

IWPA - McClendon

Continued from page 22

positive that our industry is making personal and appreciable difference in the lives of thousands of people around the world on Earth Day and everyday.

And, in addition to all these social projects our industry is also quite involved in on-the-ground sustainable forest management. Once again, not talking a good game – but delivering results.

One obvious example is the great work of the Tropical Forest Foundation. IWPA played a lead role in founding this organization in 1990 and many of our members remain active contributors and volunteer leaders. The Tropical Forest Foundation is a leader in educating on the environmental and economic benefits of reduced impact logging.

IWPA members have long been proud of the role they play in providing U.S. workers with jobs from port to highway, producer to distributor, and retailer to end-user. U.S. consumers benefit from a diverse array of choices and reduced cost that imports bring. Wise sustainable management helps forests remain vibrant while providing jobs and goods for generations to come.

But the story doesn't end there. IWPA members are giving back to the international communities that have invited us to share in their resources. Providing essential human and social services, education for children and jobs for workers in desperate need in developing countries is a vital component of going green and something we should all remember on the Earth Days to come.

COAST PACIFIC -

Continued from page 4

made to order, a sizeable amount is mass produced. "Apart from designs created by our in-house team, some of the items are made according to cus-

tom specifications," Lo further explained.

Currently, Lo holds the post of treasurer at the Cebu Furniture Industries Foundation while the company is also a member of Cebu Chamber of Commerce and Industry as well as the European Chamber of Commerce.

Although a family business, Coast Pacific is unique in that although it is a business that was passed down from father to son, it has a woman at the helm with Lo assuming the post of chief executive officer while her husband is involved on a part-time basis. She is assisted by her eldest son who is chief operations officer.

BAILLIE -

Continued from page 5

in a rush, we'll do anything we can to accommodate them," he said. "We'll get into the warehouse, have a look and let them know if it's possible. And, if it's possible, we'll do it for them."

To avoid any issues with staining, the company grades everything soon after it arrives, and anything that doesn't make grade is either remanufactured or used in a different market. After kiln drying, all products are graded again.

Don Bradshaw, who has been with Baillie for over 20 years, handles drying for the Cove City yard.

Baillie Lumber primarily sells its exotics to distribution yards in the United States and Canada, in addition to flooring plants and other end users. Bach noted that many customers looking to purchase the new products are existing clients who already purchase domestic hardwoods from Baillie. However, any new customers can expect the same quality products and service those familiar with Baillie have come to expect. The company also prides itself on meeting any customer's most demanding challenges with custom sorts.

"We already have an extensive knowl-

edge and great relationships with the customers that we're dealing with," Bach said. "Adding exotic hardwoods was just a natural fit. As a sales team, we work hard to help customers understand what their needs are, and, whenever possible, to get the specifications that work best for them."

Baillie Lumber actively procures lumber from South America (Brazil, Bolivia, Peru); Central America (Mexico, Guatemala); and Africa (Ghana, Ivory Coast, Cameroon, Central African Republic, Republic of Congo, Democratic Republic of Congo).

Bach, who has sold exotic hardwoods for over 14 years, travels to Africa, Central and South America several times a year to maintain the company's relationships with suppliers.

"We want to make sure we treat our suppliers as well as we can, and help them grow as we continue to grow our program here," Bach said. "My responsibilities are to procure all of the hardwoods from overseas, and get everything set up for exporting and importing lumber from overseas to the U.S. I have also spent a lot of time with the various departments at Baillie – traffic, accounting, support and sales – in order to help educate them about the imported hardwoods. Especially the sales department at Baillie has really embraced the new imported wood program, and they are doing a really great job at moving this product to both new and existing customers."

Bryan Swift, who works as assistant yard manager, joins Bach in Cove City. Swift noted that Baillie has recently completed a number of improvements to enhance customer service.

The company recently added PictureTally and a Morris Industrial Corp. grading station. PictureTally, which uses digital pictures for fast, accurate lumber bundle tallies, was installed at all of the firm's lumberyards.

"We have cut the amount of time spent tallying a bundle in half by using PictureTally. We will also be upgrading our system to tally one-half foot increments, which is required for some of the import-

ed hardwoods."

In Cove City, N.C., Baillie Lumber boasts a drying capacity of over 780,000 board feet, and the company can dry more than 1.2 million board feet of lumber per month.

Swift said the firm recently added an additional 12,000 square foot of dry storage to accommodate the imported hardwoods, and the requirement for just-in-time shipments. "It is so important to have everything in stock for our customers when they need it," he said.

In addition, Baillie Lumber has several SII controllers to monitor the 12 dry kilns of various capacities from 25,000 to 120,000 board feet, and a Newman Whitney 282 planer at the Cove City facility. The operation is located on approximately 120 acres of land, of which 20 acres is being utilized, and has 55 employees.

Cove City's inventory of domestic and exotic species, works in concert with Baillie's domestic hardwood yard in Smyrna, N.Y., to proficiently provide these products in the United States, Canada and around the world. The company can ship whole or partial truckloads from both locations.

The exotic hardwoods division will also help expand Baillie's line of Forest Stewardship Council (FSC) certified products under the SmartWood program. "We have many suppliers in South America and Africa that are either already offering certified products or are expecting to be able to within the next six to 12 months," Bach said. "Our facility in Cove City should be certified by the fall of 2008, to supply FSC-certified products."

Bach said the division has grown steadily for the past eight months, and the company expects this to continue for 2008 and beyond. "Baillie is committed to this new exotic hardwood division, and has invested in both the people and resources to grow the business and become an integral part of their portfolio," he said.

James A. Baillie founded Baillie Lumber Co. in 1923, as a one-man brokerage

Continued on page 26

State of the Art

Our dedication to quality at our GILCO facility is obvious to any visitor. Our 20 acre site includes a new 1 million Bd. Ft. capacity predryer, 16 Irvington Moore dry kilns, air drying sheds and yard with 4 million board feet of open air drying capacity. We have two grading chains: one to grade inbound green lumber, and the other to grade, sort and surface dried lumber to customer specifications. At the end of this grading chain, we have two 1,000,000 board feet kiln dried storage warehouses, which enable us to provide our customers with "just-in-time" shipments to any location in the world by route of truck, railcar or container. This facility was constructed with three things in mind: Quality, Service and Consistency.



GILCO's dry kiln facility in Roderfield, WV

QUALITY • The latest technology in quality lumber production. • All lumber trimmed after drying. • Highest quality Appalachian hardwoods. • GILCO quality Assurance.

SERVICE • Controlled "just-in-time" shipments by rail, truck or container. • Ability to surface and trim to your specifications. • Dedicated employees committed to providing you with the highest quality of goods and services. • Flexibility to meet your needs.

CONSISTENCY • Select harvest area from over 1,200,000 acres we own or manage insures you better consistency in grain and color. • Length and width tallies on each bundle. • Lumber produced by five GILCO sawmills with 85,000,000 board feet annual production.



GILCO LUMBER, INC.
P.O. BOX 18370
96 MACCORKLE AVENUE, SW
SOUTH CHARLESTON, WV 25303
Tel. 304-746-3160 1-800-718-1488
FAX 304-746-2999

Web site: www.gilcolumber.com

Sales Manager - Scott England
Sales - Hank Bishop and Tony Love

We recently acquired a new Hardwood lumber concentration yard in Marion, N.C., which will produce an additional 15,000,000 board feet of kiln dried lumber annually.

import/export timber products' stock exchange

FOR SALE

Tropical Hardwood Lumbers
Genuine Mahogany
African Mahogany (Khaya)
Sapele Mahogany
Spanish Cedar
Brazilian Cherry (Jatoba)

Alan McIlvain Company
 501 Market Street
 Marcus Hook, PA 19061
 Phone: (610) 485-6600
 FAX: (610) 485-0471
 www.alanmcilvain.com
 sales@alanmcilvain.com

FOR SALE

3 T/L 4/4 S&B Ash	4 T/L 4/4 #1 Com Hickory
5 T/L 6/4 S&B Ash	2 T/L 4/4 #2 Com Hickory
5 T/L 10/4 S&B Ash	5 T/L 5/4 S&B Hickory
1 T/L 5/4 S&B Basswood	2 T/L 5/4 #1 Com Hickory
1 T/L 6/4 S&B Basswood	1 T/L 6/4 S&B Hickory
1 T/L 8/4 S&B Basswood	4 T/L 6/4 #1 Com Hickory
5 T/L 4/4 #2 Com Beech	2 T/L 8/4 S&B Hickory
4 T/L 5/4 S&B Beech	1 T/L 8/4 #1 Com Hickory
5 T/L 4/4 #1 Com Beech	5 T/L 5/4 #1 Com S. Maple
5 T/L 6/4 #2 Com Beech	3 T/L 6/4 S&B S. Maple
5 T/L 5/4 #1 Com Cherry	1 T/L 8/4 #2 Com S. Maple
1 T/L 6/4 #2 Com Cherry	2 T/L 8/4 #1 Com W. Oak
4 T/L 8/4 S&B Cherry	

Cole Hardwood Inc.
 P. O. Box 568

Logansport, Indiana 46947
 574-753-3151 Fax: 574-753-2525
 e-mail at: dave@colehardwood.com
 home page: www.colehardwood.com

FITZPATRICK & WELLER Inc.
 Ellicottville, New York
 716 699 2393 phone
 716 699 2893 fax
 sales@fitzweller.com

ASH	4/4 1 com
4/4 FAS	4/4 2 com
8/4 FAS	RED OAK
CHERRY	4/4 1 com
4/4 1 com	4/4 2 com
8/4 1 com	WHITE OAK
HARD MAPLE	4/4 FAS
4/4 FAS 9' + longer	

Weston wood solutions
 Quality, partnership,
 experience

CLEAR BOARDS

All 1 x 4" THRU 12"

- Raw F/J Radiata Pine Boards
 - Double Primed F/J Radiata Pine Boards
 - Double Primed F/J Chinese Fir
 - C&Btr Radiata Pine Boards
 - Raw F/J Eastern White Pine
- F/J stock all 16'; Solid Stock pull to length units heavy 16'

PROMPT SHIPMENT FROM OUR INVENTORY
 CONTACT MAURICIO BRAVO AT 905-678-5199
 OR EMAIL mbravo@westonwoodsolutions.com

IMPORTED BOARDS

All 1 x 4" THRU 12"

- Raw F/J Radiata Boards
 - Double Primed F/J Radiata Boards
 - Double Primed F/J Chinese Fir
 - C&Btr Radiata Boards
- F/J stock all 16'; Solid Stock pull to length units heavy 16'

PROMPT SHIPMENT FROM OUR INVENTORY
 CONTACT MAURICIO BRAVO AT 905-678-5199
 OR EMAIL mbravo@westonwoodsolutions.com

Looking For Red Elm Green or Kiln Dried 4/4 - 5/4 - 6/4 - 8/4



PRIMEWOOD LUMBER INC.
 Tel: 819-478-7721 Fax: 819-477-6662
 1150 Labonte
 Drummondville, PQ, CN J2C 5Y4
 Web: www.primewood-lumber.com
 E-mail: info@primewood-lumber.com

FOR SALE

- 1 Ctr 4/4 Ash Consel KD Prompt
 - 1 Ctr Ea. 4/4, 5/4 & 8/4 Cherry Prime KD Prompt
 - 1 Ctr 4/4 Hard Maple Prime KD Prompt
 - 1 Ctr Ea. 4/4, 5/4, 6/4 & 8/4 Poplar Prime KD Prompt
 - 2 Ctrs 4/4 Red Oak FAS/1F KD Prompt
 - 1 Ctr 4/4 Walnut FAS/1F KD Prompt
 - 1 Ctr 5/4 #1C#2C Walnut FAS/1F KD Prompt
 - 1 Ctr 8/4 Walnut FAS/1F KD Prompt
- Partial Listing - All Inquiries Welcome

WANTED

We Purchase Daily - Inventory Constantly Changing - Prompt Pay
 Fax Us Your Offerings

O'Shea Lumber Company

Merchants of Fine Woods
 11425 Susquehanna Trail
 Glen Rock, PA U.S.A. 17327
 WEBSITE: www.oshealumber.com
 EMAIL: anton@oshea.com
 Tel. 717- 235-1992 or 800-838-0296
 FAX 717-235-0200

Kiln Dried Ready Available for Sale

- Ash White (more than 70% W1F) 4/4 Sel&Btr 2 cont.
- Ash White (more than 70% W1F) 5/4 Sel&Btr 2 cont.
- Ash White Uns. 5/4 #1 Com 2 cont.
- Basswood 5/4 Sel&Btr 2 cont.
- Basswood 8/4 Sel&Btr 1 cont.
- Cherry Min. Red +90/+80 4/4 Sel&Btr 8' + 2 cont.
- Cherry Min. Red +90/+80 4/4 #1 Com 2 cont.
- Cherry Min. Red +90/+80 5/4 Sel&Btr 2 cont.
- Cherry Min. Red +90/+80 6/4 Sel&Btr 8' + 1 cont.
- Cherry Min. Red +90/+80 8/4 Sel&Btr 8' + 1 cont.
- Cherry Min. Red +90/+80 10/4 Sel&Btr 1 cont.
- Maple Hard white 2 faces 4/4 Sel&Btr 1 cont.
- Maple Hard white 2 faces 5/4 Sel&Btr 1 cont.
- Maple Hard white 2 faces 6/4 Sel&Btr 1 cont.
- Maple Hard white 2 faces 8/4 Sel&Btr 1 cont.
- Maple Sof (Red Leaf) Heavy Sap&Btr 5/4 Sel&Btr 1 cont.
- Maple Sof (Red Leaf) Heavy Sap&Btr 6/4 Sel&Btr 1 cont.
- Maple Sof (Red Leaf) Heavy Sap&Btr 8/4 Sel&Btr 1 cont.
- Maple Sof (Red Leaf) Heavy Sap&Btr 10/4 Sel&Btr 1 cont.
- Oak Red (No. App.) 8/4 Sel&Btr 1 cont.
- Walnut 8/4 Sel&Btr 1 cont.



444 High Street
 Bradford, PA 16701-0369 USA
 Tel.: 814-368-3701
 Web: www.bradfordforest.com



Hermitage Hardwood
 Lumber Sales, Inc.

105 Ridgedale Drive P.O. Box 698
 Cookeville, TN 38501 U.S.A. Cookeville, TN 38503 U.S.A.
 931-526-6832 • 931-526-4769 Fax
 E-mail: info@hermitagehardwood.com
 lawson@hermitagehardwood.com
 Website: www.hermitagehardwood.com
 Contact: Parker Boles, Adam Moran, Steve Gunderson
 Lawson Maury - Export
 www.hermitagehardwood.com

SPECIALS:

AFRICAN MAHOGANY 5/8, 4/4 - 12/4 6' - 7' only

For Sale

ASH	4/4 2 Com 45m'
4/4 FAS 50m' W1F 15/16	4/4 3 Com 25m'
4/4 FAS 20m' Uns. 15/16	POPLAR
5/4 FAS 13m'	4/4 FAS 55m'
5/4 2 Com 6m'	4/4 FAS 12m' S2S
6/4 2 Com 5m'	4/4 FAS 7m' 12" & Wider
8/4 1 Com 20m'	4/4 1 Com 30m'
BASSWOOD	4/4 2 Com 17m'
4/4 FAS 20m'	4/4 2 Com 45m' S2S
4/4 2 Com 10m'	5/4 FAS 24m'
5/4 FAS 3m'	5/4 1 Com 60m'
CHERRY	5/4 2 Com 45m'
4/4 FAS 35m'	6/4 FAS 68m'
4/4 1 Com 35m'	6/4 1 Com 39m'
	6/4 2 Com 30m'

****SPECIALS** - COLOR NO DEFECT**

Red Oak 15/16 FAS 7m'
 Red Oak 1 3/16 FAS 10m'
 Red Oak 1 7/16 FAS 6m'
 White Oak 4/4 FAS 4m' White Oak 6/4 FAS 24m'

For Sale:

- 3 T/L's 8/4 FAS/1F Red Oak
 - 3 T/L's 6/4 FAS/1F Red Oak
 - 3 T/L's 5/4 FAS/1F Red Oak
 - 1 T/L 8/4 FAS/1F White Oak
 - 4 T/L's 8/4 FAS/1F Poplar
 - 6 T/L's 5/4 FAS/1F Poplar
 - 2 T/L's 12/4 FAS/1F Poplar
- ***specials***
 2 T/L's 8/4 FAS/1F Red Oak S/2S 1-7/8"
 3 T/L's 5/4 FAS/1F Red Oak S/2S 1-3/16"
 6 T/L's 4/4 #1com Hickory S/2S 15/16"
 6 T/L's 4/4 #2com Hickory S/2S 15/16"
 3 T/L's 4/4 1c&Btr Aromatic Red Cedar
 3 T/L's 4/4 1c&Btr Red Oak 13/16" mineral

Mayfield Lumber Company
 P.O. Box 848, McMinnville, TN 37111
 931-668-3252 • FAX: 931-668-2363
 E-mail: mayfieldlbr@blomand.net
 www.mayfieldlumber.com

Veneer

- Knotty Pine, .8mm
- Oregon Pine, (Douglas Fir) .6mm and 1.5mm
- Hemlock, .6mm and 1.5mm
- Red Alder, .6mm and 1.5mm
- Red Cedar, .6mm and 1.5mm
- Lengths up to 5.3m



P.O. Box 339
 Post Falls, Idaho 83877
 (208) 773-4511
 FAX: (208) 773-1107
 website: www.idahoveneer.com



Lawson Maury
 Export Manager
 (one stubborn guy)

HARD HEADED

When it comes to providing the lumber market with a quality choice, we have to admit we are hard-headed. We won't settle for inferior products, and we're downright stubborn when it comes to delivering the best, most responsive service out there! Our equipment is first class, our facility hums with a no-nonsense team of experienced lumbermen, and we are building a reputation that is second to none.

Now if this all sounds a little hard to swallow, give us a call and you'll see we mean business.



Hardly Run-Of-The-Mill

PROCESSORS OF
 NORTH AMERICAN HARDWOODS

Hermitage Hardwood Lumber Sales, Inc.
 P.O. Box 698
 Cookeville, Tennessee USA 38503
 931-526-6832 • Fax: 931-526-4769
 www.hermitagehardwood.com

import/export timber products' stock exchange

4/4 thru 8/4 Fas/1F Ash
 4/4 thru 8/4 1Com Ash
 4/4 thru 8/4 Fas/1F Cottonwood
 4/4 thru 8/4 1Com Cottonwood
 4/4 thru 8/4 Fas/1F Elm
 4/4 thru 8/4 1Com Elm
 4/4 thru 8/4 Fas/1F Hackberry
 4/4 thru 8/4 1Com Hackberry
 4/4 thru 6/4 Fas/1F Pecan
 4/4 thru 6/4 1Com Pecan
 4/4 thru 8/4 Fas/1F Poplar
 4/4 thru 8/4 1Com Poplar
 4/4 thru 12/4 Fas/1F Sap Gum
 4/4 thru 12/4 1Com Sap Gum
 4/4 thru 8/4 Fas/1F Sycamore
 4/4 thru 8/4 1Com Sycamore
 4/4 and 5/4 Fas/1F Red Oak
 4/4 and 5/4 1Com Red Oak
 4/4 Fas/1F White Oak
 4/4 1Com White Oak
 4/4 thru 12/4 Fas/1F Willow
 4/4 thru 12/4 1Com Willow



All of the above are Kiln Dry items.
 We accumulate less than truckload quantities of #2 Com in all of the above.
 We can offer any of the above as FSC Certified.
ANDERSON-TULLY WORLDWIDE
 TEL 601.629.3283 • FAX 601.629.3284
 1725 North Washington Street
 Vicksburg, MS 39180 USA
 WWW.ANDERTULLY.COM

DOWNES & READER HARDWOOD CO.
 IMPORT DIVISION

Stock subject to prior sale

Arican Mahogany	8/4 FEQ 18,405
4/4 Sel/Bet 14,585	10/4 FEQ 14,859
5/4 Sel/Bet 852	12/4 FEQ 406
6/4 Sel/Bet 5,617	16/4 FEQ 16,310
8/4 Sel/Bet 5,376	
Bloodwood	
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
8/4 Sel/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
5/4 FEQ 6,050	6/4 Sel/Btr 5,033
6/4 FEQ 5,565	8/4 Sel/Btr 8,552

Toll-Free: 866-452-8622
 Call William or Steve
 www.ironsticks.com
 imports@downesandreader.com

Downes & Reader Hardwood Co. Inc.
 P.O. Box 456 - Evans Drive
 Stoughton, Mass 02072

FOR SALE

GENUINE MAHOGANY LUMBER
CEREJEIRA
SPANISH CEDAR
SAPELE
SANTOS MAHOGANY

Newman Lumber Co.

Gulfport Sales Staff: Doug, Bill, Pam, Roy
 Phone: 1-800-647-9547 or (228) 832-1899
 FAX: (228) 831-1149 Website: newmanlumber.com
 Mailing Address:
 P.O. Box 2580 - Gulfport, MS 39505-2580



Eastern White Pine
 America's Largest
 Eastern White Pine Producer

Manufacturing 4/4 Boards S4S, S1S2E, Rough and pattern in 4" through 12"
 Manufacturing all NeLMA Grades which include:
 C Select
 D Select
 DBTR Select
 Finish
 Premium
 Standard
 Industrial
 Shop
 Cut Stock
 Timbers

Hancock Lumber operates 3 SFI certified Sawmills in Maine and can produce to your needs
PLEASE CONTACT MATT DUPREY OR JACK BOWEN AT 207-627-7605
 P.O. Box 299 • 1260 Poland Spring Rd
 Casco, ME 04015
 Sales Tel: (207) 627-7600
 Sales Fax: (207) 627-4200
To learn more about us visit our website at:
www.hancocklumber.com

Penn-Sylvan International, Inc.
 Contact: Bill Reese, mobile (814) 881-7111
 Telephone (814) 827-8271 Fax (814) 827-8272
 Spartansburg, Pennsylvania U.S.A.
 E-mail PennSylvanUSA@aol.com
www.Penn-Sylvan.com

Veneer Logs - 4 Sides Clean
 3 x 40' Red Oak, 15" /up
 2 x 40' Cherry, 14" /up - grade A
 3 x 40' Cherry, 14" /up - grade B
 2 x 40' Hard Maple, 14" /up
 2 x 40' White Oak, 14" /up

#1 Sawlogs - 3 Sides Clean
 5 x 40' Cherry, 12" /up
 3 x 40' Hard Maple, 13" /up
 5 x 40' Red Oak, 15" /up
 4 x 40' Red Oak, Flooring Grade, 12" /up
 2 x 40' White Oak, 13" /up
 1 x 40' White Oak, Flooring Grade, 12" /up

CUSTOM Grades Available - Contact Us Today!

Jim C. Hamer Co.
 Appalachian Hardwood



4/4 - 8/4 FAS - #2 Common Ash
 4/4 - 8/4 FAS - #2 Common Basswood
 4/4 - 8/4 FAS - #2 Common Cherry
 4/4 - 8/4 FAS #1 & #2 White Hard Maple
 4/4 - 8/4 #1 - #2 Common Hard Maple
 4/4 - 8/4 FAS - #2 Common Soft Maple
 4/4 - 5/4 FAS - #2 Common Red Oak
 4/4 - 5/4 FAS - #2 Common White Oak
 4/4 - 5/4 FAS - #2 Common White Oak R/Q
 4/4 - 5/4 FAS - #2 Common Hickory
 4/4 - 8/4 FAS - #2 Common Poplar
 4/4 - 8/4 FAS - #2 Common Walnut

Please Contact Us For All Your Appalachian Hardwood Needs
 Green or Kiln Dried
phn: (304) 453-6381 fax: (304) 453-6587
 email: sales@jimchamer.com
www.jimchamer.com



KILN DRIED LUMBER FOR SALE

WHITE OAK	YELLOW POPLAR
4/4	4/4
5/4	5/4
HICKORY	6/4
4/4	8/4
5/4	10/4
6/4	12/4
8/4	16/4
WALNUT	
4/4	
5/4	
6/4	
8/4	
10/4	
12/4	



W.M. Cramer International Inc.
 Hickory, NC 28603 USA
FAX: (828) 397-3763 PH: (828) 397-7481
 E-Mail: ruthc@cramerlumber.com
 Web site: www.cramerlumber.com



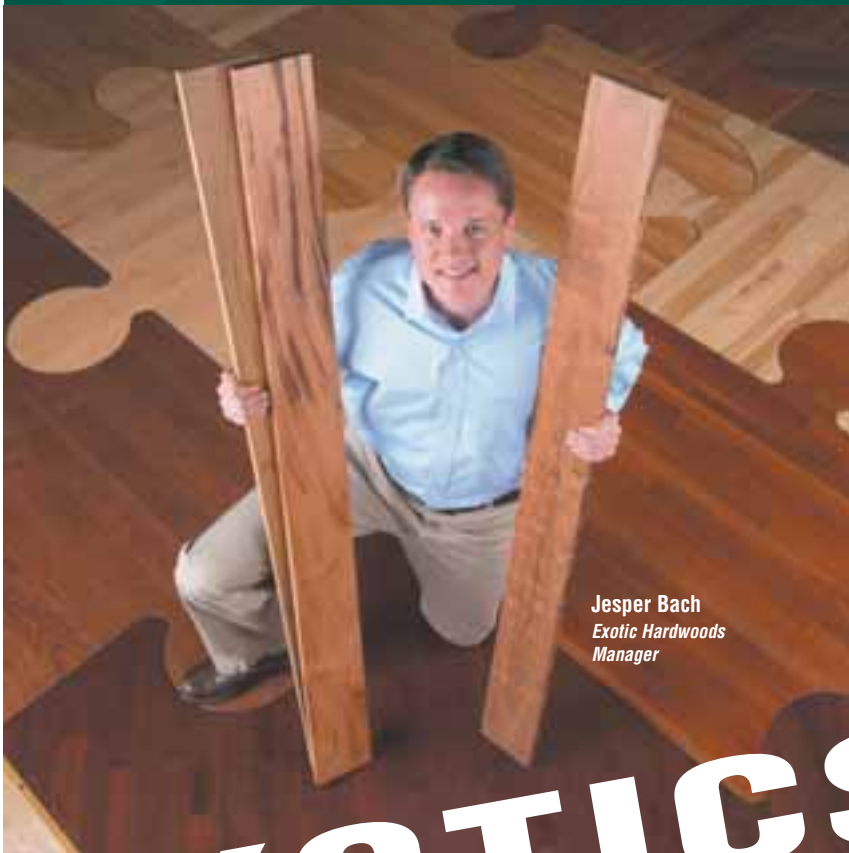
GUTCHESS LUMBER

See our full stock list online at
www.gutchess.com

Cherry				
10 M'	4/4	F&B	6", 7", 8W, 11W	
15 M'	4/4	1C	6", 7W	
13 M'	5/4	F&B	8"	
8 M'	6/4	F&B	9W	
8 M'	8/4	F&B	6", 7", 9", 12W	
White Hard Maple				
13 M'	4/4	F&B	5", 6", 7", 8", 9", 11W	
13 M'	4/4	1C	6N, 6W, 7"	
13 M'	4/4	2C	6N	
3 M'	5/4	F&B	8", 9W	
13 M'	8/4	F&B	9"	
Red Maple				
15 M'	4/4	F&B	8W	
7 M'	8/4	F&B	10W	
Red Oak				
13 M'	4/4	F&B	4", 5", 6", 6N, 7", 9", 10", 14W	
13 M'	4/4	1C	4", 5", 7", 8", 9", 11W	
13 M'	4/4	2C	7"	
8 M'	5/4	F&B	9"	
13 M'	6/4	F&B	6N, 6W, Sill Stock	
13 M'	8/4	F&B	7", 8", 12W	
White Oak				
6 M'	4/4	F&B	5", 6", 6N, 7", 7N, 9", 10"	
10 M'	4/4	1C	5", 7", 9", 10", 11W	

Or call toll-free for a quote
1-800-474-5862

THE FINAL PIECE TO THE HARDWOOD PUZZLE



Jesper Bach
 Exotic Hardwoods
 Manager

Baillie

...single source solutions

Baillie has long been recognized as the trusted name in premium North American hardwood lumber. With its entry into the exotics market, Baillie takes that same capability and dedication to quality, value and customer service and applies it to an exciting new product line. 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. And as always, Baillie prides itself on meeting any customer's most demanding challenges with custom sorts.

EXOTICS

BAILLIE LUMBER CO.
 Exotic Sales Direct Line 252.523.0021
 4002 Legion Drive / Hamburg, NY 14075 USA
 phone 716.649.2850 / 800.950.2850 / fax 716.649.2811
www.baillie.com / e-mail: info@baillie.com

BAILLIE -

Continued from page 23

firm in Hamburg, N.Y. Don Meyer, who joined Baillie Lumber in 1957, became owner and president following Baillie's retirement in 1963. Today, the company has sawmills or lumberyards in Waterloo, Smyrna and Boonville, N.Y., Leitchfield, Ky., Titusville, Pa., and Donalds, S.C.

Baillie Lumber is a member of the International Wood Products Assoc. (IWPA), National Hardwood Lumber Assoc. (NHLA) and the Department of Trade and Industry Development Trust (IDT), an organization that primarily represents African producers of hardwood.

For more information, call 716-649-2850, visit www.baillie.com or e-mail info@baillie.com.

HARDWOODS OF AMERICA -

Continued from page 6

The East Asiatic Co. Ltd. in Copenhagen, Denmark. He worked as assistant lumber manager in EAC's New York office, timber export manager in EAC's Kuala Lumpur office, import manager in EAC's Houston office, and distribution center manager in Madison, Wis. Pedersen has also served as import manager, vice president and president of International Wood Products; president of Swedish Match Industries; and general manager and vice president of Sitco Lumber Co.

Netterville said Hardwoods of America is running smoothly, but is also doing some renovations to the complex in Fayette with hopes to have everything completed by the close of 2008.

"We have six kiln chambers (about 600,000 board feet) running at this time," he said. "We have a great manufacturing facility here with the capability of producing flooring blanks and mouldings, gang rip and surfacing. We have a

Newman 382 planer to surface lumber." Hardwoods of America reconditioned its automated lumber stackers, grading chains and Taylor forklifts. The company also upgraded its chemical feed and water systems, and acquired computerized tally equipment to help keep track of lumber inventories.

"For our own benefit and for the benefit of any of the number of companies for whom we do custom drying, we track inventories constantly and can provide tallies for everything, regardless of whether the lumber is pre-drying, in the kilns or at any other stage of preparation," Rasberry said. "We can give them all the information that they need to know on a daily basis while their lumber is going through the system."

Through the joint efforts of the three partners, Hardwoods of America LLC produces and markets nearly 100 million board feet annually of Red and White Oak, Poplar, Ash, Cottonwood, Cherry, Pecan and Hickory (FAS, No. 1 and No. 2 Common).

Netterville said the company manufactures mostly 4/4 thicknesses, but can adapt to cut whatever the market dictates. He noted that, sooner, rather than later, North American lumber manufacturers will have to change the status quo in the name of survival.

"In our industry, over the next few years, it will not be just about buying logs and cutting and drying lumber," he said. "We're going to have to include ripping and trimming for fixed widths/fixed lengths as well as surfacing and moulding functions for S2S/S4S boards, furniture blanks and house mouldings."

We're going to have to try to get as close to the finished product as possible to make our customers' lives easier and thereby encourage them to buy our products."

"In the next few months, we're going to face a \$600 per container increase going to Asia," Netterville added. "We certainly can't absorb all of that and our customers can't either. If, however, they can buy a product that is only a few manufacturing steps away from their finished product that would be a wonderful

thing to offer them. I think the ones that survive in our industry during the next decade are going to be the ones that adapt to change."

Netterville said the company ships approximately 400 to 600 overseas containers each year to China, Vietnam, Europe and a few other markets. He noted that Hardwoods of America plans to double that volume in the next year, and "maybe even triple it down the road." The firm generally uses the Port of Mobile, Ala., located approximately 250 miles from Fayette, and the Port of New Orleans, La., about 170 miles from Fayette to ship its products internationally.

Pedersen added, "We currently average 50 to 60 containers a month going to China, particularly in No. 1 and No. 2 Common Red and White Oak. We are developing new business in Vietnam and other Southeast Asian countries in species such as White Oak, Ash and Poplar. We are open to custom kiln-drying for other hardwood producers, importers of exotic hardwoods and softwood producers and will be glad to quote our competitive rates upon request."

Hardwoods of America is a member of the American Hardwood Export Council (AHEC) and National Hardwood Lumber Assoc. (NHLA). Bruce Reynolds of Rives & Reynolds serves on the NHLA board of directors, while Netterville is a past board member. Leslie Rutland is a former board member of the Hardwood Manufacturers Assoc.

For more information, contact Hardwoods of America at 601-786-3473, visit www.hardwoodsofamerica.net or e-mail sales@hardwoodsofamerica.net.

BINGAMAN -

Continued from page 11

kiln drying capacity of 420,000 board feet per charge, thanks to the addition of six American Wood Dryer kilns. Other additions to the Clarendon yard include

automated grading and stacking operations, and a dry line.

Bingaman & Son also utilizes a 240,000-board-foot fan drying shed during the summer months in Clarendon to maintain excellent color in whitewoods such as Hard and Soft Maple. Scott Shaffer, vice president of yard operations, said, "The woods are in the shed for about eight days, and then go directly into the dry kilns. It helps us dry Hard and Soft Maple much whiter than we could without it."

Shaffer added that the company also recently built a 30,500-square-foot steel building on the premises with plans to install a green line and sticking line in the future. Bingaman & Son uses fluted and breeze-dried sticks on all whitewoods.

Shaffer said Bennett has added to the overall success of the Clarendon Division. "Maurice brought a lot of wood-working knowledge," he said. "He has challenged employees to grow outside of their own expected potential. His leadership abilities have been a key factor to this location."

Bingaman & Son Lumber Inc. manufactures kiln-dried Appalachian hardwood logs, lumber, strips, and dimension for distribution yards, furniture and cabinet manufacturers and small woodworking shops. The company is comprised of two lumberyards in Kreamer and Clarendon, Pa., and two sawmills, Pine Creek Lumber in Mill Hall, Pa., and St. Mary's Lumber in St. Mary's, Pa.

The second generation company was founded in the early 1940s by Carson C. Bingaman, who originally began selling Appalachian hardwoods to anthracite coal mining companies to shore up mine shafts. In 1956, Carson's son, Max, joined the business, which incorporated in 1968. At that time, the firm employed three full-time workers and some part-time help, and shipped 2.5 million board feet of lumber a year.

Today, Bingaman & Son Lumber Inc. has approximately 250 employees, and ships more than 40 million board feet of

Continued on page 27

One Success Story After Another...

"...has advertised...for many years now and has obtained valuable new customers as a result..."

Idaho Veneer Company has advertised in the Import/Export Wood Purchasing News for many years now and has obtained valuable customers as a result. Therefore, we decided to advertise in the Forest Products Export Directory with a full page four color position since it compliments the 'Wood Purchasing News'. I can tell you that the 'Export Directory' generates inquiries. Your 'Export Directory' is a valuable sales tool and we plan to continue to use it in our marketing to reach our customers and potential customers.

**John Malloy, President
Idaho Veneer Co.**



John Malloy
President, Sales/Marketing



CALL US TODAY 901-372-8280

OR FAX US AT 901-373-6180

**For Ad rates and marketing
support services unavailable elsewhere.**

Idaho Veneer Company, located in Post Falls, Idaho, carries six 1/2 Island Ads in the Import/Export Wood Purchasing News and a full page Ad in the Forest Products Export Directory. They manufacture Knotty Idaho White Pine in furniture grade and panel grade veneers and edge glued sheets, 50" x 99". They also produce sliced Ponderosa Pine and Douglas Fir (Oregon Pine) in lengths up to 5.3m.

BINGAMAN -

Continued from page 26

lumber annually. All of Bingaman's facilities are located in the heart of the Appalachian Mountains of Pennsylvania, a region known worldwide for the color and texture of its hardwoods.

In addition to quality, Bingaman & Son is known for catering to its diverse customer base. They have the ability to provide quick shipments in an assortment of species to customers using truckloads or as small as 500 board feet.

"We're very customer oriented," Bennett said. "We have our own fleet of 13 trucks, and when a load goes out, we might have five or six different customers' orders on there as small as 500 feet. Our sales people may call at 2 p.m. and tell me that a customer needs a particular item by the next day. We'll get it right away, and put it on a truck the next morning so that they can deliver it that day."

Bennett added that the firm practices J.I.T. (just-in-time deliveries), and will "jump through hoops" to make sure a customer is satisfied.

Bingaman & Son Lumber Inc. stocks all domestic hardwoods including Red and White Oak, Poplar, Cherry, Ash, Hard and Soft Maple, Birch, Hickory, Basswood and Beech in 4/4 through 8/4 thicknesses, and handles some 10/4 and 12/4 Ash, Poplar and Cherry. Additionally, all of Bingaman's locations are Forest Stewardship Council (FSC) certified allowing the company to offer certified products.

The Clarendon and Kreamer lumberyards each have state-of-the-art lumber handling, drying, inspecting and processing equipment. The locations also offer special sorting for grade, widths and color with quality control throughout the entire drying and grading process. All kiln-dried lumber is also re-graded to ensure customers receive what was requested.

The Clarendon, Pa., location ships more than 10 million board feet of lumber annually, and maintains approximately 3 million board feet of kiln- or air-dried lumber inventory. The Kreamer Division, meanwhile, ships more than 30 million board feet of lumber per year. The firm has 12 dry kilns in Kreamer, which carry a capacity of

800,000 board feet per charge and a 600,000 board feet predryer. The Kreamer facility also recently completed an expansion project that will increase its strips and dimension production.

Bingaman & Son exports its products through the ports in Baltimore, Md., and Philadelphia, Pa. "About 40 percent of our volume is exported in a wide range of products including logs, lumber, strips and cut-to-length dimension," Shaffer said. The firm's BING label helps assure customers that they are receiving consistent quality in every product they order.

Shaffer added that the company's two sawmills, Pine Creek and St. Mary's, manufacture around 20 percent of the wood Bingaman & Son needs for production, with the remainder purchased from surrounding sawmills. The two mills utilize locally grown timber, modern manufacturing techniques and proprietary information systems to provide a consistent product.

The corporate officers of Bingaman & Son Lumber include Max Bingaman as president; Chris Bingaman as vice president of sales and marketing; and Dean Heintzelman as executive vice president. Besides Bennett and Shaffer, the leadership group includes Brad Bingaman as director of domestic sales; John Dunkelberger as director of sawmill operations; Tim Faust as vice president of manufacturing; Ritchie Heintzelman as director of maintenance; Scott Hurst as chief financial officer; Mike Meiser as director of lumber procurement; Dave Whitten as director of export sales; and Mike Worrell as director of human resources.

Additionally, the company believes its success is a direct result of the dedicated employees throughout its organization. That is why several years ago Bingaman became an Employee Stock Ownership Company (ESOP), making every full-time employee a part-owner. "Philosophically, it fit the owners' view of sharing success with their employees," Shaffer said.

Bingaman & Son Lumber is a member of the National Hardwood Lumber Assoc., Penn-York Lumbermen's Club, Hardwood Manufacturers Assoc., Keystone Kiln Dryers Assoc., Pennsylvania Forest Products Assoc., American Hardwood Export Council, Keystone Wood Products Assoc. and the Wood Components Manufacturers Assoc.

"Great finishes start here" is our company's motto, and our employees at every location work very hard to see that our customers know it is more than just a motto, it's a promise in which they can put their trust," Shaffer said.

For more information, contact Bingaman & Son Lumber Inc. at 570-374-1108; visit the newly redesigned Web site at www.bingamanlumber.com, or e-mail info@bingamanlumber.com.

HIGHLAND -

Continued from page 13

business for Highland. His name was Tyler Carter.

"Tyler decided to work with us recently and he is a U.S. citizen that wanted to live in Asia," Redmond said. "Furthermore, Tyler can read, write and speak Chinese fluently; and, just as important, he wanted to go to work selling hardwood lumber to customers he develops in several Far Eastern countries."

Redmond went on to say, "It's a large advantage for Highland Hardwood Sales Inc. to have someone like Carter on the ground in Asia that is able to speak Chinese and does not require an interpreter."

"We had him here in Augusta for a little over two months and we tried to expose him in that short period of time to everything that we could," Redmond said. "We took him on tours through furniture, flooring and cabinet manufacturing plants, and we visited other operations like hardwood lumber concentration yards and sawmill facilities too. Carter also attended a three-day lumber grading short course. We tried to get him exposed to as many facets of the hardwood lumber industry as possible so he could communicate with the lumber terminology with Asian buyers when he got over there."

On May 30, 2007, Highland Hardwood Sales Inc. officially opened its sister company, called Highland International Marketing and Development, in Singapore, where Carter is now living and working.

"We have already shipped containers over there and are in the process of writing up

more business," Redmond said. He went on to say, "Our international company will have the same core philosophy that we have here domestically with Highland Hardwood Sales Inc., which is: we want to service our customers in such a fashion that they will not only want to be repeat customers, but we can form close personal relationships and business partnerships with them. And in order to do that, we understand that you have to 'earn your spurs.' You've got to prove yourself to those Asian customers. That's all we're asking is to get a chance to prove ourselves. I think we're doing that every working day."

Domestically, Highland Hardwood is a wholesale lumber firm that markets Appalachian, Northern and Southern hardwood lumber (green and/or kiln dried) throughout North America.

"We're continuing to service our customers in the domestic market," Redmond said. "In fact, Brad Merry, Hugh Pickett, Robbie Parrott and Mike Fleming are all focusing their efforts on continuing to serve our domestic lumber customers. Recently, my main responsibility has changed to helping Tyler in any way I can to expand our export markets. As our export market expands, it will take the entire team to accomplish our goals. It appears that time has come."

Since Highland has established its export lumber operation, Redmond has seen that a number of Highland's sawmill suppliers, as well as some of its domestic customers such as yards, have approached Highland and said they would like to partner with them internationally.

"They said we would just as soon ship our material through you because we know you," he said. "We know you're going to pay us quick. We know you're going to be fair. We would rather do that than ship through a broker either in this country or overseas that we have no knowledge of."

"With our equity and unlimited line of credit, we can go ahead and grow as we need to grow," Redmond said. "We have strong financial backing and we're continuing to purchase green lumber and will be sending it to transit facilities and kiln drying it for shipment to our overseas customers."

For all international lumber shipments, Highland International Marketing and

Continued on page 28

NEED (HARDWOOD) PLYWOOD?

WE ONLY SOLVE ONE KIND OF PROBLEM.

YOURS.

Don MacMaster, founder of AFI and past president of IHPA, has been supplying fine imported plywoods to distributors and laminators since 1979. Argo's selection of plywood products comes from the finest mills around the world, many of which have had a 20-year working relationship with us. Argo specializes in importing Luan/Meranti, Hardboard, Virola, Sande, Teco certified Elliottis Pine and also offers American Red Oak and Birch. We handle thicknesses from 2.7mm up to 28mm. Argo's product line offers specialty lengths of 70", 80", 81", 90", 99", 100", 102"; as well as the standard lengths of 7', 8', 9', and 10'. With our Meranti plywood truckload orders, we are able to mix different sizes and lengths. New products include: Phenolic Film Fence, Baltic Birch and Container Flooring.

Argo's mission is to provide the finest plywood from around the world at a competitive price, to offer personalized customer-oriented value-added services from sale to delivery, and to make the process of plywood acquisition a turnkey operation. We will provide easy access to information on orders from placement to delivery. We will maintain the highest integrity standards in the industry.

SALES CONTACTS:

- Don MacMaster, President
- Dick Olano
- Buz Clanton
- Kenny MacMaster
- Todd Wager

**ARGO FINE IMPORTS**

3045 Ridgelake Dr.
Metairie, LA 70002
Phone: 504-828-0943
Fax: 504-828-0946
E-mail to: argo@argofineimports.com

Wood Imports Northwest - Jim & Dave Hildahl
17400 S.W. Upper Boones Sulte 200
Portland, Oregon 97224
Phone: 503-968-1878
Fax: 503-598-3454
E-mail to: jlmh-wln@verizon.net

Seaside World Trading - Tom Lucas
870 S.W. Martin Downs Blvd. Sulte #2
Palm City, FL 34990
Phone: 772-219-3911 • Fax: 772-219-3915
E-mail to: plyguy@aol.com

HIGHLAND -

Continued from page 27

Development uses an experienced freight forwarding company called USA Cargo. Judie Hockman, a certified ocean forwarder from that firm, handles all of Highland's paperwork for their international business.

Highland Hardwood Sales Inc. is a member of the National Hardwood Lumber Assoc., Appalachian Hardwood Manufacturers Inc., the Hardwood Federation, Appalachian Lumbermen's Club, Kentucky Forest Industries Assoc. and the American Hardwood Export Council.

As long as Highland Hardwoods builds its international customer base, like it did its domestic one, with integrity and excellent customer service, their export hardwood lumber company will be very successful now and in the future.

For more information, call Highland Hardwoods at 1-800-241-3370, visit www.highlandhardwood.com or by e-mail to dave@highlandhardwood.com.

WCMA -

Continued from page 17

ments on what their company is doing to compete, their technological needs, and their outlook for the future. These panelists included: Chris Watson, Conestoga Wood Specialties Corp.; Harvey Stevens, JM Champeau Inc.; Sam Stoltzfus, Keystone Wood Specialties, Inc.; and Barry Thomas, Masco Building Cabinet Group/Merillat. The Forum was moderated by WCMA Executive Director Steve Lawser and sponsored by the WCMA and Phil Bibeau, Executive Director of the Wood Products Manufacturers Association.

A series of concurrent workshops were conducted on a wide variety of topics. Workshop leaders and their topics included: Economic Forecasting and the China Influence, presented by Alan Beaulieu of The Institute for Trend Research; What the Leap Did You Say?, presented by Dr.

Judith Briles of The Briles Group, Inc.; Effective Ways to Immediately Improve Your Bottom Line, presented by Bob Langdon, author of "Managing Your Business For Profit"; Achieving A Millionaire Mindset, presented by Richard Flint; Value Engineering, presented by John Kline of IMEC.

A Public Policy Forum, conducted by John Satagaj, gave delegates an update on key legislative and regulatory issues of concern to the woodworking industry and insights on the fall elections. The Contact Table Program was a unique opportunity for WCMA members to meet with woodworking machinery and equipment manufacturers and distributors to get an update on their latest technology.

The purpose of the Woodworking Industry Conference is to bring a wide variety of representatives from the woodworking industry together for educational, networking and business opportunities. This is the only industry-wide conference for the woodworking industry and WCMA members learn new ideas for their businesses. Other associations in the industry are invited to further expand the scope of this conference to make it a true industry-wide event.

The WCMA represents over 150 manufacturers of dimension and wood component products for the cabinet, furniture, millwork, flooring, building products, and related decorative wood product industries. These products are made from hardwoods, softwoods, and engineered wood materials. Member companies are located throughout the United States and Canada.

For more information, contact any of the sponsoring associations or the WCMA at (770) 565-6660 or visit the WCMA's website at www.wood-components.org.

WHEELAND -

Continued from page 8

Lumber is produced in all thicknesses, from 4/4 to 16/4.

Green and air-dried lumber production flows into nine conventional dry kilns manufactured by SII Dry Kilns with a total

capacity of 500,000 board feet. Two million board feet of kiln-dried storage is on the property, along with covered green lumber storage of 2.5 million board feet and over 1 million board feet of log yard storage.

Wheeland manufactures 3 million board feet through the secondary manufacturing facility, which continues to grow with the ever-changing industry. The operation includes sorting and crosscutting of special lengths and widths, S2S planing, straight-line and gang ripping with two KF 24 glue line gangs equipped with a PAUL Saws and Systems optimizing infeed and a Weinig OptiCut 200 exact crosscut saw. Mouldings are produced through the Weinig Powermat 1000 six-head, 12,000-RPM spindles and also through a Wadkin K-23 six-head moulder. Other additional products include edge and face-glued products, as well as end-matched components and flooring through Friulmac Randomat.

The company has two AFS wood-waste boilers to heat the nine dry kilns and over 100,000 square feet of manufacturing area. The employees work in a warm environment and equipment runs efficiently in the winter months. With the high energy prices, this has saved the company thousands of dollars in fuel savings.

Wheeland added that the company is a member of the National Hardwood Lumber Assoc., Hardwood Manufacturers Assoc., Wood Components Manufacturers Assoc., Pennsylvania Forest Products Assoc., Penn-York Lumbermen's Club, Wood Products Manufacturing Assoc., American Hardwood Export Council, International Wood Products Assoc., the Sustainable Forestry Initiative of Pennsylvania and SmartWood FSC-COC certification. The firm will display at the IWF Atlanta Aug. 20-23 in Building B, Booth 4653.

Wheeland Lumber Co. employs 75 full-time employees and an additional 20 sub-contractors. Many of the workforce at the facility have been with the company for over 20 years. "Our success is attributed to our employees and key personnel," Wheeland said.

Ray Wheeland handles the majority of international sales. Bill Baker handles domestic, international and dimension sales. Fourth generation sons, Damen Wheeland handles veneer and log sales, and lumber purchasing, and Derek

Wheeland handles domestic, international and dimension sales.

"Marketing products to end users, distribution yards, kitchen cabinet manufacturers, furniture and flooring operations, we inventory for the customer," Wheeland said. "Because of this diversification, we pride ourselves in maintaining and nourishing business relationships by always striving to meet the needs of our customers and going that extra mile to deliver a product that exceeds expectations."

Exporting has been beneficial to WLC in a number of ways. Throughout the years, it has stimulated the growth of the company, which in turn, has helped the local economy by hiring more people to join the workforce. "Where would we be without the opportunity or the resources to export," Wheeland asked. "Exporting gives you a sense of pride that your product is being used by people worldwide, and it came from our own natural resources here in the state of Pennsylvania."

Wheeland added, "The Wheeland/WLC name is well-known domestically and internationally because of our reputation to service our customers with the best quality products, service and constant communication. Without that commitment of service, we would not be a top competitor in the marketplace today."

For more information, contact Wheeland Lumber Co. at 570-324-6042, visit www.wheelandlumber.com or e-mail ray@wheelandlumber.com.

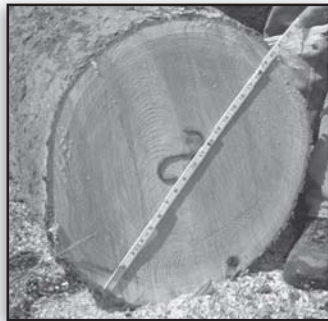
**BUSINESS TRENDS
(ABROAD)****Guyana**

According to a report by the International Tropical Timber Organization (ITTO), Guyana's furniture exports recently posted a 30 percent month-to-month increase in value. ITTO said a significant part of the rise can be attributed to an increase in outdoor and garden furniture exports in the United Kingdom.

As of press time, outdoor and garden furniture exports to the United Kingdom were

Continued on page 29

White Oak • Walnut • Red Oak • Hickory • Ash • Hard Maple • Cherry



wood for the world

www.ilt-logs.com



Our only focus at International Log and Timber is to provide North American logs to the world market. We focus on high quality hardwoods at all three of our strategically located concentration yards. From the fertile Mid-Atlantic region of Rocky Mount, Virginia, we produce species such as Red Oak, Cherry, Walnut, and Poplar. From our location in Corry, Pennsylvania we produce some of the finest Cherry, Red Oak and Hard Maple logs available in the upper Northeastern United States and Canada. From our facility in Frohna, Missouri we supply White Oak, Walnut and Hickory that the heartland of the United States is known for. International Log and Timber is dedicated to customer satisfaction and we pride ourselves on supplying all species of hardwood from the best growing regions of the United States. We are a full service company experienced in getting our customers what they need, when they need it. Please contact us to discuss your specific needs.

International Log and Timber, LLC

80 Industrial Park, P.O. Box 2161 • Rocky Mount, Virginia 24151
5408 Highway A • Frohna, Missouri 63748

Tim Sprink: email: tsprink@ilt-logs.com • Phone: 573-824-5644 • Fax: 573-824-5645
Matthew Lester: email: mlester@ilt-logs.com • Phone: 540-482-0534 • Fax: 540-482-0535

BUSINESS TRENDS (ABROAD)

Continued from page 28

expected to continue to rise throughout the summer months.

The International Tropical Timber Organization is an intergovernmental organization promoting the conservation and sustainable management, use and trade of tropical forest resources. Its 60 members represent about 80 percent of the world's tropical forests and 90 percent of the global tropical timber trade.

Komi

Ivan Stukanov, regional minister of economic development for the Republic of Komi, recently announced that the investments in the country would total U.S. \$16.8 billion up to 2020. Komi is currently implementing 40 large-scale investment projects in the timber, fuel and energy, metalworking and engineering industries.

Stukanov said the timber-related industries would be in focus until 2020. The republic has prepared about 20 large projects including the restructuring of Syktyvkar industrial timber facilities and building of two pulp and paper mills. Timber house construction projects are also being considered.

Honduras

According to recent estimates, furniture exports from Honduras to the United States dropped to \$5.4 million in 2007, down 9 percent from the \$6 million reported in 2005. However, Honduras remains an important source for such companies as Laneventure, Hooker Furniture and Nichols & Stone.

Laneventure boasts a factory in San Pedro Sula, which sources aluminum frame seating, dining tables and occasional made with a synthetic vinyl weave. Leroy Harris, import logistic coordinator for the company, said Honduras has much shorter lead times than Asia. Product takes roughly eight to 10 days to get from Honduras to the company's Conover, N.C., warehouse, while it takes 28 days from Asia.

Tuck Nichols, president and chief executive officer of Nichols & Stone, said prices

aren't as low as from China, but lead times are about half the amount of time than for goods coming from China. He can also get to the factory a lot more quickly than he can traveling to Asia.

While the country faces increases in costs for things like finishes and other raw materials, Lane, Hooker and Nichols & Stone plan to stay in Honduras given its skilled work force and ability to work with various woods and finishing processes.

Indonesia

According to the Indonesia Ministry of Trade, Indonesia's exports to European Free Trade Assoc. (EFTA) countries will jump 12 percent in 2008. Due to the slowing U.S. economy and weak Japanese markets, Indonesian plywood manufacturers are eager to expand their marketshare in Middle East countries, especially the United Arab Emirates (UAE).

Alternative markets are also being sought due to falling real estate prices in major Chinese cities over the last six months. Some Indonesian politicians are considering the establishment of a timber trade promotion center in the UAE, modeled after the Malaysian Timber Council's center in Dubai.

Brazil

According to recent reports, Brazil furniture shipments to the United States fell 10 percent in 2007 to \$321 million, while overall furniture shipments from other parts of the world to Brazil rose 2 percent. Brazil's wood shipments dropped 21 percent last year to \$156.2 million.

Industrial officials say the main problem is the value of the Brazilian real against the weakening U.S. dollar. The U.S. dollar recently purchased 1.69 real, compared to 2.63 on the same date in 2005, a decline of 35 percent.

Thanks to a strong Brazilian economy the furniture industry is growing and factories are investing money in their facilities. Stewart Paul, president of case goods importer Primex, has sourced out of Brazil for the past 35 years and notes the currency situation. "The currency is the major issue — the change in that has been very dramatic," he said.

Sweden

The Swedish government recently

announced a new forest policy to increase growth in Swedish forests. Sweden wants to grow the forests because they play an increasingly important role in preventing climate change, and there is a growing demand for wood for producing bioenergy and biofuel.

Christer Segerstéen, president of the Swedish Federation of Forest Owners, said that forest owners support the government's plan to invest in forest growth for securing the future raw material supply. In 2007, Swedish forest owners started their own campaign, Kraftsamling skog, which aims to increase growth and profitability in family forestry.

Today, forestry and the forestry industry in Sweden provides 90,000 jobs. Exports of wood and wood-based products amounted to 13 billion Euro in 2006, and the demand for wood-based products continues to increase. Production of biofuel has also increased the demand for wood as a raw material.

Peru

U.S. based furniture importers and manufacturers are facing challenges in Peru where the strengthening of the Peruvian nuevo sol has devalued the dollar by more than 15 percent over the past two years. The weakening of the U.S. dollar has contributed to rising prices by an average of 5 to 6 percent each year for some companies. However, that price pressure is offset in most cases by adding value to the product where possible.

Peninsula Home Collection, a case goods importer, has sourced wood from Peru for more than 11 years, and receives 100 percent of its upper middle-priced line of case goods from the country. Gonzalo Alonso, the firm's founder and president, said workers in Peru are very skilled in producing sophisticated hand-painted designs.

Alonso noted that Peru is home to such valuable species as Peruvian Oak and other varieties related to Mahogany. It also has reclaimed varieties of Hard Pine found in old buildings. However, the devaluation of the U.S. dollar has caused Peninsula and other companies to look to Honduras, Ecuador and other neighboring countries for sourcing.

France

French forestry experts expect the country

to grow its production in 2008 due to growing demand in Oak and Beech. Jean François Guilbert, managing director of the French Timber Council, said Oak trade with the United Kingdom remains "very important," even if its marketshare is reducing. However, he noted currency-related challenges.

"From 2008, it's going to be pretty hard competition in the United Kingdom," he said. "Because of the U.S. dollar, there is going to be more and more U.S. lumber, and we cannot afford to compete with that." Oak log exports were down due to strong demand on the French market, especially for the flooring and construction industries. Beech log and lumber demand is also increasing due to the lack of other species available in such huge availability.

Guilbert said log exports to China are a major concern to French sawmills, especially at a time of national and European strong demand. Combined with higher log prices, sawmills are finding it difficult to pass on the necessary price rise on lumber.

Japan

According to a report by the Japanese Ministry of Land, Infrastructure, Transport and Tourism, new housing starts in 2007 dropped 17.8 percent from the previous year to just over 1.06 million units, the lowest annual total since 1967.

The report noted that a revision last summer of building standards delayed the processing of construction and contributed to the declining demand for new homes. As a result, imports of American hardwood sawn lumber such as Tulipwood and White Ash, commonly used for interior applications, have decreased. Imports of Walnut and Cherry logs have increased, however, thanks to the continuing demand for high-end furniture. Walnut and Cherry logs are processed in Japan into furniture and interior parts and fittings.

Some industry experts anticipate a rebound in demand for housing by the second quarter of this year.

Mexico

According to recent reports, Mexico slipped to the No. 4 spot on the top furniture source countries for the United States in 2007, posting \$1.14 billion in furniture

Continued on page 30

Buchanan Hardwoods



Elite

Buchanan has the Quality and Capacity
to Ship Your Hardwood Lumber on Schedule

For Quality and Service at Competitive Prices...Call Buchanan!

P.O. BOX 424; Aliceville, AL 35442-0424

Fax: (205) 373-6982

Web: www.buchananhardwoods.com

Email: gl@buchananhardwoods.com

Phone: (205) 373-8710 ext. 263

Since 1960, **BUCHANAN HARDWOODS**, has manufactured and shipped over 3 billion feet of hardwood lumber and flooring. Today Aliceville, Alabama is headquarters of all **MANUFACTURED** products for **EXPORT** as well as **EXPORT** sales from our Appalachian concentration yard in Granite Falls, North Carolina.

Total dry kiln capacity exceeds 1,800,000 feet

In this new **MILLENNIUM** we are still pleased to offer



BUCHANAN ELITE

Please contact G.L. (Butch) Ousley who has been serving your lumber needs since 1972 in the **BUCHANAN** organization.

BUSINESS TRENDS (ABROAD)

Continued from page 29

exports. However, the country became the largest foreign market for U.S. treated lumber during 2007. Mexican imports of treated lumber from the United States increased over 219 percent to 48.2 million board feet, the largest volume on record.

While losing its furniture footing to Vietnam, Mexico is still important for a number of U.S. importers and manufacturers including Martin Furniture, which operates a plant in Otay, Mexico. The 150,000-square-foot leased facility manufactures home office and home entertainment products in Cherry and Oak veneers and Oak and hardwood solids. At full capacity, the plant can produce as much as \$30 million in goods a year.

The proximity of the plant to the U.S. market is another advantage. Within a year, the company hopes to have all of its Mexican-made products in stock and able to ship in five to 10 days.

Southeast Asia

According to published reports, shipments of American hardwood sawn lumber increased more than 18 percent throughout most of 2007, at a value of U.S. \$94.7 million. As of press time, final figures were not yet available.

The market in Vietnam posted a gain of 53 percent through the first three quarters, roughly U.S. \$47 million worth of lumber shipments. The country also imported U.S. \$19 million worth of hardwood logs. The Philippines (40 percent) and Malaysia (21 percent) posted the second and third largest rates of growth in lumber shipments. Meanwhile, Thailand and Indonesia reported losses.

Shipments of hardwood veneer to Southeast Asian markets was also reduced, indicating that veneer production may be shifting into the region as its veneer slicing capacity grows.

China

Increased Oak demand in China and other Asian countries could make the species unavailable on the European market within

the next 10 years, according to a report by the European Organization of the Sawmill Industry (EOS).

EOS said European hardwood log exports have soared due to Asian demand, with total export tonnage for 2007 up some 80 percent over 2004. More than 1 million metric tons of hardwood logs were exported in 2006. China bought 53 percent of those logs, and had a 52 percent market-share of Oak log exports. Those numbers were expected to rise when final 2007 figures were totaled.

EOS said the combined effect of growing log exportation, shortage of logs in Europe and unfair competition due to low-price Chinese semi-finished products such as plywood and parquet is constraining the European woodworking industries.

In related news, Zhan Zhijun, director of the Guangdong Forest Products Industry Assoc., recently announced wood prices will rise in the next three to five years, greatly impacting downstream building material and paper making enterprises. The rise in prices can be attributed to the shortage of supply expected in the province following the effects of severe winter weather.

United States

According to published reports, U.S. softwood log exports to overseas destinations reached 4.23 million cubic meters in 2007, up 16 percent from the previous year and the highest volume reported since 2000. The increase in softwood log exports follows the upward trend of U.S. offshore exports of softwood lumber, oriented strand board, treated lumber and other wood products last year.

Favorable currency exchange rates and falling domestic demand likely led to the increase. Curtailments among North American sawmills also reduced domestic demand for logs, allowing for larger volumes offshore.

While U.S. log exports to Canada decreased 21 percent, shipments to Mexico more than doubled to 110,000 cubic meters. Japan posted its first back-to-back increase since 1999, and shipments to Korea also gained for the third consecutive year. Exports to China increased for the fourth consecutive year. Douglas Fir was the dominant species shipped to Japan, while most of the vol-

ume shipped to Korea was Western Hemlock. Spruce remained the most common species exported to China.

BUSINESS TRENDS (U.S.A.)

LAKE STATES

Sources in the Lake States region describe the current state of the lumber business as "pretty tough," noting Hard Maple and Walnut are among the toughest species to sell.

A Michigan lumber manufacturer said companies have been forced to "beg, grovel and steal" to move Hard and Soft Maple. "It's really the worst I've seen it in 12 years," he said, adding that Red Oak and Aspen still seem to be moving steadily.

The source added, "It will probably be the third or fourth quarter of 2009 before business really picks up. Until then, we've just got to keep working hard to make sure our customers are happy."

An Ohio wholesaler said his firm's lumber sales are down roughly 20 percent year-to-date. While a significant decline, he said others have suffered even greater losses.

"We've had lower log inventories because of wet weather, and some companies have even decreased production due to the high cost of diesel fuel," he said. "I don't see any significant changes for 2008, and I don't know how long it will go."

The contact said White Oak and Ash are the highest performing species, while it's been a struggle to move Cherry and Walnut. "Business has been slow the last couple weeks, but it's started to pick back up again thanks to the building season."

Home Sales, Prices Generally Down In Lake States

According to the recent Federal Reserve Board's "Beige Book," a summary of commentary on current economic conditions, housing markets and home construction remained "sluggish" throughout most of the nation, with sales activity generally reported to be declining in the Minneapolis District. Meanwhile, the Chicago District noted slack demand and excess invento-

ries, despite some recent pickup in traffic and buyer inquiries.

The Cleveland District noted some stabilization in home prices.

The pace of construction in the Chicago District slowed from the previous reporting period. Existing projects were moving forward, but new projects were being delayed or cancelled. Residential development and construction continued to fall, although the rate of decline slowed in some district states. Housing demand remained weak, apart from some gains in high-end and custom-built homes. However, inquiries were reported to have increased, particularly among first-time homebuyers.

Commercial construction continued at a steady pace in the Minneapolis District. A commercial builder in Minnesota and Wisconsin said retail and office construction was steady, but light industrial and infrastructure construction was slow. On the residential side, construction was slow with permits down in Rochester, Minn.

New-Home Sales Down In Lake States

According to a recent report by the Commerce Dept. new single-family home sales recently dropped 6.4 percent in the Lake States region. Nationwide, sales fell 1.8 percent to a seasonally adjusted annual rate of 590,000 units. This sales pace was nearly 30 percent below a year earlier and down by 58 percent from the peak in July 2005.

"Builders have been pulling out all the stops to sell homes and narrow the supply of units on the market," said Sandy Dunn, president of the National Assoc. of Home Builders (NAHB). Added David Seiders, NAHB chief economist, "Our latest member surveys confirm that builders have seen an improvement in the number of prospective buyers who are visiting model homes, and consumer attitudes toward home buying have perked up in recent months."

On a positive note, the inventory of new homes dropped 2.1 percent to a seasonally adjusted 471,000 units. However, the supply of units at the current sales pace remained unchanged at 9.8 months and the median length of time that completed

Continued on page 31

Manufacturers & Processors

who supply

OVER

500,000,000'

of

Hardwoods

are

Represented Online

SEE

forestproductsstockexc.com

BUSINESS TRENDS (U.S.A.)

Continued from page 30

homes were on the market rose to 7.2 months.

In related news, residential contractors in the Cleveland, Ohio, area reported new home sales as "flat to up slightly," according to the Federal Reserve Board's "Beige Book." Almost all contacts affirmed that traffic has picked up, but they were unable to translate it into sales. The report noted that homebuilders believe 2008 sales will be similar to those in 2007, with a slight pickup anticipated toward the end of the year.

American Chestnuts Returning To Ohio

A partnership of researchers, forestry organizations and volunteers recently planted over 100 disease-resistant American Chestnut seedlings on a reclaimed strip mine site in Wayne National Forest in Southeastern Ohio. The group planned to plant more than 600 more throughout the spring.

The American Chestnut was nearly wiped out by blight that killed an estimated 4 billion trees in the eastern United States in the early 20th century. The naturally surviving trees are still vulnerable to the fungus. However, through years of cross-breeding with the disease-resistant Chinese Chestnut, researchers have developed a blight-resistant American Chestnut.

Leading the initiative are workers and volunteers from the Wayne National Forest, American Chestnut Foundation's Ohio Chapter, Ohio University's Department of Environmental and Plant Biology and researchers from the U.S. Forest Research Lab.

SOUTHEAST

According to sources in the Southeast, winter storms and high shipping prices are dealing big blows to lumber manufacturers in the region.

A North Carolina lumber manufacturer said his most trying issues are freight costs and container availability.

"We maybe could get 30 or 40 more dollars out of the lumber we produce, but we're having to apply that to freight," he said. "It's affecting shipments and pricing, and putting more pressure on the mills that are already struggling."

The source said he believes more mills will have to shut down in order for the ship to be righted.

"When you go from 2 million housing starts to 1 million housing starts, something has to change," he said. "Something has to happen on the supply side to tighten this market up."

The contact noted that Red Oak is picking up in certain thicknesses and grades, while Poplar continues to struggle. "Pricing is getting worse," he said. "There's no way you can dry and grade No. 2 Common Poplar, ship it to Asia and make any money."

An Arkansas lumber manufacturer said a combination of the struggling housing market and related industries such as furniture and cabinetry have contributed to the overall decline in the lumber business.

"Flooring was holding its own, but even it has slowed down now," he said. "We've received over 15 inches more rain than normal and are out of logs. We're selling what little we have that is on the yard drying. We're moving kiln-dried logs pretty decent, but cheap."

Existing-Home Sales Could Rise This Year

According to the latest forecast by the National Assoc. of Realtors (NAR), existing-home sales will likely show little change over the next few weeks, before improving notably during the second half of the year.

Lawrence Yun, NAR chief economist, said the market would come into clearer focus this summer. "Existing home sales could start to show a sustained increase within a few months, unless there are some additional economic problems or excessive inflationary pressure," he said. "We're looking for essentially stable sales in the near term, before higher mortgage loan limits translate into more sales in high-cost markets. The wider access to affordable credit

should increase sales activity notably this summer as pent-up demand begins to be met."

The Pending Home Sales Index, a forward-looking indicator based on contracts signed, declined 5.5 percent in the Southeast to 85, down 30.3 percent year-to-date. Nationwide, the PHSI slipped 1.9 percent to 84.6, 21.4 percent lower than the 107.6 reported in 2007.

Yun noted that there would continue to be wide variations in regional housing market conditions. "Some parts of the country that can expect improvement include the oil-patch states of Louisiana and Arkansas," he said.

Louisiana Parishes Among Fastest Growing Counties

According to the U.S. Census Bureau, two Louisiana parishes, St. Bernard and Orleans, recently topped the list of the fastest-growing counties in the country in 2007. St. Bernard, the county next to New Orleans, posted a 42.9 percent population jump, while Orleans, which includes New Orleans, reported a 13.8 percent increase.

While the number of people involved is small (approximately 35,000 new residents), it is significant because it shows former Louisiana residents are returning home.

"St. Bernard, pound-for-pound, was more gravely devastated than just about anywhere else in New Orleans," said Jon Luther, executive vice president of the Home Builders Assoc. of Greater New Orleans. "There had been 68,000 people living there and about 20,000-odd housing units. (Only about) three homes went unscathed."

Other Southeastern counties making the top 10 included: Flagler, Fla. (7.2 percent); Forsyth, Ga. (7.2 percent); Union, N.C. (7.2 percent); Jackson, Ga. (6.7 percent) and Paulding, Ga. (6.7 percent). For a complete list, visit www.census.gov.

Georgia Forest Among 2008 At-Risk Projects

A Georgia forest vital for wildlife and cultural resources recently received part of a \$54 million grant by the U.S. Forest Service to permanently protect 35 working forests across 32 states. Other Southeastern states with projects funded

for Fiscal Year 2008 include Alabama, Arkansas, Kentucky, North Carolina, South Carolina, Tennessee and Virginia.

"The Forest Legacy Program conserves open space which allows us to respond to climate change, improves water quality and flows, and connects children to nature," said Gail Kimbell, Forest Service chief. "The strength of the Forest Legacy Program is the cooperation between states, partners and private landowners — all working together to protect environmentally and economically important forests that are threatened by conversion."

The Forest Legacy Program is the only federal grant program focused on the permanent protection of important private forestland. The program promotes voluntary land conservation by operating on the principle of "willing buyer, willing seller."

The Forest Legacy Program uses a national competitive process to select the most ecologically and socially important, threatened and strategic projects. The program consistently affects more than 50-percent non-federal match of funds to improve water quality and flows, climate change and to connect children to nature. Each project needs to be at least 75-percent forested, comply with federal appraisal standards, and complete a multi-resource forest management plan.

WEST COAST

Sources on the West Coast consider business to be a challenge, citing struggles with profit margins and credit issues.

A California wholesaler said he isn't seeing "all doom and gloom" in the marketplace. "Business is out there and all is not for naught," he said. "But, we're continually having to reinvent the wheel with every order, and that makes it difficult."

The source said there is room for optimism, but he doesn't expect the situation to change quickly.

"We have to get the November elections behind us, and a clear definition of where we're going," he said. "More than anything, we need a healthier dollar. As a distributor, we import more than we export, and the

Continued on page 33



**RED OAK
WHITE OAK
CHERRY
SOFT MAPLE**

**TUSCARORA
HARD WOODS**

**MANUFACTURING OVER 18 MILLION BF OF QUALITY BAND SAWN
NORTHERN APPALACHIAN HARDWOOD KILN DRIED LUMBER**



RIFT & QUARTERED RED OAK & WHITE OAK

**STRAIGHT LINE RIPPING • S2S, EXPORT PACKAGED • CONTAINER LOADING
• LUMBER MEASURED & INSPECTED AFTER KILN DRYING**

2240 SHERMANS VALLEY ROAD • P.O. BOX 64 • ELLIOTTSBURG, PA 17024


Phone 717-582-4122

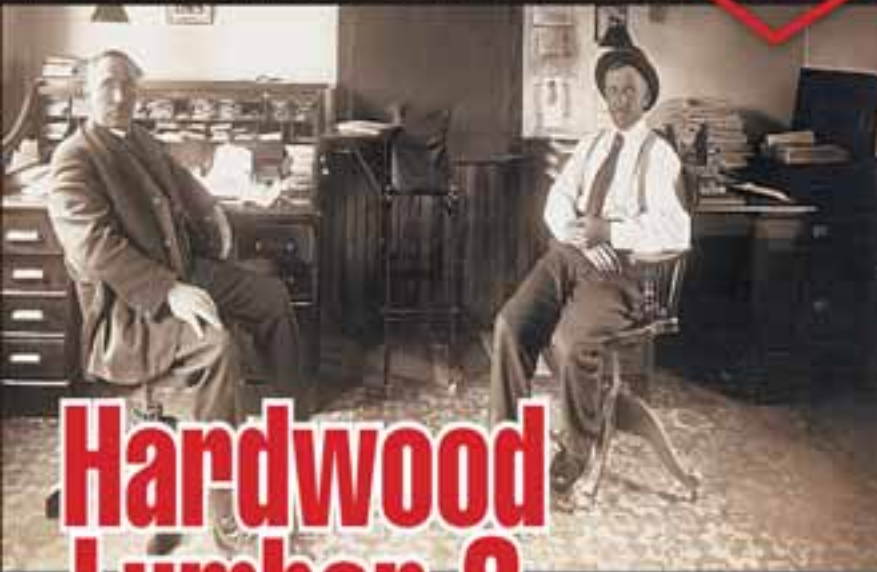
FAX 717-582-7438

E-mail: sales@tuscarorahardwoods.com



**POPLAR
WHITE ASH
HARD MAPLE
WALNUT**


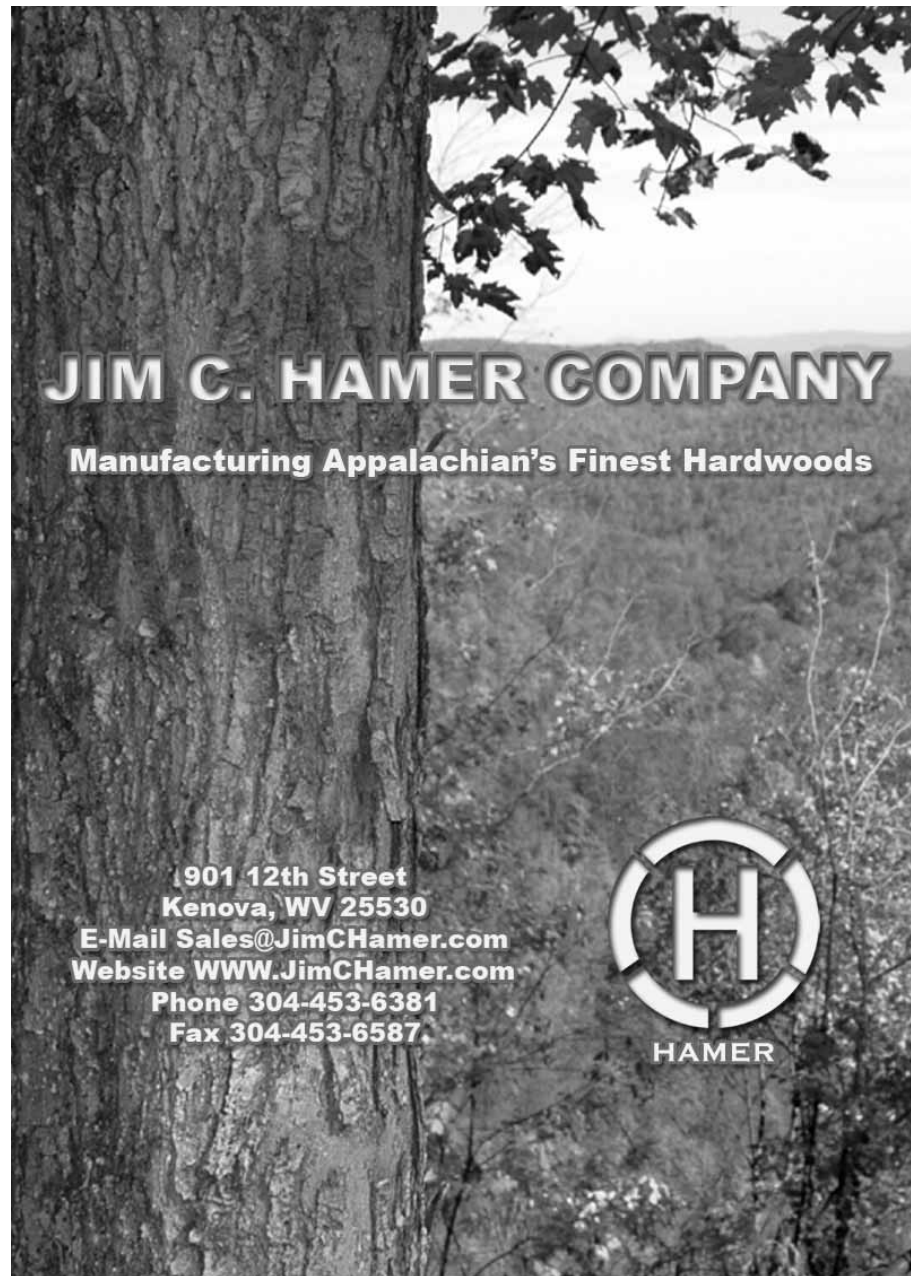
FITZPATRICK & WELER 



Hardwood Lumber & Components


RED & WHITE OAK
HARD & SOFT MAPLE
CHERRY
WALNUT · ASH

FITZPATRICK & WELER
12 Mill Street · PO Box 490 · Ellicottville, NY 14731
www.fitzweller.com · sales@fitzweller.com
716-699-2393

JIM C. HAMER COMPANY
Manufacturing Appalachian's Finest Hardwoods

901 12th Street
Kenova, WV 25530
E-Mail Sales@JimCHamer.com
Website WWW.JimCHamer.com
Phone 304-453-6381
Fax 304-453-6587.



HAMER



DEAN HARDWOODS, INC.
"A Name Synonymous With Quality"

**TEAK & MAHOGANY
AFRORMOSIA · SAPELE**

BUBINGA, CUMARÚ, JATоба, HEART PINE (CARIBBEAN), DOUSSIE,
OAK, CHERRY, AND OTHER FINE FOREIGN & DOMESTIC SPECIES

**PRESTIGE HARDWOOD FLOORING™
PRECISION MOULDINGS™ & MILLWORK
ROUGH LUMBER**



WITH ONE OF NORTH AMERICA'S MOST
COMPREHENSIVE INVENTORIES OF
SPECIALTY HARDWOODS, WITH
ON-SITE KILN DRYING, AND SOME
OF THE WORLD'S MOST
TECHNOLOGICALLY ADVANCED
WOODWORKING EQUIPMENT,
WE OFFER UNEXCELLED
PERFECTION IN WOOD PRODUCTS.

DEAN HARDWOODS, INC.
Now serving you from our new leading-edge facility.
OFFICES, MANUFACTURING, SHOWROOM & DISTRIBUTION
9244 Industrial Boulevard, NE • Leland, North Carolina 28451
MAILING ADDRESS: P.O. Box 1595 • Wilmington, North Carolina 28402
TOLL FREE: (877) 430-0883 • (910) 763-5409 • FAX: (910) 763-3748
EMAIL: deanwood@aol.com • WEBSITE: deanwood.com

Member: Architectural Woodwork Institute, International Wood Products Association, National Hardwood Lumber Association,
National Marine Manufacturers Association, National Wood Flooring Association, and the United States Chamber of Commerce.

IMPORT · EXPORT · MANUFACTURING



iwpa INTERNATIONAL WOOD PRODUCTS ASSOCIATION

Expanding business opportunities through increased use of imported woods

- Business to business networking
- Logistics and trade resources
- Product and species trends and trade statistics
- Market intelligence and timely information updates

Working for the entire North American imported wood products chain

- Manufacturers, Distributors and Importers
- Ports, Shipping Lines, Logistics and Service Providers
- Overseas Manufacturers and Trade Associations

www.iwpawood.org

Contact IWPA:
703-820-6696
fax: 703-820-8550
info@iwpawood.org
www.iwpawood.org

Attend:
World of Wood
IWPA's Annual Convention
March 25-27, 2009
Indian Wells, California

**BUSINESS TRENDS
(U.S.A.)**

Continued from page 31

weakness of the dollar has caused us tremendous grief."

The contact added that the once "hot" White Oak and Walnut have started to soften up, and Red Oak continues to be difficult. "Surprisingly, Birch lumber has tightened up, and we're starting to see prices moving upward," he said.

An Oregon wholesaler said he "feels pretty fortunate" that his company's lumber sales are only off about 10 percent despite the sluggish economy.

"I'm not anticipating any great turnaround yet," he said. "I honestly don't see much of a turnaround until summer 2009. It's an election year, and historically, the market is off in an election year and the hardwood lumber business is not any different."

The source said that when it comes to purchasing, his firm is "buying for what we need, not what we think we'll need."

"Inventory is not moving that fast, and there's no reason to really project out too far," he said. "The challenge we face is managing our company to the business that we have today. If you can't take care of your business today, you won't be around tomorrow to do it."

**BUSINESS TRENDS
(CANADA)**

ONTARIO

Tremendous effort is being exerted to maintain new business, and established customer relationships are not guaranteed to produce orders, comment contacts in the industry. The ones who can immediately ship determine who gets orders. Sawmillers are reporting tight cash flow, as they are carrying large inventories necessary to fulfill secondary manufacturers' short term needs. Fuel and delivery costs are also affecting the trucking industry in the province, as these costs are almost impossible to pass on to the customer. Fewer trucks have been reported as available to transport logs and other products.

Upper grades supplies of Aspen are marginally adequate to satisfy the demand. Hard Maple supplies of green stocks have been more than sufficient to satisfy buyers' needs and are readily meeting demand. Soft Maple demand from the cabinet sector is reported to be down as well. Soft Maple is competing against imported species for marketshare. With total consumption down, prices for 4/4 Number 1 Common have trended lower.

Earlier in the year and up until recently, White Oak has been the bright spot for several sawmills. Some have exported this species overseas, especially the kiln-dried Number 1 Common and Better grades. Available supply remains steady, and supports the current market demand.

The Ontario Finance Minister tabled his budget in late March. Businesses were hoping for much needed tax cuts, which unfortunately, did not materialize. The modest tax measures for business, in fact, did little to satisfy neither the Federal Minister nor the businesses. The budget focused on spending for transit and other infrastructure projects (\$1 billion), and \$334 million for skills training for fiscal year ending March 31st. The budget, it is reported, includes a \$600 million "buffer," in the event that revenues decline further than forecast. The capital tax, however, has been eliminated retroactive to January 1, 2007, a year earlier than initially planned. This will provide \$190 million in rebates for manufacturers. The province is also granting a 10-year tax holiday to new companies that commercially produce products developed at research institutions.

The \$750 million in business tax relief promised over the next four years is a fraction of the \$12.7 billion in corporate tax that the government collected this year, yet will be welcomed by struggling manufacturers.

The budget announced a new Skills to Job Action Plan, broad measures aimed at closing the skills gap. Measures include expanding apprenticeship training, aid for laid-off workers to go back to school and funds for colleges to purchase modern equipment on which to train them.

The plan also includes funding worth \$334 million that will be used for one-off measures. These include \$200 million to help universities repair buildings, a new \$25 mil-

lion school of international studies at the University of Toronto, close to \$53 million for training to the automotive and manufacturing sector, and millions to encourage young people to study science. This follows money just recently directed to colleges and universities in the amount of \$464 million. The government's skill plan is \$355 million over three years to enable 20,000 laid off workers to enroll in one or two-year training programs. The program will be operating by June and workers who have been laid off in the past year will be eligible. About one quarter of the skills spending outlined in the budget and last fall's fiscal update will come from federal funds directed to the province.

Companies will be required to reduce the emission of toxic chemicals over an unspecified period of time under new legislation. The budget pledged \$41 million over four years for toxic legislation and to develop a toxic reduction strategy. The Ministry of Environment will work with Economic Development and Research and Innovation to initiate strategies to reduce industry's reliance on toxic substances.

QUEBEC

Quebec and Appalachian area mills and wholesalers are struggling to attract and maintain new customers. Even the long-standing customer base is not a guarantee for orders these days. This is seen for kiln-dried FAS Red Oak, according to comments received from the industry. The demand is well below the supply to absorb the total production.

Some report that slower payments from customers are restricting their cash flow. The high fuel prices are also causing concerns throughout the industry. Trucking companies have been unable to pass these costs along at the rate they have been incurred, and have therefore had to cut their fleets. Some overseas shippers indicated they are experiencing delays waiting to receive containers, while ocean freight costs have risen dramatically as well. Delays are attributed to the lack of fewer goods arriving from Asia and other supplier markets.

The slow housing market is restricting the Oak strip flooring industry. Manufacturers have reduced their production, and are still pressed to keep developing supplies moved out.

Suppliers are seeking available production of Ash, as wet weather tightened its supply earlier in the year.

Use of Red Oak is down reported contacts. Curbed sawmill production has seen supplies fairly well balanced with buyers' needs, and prices are stable. Shipments of kiln-dried Number 1 Common have improved to a degree in terms of volumes, but prices are mixed.

White Oak demand has tapered off somewhat, and in Europe especially, where there is increased competition from Asian suppliers. Poplar is also seeing a decline in demand both on the domestic and international markets. This is due to the slowdown in the U.S. housing market.

The slowing U.S. economy is taking a toll on the industry. Several more companies have reduced their hours, or shutdown a shift. Unfortunately for some, they have had to close their doors.

The wooden pallet and container manufacturers have also been affected by the U.S. recession. Sawmill production has decreased, keeping the supply and demand and prices on an even keel. Activity for crossties is varied according to area contacts. Some are pursuing developing production, while others are controlling their purchases.

The government of Canada announced recently along with representatives of the Nature Conservancy of Canada the purchase and preservation of land in West Quebec in the Ottawa Valley. The purchase is part of the government of Canada's \$225 million Nature Conservancy of Canada Natural Area Conservation Program, announced in March 2007 by Prime Minister Harper. The land, 1,455 acres, will help to protect the environment, local wildlife and their habitat.

Canada Mortgage and Housing Corp. (CMHC) announced that March 2008 housing starts, at 254,700 units, were down slightly from 255,600 units in February. For the first quarter of 2008, actual starts, in rural and urban areas combined, were up about 12.8 percent compared to the same period last year. This strong showing is largely due to construction of multiple family dwellings, particular-

Continued on page 35



Primewood Lumber Inc.





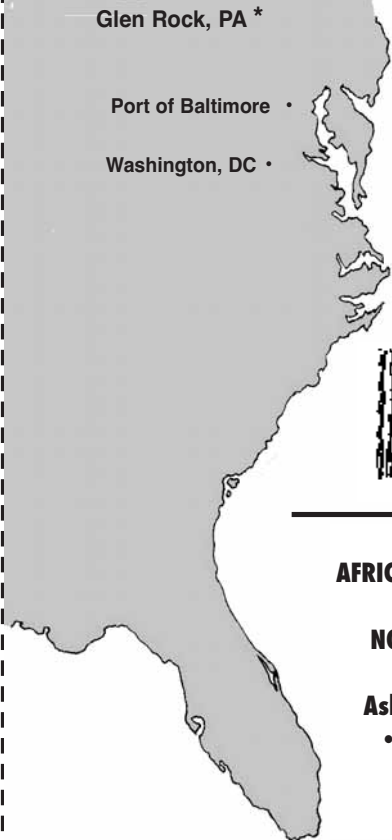
PRODUCTS AND SPECIES
Thicknesses from 3/4 to 16/4

- Red Oak
- White Oak
- Cherry
- Maple
- Ash
- Yellow Birch
- Walnut
- Red Elm
- Soft Maple
- Aspen
- Tulipwood

SALES: Guy Genest at (819) 478-7721
E-mail: GGenest@primewood-lumber.com
Jean-Jacques Bourbeau at (819) 478-7721
E-mail: JJBourbeau@primewood-lumber.com
Denis Leblanc at (819) 469-4126
E-mail: DenisLeblanc.PrimewoodLbr@on.aibn.com

1150 Labonte, Drummondville, Quebec J2C 5Y4
Telephone: 819.478.7721 • Fax: 819.477.6636

SEE US ON THE WEB AT:
www.primewood-lumber.com



Glen Rock, PA *

Port of Baltimore •
Washington, DC •


**DEPENDABLE SERVICE
Starts Here...**

**O'SHEA
LUMBER
COMPANY**


**Importers of
AFRICAN MAHOGANY, SPANISH CEDAR & SAPELE**
Exporters of Quality
NORTHERN & APPALACHIAN HARDWOODS
4,000,000 BOARD FEET INVENTORY
Ash • Basswood • Cherry • Hard Maple
• Soft Maple • Red Oak • White Oak
• Poplar • Walnut
"Merchants of Fine Woods"


"Exporting Since 1976"
ONLY 45 MILES FROM PORT OF BALTIMORE

11425 SUSQUEHANNA TRAIL
Glen Rock, Pennsylvania 17327 U.S.A.
Tel: (717) 235-1992 Fax: (717) 235-0200



Email: anton@oshea.com
www.oshealumber.com





A Tradition Of Excellence In Cherry

**BRADFORD
FOREST**

P.O. Box 369, Bradford, PA 16701 • 814-368-3701


www.bradfordforest.com

MIDWEST WALNUT ANATOMY OF A LOG




- Lumber: American Black Walnut and Red Oak
- Gun Stocks: American Black Walnut
- Logs: American Black Walnut, Red & White Oak, Cedar, plus other native hardwood species.


P.O. BOX 97, COUNCIL BLUFFS, IA U.S.A. 51502
Call: 1-712-325-9191 Fax: 712-325-0156
E-Mail: larrym@midwestwalnut.com

HANAFAEE BROS. SAWMILL CO., INC.
Over 50 Years in Business



As a leading Hardwood producer, Hanabee Bros. has been exporting the finest in high quality lumber to clients throughout the world for over 25 years! You can depend on us for accurate individual tallies, furnished for your convenience. We offer a variety of thicknesses, species and grades.



HANAFAEE BROS. SAWMILL CO., INC.
P.O. BOX 157 | 520 EAST HARPER | TROY, TN 38260
PHONE 731.536.4682 | FAX 731.536.4758
Email hanafee@bellsouth.net | Web www.hanafeebros.com
Contact: Donald Hanabee, Jr. or Beth Muse

A.H.E.C. and U.S. Hardwoods Great American Resources



The American Hardwood Export Council - the only major overseas export program for U.S. hardwoods. AHEC services the trade with information and assistance for importers, specifiers and users:

- Source lists of suppliers
- Information on U.S. marketing and manufacturing systems
- Promotional assistance
- Technical information on U.S. products and species
- Market development programs

AHEC members include all major U.S. hardwood industry associations and hardwood exporting companies representing a full range of U.S. hardwood products.

AHEC-Southeast Asia
Rm. 528, West Wing
New World Office Bldg.
20 Salisbury Road
Tsimshatsui, Hong Kong
FAX: 852-2366-8931

AHEC-Osaka
c/o American Consulate General
2-11-5 Nishitenma
Kita-ku, Osaka 530, Japan
FAX: 81-6-6-315-5103

AHEC-China
Office C615
Beijing Lufthansa Center
50 Liangmaquiao Road
Beijing 100016
People's Republic of China
FAX: 86-10 6463-8047

AHEC-Europe/Middle East/India
3, St. Michael's Alley
London EC3V 9DS
United Kingdom
FAX: 44-171-626-4222

AHEC-Korea
U.S. Agricultural Trade Ofc.
c/o American Forest & Paper Assoc.
Room #303, Leema Building
146-1. Suson-dong, Chongro-ku
Seoul, (110-140), Korea
FAX: 82-2-720-1898

AHEC-Mexico/U.S. ATO
U.S. Agricultural Trade Office
Jaime Balme No. 8, Piso 2
Col. Los Morales Polanco
11510 Mexico, D.F.
FAX: 52-5-282-0919

United States Headquarters
1111 19th Street, N.W.,
Suite 800
Washington, D.C. 20036
FAX: 202-463-2787

Michael Snow, Executive Director
telephone: 202-463-2774

**BUSINESS TRENDS
(CANADA)**

Continued from page 33

ly condominiums. CMHC predicts the housing market will moderate gradually throughout 2008. Urban starts edged down by 0.4 percent to 221,500 units in March. Urban multiples were up 1.1 percent to 141,000 units, while singles decreased 2.9 percent to 80,500 units. Rural starts were estimated at an annual rate of 33,200 units in March.

NEWSWIRES

Alexandria, Louisiana—

RoyOMartin, headquartered here, recently completed the first part of the sale of its Le Moyen, La., hardwood sawmill, 10,000 acres of hardwood timberland, and 20-year harvesting rights on an additional 138,000 acres of hardwood timberland to The Forestland Group LLC (TFG) of Chapel Hill, N.C.

RoyOMartin will retain ownership of the surface and mineral rights, and will monitor timber harvesting to ensure continued compliance with approved harvesting methods of the Forest Stewardship Council (FSC).

TFG currently manages more than 3 million acres of timberlands in 20 states, Canada and Central America for institutional investors. A fund controlled by TFG also owns Anderson-Tully Co., including its hardwood sawmill complex in Vicksburg, Miss. TFG emphasizes naturally regenerated hardwood and Pine forests and the strategic production of valuable saw timber, which is complementary to RoyOMartin's historical forest management practices. TFG is a certified resource manager under the FSC.

The LeMoyen, La., sawmill produces some 50 million board feet per year of hardwood and Pine lumber, serving both the domestic and international markets. The sawmill currently employs approximately 200 employees, including site management, which TFG plans to retain.

Casco, Maine—Hancock Lumber's three Eastern White Pine sawmills and six retail locations recently earned Forest Stewardship Council (FSC) chain-of-custody certification. With the certification, Hancock Cos., based here, is now entirely FSC certified from their timberlands, to their Eastern White Pine sawmills, to the Pine in their retail locations across the state.

Hancock Lumber is one of only a small handful of companies across the United States to achieve this high standard from forest floor to retail floor — and, the only company in the Northeast to achieve this distinction.

"We are very pleased that Hancock Lumber has made the commitment to FSC certification through their entire supply chain," said Katie Miller, communications director for FSC-US. "Although their lands have been under the FSC certification system for many years, they will now be able to offer finished products to their customers with the FSC label."

One major advantage of the "triple certification" is that Hancock is in control of the whole process. It now grows its own FSC-certified Pine, uses it to produce FSC boards in its mills, and then sells the finished FSC product at its retail locations throughout the state.

New Orleans, Louisiana—Robinson Lumber Co., located here, recently signed an exclusive sales representative agreement with Floresteca to market Floresteca's FSC Plantation Teak products in China and Thailand.

Initially, Robinson will sell logs developed from the thinning operations of Floresteca's 25,000 hectare plantations in Mato Grosso, Brazil. Larger harvested logs will be available in coming years. Later this year, the company will offer squares, lumber and more value added items.

Floresteca began planting these carefully located plantations in 1994, using seeds of the "Tennasserim" type from Myanmar (Burma) that were brought by British foresters to Trinidad in the early 1900s.

Robinson Lumber Co. was founded by

Charles Wesley Robinson in Meridian, Miss., in 1893. Today, the firm is run by the fourth generation of the Robinson family, and boasts multiple U.S. locations as well as five locations in Central and South America and Europe.

Greensboro, North Carolina—

Charlie Lancaster recently joined Tradelink Wood Products Inc., headquartered here, in quality control and sales. In his position, Lancaster often travels to Savannah, Ga., and to the Port of New Jersey to check and make sure his firm's Brazilian and/or African hardwoods are on grade. He also compares the information he has on sheets to make sure all the bundles of imported lumber, flooring, decking, dimension and/or other forest products are all accounted for when they arrive at the port.



Charlie Lancaster

Lancaster was born and raised in High Point, N.C., and received a bachelor's degree in emergency management while attending Western Carolina University for four years, which is located in Cullowhee, N.C. He followed his father, Walt Lancaster, into the business. Walt Lancaster is a 30-year veteran of the forest products industry, and currently works in sales for Tradelink as well.

Although Lancaster grew up around the lumber industry, working at Tradelink is the first forest products company he has worked with. Lancaster said his duties include visiting purchasing agents to help him and his company to become better known, and increasing sales for his company.

Tradelink Wood Products Inc. is a division of the Tradelink International Group, which is headquartered in London, England. The firm has trading offices in the United States, United Kingdom, China, France, Holland, Malaysia, Portugal/Spain, Singapore and South Africa.

Tradelink has a 24-acre manufacturing facility in Ananindeau, Brazil, which exports TEX-branded products around the world, and has 15 dry kilns, two flooring and decking lines, extensive dimension, S4S and lumber grading. The company's division in the United States imports lumber, dimension, decking, flooring, S4S and kiln-dried sticks. They handle African and Philippine Mahogany, Meranti, Ipe, Jatoba, Cumaru, Sapele and Spanish Cedar, as well as domestic species such as Red and White Oak, Poplar, Ash, Walnut, Cherry and Maple.

Washington, D.C.—The American

Hardwood Export Council (AHEC), headquartered here, recently announced that exports of Red Oak lumber to the European Union (EU) rose by over 77 percent last year — more than twice the growth of any other species. However, Red Oak exports to Europe only accounted for 4 percent of the total volume of American hardwood lumber shipped to the EU last year, and only accounted for 6 percent of the total Red Oak exported worldwide.

The report, released by the USDA Foreign Agricultural Service, is still being viewed as positive news by AHEC. David Venables, AHEC European director, said the council faces a tough challenge in "reverse marketing," or moulding the market to suit the product (Red Oak). An increase in Red Oak demand in Europe could be a sign that the campaign is working. Also, the balance of species available in the U.S. hardwood forest is heavily weighted towards Red Oak, and any take up of this species is a good thing.

According to the statistics, Red Oak lumber shipments to the United Kingdom and Ireland fell from 4,297 cubic meters to 3,901 cubic meters, and from 1,876 cubic meters to 547 cubic meters respectively as compared to 2006. The decline was far outweighed by increases in exports to Italy, Spain, Greece and Portugal. Italy's imports of U.S. Red Oak lumber increased from 3,165 cubic meters to 8,782 cubic meters, while those to Spain rose from 1,111 cubic meters to 5,998 cubic meters. In Greece, the increase was around 80 percent from 1,830 cubic meters to 3,289 cubic meters, and in Portugal from 219 cubic meters in 2006 to 1,527 cubic meters last year. Increases were also seen in shipments to

Continued on page 37



At Weston, we're always looking to take our business in new directions – so that we can help you do the same.

Through new solutions, new products and new worldwide strategic alliances, we're always staying a step ahead of the changes in our industry. The one thing that never changes is our focus on you – and helping you make your business better.

Work with us and discover the difference.



Weston Forest Group

www.westonforestgroup.com



When you're looking for an American Exporter of Quality Appalachian Hardwood Veneer Logs, Sawlogs, or Lumber look to an expert.



Manufacturers of Quality Appalachian Hardwood Lumber



Wilson Hardwoods Inc.

Route 89 North, Titusville, PA 16354

SALES:

Doug Wilson

Phone: 814-827-7934
Toll Free: 877-766-6967
FAX: 814-827-7934

E-Mail: wilsonhardwoods@verizon.net

Brian Hughes

Phone: 218-751-3038
FAX: 218-751-3039
Cell: 218-766-6967

E-Mail: bhughes@paulbunyan.net

Services:

kiln dried
mixed truckloads
export prep & container loading
surfacing
double end trim
straight line ripping



Species:

Cherry
Hard Maple
Red Oak
White Oak
Soft Maple
Poplar
Walnut
Hickory and others

For our customers, and others in need we:

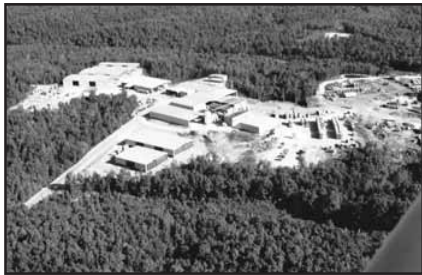
- manufacture and market quality, Appalachian Hardwoods.
- cut approximately 6,000,000 board feet of quality bandsawn Appalachian Hardwood lumber per year (green or kiln dried), and we produce pallet lumber and cants as well. Our lumber is in 4/4 through 8/4 thicknesses.
- sell export quality veneer logs, sawlogs and lumber.

Graham Lumber Company

P.O. Box 679, U.S. Hwy. 412 W. • Linden, Tennessee 37096

Office: (931) 589-2143

FAX: (931) 589-5914



Major Appalachian Species Produced:
Red Oak, White Oak, Poplar and Ash
Secondary Species Manufactured:
Hickory, Walnut, Hard Maple, Cherry

- **Bandmill, Linden and Selmer, TN and Fulton, MS**
- **Production - 35,000,000'**
- **5,000,000 board feet dry storage**
- **4,000,000' covered Air Drying Capacity**
- **Dry Kiln capacity: 500,000 BF per charge**
- **Specializing in Red Oak, White Oak, Poplar & Ash**
- **Planer: S-382 Double Surfacers**
- **Concentration Yard**
- **Ripped and Pulled to Width Strips**



SALES CONTACTS:

Domestic Sales

Roger Barber

Tel.: (931) 589-2143 Fax: (931) 589-5914

Export Sales

Matt Gauvrit

Tel.: (860) 632-3500 Fax: (860) 613-3728

E-mail: sales@ahwood.com

Alan McIlvain Company

since 1798

Tropical Hardwood Lumber
Experience you can trust.

Genuine Mahogany – Spanish Cedar

Sapele Mahogany – African/Khaya Mahogany

Brazilian Cherry (Jatoba)

Dry Kilns & 7 Million Bd. Ft. Inventory

501 Market Street
Marcus Hook, PA 19061

Phone: (610) 485-6600

FAX: (610) 485-0471

www.alanmcilvain.com

sales@alanmcilvain.com



The Prime Lumber Export Team accepts customized orders to meet your most demanding needs. We select quality hardwoods from regions that yield the best lumber for each particular species such as: **Hard Maple, Soft Maple, Red Oak, White Oak, Cherry, Walnut, Poplar, Basswood, Cypress, Jatoba, Spanish Cedar, and many more.**



Contact us when you need quality Lumber! We have one of the most diverse inventories in the United States. Prime Lumber Company is a dependable hardwood lumber supplier, which pays attention to details, that helps insure your export orders will meet your highest expectations:
Quality And Service At A Reasonable Price!



7600 E. U.S. Highway 64
Thomasville, North Carolina (U.S.A.) 27360
Tel: (336) 475-8700 FAX: (336) 475-8750
Web Address: <http://www.primelumber.com>

Hardwood Forestry Fund
Plants **trees** for future lumber and veneer **harvests.**



Contributions are tax-deductible.
Call (877) 433-8733
www.hardwoodforestryfund.org
hffund@hpva.org

NEWSWIRES

Continued from page 35

Germany, the Netherlands, Denmark, Cyprus and France.

Overall, Red Oak lumber shipments to the European Union reached a level last seen in 2001. If the growth continues through 2008, it may indeed become a new trend in Europe.

Shanghai, China—The International Wood Markets Group Inc., based in Vancouver, B.C., recently hosted the fourth annual China International Wood Products Summit here to discuss China's role as the world's wood products "engine of production."

Gerry Van Leeuwen, vice president of International Wood Markets Group, said Chinese manufacturers are exploring how plantation wood can be integrated into their operations to replace more expensive imported wood. China imports approximately 70 percent of its 32 million cubic feet of log imports from Russia, which has rising log export duties.

Other key points addressed during the conference included: Chinese imports of forest products and secondary fiber soared from 40 million cubic feet in 1990 to 142 million cubic feet in 2006; by 2010, 70 percent of domestic commercial-purpose timber will be supplied by Chinese plantations; rising costs, currency appreciation, the decline/loss of VAT (value-added tax) rebates and lower prices and volumes are biting into Chinese manufacturing margins; China's wood products exports have grown at a 40 percent annual growth rate by value since 2003; and wooden furniture and wood-based panels, comprising nearly 70 percent of total export value, were the major product exports.

Complete proceedings of the summit are available to order by e-mailing info@woodmarkets.com or calling 604-801-5996.

Woodland, Washington—USNR, headquartered here, recently installed a YieldMaster G3 carriage optimization system with StereoScan scanning for Pollmeier's mill in Aschaffenburg, Germany. The mill exclusively processes Beech, delivering standardized products sorted according to application to match its customers' requirements.

Beech is the predominant species of Europe's temperate forest, making up 57 percent of Germany's hardwood forests. Pollmeier prides itself on the use of advanced technology and efficient operations that result in high quality products.

Other recent orders included a round rail conversion for the existing carriage at JD Irving Ltd.'s mill in Clair, N.B., and a 66-inch wastewood chipper for Kruger of St.

Roch-De-Mekinac, Que.

USNR is one of the world's premier firms in the design, manufacture and installation of state-of-the-art machinery, control system and optimization software for sawmills and planer mills. In addition to its headquarters facility in Woodland, Wash., the company operates six other facilities in Arkansas, Florida, Michigan, Oregon, British Columbia and Quebec.

Reston, Va.—The Hardwood Plywood & Veneer Assoc. (HPVA), based here, recently hosted its spring meeting in Tampa Bay, Fla., at the Grand Hyatt Tampa Bay Hotel.

The convention featured a tour of the Quality Plywood Specialties facility in Tampa Bay, Fla., and an "Issues That Bet The Industry" seminar. The seminar focused on such topics as the global and national economic forecasts and how Wall Street views the forest assets that it manages; the market is turning green, what shade, how fast and who's driving it; how does the new HPVA marketing campaign, "North American Beauty," help HPVA members grow their business; and the sustainable hardwood forest — how do more forests get enrolled and what programs will the market accept.

Kip Howlett, HPVA's new president, also delivered a report on seven town hall meetings held in various cities to discuss HPVA's position in the new marketplace and how the current political climate impacts the hardwood plywood and veneer industry. The meeting also featured a hardwood plywood grading and specifying workshop, and a workshop to help attendees understand their obligations under the new California Air Resources Board "Airborne Toxic Control Measure to Reduce Formaldehyde Emissions From Composite Wood Products."

In related news, the Hardwood Plywood and Veneer Assoc. recently published the 42nd edition of the "Where to Buy Hardwood Plywood, Veneer, and Engineered Hardwood Flooring Buyers' Guide and Membership Directory." The directory includes flooring, made/cut-to-size, and stock panel manufacturers; finishers of hardwood plywood; veneer manufacturers; wholesale distributors; and suppliers to these industries. For more information, visit www.hpva.org.

Founded in 1921, the Hardwood Plywood & Veneer Assoc. (HPVA) represents the interests of the hardwood plywood, hardwood veneer, and engineered hardwood flooring industries. HPVA member companies produce 90 percent of the hardwood plywood stock panels and hardwood veneer manufactured in North America.

Frelberg, Germany—Choren Industries GmbH recently opened the world's reportedly first commercial biomass-to-liquid (BtL) here. According to the

Continued on page 38

IMPORT/EXPORT CALENDAR

JUNE

ZOW-International Furniture Components & Supply Expo (ZOW Spain), Feria de Madrid, Madrid, Spain. Contact: 1-91-6933458. June 10-13.

China Furniture & Woodworks, Dalian Star-Sea Convention & Exhibition Center, Dalian, Liaoning, China. Contact: 86-411-82538628/82538690. June 12-15.

China Interior Decoration Expo, Furniture and Interiors Show, Beijing. Contact: 503-248-0406. June 20-22.

Pacific Coast Builders Conference, San Francisco, Calif. Contact: dfarley@bcwood.com. June 21-23.

JULY

Western Hardwood Assoc. Annual Meeting, Fairmont Chateau Whistler, Whistler, B.C. Contact: wha@westernhardwood.org. July 12-15.

Association of Woodworking & Furnishings Fair, (AWFS Fair), Las Vegas Convention Center, Las Vegas, Nev. Visit www.awfsfair.org. July 15-18.

Furnitex, Melbourne Exhibition & Convention Centre, Melbourne, Victoria, Australia. Contact: 1-613-9654773. July 17-20.

Western Red Cedar Lumber Assoc., Annual Summit, Delta Victorian Ocean Pointe Resort and Spa, Victorian, British Columbia. Contact: lang@wrcla.org. July 17-19.

NOFMA: The Wood Flooring Manufacturers Assoc. Meeting, Portland Regency, Portland, Maine. Contact: www.NOFMA.org. July 31-Aug. 2.

AUGUST

Shenzhen International Furniture Exhibition (SIFE), Shenzhen Convention & Exhibition Center, Shenzhen, Guangdong. Contact: 86-755-83786188. Aug. 19-22.



Hong Kong Furniture & Homex, Hong Kong Convention & Exhibition Centre, Wan Chai, China. Contact: 852-2-5919823. Aug. 22-24.

Japan DIY Homecenter Show, Makuhari Messe, Chiba, Japan. Contact: 81-3-32564475. Aug. 28-30.


LOG STAIN MEANS LOWER PROFIT\$

ANCHORSEAL® your logs for maximum protection

For a copy of the research study
*End Coating Logs
Reduces Stain and Checking
contact U-C Coatings*

For more information or a sample, call or write:



Fax: 716-833-0120 Tel: 716-833-8388

U-C COATINGS CORPORATION

P.O. Box 1066 • Buffalo, NY 14215 • U.S.A.

website: www.uccoatings.com email: impex@uccoatings.com

USACN Toll Free: 1-888-END-COAT

European Distributor: **WORAM AG** Zug, Switzerland
Tel: (+41) 41 760 93 30 Fax: (+41) 41 760 93 31 website: www.woram.ch email: mailbox@woram.ch

China Distributors:
永特耐木膠有限公司 - 廣州 电邮: woodglue@vip.163.com
哈尔滨鸿泰木业有限责任公司 - 哈尔滨 电邮: hongta658@yahoo.com.cn



RAM

Forest Products, Inc

**Manufacturers and Exporters of Quality
Pennsylvania Hardwoods producing
25,000,000 BF annually
1,000,000' Kiln capacity**

Specializing in Hard Maple • Cherry • Soft Maple • Red Oak • Ash
Hardwood Lumber and Logs
Export Packaging and Container Loading

**Band Sawn Lumber at
Shinglehouse, Pennsylvania (U.S.A.) location.**

Lumber Sales - Mike Tarbell - Rus Gustin
Phone: 814-697-7185 FAX: 814-697-7190

Log Sales - Bob Mallery
Phone: 814-697-6576 FAX: 814-697-6637

**Mailing Address: HCR 1, Box 15A
Shinglehouse, Pa. 16748-9739**

E-Mail: ramsales@frontiernet.net



DOWNES & READER HARDWOOD CO., INC.

DIRECT EXPORTERS

Ash, Basswood, Beech, Birch, Cherry, Cypress, Hickory, Hard Maple, Soft Maple, Bird's Eye Maple, Curly Maple, Poplar, Walnut, Red Oak, White Oak, Aromatic Cedar, Western Red Cedar, Redwood, Sugar Pine, SYP

DIRECT IMPORTERS

Lumber: Mahogany (Genuine & African), Jatoba, Santos Mahogany, Banak, Marupa, Peroba Rosa, Guatambu, Purpleheart, Yellowheart, Macaranduba, Tatajuba, Spanish Cedar, Royal Cedar, Ipe, Cumaru, Tropical Walnut, Teak, Anegre, White Mahogany
Products:
Kiln Stacking Sticks: Macaranduba, Ipe, Cumaru & Jatoba
Blanks: (Chamfer-Custom) Virola & Para Para
Decking: Ipe, Cambara, Cumaru
Flooring: Jatoba, Ipe, Santos Mahogany

Providing the following services:

4,000,000 BF Kiln Dried Inventory, Planing Mill, Straight Line Ripping, Gang Ripping, Mixed Container Shipments, and Rail Siding



Downes & Reader
Hardwood Co., Inc.
USA

When You Can't See the Forest for the Trees...
Turn to DOWNES & READER HARDWOOD CO., INC.

Import/Export Division:
William von der Goltz - Steve Arnett
Greensboro, NC

Toll-free: 1-866-4 JATOBA (452-8622) & 336-323-7502
Fax: 336-217-7970

e-mail: williamv@downesandreader.com
Headquarters at Stoughton, MA
Web Site: downesandreader.com

NEWSWIRES

Continued from page 37

company, the plant will take eight to 12 months to reach its full annual capacity of 18 million liters, and run on forest residue wood and waste timber. At full capacity, the facility will use 65,000 metric tons of wood dry matter as feedstock.

The Choren project is the most commercially advanced of several research and development activities in Germany for BtL production. Choren produces BtL with the Carbo-V® process and calls its fuel "SunDiesel®." Choren cooperates with car manufacturers Daimler and Volkswagen, which have tested the fuel in their cars.

BtL is very popular among German politicians who hope it will help them achieve their ambitious biofuel goals and alleviate the food-versus-fuel debate at the same time. Because of its technical specifications, BtL is also popular with car manufacturers and mineral oil companies. However, the future economic viability of BtL production will depend on feedstock costs, logistic costs to move the biomass to the facility, prices for competing products such as fossil fuels, future technical progress and reduction of conversion costs, and government support in the form of tax incentives and mandates.

Newark, New Jersey—A federal grand jury here recently indicted Danny Chien, president of Style Craft Furniture Ltd. in Shanghai, China, and his company on one count of smuggling.

According to the indictment, the company, a manufacturer of wooden baby furniture, shipped a container of furniture from China to Port Elizabeth, N.J., containing a wood commonly called Ramin. The indictment alleges that the Ramin originated from the wild in Indonesia and was imported without a valid required export permit or re-export certificate in violation of the Convention on International Trade in Endangered Species of Wild Fauna and Flora (CITES). The defendants are presumed innocent unless and until proven guilty.

CITES protects certain species of fish, wildlife and plants against overexploitation by regulating trade in the species. Species listed in Appendix II are those that may become threatened with extinction unless trade is strictly regulated. International efforts to curb the illegal harvest of Ramin, used in the manufacture of baby cribs, include its listing in Appendix II of CITES.

Ramin is a light colored tropical hardwood found in tropical forests in parts of Southeast Asia, including Indonesia and Malaysia. Indonesia has one of the highest rates of deforestation of any country, much of it due to illegal timber harvest.

Baar, Switzerland—Industrie Forestière d'Ouessou (IFO), a Danzer Group subsidiary, located here, recently received approval from the Republic of Congo for its forest management plan on its 1.16 million hectare forest concession in cooperation with Forêt Ressources Management (FRM). The plan is one of the most important prerequisites for Forest Stewardship Council (FSC) certification of the forest concession.

Danzer Group, one of the world's leading manufacturers of hardwood veneers and lumber, is working to achieve FSC certification by cooperating with the World Wide Fund for Nature (WWF). The company has also joined the environmental organization's Global Forest and Trade Network (GFTN).

The forest management plan contains measures for responsible and sustainable forest utilization and also takes into account the rights and needs of the local population. Among other things, the IFO forest management plan contains a detailed inventory of approximately 300 tree species and of the entire timber resources as well as of the large mammals and of the non-timber products found in the concession.

The FSC certification process will also include Danzer Group's subsidiary Société Industrielle et Forestière du Congo (SIFORCO) in the Democratic Republic of Congo.

Danzer Group operates six veneer factories and five sawmills in Europe, North America and Africa, making it one of the world's largest manufacturers of hardwood veneers. A total of 30 sales outlets worldwide take care of customer needs.

Ketchikan, Alaska—Jim Haas recently accepted the position of vice president, managing director of Sealaska Wood Products Solutions LLC (SWPS), a subsidiary of Sealaska Timber Corp. (STC), headquartered here. Haas left his post as president and chief executive officer of Sierra Cedar Products LLC in Marysville, Calif., to assume the role.



Jim Haas

At SWPS, Haas will be responsible for leading and facilitating growth in the newly established finished wood products company. He will be based out of Yuba City, Calif. The firm will focus on high grade Softwood and hardwood lumber and value-added forest products.

"The launching of SWPS is the initial significant step in implementing our strategy to provide a broader business base for the organization," said Wade Zammit, STC president and chief executive officer. "Jim's experience and leadership compliment our current core competencies and both extend and diversify them to include sourcing value-added finished products and certified finished products for the U.S. and European markets."

STC was formed in 1980 and is a wholly-owned subsidiary of Sealaska Corp. Sealaska Corp. is the regional native corporation of Southeast Alaska formed as a result of the Alaska Native Claims Settlement Act of 1971. The corporation is the largest private landowner in Southeast Alaska and has over 17,400 shareholders.

WASHINGTON SCENE -

Continued from page 2

appropriated based on the average firefighting costs over the last five fiscal years.

The act would not change the current practice of setting the Forest Service and Interior Department's firefighting budgets based on the 10-year average. However, removing catastrophic fires from the Forest Service's budget would be a significant benefit for the agencies.

OBITUARY

Donald Norbert Hanafee Sr.

Troy, Tennessee—Donald Norbert Hanafee Sr., former president of Jackson Sawmill and Hanafee Brothers Sawmill, headquartered here, recently passed away. He was born July 26, 1923, to William Conrad and Ann Tracy Hanafee.



Hanafee graduated from Jackson High School in 1942. At age 19, he enlisted in the U.S. Marine Corps 6th Division. During World War II, he participated in the battles of Eniwetok Atoll, Marshall Islands, Saipan, Guam and Okinawa. He received the Bronze Star and the Purple Heart. In October 1946, he married Patricia Jeanne Chason.

Hanafee was a member of the Lumbermen's Club of Memphis for over 63 years and the South Central Lumbermen's Club. He was a communicant of St. Mary's Church.

Survivors include his wife, Jeanne; two sons, Donald Jr. and Conrad; sister, Betty Hanafee; seven grandchildren; and a host of other family and friends. Linda Hill and Bill Golden also gave him care over the past few years.

A funeral mass was held at St. Mary's Catholic Church in Jackson, Tenn., with burial following at Ridgecrest Cemetery. In lieu of flowers, memorial contributions may be made to St. Mary's Catholic Church Building Fund or to the charity of the donor's choice.



"A CUT ABOVE"

SPECIALIZING IN APITONG, KERUING, KAPUR AND OTHER IMPORTED HARDWOOD SPECIES

ORIGINAL MANUFACTURER AND AFTER MARKET TRUCK AND TRAILER DECKING AND RAIL CAR FLOORING

EXPORT OF DOMESTIC HARDWOOD AND SOFTWOOD ALSO AVAILABLE

QUALITY FOREST PRODUCTS FROM SELECTED DOMESTIC AND OVERSEAS MANUFACTURERS.

CUSTOM FABRICATED WOOD PRODUCTS.

"WE DO THE DIFFICULT WITH EASE AND THE IMPOSSIBLE WITH GRACE"

SERVICE WITH INTEGRITY

FOR MORE INFORMATION CONTACT: DAVID XÓCHIHUA

1104 MAIN STREET, SUITE M-150

VANCOUVER, WA 98682-0012 USA P.O. BOX 820563

TEL: 360.690.8532 FAX: 360.690.0035

Website: www.aztecintl.com

E-mail: davidx@aztecintl.com

Classified Opportunities

Classified advertising accepted only for: Positions Available, Positions Wanted, Business Opportunities, Machinery For Sale, Machinery Wanted, Wanted To Buy, Services Offered. Classified Rates: Display classified \$45.00 per column inch, fractions of an inch will be charged as full inch. Line Ads are \$8.00 per line.

All classified Ads must be received by the 16th of the preceding month. Example: Ads for June/July 2008 issue must be in by May 16th.

Also please specify number of times Ad is to run. **All Ads to be inserted on prepaid basis only.**

WANTED

Two Overseas Agents to sell our kiln dried Appalachian hardwood lumber in Northern China and Southern China.
Also looking for representation in the Middle East and Europe.

Carl Rosenberry & Sons Lumber Co. Inc.
7446 Path Valley Road • Fort Loudon, Pa. 17224
Tel: 717-349-2289 Fax: 717-349-2044

WANTED

Chinese Agent to represent Graf Brothers Flooring & Lumber – logs, flooring and lumber.

Graf Brothers, P.O. Box 458, South Shore, Ky 41175
Phone: 606-032-3117 Fax: 606-932-3156 email: info@grafbro.com

SEEKING HARDWOOD PRODUCT MANAGER

Weston Forest Products, located in Mississauga, Ontario, is one of North America's leading full service distributors and re-manufacturers of industrial forest products. We are looking for a **Hardwood Product Manager** that will help us grow and manage our hardwood business.

Offering outstanding earning potential and an opportunity for career growth in a fast-paced and mentoring environment. The Hardwood Product Manager will be responsible for increasing the Hardwood profits by managing the Hardwood inventory, sourcing and purchasing lumber. Coupled with industry experience and a university degree, or a college diploma, the successful candidate must be entrepreneurial, a team player and have an exceptional work ethic with a positive attitude. If interested, please send a resume to: **Michelle Arthurs, Director of Human Resources, Weston Forest Products, 7600 Torbram Road, Mississauga, ON, L4T 3L8, Email: marthurs@westonforestgroup.com, Fax: 905-677-1639**


SALES REPRESENTATIVES WANTED

Weston Forest Products, located in Mississauga, Ontario, is one of North America's leading full service distributors and re-manufacturers of industrial forest products. We are looking for **Sales Representatives** to help us grow our U.S. industrial business line.

Offering outstanding earning potential and an opportunity for career growth in a fast-paced and mentoring environment. The Sales Representative will be responsible for increasing market share by generating and maintaining new accounts, building strong customer partnerships and making Weston Forest Products a supplier of choice. This position will be based out of the Mississauga, Ontario office and will require travel throughout North America. Coupled with industry experience and a university degree, or a college diploma, the successful candidate must be entrepreneurial, a team player and have an exceptional work ethic with a positive attitude. If interested, please send a resume to: **Michelle Arthurs, Director of Human Resources, Weston Forest Products, 7600 Torbram Road, Mississauga, ON, L4T 3L8, Email: marthurs@westonforestgroup.com, Fax: 905-677-1639**

INDEX OF ADVERTISERS





American Hardwood Export Council (AHEC) .34	Hermitage Hardwood Lumber Sales, Inc.24
Anderson-Tully Co.17	Idaho Veneer Co.5
Argo Fine Imports27	International Log & Timber LLC28
Aztec Intl. Timber & Trading Ltd.38	International Wood Products Assoc. (WPA) 32
Baillie Lumber Co.25	McIlvain, Alan, Co.36
Bingaman & Son Lumber, Inc.40	Midwest Walnut Co.34
Bradford Forest Products34	Newman Lumber Co.19
Buchanan Hardwoods Inc.29	Nica Investment Partners LLC4
Cherry Forest Products15	O'Shea Lumber Co.33
Coastal Lumber International Inc.21	Patriot Timber Products3
Cole Hardwood, Inc.8	Penn-Sylvan International, Inc.39
Cramer, W. M., Lumber Int'l.40	Prime Lumber Co.36
Dean Hardwoods, Inc.32	Primewood Lumber, Inc.33
Downes & Reader Hardwood Co., Inc. .38	Ram Forest Products Inc.37
Fitzpatrick & Weller32	Rolling Ridge Woods, Ltd./Yoder Lumber Co., Inc.6
GILCO Lumber, Inc.23	Romea Legnami S.p.A.44
Graham Lumber Co.36	Transit King City/Northway Forwarding Ltd.39
Gutchess Lumber Co.11	Tuscarora Hardwoods31
Hamer, Jim C., Co.32	U-C Coatings Corp.37
Hanafee Bros. Sawmill Co., Inc.34	Weston Forest Group35
Hancock Lumber Co.7	Wheeland Lumber Co.9
Hardwood Forestry Fund36	Wilson Hardwoods35
Hawkeye Forest Products13	





SPECIALIZING IN LUMBER AND LOGS FOR EXPORT

**** NEW IMPORT LICENSE For Re-export of Red & White Oak Logs From Regulated Areas (i.e. Michigan, Pennsylvania, etc.)**

- Competitive rates
- Personalized service with a staff of 130 years combined experience
- Complete documentation (letters of credit, drafts, etc.)
- Internet B/L release (originals and seaway)
- Movements to suit your needs (Door/Door, Door/Terminal)
- Terminal facilities in Montreal and Toronto
- Container stuffing (lumber and logs)
- Phytosanitary inspections and certificates
- Log fumigation services to China, Taiwan and Europe
- Members of

Bruna Romano Lloyd Lovett

5523 Chemin Cote St-Paul, Suite 301 6711 13th Line

Montreal, Quebec H4C 1X3 Alliston, Ontario L9R 1V4

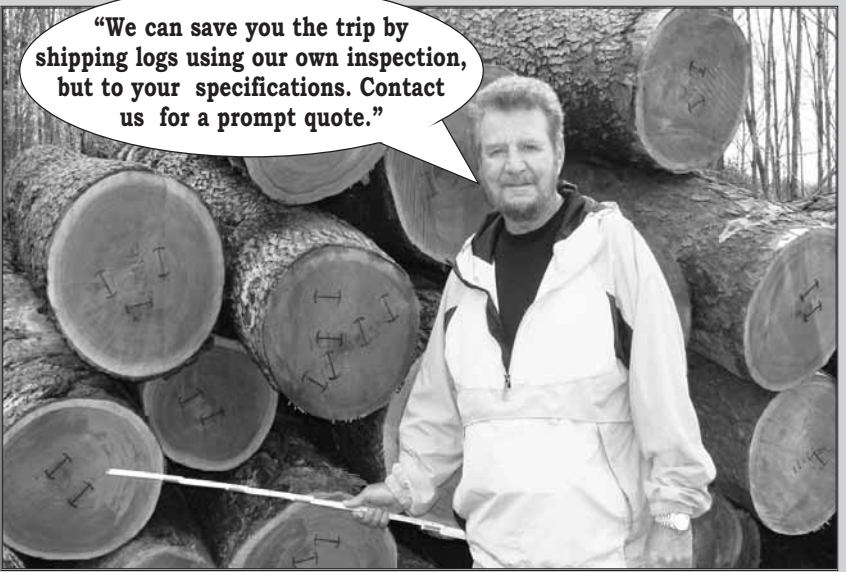
TEL: (514) 935-5394 TEL: (705) 434-2422

FAX: (514) 935-0602 FAX: (705) 434-2522

e-mail: bromano@kingcitynorthway.com e-mail: llovett@kingcitynorthway.com

FOR MORE INFORMATION VISIT OUR WEB-SITE AT:
www.kingcitynorthway.com

MANUFACTURERS AND EXPORTERS OF FINE PENNSYLVANIA LUMBER & LOGS




"We can save you the trip by shipping logs using our own inspection, but to your specifications. Contact us for a prompt quote."

Bill Reese standing by prime Cherry veneer logs

SPECIES:
CHERRY, HARD MAPLE, WHITE OAK & RED OAK, WALNUT, POPLAR, ASH

PENN-SYLVAN INTERNATIONAL, INC.

BOX 111
SPARTANSBURG, PA 16434
PHONE: (814) 827-8271
FAX: (814) 827-8272
E-MAIL: pennsylvanusa@aol.com
WEBSITE: www.penn-sylvan.com




W.M. Cramer International

P.O. Box 2888
Hickory, North Carolina 28603
www.cramerlumber.com

Phone: (828) 397-7481 FAX: (828) 397-5532

Since 1969, W.M. Cramer Lumber Co. has grown to become one of the premier suppliers of quality Appalachian Hardwoods. We can provide full or mixed containers in the following species: Red Oak, White Oak, Poplar, Hickory, Soft Maple, Hard Maple, Cherry, Basswood, Ash, Birch, Walnut, Wormy Chestnut, White Pine, Aromatic Red Cedar, Cypress and others upon request. Many species in 4/4 through 16/4 thicknesses. Representing Exclusively: MYLES LUMBER COMPANY.

Contact:
Export Sales - Ruth Callender
E-mail: ruthc@cramerlumber.com
Main Office and Yard in Hickory, NC
1,200,000' of Kiln Drying capacity & Straight-Line Ripping and Surfacing
Sawmill & Kilns in Marlinton, WV



The American exporter known for quality



YOUR PRODUCT, YOUR SPECIFICATIONS...



...OUR CONSISTENT QUALITY.

CHERRY	WHITE ASH
WALNUT	WHITE OAK
HARD MAPLE	RED OAK
SOFT MAPLE	POPLAR

THE FINEST HARDWOODS FROM THREE PENNSYLVANIA LOCATIONS

BINGAMAN & SON LUMBER, INC.

BOX 247, KREAMER, PENNSYLVANIA 17833 USA
PHONE: (570) 374-1108 FAX: (570) 374-3901
E-MAIL: export@bingamanlumber.com
WEBSITE: www.bingamanlumber.com
CHRIS BINGAMAN (VP Sales), DAVID WHITTEN (Dir. Export)
MATT PRYOR (Export Sales)

A Guide to

U.S./CANADIAN SOFTWOOD FOREST PRODUCTS EXPORT SUPPLIERS

Import/Export Wood Purchasing News' worldwide circulation is distributed to companies that purchase both Hardwood and Softwood forest products.

Manufacturers of 4/4 Eastern White Pine, Lumber and DIMENSION Kiln Dried and Association Graded

Robbins Lumber Inc.

Manufacturers Wholesalers
Searsport, Maine 04967
Telephone: 207-342-5221
FAX: 207-342-5201
Website: www.rlco.com

IDAHO WHITE PINE LUMBER



IDAHO VENEER COMPANY COMMITTED TO IDAHO WHITE PINE PRODUCTS SINCE 1953

P.O. Box 339
Post Falls, Idaho 83877
(208) 773-4511
FAX: (208) 773-1107

WEEK IN...
WEEK OUT.

52 WEEKS A YEAR

WWW.PWWW.COM

Your clear choice for Western Red Cedar

Tel: 604-946-2910



Since 1893

Sandy Neck Traders™

PINE CEDAR

Call 888-726-3963

It's that simple.



Sourcing Solutions, Building Business™

R. B. LUMBER COMPANY

CALL US FOR WESTERN RED CEDAR AND IMPORT NEEDS!

Our products include:

- INDUSTRIALS: Moulding, Finger Joint, Shop Core Stock, Furniture, Pallets, Russian Red Pine
- PRODUCTS FOR REMANUFACTURE: Random length low grade boards & dimension, Waney cants, Tight Knot Timbers
- FENCING ROUGH & S1S2E, FENCING DECKING & PATTERN STOCK: 1x4, 1x6, 1x8, 2x4, 2x6, 2x8, 4x4, 6x6, Western Red Cedar, Incense Cedar, Chinese Fencing, Decking & Patterns

R. B. LUMBER COMPANY
P. O. Box 2254
Oregon City, OR 97045
623-936-7090 - Randy 503-655-8020 - Gary
Fax 623-936-7091 Fax 503-650-7235
rb lumberco@aol.com knightatrb lumber@aol.com

GOODFELLOW INC.

Canada's Largest Independent Distributor, Remanufacturer And Producer Of Wood Products

OVERSEAS EXPORT HARDWOODS

EASTERN WHITE PINE - WESTERN RED CEDAR
DOUGLAS FIR TIMBERS - PRESSURE TREATED WOOD

THE WOOD SPECIALISTS

DELSON, QUEBEC, CANADA

Contact: Jean Knittel
TEL: (450) 635-6511 / 1-800-361-0625
FAX (450) 635-5078
E-mail: jknittel@goodfellowinc.com
www.goodfellowinc.com

SELKIRK

SPECIALTY WOOD LTD.
A DOWNIE TIMBER COMPANY

Specializing In Superior Cedar Products & First Rate Service!

Products Available:

- Bevel
- Decking
- Finger Joint
- Paneling Products
- #3&Btr. K.D. Boards
- A&Btr. Cedar Finish

Box 880 Revelstoke, BC VOE 2S0
Office: 250-837-2222 Sales: 250-837-7217
Fax 250-837-7412
E-Mail: special@junction.net

Manufacturers of Quality Eastern White Pine Lumber Since 1976

- 30 Million BD FT of Production
- 630,000 BD FT of Dry Kiln Capacity
- WACO 30 XL Moulder
- In Line Moisture Detectors
- Modernized Cut Up Shop

Durgin & Crowell Lumber Co.
231 Fisher Corner Rd.
New London, NH 03257
Tel: (603) 763-2860
Fax: (603) 763-4498
www.durgin-crowell.com
For Sales Contact B Manning or Chuck Gaede

WOODWORKING PLANER PRACTICE

This 24 page booklet contains the answers to almost any Planer problem. It tells you: How to handle uneven stock; How to produce squares on a planer; How to reduce disfigurement of stock, and the tearing of varigained boards; How to prevent wear of center of platen; How to handle grains in glued up panels; How jointed cutters affect blower systems; How to make various thicknesses; How to make proper forms for tapering long pieces evenly; How to bevel and make forms for multiple operation, and many other ideas for better planer performance. . . One woodworking machine manufacturer stated, "This is the best book that has ever been written on the subject of Planer Practice." \$20.00 per copy.

Send Check to:
NHM, Book Division
P.O. Box 34908
Memphis TN 38184-0908

A guide to U.S. /CANADIAN SOFTWOOD FOREST PRODUCTS EXPORT SUPPLIERS

Import/Export Wood Purchasing News' worldwide circulation is distributed to companies that purchase both Hardwood and Softwood products

SASCO, Inc.
SOUTHERN ARIZONA STUD COMPANY

We produce finger-joint studs 2x3, 2x4, 2x6 in lengths up to 10' (custom lengths considered) SPF/HF.....STUD or #2 Grade Full or partial truckloads- Mixed trucks OK.

www.fjstuds.com
602-353-9300

MANUFACTURERS OF QUALITY WOOD PRODUCTS


IDAHO TIMBER CORPORATION

Ph. 208.377.3000 Fax 208.378.9449
www.idahotimber.com


WEST BAY FOREST PRODUCTS & MANUFACTURING LTD

Unit 3 10619 Timberland • Surrey, B.C. V3V 3T3 Canada

MANUFACTURERS OF WESTERN RED CEDAR
PRE-CUT CEDAR GAZEBO & SUMMERHOUSE
DO-IT-YOURSELF KITS



WHEN YOU THINK OF CEDAR
THINK OF WEST BAY

CALL TOLL FREE U.S. 1-800-888-1108
CANADA (604) 951-8268 FAX (604) 951-8707


TRU-DRY

Forest Grove Lumber Company, Inc.
p: 800-647-9663
f: 503-434-5805
<http://www.fglco.com>


Weston Forest Group

Around the corner,
around the world

Your source for Imported & Domestic Hardwoods, Softwoods & Panel Products

Contact: info@westonforestgroup.com

Sawarne LUMBER

WE SPECIALIZE IN:
WESTERN RED CEDAR

- Exterior Siding
- Interior Paneling
- Boards
- Posts
- Dimension
- Fencing
- Decking
- Beams

Quality Products Efficient Service
Competitive Market Prices

• Carlos Furtado • Archie Rafter
• Ryan Furtado

ph. 604-324-4666 fax 604-324-5022

12900 MITCHELL ROAD RICHMOND B.C. V6V 1M8 5530 NORDIC WAY FERNDALE WA 98248

We'd like to hear from you when you need Southern Yellow Pine and/or Hardwood Products.

SHAVER WOOD PRODUCTS, INC.
1440 Statesville Blvd.
Cleveland, NC 27013
TEL: (704) 278-9291 FAX: (704) 278-9304
SALES: Jimbo Shaver and Chad Shaver

Celebrating 30 Years
Tripp Lumber Company
Missoula, Montana

800-457-9706

**Log Cabin Siding
Complete Exterior/Interior Log Cabin Packages w/o buying timbers**

www.trippplumber.com

STRAIGHT. STRONG. SUSTAINABLE. UGLY.



Growing Value
From Exceptional Resources.

 For more information
CALL 800-548-3109

Plum Creek


Quality Western Cedar
Posts • Rails • Pickets

Dan Keller
Sales Manager
4418 NE Keller Rd.
Roseburg, Oregon 97470
FAX 541/672-5676
541/672-6528

KELLER

KELLER LUMBER CO.



MARY'S RIVER LUMBER CO.
The Finest In Western Red Cedar

(800) 523-2052 Outside Oregon • (541) 752-0122
• (541) 752-5143 Fax

 **DIPRIZIO PINE SALES** 

Offering A Wide Selection Of Quality Eastern White Pine.
Manufacturing 4/4, 5/4 and 6/4 Kiln Dried in S4S and patterns.
Custom drying and specialty planing are available.
Producing 14 Million Bd. Ft. Annually
1-888-330-8467 1-603-473-2314
FAX: 1-603-473-8531
Route 153, 5 King's Highway, Middleton, NH 03887
Marketing Through Wholesale & Wholesale Distributors

Inventory • Service • Selection

Limington Lumber Co.
Manufacturers of Quality Eastern White Pine

Products and Service:
• Producing 15,000,000 bdf. annually
• Weinig Waco maxi planer specializes in pattern stock
• Nine Irvington Moore dry kilns - total capacity 360,000 bdf.
• All shipments via truck or van are paper wrapped
• Marketing through Wholesale and Wholesale Distributors

OUR PRODUCTS ARE MARKETED THROUGHOUT THE UNITED STATES AND CANADA.

Limington Lumber Co.
East Baldwin, Maine 04024
Sales: Win Smith, Jr.
Email: win@limingtonlumber.com
Phone: (207) 625-3286 • Fax: (207) 625-7399
Website: www.limingtonlumber.com

SISKIYOU FOREST PRODUCTS
P.O. BOX 811 • ANDERSON, CA 96007-0811

YOUR SOURCE FOR QUALITY
Species: Redwood • Incense Cedar
• *Western Red Cedar • Pine • Hem-Fir*
• *Douglas Fir • White Fir*
• *Alder*

Products: Fingerjoint and Edge Glued Products
• Pattern • Siding • Spa Components
• Engineered Products

Weed, California
Phone: 800-374-0210 • 530-938-2771
FAX: 530-938-3227 Bill Duchi/Dennis Duchi
Anderson, California
800-427-8253 • 530-378-6980
FAX: 530-378-6987 Don Cherosvsky/Mike Webster
Darren Duchi

 **TRI-PRO CEDAR PRODUCTS**
Professional Production Products, Inc.

Albeni Falls Division
1122 Highway 2 • Oldtown, Idaho 83822
(208) 437-0653 • FAX (208) 437-0579

Our Specialty is the Specialties
Manufacturing Green & Kiln-Dried Cedar Products from our own facilities using second growth timber which assures our wholesale distributors of sound tight knot products. 100% Cedar production year round, up to 4,000,000 bd. ft. per month.
Carloads shipped by BN • Trucks • Common Carrier
• Bevel Siding • V-Joint • T&G • Boards • Patterns
• Decking • Dimension
Contact: Terry Baker
Phone (208) 437-0653 FAX (208) 437-0579
E-Mail: terryb@triprocedar.com

J D LUMBER, Inc.

P.O. Box 55 • Priest River, Idaho 83856

MANUFACTURING 160 MILLION MBF ANNUALLY OF KILN DRIED LUMBER:

Species:
Inland Hem-Fir 40%
Fir & Larch 55%
Western Red Cedar 5%
Products: light framing, structural joists and planks, structural light framing, webstock, Cedar products, 2x4 - 2x6, 3' - 20'

We Sell To Wholesalers... ONLY

Tel: 208-448-2671 Fax: 208-448-2830
SALES: David Slaughter - Lance Hubener

**PUTTING YOU FIRST.
AND YOUR BUSINESS.**

Our people listen. They're responsive. They're dependable. They're honest. They know a lot about the business. They care.

North Pacific. Taking care of you and your business.

 **North Pacific**
www.northpacific.com

Quality this good only comes from mother nature.
now meet some of her associates:

WRCLA MEMBERS
Downie Timber/Selkirk Specialty
Enyeart Cedar Products
Gilbert Smith Forest Products Ltd.
Halida Forest Products Ltd.
Interior
Northwest Forest Products
North Enderby Timber Ltd.
OrePac Building Products
Premier Forest Products, Inc.
Power Wood Corp.
Quadra Wood Products
Sawarne Lumber Company Ltd.
Shakertown

Skana Forest Products Ltd.
Twin Rivers Cedar
Tyeo Timber Products Ltd.
Welco USA
Western Forest Products, Inc.

AFFILIATE MANUFACTURERS
BW Creative Wood Industries
Cedarshed Industries
D & L Wood Products
Outdoor Living Today
Rainbow Play Systems

www.realcedar.org **REAL CEDAR**
1.866.778.9096

**Manufacturers & Processors
who supply
OVER
500,000,000'
of
Hardwoods
are
Represented Online
SEE
forestproductsstockexc.com**

A guide to **U.S. /CANADIAN SOFTWOOD FOREST PRODUCTS EXPORT SUPPLIERS** *Import/Export Wood Purchasing News' worldwide circulation is distributed to companies that purchase both Hardwood and Softwood products*

MAKING THE GRADE IN EASTERN WHITE PINE

FACILITIES
 • MILL - PRODUCING 30 MILLION BOARD FEET
 • DRY KILNS
 • TWO PLANER MILLS

PRODUCTS
 • NeLMA PATTERNS
 • PANELING
 • FLOORING
 • SIDING
 • TIMBERS
 • SHOP LUMBER

KING FOREST INDUSTRIES, INC.
 55 Eastside Road • Wentworth, NH 03282
 TEL: 603.764.5711 • FAX: 603.764.9654
 FOR SALES CALL BOB DRAVISON

Eastern White Pine from Maine



HANCOCK LUMBER™

www.hancocklumber.com

RICHARDSON LUMBER & MFG. CO.
 10100 DENTON DRIVE • DALLAS, TX. 75220

#1 & BTR. GREEN DOUGLAS FIR*
 sizes up to 20" x 20"
 Lengths to 40'

NOW STOCKING: DOUGLAS FIR Tru-Dry™ Timbers
 EXCLUSIVE DISTRIBUTORS FOR: LA, OK, TX

#1 & BTR. WESTERN RED CEDAR*
 sizes up to 16" x 16"
 Lengths to 32'

OAK TIMBERS*
 sizes up to 12" x 12"
 Lengths to 20'
 *Larger sizes available upon request

For Sales Call: (214) 358-2314
 Toll Free: 877-318-5261
 Fax: (214) 358-2383
 Web site: timbersonline.com

SERVING THE SOUTH SINCE 1949

A COMPANY YOU CAN BANK ON
 ...WITH YEARS OF Experience!

NEWMAN LUMBER CO., INC.
 WELLS RIVER, VT

- 54" McDonough Resaw
- Yates American A-20 planer
- 60,000' capacity per day
- 20+ million feet of dry storage space

SPECIALIZING IN PATTERNS

SALES -- WALTER YOUNG
 P.O. BOX 504 • 224 INDUSTRIAL PARK
 • WELLS RIVER, VERMONT 05081
 TELEPHONE: 802-429-2332 • FAX: 802-429-2217
 • E-MAIL: newmanlumberco@pivot.net
 • Website: www.newmanlumberco.com

Hood Distribution

McQuesten Group

Massachusetts 800-752-0129
 Connecticut 800-468-8220
 Vermont 800-955-2677
 Maine 800-888-0227

www.HoodDistribution.com

The Waldun Group
 One-stop source for quality cedar products

WALDUN FOREST PRODUCTS TWIN RIVERS CEDAR
 STAVE LAKE CEDAR M&R WOOD TURNING

Working as ONE to better serve you.

THE WALDUN GROUP

9393 287th Street, Maple Ridge, BC V2W 1L1
 TEL (901) 604.462.8266
 FAX (901) 604.462.8266
www.waldun.com info@waldun.com

Jerry G. Williams & Sons, Inc.
 P.O. Box 2430, 524 Brogden Rd., Smithfield, NC 27577

Please Call Thomas Ezzell or Bob Maier
 whenever we can be of service at
(919) 934-4115
 Fax 919-934-4956

Stock Width Hardwood
 Specializing in Stock or Fixed Width Lumber
 Red Oak, White Oak Poplar, FAS and 1 Common
Cypress
 Select & 2 Common Grades 4/4 3"-12" width
Southern Yellow Pine
 5/4 KD in 3", 4", 5", 6", 10", 12" - 4" thru 16" lengths
 Specialize in Nosed Edged Stepping

The Sawmill for all Your Quality Lumber Needs



PACIFIC WESTERN LUMBER

- Manufacturers and wholesale distributors
- Log Home and timber frame components
- Appearance grade Douglas Fir beams, green or dry
- TPI Certified
- Decking and flooring
- Glu lam beams
- Dowels, porch posts, hand rail and decorative posts up to 12"
- 4x4 KD Hem-Fir appearance
- Lathe turned and coped logs
 7" to 12" diameter - 8' to 16' lengths

Lakewood, WA 1-800-232-2132
 Portland, OR 1-800-819-4238

TRANSCO MILLS LIMITED
seventy years of excellence

For seventy years Transco Mills has been providing superior roof decking and other decking products to our elite group of clients.

For all your 2", 3" and 4" roof decking needs, call Transco today!

TRANSCO MILLS LIMITED
 20030 Stewart Circle
 Maple Ridge, British Columbia
 Tel: 604-465-1148
 Fax: 604-465-7742
 E-mail: info@transcomills.com

WHERE QUALITY TRULY COUNTS

Over 40 Years of Tradition

- Kiln dried eastern white pine
- 4/4, 5/4, 6/4, 7/4, 8/4 thickness'
- rough or surfaced to standard and special dimensions
- pattern, bevel siding items
- finger-jointed clear blanks and milled
- white pine timbers up to 24 ft.
- spruce 1x6 fencing and 2x6 T&G decking

www.renebernard.com
 phone: 1-418-774-3382
 Fax: 1-418-774-5651

Real Timbers, Real Big.



How big?
 Up to 52 feet long
 for 34 x 34 inch timbers!

To learn more about our real big timber and other products and services, call us today at:
www.zipolog.com 541-343-5854
 Eugene, Oregon




USE THE RIGHT STUFF FOR THE JOB

WESTERN RED CEDAR SIDING

Tight-knot Western Red Cedar outperforms vinyl siding year after year. Vinyl sellers claim that it's low maintenance, yet cedar needs the same clearing as vinyl. Unlike vinyl, if the cable guy cuts a hole a little too big, with cedar he simply fills it, paints it and no one's the wiser. Try painting vinyl or finding caulking that matches the color of the customer's house. If the customer should want to change the color of their home, with vinyl someone has to tell them how much more trouble and cost painting is; while cedar takes paint and stains like a dream, plus cedar can last twice as long as the best vinyl.

Lazy S Lumber also sells factory-primed cedar siding that saves prep time and speeds up installation. Vinyl does have its uses! Tell your clients that cedar offers builders high profits, less work, and long lasting beauty from any angle.

Look for and demand Lazy S brand Cedar Siding



Contact Todd Fox for a distributor near you 503-632-3550

On the Road to the Premier ESLP Board in North America



1-877-898-5266
www.wyndelllumber.com

WYNNDEL LUMBER SALES **WynnWood™** 

Western Red Cedar is the Best and the Best Western Red Cedar comes from Mill & Timber!

At Mill & Timber we mill our logs at our sawmills in Port Moody and Surrey, B.C. and we finish our lumber at our plant in Richmond. Mill & Timber is your source for reliable service and the highest quality Western Red Cedar products.

Contact: Jim Dunse, Berny Power or Sid Sigfusson

Mill & Timber Products
 12770 - 116th Ave.
 Surrey, BC V3V 7H9
 Ph: 604-580-2781
 Fax: 604-580-3646

LOOKING FOR A DEPENDABLE MANUFACTURER OF QUALITY EASTERN WHITE PINE AND APPALACHIAN HARDWOOD LUMBER?

OUR COMPANY, PARTON LUMBER COMPANY, INC., LOCATED IN RUTHERFORDTON, NORTH CAROLINA, IS THE COMPANY YOU WANT TO CONTACT. FOR A QUOTE ON YOUR LUMBER NEEDS, CALL US AT: (828) 287-9669.

 The Parton Companies - "Integrated Lumber Manufacturing... from stump to finished product."

Parton Lumber Company, Inc.
 251 Parton Road
 Rutherfordton, North Carolina 28139-9420
 Tel: (828) 287-9669 • FAX: (828) 287-9423
 SALES: Jimmy Clay, Norman Atchley, Kimberly Clayton and Alfred Mayo
 TIMBER SALES: Stephen Snider

Better. Stronger. Smaller?



small logs = better lumber.
 phone: 509/684-5072 www.vaagenbros.com

You Can Read EVERY ISSUE of the IMPORT/EXPORT Wood Purchasing News By Going On-Line at: www.woodpurchasingnews.com

NEW & USED WOODWORKING EQUIPMENT SOURCES

See Every Issue of **THE CLASSIFIED EXCHANGE** On-Line at www.classifiedexchange.com

For Sale - Hot Melt Glue Application Equipment

Nordson - MX12 Eva Melter with pump & heated hose.
Nordson - MC12 Pur Melter with pump & heated hose.

Call John at 770-868-1423

Auto single end tenoners-Lowell and APB pneumatic/hydr actuated (1-2hp.,12-15" stroke). Pistorius "V" nail and Hoffman clip machines,\$1450. Dbl miter (12.5;20;45 degree) saws,\$1750. Laminate equip.--Black Bros.; Marbel; Falcon&Workrite.

CALL HWFS 440-951-2949

Complete Carving Operation - Turn Key

Would prefer to sell as package - Located in So. Calif.
2 ea. Master Carver 24-10 Carving Machines w/tables
8 spindle Zuckermann 32-3709 copy lathe w/sanding
2 self contained Dust Kits sanding tables
Scrap conveyor & blower for carvers
4 double end Spindle Sanders
Hitachi Re-Saw B-750A set up for end trim
Custom Center Bore Machine
Powermatic #90 Lathe w/tools
Yates Model B Band Saw
Small cyclone 7 1/2 HP w/bags
Extra cutters, blades, spare parts, sanding heads and paper, new and used bits \$25,000 as package
Professional Wood Products 909-988-1242

Quality Used Machinery For Sale

- Oliver 287 Shaper (1980's)
- Oliver 166 CD 16" Jointer
- Oliver 170 Straitplane - Priced To Sell! (Good Cond.)
- Oliver 2066 20" Single Surface Planer (Helical Head) Very Nice 1980's
- Oliver 285 Shaper (Very Clean)
- Weinig Opticontrol Measuring Stand

PRICED TO SELL
Dennis L Coffey Machinery PH: 215-345-8555
Furlong, PA FAX: 215-340-1607

FOR SALE

CSMI Straight Back Unscrambler
Doucet Clamp Carrier - 20 Section, 8.5' 120 Clamps
Friulmac Randomat E Lineal Endmatcher
(2) James M Taylor Conveyorized Glue Spreaders
M-J 431 Gangrip with Infeed System
Mikron Multi Moulder #645
Newman S-282 Planer + Conveyor System
Powermat 3000 - 6 Head Moulder - Full CNC
Profimat 23E - 2001
Unimat 1000 - 6 Head Moulder 2003
Waco H30XL 12" Moulder 400 FPM 2002
Wrapping Machine - Spiral Thru-Feed - Like New

VIKING MACHINERY SALES, INC.

1938 Fays Lane Sugar Grove, IL. 60554
Phone A/C 630-466-7056

B & B Machinery Company, Inc

821 Windsor Ave. Unit D
Elkhart, IN 46514
Ph: 574-262-4115 888-237-8070
Fax: 574-262-4525

- Carter Flip Pod System
- Castle Face Frame Table
- Castle TSM 21 & 35 Screw Pocket Machines
- Used C.R. Onsrud Model 36210 Inverted Pin Router
- Used C.R. Onsrud Model 3025 Inverted Pin Router
- New Den-Ray Model #35 Handle Drill Machine
- New Den-Ray Down Draft Tables
- Dewalt Radial Arm Saw
- New Disa S-Series Dust Collectors
- New Invicta Shaper
- New Invicta Table Saw
- Invicta Model S-3200 Sliding Table Saw (Demo)
- Jet Drill Press
- New JLT Model 79K-6-M Single Station Pneumatic Miter Door Clamp 26" x 62" Capacity
- New JLT Model 79K-7 Double Door Clamp 38" x 84" Cap.
- Metzgar 18" x 10" Skate Roll Conveyor
- New Northtech 26" Planer
- New Model PC609 Panel Crafter
- New Omega Model MEC 300ST 12" Precision Miter Saw
- Used Onsrud Model W1136 Pin Router 36" Throat
- Used Onsrud Model W525 25" Throat Pin Router
- Used Powermatic Model 66 10" Tilting Arbor Table Saw
- New Powermatic #179 1263 Hollow Chisel Mortiser
- New Powermatic Table Saw
- Used Ritter Model R700 4' x 132" Edge Belt Sander
- Rockwell Wood Lathe
- Steff Belt Feeder
- Used Timesavers Model 237-2 Double Head Sander
- New Whirlwind Chop Saws

E-mail: info@bbmachinery.com
Web Site: www.bbmachinery.com

EXCESS TO OPERATIONS

Fletcher Moulding Sander for L.T., Reducer, Threshold
Schielle Vacuum Coater w/Dryer
Newman Cold Press 3x30"x48"
Turbo Systems Incline Conveyor (New)
Root Horizontal Boring Machine
Cantilevered Racks 20' High
Curved Plywood Press 30x48

BLACKSTONE WOOD PRODUCTS
PH: 828-433-4747 FAX: 828-433-5490

SOUTH STATE MACHINERY INC.
Specialists and Consultants to the Millwork Industry
www.southstatemachinery.com
For New Machinery See Our Website at
www.mouldertechniques.com

MOULDERS/GRINDERS

1- Leadermac 6 x 12 six spindle moulder; bottom, right, left, top, top, bottom; extra large cutting circles for large profiles, dual hold down pressures for high & low profiles, can be seen in operation, excellent condition, 2001.
1- Ultraspec 6 x 9 moulder six spindle moulder; bottom, right, left, top, top, bottom; extra large cutting circles for large profiles, dual hold down pressures for high and low profiles, can be seen in operation, excellent condition 2003.
1- Weinig U250/52, 4 5/8 x 10" capacity, spindle sequence bottom, right, left, right, left, right, top, top, bottom, universal. Has 5 driven bedrolls, a real versatile machine, can be used for virtually anything, ideally suited for flooring and milling down excessive widths, had been stored for a number of years, no visible wear, can be totally reconditioned or cleaned, checked and tested.
1- Weinig 931 profile grinders, fully recon. Like New.
1- Wadkin Robinson M series 5 x 10 Six Spindle, Head Seq: Btm, Tp, Rt, Lt, Tp, Btm, Outfeed Bearing Supports, Thrufeed System, Perfect For Log Sidings and General Mouldings, Etc.
1- Air Compressor Sullivan Palatek Hydro Vain Like New Condition with Air Dryer.
1- Belfab 15HP Dust Collector Portable, Like New Cond., Modular Type Can be Added to Make Larger Unit.
1- SCMI model P230 6 spindle moulder, 1 13/16" diameter in the sequence of bottom, right, left, top, top, bottom, long infeed table, excellent condition.
1- Wadkin NV300 (12" Profile Grinder) excellent cond. year of manufacture 1995.
1- Wadkin GD220 5 head; btm, 7.5, rt 7.5, lt 7.5, top 15, btm 10, waxolite pump, long infeed table, mechanical readouts, pull down sound enclosure, inf. variable feed drive by 3HP motor. Excellent condition, year 1994.

SOLID WOOD MACHINERY

Weimer Wood Grinder with Hopper 30HP 1-2 Cu Meter Per Hour. Model WL 10/30, Good Condition.
1- Derda 4 spindle profile mould sander, complete with compensators to each spindle, inverter driven spindles, with various speeds. Excellent condition, can be demonstrated in our warehouse.
1- Torwegge Double End Tenoning Machine. 5 Heads per side, 8" Opening, long infeed, high frequency drive for 2 speed motors. Good Condition.
1- Stegherr KSFR Bar Notcher
Call For Information On Many More Moulders Available

P. O. Box 399 Randleman, NC 27317
Phone 336-495-0600 FAX 336-495-0601
www.southstatemachinery.com

• Alexander Dodds (2) Tables Slot Mortiser
• Automated Conveyorized Cardboard Box Sealing Mach.

• (2) Blk Bros. Panel Cleaners, 54" & 72"
• Black Bros. Index Table Sys. & Parts
• Black Bros. Panel Pusher
• Built-up 5/8" Lathe Head Stock
• Busellato Velox F/L1 Bore & Dowel Insertor
• Buss Planer Top & Bottom 36" Model 68
• (2) Castle Pocket Boring Machines, Model TSM35
• Cemco 2 HP Single Spindle Borer
• Cemco 3000 Series 2 Head Wide Belt Sander
• Cemco 4000 Series 4 Head Wide Belt Sander 52" width (1999)
• Oakley Edge Sander M684 (9 1/2 x 84" Platen)
• Cemco MVB Vert. Boring Machine 84"
• Centauro T4 Copy Lathe - Very Nice
• Denray Down Draft Tables - Used
• Diehl 750 Rip Saw - Recently Rebuilt w/Invertor
• Diehl MR90 Gang Rip Saw - 30 HP Roll Feed
• Diehl Moulder (5) Head Mould Model D56
• FH 30 Backknife Lathe
• (2) Feed Thru Hot Stamp Paint Coaters - A & H Paint Ends Of Laminated Panels
• Greenlee 545 Tennon Machine - Good Condition
• Griggio 10' Sliding Panel Saw
• Handy "901" Bed Clamp
• L & L RF Gluers (2)
• Lancaster Bed Clamps & Drawer Clamps, Case Clamp
• Lancaster Frame Clamps - 84" 1410B 30° Angle
• Mattison 66 Manual Turning Lathe
• SL52 St. Line Rip Saw - Cleaned & Checked
• Used Mattison 404 Rip Saw - Cleaned & Checked
• Mereen Johnson 312 Gang Rip Saw
• Nash 85 Curved Parts Sander
• Northfield 12" Jointer - Heavy Duty - Nice
• Northfield Unipoint Radial Arm Saw
• Onsrud St. Line Profiler Tande Head, 12" Profile Capacity Model 1284-2 (12")
• Optimat MPH 100/08 Case Clamp
• Original Radial Arm Saw, 5HP
• Porter Spindle Carver (3)
• (2) Powermatic 72A Table Saw, 52" Fence
• Quick-Dri Curing Tunnel 14'
• SCMI Superset Plus Moulders 6 Head 1997 (2 Tops)
• SCMI Mdl T110 Shaper
• SCMI Mdl T160 Shaper
• Tannewitz Mdl GH 36" Band Saw - 10 HP Nice
• Tannewitz XJ Variety Saw - 52" Fence
• Taylor Clamp Carrier T-Handle 30 Sec.
• Tecare 15HP 240 Volts 42" Auto Round Table Shaper
• Timesaver Abrasive Planer T&B 43"
• Tyler French Dovetail Machine 36"
• Tyler Pod Press 5 x 9 - w/Sections
• Unique Model 310 Coping Machine
• Vertical Pump Drum Sander
• Vitap 27 Spindle Vertical & Horizontal Borer
• Voorwood Feed-Thru Foiler
• Voorwood Feed-Thru Shape & Sand
• (2) Weinig 931 Grinders 9" & 12"
• Whirlwind Saws (New) Model 212's
• Other Machines Available
• Other Cabinet Shop Equipment

REBUILT WOOD GRINDERS WITH WARRANTY!
STRATEGY MACHINERY, INC.
P. O. Box 1286 Morristown, TN. 37816
Phone (423) 587-5768 Fax (423) 587-0319
E-mail: strategy@usit.net

J. J. Hilgefert Woodworking Machinery Co.

Mereen-Johnson 312DC/SR1 Moving Blade Gand Rip Saw 12" capacity complete with Laser Lights (one moving with moving blade) and a Mereen-Johnson Power Table (PT-135LP) Excellent condition.

Striebig (Standard 2) Vertical Panel Saw

CLAMPS & GLUING

DOUCET 8'-6" Capacity Hyd. Clamp Carrier 20 Sect. 120

Clamps 32" long w/2-1/2" Jaws Powered Clamps, Rotation & Flattner Excellent Condition
L & L GLUE-ALL "RF" Gluer 36" by 60" Capacity with Hyd. side pressure & Power infeed table, 5KW
New JLT Clamp Carrier-8" wide 5 sections- 30-3 1/2" high x 40" Clamps

PLANERS & MOULDERS

WEINIG U17A 6 Head Dbl Top Head

WEINIG 22N 6 Head Double Light

WEINIG 929 Profile Knife Grinder

WHITNEY S-970 36" w/Carbide Insert Heads

SANDERS

COSTA 8 Head Calabrating Sander 53" width Capacity all Drums 4 Btm 1-steel & 3 Rubber 4 top one steel & 3 Rubber with all options

Moulding Sander 4 Head PROFILEMATIC Model 504

RECKMAN 3 Head Vibrasive Moulding Sander

OAKLEY "D" 126" Stroke Sander

TIMESAVERS 137-2HD-75 Two Head Wide Belt

P.O. Box 627 112 W. Fifth Street Ste. 210
Jasper, Ind. 47547-0627

Phone 812-482-4493 Fax 812-482-2713

E-Mail: HILGEFOM@fullnet.com

WEB: <http://www.hilgefertmachinery.com>

USED WOODWORKING EQUIPMENT

Bandsaw - Powermatic 20", metal/wood, vs blade
Bandsaw - Northfield 32", 2hp, 230/460, new tires
Bandsaw - Oliver 117, 30", 3hp, 220/3/60
Bridge Crane - 2 Ton American Monorail, 35' CNC - AXYZ 4008, 4x8, 7hp Perske, air drill, Tool Path,

vacuum pump, see in operation \$22,500
Dust Collector - Oneida C-2500, 7.5hp, w/filter
Dust Collector - Nordfab NFK-W, 30k to 52k cfm
Hauncher - JKO double with hydraulic conversion
Miter/Bore - Bell 24 hydraulic & plc conversion
Mortiser - Altermax oscillating chisel
Mortiser - 1995 Maka RDB-261, 6) head, 15' table
Mortiser - 1991 Maka STV-160 single spindle
Panel Cleaner - Black Bros 4' top & bottom brush
Planer - 20" Powermatic 221, 5hp, sectional infeed
Radial Arm - 16" Delta 33-372, 5hp, 230/460
Router - HerSaf 144 vertical panel router, 4' Sander - Oliver 34, 27" disc & oscil spindle
Saw - Altendorf F45 Sliding Table, 1989
Saw - Powermatic 72A, 12"-14", 5hp single phase
Silo - Peabody TecTank, 15' dia x 40' bolted
Tenoner - Wadkin DA-56, score/trim/tenons, encl.
Widebelt - Jet JWB-37, 37"x60" combo drum/platen
*** Email il10@comcast.net for photos ***



63 Brandywine Ct. Ridgeway, VA. 24148
Phone 276-956-3904 Fax 276-956-2524

AEM 52" HD Sander
Barr-Mullin Compugauge
Barr-Mullin Compu-Rip
CTD DM200 Double Miter Cut-Off Saw
Goodspeed Back Knife Lathe
Industrial Cut-Off Saw
Mattison 66 Automatic Lathe
Mereen Johnson PT-135 Power Table
Northfield 27" Band Saw
Pinheiro Planer/Matcher
Rockwell 10" Unisaw
Ruvo Bi-Fold Assembly Machine
SCMI M3 Gang Rip Saw
Taylor Panel Flattener, Tightener
Weinig Rondomat 934 Profile Grinder
Whirlwind 1000L Cut-Off Saw
Whitney S-370 Planer with Carbide Head

LINDSAY MACHINERY, INC.
E. 5389 N. Water Dr. Manawa, WI 54949
Ph: 920-596-2571 Fax: 920-596-3050

W W Thayer Company

SCMI Center III Single End Tenoner with Trims & Copers
Chubbies 521 Double End Tenoner, Trims & Copers
Montgomery 28HC20-C Horizontal Hog, 75 hp
Local 50 HP Rotary Vane Compressor
Back Brothers 400 50" Top & Bottom Panel Cleaner
Dover 23H-4 Vertical Boring Machine, 24" x 48" table
Bell 410 CNC MACH II Multi Positex (B) Spindle Boring
Wadkin NV-300 Profile Knife Grinder
Onsrud 1136 Pin Router, 36" throat capacity
Tannewitz XJ Table Saw

836-257-3311, fax 836-257-8101

www.thayerused.com

e-mail machinery@wsthayer.com

1444 Hoelzer Court, Pacific, MD 20669

Performance Machinery, Inc.

278B America Place
Jeffersonville, IN 47130
Phone 812-288-8907 Fax 812-288-8909
e-mail: rwrice51@aol.com or
ronhouse3@aol.com

USED MACHINERY

MISCELLANEOUS

- Acme 9 KVA Transformer
- Buffalo Material Handling Fan - 125 HP
- Buss 44, 36" Planer, Single Head
- Craftsman Air Compressor, 7HP, 80 gal. tank, 1 PH
- 50 HP blower
- Jet DC-1200 W-1 Dust Collector, 1200 CFM
- Jet DC-1100 A Dust Collector, 100 CFM
- Montgomery Wood Hog - 100 HP w/30 HP blower
- Nandina 3 Roll Power Feeder
- Powermatic 18" Planer, Quiet Head
- Scissor Lifts - Various Sizes
- Vega 1200 Wood Turning Lathe, w/duplicator
- Westinghouse 45 KVA Transformer

SAWS

- CTD DM200, Double End Trim Miter Saw
- Dewalt 16" Radial Arm Saw

VENEER GUILLOTINES

- Capital VBD Veneer Clipper, 54"
- Capital VBD Veneer Clipper, 65"
- Diehl Towegge Veneer Guillotine, 10.5' (2)
- Justing FAT Optimizing System
- Justing FAZ Waste Cutter

VENEER EQUIPMENT

- Diehl 890 Veneer Splicer (3)
- Diehl VS-81 Veneer Splicer (3)
- Kuper FW-1200 Zig Zag Splicer
- Kuper FW-900 Zig Zag Splicer (2)
- Ruckle FZS 34 Crossfeed Splicer
- Vecoplan Veneer Grinder & Blower

PARTS

- Parts for Diehl Splicers
- Parts for SAVI Guillotines
- Knives for Clippers and Guillotines
- Cutting Sticks for Guillotines

BOSHCO, INC.

144-A Rangeway Rd. No. Billerica, MA 01862

CLAMP

Taylor 8.5' 6 Section, Manual Clamp Carrier

CNC

Thermwood Model 40, 5' x 5' Table

EDGE BANDERS

Holz-Her 1432 CP/B Cartridge Edge Bander with

Buffing

Mini Max Hot Air Edgebander, clean

SCMI/Olympic S-212, 2000, Double Flush Trim

Virotext EB-25 Hot Air

DUST COLLECTORS

(2) Dustek W2000 '07 "Whispurr" 20 R Demo Units

LATHE

Centaurus Model TC 1200 Hydraulic, Auto. Copy Lathe

MISC.

(2) Autoquip 6000 lb. Scissor Lifts, 48"x96" Platform, '05

MOULDERS

Mattison 229, 12" 4 Head

Milron MR100 Tilt Spindle, 1997, 5HP

SCMI P-75, 5-Head Moulder, Universal 5th Head

w/Terminus Heads

PANEL SAWS

Magic MC-60, 10' Panel Saw, (5) Grippers, '00

Paoloni P260, 8.5' with scoring

SCMI Alpha-32, 126" CNC Panel Saw, w/Grippers, '94

SCMI Hydro 3200 Slider 10.5', 1999

PLANERS

Northfield #8, 30" S.S. Planer with Helical Cutterhead,

10HP DMD, Factory Rebuilt

Powermatic #100, 12" S.S. Planer, 3HP, Single Phase

Whitney S-290, 44" S.S. Planer w/Newman Quiet-Cut

Head, 40HP

Whitney S-331, 32" x 7" Double, 40 + 30HP Newman

Quiet-Cut Heads

ROUTERS

SCMI R-9 Pin Router, 9 HP

Wadkin Router

SANDERS, WIDEBELT

Lasm NTS 1000, 6" Oscillating Edge

Timesavers 137-2HD60, 36" 2 Head

Timesavers 243-41CBT, 42" Double Top and Bottom

Wide Belt Sander

SAWS, RIP

Mattison 202, 15HP, 440V

Multi-Score MR-21, 60" Gang Saw, '05, Like New, 60

HP

(2) SCMI M-3 12" Gang Rip Saws 60HP 460V

SHAPERS

SCMI Model T-130N, S.S. Shaper, 9HP, with Steff 2048

4-Roll Feeder

TENONERS

Dominion Model BXA, 5 Head, S.E. Tenoner, 220V,

Excellent Condition

Phone: 978-667-1911 Fax: 978-671-0011

e-mail: contact@boshco.com

www.boshco.com

ROMEVA VENICE

Quality, Consistency and Innovation



VENICE EUROPEAN HARDWOOD DIVISION



BOLOGNA TROPICAL HARDWOOD DIVISION

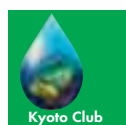
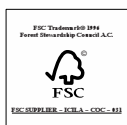


EUROPEAN HARDWOOD



TROPICAL HARDWOOD

MAIN HARDWOOD SPECIES: "AFRICAN MAHOGANY (KHAYA), AFRORMOSIA, ANEGRE, AYOUS, BUBINGA, IROKO, MAKORE, NIANGON, OKOUME, OVANGKOL (SHEDUA), PADOUK, SAPELE, SIPO, WENGE, ZEBRAWOOD, EUROPEAN BEECHWOOD".



ROMEVA LEGNAMI S.p.A.

Italy - 30030 Gambarare di Mira (Venice) - S.S. 309 Romeva - Ang. Via Onari - Ph +39 041 5629811 - Fax +39 041 5629810
www.romealegnami.com - info@romealegnami.com