viability and usability. Stacks of lumber are then brought to the entrance of the grading chain structure where the lift operator moves them into position.

The tilt hoist operator oversees the mechanism that tilts the stack up and inwards so that each board gradually slides onto the grading platform, which is a mezzanine-height platform with a chain pulley embedded in the platform to help move the boards along. As the lumber moves along the platform, each board is inspected by the lumber grader, a trained professional who is familiar with wood species and necessary conditions to attribute a grade to each board.

With an instrument in each hand — a red marker on the tip of an extended stick to apply markings on the board to identify where it should be trimmed length-wise and how it has been graded, and a flexible measuring stick with a metal tip (lumber ruler) to measure the width and easily flip the board to inspect both sides — the lumber grader is the key role in the process. Each board then cascades down to the trim saw area where the red markings are interpreted and the boards are trimmed accordingly.

Each board is then checked after it is trimmed to see if it needs to be edge ripped. The board continues down the horizontal conveyor chain where it is pulled and placed on a cart with similarly graded lumber. Packs of lumber are then packaged and loaded on outgoing trucks or containers for shipment.

For more information on Salem Frame call 540-389-8661, or visit their Web site at www.customkilndrying.com. For more information on Gilco Lumber Inc., call 304-746-3160, click onto their Web site (www.gilcolumber.com) or e-mail them at sales@gilcolumber.com.

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GLOBAL BUYERS -

Continued from page 11

ernment partners, met recently at the Whistler Conference to network, view displays from vendors and listen to experts who presented analysis of the current market.

Peter Hall, Chief Economist, Export Development Canada, was the key guest speaker at the BC Wood Members, Architects and Designers Luncheon. Hall described an industry whose growth potential in Canada "is not good at all." Although he noted that domestic economy is "stable at the moment, exports are in recession" and there is "no quick fix." Hall clarified by adding that out of 13 export categories in Canada, nine are in "the red."

Hall continued that Canada produces 40 percent "more oil than we consume, and that figure is rising." He also predicts that base metal prices will follow the global trend downward and the value of the dollar will continue to weaken through the end of 2008. Yet he foresees strong growth in some emerging markets and a boom in infrastructure spending.

Ken Baker, the chief executive officer of the British Columbia Forestry Innovation Investment, also addressed those in attendance. Baker said that he was at the meeting "because the forest industry is the backbone of our economy and of our social infrastructure everywhere outside of Vancouver and Victoria, and the Province has a vital interest in the forest sector."

Baker added that nearly two-thirds of the Province is covered in forests, which translates into one-third of the Province's manufactured goods coming from forest products. In 2007, he noted, forest products equaled 39 percent of all exports from the Province. Annually, 70 to 75 million cubic meters of timber are harvested in British Columbia.

At the 2008 Global Buyers Mission, Baker said, 18 countries were represented.

In addition to hearing from the experts at GBM, attendees took advantage of an open forum discussion on international markets, competed in a golf tournament, socialized at receptions at the Roundhouse Lodge and Squamish Lil'wat Cultural Centre and toured the Whistler site.

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WASHINGTON SCENE -

Continued from page 2

logging.

New regulations will be phased-in beginning Dec. 15, 2008, through April 1, 2009, which will be an educational period with the use of a voluntary paper declaration. The delay is in part to allow time for an electronic filing system.

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BUSINESS TRENDS (ABROAD)

New Zealand

The New Zealand government recently announced plans to introduce a new requirement for retailers to clearly display whether they have information about the legality of their Kwila/Merbau timber and timber products.

The new scheme will require all retailers and merchants of products made from Kwila to clearly indicate at the point of sale whether they have information about the legality of such products from a New Zealand government-recognized verification scheme. Kwila, also known as Merbau, is a tropical hardwood species native to Southeast Asia and the Pacific Islands. It is most often imported for use in decking or as outdoor furniture.

"By introducing the scheme, New Zealand is playing its part as a responsible global citizen and demonstrating that illegal logging will not be tolerated by international communities over the long term," said Jim Anderton, New Zealand forestry minister.

Anderton said that 13 percent of all sawn timber imported into New Zealand may be illegally logged. Kwila/Merbau has been targeted for this new labeling requirement because it is estimated to comprise over 80 percent of the suspiciously sourced imported timber. The government will meet with industry and other stakeholders to develop practical standards and procedures before introducing the scheme in 2009 or 2010.

Vietnam

According to recent reports, Vietnam ranks as the sixth-rated buyer of U.S. hardwood lumber in the world. The total value of lumber purchases was $65.1 million in 2007, up 50 percent from 2006. The 2008 figures were not yet complete as of press time.

The most popular species by volume are Yellow Poplar, followed by White Oak, Red Alder and Ash. The volume of White Oak and Yellow Poplar purchases doubled last year.

Additionally, furniture buyers in search of cheaper prices list Vietnam as the chief sourcing alternative to China. That country jumped to number three in the ranking of wood furniture suppliers to the U.S. in 2007.

West Africa

According to recent reports, trading conditions have remained difficult in West Africa, although there has been some stability in prices. Steady buying from China has been the major stabilizing factor, although prices have held at current lower levels and are unlikely to improve in the near term.

Okan has been the species in highest demand with prices climbing slightly. Some parts of the country have seen mill closures and/or staff reductions. It is likely that the United States and United Kingdom financial crises have yet to be felt fully in African building construction and housing, and furniture manufacturing and sales. The timber supplying sector is expected to be seriously impacted well into the first quarter of 2009.

Italy

According to Acimall, the Italian woodworking machinery and tools industry has dropped by as much as 18.1 percent year-to-date. This figure is the result of reduced business on foreign markets (down 13.2 percent), which have always been very interested in "made in Italy" products, added to the significant slowdown of the Italian market (down 32.6 percent).

The survey by Acimall shows prices have

Continued on page 26

import/export timber products' stock exchange

import/export timber products' stock exchange

4/4 and 5/4 Fas/1F & 1C Red Oak
4/4 thru 6/4 Fas/1F & 1C Pecan
4/4 thru 8/4 Fas/1F & 1C Ash
4/4 thru 8/4 Fas/1F & 1C Cottonwood
4/4 thru 8/4 Fas/1F & 1C Elm
4/4 thru 8/4 Fas/1F & 1C Hackberry
4/4 thru 8/4 Fas/1F & 1C Poplar
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8/4 Sel/Bet 5,376	16/4 FEQ 16,310
Bloodwood	**Ipe**
4/4 Sel/Bet 6,395	4/4 Sel/Bet 12,453
Cumala	5/4 Sel/Bet 7,843
4/4 Sel/Bet 31,921	**Jatoba**
Edinam	4/4 Sel/Bet 36,466
4/4 Sel/Bet 11,716	**Lacewood**
8/4 Sel/Bet 16,363	4/4 Sel/Bet 5,598
Genuine Mahogany	8/4 Sel/Bet 418
4/4 Sel/Bet 2,356	**Marupa**
5/4 Sel/Bet 105	4/4 Sel/Btr 16,990
6/4 Sel/Bet 7,739	5/4 Sel/Btr 7,003
8/4Sel/Bet 3,474	6/4 Sel/Btr 6,443
10/4 Sel/Bet 2,098	Peruvian Walnut
4/4 FEQ 13,947	4/4 Sel/Btr 10,640
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5/4 FAS/1F&Btr #1 Com, #2 Com
6/4 FAS/1F&Btr #1 Com, #2 Com
8/4 FAS/1F&Btr #1 Com, #2 Com
10/4 FAS/1F&Btr #1 Com, #2 Com
12/4 FAS/1F&Btr #1 Com, #2 Com

YELLOW POPLAR
4/4 FAS/1F&Btr #1 Com, #2 Com
5/4 FAS/1F&Btr #1 Com, #2 Com
6/4 FAS/1F&Btr #1 Com, #2 Com
8/4 FAS/1F&Btr #1 Com, #2 Com
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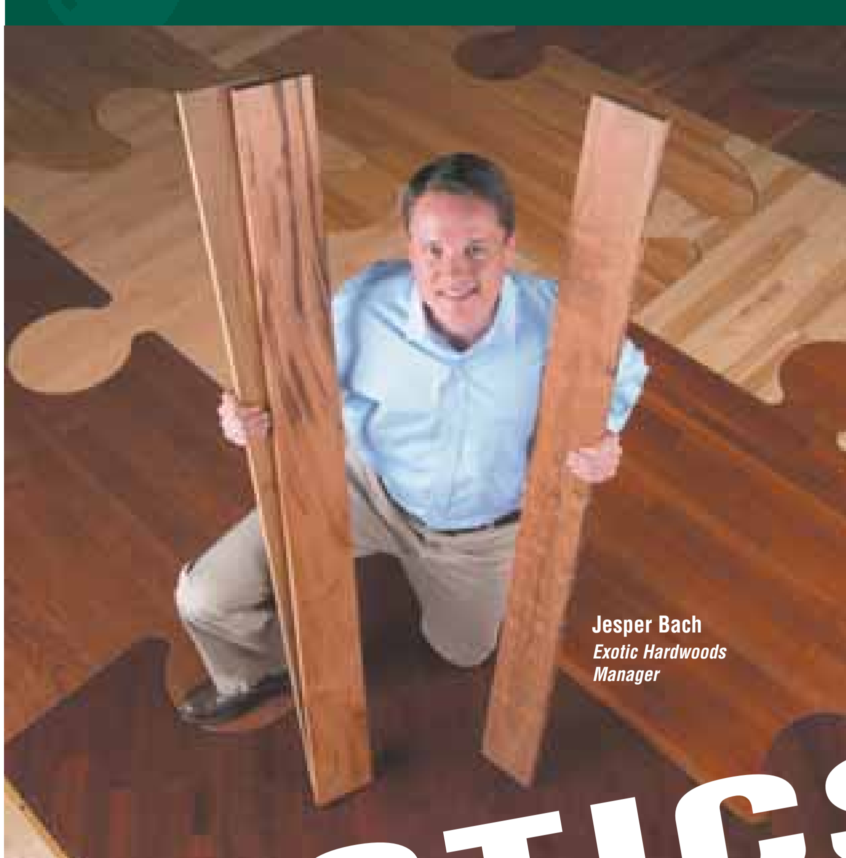

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BUSINESS TRENDS (ABROAD)

Continued from page 23

increased by 2.6 percent on average, and based on current orders, production is ensured for 2.4 months. More than half of the survey indicated that production volumes and available stocks are stationary, while employment was considered stationary by 79 percent of the sample.

Forecasts for the next period are not optimistic. Foreign orders are expected to remain stationary according to 18 percent of the interviewees, to shrink for 70 percent and to increase for 12 percent. The Italian domestic market is also not expected to improve for the upcoming quarter.

Japan

According to a report by the Softwood Export Council (SEC), the Japanese housing market is slowly recovering from the abrupt slowdown due to building code changes. As the market returns, Japanese homebuilders are faced with new questions on sourcing materials especially for 2x4 construction, which is now about 25 percent of wood frame construction.

To help U.S. producers rediscover the Japanese market, SEC and the American Forest & Paper Assoc. (AF&PA) staff in Tokyo recently hosted a tour of major softwood users in Japan during the annual Japan Lumber Importers Assoc. meetings. The annual industry meeting includes meetings with major Japanese ministries affecting the use of U.S. softwoods as well as the Japanese wood and homebuilding industries.

In related news, the Center for International Trade in Forest Products (CINTRAFOR) recently completed a research trip to Japan. According to the agency, Japan forest products producers are becoming very concerned with the stability of their raw material supply. Their concern centers on what will happen in the future to the British Columbia supply of dimension lumber with the Pine beetle and a stronger Canadian dollar. Spruce-Pine-Fir 2x4 dimension lumber supply is becoming very tight in Japan, which offers a potential market for U.S. Spruce-Pine-Fir, Hemlock and Douglas Fir. The supply of dimension lumber in Japan is especially tight in the wider dimensions such as 2x10 and 2x12.

Europe

According to reports by the Softwood Export Council, the markets across Europe remain sluggish. Housing starts in nearly all countries are at their lowest since the early '90s. This situation is confirmed by the fact that all the timber producing countries except for Germany are reporting lower export volumes of sawn timber. Finland is lower by 17 percent, Austria by 5 percent and Sweden by 2 percent.

In the United Kingdom, the slowdown in the housing market has reached its worst position since the early 1990s. Nearly all the major homebuilding companies have stopped building, resulting in a 27 percent drop in the number of new house starts. The UK has also imported 33 percent less sawn timber.

Although the German timber industry is having success with exports, domestically the demand for sawn timber has slowed down. There has been a 15.5 percent drop in new house completions, although U.S. softwood exports have grown.

The French timber trade has begun slowing down as a result of the lower demand for timber. However, U.S. softwood exports to France are 20 percent higher compared to the same period in 2007, with Southern Pine being the main species imported. Similarly, export levels are up 69 percent to Belgium compared with 2007, although the building industry is in decline.

The Netherlands is bucking many trends and is actually seeing a relatively busy building period. U.S. export levels are up 17 percent with Douglas Fir the main species imported at nearly 80 percent higher than 2007. Southern Pine export levels are up approximately 38 percent year-to-date.

Russia

According to a study by the International Wood Markets Group, Russia's log export tax set to increase from 25 percent to 80 percent (roughly U.S. $400/Mbf, Scribner scale) on January 1, 2009, will make Russian logs too expensive and create a supply shortage for Russia's key customers in Finland, Japan, China, South Korea and the Baltic States.

The report, entitled "Russia Log Export Tax — Global Implications," notes that since the mid-1990s, Russian log exports have increased from fewer than 1 million m3 per year to 50 million m3 (10 billion board feet, Scribner scale) in 2006 and 2007. China is Russia's largest log export customer (consuming 50 percent of Russia's total log exports), and much of China's wood products growth in the last 10 years has been a direct result of growing access to Russian logs.

"The looming downside is that China is facing a huge log supply 'gap' starting in 2009 when the tax rises to 80 percent," said Russell Taylor, International Wood Markets Group president. "The country's sawmills will find themselves unable to buy expensive Russian logs and still produce competitively priced manufactured wood products in global markets. Our analysis makes it clear that China will suffer a massive supply 'gap,' and that many segments of its wood industry will be in chaos in 2009 due to these dramatic shortages and soaring raw material prices."

As a result of the pending tax, major wood product companies in Finland and the Baltics have already announced permanent capacity closures in pulp and paper as well as sawmills and plywood mills. The strategies of companies in Japan and South Korea are to find suitable replacement species or products. However, preliminary analysis indicates that China does not yet have any practical strategy and, consequently, will not have enough wood volume to replace Russian logs and to run all of its factories. The impending supply crunch that will develop within China could be similar to the crisis created by the "spotted owl" in the U.S. Pacific Northwest in the early 1990s.

China

According to a study by the Beijing Orient Agribusiness Consultant Co. Ltd., China wood production is expected to be reduced sharply, with furniture prices likely skyrocketing in the coming months. The price of furniture had already increased for a number of reasons this year including the price hike of raw materials, reduction of tax rebates and increases in labor and sales costs.

However, increased Russian log export duties will drive prices up even further. Chinese restrictions on forest cutting in order to protect forests and prevent water loss and soil erosion will lead to a sharp divide in supply and demand, the study suggests.

It is believed that price increases will bring about a reshuffling of the industry and the possible closure of small-sized companies. Approximately 1,000 furniture enterprises in China were closed within the last year, and although bigger companies will be able to handle cost increases, they will have to pass them down to the consumer. Currently, the growth rate of wood furniture prices has exceeded 10 percent year-to-date.

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BUSINESS TRENDS (CANADA)

ONTARIO

Market conditions are very competitive, state industry sources. Supplies of logs are sufficient to meet production demands. The consistent output has elevated green lumber availability. Buyers have no problems purchasing targeted quantities of desired grades and species, except for only a few items. The controlled approach still remains for quantities purchased. Kiln-dried lumber purchasers are taking a guarded approach, buying for their immediate needs.

With the recent economic crisis, there was an added sense of caution in the industry. The greatest uncertainly was how things would play out, for example, credit to operate effectively, customer confidence in placing orders, and ability of customers to pay.

The industrial timber markets, it is reported, are more solid, with the tie industry being the strongest. Orders remain consistent with firm prices.

Business has been sufficient to absorb developing green and kiln-dried production of Ash, report industry contacts. Basswood supplies are described as ranging from adequate to ample. There have been sales pressures for this species forcing prices lower recently. Beech demand has not

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BUSINESS TRENDS (CANADA)

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been particularly intense, though demand is keeping up with developing production.

Birch is in demand, with market interest centering around White Birch at this time. Contacts comment there is growing demand to support more Yellow Birch sales if additional production were available.

The increased sawmill production of green Hard Maple within the past several months bolstered its availability. During that period, supplies, which were reported as inadequate for some buyers, went to an ample position for most all of the market region. Challenges focus around the housing market. The cabinet sector, which is a large user of Hard Maple, has cut back on its demand for this species, due to the downturn in housing markets both in the U.S. and the resulting slowdown in Canada.

Supply and demand for Soft Maple is described as even, although its demand has been reduced by the slowdown in Canadian construction and growing competition for Hard Maple.

With the focus of production primarily on Hard Maple during the last half of summer and early fall, there has not been an excessive production of Red Oak, but it has been "adequate." The availability of green Red Oak, however, has been greater than its demand for some items, resulting in price pressures. Kiln-dried Red Oak is being purchased on an as-needed basis, with a quick delivery time being required by suppliers.

Over the summer, White Oak, like Hard Maple, was a highly sought-after item. The push for this species first bolstered the supply chain for green stocks and now is showing an improvement in availability for kiln-dried stocks. As its supply began to increase, the demand began to decline. Export markets around the world also took a dive.

Consumption of No. 1 Common and Better grades White Oak on domestic markets is limited, comment contacts. This is due to a decline in the demand from moulding, millwork and cabinet sectors.

With the election of another minority Conservative government recently, the industry is staying tuned as to the developments that will take place, and prepare to face new challenges that lie ahead. A cautious optimism reigns as to what 2009 will bring, especially following the economic crisis that is still very much on everyone's mind, and the effects it will have in the short and long-term on businesses. Some feel that the industry has been through difficult, if not worse, periods than this, and that it will rebound again, but that it could take longer than anticipated.

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QUEBEC

Lumber production in the province remains at a steady, yet slower pace, than last year. Buyers are limiting purchases to required quantities, and in some cases adjusting their inventories.

Oak flooring manufacturers are running at limited capacity. The industry is highly competitive, where profits are slim and cash flow has been cut dramatically. Reports indicate that prices are mixed, reflecting the market's supply status. Some sources have stated that the industry as a whole is still contracting. The matter of credit is an ongoing concern as markets continued to plunge in the past few months.

Birch is one of a few species that is currently experiencing demand-based momentum, even though the market is focused on White Birch. Production has not surpassed demand at this time. What has been produced so far is already committed to sales.

On the housing front, the seasonally adjusted annual rate of housing starts was 217,600 units, up slightly from 217,400 units the previous month, according to Canada Mortgage and Housing Corporation (CMHC).

"Housing starts remained at a high level, with construction activity again staying above the 200,000 unit threshold," said the chief economist at CMHC's Market Analysis Centre. "Higher starts of multiple family homes were behind the rise in new home construction activity."

The seasonally adjusted annual rate of urban starts rose 0.1 percent, compared to the previous month. Urban multiples rose by 5.5 percent to 122,500 units. Urban single starts decreased 8.1 percent to 70,000 units compared to the month prior.

The seasonally adjusted annual rate of urban starts went up or remained unchanged in all regions of Canada, except Ontario, where housing starts decreased by 6.6 percent to 80,900 units. In the Quebec region, starts remained stable at 39,500 units. Multiple urban starts increased in all regions, with the exception of Ontario, where they decreased by 1.9 percent.

The Canadian Manufacturers and Exporters Association's president said recently that orders were drying up and felt there was "much worse to come" in Canada's manufacturing sector, which suffered a sharp drop in sales. According to the Statistics Canada report, sales were down 3.7 percent to $52 billion, a "notable pull-back" following four consecutive monthly increases. The decline erased most of the gains of the previous two months. The Canadian Manufacturers and Exporters president said he wasn't surprised by the number, when members of the group started reporting in previous months that customers' payments were late coming in the United States. Many companies reported their customers cancelling orders during that time.

A Toronto-Dominion Bank economist noted that the Statistics Canada monthly manufacturing report "was ugly all-around, as 18 of the 21 manufacturing industries posted losses in the month. The report attributed the losses to the petroleum and coal products industries (sales fell nearly $1 billion in two months); the metal manufacturers (7.9 percent decrease); transportation equipment (down 4.3 percent); motor vehicles manufacturers (sales down 4.3 percent); and aerospace products and parts manufacturers (down 2.9 percent).

The Canadian Manufacturers and Exporters predict that, with the U.S. economy continuing to weaken and the slump in commodity prices continuing unabated, further weakness in Canadian manufacturing activity will be seen, although the weaker Canadian dollar will provide some important offset to these headwinds.

The president of the organization said the first quarter of next year is "going to be very, very challenging" if credit markets do not stabilize. "Companies just can't finance new orders in the United States, and that's a major part of our market."

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BUSINESS TRENDS (U.S.A.)

LAKESTATES

Sources contacted in the Lake States region said they are doing whatever necessary to survive the current downturn in the forest products industry. Expectations are that the industry will improve along with the housing market, in middle to late 2009.

An Ohio distribution yard source said demand has continued to decline, likely due to problems in the financial markets.

"The economy is what it is," he said. "Everybody is in survival mode, and just having to watch costs. There's nothing exceptional about Ohio. We're all in the same boat."

The contact said two bright spots are White Oak and Walnut markets, which have recently shown signs of going soft. "It's not all doom and gloom," he said. "There is business out there. You just have to work harder to get it."

The source said he's most concerned about future availability issues of some products. "With so many sawmills closing, there's going to be a lack of supply on some items," he said. "It's anyone's guess when the industry will come back, but I don't think much will happen until 2010."

A distribution yard source in Michigan said that he's seen growth in the flooring industry, particularly in Northern Red Oak (4/4, 2A and 3A).

"The flooring industry is pretty strong from what we're seeing," he said. "That's been our saving grace as far as moving some lumber. We've actually been pushing a little bit of our lower grade material into that market per customer request."

The source said he expects current business conditions to continue at least through the middle of next year.

"I'm hoping that during the third quarter of next year business will start to pick up," he said. "Hopefully, they'll pick up drastically."

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BUSINESS TRENDS (U.S.A.)

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New Home Sales Up In Lake States

According to the U.S. Census Bureau, sales of new single-family homes recently rose 7.2 percent in the Lake States region, despite a nationwide drop of 11.5 percent. Approximately 74 units sold in the Lake States during the month, a decrease of 39.3 percent from 2007. Nationally, some 520,000 units were sold, a decline of 34.5 year-to-date.

Sandy Dunn, president of the National Assoc. of Home Builders (NAHB), called the report "yet another example of how the housing sector is suffering the effects of the financial meltdown and extreme tightening of consumer and business credit."

Dunn added that the financial rescue plan passed by Congress "will help shore up home values and unfreeze credit lines, two moves that are absolutely essential to get the economy moving again."

Dave Seiders, NAHB chief economist, said, "The major downshift in new-home sales reflected a weakening economy and job market as well as tight mortgage credit market conditions."

Wisconsin DNR Looks At Forest Future

According to a recent study conducted by the Wisconsin Department of Natural Resources, about 25 percent of family-owned woodlands will be sold, subdivided or converted to another use over the next five years.

The study looked at the next generation of Wisconsin woodland owners, and sought to answer whether they were prepared for the challenges of owning and managing a living asset.

"Knowing the attitudes of the people who, in the next few years, expect to inherit a large portion of Wisconsin's forests is crucial in creating the kind of sound public policy needed to sustain Wisconsin's forests now and in the future," said Paul DeLong, Wisconsin chief forester and administrator of the DNR Division of Forestry.

The Wisconsin Department of Natural Resources-Forestry Division in partnership with the Pinchot Institute undertook the study entitled "Tomorrow's Woodland Owners" for Conservation and the U.S. Forest Service.

More than half of Wisconsin's 16 million acres of forest are in private non-industrial ownership. Roughly 360,000 individual landowners care for 9.1 million forest acres in Wisconsin and 60 percent of them are age 55 or older. Almost half, 49 percent, are already retired.

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SOUTHEAST

Sources who were recently contacted in the Southeast region believe the industry will continue to have tough times into 2009. However, there may be some improvement in the coming year.

An Arkansas sawmill source said 2008 has been an "extremely, extremely tough year. 2007 was hard enough, but 2008 has been a son of a gun," he added. "Monthly profit margins have gone from slim, to absolutely razor thin to none."

The contact said it's been a difficult market especially for 5/4 Red Oak, in which the firm specializes. "Arkansas is so heavy laden with Red Oak," he said. "We have found some millwork outlets that have helped us market our products a little bit better. We've also gotten into crossties and switchties."

The source said there have been log issues due to weather as well as some loggers going out of business. "The log supply is down 25 to 30 percent from where it needs to be this time of year," he said. "There's definitely the concern of resource procurement."

A North Carolina sawmill contact said there is "not much optimism" in the current marketplace. "Prices are kind of depressed, but you can move some lumber," he said. "The challenge is to lose as little money on shipping charges as you can."

The source added, "Domestically, it's pretty tough. Poplar and Red Oak lumber have at least sustained their market, particularly in 4/4. At one time, everyone was using their inventory and not buying anything. Now, they're low on inventory, and when there's an order, they want it the next day."

The contact said he believes that the market will improve in time, but likely not before 2010. "I wish I had a crystal ball, but it will probably be a year before things really pick back up," he said. "During the Christmas season, there's generally a building slowdown anyway. But, we're still spending money upgrading our equipment and building inventory to get ready for a turnaround."

Southeastern Housing Market Sees Slight Improvement

According to the National Assoc. of Realtors (NAR) Pending Home Sales Index (PHSI), lower home prices and affordable interest rates recently helped the level of home sales in the Southeastern region climb 2.3 percent to 96, still 2.1 percent below a year ago. Nationwide, the PHSI, a forward-looking indicator based on contracts signed, rose 7.4 percent to 93.4, up 8.8 percent year-to-date.

Lawrence Yun, NAR chief economist, said homebuyers are responding to improved affordability. "What we're seeing is the momentum of people taking advantage of low home prices, with pending home sales up strongly in Florida," he said. "It's unclear how much contract activity may be impacted by the credit disruptions on Wall Street, but we're hopeful most of the increase will translate into closed existing-home sales."

According to NAR estimates, existing-home sales are expected to close the year at 5.04 million and 5.41 million in 2009. Following national decreases of 5 to 8 percent in 2008, home prices are projected to increase 2 to 3 percent next year.

New-home sales should total around 503,000 this year and 471,000 in 2009. Housing starts, including multi-family units, will likely fall 28.2 percent to 937,000 units this year, and close 2009 at around 843,000 as builders continue to clear their inventory.

Biomass Plants Stir Availability Debate

Biomass continues to take a step in the right direction in Georgia where Oglethorpe Power Corp., located in Oglethorpe, Ga., plans to build at least two new biomass plants in the state. However, those plans have stirred some debate regarding the amount of woody material available statewide.

Oglethorpe's two 100-megawatt plants would consume a lot of residue from sawmills and other wood waste to generate electricity. But, forest companies also need access to those materials.

"Certainly for various companies in the forest industry who have to purchase timber as their raw material, they're going to see these guys as competition — and they may very well be," said Alva Hopkins, a spokesman for the Georgia Forestry Assoc.

For now, it is believed that small landowners in the area would be able to generate enough extra wood waste for the two biomass plants. However, if a need for live trees develops, it would further cause concerns.

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WEST COAST

Sources contacted in the West Coast gave mixed responses when asked about the current state of the forest products industry. While one contact in Washington has seen a steady decline in residential housing, another source in California has seen positive sales growth recently.

A California wholesale distribution source said his company has experienced sales increase the past several

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months.

"I think it's because of our diverse inventory and services such as just-in-time custom milling," he said. "We've also picked up some business from some of our former competitors who went out of business."

The contact said his firm's key to surviving the current financial crisis is keeping a strong bottom line. "We went into this thing financially very healthy," he said. "I think we hit our flat point in January, and we're slowly inching up with sales. It takes a lot of hard work, especially when you're working on lower margins."

The source said Poplar is his company's biggest seller, and other species moving well include Alder, Red Oak and Hard White Maple. "White Oak's not moving, Walnut has slowed down, and Birch and Ash are not strong," he said. "Since last October, we've reduced our inventory from $8.2 million to $6.7 million, but I don't think we've missed any sales because of it."

A Washington wholesaler said the residential housing market has "grinded to a halt," although business remains strong for high-end homes and the commercial sector.

"Things are going in the wrong direction," he said. "They're definitely slowing down. The million-dollar plus houses are still going strong, and the commercial side will continue to do well as long as the money holds out."

The source said nothing will really start to change until the uncertainty of the financial markets sorts itself out.

"It's going to be an interesting, long winter if things don't get turned around soon," he said. "But, once capital starts flowing again, we should be fine. We're not overbuilt, because it's too hard to build a house in Washington State. Developers have to go through a lot of impact statements to get a permit to build."

Because of the recent financial crisis, the contact said some of his customers have had their line of credit pulled. "Basically, they just had to shut their doors," he said. "We need to get some money flowing. It's very different from when you just had to be able to walk and breathe to get one of those NINJA (No Income, No Job and No Assets) loans."

WCI Releases Final Design Document

The Western Climate Initiative (WCI) recently released its final design document for its proposed carbon cap and trade programs. The proposal states that any source of emissions greater than 25,000 metric tons or more of greenhouse gas emissions are subject to the cap and trade beginning in 2012. Sources less than this threshold will be subject to the cap and trade beginning in 2015.

Carbon emissions from biomass sources may be excluded from the cap and trade if the state determines that the source is carbon neutral. Agriculture and forestry management would likely not be part of the capped sectors.

The WCI also recommends that offset programs be developed, but that they collectively not exceed 49 percent of the total reductions in emissions. These programs are left to the states to develop. The final recommendations specifically identify forest projects as potential offset sources including afforestation, reforestation, forest management, forest preservation/conservation and forest products.

The WCI is a regional effort of seven states and four Canadian provinces, created to identify, evaluate and implement collective and cooperative ways to reduce greenhouse gases in the region. Washington, Oregon and California and four states in the Western region are involved in the initiative.

Existing-Home Sales Down On West Coast

According to the National Assoc. of Realtors (NAR), existing-home sales recently fell 5.3 percent on the West Coast to an annual rate of 1.07 million, but sales are up 4.9 percent year-to-date. The median price on the West Coast was $251,600, down 23.9 percent from a year ago.

Lawrence Yun, NAR chief economist, said, "The highest concentration of foreclosures is on the West Coast, which is weighing down the median price because many buyers are taking advantage of deeply discounted prices." He added that sharp price cuts are a big reason why sales are turning around in places like California.

Nationally, existing-home sales — including single-family, townhomes, condominiums and co-ops — declined 2.2 percent to a seasonally adjusted annual rate of 4.91 million units, down 10.7 percent year-to-date. Total housing inventory fell 7 percent to 4.26 million existing homes available for sale, which represents a 10.4-month supply at the current sales pace.

Single-family home sales decreased 1.4 percent to a seasonally adjusted annual rate of 4.35 million units, a drop of 9.6 percent from yearly figures. Existing condominium and co-op sales fell 8.2 percent to a seasonally adjusted annual rate of 560,000 units, some 19 percent below the year ago pace.

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NEWSWIRES

New London, Wisconsin—The owners, management team and employees of Wolf River Lumber are pleased to announce they have achieved Forest Stewardship Council (FSC) Chain-of-Custody and Controlled Wood Certification (SGS-COC-005371) through SGS Qualifor Programme. Wolf River Lumber joins two other Ort owned companies already FSC certified, Aacer Flooring (SW-COC-001339, Oct. 18, 2004) and Northern Component Solutions (SW-COC-002488, July 12, 2007).

FSC
The mark of responsible forestry
Cert no. SGS-COC-005371
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Wolf River Lumber's FSC Chain-of-Custody and Controlled Wood Certification

The Central Wisconsin location is convenient to other hardwood-related businesses owned by the Ort family, including 85,000 acres of pristine, responsibly managed hardwood timberland, three sawmills producing 35 million board feet of lumber, and an industry-leading hardwood flooring mill and dimension company. Logs and lumber from this region are best known for their bright color and uniform tight grain.

Wolf River Lumber's 10 million board feet of Northern premium kiln-dried hardwood inventory is now available to be shipped as FSC Mixed Sources and FSC Controlled Wood. Immediate shipments of these products have already begun to domestic and international wood product manufacturers, distributors, architects, engineers and construction companies.

Wolf River Lumber will continue to conduct business in a manner that conserves resources, constantly reduces environmental impact and seeks to sustain forest resources. FSC-certified lumber and value-added products are now available from Wolf River Lumber's family-owned, well-managed timberlands, sawmills and production facilities located in Wisconsin and the Upper Peninsula of Michigan. For FSC-certified product availability and additional information, please call 920-982-2542 or visit www.wolfriverlumber.com.

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Washington, D.C.—The American Hardwood Export Council (AHEC), located here, recently pledged its support to a new European policy that would play a leadership role in tackling

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the international problem of illegal logging.

Under the European Commission's Forest Law Enforcement and Trade (FLEGT) Action Plan, countries, which are high risk from the perspective of illegal logging, are encouraged to sign Voluntary Partnership Agreements (VPAs) with the EU. VPA countries will be required to ensure that all wood exported to the EU is covered by "legality licenses" providing independently verified guarantees that wood derives from legal sources.

The FLEGT Action Plan promotes development of government and corporate procurement policies in the EU favoring wood from verified legal and sustainable sources. Policy discussions are also underway in the EU on the potential for additional legislation designed to prevent imports of illegal wood into the EU.

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Pittsburgh, Pennsylvania—According to the Hardwood Manufacturers Association's (HMA) exclusive publication, "TrendTracker 2008," U.S. mills shipped hardwood lumber to 39 countries at a value of $1.4 billion, down from the previous year. Yet, while hardwood lumber exports declined 12 percent, hardwood log exports rose over 30 percent in value in 2007.

"The Special Report on U.S. Hardwood Markets" indicates that hardwood producers have seen a shortage of outbound containers and available vessel space. Because rising bulk rates for cargos like corn and soybeans are shifting these products to containerization, lumber shipments are suffering from the shipping lines' preference toward higher revenue cargos. Log and lumber shipments are often delayed to the next vessel in favor of products paying a higher container rate. Long-term capacity issues may not be addressed until late 2009.

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Clackamas, Oregon—International Wood Products LLC, headquartered here, recently announced the addition of several new employees. Doug Hart joined IWP as vice president of market development. At the Tumwater, Wash., branch, Dick Salvino and Stacey Baker are new to outside sales, while Joanna Campy is the new TimberTech specialty salesperson.

International Wood Products LLC is an independent, full service, stocking distributor of quality building materials. The company prides itself on offering superior service to the independent dealer and contractor-oriented yards.

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Minneapolis, Minnesota—Case goods manufacturer Harden Furniture recently received the President's Award from the Sustainable Forestry Initiative, based here, for supporting responsible forest management and promoting the benefits of the SFI program.

Earlier this year, Harden became the first furniture manufacturer to achieve silver exemplary status from the Sustainable Furniture Council. The firm has a plant in McConnellsville, N.Y., and owns and manages more than 20,000 acres of woodland in upstate New York. The plant and forest are certified to the SFI 2005-2009 Standard.

"Maintaining our forestlands to the high SFI Standard means we can produce the products we need without compromising our natural resources," said Greg Harden, president and chief executive officer. "It is a key advantage in the company's ability to produce high-quality home furnishings from generation to generation."

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Geneva, Switzerland—The Programme for the Endorsement of Forest Certification schemes (PEFC) has continued to advance sustainable forest management in China, with cooperation from local authorities, non-governmental organizations, forest managers and the wood products industry. The organization has also established links with the State Forestry Administration of China (SFA), which has shown strong interest in PEFC membership and is considering entering the PEFC endorsement process.

PEFC China has promoted sustainable forest management and forest certification at various conferences and workshops including: Sustainable Forest Management and Forest Certification Workshop (held by the Chinese Forestry Society); "China and the Global Forest Products Trade: Trade of Legal and Sustainable Wood in China" seminar; EU-China Forest Law Enforcement and Governance conference; Illegal Logging and Associated Trade Forum; "Sustainable Future of Paper Industry of China" symposium; and the Annual Conference of China Timber Distribution Assoc.

In the near future, the China office will further increase its resources to promote PEFC in China and expand its outreach to the forestry sector and the forest products industry.

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Senneterre, Quebec—Tembec Inc., based here, recently received FSC certification for its forestry practices over a 711,020-hectare public forest here.

Tembec receives its certification from the Rainforest Alliance SmartWood™ Program, a Forest Stewardship Council accredited certifier, following an in-depth audit process that found that the company's forest management practices comply with FSC's rigorous standards for environmentally and socially responsible forestry practices.

With 11.1 million hectares of FSC-certified forestland, Tembec offers the largest range of FSC-certified products in the marketplace to support clients in meeting market demand for environmentally friendly solutions.

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Helsinki, Finland—UPM Timber, headquartered here, recently announced plans to reduce its sawmilling and production capacity in 2009. The company will begin employee negotiations on a plan to temporarily reduce production of sawn and processed timber products at all the company's manufacturing facilities located in Finland. Approximately 800 people are affected by the negotiations.

UPM Timber supplies sawn timber and further processed timber products to the building, construction and joinery industries. Annual production capacity is 2.4 million cubic meters of WISA timber products. UPM Timber has 16 production units in Austria, Finland, France and Russia.

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Jönköping, Switzerland—Plans are currently underway for Elmia Wood 2009, scheduled here on June 3-6, 2009. The event will attract more than 500 exhibitors and 50,000 visitors from 50 countries.

The Swedish forest industry has unique experience and knowledge of sustainable forest practices. Even though Sweden is a major exporter of forest products, the country's reserves of standing timber have increased by about 80 percent since the 1920s and are currently expanding at a record level. One important factor is continual management of the entire process, from planting to final felling.

"At Elmia Wood exhibitors demonstrate technology and know-how for the entire forest lifecycle," said Per Jonnson, project manager. "The world needs more forests and visitors to the fair can find out how to make that a reality."

The current economic downturn is affecting demand for traditional forest products in many world markets.

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However, in contrast to previous recessions, this time forest owners and contractors have an alternative: bioenergy. Equipment for the harvesting and handling of forest biomass will have a significantly larger presence at Elmia Wood 2009, and professionals with considerable experience of forest-based biofuels will be on hand.

Jonnson added, "Elmia Wood 2009 will be just as important an international forum as in previous years. The trade fair is a melting pot where machinery and technology, colleagues and competitors, advice and business deals are all brought together to create a wonderful festive event that offers know-how and inspiration."

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Sydney, Australia–According to the Green Building Market Report 2008, published by BCI Australia, based here, the building sector accounts for 33 percent of the world's carbon emissions and 30 to 40 percent of the global energy consumption. Green building can help reduce the sector's environmental footprint, and, as a result, 85 percent of Australian architects, engineers, contractors and building owners have embraced the concept.

The Green Building Market Report 2008 is a watershed study on the adoption and ramifications of green building in Australia and the Asian region. It is a follow-up report of the inaugural Green Building Market Report published by BCI Australia and the Green Building Council in 2006, and includes a large-scale empirical market study conducted by the BCI Group of Companies between late 2007 and early 2008.

According to the study, green building is becoming a mainstream market phenomenon in Australia. Although energy costs have been increasing significantly since 2006, carbon footprint awareness is what is driving the trend. Green building also carries with it positive business impact, and green building regulation is widely supported.

Other key findings of the survey include: the fundamental motive for architects to be involved in green building is the desire to be "part of an industry that values the environment," while building owners are motivated to build green to "achieve lower lifecycle costs"; strong growth is expected in government and commercial office green buildings; "reducing climate change and carbon emissions" and "protecting the environment" are the most salient reasons for involvement in green building; and energy cost is seen as the most important driver of green building.

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Shanghai, China—Known as "China's premier event for the woodworking industry," WoodMac China 2009 is scheduled for Feb. 17-20, 2009, at the Shanghai International Expo Center here.

WoodMac China 2009 has the exclusive support of the 13 member associations of EUMABOIS, the European Woodworking Machinery Manufacturers Assoc. and the exclusive support of the China National Forestry Ministry Assoc. (CNFMA). CNFMA members include China's largest woodworking machinery producers and regional woodworking associations from North, East and South China. Chinese companies will occupy over 60 percent of the total area of the expo including some 150 companies with export quality technology.

The 10th anniversary edition of WoodMac will be held in conjunction with FurniTekChina for hardware, WoodBuild China for lumber, Kitchen & Bathroom Cabinet China 2009 and other wood products used in the construction industry.

To pre-register online, visit manual.woodmacchina.net/visitor/pre-reg.asp and receive your free visitor pass in advance if you live in China, or receive a dedicated pre-reg number that will allow you to collect a visitor badge on arrival at the exhibition hall. To find out what seminars and events are taking place alongside the show, visit www.woodmacchina.net.

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IMPORT/EXPORT CALENDAR

December

Softwood Export Council, Annual Meeting, Portland, Ore. Contact: 503-248-0406. Dec. 16.

January

Lake States Lumber Assoc., Winter Meeting, Hotel Mead, Wisconsin Rapids, Wis. Contact: 888/213-2397. Jan. 15-16.

International Builder's Show, Las Vegas Convention Center, Las Vegas, Nev. Contact: 202-266-8200. Jan. 20-23.

Canadian Kitchen Cabinet Assoc., National Forum, Phoenix, Ariz. Contact: info@ckca.ca. Jan. 28-Feb. 1.

February

SURFACES, Conference, Sands Expo & Convention Center, Las Vegas, Nev. Contact: 972-819-7602. Feb. 2-5.

Woodmac China, Shanghai New International Expo Centre, Shanghai, China. Contact: 86-21-2890-6666. Feb. 17-20.

British Columbia Wholesale Lumbermen's Assoc., Annual General Meeting, Holiday Inn Hotel & Suites, N. Vancouver, B.C. Contact: jack@evergreenempire.com. Feb. 19.

Canadian Lumbermen's Annual Convention, Sheraton Centre Toronto Hotel, Toronto, Ont. Contact: 613-233-6205. Feb. 18-19.

March

Hardwood Manufacturers Assoc., National Conference and Expo, The Westin Charlotte, Charlotte, N.C. Contact: 704-375-2600. Mar. 17-19.

International Wood Products Assoc., World of Wood Convention, Miramonte Resort & Spa, Indian Wells, Calif. Contact: 703-820-6696. Mar. 25-27.

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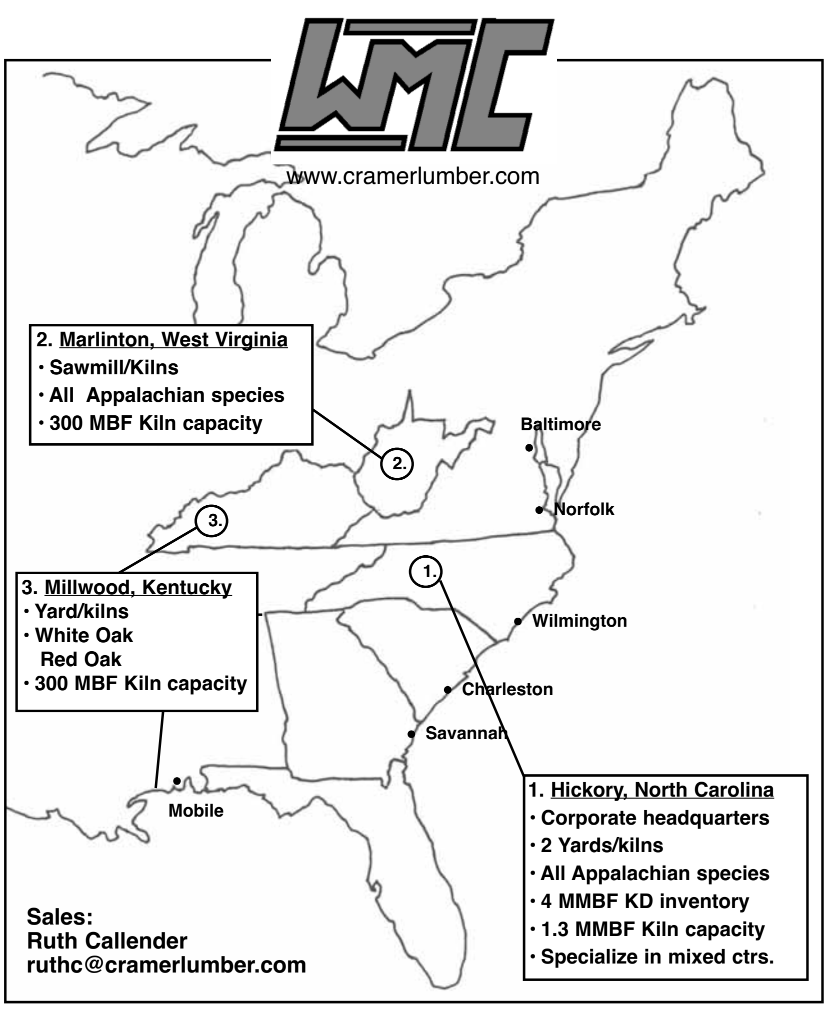
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