

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

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Serving Forest Products Buyers Worldwide

April/May 2009

U.S. Hardwood Exporters Gather To Hear Industry Issues

By Terry and Paul Miller Jr.

Charlotte, North Carolina—Members and guests of the Hardwood Manufacturers Association (HMA) gathered at the Westin Hotel here recently in observance of the HMA's 2009 National Conference and Expo. A variety of guest speakers were on hand for the two-day event to address issues of international importance.

Among the speakers was Michael Snow, executive director of the American Hardwood Export Council (AHEC), who addressed risk assessment and activities that demonstrate the low risk status of U.S. hardwoods. Snow's extensive presentation was comprehensive in scope and covered illegal logging, deforestation and the advantages/limitations of certification, green building and envi-

ronmental timber procurement policies as they relate to deforestation and illegal logging.

The AHEC/Seneca Creek risk assessment of U.S. hardwoods determined that while timber theft occurs and is of concern to private landowners, it is not believed or perceived to be a systemic problem, especially with regards to U.S. hardwood exports. Additionally, Snow reported that U.S. re-exports of temperate hardwoods are relatively small and mostly sourced in Canada with similarly robust governance.

Snow also addressed this question: what is driving the "green procurement" movement for wood products around the world? The answer, he said, includes:

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Jack Shannon Jr., J.T. Shannon Lumber Co., Memphis, Tenn.; Skipper Beal, Beal Lumber Co. Inc., Little Mountain, S.C.; Pam Jenkins, Turn Bull Lumber Co., Elizabethtown, N.C.; Terry Brennan, Baillie Lumber Co., Hamburg, N.Y.; Nancy Arend, Northwest Hardwoods, Federal Way, Wash.; and Alan Kitchens, Kitchens Bros. Manufacturing Co. Inc., Hazlehurst, Miss.



Tony Messina, Frank Miller Lumber Co. Inc., Union City, Ind.; Mike Snow, AHEC, Washington, D.C.; and Bob Miller, Frank Miller Lumber Co. Inc.

Western Wood Products Speakers Address Global Challenges

By Wayne Miller

Scottsdale, Arizona—Though attendance was down from previous years, a majority of members of the Western Wood Products Association (WWPA) convened here recently at the Doubletree Paradise Valley Resort in observance of the organization's 2009 Annual Meeting. Keynote speakers were on hand to offer insight into the global market as well as regulatory and economic issues facing the lumber industry.

Eric Schooler, of The Collins Companies, and chairman of WWPA, greeted

Additional photos on pages 10 & 12

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Duane Vaagen, Vaagen Bros. Lumber Inc., Colville, Wash.; Steve Swanson, Swanson Group Inc., Glendale, Ore.; Mark Denner, Rosboro LLC, Springfield, Ore.; and Jim Peterson, Evergreen Foundation, Bigfork, Mont.

MIFF Attracts 500 Exhibitors

Kuala Lumpur, Malaysia—Exhibitors and guests from the United States joined representatives from Vietnam, Turkey, Thailand, Taiwan, Singapore, Korea, Indonesia, Japan, China and Malaysia recently for the 15th edition of the Malaysian International Furniture Fair (MIFF 2009).

Hosted by the MATRADE Exhibition and Convention Centre (MECC) and the Putra Trade Centre (PWTC) the show spanned 80,000 square feet of exhibition space in a one-stop platform for industry leaders to showcase their best furni-

Additional photo on page 17

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Approximately 8,000 registrants viewed products on display at the recent Malaysian International Furniture Fair, held in Kuala Lumpur, Malaysia.

Who's Who in Import/Exports



JAMES FIELD

James "Kirby" Field recently joined the sales staff of **Ralph Taylor Lumber Co. Inc.** in Memphis, Tenn. Ralph Taylor Lumber is a wholesale supplier of hardwood lumber and furniture squares in such species as Red and White Oak, Ash, Hackberry, Gum, Hickory and Sycamore. The company also operates a sawmill with 350,000 board feet of kiln

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GUY GOODWIN

Guy Goodwin is a timber trader for **NHG Timber Ltd.** in Surrey, U.K. Timber agents at NHG Timber Ltd. specialize in the full range of tropical and temperate timber products. The family run business is continuing to grow and develop new source areas and widen its product portfolio. The firm provides continuous monitoring of supply at

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GRAZIANO PASQUALETTO

Graziano Pasqualetto is the managing director of **Romea Legnami Group**, with headquarters in Mira, near Venice, a company with over 300 years of history in timber. Romea Legnami SPA manufactures and processes timber products, utilizing state-of-the-art technologies to produce such items as square-edged, cut-to-size dimension, flooring, strips,

Continued on page 15



MARC KENDREW

Marc Kendrew is sales manager for **Kennebec Lumber Co.** in Solon, Maine. **Kennebec Lumber Co.** manufactures green and kiln-dried lumber and hardwood flooring in Hard and Soft Maple, Red Oak, Yellow Birch and Ash in various thicknesses, grades and widths. The company offers proprietary sorts, gang ripping, SLRE, surfacing, export prep, tally, and exports kiln-

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Lacey Act Amendment Successfully Implemented

According to the Hardwood Federation, efforts to ensure the Lacey Act Amendment is implemented are continuing. Members of the coalition are working with Congress and Administration officials to secure necessary funding for federal agencies tasked with enforcement. Requirements for the declaration begin this month for products with less complicated composition under HTS Chapter 44 (timeline is dependent on readiness of electronic system).

While enforcement of the declaration requirement begins in April, the Lacey Act amendment is in effect and enforcement action may be taken at any time. The Hardwood Federation will be submitting comments encouraging USDA to follow guidelines previously submitted from HF and coalition.

DNR Timber Program Update

Last month, the Washington Dept. of Natural Resources (DNR) offered 68 million board feet (mmbf) and sold 56 mmbf, which brings the FY09 total to 233 mmbf offered and 204 mmbf sold. The target for FY09 is 720 mmbf, of which they have sold just under 30 percent. DNR feels they are on track to meet their target, even with a 12 percent no bid rate. DNR will reappraise the no-bid sales and return

THE WASHINGTON SCENE

them to the auction table in the immediate future.

Recently, the Washington Board of Natural Resources approved 60 mmbf of trust timber for sale at a \$168/thousand board feet minimum bid. Both minimum bid and final sales bid values are well below last year's prices, reflecting a continued downturn in the forest products market place.

This year's winter storms created one bright spot in a depressed forest products market: high value transmission poles. Demand for the relatively uncommon but extremely valuable product is a result of ice, snow and windstorms across most of the United States.

In other business, the Board of Natural Resources reviewed DNR's proposed recreation rules, which have been in the works for almost five years. This is the first major rewrite in 40 years and the rules were discussed at length and then returned to DNR for further vetting. AFRC has followed the proposed rules from its inception and finds the current draft acceptable.

Green Building House Resolution 81

House Resolution 81 is gaining support from Congressional leaders. According to the Hardwood Federation (HF), currently there are 27 co-sponsors in addition to the original 2 sponsors. The resolution recognizes the environmental benefits of using hardwood in any green building project.

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AHEC Praises EU Proposal On Illegal Logging Regulation

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

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



The new EU proposals on the regulation of illegal logging could benefit U.S. hardwood trade in Europe and will certainly justify AHEC's efforts to influence policy makers and promote U.S. hardwoods as low risk.

The Draft EU regulation has been through the public consultation process (to which AHEC contributed) and is now being reviewed by the politicians in Brussels. The draft regulation has been influenced by the Lacey Act in the U.S., and would specifically require EU operators (defined as wood importers and primary wood producers) to implement a "due diligence" system in accordance with guidelines established by the European Commission with the goal of eliminating illegally-harvested wood from the marketplace.

If the EU regulation is passed it will mean that individual member states will have to set up a body to regulate wood importers and primary producers. The details of how this policy would be implemented are still being debated but one of the weaknesses of such a system is that EU members are likely to take varying approaches, as they have done with public procurement policies. The aim is to have the regulation on the statute books by the end of 2009 with a two-year introductory period so that full implementation would be unlikely before the end of 2011.

This approach to illegal logging by the EU of "due diligence", effectively means "risk assessment" therefore U.S. Hardwoods are already in a strong position to comply because of the national legality assessment commissioned by AHEC and undertaken by Seneca Creek. The debate in Europe appears now to be shifting to some extent away from certification and labelling with the emphasis firmly back on illegal wood. In fact under this new proposal currently recognized certification schemes, such as FSC and PEFC, will be under pressure to prove legality and this will result in more scrutiny of chain-of-custody procedures. That is not to say that certification will be irrelevant, as it will

remain an important tool to demonstrate the highest standards of sustainability. But it should mean that wood sources, which can demonstrate good legality should not be prejudiced against simply because chain-of-custody certification is not available.

AHEC understands that the European wood trade, who will be required to implement these legality "due diligence" systems are broadly in support of the proposed regulations. They are seen as less onerous than the legality licensing favoured by some of the ENGO's. It should also provide a simpler solution for the market and remove some of the current confusion surrounding green procurement.

For U.S. hardwoods these developments are potentially very good news. The AHEC legality study proves low risk status on a national basis. If the study is used together with the AHEC Responsible Purchasing Policy (recently launched in Japan) it could make it much easier for European importers bringing in American hardwoods to demonstrate "due diligence" under the new legislation. In the meantime the AHEC study, which is the first of its kind, is being held up by the policy makers as an example of how national risk assessments could be defined and carried out.

The American Hardwood Export Council (AHEC) is the leading international trade association for the U.S. hardwood industry, representing the committed exporters among U.S. hardwood companies and all major U.S. hardwood product trade associations. AHEC's member companies service the growing global demand for U.S. hardwood and represent the full range of hardwood products.

AHEC maintains offices in Japan,

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Biofuel From Forestry Waste To Be Reality In 2012 In Germany

Kymmene, Germany—New types of green fuels produced using waste from forestry may be among the first new generation biofuels to start production here, an executive from Finnish forestry and paper group UPM-Kymmene said recently.

UPM was planning to expand into biofuel production and was currently conducting trials to produce biodiesel, bioethanol and heavy fuel oils from forest residues including tree bark, twigs and stumps, said vice president corporate relations and development Hans Sohlstrom.

Governments worldwide want second generation biofuels to replace first generation green fuels produced from foods such as corn, sugar and vegetable oils, following bitter controversy about whether biofuel production raises food prices.

"According to our plans we should have the necessary information in our

hands to make decisions about the first large scale commercial unit by the middle of this year," Sohlstrom said on the sidelines of a conference on second generation biofuels organized by German commodity analysts F.O. Licht.

"However I am not saying we will make a decision as many things have changed in this financial and economic climate." Any investment could involve hundreds of millions of euros. If current trials were positive, a start to commercial green fuel production from forest residues could be possible in 2012-2013, he said.

About three million tons of forestry residues was likely to be sufficient to produce 200,000 tons of biodiesel.

"We believe there are large volumes of residues that could be used for biofuel production in Europe and elsewhere," he said. "Around half of a tree's biomass is currently left as

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Following Trends Or Leading? Tough Times Require Leadership

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



magazine. *Imported Wood* focuses on educating the marketplace on the

The official start of spring is within weeks away as I write this column. Despite the current dour economy, human nature attaches optimism to spring. It is the traditional time of rebirth, renewal, renaissance and all those other lovely nouns.

The International Wood Products Association (IWPA) is going into this new season with optimism that "things" will get better. Economists predict that anemic housing starts and new government programs will foster a sellout of existing homes creating a modest demand for new construction. They further offer that discretionary spending detoured from Wall Street investments may be diverted back into property enhancements causing an uptick in remodeling. If these modest predictions hold true, importers will have to respond to a marketplace that rewards efficiency and uniqueness.

Because housing is such an important end market for IWPA members, following the projections of builders, architects and specifiers is extremely important. Imported wood products

fall squarely into the unique and affordable categories that the builders are talking about for the future of homebuilding. Our long-term viability and that of U.S. manufacturing are intimately entwined. That's why it is foolish for policy leaders to suggest protectionism will somehow be the answer to an ailing economy.



During these uncertain times before recovery, an association must do more than follow trends and markets. Associations must lead. The pursuit of

free, fair and open markets is a major ingredient in fostering jobs, growth and wealth. Trade is not an enemy to U.S. manufacturers or domestic producers. This is a tough message to sell during trying times, but our association must continue to use its influence to educate.

One leading tool employed by IWPA is our award-winning *Imported Wood*

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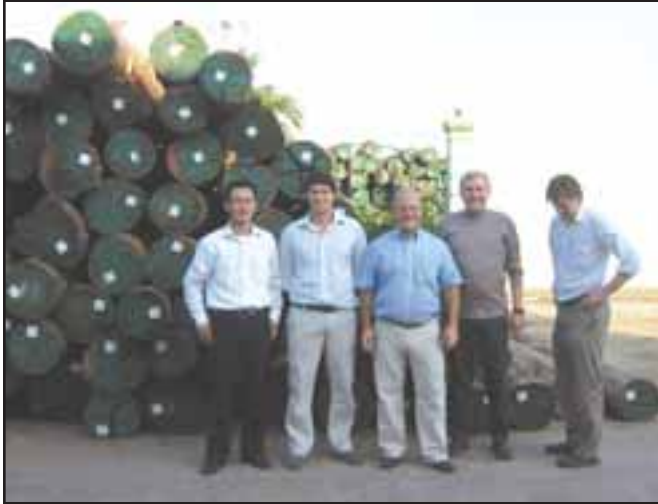


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VNAM Trade's Personal Touch In A Global Market

By Clare Adrian



Partners from China and Vietnam gather for a group photo in front of a row of FSC certified Teak logs at the VNAM Trade LLC plant in Binhduong, South Vietnam.



At the manufacturing plant in Binhduong, South Vietnam, Francis Phan, who oversees the import, export, trade and sourcing of lumber for VNAM Trade LLC, and a Brazilian forest owner discuss Eucalyptus logs.



Phan poses in front of a shipment of Greenheart, Purpleheart, and Mora logs from Guyana, South America.

St. Paul, Minnesota—From his office here, Francis Phan oversees the import, export, trade and sourcing of lumber for his company VNAM Trade LLC. Never mind his partner factory is in South Vietnam, trading partners are on the West Coast and Brazil, and that he maintains connections

in countries the world over. In this day of emails, faxes and cell phones for instant communication, it would seem he would never have to leave. Yet driven by his philosophy of quality control, Phan's office may as well not even have a chair. Phan's experiences over the years

have convinced him that success in the business requires him to personally inspect all the lumber he trades, building relationships and trust with sources in Africa, Asia, North and South America. "Shipping container costs and fees rise daily. I cannot afford mistakes," he concluded.

A wide assortment of timbers, logs and rough sawn logs, pass under his scrutiny, including Rosewood, Teak, Balphia Kirkii, Doussie, Padouck, Tali, Pau Ferro, Eucalyptus (Red Gum, Blue Gum), Ebene, Pinkadou, Pau Rosa, or any mix of other hardwood species.

Much of the Teak, popular round the world for the manufacture of indoor and outdoor furniture, is destined for Phan's Binhduong, Vietnam-based factory, Lam Viet Furniture, which specializes in outdoor furniture. There, the 700 factory employees are assigned the various jobs to air-dry, saw to dimension, and send lumber on to destination or manufacture it into furniture.

Most of Phan's business ventures are family-run and managed, though his FSC certified company branches in California and elsewhere are run by partners, as is the South American division, managed by Joe Winterhalter for the last five years.

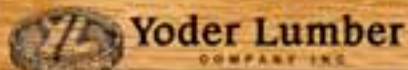
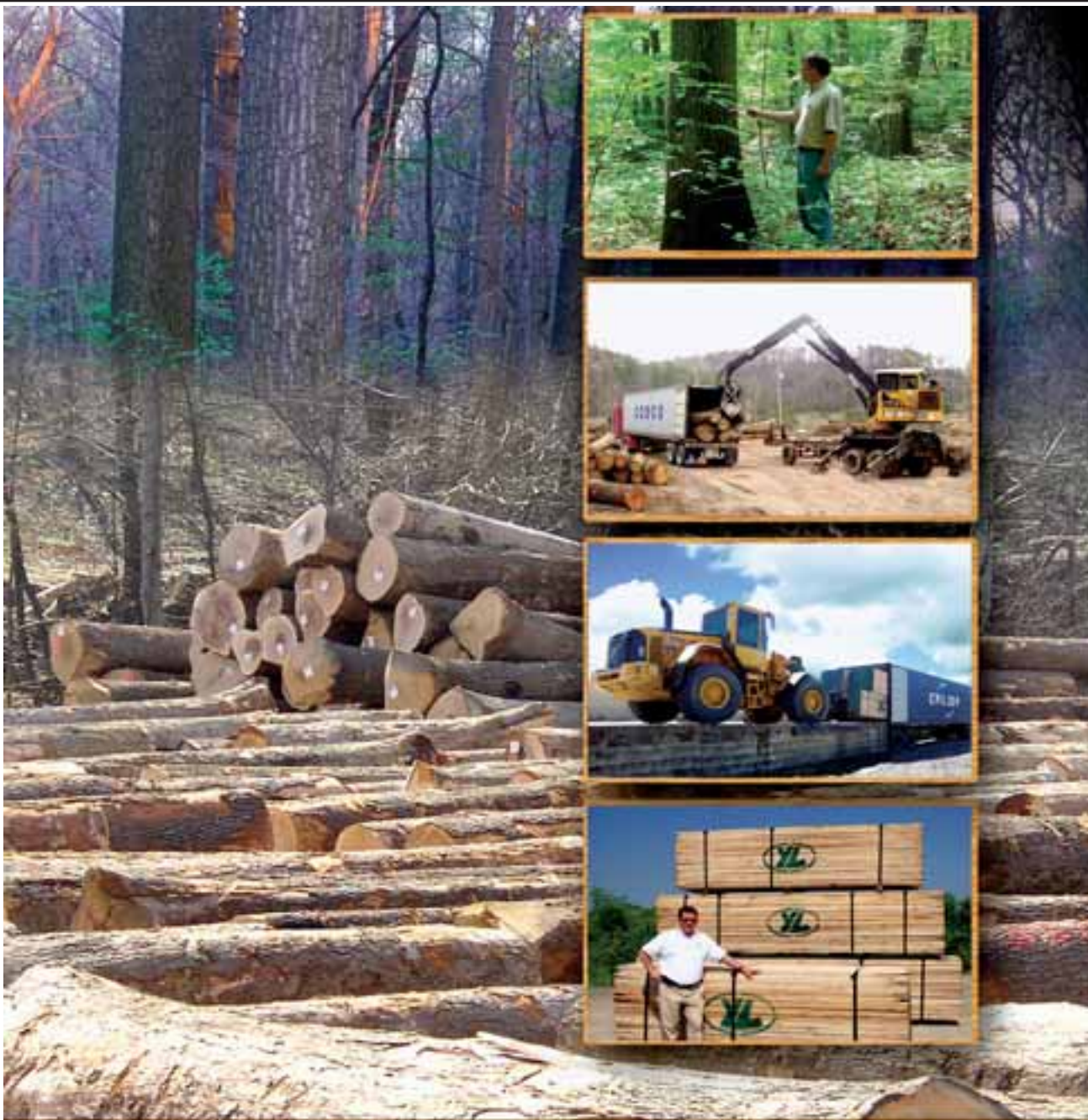
VNAM Trade received FSC certification in 2006 from SmartWood Rainforest Alliance, which verifies wood products as harvested from well-managed forests and adhering to strict environmental and socio-economic standards in accordance with the principles and criteria of the Forest Stewardship Council.

FSC certified wood products have been a priority for Phan for the last six years, particularly export timbers bound for sawmills or furniture, flooring, and deck manufacturers in Europe. "Their buyers have more confidence in FSC certified than non-certified because most businesses in Europe require high quality furniture, especially in Great Britain, Spain, France, and Germany. And they are for 'green' products. So logs must come from FSC forest plantations, then be sold to another FSC trader that sells to the FSC factory, and they keep the chain-of-custody all the way to selling FSC certified furniture."

From Costa Rica alone, Phan buys over 6 million board feet per year, supplemented by other species such as the Eucalyptus, Acacia, Padouk, Doussie, Tali and Wenge originating in Panama and Bolivia, and the largest source of FSC certified Teak, from Brazilian forests.

From Africa, on the Ivory Coast and Ghana, Phan buys mostly Doussie and Teak. He prefers to avoid doing business with some of the countries on the African continent because it's often risky, timbers are not FSC certified, logging is not licensed and is destructive to the environment, though currently, much is sold to Chinese companies. Because of the 2008 Olympics and resultant economic boom, many people can afford hardwood flooring and will purchase

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SIMPLEMENTE MADERA GROUP Builds New Infrastructure For Integrated Operations

By Gary Miller



Simplemente Madera logs piled at La Rosita sawmill in the eastern autonomous region of Nicaragua.



Simplemente Madera air-drying facility located at the company factory in Managua, Nicaragua.



Simplemente Madera sign from their booth at the High Point Furniture Show in North Carolina.



The Simplemente Madera Team in Washington, D.C.: John Warrington, Eric Poncon, Clement Poncon, Jack Donenfeld and Arnold Poncon.



Simplemente Madera's drying capacity exceeds 700,000 board feet per month.



One of Simplemente Madera's nine drying kilns at their factory in Managua, Nicaragua.

Managua, Nicaragua—

Simplemente Madera Group Ltd. is a vertically-integrated hardwood timber-growing, processing, product manufacturing and sales enterprise. With headquarters in Managua, Nicaragua, Simplemente Madera Group has developed expertise in a broad range of disciplines, which are used in the companies' own businesses and offered to others on a consulting and project basis.

Simplemente Madera Group's holdings include about 30,000 acres of Forest Stewardship Council (FSC)-certified forests, three FSC-certified plantations located in climatically-diverse areas of Nicaragua, several tree nurseries and one of the most extensive wood-processing and manufacturing facilities in Central America, producing both dried sawnwood and hardwood products like furniture, doors, decking, flooring, moldings, and modular housing.

Simplemente Madera Group consolidates the business activities that were started in Nicaragua in 1998 by French

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Simplemente Madera extracts Nanciton, among other species, from the rainforest areas devastated by Hurricane Felix in the eastern autonomous region of Nicaragua.

Simplemente Madera has invested in new sawmills, kilns and other machinery needed to process the large quantities of hardwoods trucked from La Rosita to their factory in Managua, Nicaragua.



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Hard Work, Accepting Change Navigate FITZPATRICK & WELLER

By Terry Miller



Key employees at Fitzpatrick & Weller Inc., headquartered in Ellicottville, N.Y., include (front row, from left) Jeremy Stitt, director of forest operations; Dana Fitzpatrick, chairman of the board, J.C. Fritz, lumber sales; (back row, from left) Ron Mercer, vice president of sales; Greg Fitzpatrick, president and chief executive officer; and Joe Snyder, lumber sales and purchasing.



Chad Winship is shown using the firm's Weinig moulder to help complete an order.



This is a view of the company's Komo CNC router. Dave Ruehl is pictured in the background.



Fitzpatrick & Weller's grading station is being operated by Erik Keech.



This is a photo of Fitzpatrick & Weller's green chain sorting lumber.



Dennis Kelly operates the double end trim saw.

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Ellicottville, New York—In order to survive in this industry during these challenging times, a company must rely on the hard work of its employees, and be able to adapt to any changes the market may throw at them. Throughout its 113-year existence, Fitzpatrick & Weller Inc., headquartered here, has overcome the challenges, and today can provide a diverse mix of hardwood lumber and value-added products to domestic and foreign customers. Furthermore, they have recently earned Forest Stewardship Council (FSC) certification, and are now able to supply FSC-certified wood products. The promotion of well-managed forests has always been a priority for this company.

Fitzpatrick & Weller was founded in 1895 by brothers-in-law, Frank Fitzpatrick and Bill Weller. The company specialized in wooden shoe last blocks, until plastics replaced that industry in 1965. At that point, the firm was able to reinvent itself, and they began manufacturing hardwood lumber and components.

Fitzpatrick & Weller now manufactures a wide variety of value-added

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This is a view of the company's kiln-dried lumber warehouse in Ellicottville, N.Y.

Cut-off saws in rough mill, operated by Doug Young.



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Southeast Asia Report Shows Promise In Indonesia

(Editor's Note: The following update on the Southeast Asia market includes excerpts from a recent report filed by the American Hardwood Export Council (AHEC).)

Washington, D.C.—The economic crisis that has affected the import/export hardwood industry of Southeast Asia, in particular Malaysia and Thailand, has led the region to go from the largest growing importer to another region with double digit declines in hardwood imports. From political instability to Thailand to the surging inflation, it is highly probable that 2009 will not result in a quick rebounding year.

Of the U.S. hardwoods imported, White Oak accounted for 58 percent in 2008, having been less than half in both 2006 and 2007. Maple, Red Oak, Walnut and Ash together now account for 31 percent of the total value. Anecdotally, Tulipwood is also making ground, but the statistics show its marketshare as only 4% in the first 10 months of 2008. Red Alder shipments

reduced by 41% and Hickory all but collapsed from \$0.6 million to \$31,000. Red Oak, although still small 7% share, increased by 50% in this period.

U.S. hardwood direct exports to Indonesia, excluding through Canada and other Southeast Asian countries have shown outstanding growth compared to other countries in Asia. By last fall, U.S. hardwood lumber value was up 11.68% compared to the same period last year and volume consumption was up 10%. Imports for 10 months increased to \$16 million, indicating a possible record year for last year.

One country, in particular, that has shown promise is Indonesia.

From furniture manufacturers examining new species option and the plywood industry now working on less

with 40 percent capacity, the only conclusion is that a significant change to imported wood raw material is now more serious than ever. However, there are countries other than the U.S. that seek to exploit this opportunity, particularly in Europe. Indonesian furniture manufacturers, until the recent financial crisis and drop in global export demand, have held on to their competitive position, despite the increased competition

from China and Vietnam. In fact China could possibly become an increasing buyer of finished wood products from Indonesia in the future. Imports of

U.S. hardwoods grew relatively strong in 2008 when compared to almost all other Asian countries.

Indonesia has long been identified as an important market for growth in consumption of U.S. hardwoods in Southeast Asia. The logic is simple.

It has 240 million people, many of whom have woodworking culture and skills; and well developed primary and secondary timber industries. Its forest resources have diminished alarmingly in the last few decades, but AHEC has also identified a very low level of technical knowledge of North American species as an alternative choice and there can be little doubt that exports to Indonesia remain well below their full potential. The solution is to teach Indonesian traders, manufacturers and specifiers everything there is to know about American Oak, Ash, Maple, Tulipwood, Black Cherry and Walnut, and all other species unique to North America.

Some of the determinations made by this report include:

- A growing shortage of timber is threatening Indonesia and thus it must be reasonable to believe there is growth potential for American hardwoods.
- Illegal logging in Indonesia is still a huge, unsolved problem.
- The vast majority of (outdoor) furniture for export is made from local species.
- American hardwoods operate within a small niche in Indonesia's wood processing sector, with flooring the main product.
- Doors and furniture are the two main sectors.
- Demand for U.S. hardwoods is still driven almost exclusively by product exports, although some flooring using U.S. species is used domestically.
- The domestic market for U.S. hardwoods is limited mainly to new hotels and prestige building – often specified outside Indonesia.
- The level of knowledge of U.S. hardwoods is limited, and once key company targets are identified (to work with as partners to AHEC's program), an AHEC technical (rather than design) seminar in Java is recommended.
- AHEC could benefit from a sharp focus for promotion, on a meticulously researched target group of processors, as well as undertaking general promotion.



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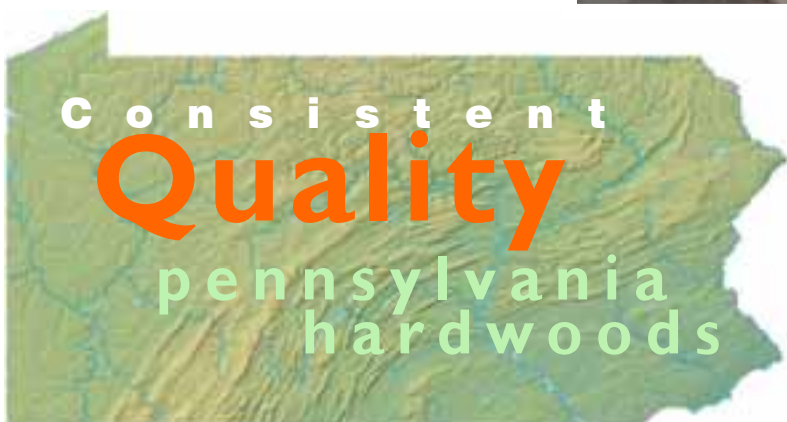
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WWPA PHOTOS - Continued from page 1



Mike Phillips, Hampton Affiliates, Portland, Ore.; Eric Schooler, The Collins Cos., Portland, Ore.; and Bob Miller, Simpson Lumber Co. LLC, Shelton, Wash.



Ed Matsuyama, Softwood Export Council, Tokyo, Japan; Bill Goodman, Georgia-Pacific West Inc., Portland, Ore.; Mark Denner, Rosboro LLC, Springfield, Ore.; and John Deisher, Georgia-Pacific West Inc.



Wade Mosby, The Collins Cos., Portland, Ore.; Steve Schmitt, Stimson Lumber Co., Portland, Ore.; and John Sheik, Ochoco Lumber Co., Prineville, Ore.



Brad Turner, HALCO Software Systems Ltd., Vancouver, B.C.; Mike Durga and Douglas Reed, Simpson Lumber Co. LLC, Tacoma, Wash.; Alex Rapoport, HALCO Software Systems Ltd.; and Mike Phillips, Hampton Affiliates, Portland, Ore.



Russ Vaagen, Vaagen Bros. Lumber Inc., Colville, Wash.; Butch Bernhardt, Director, Information Services, WWPA, Portland, Ore.; and Craig Larsen, Softwood Export Council, Portland, Ore.



Jeff Setzer, Setzer Forest Products Inc., Sacramento, Calif.; Chris Ketcham, Vanport International, Boring, Ore.; Tom Shaffer, Neiman Enterprises Inc., Hulett, Wyo.; and Wayne Miller, The Import/Export Wood Purchasing News, Memphis, Tenn.



Frank Campbell, ISK Biocides Inc., Memphis, Tenn.; and Claude Gregory, Signode Packaging Systems, Greensboro, N.C.



Christopher Crucitt, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; and Kevin Cheung, WWPA, Portland, Ore.



Dave and Sandy Dickman, Andersen Corp., Bayport, Minn.; and Chloe and Frank Pearson, Contact Industries, Portland, Ore.



Diane and Eric Schooler, The Collins Cos., Portland, Ore., WWPA chairman



Scott Elston, Forest City Trading Group Inc., Portland, Ore.; Mark Elston, Hampton Affiliates, Portland, Ore.; and Laurie Creech and Douglas Reed, Simpson Lumber Co. LLC, Tacoma, Wash.



Charlie Fox, Timber Products Manufacturers Assoc., Spokane, Wash.; and Butch Bernhardt, WWPA, Portland, Ore.



Craig Larsen, Softwood Export Council, Portland, Ore.; Melodee Ren, Softwood Export Council, Shanghai, China; Tomoko Igarishi, Softwood Export Council, Tokyo, Japan; and Jim Matthews, WWPA, Portland, Ore.



Jim and Linda Scharnhorst, Idaho Forest Group LLC, Coeur d'Alene, Idaho; and Ted Roberts, Roberts & Dybdahl Inc., Des Moines, Iowa



Lynn and Tom Hanneman, WWPA, Portland, Ore.; and Russ and Linda Hobbs, Plum Creek Manufacturing Inc., Columbia Falls, Mont.



Steve Zika, Hampton Affiliates, Portland, Ore.; and Susan and Wade Mosby, The Collins Cos., Portland, Ore.



George Emmerson, Sierra Pacific Industries, Anderson, Calif.; Bob Lewis, Columbia Vista Corp., Vancouver, Wash.; Mike O'Halloran, President and CEO, WWPA, Portland, Ore.; and Chris Ketcham, Vanport International, Boring, Ore.



Melodie and Pat Grady, Jim Vandegriff and Evelyn Kamitomo, Bennett Lumber Products Inc., Princeton, Idaho

Additional photos on page 12

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WWPA PHOTOS - Continued from page 10

HMA PHOTOS - Continued from page 1



David Jackson, WWPA, Portland, Ore.; Diane Schooler, The Collins Cos., Portland, Ore.; and Mark Porter, Hampton Affiliates, Portland, Ore.



Mike and Gretchen O'Halloran, WWPA, Portland, Ore.



Richard Wilkerson, Anderson-Tully Co., Vicksburg, Miss.; Matt Weaber, Weaber Inc., Lebanon, Pa.; and Eric Porter, Abenaki Timber Corp., Kingston, N.H.



Charles Brenneman, Brenneman Lumber & Kiln Drying, Mt. Vernon, Ohio; Bob Miller, Frank Miller Lumber Co. Inc., Union City, Ind.; Skipper Beal, Beal Lumber Co. Inc., Little Mountain, S.C.; Scott Cummings, Cummings Lumber Co. Inc., Troy, Pa.; and Bill Rosenberry, Carl L. Rosenberry & Sons Lumber Inc., Fort Loudon, Pa.



Jimmy and Patti Jones, J.E. Jones Lumber Co., New Bern, N.C.; Jim Dills, Baillie Lumber Co., Hamburg, N.Y.; and Jack Haessly, Haessly Hardwood Lumber Co., Marietta, Ohio



Rusty Logue, Battle Lumber Co. Inc., Wadley, Ga.; Linda Jovanovich, Hardwood Manufacturers Assoc., Pittsburgh, Pa.; and Linwood Truitt, Beasley Forest Products Inc., Hazlehurst, Ga.



Mike Snow, American Hardwood Export Council, Washington, D.C.; Nancy Arend, Northwest Hardwoods, Federal Way, Wash.; Jamey French, Northland Forest Products Inc., Kingston, N.H.; and Jeff Hanks, Bill Hanks Lumber Co. Inc., Danbury, N.C.



Tim Reid, Buckman Laboratories Inc., Moundville, Ala.; Charlie Netterville, Fred Netterville Lumber Co., Woodville, Miss.; Leslie Rutland, Rutland Lumber Co. Inc., Collins, Miss.; and Bill Buchanan, Buchanan Lumber Birmingham, Aliceville, Ala.



Tim Kuhns, Kuhns Bros. Lumber Co. Inc., Lewisburg, Pa.; and Craig Miller, Tommy Battle and Bob Swan, Battle Lumber Co. Inc., Wadley, Ga.



Terry Brennan, HMA president, Baillie Lumber Co., Hamburg, N.Y.; Galen Weaber, Weaber Inc., Lebanon, Pa.; and Roy Cummings, Cummings Lumber Co. Inc., Troy, Pa.



Jack Shannon Jr., J.T. Shannon Lumber Co., Memphis, Tenn.; Dan Harrison, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; Skipper Beal, Beal Lumber Co. Inc., Little Mountain, S.C.; and Jimmy Jones, J.E. Jones Lumber Co., New Bern, N.C.



Mark Barford, National Hardwood Lumber Assoc., Memphis, Tenn.; Tim Sprink, International Veneer & Timber, Frohna, Mo.; Natalie Sprink, East Perry Lumber Co., Frohna, Mo.; and Terry Miller, Import/Export Wood Purchasing News, Memphis, Tenn.



Joe Parker, Dwight Lewis Lumber Co., Picture Rocks, Pa.; Larry Blackmon, Pennsylvania Lumbermen's Mutual Insurance Co., Philadelphia, Pa.; Paul Miller Jr., Import/Export Wood Purchasing News, Memphis, Tenn.; and David Burns, Corley Manufacturing, Chattanooga, Tenn.



Keith Snider, Graham Lumber Co., Linden, Tenn.; Alan Kitchens, Kitchens Bros. Manufacturing Co. Inc., Hazlehurst, Miss.; Nancy Arend, Northwest Hardwoods, Federal Way, Wash.; and Ryan Harrell, Suffolk Forest Products Inc., Suffolk, Va.



Tim Kuhns, Kuhns Bros. Lumber Co., Inc., Lewisburg, Pa.; Terry Stockdale, BWP Hardwoods Inc., Brookfield, Pa.; Tom Johel, U-C Coatings Corp., Buffalo, N.Y.; Bob Smith, Virginia Tech Dept. of Wood Science and Forest Products, Blacksburg, Va.; and Tom Inman, Executive Director, Appalachian Hardwood Manufacturers Inc., High Point, N.C.



Buddy Irby, Anderson-Tully Co., Vicksburg, Miss.; Karl Ort-Bunting, Wolf River Lumber Inc., New London, Wis.; Charlie Netterville, Fred Netterville Lumber Co., Woodville, Miss.; and Deborah Hawkinson, Hardwood Federation, Washington, D.C.



Bill Rosenberry, Carl L. Rosenberry, Fort Loudon, Pa.; Dan Matthews, SII Dry Kilns, Lexington, Ky.; and Ray Wheeland Lumber, Liberty, Pa.



Paul Sorek, Matson Lumber Co., Brookville, Pa.; Rob Hetrick, BWP Hardwoods, Inc., Brookville, Pa.; and Steve Lawser, Wood Component Manufacturers Assoc., Marietta, Ga.

Trendy Products On Display At Australian Fair



More than 200 exhibitors displayed their goods at the recent Australian International Furniture Fair. Among the many wood species at the fair were Pine, Oak and Mahogany. This furniture item was displayed by Cathy Jankowsky, George Jr. Chair Co.

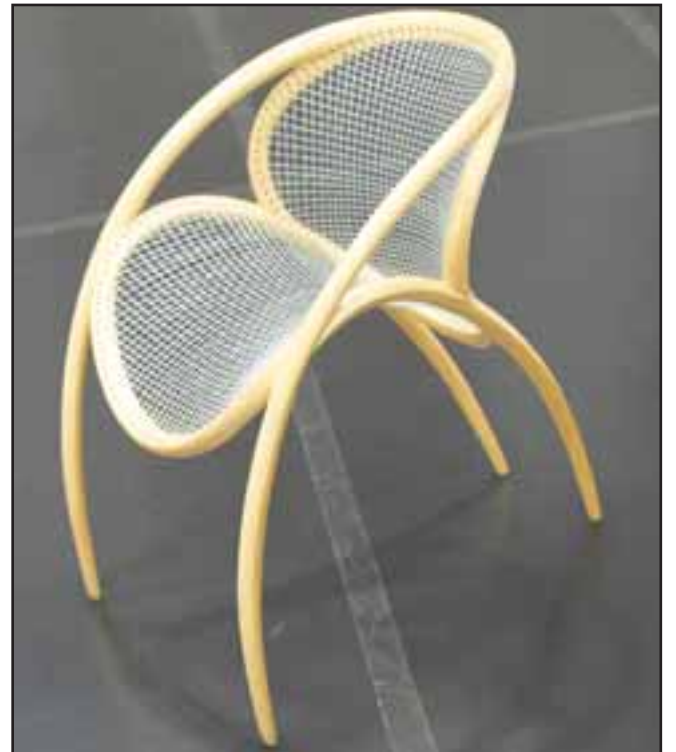
Sydney, Australia—The Australian International Furniture Fair (AFF), held recently at the Sydney Exhibition Centre, attracted the latest furniture and furnishing design manufacturers from over 200 Australian and international companies.

On display were products comprised of a wide variety of wood species, including Pine, Oak and Mahogany. Additionally, international industry leaders provided a series of seminars entitled "Eco-luxury," where style meets eco-friendly. Six Australian and international speakers shared their views on the future of the 'greening' of the lumber industry.

A special feature at AFF is The Edge, which is a central showpiece within the Fair that features products in the categories of: commercial, concept, student and new in '09 The Green Award.

Attendees also had the option to take advantage of free workshops designed to help build and sustain their business.

For information on next year's Australian International Furniture Fair, visit the fair's website at www.aec.net.au.



Matthew Harding's Poise Chair sets a fashion statement at AFF for the versatility of outdoor wood products.

WHO'S WHO - Field

Continued from page 2

capacity in Clarendon, Ark. Field began his career in the forest products industry in 1986, working in sales for Kitchens Brothers Manufacturing Co. in Utica, Miss. He is a graduate of Vicksburg High School in Vicksburg, Miss., and attended Hinds Junior College. Field and his wife of five years, Leigh Ann, have four children and two grandchildren. He enjoys hunting, fishing and horses.

WHO'S WHO - Goodwin

Continued from page 2

the source, global market knowledge and a range of product and supply possibilities to meet specific buyer requirements. NHG Timber Ltd. is a member of the Tropical Forest Foundation, Timber Research and Development Assoc., Timber Trade Federation, International Wood Products Assoc. and Woodland Heritage. Goodwin has been in his present position for nearly five years and travels extensively throughout West Africa on a regular basis. He began his career as a timber trader in 2004. Goodwin is a graduate of Caterham School in Surrey, U.K., and received a bachelor's degree in business studies from City of Bristol University in the United Kingdom. Goodwin and his wife, Kathryn, have been married for several months. He enjoys soccer, cricket and golf.

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Photos By Tom Inman



Joe Lyle, WNC Dry Kiln, Marion, N.C.; Fred Hardin, Gilkey Lumber Co., Rutherfordton, N.C.; and David Kay, Forest Products Inc., Conover, N.C.



Jimmy Powell, Canton Forest Products, Canton, N.C.; Jamie Straka, Vernon James Co., Hickory, N.C.; and Steve Cash, Jim Cash Lumber Co. Inc., Hickory, N.C.



Karl Schmertzler Jr., Yoder Lumber Co. Inc., Lenoir, N.C.; Trudy Burdge, Gutches Lumber, Cortland, N.Y.; and Brian Ballard, Huntersville Hardwoods Inc., Huntersville, N.C.



Bob Meyer, Carolina Strapping Co., Gastonia, N.C.; Larry Walker, Forest Products Inc., Conover, N.C.; Eddy Phillips, Cranberry Hardwoods Inc., Mountain City, Tenn.; and Paul Vance, Northland Corp., LaGrange, Ky.



Karl Schmertzler Sr., retired, Hickory, N.C.; Jimmy Clay, Parton Lumber Co. Inc., Rutherfordton, N.C.; and Norm Steffy, Conestoga Wood Specialties Corp., East Earl, Pa.



Don Blair, Edwards Wood Products, Liberty, N.C.; Ken Stephens, Associated Hardwoods Inc., Granite Falls, N.C.; and Brad Huntington, Carolina Wood Inc., Clinton, S.C.

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Hickory, N.C.—Appalachian lumber producers, distributors and secondary manufacturers participated in an export seminar developed by the U.S. Department of Commerce.

The one-day seminar preceded the meeting of the Appalachian

Continued on page 21



William McNeill, Little River Lumber Co. LLC, Taylorsville, N.C.; Drew Hash and Ernie Pait, Zickgraf Hardwood Flooring, Franklin, N.C.; and Jerry Vaughn, Emmet Vaughn Lumber Co., Knoxville, Tenn.



Jimmy Jones, J.E. Jones Lumber Co., New Bern, N.C.; Tom Guthrie, N.C. Port Authority, Wilmington, N.C.; and Bobby Bernard and Adam Brown, Kuehne-Nagel Inc., Charlotte, N.C.



Larry Randall, Tides and Times Group USA Inc., Winston-Salem, N.C.; Dick Keys, Blackstone Wood Products Inc., Morganton, N.C.; and Dan Kay, Forest Products Inc., Conover, N.C.

Fred Hardin, Gilkey Lumber Co., Rutherfordton, N.C.; Lewis Herron, retired, Asheville, N.C.; Richard Thornton, WNC Pallet & Forest Products Co. Inc., Candler, N.C.; and Ed Herron, Granite Hardwoods Inc., Granite Falls, N.C.



Additional photos on page 21

CLA Celebrates 11-Year Tradition

Candiac, Que.—For the 11th consecutive year, the Canadian Lumbermen's Association (CLA) recently hosted a highly competitive hockey game among its members.

The game was played at Les 2 Glaces here.

According to a CLA spokesman, "the players enjoy the competition and they forget about the wood industry

for at least 1 hour and 30 minutes. It's a friendly competition between each other, and we want to keep it that way and help each other to be a better person to serve the industry well so it will

be easier for us all to be winners in these slower economic times. Teamwork is the secret."

Transit King City/Northway Forwarding won the game over

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Members of the Transit King City/Northway Forwarding team include: (Front from left) Dany Houde, Plancher PG Model, Lobinière, Que.; Patrice Carrier, Lumbermen's Insurance, Dorval, Que.; Denis Maheux, Distribution Cardinal, Quebec, Que.; Langis Gaudreault, C.A. Spencer Inc., Lachute, Que.; Christian Labbé, Summit Forest, St. Laurent, Que.; Stéphane Levasseur, Distribution Cardinal Inc.; and Mario Brunet, Nationwood, St-André Avelin, Que.; (Back from left) coach Michel Berard, Montreal, Que.; Dave Williams, Champlain Hardwoods, Essex Junction, Vt.; Daniel Hébert, Séchoir St-Roch, St-Roch-de-L'Achigan, Que.; Martin Vaillancourt, USNR, Plessisville, Que.; Christian Clavel, Peladeau Lumber, Laval, Que.; Luke Drapeau, Abitibi Bowater, Thunder Bay, Ont.; Yvon Lambert, Concept Yvon Lambert, Montreal, Que.; and Jean Paul Lupien, Bois Franc MKM Inc. Pepentigny, Que.

The Cardinal Distribution team includes: (Front from left) Wayne Morisson, Distribution Cardinal, Quebec, Que.; Patrick Gagne, Bois MES, Beloeil, Que.; Marc Legros, Plancher PG Model, Beauceville, Que.; Eric Vigneault, Vexco, Plessisville, Que.; and Roger Boutin, Bois Francs RDS, Drummondville, Que.; (Back from left) coach Lloyd Lovett, Transit King City/Northway Forwarding; Michel Ferron, C.A. Spencer Inc., Lachute, Que.; Denis Daviault, Produit de Bois PBF, Prévost, Que.; Luc Deschene, Distribution Cardinal Inc., Québec, Que.; Robert Dansereau, Bois Cloval, Mascouche, Que.; Denis Dubé, JD Irving Ltd., Clair, N.B.; Tommy Beaudry, Bois Saxby, Deauville, Que.; Mike Greetham, Tradelink Wood Products, Burlington, Ont.; Yves Lapointe, Prolam, Cap-St-Ignace, Que.; and Jean-François Dion, Scierie Dion & Fils, Inc., St-Raymond, Que.

WHO'S WHO - Pasqualetto

Continued from page 2

squares, flitches and sawn. The company specializes in QS (Ribbon) African Mahogany, Golden Afromosia, Zebrano, Sapele, Sipo and also in European hardwood.

According to a representative, the policy of the Romea Group, is to be very careful with the products they buy and resell to their customers. "Since 1976 Pasqualetto has sought suppliers, which guarantee that the product comes from sustainable forests," the representative said.

Romea Legnami is a member of the International Wood Products Assoc., National Wood Flooring Assoc., Kitchen Cabinet Manufacturers Assoc., Association Technique Internationale des Bois Tropicaux and the National Hardwood Lumber Assoc.

Pasqualetto has been in his present position since 1983. He began his career in the import/export industry in 1975 as a factory manager. The representative also said that quality, product's care, and innovation is the motto that Graziano has brought to company Romea. "During these years Romea's products have been successful, in particular in the international markets thanks to the relationships Pasqualetto has with the different importers."

Pasqualetto received a degree in international marketing and business administration. He is married, and enjoys Japanese culture and gardens.

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WWPA -

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attendees with an upbeat message about the direction of the organization despite the current tumultuous market conditions. Schooler stated that, "in three short years, some 30 billion board feet of demand for lumber has simply evaporated. Housing, the chief driver of lumber demand, has been in a freefall and is now at a rate that's a quarter of what we had just 36 months ago. And lumber prices? They've fallen to levels once considered unthinkable...Tough times require tough decisions. That's been true at our mills and it's something we are facing within this Association."

WWPA has adjusted and reduced spending as needed, yet, its "financial position is as strong, if not stronger than any other wood products association operating in the country today," Schooler said. "We will press on with the important work that will be needed when our markets do return."

He outlined some of that work as follows:

- Ensure that customers trust "our products are graded accurately and will perform as specified."
- Monitor "what goes on at the grading

chain and be able to identify problems and solve them before the lumber reaches the customer."

• Have "the technical publications and design tools in place so customers can easily research, specify and use our lumber. We'll have to train code officials, retailers and others about how Western lumber can be used and give them the materials necessary for success."

• And, "we'll need forecasts we can trust in guiding future plans within our companies."

Craig Larsen, of the Softwood Export Council, opened the two-day meeting of informative sessions with a look at exports, noting that over the last five years, U.S. softwood exports have been steadily increasing, and particularly in 2008. In news on the housing front, Larsen underscored the fact that housing is down internationally by using Japan as an example. The average of housing starts in Japan has been over 1 million annually. However, in 2009, the prediction is less at 900,000 housing starts.

He added that, "softwood exports are actually up two percent in 2008, and they were up a lot higher until the end of the year when the prices came down. Western Red Cedar actually was up 14 percent; Southern Yellow Pine, 125 percent; and Western species totaled \$479 million. Now, that's not the \$3 bil-

lion we did about four years ago, but it's certainly up from the \$450 million we did two years ago."

He added that there is a \$500 million market for softwood in the Middle East.

Larsen also noted that Canada sells more wood in Japan than the U.S., "due to most wood being purchased (by Japan) in cubic meter units. This would be about 4.9 billion board feet of lumber, and while the U.S. share increased about 50 percent last year, it's still only about 2.5 percent the market, so there is room to grow."

Mike Phillips, of Hampton Lumber Affiliates, chaired the Product Support session of the WWPA Annual Meeting. About 30 attendees heard how the WWPA is serving a critical need in providing much-needed information about the industry. Butch Bernhardt, director of information services for the association, stated that "we have 160,000 downloads of information from our website each year." He added that as the market took a nosedive in 2008, visits to the WWPA website declined about 33 percent, and that the association's budget for attending trade shows has been eliminated as a cost-savings effort.

Wade Mosby, of The Collins Companies, addressed areas of growth, noting "the only area we see growth in 'green' building is in the governmental

arena. In Southern California, specifically, it will be another two years before things pick up. However, overall, green products are still showing a slight upward trend – the only area of growth in our product lines."

Details that were brought out in the Quality Standards/Technical meeting included:

- San Francisco now requires all construction (even private homes) must be with certified wood; and
- In committee, WWPA members voted to create a report on lumber certification and the issues ahead for certified products in the market.

Kevin Cheung, director of technical services for WWPA, addressed issues pertaining to the testing and heat treating of lumber and possible new regulatory legislation.

Noted at the meeting was the Wood Packaging Material Program, which simply defined, keeps bugs from crossing country borders. WWPA plays a role in auditing programs such as this.

WWPA Quality Services Director Kevin Binam explained the current status of automated grading machines in mills and reviewed performance comparisons of human lumber graders vs. grading machines, noting while human graders are still more accurate, machine grading performance is continuing to improve.

Economic services provided by WWPA were overviewed by Bob Lewis, with Columbia Vista, and included pointers on helping a business keep tabs on finished inventory as opposed to overall inventory; the lumber price indexes, which WWPA compiles and is used to determine stumps price changes on public and private timber sales; and an overall look at the current status of sawmills served by the association.

Carbon emissions was another featured topic at the WWPA annual meeting. David Jackson, manager of economic services for the association, noted that the U.S. and China emit the most carbon dioxide of any country. He added that the U.S. has 745 million acres of forestland, 6 percent of which is managed, and these store carbon dioxide. "Basically every size and age tree stores carbon," Jackson said. "In general, developing forests store carbon dioxide at a faster rate than older, more mature forests. The optimal forest is 'balanced' – all ages, and more ideal carbon sinks, and are sources of carbon-generated revenue. A balanced forest handles insects and wildfires best.

"Carbon is referred to as an exchange forest offset credit, or XFO," continued Jackson. "Today, participation in XFO is voluntary – no federally regulated carbon market."

However Jackson added that President Obama's administration is trying to implement state programs that could put regulation of such credit programs in place, thus requiring landowners to manage an inventory of forestland to gauge total carbon/wood volume. This might also require landowners to be certified by the SFI, FSC or ATF, and managed by a stewardship plan that proves the company contributes to additionality and permanence.

The question is, said Jackson, "what is the minimum period of time in which a given volume of carbon would need to be stored for it to produce measureable environmental benefit?"

Other seminars held during the WWPA annual meeting included a presentation on woody biomass by Jim Peterson, president of Evergreen Foundation, and EPA MACT regulation update by Timothy Hunt, senior director, air quality, American Forest & Paper Association.

Hunt's address was entitled the EPA MACT regulatory update: The Building Tsunami. Boiler regulations were a key issue of this presentation with current attention in the legislator turning toward energy, climate change and regulatory re-focus after the past eight years under

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Continued from page 16

President Bush's administration, which focused on deregulation, according to Hunt.

He stated there is a pent-up demand for more regulation and "there is no letting up with courts on the EPA. It's been 19 years since reauthorization of the Clean Air Act, so the 'regulatory production line' is humming."

He added that he is seeing more changes in ambient standards and more pressure on VOCs and particulates. "There may be CO₂ regulation under the Clean Air Act, which may claim CO₂. If this happens, what would the repercussions be? Disaster!"

Hunt said that the regulations under Boiler MACT would define what is fuel and solid waste while Incinerator MACT relates to pollutants and potentially impacts smaller mills more.

"Will the materials we burn in the wood industry be viewed as waste or fuel by EPA?" asked Hunt. "If you end up in the waste category, your boiler is technically an incinerator. This is not a good thing."

Hunt also reviewed and addressed the history of the 2004 Wood MACT. He noted that sawmills are covered by this if they are major sources due to lumber kiln, but there are no control requirements for kilns. He said the courts have ruled that all equipment should be regulated and that the climate of the lumber industry is such that no one is rushing to enforce new regulations given the state of the economy.

Hunt said there are currently 3,000 kilns nationwide of various types that abide by a flexible 'work practice standard' rather than expensive 'emission limit' when, with kilns, it is hard to capture and control emissions, and challenging to measure emissions.

He said AF&PA has collaborated with many associations over the previous six months to recommend specific work practices for kiln usage. For example, these include: avoid moisture or temperature limitations; minimize HAP emissions by minimizing the annual average variability in dried lumber moisture content; and maintain records for compliance.

He recommended the following tailored guidelines for sawmills: improve air baffling; dry similar moisture wood together; in-kiln wood moisture monitors; effective kiln operating control systems; humidity tracking during drying; and proper maintenance of air circulation and heat source components.

Other potential issues on the horizon with the EPA include: imposed sawmill testing to fill data gaps; how stringent or flexible will regulations be; and possibly target end of year to have all testing completed.

In addition to the seminars and association business, attendees enjoyed the Chairmans' Reception and Exchange Show and the annual WWPA golf tournament.

The date for next year's annual meeting has been set for March 8 in Portland, Ore. Visit the association's website at www.wwpa.org for more information.

MIFF -
Continued from page 1

ture products. More than 500 leading furniture manufacturers and exporters from Malaysia and Asia, as well as from around the world, showcase their latest products and designs.

This year, the requests for exhibition space for furniture accessories was overwhelming, according to show representatives, so an entire arena hall was dedicated to the display of these



Walnut was among the many wood species used in the manufacture of several furnishings, such as this from Hin Lim Furniture.

goods.

Approximately 500 exhibitors from 12 countries were present at MIFF 2009. MIFF hosts projected that more than \$700 million in furniture sales would be generated by the trade show. More than 8,000 buyers representing 150 countries registered to attend MIFF this year.

WHO'S WHO - Kendrew

Continued from page 2

dried lumber. Members of the New England

Lumbermen's Assoc., the Hardwood Manufacturers Assoc. (HMA), National Hardwood Lumber Assoc. (NHLA) and the National Wood Flooring Assoc. (NWFA), the company is known as the world's first hardwood facility with computerized grading and color scanning technology.

Kendrew graduated from Conant High School in Jaffrey, N.H. and obtained a bachelor's degree in business management from Keene State College located in Keene, N.H.

He began in the lumber industry as a lumber handler in 1991. Throughout his career he served as general manager of Monadnock Forest Products in Jaffrey, New Hampshire and has been in his current position for six years.

A member of the New England Lumbermen's Assoc. and Penn-York Lumbermen's Assoc. he enjoys spending time with his fiancée, snowmobiling, fishing, hiking and hunting.

AHEC -

Continued from page 2

Europe, Southeast Asia, China, Korea and Mexico, in addition to its

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BIOFUEL -

Continued from page 2

residue which cannot be used for timber or paper production."

WASHINGTON SCENE -

Continued from page 2

Omnibus Lands Bill

This year, the Omnibus Lands Bill, a package of more than 150 bills to expand wilderness areas and protect other federal lands, passed the Senate by a 66-12 margin despite objections from Senator Tom Coburn (R-OK). Coburn effectively blocked passage of the Omnibus during the

Continued on page 18



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WASHINGTON SCENE -

Continued from page 17

110th Congress and had promised to use any parliamentary tactic available to continue to block it contending that the bill is heavy with wasteful spending. Those objections had delayed consideration of the bill, and Senate Majority leader Harry Reid (D-NV) conducted a rare Sunday vote in an effort to pass the measure.

The bill contains roughly an equal mix of Democratic and Republican sponsored bills and measures according to the Energy and Natural Resources Committee. The Omnibus designates nearly 2 million acres of public lands as wilderness areas across nine states and authorizes dozens of new studies for national park units, heritage areas and wild and scenic rivers. It includes some contentious measures, such as proposals to codify the 26 million acre National Landscape Conservation System and allows construction of a road through Alaska's Izembek National Wildlife Refuge. The legislation also includes the Mt. Hood Wilderness, Soda Mountain Wilderness, and Copper Salmon Wilderness areas in Oregon. 'Continuing Resolution', has been

funding agencies operation short-term. The extension provides Senate majority Leader Reid with more time to secure votes for the bill and handle controversial earmarks.

Ecosystem Services and Markets

Recently, the Department of Agriculture announced the establishment of the Office of Ecosystem Services and Markets and that Sally Collins, Associate Chief of the Forest Service will become its first Director. This new office, which was authorized by the 2008 Farm Bill, will develop new markets for ecosystem services on private forests and farmlands.

The office has two major roles in building the foundation for successful environmental markets for private farms and forests across the country. First it will support the newly formed Conservation and Land Management Environmental Services Board, by establishing guidelines to measure ecosystem services benefits, report those benefits, and maintain records of the benefits measured. Second, it will help focus market-based conservation activities for the American public.

The Board which will oversee the office includes: the Secretary of Agriculture as Chair; the Secretaries of Commerce, Interior, Energy,

Transportation and Defense; EPA Administrator; Assistant Secretary of the Army; the White House Council of Economic Advisors; and the Office of Science and Technology Policy. All of these agencies are involved because ecosystem services are key to many natural resource activities, such as endangered species, wetland mitigation and conservation activities.

MCLENDON -

Continued from page 3

characteristics of imported wood products. More often than not, the stories involve the use of an imported species as a compliment to a domestic species. In addition to educating users on the right imported wood species for each application, the magazine devotes editorial space to sharing the social and economic benefits of using wood. Yes, even wood from rainforests. The biggest threat to these special forests is slash-and-burn land conversion to agriculture, ranching or for-fuel wood.

It takes time to educate users that

their specification and use of Ipe decking supports sustainable forest management and impoverished forest dependent communities. Further, it is hard to help people understand that their soy lattes present the biggest driver to forest conversion. However, educating and leading architects and designers to the latest information on the benefits of specifying and using imported wood products is the job of IWPA.

Throughout 2009, it is more important than ever that industry turn to its professional associations for market intelligence, networking, advocacy and setting industry standards. It is a challenge that IWPA welcomes, and in the coming weeks and months we will host a convention, hold Webinars, publish *Imported Wood*, participate in affiliated trade shows and frequently walk the halls of Congress. IWPA's leadership is important – now more than ever – to assure that imported products can not only compete on a level playing field, but expand and prosper.

Happy Spring!

VNAM -

Continued from page 4

lumber for it, even illegally. As of last year, most countries are not allowed by law, to export logs. Timbers or rough sawn lumber cannot be thicker than 30 centimeters or 11.8 inches. Phan considers the FSC certification a deterrent to illegal logging.

The average amount of lumber inventory Phan carries is between 1,000m3 to 5,000m3, or 423,776 to 2,118,880 board feet. Most of the lumber he buys is shipped in 20 or 40 foot containers. Depending on the size of the timbers, any number from 2 to 300 containers are shipped at once.

Phan has likely not sat in one place for very long since 1980, when at age 12, a 7-day long boat trip carried him, his family and over 130 other passengers from South Vietnam to Indonesia to escape Communist domination and then another across the ocean to America.

His father, a former military policeman for South Vietnam was thrust into prison for four years, the family's house seized and possessions lost. "We had a 50-50 chance of survival on the ocean, but it was our only chance," said Phan. The family eventually arrived and settled in the Twin City in the dead of winter, with nothing but terrible memories and his country's motto: "Independence - Freedom - Happiness." The cold was a new experience, and it is one he likes.

Phan sees his life as having two beginnings. "When I came to America I was reborn. Now I have to work hard and do my best to succeed." Though his ambitions push Phan to work hard, he doesn't want his two children to follow in his footsteps. He had studied incessantly and his first job was delivering newspapers for \$90 a month. He worked in the restaurant business with his father, who then opened his own restaurant 15 years ago, which Phan took over in 2000 and his wife Victoria now runs. He had begun trading in the garment and fish industry, which he continues within the VNAM Group. For a time, starting in '98 he sold dry soy milk and bean products in Asia for the USDA. As Vietnam and China opened progressively more to world commerce, a friend suggested he join him in lumber trading and search for FSC certified sources. Phan recognized the strong demand for FSC, though a comparatively small market. He noted, "The Teak forest for FSC is young, an average 9 to 14 years of age. Whereas in a young forest, the average age trees can be cut

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VNAM -

Continued from page 18

down from 9 to 25 years old.”
As the U.S. dollar value has dropped and the economies of the world have slowed, demand has dropped for many imports, Phan’s lumber sales haven’t slowed because of the demand in China with the economic surge and the rebuild following the earthquake.

Now Phan is on the go seven days a week running his businesses, trading in commodities that contribute to sustaining everyday life essentials, food and shelter. Currently, his major focus is the lumber six days a week, working on Sundays in the restaurant to give his wife a day off.

Most of his lumber sources currently are in Bolivia and Brazil and Phan’s goal is increasing his market in the U.S. where the demand is higher than in many other countries. He will also open offices in Dubai and Shanghai, China. His interconnectedness throughout the world, his work ethic, and prompt response on any project or sale, has built solid relationships within his business network for VNAM.

For more information about VNAM, phone:(651) 698-8408 or visit the company’s website at www.vnam-trade.com, or email: info@vnam-trade.com

SIMPLEMENTE -

Continued from page 5

agronomist Clément Ponçon, who initially established the business by purchasing 5,000 acres of fertile land for tree farming, reforestation and conser-

vation. Together with his sons, Eric and Arnold, Mr. Ponçon began growing native trees species, such as Roble (a South American Oak), Laurel, Pochote and African Mahogany.

Matthew Falkiner, an innovative English architect and furniture designer, became a partner in the business to start its successful furniture design, manufacturing and retail businesses, as well as their architecture, resort design and development and modular housing enterprises. And Jack Donenfeld, David Glossinger and John Warrington became partners in Simplemente Madera Group to help expand the business with new capital and to develop its international business connections and reputation.

Recently, Donenfeld, Glossinger and Warrington arranged a large investment in the company by the World Bank’s private investment division, International Finance Corporation. This new capital has enabled the company to acquire significant additional timberlands in the eastern part of Nicaragua, as discussed below. “The World Bank is exactly the right kind of investor for our business,” said Jack Donenfeld. “They’re well-capitalized, understand the timber industry and appreciate the challenges and opportunities involved in our work.”

With three plantations located in Mataglapa, Nagarote and another one near San Juan Del Sur, the Ponçons have planted over three million trees, which Simplemente Madera Group has now started to harvest. The plantation trees at San Juan del Sur share over 3,000 acres of land with Morgan’s Rock Hacienda and Ecolodge, the destination eco-resort opened by the Ponçons in 2004. In addition to providing guests with world-class accommodations in an incomparable beachfront setting, guests have the opportunity to learn about reforestation, tree farming, sus-

tainable agriculture and traditional farming techniques. Named after Alabama Senator John Morgan, who championed Nicaragua as the route for the trans-oceanic canal that was eventually built in Panama, this remarkable resort is located on the southwest coast of Nicaragua and about two and a half hours south of Managua, Nicaragua’s capital (less than an hour from the Costa Rican border).

Jack Donenfeld and John Warrington, who are now Simplemente Madera Group officers and directors, first met Clément Ponçon at Morgan’s Rock when they visited Nicaragua with a client of their Cincinnati, Ohio-based international business planning and consulting firm. When a discussion about soybean, coffee and corn farms progressed to sustainable forestry, they began a friendship that led to consolidating Ponçon’s businesses into the enterprise that today is called Simplemente Madera Group.

In September, 2007, Hurricane Felix, a category 5 hurricane, ripped through the northeastern corner of Nicaragua, leaving over three million acres of devastated forests in its wake. The Simplemente Madera Group, with government encouragement and support, took advantage of the situation, purchasing about 30,000 acres of rainforest, where they have been busy harvesting the old-growth hardwoods that once stood. “We had a once in a lifetime opportunity to buy a vast area with significant numbers of valuable tree species. We moved quickly and have been rewarded for our efforts,” said David Glossinger.

The partners in Simplemente Madera Group, now including the World Bank, have invested not only in additional timberlands, but also in the infrastructure and equipment needed

to conduct the company’s sophisticated logging and wood processing operations. This infrastructure includes new roads, offices, food service facilities, a fuel depot and housing barracks for the firm’s 150 employees that operate the company’s sawmill in La Rosita. “La Rosita is literally in the middle of the rainforest, where no infrastructure previously existed,” said John Warrington. “It’s been a dramatic process, and we’ve devoted a great deal of time to logistical and operational planning there. This has laid a solid base for our success.”

The company’s manufacturing facility is in Ciudad Sandino, about six miles west of Managua. This modern furniture and wood processing facility is on twenty acres, with two buildings that have over 100,000 square feet under cover for manufacturing purposes. The company has invested in new sawmills, kilns and other machinery needed to process the large quantities of hardwoods trucked to facility.

Recently, Simplemente Madera Group installed six new drying kilns at the manufacturing facility to add to the existing three kilns, increasing their total drying capacity to over 700,000 board feet per month. And they are making arrangements to install an additional twelve kilns, each with a dry kiln capacity of 30,000 board feet per charge.

All of the exotic hardwoods harvested from Simplemente Madera Group’s lands are processed into sawnwood for sale as dimensional and structural lumber, decking, flooring, mouldings, doors, furniture, veneer and veneer logs. The firm’s wood products are sold in both the domestic and international markets and include not only Roble (a South American Oak), Laurel, Pochote and African Mahogany harvested from the original plantations, but also Jatoba, Ipe, Cedro Macho, Nanciton and

Continued on page 20

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SIMPLEMENTE -

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Tamarindo that are being extracted from the rainforest areas hit by Hurricane Felix in the eastern part of the country.

Jack Donenfeld and John Warrington, who have been integrally involved in Simplemente Madera Group's organizational matters, travel to Nicaragua about once a month from their offices in the U.S. John Warrington said, "We are continually working on operations to make them as efficient as possible, constantly developing and evolving."

Simplemente Madera Group employs over 400 employees. Key personnel include: President and Director Clemént Ponçon; Vice President and Director Arnold Ponçon; Director Eric Ponçon; Secretary and Director Jack Donenfeld; Treasurer and Director John Warrington; and Architecture, Design, Furniture and Housing Division President and Director Matthew Falkiner.

Simplemente Madera Group has supplied their sawnwood and wood products to some fascinating places. For example, the company provided all of the hardwood flooring for the King of Morocco's new house and all the furniture installed in a 38-room boutique hotel in New York City. In addition, Simplemente Madera Group's wood products have gone into housing and condominium projects all over Central America and Europe.

Simplemente Madera Group's forestry management has been awarded international certification by the Forest Stewardship Council (FSC), following an intense assessment of its operation by the Rainforest

Alliance's SmartWood® Program, an accredited certifier for the FSC. "The FSC is an international non-profit organization founded to support environmentally appropriate, socially beneficial and economically viable management of the world's forests," Jack Donenfeld said. "FSC certification assures our customers and clients that economic, environmental and social factors are integrated into our forestry management. We care about Nicaragua's people and its flora and fauna, and we believe that there is an increasing demand for certified timber and wood products made from it."

Conservationists and stewards of the land, the partners in Simplemente Madera have already begun replanting in the rainforest areas. The stewardship practices in place at their factory, sawmills, plantations and the rainforest operations are adopted according to the regimen and protocols required for FSC certification.

Timber buyers in Europe, North America, South America and Asia frequently ask for FSC certification when ordering forest products so they can assure their customers about the origin of the products they are buying. FSC certification recognizes the strength of Simplemente Madera Group's commitment to sustainability and best practices and reflects the excellent skills of the company's forestry and other staff.

For more information about Simplemente Madera Group and its products and services, please visit them at <http://www.SimplementeMadera.com> or contact them directly through John Warrington (513.833.3338, JWarrington@SimplementeMadera.com) or Jack Donenfeld (513.708.6500, JDonenfeld@SimplementeMadera.com).

FITZPATRICK -

Continued from page 6

products including: solid and glued-up hardwood dimension; edge-glued panels; glued squares; CNC machined parts; chair, door and drawer parts; cut stock; cutting boards; machined and semi-machined components; moulded and tenoned parts; musical instrument parts; shelving; stiles and/or rail stock; store fixture parts; and table tops.

The firm also specializes in hardwood lumber including Hard and Soft Maple, Cherry, Red and White Oak, Ash, Poplar, Walnut and Mahogany (primarily 4/4 and kiln-dried). These northern hardwoods are acquired from within 75 to 100 miles of the Ellicottville facility amidst an area known for its great texture and color consistency.

Fitzpatrick & Weller uses breeze-dried sticks to dry its white woods promptly after delivery. They are then cycled through the dry kilns. This process helps to brighten Hard and Soft Maple while helping to eliminate any potential staining problems.

Greg Fitzpatrick, a fourth-generation lumberman who is president and chief executive officer, said customers have chosen to do business with Fitzpatrick & Weller for more than a century due to the dedication of its employees, product quality and excellent service.

"We have built an excellent reputation both domestically and overseas, and that helps carry us through tough times," he said. "We are flexible, product wise, and we are known for our diversity."

Greg said his company works hard to accommodate tight delivery schedules. "We want to be able to jump right on an order and send it out the door," he said. "We carry a large lum-

ber inventory and all of the native species. So, if somebody needs Oak today, Cherry tomorrow, and Poplar next week, we have the lumber kiln-dried and all of the various thicknesses and grades so that we can respond. That cuts down on lead time dramatically, and there aren't many who can beat us from that standpoint."

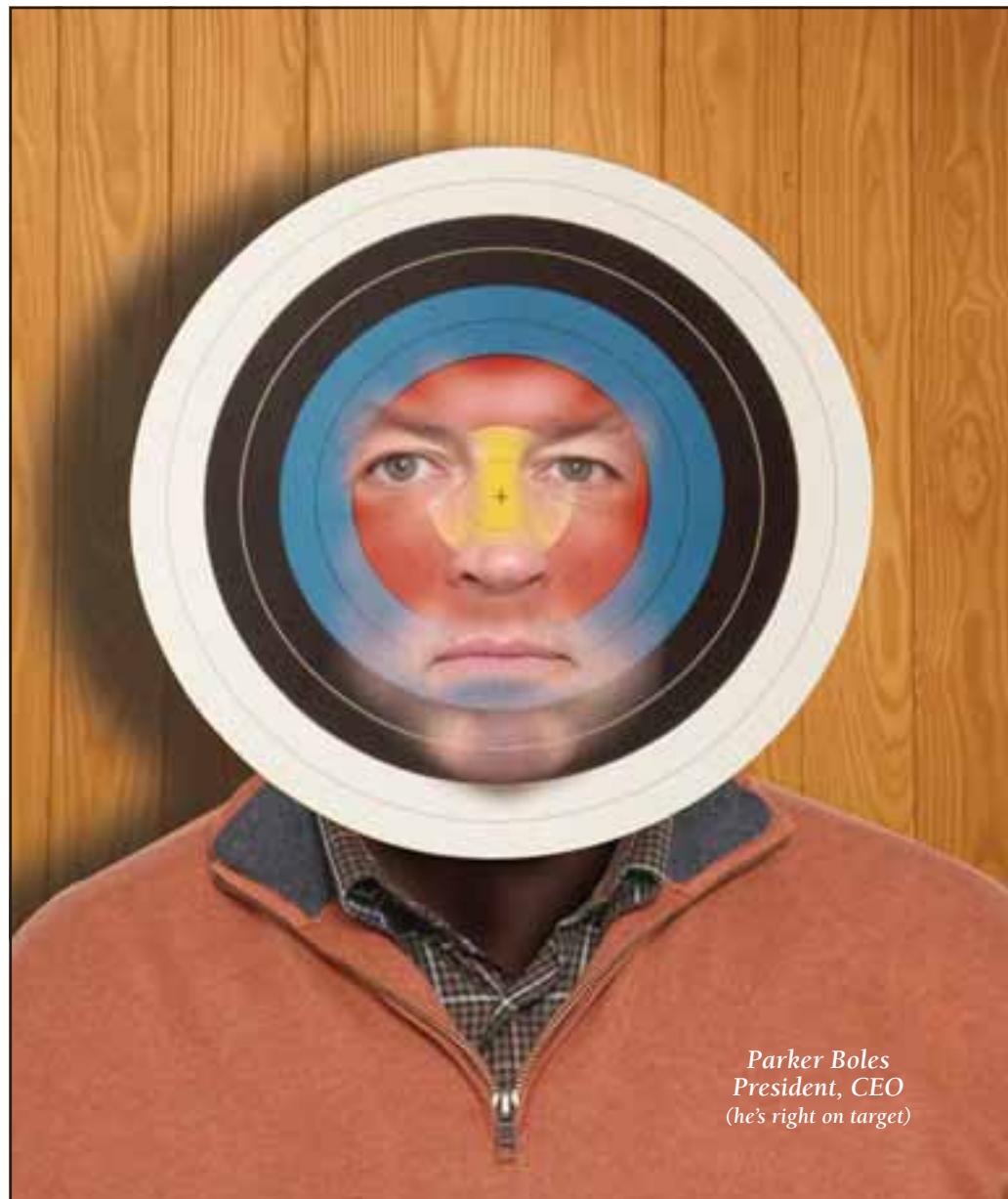
Greg said Fitzpatrick & Weller has also expanded its offerings to attract new customers, including additional color, width and length sorting. "We are doing a lot more to a piece of wood than we have ever done before," he said. "If you keep doing the same old thing and the customer does not want that, you're not going to be in business very long."

Joe Snyder, who handles sales and purchasing for the company, agreed that one of the company's strongest assets is its diverse inventory of lumber and woodworking equipment. "No one keeps an inventory anymore, and everyone is working off of the back of a truck," he said. "In secondary manufacturing, the parts that customers receive have to be what they ordered. They have to be delivered on time, and they have to be made correctly."

Snyder said the firm has a proven track record for meeting customers' needs. "There aren't too many companies that make value-added wood products that have a story like Fitzpatrick & Weller," he said. "You've got a lot of extremely talented craftsmen running these different pieces of equipment. There's probably equipment in the shop that most people wouldn't even know how to run."

Snyder said that many competitors refuse to take on jobs that Fitzpatrick & Weller can complete thanks to its diverse inventory. "Or, they will take the business and ultimately cannot manufacture the product," he said. "Somebody can always undercut your

Continued on page 21



Parker Boles
President, CEO
(he's right on target)

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