

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

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Serving Forest Products Buyers Worldwide



December 2009/January 2010

More Than 600 Attend NHLA Convention

By Gary, Terry, Paul Jr. and Wayne Miller

Boston, Massachusetts—Approximately 660 people attended the recent 2009 NHLA Annual Convention & Exhibit Showcase, held here at the Sheraton Boston Hotel. Hosted by the National Hardwood Lumber Association, the event packs in
Additional photos on pages 10 & 12 Continued on page 13



Paul Brooks, Quality Hardwoods Ltd., Powassan, Ont.; Ted Rossi, American Hardwood Industries Inc., Cromwell, Conn.; and Orn Gudmundsson, Northland Corp., LaGrange, Ky.

IWPA Hosts Reception For NHLA Attendees

Photos By Wayne Miller

Boston, Massachusetts—More than 50 people attended the International Wood Products Association's (IWPA) networking reception and program recently that occurred during the National Hardwood Lumber Association's annual conven-
Additional photos on page 16 Continued on page 13



Lenny Shibley and Tom Herga, Inter-Continental Hardwoods, Currie, N.C.; Doug Newman, Newnan Lumber Co., Gulfport, Miss.; and Chris Mongrain, Emerson Hardwood Group, Portland, Ore.

AHEC Members Informed Of International Impact

By Terry Miller

Boston, Massachusetts—The American Hardwood Export Council (AHEC) recently hosted a membership meeting during the National Hardwood Lumber Association's Annual Convention & Expo at the Boston Sheraton Hotel. Speakers
Additional photos on page 18 Continued on page 13



Roberto Torres, AHEC, Mexico; John Brown, Pike Lumber Co. Inc., Akron, Ind.; Michael Snow, AHEC, Washington, D.C.; and Bucky Pescaglia, Missouri-Pacific Lumber Co. Inc., Fayette, Mo.

Global Buyers Mission Bucks Economic Trends

Photos By Wayne Miller

Whistler, British Columbia—BC Wood recently hosted the 6th annual Global Buyers Mission (GBM), an in-market trade show featuring Canadian value-added wood products. Despite difficult economic times, the 2009 Global Buyers Mission
Additional photos on pages 12, 14 & 16 Continued on page 13



Ian Wight, Pacific Western Wood Works Ltd., Delta, B.C.; Fugiao Zhang, Hanzhou Jinsen Park Landscaping Co. Ltd., Hanzhou, China; Les Jozsa, Forintek Canada Ltd., Vancouver, B.C.; and Dennis Wight, Pacific Western Wood Works Ltd.

Exporters Gather At HMA

By Gary Miller

Concord, North Carolina—Hailing from 28 member companies, numerous guests and vendors gathered at the Embassy Suites hotel located here, for the recent Hardwood Manufacturers Assoc. (HMA) South Atlantic regional meeting.
Additional photos on pages 16 & 18 Continued on page 15



Tommy Battle, Battle Lumber Co., Inc., Wadley, Ga.; Jeff Meyer, Baillie Lumber Co., Hamburg, N.Y.; and Bob Miller and Tony Messina, Frank Miller Lumber Co. Inc., Union City, Ind.

FMC 2009: High-end Exhibitors Assure High Quality Trade Buyers

Shanghai, China—FMC 2009 and FMC Premium 2009 were concurrently held together recently with "Furniture China" at the Shanghai New International Exhibition Center. The shows reached a milestone in the history, according to representatives
Additional photos on page 18 Continued on page 15



Furniture China, held in Shanghai, attracted more than 1,900 exhibitors from 22 countries and regions, including 125 overseas areas.

Who's Who in Import/Exports



GRAFTON H. COOK

Grafton H. Cook handles sales and marketing for **Missouri-Pacific Lumber Co.** in Fayette, Mo. Missouri-Pacific Lumber Co. is one of the largest producers of Black Walnut lumber and veneer logs in North America. The company specializes in 4/4 through 16/4 No. 2 Common and Better Walnut including 10" and wider, 13" and wider, high-figure; and rift and quartered. Missouri-Pacific also manufactures 4/4 through 8/4 No. 2

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JEFF KELLY

Jeff Kelly is purchasing manager and foreman for **P J Lumber Co. Inc.** of Prichard, Ala. P J Lumber Co. Inc. is a concentration/distribution yard, manufacturer and exporter of wood. The company offers hardwood lumber – including White Oak, Ash and Red Oak – hardwood ripped strips and hardwood flooring on a national and international basis. It is one of a small number of companies that offer container

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HUGH REITZ

Hugh Reitz is president of **Reitz Hardwoods** in Wilmington, Del. Reitz Hardwoods specializes in domestic and imported hardwood species of lumber and wood guitar components. The company also acts as a broker/agent directly sourcing a multitude of exotic species. The imported hardwoods available in stock range from specially figured woods to lumber selected for special grain orientation and widths.

Continued on page 17



BOYD ROE

Boyd Roe is the managing director of **HBR International Imports Inc.** in Vancouver, B.C. (boyd@hbrbc.com). HBR International supplies Meranti Batu (Elite Grade), Philippine Mahogany, Rosewood decking and accessory items; Southeast Asian plantation species such as Gmelina, Bagras, and Chinese Hemlock/Fir; superior quality (one piece face MDF) engineered interior primed doors with

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THE WASHINGTON SCENE

to include the FLAME Act in the final appropriations package.

AF&PA Applauds Passage of Flame Act For Wildfire Funding

The American Forest & Paper Assoc. (AF&PA) recently applauded passage in the U.S. Senate of legislation to improve efforts to fight catastrophic wildfires by creating a dedicated fund within the Forest Service to pay for fire suppression activities and prevent other valuable land management programs from being raided in heavy fire years. The legislation, known as the FLAME Act, was recently passed as part of the 2010 Interior & Environment Appropriations Act. Catastrophic wildfires do immeasurable harm to habitat, valuable public forest resources, and, often times, the privately-owned forests that border public lands. According to AF&PA, the FLAME Act will provide adequate fire suppression funding without other programs having to suffer. "We are thankful for the leadership of Senators Bingaman, Murkowski, and Feinstein on this issue and hope the legislation can move quickly through conference and to the President for his signature," said AF&PA president and CEO Donna Harman. Fire suppression funds are often reallocated from other land management programs during severe fire years, leaving little money available for the forest management efforts that are essential to restoring forest health and preventing the massive greenhouse gas emissions that come from wildfires. At press time the bill now heads to conference with the House, AF&PA will urge conferees

Bureau Of Land Management Announces 2010 Work Plan

The Bureau of Land Management's (BLM) Secretary of Interior Ken Salazar recently announced the fiscal year 2010 Work Plan. Expected to generate between 200-230 million board feet, the plan calls for offering 62 timber sales from primarily plantation thinnings. Under the terms of the Northwest Forest Plan, the sales would be planned replacing the Western Oregon Plan Revision, which was withdrawn by Secretary Salazar earlier this year. Salazar also announced that a team of BLM and U.S. Fish and Wildlife Service (FWS) professionals would be working to identify future potential timber sales for implementation over the next two to three years. He also mentioned that he asked BLM Director Bob Abbey and FWS director Sam Hamilton to establish a special interdisciplinary task force to take a fresh look at the long-term management of BLM forests in Western Oregon. Recommendations will be made to the Secretary by the task force on a process for finding a strategy for forest management on the O&C lands that covers 2.1 million acres in Western Oregon.

Appropriations Ticking Timeline

While the House passed 12 of the annual spending bills before a recent recess, the Senate has yet to act on eight of the spending bills. In particular

Continued on page 15

AHEC Expands Promotional Efforts To Northern Vietnam

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.

In its inaugural exhibition, the Vietnam House & Decor 2009 was held in Hanoi, Vietnam recently during Vietnam's most robust housing industry. Vietnam is currently the largest recipient of Foreign Direct Investment (FDI) for Southeast Asian countries. The Vietnamese real estate market is seen as a busy transaction destination with many of its projects by Japanese, Taiwanese and Korean companies setting its operations in Saigon and Hanoi.

AHEC brought in world-renowned Hong Kong designer Kinney Chan to present a design seminar on American Hardwoods. Kinney Chan has designed and directed a wealth of award winning projects for prestigious hospitality properties. He shared his rich experience in hospitality, corporate office and residential project design and feature several projects that illustrate the interior application of U.S. Hardwood. The half-day event also featured an introduction of the sustainable American hardwood species and lumber grades by Bob Sabistina.

Vietnam has represented 58 percent of the Southeast Asian market for American Hardwood lumber shipments in the first half of both 2008 and 2009. It has been the fastest growing market in the region since 2006. Despite the decline from the global recession, anecdotal reports suggest that the last few months have seen a marked improvement in business. Demand for White Oak is strong again and Ash is moving well. Tulipwood is very competitive indeed. There are some signs that the market for Maple may be improving, but demand for Red Oak is very poor. One positive issue is the development of the market in northern Vietnam, centered on Hanoi, where construction is now improving and a furniture industry (some reportedly re-located from China) is emerging.



Most traders agree that Vietnam has become a "price only" market and that all others factors take a back seat. The market for American hardwoods has become ever more competitive. At the recent Vietnam wood show in Saigon, there were over 20 U.S. hardwood exporters exhibiting, along with three or four local importers offering American hardwoods, as well as promotion by AHEC, Commonwealth of Pennsylvania, Idaho and the Hardwood States Export Group. There were only two companies offering European hardwood lumber (one French and one German-based) and one company offering a range of raw material from several continents including South America. The American Hardwood Export Council (AHEC) is the leading international trade association for the U.S. hardwood industry, representing the committed exporters among U.S. hardwood companies and all major U.S. hardwood product trade associations. AHEC's member companies service the growing global demand for U.S. hardwood and represent the full range of hardwood products. AHEC maintains offices in Japan, Europe, Southeast Asia, China, Korea and Mexico, in addition to its Washington, D.C. headquarters, to serve the needs of the global community. For additional information please contact AHEC by phone at 202-463-2720, by fax at 202-463-2787 or consult our website at www.ahec.org.

Survey Reveals Challenges For Certified Products

(Reprinted from the Family Forests Alliance)

A recent survey of FSC certified forestry operations found that most believe the financial benefits of certification will stay the same or increase over the next five years.

Conducted by the FSC Family Forests Alliance, the research invited feedback from FSC Forest Management (FM) Certificate holders in the United States regarding their experiences and the perceived costs and benefits of FSC certification. There are 114 FSC certified forestry operations in the United States. The questionnaire also increases the understanding of group certification experiences and trends.

"Group certification has been around since the early-1990s and it is important to evaluate progress and understand where there are opportunities for improvement and growth," says Kathryn Fernholz, Executive Director of Dovetail Partners, Inc.

Half of the group certificates reported increases in membership in the past 12 months. About three-quarters of the groups provide both marketing and management planning services to their members and are generally satisfied with the services they are currently able to provide. More than 80 percent of the responding groups indicated an interest in the development of tools and resources related to "carbon offset aggregation project development."

"We see evidence of growth opportuni-

ties for family forest certification in the U.S., and building connections with carbon markets could be a key strategy for realizing these opportunities," says John Gunn, senior scientist at Manomet Center for Conservation Sciences.

But the research also identified some challenges. Nearly 90 percent of the groups reported challenges with the "lack of markets for certified products," while 72 percent also reported "high audit costs" as a challenge. While respondents recognize indicators that benefits of FSC certification are likely to increase, 75 percent of respondents claim that, currently, certification costs are still greatly exceeding benefits.

"Clearly, marketing and realizing economic benefits remain top priorities for certificate holders," says Katherine Albert Read, Secretariat for the Alliance and Director of Harvest Certification for the Trust to Conserve Northeast Forestlands.

Respondents to the survey also indicated that the most recognized benefits of certification are the new marketing opportunities.

"Forest management certificate holders are most interested in services related to marketing and they see an important role for FSC in the marketing and promotion of certified products," concluded Albert Read.

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E-Mail Addresses:
 Advertising: stokes@millerpublishing.com
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Gary Miller - President
Wayne Miller - Vice President/Executive Editor
Paul Miller, Jr. - Vice President/Editor
Terry Miller - Vice President/Associate Editor
Paul Miller - Secretary/Treasurer
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IWPA's Top 10 Resolutions for 2010

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



do? Our approach is to take a rifle-shot focus and maximize our exposure while

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I'm taking a break from raking leaves at my house to write this column on New Year's resolutions. It is an opportunity to promise yourself that in the New Year you will be healthier, wealthier, wiser, ... you get my point. The resolutions I'm offering have relevance for your business and personal life. It's been a tough 2009. Now it's time to dust ourselves off and march into 2010 with a new set of goals and expectations.

Social Media. The time has come for our industry to fully embrace. IWPA jumped in with two feet in 2009 by creating a fan page on FaceBook, a group on LinkedIn, a new blog (<http://iwpa.wood.blogspot.com>) and even a Twitter site (<http://twitter.com/iwpa.wood>). Join the conversation or just watch from the sidelines, but either way get up-to-speed as quickly as possible. As a test to see how easy and efficient the process, we established our presence on all four sites in one day. You can too!

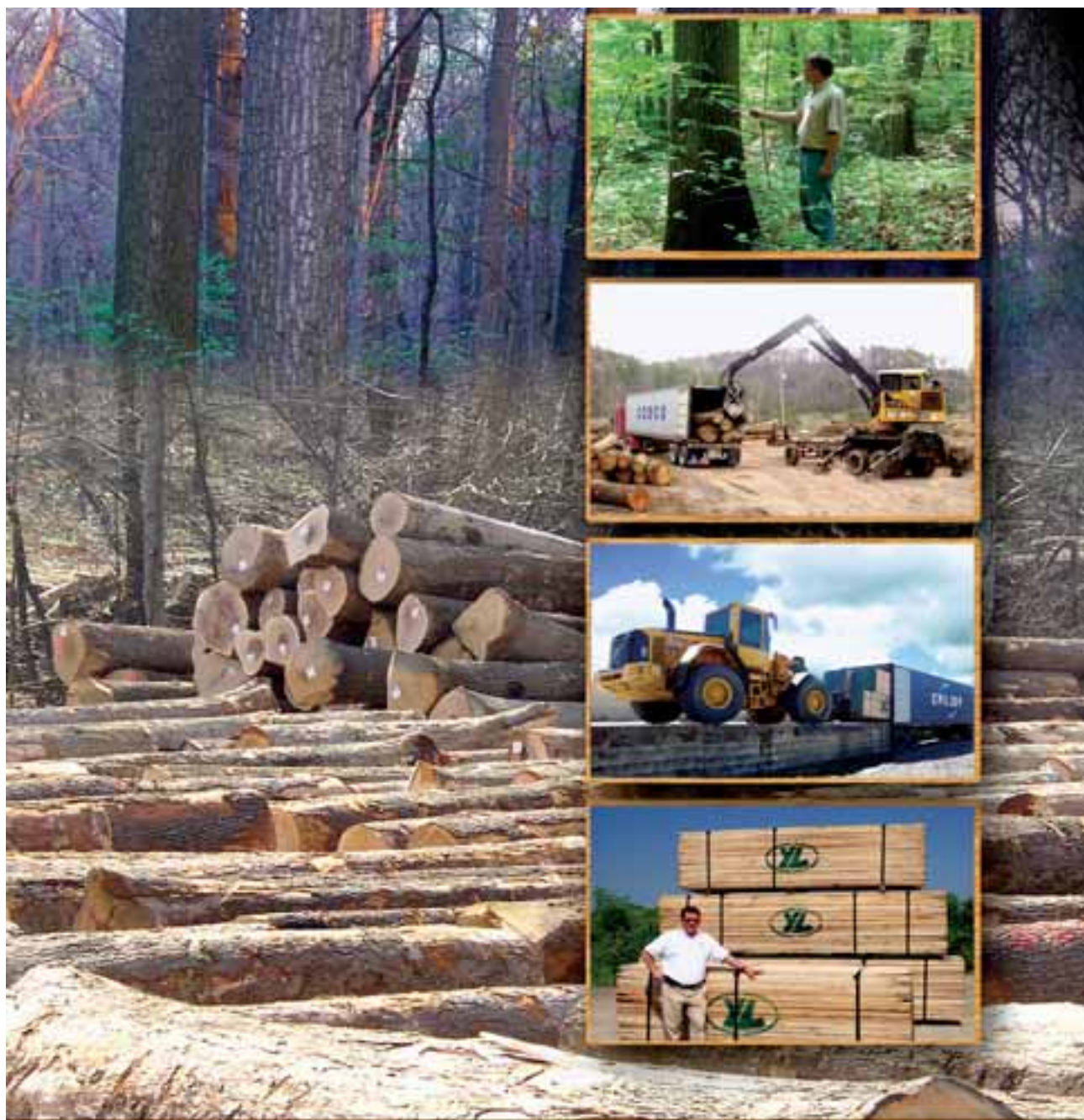
Embrace Technology. The potential from email marketing (e.g. Constant Contact), web-based content management software, and web-usage tracking tools (e.g. Google Analytics) greatly expands your ability to customize messages for different audiences and track the success of each initiative. Knowledge is power and the tools available today are certainly quite powerful. IWPA has completely modified our

entire technology system and have seen immediate benefits.

Make your business association work. Whether you are a member of IWPA, local Chamber or some other trade association – maximize your dues investment! As an association exec, nothing is more frustrating to me than finding out about a member's problem or question after the fact. We're here to help your company deal with government compliance issues, marketing, networking and a host of other services.

Join your business association. Ok, so somewhat self-serving and yes, I'm quite biased. However, only through groups can we effectively make a difference with our congressional leaders and regulatory agencies. Your voice is magnified through a group whether in advocacy or marketing. IWPA's online membership directory is receiving 1,500 unique hits / month as more and more purchasers know where to turn for their sourcing solutions and we're seeing this number continue to swell.

Attend Conventions and Tradeshows. Times are tough no doubt. You also recognize you can't grow by cutting. So what to



Lumber Sales - Paul Dow
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pauld@yoderlumber.com

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Log Sales - Eugene A. Walters, CF
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Lei Zhao
 Shanghai Office

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FORECASTS 2010!



Romel Bezerra
Etof Hansson, Inc.
Pembroke Pines, Fla.

Always the eternal optimist, it seems I have plenty of good reasons to believe we are definitely on our way to recovery. There are quite a few encouraging signs pointing out to a rebound of the economy, as I will briefly outline below:

- GDP (Gross Domestic Product) finally showed growth after more than a year.
- Inflation is in check, as we still have pressures on prices and wages.
- Productivity is slowly going up again, due primarily to less workers still being pushed to produce increased outputs.
- Housing starts are basically at the bottom, which means it can only go up, but sales of existing homes are growing strong, as people are taking advantage of currently available tax credits.
- The financial markets are slowly being straightened up and, although credit is still tight, better controls imply more

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Paul Dow
Yoder Lumber Co.
Millersburg, Ohio

Based on my conversations with our customers and suppliers I believe that 2010 will continue to be as challenging for the hardwood industry as 2009. Domestically, without a vast improvement in new home construction we cannot expect to see much of an increase in demand for our products. The housing industry is not forecasted to improve until late in 2010 and I believe that is a little optimistic. However the reduction in hardwood lumber production will likely continue thru Q3 for a number of reasons. Typical bad weather months December thru May, shortage of quality timber availability, lack of logging contractors and lack of capital to restart many sawmill operations will all have an effect on production levels. Exporting, with the global economies recovering much faster than the USA, we expect the demand for North American lumber and logs will continue to increase

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Kenny MacMaster and Robert MacMaster
Argo Fine Imports
Metairie, La.

The year 2010 will prove to be much better than 2009. Falling inventory levels and a growing order backlog

have been encouraging factors for a successful next year. The market conditions have improved and now that inventories and fixed costs have been greatly reduced for the majority of our customers, this should position them to have more confidence in additional purchases of product for growth. These factors

hold true for our industry but U.S. government actions can be the catalyst or the stopping point for growth. The U.S. dollar, job growth and consumer confidence will play a major role in this upcoming year.

A major challenge we may face next year could be raw wood sourcing and the ability to meet any large, sudden increase from our major customers — with overseas transportation a major issue. The major

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Doug Wilson
Wilson
Hardwoods Inc.
Titusville, Pa.

I do not expect much improvement in the hardwood lumber industry, or in the U.S. economy in 2010 but I think it will be better than what we all experienced this year. Our industry is, of course, dependent, to a large extent, on how well the housing industry is doing. I just read an article that said the housing industry in the United States is off 29.6 percent from a year ago. In my opinion, it might be 2011 or 2012 before we start seeing any real improvement in the housing sector in our country.

Fortunately, my sawmill operation does not have to rely on a bank to operate, but many in the hardwood lumber industry do. It's common knowledge that banks have gotten more difficult to work with. Now and in the future lack of credit will have a large effect on how lumber companies will be able to carry on and operate their businesses.

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Bucky Pescaglia
Missouri-Pacific
Lumber Co., Inc.
Fayette, Mo.


Cautious optimism. That seems to be the best way to describe our outlook for the coming year. We feel like a seasoned boxer that has gone toe to toe with the heavyweight champ for 15 rounds. We have taken some direct hits but also learned to adapt to the offense from our opponent. We went back to our own strengths and put the Champ against the ropes. Although we are a little battered, we are confident that we have defeated our foe.... but we still have to wait on the judges' decision to be sure.

The past few years have been quite a battle for most of us in the hardwood lumber industry. We have had to adapt to drastic market changes for our products. This has included a reduction in procurement and production to match demand. Layoffs occurred for the first time in our three generations of business. Our new leaner business model has put us in a position to not

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APP Timber – An Innovative Company Providing Imported Timber Solutions

By Michael Buckley



Michael Hermens, managing director of APP Timber, which was started in 1994 and offers a diverse product line. The firm works closely with about 30 suppliers 20 countries.

Kuala Lumpur, Malaysia—Owned and directed by a Dutchman who is married to a Singaporean, and based here and importing timber from around the world into Asia, APP Timber has to qualify as unique. Managing Director Michael Hermens has guided the extraordinary development of this timber trading firm.

It is probably fair to say that APP Timber started life in 1994 as a small traditional sales agent representing shippers of and lumber into Southeast Asia - mainly Malaysia. The company has come a long way since then, both in terms of growth and in its business philosophy. Today APP Timber is literally branching out all over and seeks to become a global player in the trading of all types of timber products with Asia as its main focus. The company has a long tradition in hardwoods, especially from the United States, but now also includes a significant portfolio of softwoods in its offering.

Hermens has always insisted that APP Timber “partners” with both its customers and suppliers. He fundamentally does not like the term agent. “We work with our partners to seek solutions to their problems of both supply and demand,” he says. “APP Timber will partner with any company wishing to find solutions to marketing and technical problems. In today’s difficult market it is essential that we are all on the same side of the fence.” This philosophy has not always found immediate acceptance, but over time Hermens believes that the company’s position has paid off. There is no other company in Southeast Asia today that can match the sheer range and choice of imported timber products on offer from one stable.

At a recent wood industry show in Saigon, APP timber partnered with several of its overseas suppliers from New Zealand, Chile, Finland, Australia and the USA. In total the company works closely with about 30 suppliers from 20 countries. The United States has long been a key source of raw material particularly hardwood lumber. As 2010 approaches, the company is looking to appoint a Sourcing Manager of any nationality with the right relevant experience and willing to live in Malaysia. There is a strong personal ethic within the 17 strong team based in Kuala Lumpur and 35 in total globally - all of whom Michael Hermens always refers to as his “colleagues.” The company intends to expand its marketing team in Asia with at least another 15 colleagues in 2010. APP Timber runs its own operations for importing timber products from Australia, Belgium, Cameroon in West Africa and the USA - four continents. There is also a representative in Brazil in South America.

Currently there is a warehouse in Malaysia, with three more planned, a large bonded warehouse in Vietnam and more planned for Indonesia and Thailand early in 2010 and thereafter. The growth of domestic markets within Asia and the need for better distribution and technical support are the main drivers of this growth programme.

APP Timber’s diversity of supply offers Asian customers the solutions they need from reputable suppliers in which the company has enormous confidence and trust. From an anticipated turnover of US\$21 million in 2009 Hermens expects the company to continue growing as more high value timber products such as heat-treated softwood and machined furniture and joinery parts are added to the portfolio. “Of course, this is the toughest market we have ever seen and it’s no longer just a question of reduced demand, now it’s a matter of finance as the squeeze shows its long-term effect,” he says. But he remains convinced that there is a real need in Asia for expertise in timber products from outside the region as consumption develops and economies come out of this current global recession.

Shipping on time and providing timely shipment information is one of the administrative tenants of APP Timber’s style of business. The new company understands



APP Timber has a long tradition of hardwoods, especially from the United States, but now includes a significant portfolio of softwoods.




APP Timber operates a warehouse in Malaysia, with more planned for Vietnam, Indonesia and Thailand in 2010 and thereafter. Here Bob Sabistina, with the National Hardwood Lumber Association, visits with Rudy Syarfi, of APP Timber-Indonesia.




APP Timber lists 39 species of timber available from certified sources, of which five key hardwoods are from the U.S. out of the 16 American hardwoods offered.




From an anticipated turnover of US\$21 million in 2009, APP Timber expects to continue growing as more high value timber products, such as heat-treated softwood and machined furniture and joinery parts, are added to the portfolio.



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ARGO FINE IMPORTS —Providing Knowledge, Service And Solutions

By Wayne Miller



(L to R) Robert and Elise, Kenny and Brittany and Don and Sherri MacMaster at the IWPA Annual Meeting in Palm Springs.



Buz Clanton and Kenny MacMaster handle sales at Argo Fine Imports in Metairie, Louisiana.



(L To R) Robert, Don (seated) and Kenny MacMaster.



Argo Fine Imports flooring sales team at the Surfaces show in Las Vegas. (L to R) Robert MacMaster, Steve Safran, Bob Keep, Don MacMaster and Joe Manguno.

Metairie, Louisiana— Don MacMaster, founder of Argo Fine Imports, is continuously searching for new strategies, new products and new directions. Hard work, determination, innovation and solid relationships have kept Argo Fine Imports in business for more than 30 years.

Argo's product line includes imported plywoods from Indonesia, Malaysia, Brazil, Ecuador, China and Guyana. A majority of the items are panel products, but the firm does offer laminated products, value-added items, cut-to-size, platforms, mouldings, particleboard and melamine board.

"We also carry a line of Realtree® camo products, which is the No. 1 selling camo in the United States. We laminate the Realtree® camo patterns onto plywood and various other substrates," MacMaster commented.

"We're also participating in the camouflage clothing industry and we're looking at new ideas right now for insulating various products."

Past president of the International Hardwood Plywood Assoc.,

MacMaster has worked in the wood products industry since the 1970's. "Argo has always been about service. The three segments of our business are OEM's, wholesale distribution and retail. Our experience qualifies us to work with an individual or a company, because we understand what they do and we understand their processes," MacMaster explained. "Argo is looking for the opportunity to come to the operation and see where we can help."

The company brings inventories into all major ports in North America, utilizing break-bulk and container services. Ports included are: Vancouver, Washington, California, New Jersey, Louisiana, Georgia and Florida. "We have long standing relationships with overseas mills in the Philippines, Indonesia and Malaysia that date back to 1983," MacMaster informed. "We import from Mexico, Indonesia, Malaysia, Brazil, Ecuador, Russia, and China. Certain product types fit certain applications, and we're not limited. We're currently bringing in a new

wood from Chile and some from Argentina, so basically we source the customer's needs and then find the products that meet the requirement and at the same time we keep up with the changes relative to the dollar in the different countries. These are the types of things that keep us on top of the game."

Including Don and his sons, Robert and Kenny MacMaster, the team consists of nine people in the sales department and four on the support team. Argo's key employees include Joe Manguno, Dick Olano, Tod Wager, Bob Keep and Buz Clanton. "Joe has over 20 years experience in the industry and has been here for five years. He has a lot of sales ability and is a part of the new generation going forward," MacMaster said. "We have sales representatives across the country and one in Saskatoon Saskatchewan, Canada."

The firm's integrated operating system allows for quick access to any product a customer might need. "If someone calls and we don't have the product they're looking for, we can look into our system at any of our customers who may have bought that product either sometime in the past or very recently and check to see if they can help us out. Our next option is to check our extensive list of importers that manufacture the product and see if they have anything

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Argo Fine Imports "Florcore", extreme underlayment panels.

COLE HARDWOOD inc.



EXPORTERS OF QUALITY

APPALACHIAN & NORTHERN HARDWOODS

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CHERRY
ASH
WALNUT



WHITE OAK
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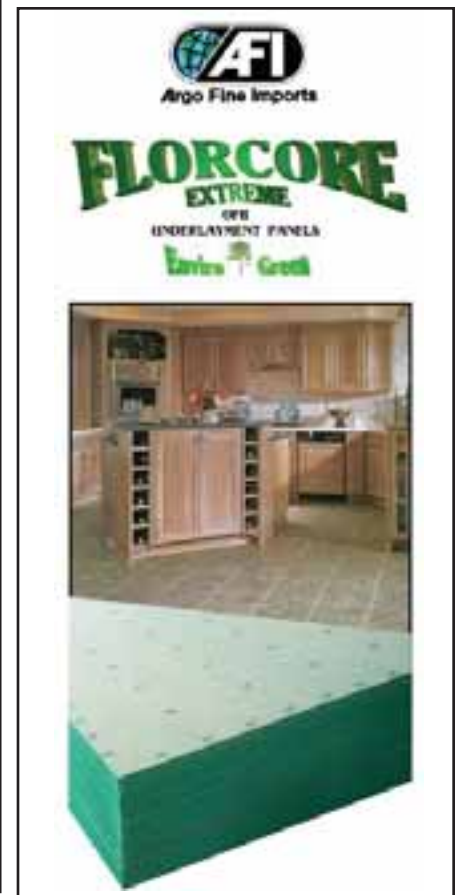
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ROBINSON LUMBER—Specializing In Domestic And Exotic Hardwoods

By Terry Miller



(L to R) Key employees at Robinson Lumber Co., Inc. include: President, Ivens Robinson; Liz Almyer, Southeast U.S. sales; Steve Stoufflet, Western U.S. sales; and Dan Lennon, U.S. Northeastern and Midwestern sales.



With three locations in Central and South America, a sales office in Europe, the company recently completed a move into its newest warehouse facility located five miles from New Orleans, in Chalmette, La. On five acres, the site for the new warehouse is fully paved, drained and fenced.



Senior Vice President Toto Robinson standing beside the firm's Cumaru Flooring.



An image of Robinson Lumber Co., Inc.'s 3-1/4" x 12' Caribbean Heart Pine Flooring ready for prompt shipment.



With an area designated specifically for exotic flooring, special fans are in place to provide extra air movement for increased quality of flooring storage.

New Orleans, Louisiana—Robinson Lumber Co., Inc., specializes in domestic, South American and African hardwoods, and hardwood flooring and decking. Currently owned and operated by the fourth generation of the Robinson family, the company has operations across the United States from coast to coast and around the globe.

With three locations in Central and South America, a sales office in Europe, the company recently completed a move into its newest warehouse facility located five miles from New Orleans, in Chalmette, La.

On five acres, the site for the new warehouse is fully paved, drained and fenced. The 72,000 square-foot building includes a covered loading and unloading area for flatbeds, four container-loading docks and a mechanical line for grading and sorting lumber. With an area designated specifically for exotic flooring, special fans are in place to provide extra air movement for increased quality of flooring storage.

The new custom-built concentration yard and manufacturing facility is in response to a long awaited recovery from Hurricane Katrina. "The new warehouse replaces an older facility we had in Chalmette," Joe Buckhaults, VP Flooring Division said. "Our entire crew looks forward to efficiently processing and shipping our customers' orders."

Robinson Lumber Co., Inc. offers lumber in many domestic and exotic species including Red and White Oak; Ash; Sassafras; Walnut; Hickory-Pecan; Genuine Mahogany; Jatoba; Ipe; Muiracatiara; Cumaru; Andiroba; Cabreuva; Spanish Cedar; Canary Wood; Muirapiranga; Purpleheart; Tatjuba; Tauari; Angelim Pedra; Angelim Vermelho; African Mahogany; Sapele; Makore; Utile; Wenge; Honduras Pine; Southern Yellow Pine and Reclaimed Heart Pine.

Recently the firm was excited to announce the introduction of its Antique Heart Pine flooring manufactured from large Heart Pine timbers that were removed from century old buildings. "We convert the timbers into solid 3/4-inch flooring in widths up to 7-1/2-inches and lengths up to 12-feet long," Buckhaults

Continued on page 25



Robinson Lumber Co., Inc. offers lumber in many domestic and exotic species including Red and White Oak; Ash; Sassafras; Walnut; Hickory-Pecan; Genuine Mahogany; Jatoba; Ipe; Muiracatiara; Cumaru; Andiroba; Cabreuva; Spanish Cedar; Canary Wood; Muirapiranga; Purpleheart; Tatjuba; Tauari; Angelim Pedra; Angelim Vermelho; African Mahogany; Sapele; Makore; Utile; Wenge; Honduras Pine; Southern Yellow Pine and Reclaimed Heart Pine.

Inside Robinson Lumber Co., Inc.'s new warehouse, the 72,000 square-foot building includes a covered loading and unloading area for flatbeds, four container-loading docks and a mechanical line for grading and sorting lumber.



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Canadian Hardwood Bureau Welcomes Speakers, Manager

By Wayne Miller



David Caldwell, Hardwood Market Report, Memphis, Tenn.; Pete Van Amelsfoort, Quality Hardwoods Ltd., Powassan, Ont.; Michael Buckley, Turnstone Communications, Singapore; and Jean-Francois Houde, Canadian Wood Packaging and Container, Wood Pallet & Container Assoc., Fenelon Falls, Ont.



Paul Cramp, Stanley Knight Ltd., Meaford, Ont.; Doug Knowles, Wolf River Lumber, Inc., New London, Wis.; and Wayne Miller, Import/Export Wood Purchasing News, Memphis, Tenn.



Scott Anderson, Great Lumber, Duluth, Minn.; Art Nelson, Weston Forest Group, Mississauga, Ont.; and Kevin Gillette, Tioga Hardwoods, Inc., Berkshire, N.Y.



Roy Reif, Quality Hardwoods, Ltd., Powassan, Ont.; Yves LaPointe, ProLam, St. George, Que.; Stephanie Van Dystadt, DV Hardwoods, Inc., Fassett, Que.; Chuck Beatty, Gutches Lumber, Cortland, N.Y.; and Andy Schafer, Cut Rite Lumber Ltd., Toronto, Ont.



Mark Barford, NHLA, Memphis, Tenn.; Randy Bowers and Shawn Collins, Tioga Hardwoods, Inc., Berkshire, N.Y.; Paul Brooks, Quality Hardwoods Ltd., Powassan, Ont.; and Mario Brunet, Nationwood, Inc., St-Andre-Avellin, Que.



Guest Speaker Michael Buckley accepts gift from CHB, presented by Pete Van Amelsfoort, Quality Hardwoods Ltd., Powassan, Ont.

Boston, Massachusetts—Richard Lipman, representing the Wood Manufacturing Council, was recently introduced as the new manager of the Canadian Hardwood Bureau at the organization's meeting, held in conjunction with the National Hardwood Lumber Association's (NHLA) Annual Convention. The Boston Sheraton Hotel served as the site for both the convention and the Bureau's meeting.

Pete Van Amelsfoort of Quality Hardwoods opened the meeting and provided welcoming remarks. He noted that within about six months prior to the meeting, the Canadian Lumbermen's Association disbanded and its softwood members merged with the Ontario Forest Industries. Additionally, he said, the Hardwood Bureau members separated and, thus, the meeting during the NHLA convention represented a fresh start for the Canadian Hardwood Bureau.

During the meeting, the Bureau's mission was defined and discussed. The CHB will work to: provide networking opportunities for its members; provide a platform to support the flooring industry grades and marketing support; and provide a platform to complete and promote the Life Cycle Analysis Initiative for the flooring group.

NHLA Executive Director Mark Barford addressed the gathering briefly to open the CHB business meeting, followed by Michael Buckley, a well-known speaker who specializes in hardwood market analysis and promotion.

Paul Cramp also spoke on the topic of the Life Cycle Analysis – Canadian Wood Flooring.

For more information, contact CHB at 613-567-4664. The CHB is located in Ottawa.

Chris Castano, Champlain Hardwoods, Inc., Essex Junction, Vt.; Art Nelson, Weston Forest Group, Mississauga, Ont.; Loren Voyer, Champlain Hardwoods Inc.; and Glen Peacock, Peacock Lumber Ltd., Oshawa, Ont.



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NHLA PHOTOS - Continued from page 1



John Smith, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; Crystal Oldham, National Hardwood Lumber Assoc., Memphis, Tenn.; Bob Caferio, J & J Log & Lumber Corp., Dover Plains, N.Y.; and Romel Bezerra and Robert Maynard, Elof Hansson Inc., Suwanee, Ga.



Tom Sheets, Blue Ridge Lumber Co. LLC., Fishersville, Va.; Thuy and Norm Murray, U-C Coatings Corp., Buffalo, N.Y.; and Jim Reader, Downes & Reader Hardwood Co. Inc., Stoughton, Mass.



Chris Guth and Ed Armbruster, Industrial Timber & Lumber Corp., Beachwood, Ohio; and Ron and Barbara Wilson and Lindsay Crawford, Cascade & Port Angeles Hardwood, Chehalis, Wash.



John Clark, Kitchens Bros. Manufacturing Co., Hazlehurst, Miss.; Matt Begley, Begley Lumber Co. Inc., London, Ky.; and Gordon McIvain, Alan McIvain Co., Marcus Hook, Pa.



Norm Strotman and Patrick Hennebique, Bradford Forest Products Inc., Bradford, Pa.; Jesper Bach, Baillie Lumber Co., Hamburg, N.Y.; Jon Swanson, American Lumber Co. LP, Hamburg, N.Y.; and Mike Edlin, Washington Alder LLC, Mount Vernon, Wash.



Bill Gillette, Josh Bowers, Shawn Collins, and Randy Bowers, Tioga Hardwoods, Inc., Berkshire, N.Y.



Chip Dickinson, Anderson-Tully Co., Memphis, Tenn.; David Caldwell, Hardwood Market Report, Memphis, Tenn.; Blaine Burroughs, Armstrong Wood Products Inc., West Plains, Mo.; and Bill Reese, Penn-Sylvan International Inc., Spartansburg, Pa.



Scott Holley, Industrial Timber & Lumber Corp., Beachwood, Ohio; Randy Flament, Emporium Hardwoods Inc., Emporium, Pa.; Rick Ekstein, Weston Forest Group, Mississauga, Ont.; and Wayne Miller, Import/Export Wood Purchasing News, Memphis, Tenn.



Alan Manchester, Manchester Lumber Inc., Johnson, Vt.; Wally Fields, Walter M. Fields Lumber Co. Inc., Memphis, Tenn.; Jack Shannon III, J.T. Shannon Lumber Co. Inc., Memphis, Tenn.; and Richard Conti, Matson Lumber Co., Brookville, Pa.



Scott Cummings, Cummings Lumber Co. Inc., Troy, Pa.; Galen Weaver, Weaver Inc., Lebanon, Pa.; Nancy Arend, Weyerhaeuser Hardwoods, Federal Way, Wash.; and Roy Cummings and Chip Cummings, Cummings Lumber Co. Inc.



Bo Hammond and Bob Conger, Coastal Lumber Co., Charlottesville, Va.; and Gordon Duplain, Appalachian Flooring Ltd., Cowansville, Que.



Brent Stief, Huron Forest Products Inc., Alliston, Ont.; Kevin Gillette, Tioga Hardwoods Inc., Berkshire, N.Y.; Paul Johnson and Michael Johnson, Johnson Bros. Lumber Co., Cazenovia, N.Y.; and John Brown, Pike Lumber Co. Inc., Akron, Ind.



Steve Arnold, Missouri Walnut LLC., Neosho, Mo.; Gary Miller, Import/Export Wood Purchasing News, Memphis, Tenn.; and Steve Johnson, Thompson Hardwoods, Inc., Hazlehurst, Ga.



Hud Caldwell, Gutches Lumber, Latrobe, Pa.; Dan Caldwell, Atlanta Hardwood Corporation, Mableton, Ga.; and Tom Caldwell, Gutches Lumber, Cortland, N.Y.



Joe Hyrka, Atlanta Hardwood Corp., Memphis, Tenn.; John Scott, Anderson-Tully Co., Vicksburg, Miss.; and Steve Wagner, Western Lumber Co., Portland, Ore.



Jeff Irwin, Pike Lumber Co. Inc., Akron, Ind.; Sally Johnson, Batey Ltd., Mount Pleasant, Iowa; Jeff Wieland, Wieland & Sons Lumber Co., Winthrop, Iowa; and Steve Arnold, Missouri Walnut LLC, Neosho, Mo.



Peter Ross, Ontario Hardwood Products Ltd., Toronto, Ont.; John and Debbie Owsiany, Hartzell Hardwoods Inc., Piqua, Ohio; and John Patterson, Begley Lumber Co. Inc., London, Ky.



Wally Fields, Walter M. Fields Lumber Co. Inc., Memphis, Tenn.; Denise and Paul Dow, Yoder Lumber Co., Millersburg, Ohio; Adam Taylor, Ralph Taylor Lumber Co., Memphis, Tenn.; and Lauren and Rick Burnett, Cross Creek Sales, Augusta, Ga.



Dan Lennon, Robinson Lumber Co., Inc., New Orleans, La.; and Jim Reader, Rod Reader and Ed Downes, Downes & Reader Hardwood Co., Inc., Stoughton, Mass.



Terry Miller, Import/Export Wood Purchasing News, Memphis, Tenn.; Romel Bezerra and Joel Osterloh, Elof Hansson, Sawanee, Ga.; Monte Jensen, DMSI, Omaha, Neb.; and Paul Sorek, Matson Lumber Co., Brookfield, Pa.



Eric Vigneault, Vexco Inc., St-Ferdinand, Que.; Michel Berard, Transit King City/Northway Forwarding Ltd., Montreal, Que.; Stephan Arbour, Les Bois J.M. Arbour Inc., Shawinigan-Sud, Que.; Lloyd Lovett, Transit King City/Northway Forwarding Ltd., Alliston, Ont.; and Curtis Struyk, TMX Shipping Co., Inc., Morehead City, N.C.



John Clark, Kitchens Bros. Manufacturing Co., Hazlehurst, Miss.; Steve Johnson and John Stevenson, Thompson Hardwoods, Inc., Hazlehurst, Ga.; and Charlie Netteville, Fred Netteville Lumber Co., Woodville, Miss.

Additional photos on page 12

NHLA Presents Forest Stewardship Award To ITL

Memphis, Tennessee—The National Hardwood Lumber Association (NHLA) has named Industrial Timber & Lumber Co. (ITL) of Beachwood, Ohio, the winner of the 2009 Forest Stewardship Award. The award was presented to ITL during the 2009 NHLA Annual Convention & Exhibit Showcase in Boston, Mass.

NHLA has honored members who exemplify excellence in forest stewardship through the Forest Stewardship Award for the past 13 years. Award recipients are recognized for their distinguished efforts in five areas of forest stewardship: public education, political involvement, promotion to private forestland owners, land management practices and mill/business activities.

"ITL's commitment to 'take personal responsibility for sustaining the timberlands, wildlife habitat and ecosystems in which we work' is evident in every aspect of the company," said Dave Redmond, first vice president, upon presenting the award. "It is my sincere honor to present this award to ITL—a great asset to NHLA and the entire hardwood industry."

According to an ITL representative, the company is committed to high standards and education, two priorities that shape the foundation of the company's business structure. The company hosts

"Logger Appreciation" events that incorporate silvicultural, operational and safety training, encouraging logging contractors to participate in the Sustainable Forestry Initiative (SFI) training and providing additional compensation to loggers who complete and maintain SFI training. ITL also promotes and supports the activities of the Society of American Foresters, of which all ITL foresters are members.

ITL also owns and manages approximately 35,000 acres of prime hardwood forestland through its affiliate, Chagrin Land Limited Partnership in northwest Pennsylvania and southwest New York. ITL president Larry Evans said, "ITL believes the forest should provide what it can and does not allow sawmills to dictate what is harvested from the forest."

ITL is not only committed to good forest stewardship but is also highly committed to the people who manage the resource and to those who mill, process, package and sell the lumber it produces. It is due to this commit-



Tom Walthousen, Director of Industry Relations for NHLA (pictured far right) presents ITL with the Forest Stewardship Award. Pictured left to right: Chris Guth, Head Forester, Michael Drusinsky, Owner and Larry Evans, President.

ment to the development of the human capital needed to manage the forest resources of North America and its dedication to excellence that Industrial Timber & Lumber Company has been

awarded the 2009 Forest Stewardship Award by the National Hardwood Lumber Association.

WHO'S WHO - Cook

Continued from page 2

Common and Better Red Oak; 4/4, 6/4 and 8/4 No. 1 Common and Better Aromatic (Eastern) Red Cedar; and 4/4 through 12/4 No. 2 Common and Better Soft Maple.

Missouri-Pacific is a member of the National Hardwood Lumber Assoc., American Hardwood Export Council, American Walnut Manufacturers Assoc. and the Missouri Forest Products Assoc.

Cook has been with Missouri-Pacific for nearly eight years total. In his role, Cook works alongside company ownership to formulate and implement marketing strategies and plans including company web design and Internet communications, and sales plans which include identifying prospective market opportunities.

Cook began his career in the forest products industry in 1982 as a salesman with G.H. Cook Lumber Co., his father's hardwood wholesale company. He has been involved in the hardwood lumber export industry for about 15 years. During this time he worked as a dry kiln operator for Sanders Lumber Co. in South Bend, Ind. and he also worked in export sales for Suntree Hardwoods Inc. in Dowagiac, Mich., and Oaks Unlimited Inc. in Waynesville, N.C.

Cook is a graduate of Lakeshore High School in Stevensville, Mich., and attended Central Methodist University in Fayette, Mo. He also graduated from the Defense Language Institute Foreign Language Center in Monterey, Calif.

Cook and his wife of 13 years, Anne, have one son, Grafton Cook IV, who is currently serving in Iraq. Cook enjoys hiking, fishing, carpentry and travel.

WHO'S WHO - Kelly

Continued from page 2

loads of only one width of White Oak, in 4" to 12" clear, FAS strips.

P J Lumber Co. Inc. is a member of the National Hardwood Lumber Association, Appalachian Hardwood Manufacturers Inc., Southwest Lumbermen's Club and West Side Lumbermen's Club.

Kelly began working for P J Lumber Co. Inc. at age 13 – off and on – and hired fulltime with P J Lumber Co. Inc., eight years ago. His first job in the industry, he has also carried out grading. He has been in his current position for two

Continued on page 17



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Ash	4/4 FAS 10W	2000	Hard Maple	4/4 FAS 6"	24 M	Red Oak - NC	4/4 FAS QTR	107 M	Cypress - Dry	1x3xRL 2 Com	7 M
	4/4 Select 6"	11 M		4/4 FAS 8"	18 M		4/4 FAS RFT	17 M		1x4xRL 2 Com	7 M
	4/4 Select 6-16"	13 M		4/4 Sel&Btr Sap&Btr	92 M		4/4 FAS 10&W	5 M		1x6xRL 2 Com	28 M
	5/4 FAS	48 M		4/4 #1 & 2 White	58 M		4/4 1 Com	12 M		1x8xRL 2 Com	70 M
	5/4 1 Com	30 M		4/4 Select 6"	30 M		4/4 2 Com	36 M		1x10xRL 2 Com	30 M
	6/4 FAS	54 M		4/4 Select 7"	6 M		5/4 FAS Qtr	30 M		1x12xRL 2 Com	48 M
	6/4 Select 6-16"	2 M		6/4 FAS	2 M		5/4 FAS RH	3 M		1x4xRL Select	33 M
	6/4 1 Com	12 M		6/4 1 Com	8 M		6/4 FAS 10-16"	120 M		1x6xRL Select	40 M
	6/4 2 Com	26 M		6/4 FAS White	10 M		6/4 FAS 10&W 8-14"	48 M		1x8xRL Select	50 M
	7/4 FAS	4 M		Poplar			6/4 1 Com 7&Longer	30 M		1x10xRL Select	36 M
	8/4 FAS	88M		4/4 FAS	64 M		6/4 FAS	72 M		1x12xRL Select	31 M
	8/4 1 Com	9 M		4/4 FAS 6-9"	22 M		6/4 FAS 10&W	25 M		6/4 x RWL Select	11 M
	8/4 2 Com	9 M		4/4 FAS 6-7"	18 M		6/4 1 Com	16 M		5/4x4 Select	7 M
	Basswood			4/4 FAS 10W	5 M		6/4 2 Com	32 M		5/4x6xRL Select	25 M
	4/4 Sel&Btr	85 M		4/4 2 Com	16 M		Soft Maple - WV & PA			5/4x4 2 Com	10 M
	4/4 1 Com	39 M		5/4 FAS	32 M		4/4 FAS 1&2 WHI	32 M		5/4x6 2 Com	13 M
	4/4 2 Com	18 M		5/4 Sel 6" & Longer	33 M		4/4 Sel&Btr Sap&Btr	200 M		5/4x10 2 Com	20 M
	5/4 Sel&Btr	51 M		6/4 FAS 10-12"	42 M		4/4 1 Com	60 M		5/4x12 2 Com	12 M
	6/4 Sel&Btr	13 M		7/4 FAS 12 & Longer	42 M		5/4 FAS WHI	8 M		5/4xRWL Pecky	8 M
	6/4 1 Com	23 M		6/4 FAS	100 M		6/4 FAS WHI	67 M		6/4x4 Select	4 M
	6/4 1 Com	11 M		10/4 FAS	41 M		6/4 FAS WHI	15 M		6/4x4 2 Com	3 M
	Beech			10/4 1 Com	22 M		6/4 1 Com	4 M		6/4x6 2Com	3 M
	4/4 FAS Bright	15 M		12/4 1 Com	14 M		Soft Maple NC WHAD			2x6 Sel	11 M
	Hickory			Red Oak - WV & PA			4/4 Sel&Btr	31 M		2x10 Sel	2 M
	4/4 FAS	34 M		4/4 FAS	84 M		4/4 Sel&Btr Sap	17 M		2x12 Sel	6 M
	4/4 1 Com	42 M		4/4 FAS Wheat	12 M		5/4 Sel&Btr	77 M		2x6 2 Com	20 M
	Cherry			4/4 FAS RIFT	6 M		6/4 Sel&Btr	7 M		2x8 2 Com	7 M
	4/4 FAS 90/50+	48 M		4/4 FAS QTR	37 M		Walnut			2x12 2 Com	11 M
	4/4 FAS 10&W	2 M		4/4 FAS 6"	30 M		4/4 1 Com	19 M		4/4 Pecky	5 M
	4/4 FAS 90/90	14 M		4/4 FAS 8"	34 M		White Oak				
	4/4 Select 6"	24 M		4/4 Select 8 & longer	60 M		4/4 FAS	24 M			
	4/4 Select 7"	12 M		4/4 1 Com	96 M		4/4 FAS 3"	18 M			
	4/4 8&longer 4-5 5"	72 M		4/4 2 Com	72 M		4/4 FAS 3"	18 M			
	4/4 1 Com 90/50+	14 M		5/4 FAS	84 M		4/4 Sel&Btr QTR	70 M			
	4/4 2 Com	60 M		5/4 FAS 10&W 8-16"	22 M		4/4 RIFT S&B	9 M			
	4/4 3 Com	72 M		5/4 1 Com	50 M		4/4 Rustic	36 M			
	5/4 FAS PA Production	14 M		5/4 2 Com	90 M		4/4 4" FAS	64 M			
	6/4 1 Com	22 M		6/4 FAS	48 M		4/4 1 Com	12 M			
	6/4 FAS 90/50	165 M		6/4 1 Com	15 M		4/4 2 Com	12 M			
	6/4 2 Com	28 M		7/4 FAS 8"	23 M		5/4 FAS	36 M			
	6/4 FAS	50 M		6/4 FAS	64 M		5/4 FAS 4"	4 M			
	6/4 Sel	16 M		6/4 1 Com	16 M		5/4 FAS 5"	17 M			
	6/4 1 Com	14 M		6/4 2 Com	32 M		6/4 FAS	36 M			
	6/4 2 Com	23 M					6/4 1 Com	84 M			
	12/4 FAS	2 M					6/4 2 Com	24 M			
							6/4 FAS 10"	12 M			



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NHLA PHOTOS - Continued from page 10



Tim Laden, Mark Miller and Chris Moore, Frank Miller Lumber Co., Union City, Ind.



Keith McPherson, Sirianni Hardwoods Inc., Painted Post, N.Y.; and Steve Arnett and William von der Goltz, Downes & Reader Hardwood Co., Inc., Greensboro, N.C.



Roy Reif, Quality Hardwood Ltd., Powassan, Ont.; Michel Berard, Transit King City/Northway Forwarding Ltd., Montreal, Que.; Mista Feist, Holmes & Company, Inc., Columbia City, Ind.; and Lloyd Lovett, Transit King City/Northway Forwarding Ltd., Alliston, Ont.



Claude Cadrin, C.A. Spencer Inc., Laval, Que.; Sandra and Butch Ousley, Buchanan Hardwoods Inc., Aliceville, Ala.; and Scott Lilley, Hardwood Industries, Sherwood, Ore.



Jean Desilets, C.A. Spencer Inc., Laval, Que.; Michael Gosselin, Natural Wood Ltd., Walsall, United Kingdom; and Doug Knowles, Wolf River Lumber, Inc., New London, Wis.



Steve and Donna Houseknecht, Wagner Lumber Co., Owego, N.Y.; and Greg Devine, Abenaki Timber Corp., Kingston, N.H.



Ted Rowe Jr., UCS Global, Toronto, Ont.; Kim Vollinger, W.M. Cramer Lumber Co., Hickory, N.C.; Stephen Markum, Blue Ridge Lumber Co. LLC, Fishersville, Va.



Warren Spitz and Mark Mah, UCS Forest Group, Toronto, Ont.; and Todd Hammond, Sierra Forest Products, Salt Lake City, Utah



John Griffith, Frank Paxton Lumber Co., Denver, Colo.; Terry Miller, Import/Export Wood Purchasing News, Memphis, Tenn.; Chris Guth and Michael Drusinsky, Industrial Timber & Lumber Corp., Beachwood, Ohio; and Peter Ekstein, Weston Forest Group, Mississauga, Ont.



Grafton Cook, Missouri-Pacific Lumber Co., Fayette, Mo.; Darren Hubart, Banks Hardwoods Inc., White Pigeon, Mich.; Steve Sievers, C/K International LLC, Durham, N.C.



Roy Reif, Quality Hardwoods Ltd., Powassan, Ont.; Ray Dillman, Tuscarora Hardwoods Inc., Elliottsburg, Pa.; Chris Kassover, Lumbermen's Underwriting Alliance, Boca Raton, Fla.; and Paul Miller Jr., Import/Export Wood Purchasing News, Memphis, Tenn.



Gordon Glass, Gateway Hardwood Lumber Co., Kirtland, Ohio; and George Evarts, G.H. Evarts & Co., Springfield, N.H.



Raeann Blair, Kurt Sumrall, Pam Stewart and Brian Sellew, Tradelands Inc., Mobile, Ala.



Todd Webb, Jim C. Hamer Co., Kenova, W.Va.; Tony Honeycutt, Mullican Flooring, Johnson City, Tenn.; Jack Hatfield, Jim C. Hamer Co.; and Hud Caldwell, Gutches Lumber, Latrobe, Pa.



Rod McGraw and Delbert Thompson, Wieland & Sons Lumber Co., Winthrop, Iowa; and Desmond Johnston, Industrial Timber & Lumber Corp., Beachwood, Ohio



Michael Snow, American Hardwood Export Council, Washington, D.C.; Orm Gudmundsson Jr. and Orm Gudmundsson Sr., Northland Corp., LaGrange, Ky.; and Joe Snyder, Fitzpatrick & Weller Inc., Elllicottville, N.Y.

GBM Photos - Continued from page 1



Tom Johel, Thuy and Norm Murray, U-C Coatings Corp., Buffalo, N.Y.; and Dave Bramlage, Cole Hardwood Inc., Logansport, Ind.



Matt Tietz, McDonough Manufacturing Co., Eau Claire, Wis.; John Brown, Pike Lumber Co., Akron, Ind.; Stefanie Brown, American Hardwood Export Council, Hardwood Federation, Washington, D.C.; and Michael Snow, American Hardwood Export Council, Washington, D.C.



Paul Zartman, The Waldun Group, Maple Ridge, B.C.; Peter Burns, Oregon-Canadian Europe Inc., Wigan, United Kingdom; and Curtis Walker, The Waldun Group



Michael and Patricia Woods, Sound Cedar Co. Inc., Mount Vernon, Wash.; and Carlos Furtado, Sawarne Lumber Co. Ltd., Richmond, B.C.



Tom Jones and Dick Jones, The Teal-Jones Group, Surrey, B.C.



Scott Wetaski, Canadian Engineered Wood Products Ltd., Sylvan Lake, Alta.; J. C. Lee, BC Wood/Canada Wood Group, Kangwon-Do, Korea; and Jeff Li, BC Wood/Canada Wood Group, Shanghai, China

Additional photos on page 14

NHLA -

Continued from page 1

four days of business and networking with peers.

Former Mayor of New York City, Rudolph Giuliani, and Dick Vitale, one of college basketball's top analyst and ambassador, who joined ESPN in 1979, served as keynote guest speakers. Several other guest speakers led educational and informational sessions, some of which were held during various associational meetings.

Among the associations meeting during the NHLA Convention were: the American Walnut Manufacturers; the Hardwood Forest Foundation; the International Wood Products Assoc.; the Hardwood Distributor's Assoc.; the Canadian Hardwood Bureau; the Fellowship of Christian Lumbermen; and the American Hardwood Export Council. Many held receptions in conjunction with the annual NHLA gathering, including one hosted by the Lumbermen's Underwriting Alliance.

Educational seminars included such topics as: A New Era—The Next Generation of the Lumber Industry; Lumber Credit Insurance; and Banking, Economy and Hardwood. Among the presenters at the seminars were: Norm Murray, U-C Coatings Corp.; Sally Johnson, Batey Ltd.; Scott Heidler, Heidler Hardwood Lumber Co.; Greg Patenaude, Peladeau Lumber Inc.; and Kim Vollinger, W.M. Cramer Lumber Co.

Exhibitors and members of NHLA also displayed new products and announced new services in the Exhibit Showcase and Trader's Alley.

In addition to focusing on business, NHLA attendees and guests also were treated to various entertainment opportunities, such as a tour of Boston, including a stop at Fenway Park, home of the 2004 and 2007 World Series Champions, the Boston Red Sox.

New items on the agenda at the NHLA Convention this year included: an inspector training school reception, a New England Clambake and attending a Boston Red Sox baseball game.

Mark Barford, executive director of NHLA, and Ted Rossi, president of American Hardwood Industries, welcomed all attendees and guests with opening remarks.

NHLA represents over 1,600 companies and individuals from all aspects of the industry. NHLA exists to serve its members and provide them with the tools, information, support and services they need to succeed in a global industry and economy.

For more information about the association, visit its website at www.nathardwood.org.

IWPA -

Continued from page 1

tion at the Boston Sheraton Hotel. Brent McClendon, IWPA's Executive Vice President, provided updates on the Lacey Act, import statistics, a detailed analysis of recently released *International Wood* magazine's distribution and target audience, and concluded with information on IWPA's upcoming April 28-30, 2010 convention in Miami Beach, Fla. (more info at www.iwpawood.org).

Several IWPA members spoke on the current status of overseas supply from Africa, South America and Southeast Asia, with all noting that current market conditions are quite challenging for both U.S. companies and overseas manufacturers.

Mark Barford, NHLA's Executive Director, thanked IWPA for hosting the reception and relayed how pleased he was with the close working relationship and ongoing cooperation that exists between the two associations.

AHEC -

Continued from page 1

discussed a multitude of areas impacting the lumber industry.

Among the presentations was one by Kazuyuki Morita of the Japanese Forestry Ministry who spoke about Japan's Green Procurement Law. He reported that AHEC's Responsible Procurement Policy (RPP) was accepted by Japan, as assuring legality in conforming with the Green Procurement Law (i.e.: certification not

required for American hardwoods). Michael Snow, executive director of AHEC, stated that the group also discussed the organization's legal separation from AF&PA and incorporation as an independent organization. He noted that this process is ongoing but will be completed in early 2010. A review of AHEC's overseas programs and promotion budgets by region were also topics of discussion.

Another presentation at the AHEC meeting focused on USDA Foreign Agricultural Service (FAS) funding for hardwood promotions. William Bomersheim, director of FAS Forest Products and Field Crops Division, gave this presentation. He emphasized the importance of industry participation (contribution reports) and success stories in the U.S. industry.

Additionally, the AHEC overseas staff gave a panel discussion on global markets for U.S. hardwoods and major trends and opportunities around the world.

New AHEC board members who were elected at the Boston meeting include: Ron Artz, Augusta Lumber LLC; Jack Shannon III, J.T. Shannon Lumber Co. Inc.; Werner Lorenz, Indiana Veneers; Grafton Cook, Missouri-Pacific Lumber Co. Inc; and the promotion of Dean Alanko, Allegheny Wood Products Inc., to the position of secretary/treasurer of the executive committee.

AHEC is an international trade association for the American hardwood industry, representing companies and trade associations engaged in the export of a full range of U.S. hardwood products, including lumber, veneer, plywood, flooring, moulding and dimension materials.

AHEC's corporate offices are in Washington, D.C. Visit the organization's website at www.ahec.org.

GLOBAL -

Continued from page 1

(GBM) was sold out, said Brian Hawrysh, BC Wood Specialties Group (BC Wood) CEO.

"This was the largest-ever Global Buyers Mission, with over 700 participants – 50 percent more than we planned for," said Hawrysh. "BC's value-added wood industry is determined to push through today's economic challenges. Clearly, the GBM is seen as a good vehicle for that."

"Exhibition space was fully booked and we've attracted buyers from around the world who still want to do business with our industry. Such strong interest is encouraging, especially in light of current economic conditions."

Over 230 pre-qualified international buyers came from Australia, Belgium, China, Czech Republic, Germany, Ireland, Japan, Korea, Mexico, Malaysia, Italy, Scotland, Spain, Taiwan, Vietnam, the United States, and the United Kingdom.

Products on display at the 2009 GBM included log homes, pre-fabricated homes, engineered wood products, treated lumber, windows, doors, mouldings, flooring, and other value-added wood building products.

The GBM is expected to generate over \$20 million in sales for value-added pro-

ducers. Held at the TELUS Whistler Conference Centre, the show is Canada's largest event dedicated to value-added wood producers. It hosted international buyers, registered North American architects and representatives of local wood products manufacturers.

Buyers and architects also toured production facilities and visited construction sites around BC to see how value-added products are produced and used. Besides helping buyers immediately source high quality, innovative and competitively priced wood products, the tours helped build future business relationships by familiarizing potential customers with BC's wood species, value-added wood producers and up-to-date construction technologies used in Olympic venues and local and First Nations communities.

Speakers at the GBM included Russ Taylor, of R.E. Taylor & Associates, whose address was "Perspectives On North American & Global Markets: After The Housing Collapse – What Next?"

Taylor noted that in regard to demand, global softwood log demand is growing at 2 percent annually and predicts a rebound in U.S. housing starts will begin in earnest in 2010. Europe, he said, will follow the U.S. and rebound. As for the global market, Taylor said demand for lumber in Japan is stagnant while there is "roaring" demand in China for fiber. Korea, Taiwan and Vietnam's markets require imports.

Additionally, in regard to supply issues, Taylor offered that timber supplies worldwide are tight now and ocean freight rates and currencies serve as the "big

Continued on page 15

American Black Walnut Lumber
4/4 - 20/4
Red Oak - Cedar - Cherry
Export Prep
Single Length Pkgs.

Additional Walnut Product Lines
Logs All Grades
Squares 2" - 2 1/2" - 3" - 12" thru 36"
Counter Tops & Door Panels Plain & Fancy
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Willow Springs, MO
Stan Smith
midwalco@centurytel.net
Shane Cook
shanec@midwestwalnut.com
Phone: 417-469-0640
Fax: 417-469-0081

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GBM PHOTOS - Continued from page 12



Laura Diakiw, Canada Mortgage & Housing Corp., Vancouver, B.C.; and Griffin Jones, Canadian Engineered Wood Products Ltd., Sidney, B.C.



Dave Farley, BC Wood, Vancouver, B.C.; Ainhoa Zamacona, Canada Wood Group Europe, Brussels, Belgium; and Jim Moore, Lisaak Forest Resources Ltd., Ucluelet, B.C.



Jim Ivanoff, BC Wood, Tokyo, Japan; Abby Mann, Ainsworth Engineered, Vancouver, B.C.; and Paul Tabuchi, Tamlin International Homes Ltd., Langley, B.C.



Wayne Miller, Import/Export Wood Purchasing News, Memphis, Tenn.; Cyndi Esgen and Brian Hawrysh, BC Wood, Vancouver, B.C.



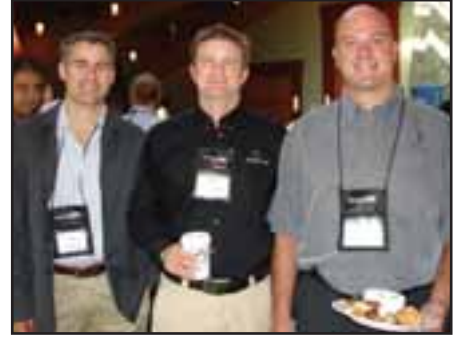
Ryan, Laura, Elaine and Carlos Furtado, Sawarne Lumber Co. Ltd., Richmond, B.C.



Len Taylor, Taylor Forest Products, Pembroke, Mass.; Scott and Jody Boates, The Teal-Jones Group, Surrey, B.C.; and Curt McLeod, Capital Forest Products Inc., Hingham, Mass.



Randi Walker and Brian Hawrysh, BC Wood, Vancouver, B.C.



Greg Smith, Gilbert Smith Forest Products Ltd., Barriere, B.C.; Steve Tolnal, Synergy Pacific Engineered Timber Ltd., Armstrong, B.C.; and Brett Johnson, Dakery Industries Ltd., North Vancouver, B.C.



Mike DeMarni and Charlene Ellickson, Crawford Creek Lumber Co. Ltd., Surrey, B.C.



Al Fortune and Jeff Robinson, Mid Valley Lumber Specialties Ltd., Aldergrove, B.C.



Ben Goode, Woodtone, Chilliwack, B.C.; Jacqueline Pizzey, Dove Creek Timber Corp., Courtenay, B.C.; and Gary Davey and Dustin Wilkie, Woodtone



Russ Taylor, International Wood Marketing Group Inc., Vancouver, B.C.; Tony Pistilli, Sea To Sky Forest Products Ltd., Vancouver, B.C.; and Warner Budau, Stilewood International, Port Coquitlam, B.C.



Ron Enyeart, Enyeart Cedar Products LLC, Tigard, Ore.; Rick Middleton, Davron Forest Products Ltd., Surrey, B.C.; and Terry Gaines, Northwest Forest Products, Tacoma, Wash.



Randy Engh, Sat Brar and Peter Laslo, BC Shake & Shingle Assoc., Mission, B.C.



Sat Brar, BC Shake & Shingle Assoc., Mission, B.C.; and David Jeffers, PPG Machine Applied Coatings, Raleigh, N.C.



John Gardner and Paul Saini, The Teal-Jones Group, Surrey, B.C.; Brent Stuart, Russin Lumber, Montgomery, N.Y.; and Scott Boates, The Teal-Jones Group



Stewart Clark and Paul Zartman, Twin Rivers Cedar Products Ltd., Mission, B.C.; and Monty Wood, Montgomery Wood Architect, Vancouver, B.C.



Paul Mackie, Western Red Cedar Lumber Assoc., Vancouver, B.C.; Alan Lazauskas, Skana Forest Products, Richmond, B.C.; Bob Dewald, Reid & Wright Inc., Broomfield, Colo.; and Ed Burke, Western Red Cedar Lumber Assoc.



Kirk Nagy, The Waldun Group, Maple Ridge, B.C.; Tony Bonura, Cedar Shake & Shingle Bureau, North Port, N.Y.; and Kelly Vaille and Peter Parmenter, Cedar Shake & Shingle Bureau, Mission, B.C.



Chad Findlay and Bruce Cheng, Cedarshed Industries Inc., Langley, B.C.; and Lian-Chia Liao, Art Splendor Interior Design Ltd., Taipei, Taiwan



Craig Roberts and Derik Pallan, Howe Sound Forest Products Ltd., Campbell River, B.C.; and Jason and Mary Jacobson, Coldwater Timber Products, St. Anthony, Idaho



Griffin Jones, Canadian Engineered Wood Products Ltd., Victoria, B.C.; and Keith Berg, Idaho Pacific Lumber Co., Boise, Idaho

Additional photos on page 16

GLOBAL -

Continued from page 13

equalizers.”

In regard specifically to North American Wood Products, Taylor said softwood lumber demand is down 50 percent since 2005 and hardwood lumber demand is down at least 35 percent.

HMA -

Continued from page 1

The meeting began with a continental breakfast at 6 a.m. afterwards a bus transported the lumbermen and sawmill machinery representatives in attendance to Jordan Lumber & Supply located in Mt. Gilead, N.C. Established in 1939, Jordan Lumber & Supply operates on two 12 hour shifts, employs 242 people and produces approximately 160 million board feet of Southern Yellow Pine annually for domestic and export markets.

Lunch was held at the North Carolina Furniture Heritage Museum in the home furnishing capital, High Point, N.C. The Furniture Heritage Project was established to document important contributions made by N.C.'s furniture companies in the twentieth century. The HMA's own "talking Red Oak," Harvey Hardwood is presently being loaned to the museum. Harvey captures the interest of museum visitors with messages concerning forest sustainability, hardwoods as a natural resource and overall eco-friendly hardwood information.

Next, the HMA members and vendors toured Marsh Furniture Co., a kitchen cabinet manufacturer located in High Point, N.C. Founded in 1906, the company is recognized today as one of the largest family-owned and operated stock cabinet manufacturers in the U.S. The facility runs one shift and employs 425 people. Annual hardwood consumption is 2 million board feet of kiln-dried lumber. Species include Appalachian Red Oak, Ash, Cherry, Northern Brown Maple and Northern Hard and Soft Maple.

On the last stop of the first day of the tour,

the HMA members and vendors visited Edwards Wood Products Inc.'s Liberty, N.C., hardwood sawmill facility. This operation, which undertook an expansion in 2000, produces 28 million board feet of hardwood lumber annually. This mill runs on a single shift and has 33 employees. Species produced at the Liberty, N.C. facility include Ash, Poplar, Soft Maple, and Red and White Oak.

Returning to the Embassy Suites hotel, a reception and dinner was held where Jack Jordan and John Coyle of Jordan Lumber & Supply and Terry Williamson and Lynn Greene of Edwards Wood Products addressed the attendees. Jordan spoke about the state of the economy and supplying Southern Yellow Pine products as dictated by the market. He mentioned he intended to make sure his company does all the right things to make sure Jordan Lumber & Supply is the primary company buyers contact when they need to order. Jordan also offered updated information about the softwood industry's Blue Ribbon Check Off Program, sponsored by the Southern Forest Products Assoc. (SFPA). After Jordan spoke John Coyle of Jordan Lumber explained how important safety was at Jordan Lumber & Supply, and he named some of the things they do to emphasize it to all their employees.

The next speaker at the HMA dinner was Terry Williamson and Lynn Greene of Edwards Wood Products headquartered in Marshville, N.C. Williamson gave a brief history of the company and what years the firm installed new equipment and what type of equipment it was. Then Lynn Greene of Edwards talked about Edwards Wood Products' safety program that he is in charge of. The last speaker was David Richbourg of H.W. Culp Lumber Co. located in New London, N.C. Richbourg told the audience about his company and some of the sawmill machinery they would see at his facility the next morning.

On the second and last day of the tour, HMA members and vendors first visited H.W. Culp Lumber Co. Originating in 1925 to cut wood for a new reservoir, the third generation family-owned company has a state-of-the-art sawmill, a planer mill, wood procurement and logging operations and a trucking company. H.W. Culp employs approximately 100 people and produces approximately 93 million to 100-million

board feet of Southern Yellow Pine lumber products annually.

Established in 1969 as a small pallet manufacturing facility, Edwards Wood Products Inc., now produces over 85,000 pallets per week. They have a large hardwood sawmill operation and dry kiln operation, and the firm produces 25 million board feet of hardwood annually. This facility runs one shift and employs 230 people. Species produced include: Ash, Gum, Maple, Poplar, and Red and White Oak. Serving hardwood flooring, furniture and cabinetry markets, the firm distributes 60 percent to the export market, 30 percent on the domestic side and 10 percent to the pallet and railroad tie markets. The last stop on the HMA tour was at Edwards Wood Products Inc. in Marshville, N.C.

FMC -

Continued from page 1

of the organization, and became once again a more international and truly "Asia's Global Furniture Event."

Furniture China 2009 attracted 1,906 exhibitors from 22 countries and regions including 125 overseas areas. The show is now being considered the third largest furniture show in the world by many, with more than 400,000 square meters (SQM) of exhibition areas. Domestic and International visitor figures reached a total of 61,057 visitors amongst 14,852 visitors from 150 countries and regions.

This year FMC & FMC Premium was held within a total of 36,000 square meters, two indoor halls and eight outdoor halls with 630 selected exhibitors.

According to the statistics, FMC attracted 23,000 domestic visitors from 28 provinces across China including Hong Kong and Taiwan regions and 3,674 overseas visitors.

FMC arranged a series of seminars and onsite activities during the show. These activities highly strengthen the cooperation between interior and overseas companies, according to show organizers.

AHEC and French Timber gave presentations to underscore timber availability, classification and application in China, as

well as the sustainable development of furniture material.

furnitureinchina organized "The 1st Face-to-Face with Professional Buyers Sourcing Event" appreciated by both buyers and suppliers. More than 20 buyers negotiated with over 50 registered enterprises during the 3-hour-long event.

Next year, FMC and FMC Premium 2010 will be held Sept. 7-10, 2010 at Shanghai New International Exhibition Centre.

Major exhibitors from 2009 edition have already pre-registered for their exhibition stands in 2010. New exhibitors for machinery, especially from Germany, North America and Eastern Europe, are expected to join the event. Within the next two years, FMC and FMC Premium aim to double the exhibition area after the successful expansion of the Shanghai New International Exhibition Center.

For more information about the 2010 event, please visit www.fmcchina.com.cn.

WASHINGTON -

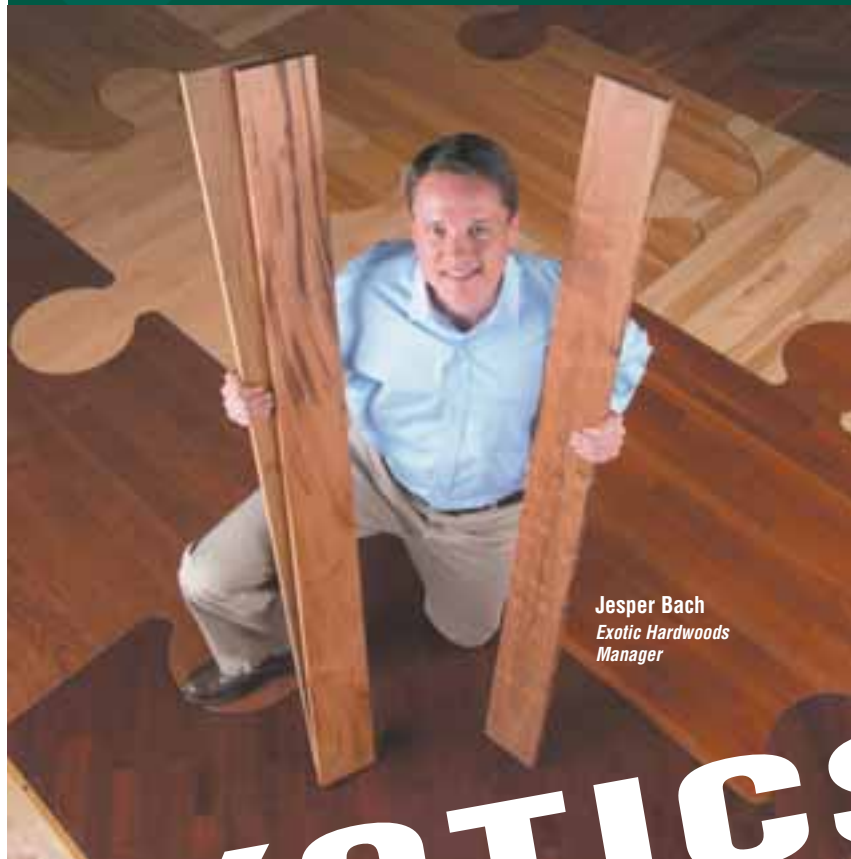
Continued from page 2

the Interior Appropriations bill which funds the Forest Service and Department of Interior is on this list.

According to the American Forest Resource Council (AFRC), the House version of the bill maintained the President's request of \$357 million for the wildfire contingency fund, which would only be tapped if federal agencies exhausted regularly budgeted money for wildfire suppression. Another \$378 million was requested for hazardous fuels reduction. The bill would also give the Forest Service a \$154 million boost in non-fire funding line items, which include the legacy road and trail program to receive \$100 million and a modest \$4 million increase in the forest products line item bringing the total to \$336.7 million.

The Senate Appropriations Subcommittee presented its version of the 2010 Interior Bill, which sets Interior and Environment account spending at \$200 million less than the House version. National forest timber management was

Continued on page 17

THE FINAL PIECE TO THE HARDWOOD PUZZLE

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GBM PHOTOS - Continued from page 14



Alec Clark, The Waldun Group, Maple Ridge, B.C.; Roger Champagne, Capital Forest Products Inc., Annapolis, Md.; Tina Clark, The Waldun Group; and Aron Kurlander, Capital Forest Products Inc., Wilton, N.H.



Thomas Wright, All-Coast Forest Products Inc., Cloverdale, Calif.; and Rick Middleton, Davron Forest Products Ltd., Surrey, B.C.



Stuart Clark, The Waldun Group, Maple Ridge, B.C.; Ron Enyeart, Enyeart Cedar Products LLC, Tigard, Ore.; and Kirk Nagy, The Waldun Group, Maple Ridge, B.C.



Mohammad Amir and Brad Wolgemoth, SPFCUTLUMBER, Port Moody, B.C.

IWPA Photos - Continued from page 1



Alfredo Hernandez and Frank Mora, Medley Hardwoods, Medley, Fla.; and Dan Lennon, Robinson Lumber Co., Inc., New Orleans, La.



Jesper Bach, Baillie Lumber Co., Hamburg, N.Y.; Brin Langmuir, Falcon Lumber Ltd., Toronto, Ont.; Frank Jolly and Toby Sonder, Leonard Lumber Co., Durham, Conn.



Gary Miller, Import/Export Wood Purchasing News, Memphis, Tenn.; William Perry, Tombs Hartholz, Mehren, Germany; and Lenny Shibley, Inter-Continental Hardwoods, Currie, N.C.



Geoff Dodd, AFRICA!, Collierville, Tenn.; and Peter Ekstein, Weston Forest Group, Mississauga, Ont.



Mario Brunet, NationWOOD Inc., St. Andre Avellan, Que.; Wayne Miller, Import/Export Wood Purchasing News, Memphis, Tenn.; and Bo Hammond, Coastal Lumber Co., Weldon, N.C.



Lenny Shibley, Inter-Continental Hardwoods, Currie, N.C.; Charlie Craig, Craig Lumber Corp., Collierville, Tenn.; Brent McClendon, International Wood Products Assoc., Alexandria, Va.; and Tom Herga, Inter-Continental Hardwoods



Wayne Miller, Import/Export Wood Purchasing News, Memphis, Tenn.; Joel Osterloh and Romel Bezerra, Elof Hannson Inc., Suwanee, Ga.; and Ben Forester, Rex Lumber Co., Englishtown, N.J.



Steve Arnett and William von der Goltz, Downes & Reader Hardwood Co. Inc., Greensboro, N.C.; and Jack Little, The Keiver-Willard Lumber Corp., Newburyport, Mass.



Dan Lennon, Robinson Lumber Co., Inc., New Orleans, La.; John Clark, Kitchens Bros. Manufacturing Co. Inc., Hazlehurst, Miss.; Peter Ekstein, Weston Forest Group, Mississauga, Ont.; and Doug Knowles, Wolf River Lumber Inc., New London, Wis.



Shabbir Zavery, GoodWOOD Forest Products Corp. Richmond Hill, Ont.; Steve Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.; Larry Sharp, Altenburg Hardwood Lumber Co., Altenburg, Mo.; Chris Fehr, Ron Jones Hardwood Sales Inc.; and Randy Brown, Weyerhaeuser Hardwoods, Erie, Pa.

HMA Photos - Continued from page 1



Holt Hogan, Ontario Hardwoods Co. Inc., Keysville, Va.; Jack Shannon, J.T. Shannon Lumber Co., Memphis, Tenn.; Terry Brennan, Baillie Lumber Co., Hamburg, N.Y.; and Matt Reynolds, Clendenin Lumber Co., Donalds, S.C.



Mike Parker, Anderson-Tully Worldwide, Vicksburg, Miss.; Butch Morgan, Louisiana Hardwood Products LLC, LaMoyne, La.; Roy James, Anderson-Tully Worldwide; and Mike Thomas, TS Manufacturing, Milton, Fla.



Larry Arnold and Julio Alvarez, Bill Hanks Lumber Co., Inc., Danbury, N.C.; Rod Chitko, Cleereman Industries, Inc., Newald, Wis.; Riley Smith, TS Manufacturing Co., Lindsay, ON; and Jeff Hanks, Bill Hanks Lumber Co., Inc.



Thomas Battle, Battle Lumber Co. Inc., Wadley, Ga.; Chris Taylor, Baxley Equipment Co., Baxley, Ga.; Drew Battle, Battle Lumber Co. Inc.; and Parker Boles, Hermitage Hardwood Lumber Sales, Cookeville, Tenn.



Gordon and Jordan McIvain, Alan McIvain Lumber Co., Marcus Hook, Pa.; and Doug and Charlie Brenneman, Brenneman Lumber & Kiln Drying, Mt. Vernon, Ohio



Rick McCreary, Granite Hardwoods Inc., Granite Falls, N.C.; Jay Lee, Turnbull Lumber Co., Elizabethtown, N.C.; and Ken Matthews, SII Dry Kilns, Lexington, N.C.



Charlie Netterville, Fred Netterville Lumber Co., Woodville, Miss.; Mark Williams, Jerry G. Williams & Sons Inc., Smithfield, N.C.; and Skipper Beal, Beal Lumber Co., Inc., Little Mountain, S.C.



Curt Canada, River City Hardwoods Inc., Muscatine, Iowa; Paula Turlington and Dan Mathews, SII Dry Kilns, Lexington, N.C.; and Pat Mealy, River City Hardwoods Inc.

Additional photos on page 18

WASHINGTON -

Continued from page 15

allotted \$338 million representing a \$5 million increase over current funding levels. Hazardous fuels reduction activities would receive \$350 million at an increase of \$22 million.

The bill must be approved by the Senate Appropriations Committee and then voted on by the full Senate, followed by conferring with the House to negotiate a final bill.

Natural Resources Activity

The Washington Board of Natural Resources (WBNR) recently approved the exchange of 14,400 acres of land between DNR and the Washington Department of Fish and Wildlife (WDFW). Mostly forested lands will be received by DNR to be managed and produce revenue for the Common School (K-12) trust. WDFW will receive shrubsteep lands managed for wildlife habitat.

The WBNR board also approved the purchase of 2,300 acres of forestland from Rayonier Inc. in Lewis County. The lands were purchased under a legislative mandate that DNR purchase "at risk" timberlands to protect their use for timber production purposes. The lands were zoned for 80-acre home sites in close proximity to Interstate 5 and will be managed to produce revenue for the Common School trust.

In related news, the WBNR Board was briefed on FY10 timber sales sold since mid-summer, which total 117 (mmbf). Two sales have gone "no-bid" and the average sale price was \$181 per thousand board feet, a modest increase from previous months. DNR timber is still in demand with an average of four bidders on each sale and an overbid ratio of 54 percent. Sources report DNR expects to bring over 740 (mmbf) of timber to the market during FY10.

WHO'S WHO - Reitz

Continued from page 2

Reitz purchases approximately 700,000 board feet annually of Genuine Mahogany, African Mahogany, Sapele, Sipo/Utile, Korina/Limba, Spanish Cedar and several others in Select and Better and custom grades, air-dried, kiln-dried and rough or cut-to-size.

Hugh Reitz began in the forest products industry in 1998 working during the summers. With ten years experience in purchasing and sales, Reitz is former vice president and president of a large import distributor also located in the Northeast.

A graduate of Cinnaminson High School in Cinnaminson, N.J. he obtained his bachelor's degree from Boston University in Boston, Mass.

Members of the International Wood Products Assoc. (IWPA), Reitz also served as a member of the board of directors for the association.

He and his wife of ten years, Suzanne, have two sons and enjoy bicycling, travel and fine food in their spare time.

WHO'S WHO - Roe

Continued from page 2

patented bottom moisture barrier; custom designed exterior door and millwork packages in Nepal Alder, Birch, Larch, Indian Laurel, European Walnut, Khaya Mahogany, VG Hem/Fir and other exotic species and the finest quality specialty veneers for panel and architectural applications (species include those listed above). The company also provides wood product research and development ranging from industrial manufacturing to big box retail, long-term and niche markets programs, and component and cut-stock programs. They also cater to the truck trailer and van body OEM markets with Apitong laminated and solid shiplap products.

Roe has been in his present position for four years. He began his career in the import/export industry 30 years ago in

industrial sales. Roe also worked as sales manager in the Asia Pacific region, purchasing manager (manufacturing – wood products) and industrial sales (Sauder Industries).

Roe and his wife of 33 years, Kim, have three children. Roe enjoys spending time with his family, fishing, skiing, woodworking and cars. For contact, please call 604-551-6670 or e-mail boyd@hbrbc.com.

MCCLENDON -

Continued from page 3

minimizing your total expense. We attend events where we know we can see our members and potential members. Our upcoming April 28-30, 2010 convention in Miami Beach takes that idea and puts it on steroids. Overseas delegations from around the world. Most major importers. All together under one roof. That is our formula for success and we welcome you to take advantage of this opportunity.

Compliance check. Our industry is operating under new laws and regulations. Develop a due diligence plan if you don't already have one to compliment your purchasing policy and environmental statements. A key component for successful plans is a designated employee/owner charged with implementation and monitoring. All companies need to comply with the Lacey Act regardless of whether or not a declaration is required for a particular product. Follow up with your suppliers and continually update the background documentation you have regarding their sourcing. For Lacey Act compliance help, visit the IWPA Web site at www.iwpawood.org or contact IWPA directly at 703-820-6696.

Plan for the future. Plywood importers supplying California customers must comply with formaldehyde emission standards as stipulated by the California Air Resources Board. Become an expert! Keep at your finger tips the full regulation and answers to most common questions by downloading the FAQ document at www.arb.ca.gov/toxics/compwood/compwood.htm. There is new federal legislation pending to apply much of the California standard nationwide so get fully up to

speed now.

Customer Service. Make it a point to talk with your customers in addition to a routine sales call. Read an interesting tweet from IWPA? Forward it. See a story for a new application for plywood in *International Wood* or some other magazine? Send it. Brand your company as one where the "customer comes first."

Review, review, review. Look at all of your service contracts. Are you getting the best deal possible? We did this at IWPA and identified significant savings on health insurance, telephone and internet contracts - and even our cleaning service! Talk to your accountant and see if your business is affected by any new state or local tax plans that can save you money.

Go back to school. It is difficult to spend any money on extras, but training for yourself or your employees is an essential. There is a lot of new technology for marketing, inventory, customs, accounting, etc. that can save you money in the long run. Venues to learn are offered by community colleges, private vendors and Webinars. This is one area where IWPA is not cutting back, we're investing in our employees.

That was 10, but here is one to grow on! **Health and Fitness.** Now that you have your company humming along don't overlook the basics of your own health. Sure this is a typical New Year's Resolution, but try to re-double your efforts this year and celebrate even small steps forward. Greater conditioning is proven to lower stress and increase energy levels. And to do all that is listed above, being in good shape will be a great asset.

Wishing you a successful, rewarding and joyous 2010.

WHO'S WHO - Kelly

Continued from page 11

years.

Kelly graduated from Morgan High School in Mobile, Ala. He has attended the University of Montevallo and the University of South Alabama. Kelly and his wife, Christy, have one son. In his free time, Kelly enjoys deer hunting, fishing and golf.



Lawson Maury
Export Manager
(one stubborn guy)

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HMA PHOTOS - Continued from page 16



Derek Wheeland, Wheeland Lumber Co. Inc., Liberty, Pa.; Julio Alvarez, Bill Hanks Lumber Co., Danbury, N.C.; and Eric Porter, Abenaki Timber Corp., Kingston, N.H.



Pem Jenkins, first vice president of the HMA, Turnbull Lumber Co., Elizabethtown, N.C.; "Harvey Hardwood", HMA, Highpoint, N.C.; Linda Jovanovich, HMA, Pittsburgh, Pa.; and Terry Brennan, Baillie Lumber Co., Hamburg, N.Y., who is the HMA's current president.



Jimmy Jones, J.E. Jones Lumber Co., New Bern, N.C.; Richard Wilkerson, Anderson-Tully Worldwide, Vicksburg, Miss.; Paul Sorek, Matson Lumber Co., Brookville, Pa.; and Scott Cummings, Cummings Lumber Co. Inc., Troy, Pa.



Colleen, Martha and John Dunkelberger, and Scott Shaffer, Bingaman & Son Lumber Inc., Mill Hall, Pa.



Mel and Nan Yoder, Yoder Lumber Co., Sugarcreek, Ohio; and Rod Chitko, Cleereman Industries, Newald, Wis.



Scott Greene and Travis Sheppard, High Country Lumber & Mulch/North State Hardwoods Inc., Wilkesboro, N.C.; and Ken Matthews, SII Dry Kilns, Lexington, N.C.



Skip Edwards, Baillie Lumber Co., Waynesville, N.C.; and Jim Dills, Baillie Lumber Co., Savannah, Ga.



Dale Bradicich, USNR, Woodland, Wash.; Scott Howard, McDonough Manufacturing, Hot Springs, Ark.; Hugh Hawley, McDonough Manufacturing, Frederickton, N.B.; and Thomas Pinkston, Edwards Wood Products Inc., Marshville, N.C.



John Coyle, Jordan Lumber & Supply, Mt. Gilead, N.C.; Mark Williams, Jerry G. Williams & Sons Inc., Smithfield, N.C.; and Jack and Jeff Jordan, Jordan Lumber & Supply



Jeff Edwards and Terry Williamson, Edwards Wood Products Inc., Marshville, N.C.; Jerry and Jeff Booher, B & B Lumber Co. Inc., Jamesville, N.Y.



David Trexler and David Richbourg, H. W. Culp Lumber Co. Inc., New London, N.C.



Rusty Logue, Battle Lumber Co. Inc., Wadley, Ga.; Terry Williamson, Edwards Wood Products Inc., Marshville, N.C.; and Parker Boles, Hermitage Hardwood Lumber Sales, Cookeville, Tenn.

AHEC PHOTOS - Continued from page 1



Craig Forester, Rex Lumber Co., Acton, Mass.; Jick Chan, AHEC, Hong Kong; Dana Fitzpatrick, Fitzpatrick & Weller Inc., Ellicottville, N.Y.; and Bob Cafiero, J & J Log & Lumber Corp., Dover Plains, N.Y.



Dean Alanko, Allegheny Wood Products Inc., Petersburg, W.Va.; Takahiro Tsuji, AHEC-Japan, Osaka, Japan; Barb Conti, Matson Lumber Co., Brookville, Pa.; and Jimmy Jones, J.E. Jones Lumber Co., New Bern, N.C.



Grafton Cook, Missouri-Pacific Lumber Co. Inc., Fayette, Mo.; Mark Taylor, Oaks Unlimited, Waynesville, N.C.; Deb Hawkinson, Hardwood Federation, Washington, D.C.; and Jack Shannon III, Shannon International, Memphis, Tenn.



Terry Miller, Import/Export Wood Purchasing News, Memphis, Tenn.; Darrel Reibson, Bingaman & Sons Lumber, Kreamer, Pa.; and Rod Reader, Downes & Reader Hardwood Co. Inc., Stoughton, Mass.



Steve French, Abenaki Timber Corp., Kingston, N.H.; Philip Houseknecht, Wagner Lumber Co., Cayuta, N.Y.; and Steve Houseknecht, Wagner Lumber Co., Owego, N.Y.



David Venables, AHEC-Europe, London, U.K.; Alex Zamora, Lumber De Mexico, Mexico City, Mexico; William Bomersheim, USDA Foreign Agricultural Service, Washington, D.C.; and Jameson French, Northland Forest Products Inc., Kingston, N.H.



Ron Wilson, Cascade and Port Angeles Hardwood, Chehalis, Wash.; Jimmy Yu, US China Trading LLC, Columbus, Ohio; Peter King, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; and Kelly Hostetter, Hartzell Hardwoods Inc., Piqua, Ohio

FMC PHOTOS - Continued from page 1



During the breakout session hosted by AHEC, various industry experts provided their insight.



FMC attracted 23,000 domestic visitors from 28 provinces across China, including Hong Kong and Taiwan, and 3,674 overseas visitors.



FMC and FMC Premium 2010 will be held Sept. 7-10, 2010 at Shanghai New International Exhibition Center. New exhibitors for machinery especially from Germany, North America and Eastern Europe are expected to join the event.