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Serving Forest Products Buyers Worldwide

June/July 2008

HMA Spotlights Worldwide Marketing, Tracking Trends

By Paul Miller Jr.

Savannah, Georgia—Members and guests of the Hardwood Manufacturers Association heard realistic, yet upbeat, speakers during its recent 2008 National Conference and Expo held here at the Hilton Savannah DeSoto.

The three-day event hosted guest speakers who addressed a wide array of topics. Among the speakers was Art Raymond of A.G. Raymond & Co., who delivered his exclusive TrendTracker Report at HMA. Among the findings in TrendTracker: wood home furniture consumption in 2007 dipped slightly from 2006 figures, but still remains higher than 2005 totals; the consumption of Oak by furniture manufacturers has dropped from 22 percent in 1997 to 7 percent in 2007; from 2006 to 2007, residential construction fell 22 percent; wood consumption for the manufacture of kitchen cabinets dropped 23 percent from 2006 to 2007; and the bright spot has been the consumption of wood office furniture, which has continued to climb since 2003.

Additional photos on pages 10, 12 & 14

Continued on page 19



Gil and Mary Ellen Thurm, Hardwood Manufacturers Assoc. executive director and spouse, Pittsburgh, Pa.; Patti and Jimmy Jones, J.E. Jones Lumber Co., New Bern, N.C.

WWPA Welcomes Chairman, Discusses Industry Direction

By Wayne Miller

Scottsdale, Arizona—Members and guests of the Western Wood Products Association (WWPA) recently welcomed a new chairman, learned new information about the status of the industry and networked with business leaders during the annual meeting of the organization at the DoubleTree Paradise Valley Resort, located here.

Eric Schooler, of The Collins Companies in Portland, Ore., was elected as the incoming WWPA chairman. Outgoing chairman Duane Vaagen, of Vaagen Bros. Lumber, Colville, Wash., addressed the gathering to voice appreciation for their support over the past two years, as well as offer his analysis of the current market situation.

Vaagen noted, "It is a historic time for our mills. We are in the midst of the steepest downturn ever experienced in our industry. In just two years, lumber demand has

Additional photos on pages 18 & 20

Continued on page 19



Russ and Dwayne Vaagen, Vaagen Bros. Lumber Inc., Colville, Wash.; Russ Hobbs, Plum Creek Manufacturing Inc., Columbia Falls, Mont.; Meryl Lieb, Burlington Northern Santa Fe, Fort Worth, Texas; and John Branstetter, Vaagen Bros. Lumber Inc.

Favorable Turnout For NWFA Expo

Photos By Gary Miller

St. Louis, Missouri—The NWFA's 2008 Education Conference and Wood Flooring Expo was held recently in Fort Lauderdale, Fla. The show attracted just over 3,400 attendees from throughout the world, with 307 companies filling 577 exhibit booths.

NWFA executive director and chief executive officer, Ed Korczak, said that attendance at the show was down slightly from last year, which was expected due to the downturn in the wood flooring industry.

"Although the industry is down between 15 to 20 percent, we were pleasantly surprised that our attendance this year was down less than 100 people from 2007," said Korczak. "In fact, the entire focus of the education conference focused on surviving in a down market. Those companies who can make the adjustments now to survive the downturn will be well poised when the industry turns around."

On the tradeshow floor, demonstrations included: Moisture Barriers, Unique

Additional photos on pages 14, 16 & 18

Continued on page 19



David and Erin Graf, Graf Bros. Flooring Inc., South Shore, Ky.; Beth Burton, Canterbury Flooring, Mocksville, N.C.; and Tom Worrell, E.C.F. Supply, Miami, Fla.

IFF Attracts Largest Crowd In Event's History

By Lucas Ngu

Singapore City, Singapore—The International Furniture Fair (IFF) Singapore opened its doors to visitors from around the world recently during a four-day event staged at the Singapore Expo.

The expo attracted the participation of 500 companies from 33 countries with exhibitors from China, Indonesia, the Philippines, Taiwan and Vietnam dominating the event, while there was also a strong presence of furniture manufacturers from Australia, Europe and the USA.

This year's IFFS exhibition, which is the largest in its 25-year history, occupied 44,000 square meters of floor space, representing a 12 percent increase compared to the previous event.

Speaking at the opening ceremony, Dr. Lee Boon Yang, Singapore's Minister for Information, Communications & the Arts revealed that the global furniture industry,

Additional photos on page 20

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Asrukin, designer of PT Terang Fajar Persada (Indonesia) and Francy Wu, marketing executive

Who's Who in Import/Exports



TONY GEIGER

Tony Geiger is a kiln-dried lumber sales representative for **Hawkeye Forest Products Inc.**, headquartered in Boise, Idaho, with a sawmill and concentration yard located in Trempealeau, Wis. Hawkeye Forest Products is a member of the National Hardwood Lumber Assoc., Lake States Lumber Assoc., and Indiana Hardwood Lumber Assoc. Hawkeye Forest Products Inc. manufactures FAS

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SHAYNE LACHLAN

Shayne Lachlan oversees management and sawmills for **Moxon Timbers Inc.** in Winchester, Va. His title is Vice President – North America. Moxon Timbers Inc. exports domestic species such as Red and White Oak, Red Cherry and Maple, and imports heavily in Australian species including Australian Cypress, Beech, Spotted Gum, Jarrah and Tasmanian Oak. Moxon & Co., headquartered in

Continued on page 21



SCOTT A. SEYLER

Scott A. Seyler is vice president of sales and marketing for **Kuhns Bros. Lumber Co.** in Lewisburg, Pa. Kuhns Bros. Lumber Co. manufactures kiln-dried lumber and veneer logs in Red and White Oak, Poplar, Ash, Cherry, Birch, Walnut and Hard Maple. The company recently began offering pulled and fixed width lumber. Kuhns Bros. is a member of the Hardwood Manufacturers Assoc., American Hardwood Export Council, National

Continued on page 22



JOE STOLZOFF

Joe Stolzoff has been manager of the imported Pine products group at **Concannon Lumber Co.** in Portland, Ore., for 14 years. He has been involved in the import/export industry for 37 years. Stolzoff began his career in 1970 as the import marketing manager for Boise Cascade Corp. Concannon Lumber offers lumber, plywood, blocks, moulding, millwork, windows, doors, engineered wood products and diffi-

Continued on page 22



Farm Bill Extended For Third Time

House and Senate conferees recently extended passage of a new Farm Bill for a third time, and had yet to make any headway as of press time. Conferees, who have been hung up on tax revenue provisions, believe they are close to reconciling their differences, and the White House has indicated President Bush will sign the extension.

Of note to the forest products industry are the attached Lacey Act amendment, also known as the Combat Illegal Logging Act; tax incentives for the development of renewable biofuels and the Timber Revitalization and Economic Enhancement Act, which makes timber taxes comparable to the rest of the world; and funding for the American Hardwood Export Council (AHEC) and the Environmental Quality Incentive Program, which educates and assists family forest owners with proper land management.

Farm Bill reauthorization began with hearings in the spring of 2007, with the House passing their version in late July and the Senate voting on their version in December.

Debate Begins On Climate Change Bill

Floor debate on the Lieberman-Warner climate change bill, dubbed America's Climate Security Act, was scheduled to begin as this publication was being released. The discussion follows a recent announcement by President Bush that he supports measures to reduce greenhouse gas emissions in the United States.

Sen. John Warner (R-Va.) said the President's acknowledgement shows

THE WASHINGTON SCENE

that something must be done. "This personally delivered message is recognition that a growing problem faces America — and the world — caused by erratic fluctuations in climate, particularly temperate variations and rainfall patterns," he said. "I am pleased the President is prepared to engage on this vital issue, both on Capital Hill and on the international stage."

Added Sen. Joseph Lieberman (I-Conn.), "I share the President's preference of a market-based approach over carbon taxes," he said. "I remain encouraged by EPA's finding... that the Lieberman-Warner Climate Security Act will achieve strong results in curbing global warming without imposing economic hardship on Americans. I remain confident about the prospects of this critical legislation."

Natural Resources Committee Hosts FLAME Act Hearing

The House Natural Resources Committee recently hosted a hearing to discuss the Forest Land Assistance, Management and Enhancement Act (FLAME) introduced by committee chairman Nick Rahall (D-W.Va.) and Rep. Norm Dicks (D-Wash.), and the Emergency Wildland Fire Response Act introduced by Reps. Bob Goodlatte (R-Va.) and Collin Peterson (D-Minn.). Both bills create a catastrophic wildfire fund to alleviate the Forest Service and Bureau of Land Management's ever-increasing fire budgets.

Under FLAME, which the committee prefers because its sponsor is the chairman, an account can be used if the Secretaries of Agriculture and Interior declare that a fire 300 acres or larger in size is severe and complex enough to warrant special funding. Funds would be

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AHEC Submits Preliminary Results of "An Assessment of Lawful Harvesting & Sustainability of U. S. Hardwood Exports"

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.



This study forms part of AHEC's efforts to provide reliable objective evidence to demonstrate that U.S. hardwoods conform to emerging international procurement requirements both in the public and private sectors of key overseas markets. Those policies—most notably in Europe and Japan, but with repercussions throughout the global hardwood value chain—require that all imported wood is derived from verified legal sources and that wood from various categories of controversial source is avoided.

The AHEC-funded study evaluates the risk of illegal Hardwood timber being in the mix of U.S. Hardwood product exports. It specifically evaluates these exports in relation to UK government procurement guidelines for legal and sustainable wood products developed by the Central Point of Expertise on Timber (CPET). In addition, it evaluates the risk of U.S. Hardwoods including products from unacceptable sources as defined in the FSC Controlled Wood standards and from controversial sources defined in the PEFC Chain of Custody standard.

To assure the quality and objectivity of this research, AHEC commissioned an independent and internationally-renowned team of academics and consultants with detailed knowledge of U.S. forestry policy and practices to undertake the work. To further enhance confidence in this work, AHEC believes the report should be subject to wide-ranging peer review in advance of widespread distribution, and has sent advanced copies to a number of governmental, commercial and non-governmental organizations in the U.S. and abroad for comment. Once these comments are taken into account, the full report will be released to the public in early June.

The report concludes that the weight of evidence strongly indicates that there is very low risk that U.S. Hardwood exports contain wood from illegal sources. It notes that while timber theft occurs and is of concern to private landowners, it is not a pervasive or systemic problem. It estimates that stolen timber represents less than 1% of total U.S. Hardwood production. The report concludes that there can be high confidence regarding adherence to national and state laws in the hardwood sector.

The authors also have a high confidence that Hardwood procured from the United States could be considered Low Risk in all five risk categories of the FSC controlled wood standard. Furthermore, they suggest that while efficiencies and effectiveness can be improved, state programs are responsive in promoting and ensuring sustainable forest practices. When considered in their totality, national and state forest programs contribute to ensuring sustainable and legal Hardwood supplies.

The authors compiled comprehensive information on federal and state programs, both regulatory and non-regulatory, that describe the frameworks and effectiveness of programs that relate to timber theft and sustainable forest management. They suggest that this evidence should qualify under the Central Point of Expertise (CPET) Category "B" criteria as evidence from "programs and initiatives other than recognized certification schemes." Also the authors have a very high confidence that there exists a very low risk that U.S. Hardwoods are

Continued on page 22

Vietnamese Furniture Firms Deny Accusations Of Illegal Timber Use For U.S. Products

(The following was first reported by Minh Quang, Thanh Nien News)

Thanh Nien, Vietnam—Vietnam's furniture companies have unanimously rejected an Environmental Investigation Agency claim that the country's furniture sector depends on illegal timber.

A 24-page report released by the U.K.-based organization last month said that Vietnamese lumber traders have been depending on criminal networks to illegally exploit forests in neighboring Laos and use the stolen timber to make hardwood furniture.

The report, jointly conducted with the Indonesian non-profit environmental organization Telapak, said that most of the illegal wood is made into furniture for the U.S. market.

Vietnam is the world's fourth-largest wood products exporter, topping US \$2.4 billion in shipments last year, a ten-fold increase since 2000.

In an interview with Thanh Nien News, Nguyen Chien Thang, chairman of the Ho Chi Minh City Fine Arts and Wood Product Processing Association, said the organization is preparing an official analysis pinpointing and analyzing the report's inaccuracies.

He said the report would be published in industry magazines and sent to the

Forest Stewardship Council (FSC), an international organization based in Bonn, Germany, that promotes the sustainable management of the world's forests.

According to Thang, the two organizations were mistaken when they said Vietnam's booming furniture sector relied on illegally logging Laos' vanishing forests.

Laos banned the export of logs in 1999, said EIA and Telapak.

"The report certainly has created a negative image of our industry," he said, adding that in 2007 Vietnam imported about \$70 million worth of timber from countries such as New Zealand, America and Canada.

Following the report's release last month, several American companies have requested Vietnamese furniture companies to ensure that they do not process smuggled timber.

However, Thang said there would not be any lawsuits filed against EIA and Telapak.

In the EIA/Telapak report, several domestic wood manufacturers were accused of supplying illegally logged Laotian wood to the U.S. market, including HCMC's Khai Vy Corporation, Binh Dinh Province's Dai Thanh Furniture and

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Earth Day Reflections

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



some projects that our members are doing - these examples came to me during my trips or conversations with these people.

None of these people approached me

Continued on page 22

Americans celebrated Earth Day by planting trees, cleaning-up litter, running re-cycling drives as well as a myriad of other environmentally-friendly activities.

If Earth Day is an occasion to celebrate all the good efforts underway to improve the environment, certainly trees and wood products should have center stage.

Trees and the wood products they produce reap untold benefits for the planet and its inhabitants. Trees produce oxygen. Store carbon. Give shelter. Provide warmth. Create livelihoods and wealth.

Earth Day is an occasion for industry and consumer to celebrate a renewable resource that not only provides benefits to our environment but also to the world's most impoverished inhabitants.

Some Earth Day founders have lamented that the holiday should be exclusive only to committed activists and that any "corporate" commitment to eco-friendly initiatives are merely window dressing.

But when it comes to walking the walk, the imported wood industry is a leader not only in its environmental stewardship of the world's forests but by also providing economic rewards both here and abroad. Make no mistake - success in environmental improvements can only occur when there is an economic base that allows for the "extras" to live

"green."

In the United States we enjoy subsidized recycling programs, mass transit, fuel efficient cars, LEED-certified buildings - all which contribute to a better environment.

In developing countries, gains in environmental protection are typically more basic and challenging to achieve. Sustainable agriculture, clean water and

air are not possible without economic development, job growth and education. Foreign investment—such as occurs in the wood processing business—are the keys to achieving long-term environmental goals.

On Earth Day I reflect upon the members of IWPA, many of whom are part of multi-generational businesses. All of whom care deeply about their future and legacy. They care about forests and understand their role as importers to maintain forests managed as forests and not cleared for agriculture or other development. They deeply care about the communities around the world where they do business.

Let me give you a few examples - but first a disclaimer. I'm going to highlight



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COAST PACIFIC Favors U.S. Hardwood

By Lucas Ngu



Cristina Lo serves as chief executive officer of Coast Pacific Manufacturing Co., located in the Philippines.



The company's furniture production facility, which is located in the heart of Cebu city in the central part of the Philippines, serves the export market of the U.S.A., Europe, Australia, Asia, the Middle East and South Africa.



A section of Coast Pacific's factory is dedicated to the production of outdoor furniture.



Each month, the company ships out six containers of its special furniture products to its global customers, but the figure can go up to a maximum of 20 when operating at full capacity.

Cebu, The Philippines—Like many furniture enterprises in the Philippines, Coast Pacific Manufacturing Corp. has its roots in a family business that was involved in the making of rattan furniture. From a wooden shed which was 1,000 square feet in size and employed only 20 workers, the company has grown in size and diversified into the production of indoor and outdoor furniture that uses a wide variety of materials including wood, wicker, leather, bamboo, metal and even stone and tiles.

At Coast Pacific, raw material used for furniture production comprises different types of wood, half of which are imported. They include the U.S. timber species of Oak, Beech, Alder and Cherry as well as "Araukaria" from Australia. Aside from lumber, MDF panels are also imported from Australia while local Mahogany, Lauan, Gmelina and rattan are sourced from different parts of the Philippines, according to Ms. Cristina Lo, who took over her father-in-law's business in 1984. She renamed it

Coast Pacific Manufacturing Corp. and said the company caters mainly to homes, restaurants, hotels and offices. "Our emphasis is on the medium to high segment of the market and the USA is our biggest market."

From the U.S. comes high grade lumber that arrives at the doorsteps of the factory in widths of 6 inches to 8 inches, and are 2-inches or 8/4 in thickness. Their lengths vary from 6 feet to 8 feet.

"As far as U.S. wood is concerned, we have not encountered any major problems and we are happy with the delivery as well as the quality of wood that we are getting from our suppliers," Ms. Lo said. "Even if there is a delay in the delivery, it would not cause the production line to grind to a halt as we can always use local material any time."

The company's furniture production facility, which is located in the heart of Cebu city in the central part of the Philippines, serves the export market of the USA, Europe, Australia, Asia, the Middle East and South Africa.

Each month, the company ships out six containers of furniture products to its global customers, but the figure can go up to a maximum of 20 when operating at full capacity.

As the assortment of materials pass through the different stages of the production line, they are cut, planed, molded and assembled, resulting in the creation of a mixed media range of furniture items made from a combination of materials that gives them the unique Filipino look.

Starting with traditional items, the kind of furniture that rolls off the assembly line has gradually evolved to more contemporary types that come with unique designs. Indeed, the company's forte lies in product design and hence, it is armed with a strong team of in-house designers that enable the company to carve a niche for itself in the world of wood.

At Coast Pacific, there is no compromise on quality with workers keeping an eye on defects at every stage of the production process. Each station has a quality team with a quality assurance manager overseeing the entire production process. Quality control means that every piece of timber has to be meticulously handled and precisely cut so that they fit nicely at the assembly station. As Lo explained: "Any furniture part found to be defective has to be replaced or thrown back to the preceding carpentry station to be re-cut or re-molded."

Such strict emphasis on quality has paid off handsomely for the company as it has not received any major complaints from customers. As a result of its pursuit of quality and excellence, the company was nominated for the Golden Shell Award in 1998.

While most of the furniture items are

Continued on page 23

U.S. hardwoods are among the wood species used to make such unique Coast Pacific products as this chair, which turns into a huge soccer ball when the two pieces are placed together.



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BAILLIE Expands Portfolio With Exotics

By Terry Miller



lpe is air-dried under a cover at Baillie Lumber Co., headquartered in Hamburg, N.Y.



Jesper Bach, Baillie's exotic hardwoods manager, stands in front of a stack of air-dried Sapele that has been put on sticks.



This is a picture of Baillie Lumber Co.'s air drying yard.

Hamburg, New York—Baillie Lumber Co., headquartered here, recently opened a new exotic hardwoods division based in Cove City, N.C. The new division, headed by Jesper Bach, specializes in over 25 species including African Mahogany, Sapele and Jatoba (4/4 through 16/4 thicknesses).

Baillie has long been recognized as a trusted name in premium North American hardwood lumber. With its entry into the exotics market, Baillie now offers the most desirable species from South America and Africa in a wide range of thicknesses and sorts, including flat-sawn, quarter-sawn, pattern grade and figure.

Baillie's exotic hardwoods find their way into specialty millwork and custom mouldings for hotels, courtrooms and other appearance-grade applications. The most popular species are stocked on a continuous basis, while the more exotic woods can be purchased as needed.

"We keep a fairly large and expensive inventory because you have to be ready when a customer needs the lumber," said Bach, Baillie's exotic hardwoods manager. "Given the struggling economy we're in right now, it's more important than ever to keep inventory on the shelves. Customers are cutting back more than ever before, and that makes it even more important to have everything ready for them when they need it."

Bach said Baillie Lumber offers a normal turnaround time of two to three days, but can sometimes provide next day service if needed. "If a customer is out of stock and

Continued on page 23



Mixed species of exotic hardwoods are shown in Baillie's kiln-dried lumber warehouse.



Bryan Swift, assistant yard manager at Baillie's Cove City, N.C., operation, stands in front of a stack of Purpleheart lumber.



A forklift loads an order of Mahogany lumber onto a truck for a customer.



The company has three full-time graders working on its grading deck.

This is a picture of a mixed truckload of Mahogany and domestic species headed for a distribution yard.



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Partnership Spells Success For HARDWOODS OF AMERICA

By Paul Miller Jr.



Key executives of Hardwoods of America LLC, headquartered in Fayette, Miss., include Charlie Netterville, president; Palle Pedersen, general manager; and Tony Rasberry, plant manager.



This photo shows hardwoods air-drying in two of the company's T-sheds. Hardwoods of America has 6.5 million board feet of T-shed capacity.



Hardwoods are shown exiting the automatic stacker.

Fayette, Miss.—Though technically a new company, Hardwoods of America LLC, headquartered here, boasts nearly 150 years of industry experience. The four-year-old firm is an equal partnership between Fred Netterville Lumber Co. Inc. in Woodville, Miss., Rutland Lumber Co. Inc. in Collins, Miss., and Rives & Reynolds Lumber Co. Inc. in Louisville, Miss.

Charlie Netterville, owner of Fred Netterville Lumber and president of Hardwoods of America, said the partnership helps the three companies handle

their domestic and international clients more effectively.

"In 2004, we were all sitting around, trying to figure out how to become more efficient in our lumber export endeavors," Netterville said. "We knew that our company (Fred Netterville Lumber) wasn't big enough to make an impact on its own, so I initiated dialogues with Terry and Bruce Reynolds (president and vice president) of Rives & Reynolds Lumber and Leslie Rutland (owner) of Rutland Lumber. It didn't take us long to agree that joining forces on the export front

was the answer and Hardwoods of America LLC was born."

Netterville added, "What makes Hardwoods of America unique is that three companies came together knowing that if we're going to survive in our industry, we have to survive together and not apart."

The combined efforts of the three major hardwood manufacturers ensure quality, diversity and availability to potential buyers. All three companies also have a reputation for honesty and integrity.

Fred Netterville Lumber was estab-

lished in 1952 and has two manufacturing facilities in Woodville, Miss., and Jackson, La. The company produces 31 million board feet of lumber annually, and has 650,000 board feet of kiln capacity and carries an average inventory of 8 million board feet.

Rutland Lumber produces 22 million board feet of lumber annually. Rutland, established in 1956, also produces crane mats, and has over 500,000 board feet of kiln capacity.

Rives & Reynolds Lumber has three mill locations including its Louisville headquarters, as well as Natchez and Kosciusko, Miss. The company, established in 1971, produces 40 million board feet of lumber annually and is owned and operated by the father and son team, Terry and Bruce Reynolds. The firm has 500,000 board feet of kiln capacity with an average inventory of 7 million board feet.

Netterville said Hardwoods of America gives each member company more production and a greater share of the export market. "If we want to export 10 to 15 percent of our wood, we can," he said. "Instead of having 1.5 to 2 million board feet of lumber to export, we now have 10 to 15 million board feet to play with."

For three years, Hardwoods of America was based out of Fred Netterville Lumber's offices in Woodville. Just last year, the firm purchased the old Thomasville Furniture Industries Inc. facility in Fayette called Fayette Enterprises.

"The facility was operated since the early '70s and has 12 computer-controlled kiln chambers with a total drying capacity of 1.2 million board feet, boilers and enough T-shed capacity to hold 6.5 million board feet under one roof," Netterville said. "It's a wonderful 60-acre facility, all black top and concrete."

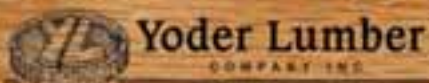
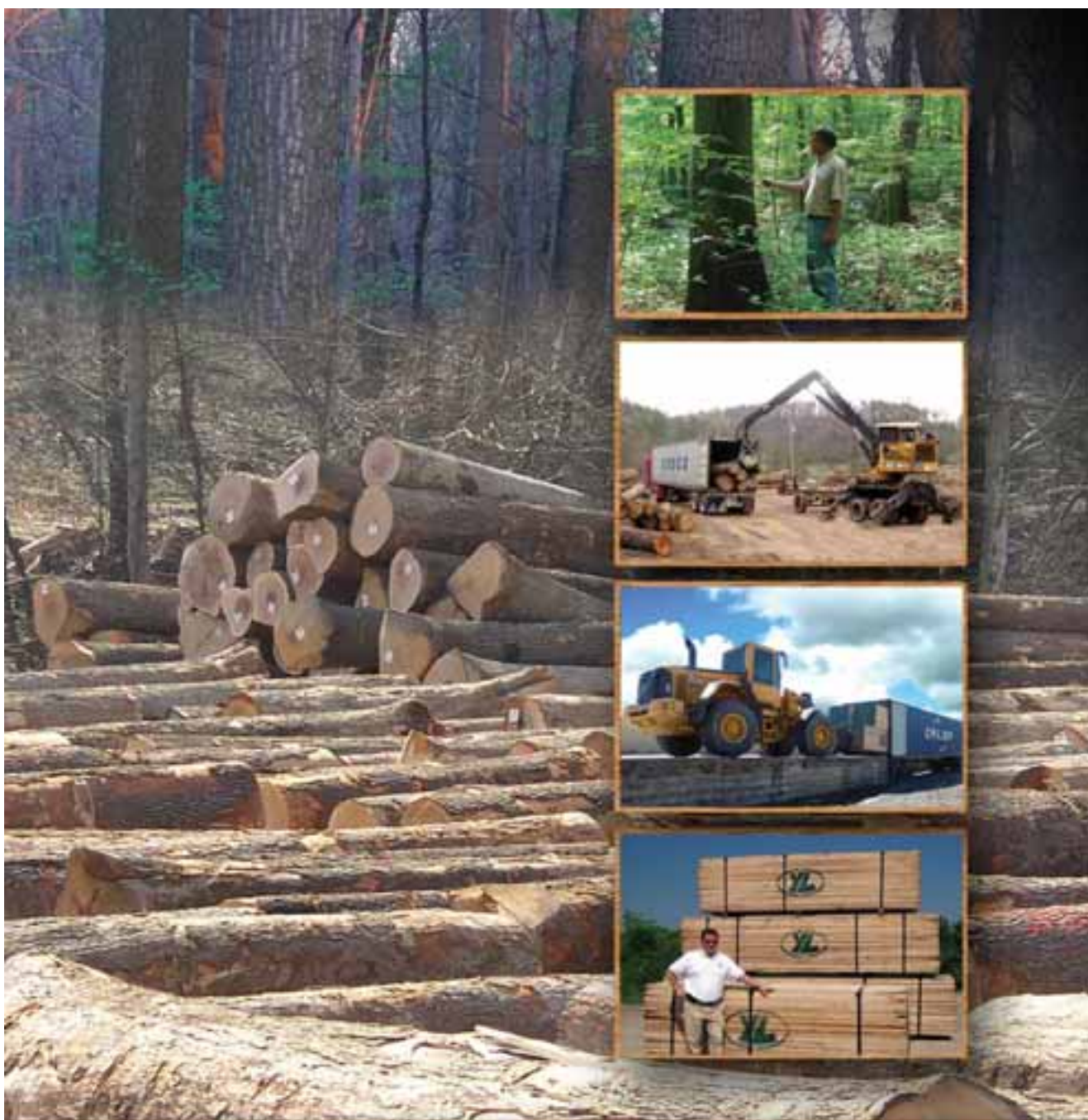
Netterville said reopening the doors of the closed facility also helped add new jobs to Jefferson County. "We participate in OJT (on-the-job training) programs," he said. "It makes us feel good to help the community and create jobs. Losing manufacturing jobs is a big concern for every company in the United States."

After acquiring the Fayette Enterprises complex, Hardwoods of America continued to grow. The company added Palle W. Pedersen, general manager; Tony Rasberry, plant manager; and Annette Dillon, administrative assistant. Bruce Zhang is in charge of the Shanghai, China, sales office.

The new employees including Pedersen brought even more experience to HoA. Pedersen, a 40-year forest products industry veteran, began his career with

Continued on page 26

This photo shows three of Hardwoods of America's 12 computer-controlled dry kilns, each with a capacity of 100,000 board feet.



Lumber Sales - Paul Dow
Phone 001-330-893-5121
Fax 001-330-893-3031
pauld@yoderlumber.com

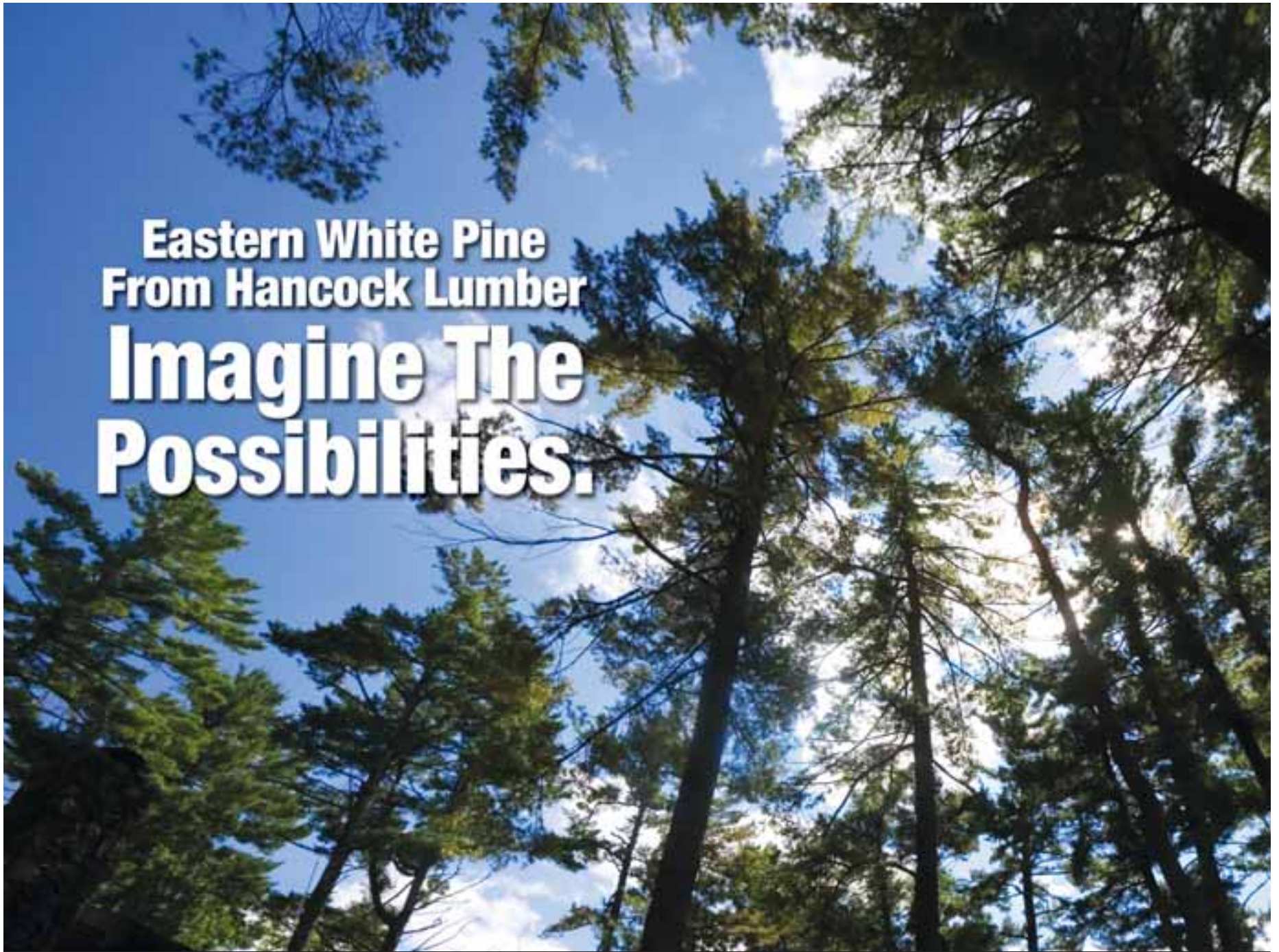
Taiwan Office - Shawna Chou

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WHEELAND LUMBER COMPANY Focusing On Tomorrow

By Paul Miller Jr.



Key employees of the fourth generation, family-owned business is Damen Wheeland, veneer and log sales, lumber purchasing; Derek Wheeland, domestic, international and dimension sales; Bill Baker, domestic, international and dimension sales; and Ray Wheeland, president and chief executive officer, who handles international sales.



This is a photo of Wheeland Lumber Co.'s 40-acre lumberyard in Liberty, Pa.



This is a photo of the company's covered air dry shed.



Wheeland Lumber Co. specializes in such products as these Cherry 4SC veneer logs.



The facility in Liberty is equipped with nine conventional dry kilns manufactured by SII Dry Kilns.



The Weinig Powermat 1000, six spindle planer/moulder, with 12,000-RPM spindles, is used to produce the company's mouldings.

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Liberty, Pennsylvania—Wheeland Lumber Company Inc., headquartered here, is focusing on tomorrow's challenges to improve today's global demands. From the beginning, Wheeland's commitment has been to provide customers with products and services that they can rely on.

"Wheeland Lumber Company Inc., a fourth generation, family-owned business with humble beginnings in 1940, is experienced and dedicated to providing quality forest and lumber products to our customers," said Ray Wheeland, president and chief executive officer. "Our mission statement details all that we believe in to foster the growth necessary for our business to survive and prosper. We have always believed that one needs a vision for the future, that change is a healthy motivation for growth and the result of this outcome promotes a strong unity of people working together to accomplish a common goal."

Located in the lumber history rich mountains of north-central Pennsylvania, close to the Susquehanna River, which served as the water transportation system during the late 1800s for logs and lumber to many mills in and around Williamsport, then titled the "Lumber Capital of the World." Today, the company produces more than 10 million board feet of hardwood lumber cut from some of the finest Cherry, Hard and Soft Maple, Ash and Oak logs in the world. Wheeland said a 100-plus-mile procurement range centered in some of the best hardwood forests of Pennsylvania gives the company access to the highest quality timber sources to be found.

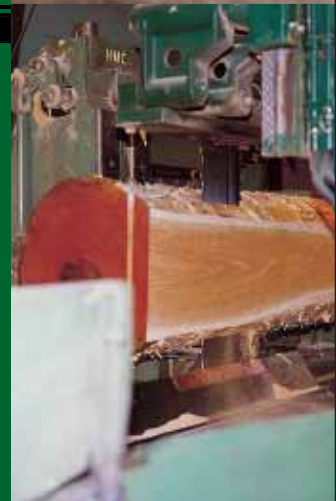
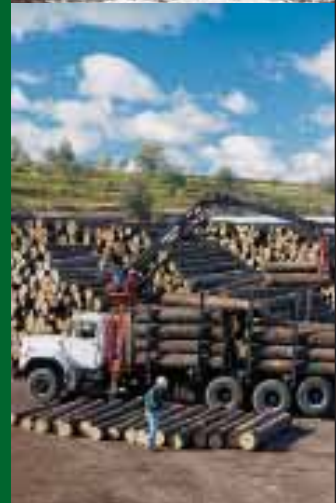
Wheeland Lumber Co. (WLC) is committed to Best Management Practices (BMPs) and the Sustainable Forestry Initiative of Pennsylvania (SFI of PA). "We are SmartWood Forest Stewardship Council (FSC) chain-of-custody (COC) certified, enabling us to promote a product that exceeds the normal standards," Wheeland said. "Our dedication and quality workmanship preserves the health and beauty of the forestland for future generations."

The manufacturing facility covers 40 acres and is comprised of primary and secondary production. The sawmill consists of a double-cut band headrig equipped with INOVEC stereo-scan technology. Cants are quickly processed through two linear linear resaws, which feed the TMT edger equipped with INOVEC optimization.

Continued on page 28

Pictured are the company's 4/4 Hard Maple ripped strips and moulded products.





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Contact: Ray Wheeland, Sales • E-mail: ray@wheelandlumber.com

Derek Wheeland, Sales • E-mail: derek@wheelandlumber.com

Bill Baker, Sales • E-mail: bill@wheelandlumber.com

Damen Wheeland, Log Sales: E-mail: damen@wheelandlumber.com

Website: www.wheelandlumber.com



PARTNER PA Sustainable Forest Initiative

HMA PHOTOS - Continued from page 1



Brian Schilling and Shane Johnson, Pike Lumber Co. Inc., Akron, Ind.; and Michael Cersosimo, Cersosimo Lumber Co. Inc., Brattleboro, Vt.



Gordon McIvain, Alan McIvain Co., Marcus Hook, Pa.; Karen and Jim Dills, Baillie Lumber Co., Hamburg, N.Y.; and Kari Ort-Bunting, Wolf River Lumber Inc., New London, Wis.



Ron Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.; Linda Jovanovich, Hardwood Manufacturers Assoc., Pittsburgh, Pa.; and Steve Jones, Ron Jones Hardwood Sales Inc.



Kelly Lee and Chuck Boaz, Corley Manufacturing Co., Chattanooga, Tenn.; Alan and Paula Kitchens, Kitchens Bros. Manufacturing Co., Hazlehurst, Miss.



Steve Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.; Ron Vitone, Industries P.H.L. Inc., St-Ephrem-de-Beauce, Que.; Charlie Brenneman, Brenneman Lumber & Kiln Drying, Mt. Vernon, Ohio; and Jack Shannon, J.T. Shannon Lumber Inc., Memphis, Tenn.



Tom Johel, U-C Coatings Corp., Buffalo, N.Y.; Tony and Kathie Messina, Frank Miller Lumber Co. Inc., Union City, Ind.; Jimmy Harris, Cornelia Textiles Inc., Cornelia, Ga.; and Norm Murray, U-C Coatings Corp.



Lance Johnson, ISK Biocides Inc., Memphis, Tenn.; Don Blair, Edwards Wood Products Inc., Marshville, N.C.; Debra and Parker Boles, Hermitage Hardwood Lumber Sales Inc., Cookeville, Tenn.



Eric Porter, Abenaki Timber Corp., Kingston, N.H.; Dick Kordes, Kuhns Bros. Lumber Co. Inc., Lewisburg, Pa.; Ray Wheeland, Wheeland Lumber Co. Inc., Liberty, Pa.; Rick Seroski, Weaber Inc., Lebanon, Pa.; and Scott Seyler, Kuhns Bros. Lumber Co. Inc.



Jim and Karen Dills, Baillie Lumber Co., Hamburg, N.Y.; Charlie and Seth Netterville, Fred Netterville Lumber Co., Woodville, Miss.



Tim Reid, Buckman Laboratories International Inc., Memphis, Tenn.; Charlie and Seth Netterville, Fred Netterville Lumber Co., Woodville, Miss.; Laura McQueen, Anthony Timberlands Inc., Beirne, Ark.; and Mike Sumrow and Jim Collette, Buckman Laboratories International Inc.



Mike and Laura McQueen, Anthony Timberlands Inc., Beirne, Ark.; Bart Jones, Buckman Laboratories International Inc., Memphis, Tenn.; and Kathie and Tony Messina, Frank Miller Lumber Co., Union City, Ind.



Todd Nelson and Barry Hodges, Thompson Appalachian Hardwoods Inc., Huntland, Tenn.; Skip and Beth Edwards, Mark and Christie Lowe, Baillie Lumber Co., Hamburg, N.Y.



Rod Weaver, Scott Seyler, Tim Kuhns, Dick Kordes, Marsha Kuhns and Cathy Kordes, Kuhns Lumber Co. Inc, Lewisburg, Pa.



Kerrie Combs, Virginia-Carolina Forest Products Inc., Lawrenceville, Va.; Jeff Hanks, Bill Hanks Lumber Co. Inc., Danbury, N.C.; Marcia Strickler, Virginia-Carolina Forest Products, Inc., and Mark and Lanette Williams, Jerry G. Williams & Sons Inc., Smithfield, N.C.



Michael Cersosimo, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; Lee Stitzinger, BWP Hardwoods Inc., Brookville, Pa.; Paula Turlington, Dan Mathews, Ken Mathews and Thom Brown, SII Dry Kilns, Lexington, N.C.; and Karl Schmetzler, Yoder Lumber Co. Inc., Millersburg, Ohio



Jim Gauntt, Railway Tie Assoc., Fayetteville, Ga.; John Slieva, Woodcraft Industries Inc., St. Cloud, Minn.; Art Raymond, A.G. Raymond and Co. Inc., Raleigh, N.C.; and Steve Lawser, Wood Component Manufacturers Assoc., Marietta, Ga.



Clay Harper, Turn Bull Lumber Co., Elizabethtown, N.C.; Mike Parton, Gilkey Lumber Co. Inc., Rutherford, N.C.; and Ryan Harrell, Suffolk Forest Products Inc., Suffolk, Va.



Jack Haessly, Haessly Hardwood Lumber Co., Marietta, Ohio; Randy Zellis, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; and Jeff Hanks, Bill Hanks Lumber Co. Inc., Danbury, N.C.

Additional photos on page 12

New Facility Brings Growth For BINGAMAN

By Paul Miller Jr.



Bingaman & Son Lumber Inc., which is headquartered in Kreamer, Pa., has experienced rapid growth at its Clarendon, Pa., division.



Key executives at Bingaman & Son Lumber Inc. include Chris Bingaman, vice president of sales and marketing; Dean Heintzelman, executive vice president; and Max Bingaman, president.



Maurice Bennett is general manager of the Clarendon Division.



Bingaman & Son has a 240,000-board-foot fan drying shed to maintain excellent color in whitewoods during the summer months.



The company recently added a 30,500-square-foot steel building to install a green line and sticking line.



Three of the Bingaman & Son's dry kilns are pictured. The Clarendon location boasts over 3 million board feet of kiln- and air-dried lumber inventory.

Clarendon, Pennsylvania—The rapid growth of the lumberyard here since Bingaman & Son Lumber Inc. purchased it in 1994 has surprised many at the company.

Some 15 years ago, the facility, then owned by Bruce Dunn of W.B. Dunn Lumber Co., had just four employees, a kiln drying capacity of 75,000 board feet and a lumber inventory of 300,000 board feet. Maurice Bennett, general manager of the Clarendon Division, said workers did most lumber handling by hand.

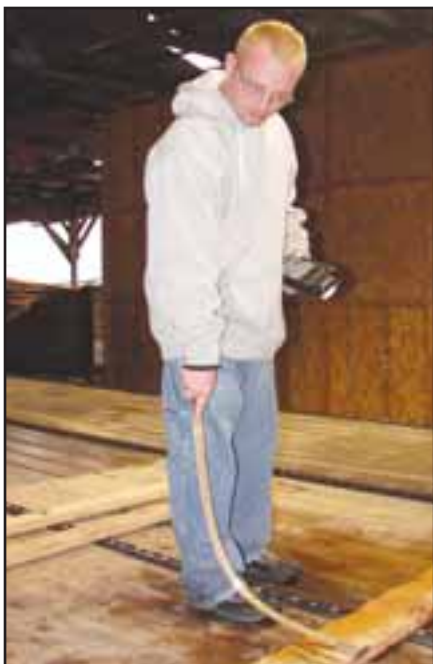
Bennett said Max Bingaman, owner of Bingaman & Son, had no room to expand operations at the firm's other lumberyard in Kreamer, Pa., when Dunn decided to sell his plant. "Max had been buying quality kiln-dried Cherry, Hard Maple and Red Oak from Bruce for over 25 years, and wanted to retain this supply of lumber for his customers," he said. "Plus, it was in a good geographic location. It was just a natural fit."

Bennett added, "One of the reasons that Max was interested in buying this yard is because it is located in the Allegheny National Forest, which has the finest Black Cherry available anywhere in the world. Because of the climate in northwestern Pennsylvania and southwestern New York, the color of the Hard Maple in this region is desired by our customer base."

Today, the 12-acre facility has 42 employees on two shifts, and boasts a

Continued on page 26

Lumber inspector Michael Brant helps maintain the quality of Bingaman & Son's Appalachian hardwoods.



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HMA PHOTOS - Continued from page 10



Rusty Logue, Tommy and Thomas Battle, Battle Lumber Co. Inc., Wadley, Ga.; and Bill McCauley, Northwest Hardwoods, Federal Way, Wash.



Darlene Licina-Tubbs, Hardwood Manufacturers Assoc., Pittsburgh, Pa.; Skipper Beal, Beal Lumber Co. Inc., Little Mountain, S.C.; Linda Jovanovich, HMA; and Jeff Hanks, Bill Hanks Lumber Co. Inc., Danbury, N.C.



Paul Sorek and Jack Matson, Matson Lumber Co., Brookville, Pa.



Scott Marcus and Scott Theurer, Forestry Group Software LLC, Portsmouth, N.H.



Terry and Rachel Stockdale, BWP Hardwoods Inc., Brookville, Pa.; Stanford Neglay, Maxi Mill Inc., Albany, Ore.; Deidra Williamson, Edwards Wood Products Inc., Marshville, N.C.; and Don Neglay, Maxi Mill Inc.



Lihor and Helena Cech, Blue Ridge Wood Products Inc., Marion, N.C.; and Lois and Don Blair, Edwards Wood Products Inc., Marshville, N.C.



Wilson Jones, Mackey's Ferry Sawmill Inc., Roper, N.C.; Mark Combs and Owen Strickler, Virginia-Carolina Forest Products Inc., Lawrenceville, Va.; and Ryan Harrell, Suffolk Forest Products Inc, Suffolk, Va.



Karl Schmetzler, Yoder Lumber Co. Inc., Millersburg, Ohio; Whit Whitmore, Jeff Cowley, Bob Pope, Carl Thomas and John Seifert, USNR, Woodland, Wash.; and Mel Yoder, Yoder Lumber Co. Inc.



Tom McIlvain, TBM Hardwoods Inc., Hanover, Pa.; Ron Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.; and Galen Weaber, Weaber Inc., Lebanon, Pa.



Deborah Hawkinson, Hardwood Federation, Washington, D.C.; and Dale Shughart, Colleen and John Dunkelberger, Bingaman & Son Lumber Inc., Mill Hall, Pa.



Paula Turlington, SII Dry Kilns, Lexington, Ky.; Scott Cummings, Cummings Lumber Co. Inc., Troy, Pa.; Bill Rosenberry, Carl L. Rosenberry & Sons Lumber, Fort Loudon, Pa.; and Dan Mathews, SII Dry Kilns, Lexington, N.C.



Robert Taylor, Taylor Machine Works Inc., Louisville, Miss.; Jack Shannon III, J.T. Shannon Lumber Co., Memphis, Tenn.; Norm Murray, U-C Coatings Corp., Buffalo, N.Y.; and Barry Black, Taylor Machine Works Inc.



Troy Brown, Hardwood Manufacturers Assoc. president, Kretz Lumber Co. Inc., Antigo, Wis.; and Tim and Natalie Sprink, East Perry Lumber Co., Frohna, Mo.



Kathy and Peter Solberg, Coulee Region Hardwoods, Bangor, Wis.; Kari Ort-Bunting, Wolf River Lumber Co. Inc., New London, Wis.



Kevin Corder, AWW Industrial Products, Indianapolis, Ind.; Donald Bryant, Buchanan Lumber Birmingham, Aliceville, Ala.; and Stacy Thompson, AWW Industrial Products



Alan Kitchens, Kitchens Bros. Manufacturing Co., Hazelhurst, Miss.; and Claus Staalner, WoodEye North America Inc., Suwanee, Ga.



Jay Lee, Turn Bull Lumber Co., Elizabethtown, N.C.; Hugh Hawley, McDonough Manufacturing Co., Eau Claire, Wis.; and Peter de Leeuw, Yield Strategies Inc., Chapel Hill, N.C.



Randy Zellis, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; Jeff Hanks, Bill Hanks Lumber Co., Danbury, N.C.; and Seth Netterville, Fred Netterville Lumber Co., Woodville, Miss.

Additional photos on page 14

HIGHLAND HARDWOODS Goes Global

By Gary Miller



Dave Redmond, president and chief operating officer, and Bob Moore, chairman and chief executive officer of Highland Hardwood Sales Inc., are standing by a couple bundles of export grade lumber that their new company, Highland International Marketing and Development, is exporting to a customer in Asia.



Charles "Lindy" Markland, vice-chairman; Bob Moore, chairman of the board/chief executive officer; and Dave Redmond, president and chief operating officer, have worked hard to make Highland Hardwood Sales Inc. and their new export company very successful enterprises.



Hugh Pickett handles domestic lumber sales and sources export lumber for Highland as well.



Robbie Parrott handles domestic lumber sales and sources export lumber for the company.



Brad Merry handles domestic lumber sales and sources export lumber for the firm.



Mike Fleming handles domestic lumber sales and sources export lumber for Highland too.

Augusta, Georgia—When the marketplace changes, some companies keep doing what they've been doing and do not adjust to current conditions. Some still succeed; however, many others "fall by the wayside." At Highland Hardwood Sales Inc., located here, they decided to continue serving their domestic hardwood lumber customers in the fashion they are accustomed to, but also expand their lumber sales to

the middle class in China continued to grow, the demand for American species of hardwood lumber would become even greater," Redmond said. "What really excites me more than anything else is the increasing purchasing power of the Chinese people as they continue to develop. This increasing purchasing power is growing not just in China, but also in other Far Eastern countries like Vietnam, Indonesia and Malaysia. In fact, it's already taking place in the Philippines."

A year or so after the first attempt to find the right person in Asia to start an export hardwood lumber business for Highland Hardwood Sales Inc., Moore's son-in-law, Kirby Barry, an attorney in Houston, called and said he knew of a person that worked for Chase Bank in Houston that might be interested in establishing an export lumber

Continued on page 27



Tyler Carter travels extensively in Asia for Highland's new hardwood lumber export company called Highland International Marketing and Development, headquartered in Singapore.

customers located overseas as well.

"Nearly every big furniture plant along the East Coast, mainly in North Carolina and Virginia have shut down," said Bob Moore, chairman and chief executive officer of Highland. "Highland Hardwood Sales was formed in 1986 with the furniture industry in

the Carolinas and Virginia predominately as the backbone of its customer base. In the last four years or so, many furniture manufacturing plants have either completely or partially shut down their production operations in the United States. They're outsourcing all the furniture they sell, or a large percentage of it, from China. So we decided if we stay in the business, we would have no choice but to have our own sales person traveling to develop business relationships with hardwood lumber buyers at overseas furniture manufacturing plants, or other types of woodworking plants in Asia."

About four years ago, Highland Hardwood Sales started trying to find the right person to help them establish a new hardwood lumber export business. Dave Redmond, president and chief operating officer at Highland, further related, "It took time and patience to locate the proper person to lead us forward in Asia. We looked at several opportunities along the way."

Around that same period, Redmond traveled to China and was amazed at the amount of both residential and commercial construction going on over there.

"I knew and could see there was already a large market for North American hardwoods in China, but I could also see that down the road, as

Another quality load of Highland export lumber.



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HMA PHOTOS - Continued from page 12



Paul Miller Jr., Import/Export Wood Purchasing News, Memphis, Tenn.; Judd Johnson, Hardwood Market Report, Memphis, Tenn.; and Tom Inman, Appalachian Hardwood Manufacturers Inc., High Point, N.C.



Milt Cole, Cole Hardwood Inc., Logansport, Ind.; Owen Strickler and Mark Combs, Virginia-Carolina Forest Products Inc., Lawrenceville, Va.; and Luke Brogger, Quality Hardwood Inc., Sunfield, Mich.



Mark Herskind, Baillie Lumber Co., Hamburg, N.Y.; Ray Wheeland, Wheeland Lumber Co., Liberty, Pa.; and Dan Harrison, Cersosimo Lumber Co. Inc., Brattleboro, Vt.



Ward Mintzler, Progressive Solutions Inc., Richmond, B.C.; and Linda Jovanovich, Hardwood Manufacturers Assoc., Pittsburgh, Pa.



John Wadsworth, Intermark Ltd., Essex, England; and Jimmy Jones, J.E. Jones Lumber Co., New Bern, N.C.



Karl Schmetzler, Yoder Lumber Co. Inc., Millersburg, Ohio; and Gordon Connor, Nicolet Hardwoods Corp., Laona, Wis.

NWFA PHOTOS - Continued from page 1



Scott Rossi, American Hardwood Industries, Cromwell, Conn.; Diane Beauchamp, Northern Hardwoods, South Range, Mich.; Roger Barber, Graham Lumber Co., Linden, Tenn.; and Randy Flament, Emporium Hardwoods Inc., Emporium, Pa.



Mike Gurley, Taylor Lumber Inc., McDermott, Ohio; Scott Taylor, MacGregor Group LLC, Milwaukee, Wis.; and Terri Lemon and Tom Graf, Taylor Lumber Inc.



Randy Akers, Steven Gutsch, Gary Zander, Woody Phelps, Gary Ort, Todd Braun, Rob Quilliam, and Nick Larson, Aacer Flooring LLC, Peshtigo, Wis.



Diane Pevy, Amy Rineck and Damon Graf, Shamrock Plank Flooring, Memphis, Tenn.



Don Meyer, Baillie Lumber Co., Hamburg, N.Y.; and Don Conner, Mullican Flooring, Johnson City, Tenn.



Jim Fikes, Linda Wright and Bill Buchanan, Buchanan Hardwood Flooring Co. LLC, Aliceville, Ala.



Tim Elbers, Progressive Solutions Inc., Reese, Mich.



Warren Spradlin and Jason Delves, VLC Hardwood Flooring, Macon, Ga.; and Craig Miller, Battle Lumber Co. Inc., Wadley, Ga.



John Clark, Kitchen Bros. Manufacturing Co., Hazlehurst, Miss.; Michael Snow, AHEC, Washington, D.C.; and Gary Miller, Import/Export Wood Purchasing News, Memphis, Tenn.



Terry Pate, Dean Hardwoods Inc., Leland, N.C.; and Eli Uminer, One of A Kind Flooring, Brookhaven, N.Y.; and Chad Smith and Chuck Dean, Dean Hardwoods Inc.



Keith Hovey and Ronald Hendricks, Springcreek Flooring by North Pacific, West Plains, Mo.



Steve Bunch and Darwin Murray, Springcreek Flooring by North Pacific, West Plains, Mo.

Additional photos on page 16

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NWFA PHOTOS - Continued from page 14



Jaime Flynn and Rick Barrett, Midwest Hardwood Corp., Maple Grove, Minn.



Bobby Clore, Brad Bradley, Kevin Clore, and Roland Weaver, Oakcrest Lumber & Flooring, Buena Vista, Ga.



Hugh Overmyer and Pat Philen, AHI Linden Lumber LLC, Linden, Ala.



Mick Paul, Austwood Australia PTY, Ltd., Tamworth, Australia; Mark Hayes, Weyerhaeuser Hardwoods & Industrial Products, Federal Way, Wash.; and Gary Janelle, Weyerhaeuser Hardwoods & Industrial Products, St. Matthews, S.C.



Ken Hillemeier and Bruce Rafferty, Rex Lumber Co. Inc., South Windsor, Conn.; and Ralph Bartels, Graf Bros. Flooring, South Shore, Ky.



Richard Hook and Dino Bettamin, B.C. Hardwood Floor Co., Ltd., Vancouver, B.C.; and Rick Goodin, Lebanon Oak Flooring Co., Lebanon, Ky.



John Troendle, Crescent Hardwood Supply, Harahan, La.; Tom McMillan, Steve Stoufflet and Toto Robinson, Robinson Lumber & Flooring, New Orleans, La.



Wayne Daniel and Rose Mary Laster, Maxwell Hardwood Flooring Inc., Monticello, Ark.



Keith Cudmore, Metropolitan Hardwood Floors Inc., Kent, Wash.; Dick Hedrick, Keith Waldrop, Somerset Hardwood Flooring, Somerset, Ky.; Tom Gormley, Advent-Guard Inc., Lavalle, Que.; and Harry Baker, Somerset Hardwood Flooring



Shayne Lachlan and Bob Engwirda, Moxon Timbers Inc., Winchester, Va.; Phil Nolin, Moxon Timbers Inc., Portland, Ore.; and Tony Moxon, Moxon Timbers Inc., Winchester, Va.



Gary Ort, Ted Lander and Rick Smrcka, Wolf River Lumber Inc., New London, Wis.



Tim Finger, Great Lakes Custom Tool Manufacturing Inc., Peshtigo, Wis.; and Jack Shannon, J.T. Shannon Lumber Co./Shamrock Plank Flooring, Memphis, Tenn.



Gene Barnes and Phil Barnes, Barnes Bros. Hardwood Flooring, Hamburg, Ark.



Richard Davis Jr. and Richard Davis, Caribbean Wood Products International, Savannah, Ga.



Jim Duke, Chickasaw Brand Hardwood Flooring, Memphis, Tenn.



Timm Locke, NWFA, Memphis, Tenn.; Keith Price, Northland Corp., Lexington, Tenn.; and Steve Stoufflet, Robinson Lumber & Flooring Co., New Orleans, La.



William Parsons, Appalachian Lumber Co., Wilkesboro, N.C.; Josh Ellis and Judy Haines, Wood Plus Hardwood Flooring LLC, Galax, Va.; and Scotty Roten and William Church, Appalachian Lumber Co.



Mike and Diana Gurley, Taylor Lumber Inc., McDermott, Ohio; Denny Morrow, Black Diamond Stoneworks, San Clemente, Calif.; and Jean and Ron Vastine, Taylor Lumber Inc.

WCMA/WIC Focus On Competing Globally

By Steve Lawser, CAE, Executive Director
Wood Component Manufacturers Association
Marietta, Georgia



The Wood Product Manufacturers Forum panel included: Phil Bibeau, Wood Products Manufacturers Association, Westminster, Mass.; Steve Lawser, Wood Component Manufacturers Association, Marietta, Ga.; Sam Stoltzfus, Keystone Wood Specialties Inc., Lancaster, Pa.; Barry Thomas, Masco Builder Cabinet Group / Merillat Industries, Atkins, Va.; Chris Watson, Conestoga Wood Specialties Corp., East Earl, Pa.; and Harvey Stevens, JM Champeau Inc., St. Malo, Que.

LaQuinta, California—The Wood Component Manufacturers Association (WCMA) members joined the 2008 Woodworking Industry Conference (WIC) held here recently. This is the WCMA's third year to participate in this industry event, which brings together several leading associations including the Wood Machinery Manufacturers of America (WMMA), Woodworking Machinery Industry Association (WMIA) and the Association of Woodworking & Furnishings Suppliers (AWFS), as well as the WCMA.

WCMA members who have participated in other Woodworking Industry Conferences have found them to be a valuable networking and educational experience. WCMA President, Chris Watson of Conestoga Wood Specialties Corp. commented, "Since the WCMA affiliated itself with the WIC, attending the annual conference has been a highlight the last three years. The ability to meet with so many different industry leaders has been invaluable and I continue to be impressed with the quality of the meeting venues, the educational sessions and the speakers."

This year's theme, "Competing Globally: Achieving Excellence through Quality, Innovation & Service" presented an outstanding educational program geared to help attendees gather information, identify opportunities, and shift strategies to compete successfully.

Experts in business strategy, leadership, marketing, manufacturing, international trade, and public policy were featured speakers and workshop leaders.

Keynote speaker James T. Harris is one of the country's leading experts on generational qualities and how they impact



WCMA staff and board of directors: (back, left to right) Erik Lawser, WCMA membership and marketing manager; Dick Pyle, board member, Northland Forest Products Inc., Shakopee, Minn.; Steve Sabatini, board member, Bradford Dimension Specialties, Bradford, Pa.; Ed Solberg, WCMA past president, Coulee Region Enterprises Inc., Bangor, Wis.; Barry Freiburger, board member, George Guenzler & Sons Inc., Kitchener, Ont.; Steve Lawser, WCMA executive director; (front, left to right) Mike Broten, board member, Four Seasons Wood Products, Frederic, Wis.; Chris Watson, WCMA president, Conestoga Wood Specialties Corp., East Earl, Pa.; Keith Atherholt, WCMA vice president, Lewis Lumber Products Inc., Picture Rocks, Pa; and Keith Malmstadt, board member, Great Lake Woods, Inc., Holland, Mich.

the functionality and success of organizations. By capitalizing on the characteristics of each generation and filtering them through societal trends and contemporary issues of today, Harris gave insight on how to provide leadership and preparation for future changes and suc-

cess. The Wood Products Manufacturers Forum focused on a discussion of strategies to improve a company's competitive edge. A panel of leading wood product manufacturers shared com-

Continued on page 28

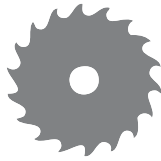
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Dick and Shari Pyle, Northland Forest Products Inc., Shakopee, Minn.; and Keith Malmstadt, Great Lake Woods Inc., Holland, Mich.

Paul Eastman, Kane Hardwood, Kane, Pa.; Paul Dow, Yoder Lumber Co. Inc., Millersburg, Ohio; and Dave Geier, Menominee River Lumber & Dimension, Menominee, Mich.



NWFA PHOTOS - Continued from page 16



Ray Shouman, Home Renovation Guide, Toronto, Ont.; and Dave Kazmierczak, Great Lake Veneers Inc., Marion, Wis.



Brian Greenwell and Tressa Samdal, Mullican Flooring, Johnson City, Tenn.; Mike Knight, Mullican Flooring, Pawleys Island, S.C.; Rick Burchfield, Mullican Flooring, Norton, Va.; and Neil Winger, Mullican Flooring, Philadelphia, Pa.



P.J. Hart and Grace Terpstra, Hardwood Federation, Washington, D.C.; and Nick Georgellis, Weaber Inc., Lebanon, Pa.



Griffin Augustin and Kevin Westerhaug, Kootenay Innovative Wood Ltd., Castlegar, B.C.



Alan Hagen, Besse Forest Products Group, Gladstone, Mich.; and Pat Bruce, Besse Forest Products Group, Louisville, Ky.



Steve Hill and Randy Rosandich, Hill Wood Products Inc., Cook, Minn.

WWPA PHOTOS - Continued from page 1



Donna Millard, McMinnville Manufacturing Co., McMinnville, Tenn.; and Terry A. Robbins, Ohio Valley Lumber Co., Piketon, Ohio



Eric and Diane Schooler, Collins Pine Cos., Portland, Ore.; Gretchen and Mike O'Halloran, WWPA, Portland, Ore.; and George Emmerson, Sierra Pacific Industries, Redding, Calif.



Jane Finch-Howell, WWPA, Portland, Ore.; and Ray and Katherine Vernon, Gorman Bros. Lumber Ltd., Westbank, B.C.



Russ Hobbs, Plum Creek Manufacturing Inc., Columbia Falls, Mont.; Jim Vandegriff, Bennett Lumber Products Inc., Princeton, Idaho; and Ted Roberts, Roberts & Dybdahl Inc., Des Moines, Iowa



Jan and Mike Durga, Simpson Timber Co., Tacoma, Wash.; Tim Cornwell, BlueLinX Corp., Atlanta, Ga.; and Laurie Creech, Simpson Timber Co.



Russ Tuvey, WWPA, Portland, Ore.; Mark Porter, Hampton Affiliates, Portland, Ore.; and John Branstetter, Vaagen Bros. Lumber Inc., Colville, Wash.



Bob Shepherd, Sierra Pacific Industries, Redding, Calif.; and Steve Zika, Hampton Affiliates, Portland, Ore.



Tom Shaffer, Wes Bush and Mike Stevens, Devil's Tower Forest Products, Hulett, Wyo.; Russ Vaagen, Vaagen Bros. Lumber Inc., Colville, Wash.; and Jamie Treter, Lumbermen's Underwriting Alliance, Portland, Ore.



Monica and Scott Stormoen and Sharon Lewis, Columbia Vista Corp., Vancouver, Wash.; and Susan Mosby, Collins Pine Cos., Portland, Ore.



Faith and Janna Fairley, Guy Bennett Lumber Co., Clarkston, Wash.; and Danne and Jack Greene, MFP of Oregon, Lake Oswego, Ore.



John Burnside, First Union Rail Corp., San Ramon, Calif.; and Susan and Wade Mosby, Collins Pine Cos., Portland, Ore.



Mike and Janet Phillips, Hampton Affiliates, Portland, Ore.

Additional photos on page 20

HMA -

Continued from page 1

In hardwood flooring, Lumber Liquidators, The Home Depot and Lowe's are responsible for 26.9 percent of all hardwood flooring retail sales, according to the TrendTracker. Raymond pointed out that, on a positive note, domestic species are becoming more in demand as the cost of imports continue to rise.

An additional positive note, according to TrendTracker's findings, is the projected net household growth from 2005 to 2015 should peak at 1.46 million per year, compared to 1.26 million per year from 1995 to 2005. Also, the demand for new homes from 2005 to 2014 is expected to total 19.5 million starts.

And finally, the biggest increase in construction since 2003 has been in the non-residential sector.

Other topics covered at the HMA convention included: global marketing, maximizing your workforce, green marketing, and "Tales from the Trenches - Lessons Learned."

HMA members were also offered the opportunity to be part of round table discussions that tackled several pressing industry issues. Leading these discussions were: Tom Fife, building supply expert and educator, who fielded questions about hiring, training and retaining employees; John Wadsworth, who addressed questions about export markets, promotion activities abroad and selecting the right market; Dr. Lawrence Chimerine, president of Radnor International Consulting, who discussed short- and long-term changes in the economy; and Professor Scott Bove, University of Wisconsin, who spoke on Lifetime Cycle Inventory and its importance for green marketing of American hardwoods.

During the HMA convention the Hardwood Federation and the Hardwood Council held associational briefings. In its briefing, the Hardwood Federation outlined its 2008 legislative priorities, including a focus on trade and competition, green building and LEED, alternative energy and climate change. Deborah Hawkinson, executive director of HF, led this presentation. The Hardwood Council, represented by Ralph Yearick, outlined its focus for 2008 as well, including: educating specifiers and major influencers on the sustainability of North American hardwoods; demonstrating through life-cycle analysis that North American hardwoods can have more favorable costs over other building materials; and promoting the aesthetics, practicality and healthful attributes of these hardwoods.

The launching of The New Oak Partnership program was also addressed by Tom Inman in a presentation and guest speakers outlined the basics of LEED in another briefing.

Guests and attendees at the HMA Convention and Expo were also treated to networking opportunities at various receptions.

NWFA -

Continued from page 1

Finishes, Stairs & Railings, Xtreme Makeover on a Budget, Moisture Testing & Acclimation and Floor Repairs: Boards & Finish.

NFL Hall of Fame player and coach Don Shula was the keynote speaker. Shula signed autographs for the crowd following his presentation on "How to Get Maximum Performance from Your Team."

Neil Moss was presented the NWFA Industry Leadership award. Moss is with Armstrong Hardwood Floors in Lancaster, Pa. Moss was instrumental in helping to develop and write the NWFA's Installation Guidelines and Technical Manuals, and also was a frequent instructor at the NWFA's technical training schools. Moss also served on the NWFA board of directors and volunteered to serve on various NWFA committees throughout the years. Moss's long-time friend, Don Conner with Mullican Flooring in Johnson City,

Tennessee, accepted the award on behalf of Moss, who was unable to attend the ceremony.

The NWFA also announced its 2008 Golden Mallet award recipients during its recent convention. NWFA Golden Mallet awards are presented to individuals who recruit four or more association members during a given year. Once a member has achieved Golden Mallet status, additional awards are presented for each year in which two additional members are recruited.

During the past year, two NWFA members achieved Golden Mallet status. They include Dan Blake with All Flooring Inspections/The Claims Advisor, Inc. in Hoschton, Ga., and John Dailey with Midwest Restoration and Inspection Service in Wheaton, Ill.

The recruitment efforts of these and other members have helped the NWFA to continue its strong growth since the association was founded in 1985 with just 180 members. Currently, the NWFA boasts more than 4,200 member companies in all 50 of the United States, as well as 54 countries throughout the world.

The NWFA also announced its 2008 board of directors during the convention. The board's officers are: Ken Schumacher, chairman, Schumacher & Co., Newport, Ky.; Rick Holden, vice chairman, Derr Flooring Co., Willow Grove, Pa.; Neil Poland, treasurer, Mullican Flooring, Johnson City, Tenn.;

and Don Finkell, secretary, Anderson Hardwood Floors, Clinton, S.C. The board's directors are: Joe Audino, Rode Bros. Floors, Las Vegas, Nev.; Tom Anstett, Pownall Co., Lake Zurich, Ill.; Dewevai Buchanan, Mohawk Industries, Dalton, Ga.; Jeff Fairbanks, Palo Duro Hardwoods, Denver, Colo.; David Graf, Graf Brothers Flooring, South Shore, Ky.; Jim Gray, Floor Style Products, Hastings, Mich.; Leonard Hall, Endurance Floor Co., Miami, Fla.; John Lessick, Apex Wood Floors, Downers Grove, Ill.; Sprigg Lynn, Universal Floors, Washington, D.C.; Glen Miller, VBA-B America Canada, Etobicoke, Ont.; Kevin Mullany, Benchmark Wood Floors, Albuquerque, N.M.; and Sam Smith, Koetter Woodworking, Borden, Ind.

Plans are underway for the NWFA's 2009 Convention to be held April 29 - May 2 in Long Beach, Calif.

The National Wood Flooring Association is a non-profit trade organization, with more than 4,200 members worldwide, dedicated to educating consumers, architects, designers, specifiers and builders in the uses and benefits of wood flooring. NWFA members receive the best in educational training, benefits, technical resources and networking, to advance their professionalism and success. The NWFA is located at 111 Chesterfield Industrial Boulevard, Chesterfield, MO 63005, and can be contacted at 1-800-422-4556 (USA), 1-

800-848-8824 (Canada), 1-636-519-9663 (local and international), or on-line at www.nwfa.org.

WWPA -

Continued from page 1

dropped by almost 13 billion board feet, or 21 percent. To put that into perspective, that volume equals the annual lumber production of Oregon, Washington and Idaho. Prices for our products are at 30-year lows. If you adjust prices for inflation, we're even below the all-time low prices set in 1983 and 1991.

"Still, my time as chairman of this great Association has been a gratifying and fulfilling experience. I've had the opportunity to visit more than 100 mills and tour operations in 10 different countries." Vaagen added that one of the "most troubling aspects of our business today is our national fiber supply."

He stated further that, "the erosion in this region's lumber producing capacity is unprecedented. There are currently less than 200 sawmills operating in the West today. A quarter century ago, that was the number of mills operating in the Coast region of Oregon alone."

Regardless of the downturn in the mar-

Continued on page 21

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WWPA PHOTOS - Continued from page 18



Lynn and Tom Hanneman, WWPA, Portland, Ore.; Edna and Tom Searles, American Lumber Standard Committee, Germantown, Md.; and Janice and Craig Larson, Softwood Export Council, Portland, Ore.



Charles Peone, Fort Apache Timber Co., White River, Ariz.; Steve Fetrow, Deshutes Pine Sales Inc., Bend, Ore.; Butch Bernhardt, WWPA, Portland, Ore.; and Scott Stormoen, Columbia Vista Corp., Vancouver, Wash.



John Branstetter, Vaagen Bros. Lumber Inc., Colville, Wash.; Tim Cornwell, BlueLinx Corp., Atlanta, Ga.; and Wade Mosby, Collins Pine Cos., Portland, Ore.



George Emmerson, Sierra Pacific Industries, Redding, Calif.; Jim Scharnhorst, Bennett Forest Industries Inc., Coeur d'Alene, Idaho; Dave Dickman, Andersen Corp., Bay Port, Minn.; and Frank Pearson, Contact Industries, Clackamas, Ore.



Bill White, Elof Hansson Timber, Suwanee, Ga.; and Jack Martin and Jeff Setzer, Setzer Forest Products Inc., Sacramento, Calif.



Dwayne Vaagen, Vaagen Bros. Lumber Inc., Colville, Wash.; Mike O'Halloran, WWPA, Portland, Ore.; and Frank Bennett, Bennett Lumber Products, Inc., Princeton, Idaho



Todd Misna and Chris Neidre, Seacoast Science Inc., San Diego, Calif.; and Kevin Cheung, WWPA, Portland, Ore.



Scott and Monica Stormoen, and Sharon and Bob Lewis, Columbia Vista Corp., Vancouver, Wash.



Bill White and Joel Osterloh, Elof Hansson Timber, Suwanee, Ga.; and Bob Mai, Potlatch Corp., Lewiston, Idaho



Mike and Jan Durga, Laurie Creech, and Judy and Allan Trinkwald, Simpson Timber Co., Tacoma, Wash.



Jim and Linda Scharnhorst, Bennett Forest Industries Inc., Coeur d'Alene, Idaho; and Cyndee Johnson and Ted Roberts, Roberts & Dybdahl Inc., Des Moines, Iowa

IFF PHOTOS - Continued from page 1



Tom and Edna Searles, American Lumber Standard Committee, Germantown, Md.



Arief Sukmo Nugroho, owner of Puri Citra Group (Indonesia) & Haqni Sukmo Nugroho, general manager



Siddarth Sethia, executive director of Sethia Handicrafts Pvt Ltd (India) and Pankaj Sethia, director



Frans S. Pekasa, director of Mega Furniture (Indonesia) and Totok Rohyanto, marketing manager



Company owners Sam Mersseman and Steven van der Veken of BSM Indonesia



Carl Biedukiewicz, sales & marketing director of Furniture Connections (UK) and Paul Wulff, business manager of Olori Furniture Pty Ltd (Australia)

WWPA -

Continued from page 19

ket, Vaagen said, "While other organizations are struggling and seeking to reduce programs, WWPA has remained solid in its commitment to provide service and value to its membership.

"Today, the Association represents 60 percent of the Western lumber produced annually. And more than 85 percent of that volume is supporting WWPA as full members, compared to the 60 percent not too many years ago.

"I would like to thank you for the privilege of serving as your chairman. It has been a great honor to represent you and see first-hand the best qualities of our industry."

During the morning session on the second day of the convention, WWPA members heard speakers address exports, product support, quality services and economic services associated with the organization. Craig Larsen with the Softwood Export Council spoke on the topic of exports, noting that "the markets for exports have been fairly good. We're ahead of last year. Mexico was the largest market this year on a dollar basis and Japan has also been fairly strong. Also, the United Kingdom was a big shining star that came out of nowhere in the first quarter of the year - then Spain and Taiwan have seen some decent sales. The value of our dollar and our product has helped out softwood exports."

Larsen stated also that, "We think this year and next will be good for U.S. softwood exports."

Later, the Product Support meeting was held and chaired by Mike Phillips of Hampton Affiliates with about 30 people in attendance. They were informed about the increase in regulations and codes relating to fire and how green building is impacting current markets.

WWPA also presented an industry forecast that stated U.S. housing starts in 2008 should total less than half of what was built three years ago, becoming the worst year for new construction since World War II. Single-family starts, noted the WWPA forecast, will be off 60 percent from 2005.

Lumber demand is expected to decline to 45.3 billion board feet this year. Since 2005, demand for lumber has fallen 19 billion board feet - a volume equivalent to what was produced by sawmills in the West that entire year.

WWPA forecasts lumber production at Western mills to slip by 11.5 percent to 14.1 billion board feet this year. That volume would be the lowest since 1982, when just 13.7 billion board feet was produced in the West.

Imports, which were off nearly 20 percent last year, are expected to decline another 17 percent to 15.3 billion board feet. WWPA predicts markets should start to recover in 2009, with housing starts forecast 1.17 million and lumber demand rising to 47.7 billion board feet. Western mill production is expected to rise next year to 15 billion board feet, up 6 percent.

In addition to various presentations at the convention, a trio of long-time Western lumber industry employees were named WWPA Master Lumbermen for 2008. This award is presented to professionals who dedicate their careers to lumber manufacturing and quality control. To qualify for the award, Master Lumbermen must have extensive knowledge and experience in lumber production, be a WWPA certified lumber grader for at least 20 years and hold a supervisory position at his mill.

The 2008 Master Lumbermen are Jimmy Bridge, Mescalero Forest Products, Mescalero, N.M.; David Fairley, Guy Bennett Lumber Co., Clarkston, Wash.; and Mark Luster, Sierra Pacific Industries, Lincoln, Calif.

At the recent convention, new officers were also elected. They include Allan Trinkwald of Simpson Timber Co., Tacoma, Wash., as first vice chairman and Bob Lewis of Columbia Vista Corp., Vancouver, Wash., as second vice chairman. Mike O'Halloran was reelected as president and CEO.

IFF -

Continued from page 1

which was worth more than US \$300 billion, had registered a healthy growth with furniture production increasing by 6-8 percent since 2002.

He disclosed that Asia's share of furniture exports had grown from 18 to 32 percent while Europe's had shrunk from 66 to 55 percent during the same period. "The growth in the furniture industry is due largely to the bullish property and hospitality market as well as a greater emphasis on quality lifestyle in the U.S. and Europe," he said.

Although the outlook for Singapore's furniture industry was buoyant, Dr. Lee cautioned that there was no room for complacency and urged furniture manufacturers to further improve on their furniture manufacturing capabilities and strive to secure new markets.

In his speech, Andrew Ng, president of Singapore Furniture Industries Council said the Singapore Mosaic brand, which was launched during the expo, was a collective effort of Singapore companies that was aimed at addressing the needs and expectations of its global customers.

IFFS 2008 also featured PLATFORM, which allowed young designers to showcase their creative prototypes to manufacturers during the expo. This year, the furniture design award attracted some

530 entries, which were submitted by designers from 12 countries, an increase of 41 percent compared to last year, according to Ng.

WHO'S WHO - Geiger

Continued from page 2

lumber in such species as Black Walnut (4/4 through 10/4), Cherry (4/4 through 8/4), White Oak (4/4 and 5/4), Red Oak (4/4, 5/4 and 6/4), Hickory (4/4 and 5/4), Basswood (4/4 and 12/4), Quarter and Rift Sawn White Oak (4/4) and Hard Maple (4/4 through 8/4). The company also markets veneer logs in Black Walnut, Red and White Oak, Cherry, Hard Maple and Hickory.

Hawkeye Forest Products is an active supplier to distribution yards and end users domestic market as well as the Japanese and European markets. The firm specializes in mixed truckloads and container loads, and offers gang ripped flooring blanks in No. 1 Common and Rustic grades in Black Walnut, White Oak and Hickory.

Geiger began his sales career in 1997 in the pharmaceutical and insurance fields. His wife, Jennifer, is the daughter of John and Kathy Hawkinson, who own Hawkeye Forest Products. The couple

has been married for 11 years, and have two children, Marcus and Mason.

Geiger received a bachelor's degree in business from the University of Nebraska in Lincoln, Neb., where he was part of the wrestling team. He enjoys spending time with his wife and children, and outdoor sports including mountain biking and snowboarding.

WHO'S WHO - Lachlan

Continued from page 2

Brisbane, Australia, trades in the United States as Moxon Timbers Inc., with concentration and kiln facilities, in Winchester, Va. and Portland, Ore.

The company is the only certified Australian Cypress producer in Australia, importing Australian Cypress lumber and flooring into North America using PEFC (Programme for the Endorsement of Forest Certification Systems) and Chain of Custody (CoC) for certified legal and sustainable forestry operations. Moxon Timbers is a member of the International Wood Products Assoc. and the National Wood Flooring Assoc.

Lachlan has been involved in the import/export industry for 20 years. He began his career in timber sales for J. Meyers Timber Products in Townsville,

Continued on page 22

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WHO'S WHO - Lachlan

Continued from page 21

Australia, in 1980. He has handled all of the aspects of importing and exporting from logs to lumber and kilns to containers. Lachlan received a bachelor's degree in business administration from James Cook University in Townsville, Australia. He and his wife of 22 years, Dr. Ranna-Lesley Lachlan, have one child, and are expecting their first grandchild this summer. Lachlan is a private pilot, and enjoys Tai Chi, travel, gardening and his dogs.

WHO'S WHO - Seyler

Continued from page 2

Hardwood Lumber Assoc., Pennsylvania Forest Products Assoc., and Appalachian Hardwood Manufacturers Inc. The firm received the U.S. Dept. of Commerce Export Achievement Award in 2006.

Seyler began his import/export industry career over 10 years ago, when he joined Keystone Veneers, a member of the Danzer Group, in Williamsport, Pa., in 1996. He spent five years in the U.S. Army from 1983 to 1988. Seyler worked in the U.S. Army Transportation Corps., helping

to organize logistics for Reforger (Return of Forces to Germany Exercise) in 1987 and 1988.

Seyler is a graduate of South Williamsport Area High School in South Williamsport, Pa. He received a bachelor's degree in German/International Relations from Bucknell University in Lewisburg, Pa.

Seyler and his wife of 20 years, Alexandra, have four children. He enjoys playing basketball, running, coaching church basketball and reading.

WHO'S WHO - Stolzoff

Continued from page 2

cult-to-find building materials and forest products. The firm maintains an office in Curitiba, Brazil, that is a liaison for imports and exports, and is a member of the Home Builders Assoc. of Metropolitan Portland and the Pacific Lumber Exporters Assoc.

Concannon Lumber's quality control staff in Brazil inspects orders during production and up to loading the containers for markets. The company has an office in Montgomery, Texas (Houston area), for business to and from Mexico.

Stolzoff is a graduate of Brown Military Academy in Glendora, Calif., and received a bachelor's degree in economics from Whitman College in Walla Walla, Wash. He and his wife of 25 years, Debi, have two children. Stolzoff enjoys snow skiing and

travel.

VIETNAMESE -

Continued from page 2

My Tai Furniture.

The report accused several Southeast Asian nations' companies of attaining the wood through bribery.

Thai and Singaporean companies were also implicated as profiting off illegal Laotian wood in the report.

Thang said all Vietnamese furniture export companies must obtain an FSC certificate, which he said proved that they do not meddle with illegal logging.

However, the report alleged that Vietnamese firms and several others had "bought" FSC certificates to deal with American importers.

Tran Quoc Manh, chairman of Sadaco Company, another furniture company in HCMC, said Laos has prohibited the export of original forest wood without government permission, but he said Laotian authorities did allow the export of timber exploited from man-made forests.

EIA and Telapak reported that "45 trucks laden with logs" were seen lining up in Laos waiting to cross the Vietnamese border near the Port of Vinh.

The two organizations estimate that at least 500,000 cubic meters of logs are transported from Laos to Vietnam every year.

Manh said it's hard to account for exactly where all Vietnamese firms source all their lumber and said that seeing the trucks "doesn't really prove anything."

"These organizations should have worked with the Vietnam Forest Association and other Vietnamese entities before coming to any conclusion," Manh said.

"We must look into all sides of the story, maybe look at the motivation behind this report, before coming up with the best way to deal with this."

Also according to Manh, Vietnam is working with other ASEAN countries to develop regional legal guidelines for planting, exploiting and preservation of forests that is compatible with a thriving lumber sector.

Vietnam hopes to increase its furniture exports to \$3 billion this year.

AHEC -

Continued from page 2

produced from controversial sources as defined in the Chain of Custody standard of the Program for the Endorsement of Forest Certification (PEFC).

Finally, the authors conclude that, "given the safety-net of effective national and state regulations and programs that address unlawful conduct and faulty forest practices, the need for traceability, independent chain of custody and/or controlled wood certification to demonstrate legality should not be crucial for the sourcing of U.S. hardwood products."

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 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 on the Convention as well as additional overseas activities, please contact AHEC by phone at 202/463-2720, by fax at 202/463-2787 or consult our web site at www.ahec.org

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IWPA - McClendon

Continued from page 3

asking me to sing their story.

However, this is a story we, as an industry, need to tell more often, especially in celebration of Earth Day.

BR-111 Exotic Hardwood Flooring built a school in the Amazon that provides education, social services, healthcare and daily nutritional meals for 85 under privileged children from the surrounding area. BR-111 pledges a portion of each and every sale for projects like this.

Tradelink, another IWPA member, provides job training skills and income in a project whereby Tradelink donates the offcuts from their production to the community's arts and crafts association. Profits from the sale of these products are then distributed to the workers of the association – creating jobs and a stable community and improving environmental conditions through waste recycling.

The Robinson Lumber and Flooring Company distribute food baskets containing several pounds of beans, rice, flour – and other staples of a nourishing diet.

There are more examples in Africa. DLH provides free medical care through its hospital and four clinics to all inhabitants in the forest concessions, regardless if they are employed by DLH or not. This is the only source of medical care for this area.

DLH also assists with the building and running of public schools in the forest concessions. In 2005, they provided for an enrollment of 3,600 school children.

The Danzer Group supports health care and provides medicines in the communities where they are located.

Danzer is like many of our other members – they have supported social, cultural and environmental charities for many decades quietly and privately.

The work of these companies is proof

Continued on page 23