

Notable Countries of Destination – Hardwood Logs								
Country of Destination	Commodity		JANUARY-OCTOBER COMPARISONS					
			2005	2006	2007	2007	2008	% Change
Argentina	Hardwood Logs	M3	8	9	526	376	1,143.00	203.99
Canada	Hardwood Logs	M3	-	-	723,221.00	607,617.00	-	6.06
P. Rep. China	Hardwood Logs	M3	229,070.00	295,396.00	419,444.00	359,320.00	-	-10.80
Hong Kong	Hardwood Logs	M3	53,367.00	64,800.00	71,330.00	63,082.00	46,071.00	-26.97
Italy	Hardwood Logs	M3	90,191.00	96,128.00	137,294.00	115,729.00	92,609.00	-19.98
Japan	Hardwood Logs	M3	61,908.00	66,769.00	71,903.00	56,448.00	48,548.00	-14.00
Mexico	Hardwood Logs	M3	21,654.00	16,832.00	35,402.00	32,533.00	17,200.00	-47.13
Portugal	Hardwood Logs	M3	16,429.00	19,206.00	32,908.00	27,594.00	20,560.00	-25.49
Spain	Hardwood Logs	M3	30,745.00	44,127.00	71,906.00	60,015.00	41,770.00	-30.40
U. K.	Hardwood Logs	M3	17,947.00	23,192.00	50,930.00	42,031.00	68,231.00	62.33
VietNam	Hardwood Logs	M3	24,580.00	33,390.00	75,150.00	56,336.00	82,373.00	46.22

Notable Hardwood Exporters – Hardwood Lumber							
Exporting Country	Commodity		2006	2007	2007	2008	% Change
Canada	Hardwood Lumber		406,774,791	370,429,805	320,373,973	271,257,407	-15.33
Egypt	Hardwood Lumber		1,925,341	2,795,174	2,445,090	3,256,214	33.17
Germany	Hardwood Lumber		41,671,596	31,542,252	28,953,061	20,705,710	-28.49
Greece	Hardwood Lumber		13,896,222	12,019,248	9,860,352	13,135,506	33.22
Hong Kong	Hardwood Lumber		36,270,669	26,628,196	22,579,159	15,239,921	-32.50
Indonesia	Hardwood Lumber		17,618,133	17,257,814	14,329,852	16,003,750	11.68
Israel	Hardwood Lumber		2,086,120	4,303,068	3,497,346	3,805,427	8.81
Italy	Hardwood Lumber		112,462,540	111,313,800	96,652,607	73,732,017	-23.71
Japan	Hardwood Lumber		56,223,943	36,461,963	31,726,785	23,614,198	-25.57
Jamaica	Hardwood Lumber		1,011,151	992,038	745,248	1,135,936	52.42
Jordan	Hardwood Lumber		2,169,510	1,928,023	1,662,246	2,333,177	40.36
Lebanon	Hardwood Lumber		1,342,971	1,757,093	1,307,155	2,834,576	116.85
Malaysia	Hardwood Lumber		17,302,633	19,085,276	16,853,513	8,801,446	-47.78
New Zealand	Hardwood Lumber		2,690,459	2,439,330	1,729,908	1,056,100	-38.95
Poland	Hardwood Lumber		1,003,643	661,116	580,615	1,274,867	119.57
Portugal	Hardwood Lumber		31,074,765	34,922,858	29,291,329	20,540,710	-29.87
Philippines	Hardwood Lumber		1,802,758	2,474,485	2,073,576	1,290,778	-37.75
Saudi Arabia	Hardwood Lumber		7,979,516	5,946,519	5,185,801	4,534,062	12.57
So. Africa	Hardwood Lumber		11,015,048	8,758,735	7,949,157	6,540,335	-17.72
Singapore	Hardwood Lumber		1,955,316	2,003,508	1,577,967	1,622,714	2.84
Spain	Hardwood Lumber		95,653,352	83,502,779	71,214,634	39,126,309	-45.06
Sweden	Hardwood Lumber		21,118,788	16,756,650	15,504,716	8,319,841	-46.34
U. A. E.	Hardwood Lumber		6,251,313	10,562,443	8,426,240	8,544,374	1.40
Thailand	Hardwood Lumber		28,296,339	21,900,379	18,388,141	13,804,799	-24.93
Turkey	Hardwood Lumber		2,009,680	1,121,650	747,598	1,779,652	138.05
Taiwan	Hardwood Lumber		17,042,098	15,186,531	12,306,896	8,661,350	-29.62
U. K.	Hardwood Lumber		79,448,788	64,404,425	56,481,287	46,474,228	-17.72
Vietnam	Hardwood Lumber		43,433,380	65,126,682	51,972,348	54,065,710	4.03



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Edinam	4/4 Sel/Bet 36,466
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Veneer Logs - 3 Sides Clean

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2 x 40' Northern White Oak, 13" /up
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**BUSINESS TRENDS
(CANADA)**

Continued from page 20

Forest and Paper Industry Net Earnings Summary for the three-month period ending September 30, 2008, revealed that U.S. housing markets continued to deteriorate in the quarter and companies adjusted production in response to weak demand for North American building products. The Canadian forest industry racked up losses totalling C\$552 million in the third quarter. Losses of C\$230 million for the third quarter of 2008 were incurred by producers in Western Canada. Eastern Canadian companies lost C\$322 million in the quarter, compared with losses of C\$47 million a year earlier. Overall, it's "not good news for the forest industry" as there is a big migration of production to countries where costs of production are lower, pressuring North American producers, said Craig Campbell, leader of PwC's forest and paper practice unit. He added that they didn't see the earnings getting back into positive territory until late 2009 at the earliest. Campbell added, "It's not a good outlook and we're going through a lot of transformation, a lot of change and difficult times for the forest and paper industry."

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

LAKE STATES

Sources in the Lake States region said they were finding it tough to make hardwood lumber sales as of presstime. Although some movement was noted in railroad ties, the rest of the market continues to struggle. A Michigan sawmill source said she's finding it hard to be optimistic right now. "It's just tough," she said. "We got some business from companies filling up their inventories after January 1st, but overall demand probably won't be here for awhile. The only thing that will bring improvement for our industry is when housing starts pick back up." The source said her firm's Soft Maple and Yellow Birch lumber is selling fairly well, but the Hard Maple market is flooded. She noted that companies that outlast the economic recession would be leaders going into the future. "Whoever survives this is going to be very strong," she said. "Hopefully, our company is strong enough to survive. I think President Obama is going to have his hands full dealing with the recovery." A Wisconsin sawmill source said lumber orders that come into his company are very limited and very specific regarding customer needs. "Nobody wants to buy any lumber," he said. "On the dry end, we are making some just-in-time shipments, but I've

never seen demand so low on the green side of the spectrum if they're even looking at all." The contact said Basswood has been the species with the largest demand both dry and green. "I can't answer why, but I know some of it goes into manufacturing Venetian blinds," he said. "Most companies I tried to sell lumber to over the past few months told me to try them after the first of the year. But, that wasn't a guarantee." The source noted that the only bright spot for the sawmills is the railroad tie industry, which has kept fairly solid demand. "The low grade pallet industry has also been good for me, but I've heard the opposite from others," he said. "Business was also down because it was the end of the year, but it was worse than it has been in years past."

Residential Markets Further Soften In Lake States

According to the recent "Beige Book" published by the Federal Reserve Bank, residential real estate continues to move at a slow pace nationwide. While sales are down in most Districts, mixed activity was noted in the Minneapolis District. Cleveland, Chicago and Minneapolis all noted decreases in housing prices. Inventories of unsold homes declined in Chicago and Minneapolis. Chicago also reported relatively stronger demand for lower- and middle-priced "starter homes." In Minneapolis (Ninth District), closed sales in the Minneapolis-St. Paul area are up 12 percent from last year, but prices continue to slide. Several large projects already started in the Duluth, Minn., area, are moving forward, but projects on the drawing board have been delayed, said a bank director. Residential construction is down slightly, with permits flat in Minneapolis-St. Paul. Residential contractors in the Fourth District (Cleveland) are reporting extremely weak home sales, with Internet and foot traffic showing steep declines. Builders are not expecting any industry turnaround through 2009. Credit remains available to homebuilders and buyers, especially from community banks. However, lending standards have tightened, rates have increased, and banks are requiring higher down payments. Residential building continued its steady decline in the Seventh District (Chicago). Housing prices continued to fall and residential rents softened in some parts of the District. Contacts reported that prospective homebuyers consisted mostly of first-time and other buyers who were unencumbered by the need to sell an existing home. However, several contacts noted that inventories of unsold new homes had declined some from their recent highs.

Pending Home Sales Down Slightly In Lake States

According to the National Assoc. of Realtors (NAR), the Pending Home

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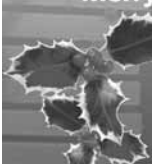
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Sales Index (PHSI) recently declined 4.3 percent to 79.7 in the Lake States, down 6.8 percent from a year ago. Nationwide, the PHSI, a forward-looking indicator based on contracts signed, slipped 0.7 percent to 88.9, a decline of 1 percent year-to-date.

Lawrence Yun, NAR chief economist, said, "Despite the turmoil in the economy, the overall level of pending home sales has been remarkably stable over the past year, holding in a generally narrow range. We did see a spike when mortgage conditions temporarily improved, which underscores two things — there is a pent-up demand, and access to safe, affordable mortgages that will bring more buyers into the market."

Conditions remain uneven around the country, but some areas such as Lansing, Mich., are showing healthy gains in pending home sales from a year ago.

Economy Delays Retirement For Some

According to the National Assoc. of Home Builders (NAHB), builders of age-restricted housing are concerned about the impact of the nation's deepening economic crisis on current home sales in their market segment.

NAHB recently introduced the 55+ Housing Market Index to track builder confidence of those serving 55+ buyers. The new index was designed to track the home buying activities of the Baby Boomers, which will exceed 85 million people by 2014.

Joanne Theunissen, a builder from Michigan and immediate past chair of the NAHB 50+ Housing Council, said older homebuyers "are usually in a good position to buy homes because they have spent years accumulating wealth. But in the current market, they can't find buyers for their existing homes and many are delaying their retirements all together."

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SOUTHEAST

According to sources in the Southeast, it's grown increasingly more difficult to take a positive spin on the current hardwood market situation. However, hopes are still high that a slight rebound could begin late this year.

A Georgia wholesale source said, "It's not a very happy time for most of us hardwood people right now."

The contact said the excess supply of houses must be lowered before the hardwood industry can rebound. "The hardwood industry has to begin new construction again before we're really going to get back to where we need to be going, which is moving forward," he said. "That's not to say we won't have some blips along the way, but they will be supply driven. Poplar jumped in price recently for a short period of time, and we'll see a lot of

that before everything gets straightened out."

The source said many companies — including his own — have cut costs and overhead. "We're becoming more efficient, and looking for new niche markets," he said. "We're doing what we can to survive as an industry until we get through this rough patch."

The contact added, "We didn't get into this situation overnight, and we're not going to get out of it overnight. I wish there was a magic bullet. I wish I could be more optimistic, but it will come back. There will be worldwide demand at some point, and we'll be shipping our product again."

An Arkansas hardwood lumber supplier said his company's sales orders had come to a "screeching halt" as of presstime due to the time of year and overall economic conditions.

"To put it pretty simple, it's tough out there," he said. "About the only bright spot that's holding up the hardwood industry right now is the tie market. We're still buying tie siding lumber."

The source said his firm has taken a number of steps to reign in expenses with hopes that the picture will improve in 2009. He said his company is still moving 5/4 Red Oak into mill-work applications, but most product sales are sluggish.

"I don't know when it's (the market) going to break, but I don't think that the economic storm is over yet," he said. "We're going to need some new houses being built or remodeling. There's no crystal ball out there."

Southeast Housing Starts Continue To Fall

According to the U.S. Commerce Department, starts of new single-family homes recently fell 15.6 percent in the Southeast, while permits dropped another 18.7 percent. Nationwide, total housing starts declined 18.9 percent to a seasonally adjusted annual rate of 625,000 units, while permits fell 15.6 percent to 616,000 units.

"The steep declines in home production are keeping with the extremely poor sales conditions that builders are seeing in their markets," said Sandy Dunn, chairman of the National Assoc. of Home Builders (NAHB). "Builders are doing exactly what they should be doing — they are actively reducing their inventories, virtually to the point of no longer building, in order to avoid adding more product to the marketplace. Congress and the Administration now need to do their part and 'fix housing first' in two ways. One is by stimulating demand, which will help put a floor under home values, and the other is by aggressively addressing the foreclosure problem."

Starts of new single-family homes declined nearly 17 percent to 441,000 units (a new record low), while starts of multifamily homes fell 23.3 percent to 184,000 units. Combined single- and multifamily starts dropped by double digits in every region. Permit issuance, which can be an indicator of future building activity, was also down across the board. Single-family and multifamily permits each registered

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12.3 percent declines, to seasonally adjusted annual rates of 412,000 units and 215,000 units, respectively.

**Signs Of The Times In
Birmingham**

Although it experienced record home sales in 2006 and 2007, Birmingham, Ala., has faced many of the same economic challenges faced by many cities across the country. According to recent data from the Alabama Center for Real Estate at the University of Alabama, Birmingham has experienced a 30 percent year-to-date decline in home sales, with median prices falling another 13.7 percent to \$132,000.

Grayson Glaze, executive director of the center, said that as Alabama's largest city, Birmingham has, "a greater share of distressed properties that continue to apply downward pricing pressures." While home prices are in steady decline, buyers have not been able to make the jump into owning a home because it's increasingly harder to qualify for mortgages. Many also cannot afford the down payments.

Cities like Birmingham have led U.S. Treasury Secretary Henry Paulson to offer a plan as part of the nation's bailout package to help homeowners avoid foreclosures. According to the *Kiplinger Letter*, Democrats back such a plan, which had been opposed by President Bush and Republicans in earlier legislation. As of presstime, it was likely President Obama would have the final say in disbursing the funds because the second \$350 billion would not be available until near Inauguration Day.

Kiplinger also expects an "awful '09" for commercial real estate. Commercial real estate could likely see a 75 percent decline in sales, along with a 10 to 20 percent drop in prices for offices, hotels and retail malls. However, *Kiplinger* states, "There is reason for hope: investors with cash are poised on the sidelines. They'll act, but not until they think prices have bottomed out and stabilized."

WESTCOAST

Sources contacted in the West Coast said the nation's economic downturn has further exacerbated problems the housing market was already facing. However, there are some bright spots for wholesalers including the "green" movement.

A California wholesaler said he's optimistic his company will weather the storm because of its diverse inventory and financial strength. "We'll come out on top in the end, but it will require a lot of hard work," he said. "We have smaller profit margins, but we're still moving product, which is a good thing. Everybody — including ourselves —

has to tighten their belts to stay in business."

The source said he is expecting southern California to see a turnaround by the summer. "We see signs of a new direction — upward, but it won't be a speedy recovery," he said. "There will definitely be an upward trend, because we'll lose some of our competition. I don't wish that on my biggest competitor, but everything is so severe that not many companies are financially strong and healthy enough to weather this storm. That holds true for wholesalers, sawmills and end users."

The contact said his firm's salvation is its diverse inventory, which includes over 25 different species in both domestic and export. "Our biggest seller in Hardwood lumber is Poplar in all grades and thicknesses, followed by Red Oak and White Hard Maple," he said. "For people who are limited to one or two different items, it will really be a struggle for them."

An Oregon wholesaler said his company is focusing on service and minimizing mistakes during these turbulent times. "We're in survival mode," he said, noting that low grade Alder (premium frame, rustics), as well as Walnut are still strong.

However, the source said that Forest Stewardship Council (FSC) certified hardwood lumber has been a "particularly strong item. Before, there was a lot of kicking of tires, now they're buying."

"Certified wood will be big going into the future," the contact said. "There are a lot of projects out here in the West being driven by LEED (Leadership in Energy and Environmental Design). It's been all commercial jobs, but that's soon going to change."

The source said that with the U.S. Green Building Council through LEED developing "LEED for Homes" that more certified residential construction jobs would be approved. "That's one way that builders can differentiate themselves in the future," he said. "People will pay extra for the total package even in a strong market."

**NAHB Pledges To 'Fix
Housing First'**

The National Assoc. of Home Builders (NAHB) recently began spearheading efforts for Fix Housing First, one of the largest coalitions of housing advocates ever assembled in the United States, to push for a housing recovery plan that will revive the economy.

Fix Housing First, which consists of more than 600 organizations, home building companies and manufacturers, including many along the West Coast, is pressing for a major stimulus package to stem the decline in home values, stabilize financial markets and reignite consumer demand. To get the economy moving again, the coalition is urging Congress to support enhancements to the homebuyer tax credit and provide below-market 30-year fixed-rate mortgages for home

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purchases.

The coalition cites a similar plan that worked in 1975, when the nation was also in the midst of a recession. Congress then passed a short-term \$2,000 tax credit for all new homes (\$12,000 adjusted for today's median home prices) along with subsidized mortgage rates. The stimulus jump-started the depressed economy and the effects continued long after the measure expired.

"We are leaving no stone unturned in conveying to our government and the public the message that a housing stimulus is urgently needed, and that restoring demand for housing is the fastest and most effective way of reviving the economy," said Jerry Howard, NAHB president and chief executive officer.

To help buyers in California and other high-cost markets, NAHB is also calling on Congress to permanently keep the FHA/Fannie Mae and Freddie Mac conforming loan limits to \$729,750. Under current law, the loan limits for high-cost areas will be reduced to \$625,500 on Jan. 1, 2009.

Home Values May Take Years To Recover

According to recent data from S&P/Case-Shiller, existing home prices in several California cities have fallen by more than 30 percent since their peak during the housing boom. It could likely take decades for home values to return to those heights.

The report shows that Los Angeles, San Diego and San Francisco have all seen existing home prices fall more than 33 percent since their peak in July 2006. In comparison, home values in Seattle, Wash., and Portland, Ore., have decreased by 4 percent and 6 percent, respectively.

Nationwide, home values have dropped 19 percent from the record highs, but would need to drop an additional 17 percent to keep in line with household incomes. Prior to 2000, home values were about three times the household income but shot up rapidly during the boom.

A leading economist noted that while home values have decreased before, it was usually in response to other economic forces. Today, the housing market collapse is the root cause of the nation's economic problems. The source said "shoddy underwriting on mortgages" was the main contributor to the housing crisis.

Wyden Addresses ITC Study

Sen. Ron Wyden (D-Ore.) recently called the International Trade Commission (ITC) study on competitive conditions for U.S. wood flooring and hardwood plywood a good first step, but asked for more emphasis to be placed on the problems caused by illegal logging and unfair competition. "ITC's report barely scratches the surface when it comes to the problems

Import/Export Wood Purchasing News

caused by illegal logging and unfair competition from foreign wood products," Wyden said. "The report identifies illegal logging as giving an unfair advantage to foreign producers. At the same time, the report gives little attention to serious consumer protection concerns."

Deb Hawkinson, executive director of the Hardwood Federation, added, "We are grateful to Senator Wyden for starting this investigation into the competitive conditions affecting these U.S. hardwood businesses and putting American companies and jobs at risk. Our industry is committed to stamping out illegal logging and helping to pursue effective enforcement of current trade law and regulations."

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NEWSWIRES

Union City, Indiana—Frank Miller Lumber Co. Inc., headquartered here, recently installed Exact Modus' SMART Lumber Grading Solution on their sawmill's lumber inspection and planer lines.

Frank Miller Lumber (FML) desired a grading line solution that automatically tallied boards, provided unlimited sorting capabilities and offered detailed production information to help manage the company's profitability.

FML President Bob Miller said, "I was skeptical at first, but the positive impact of Exact Modus' production software providing real-time production/management information for our company has been very satisfying, and the information available is helping us manage the gap between production and sales."

Main features of Exact Modus' SMART Lumber Grading Line Solution, which has been developed for hardwood lumber producing sawmills and concentration yards, include: automated measurements and tally, powerful sorting capabilities and real-time production/management information. The grading line solution also emphasizes grader ergonomics, trim saw control by the grader and is adaptable to most existing grading line configurations. It allows a company efficient and precise control over filling customers' orders, while finalizing a bundle's tally on the production line.

In a globally competitive environment, Exact Modus' solutions help their clients remain among the leaders. Their SMART Lumber Grading Solution has been developed over the last 10 years specifically for hardwood lumber producing sawmills and concentration yards.



Bob Miller

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NEWSWIRES

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Shanghai, China—WoodMac China 2009, set for Feb. 17-20 at the Shanghai New International Expo Centre, has recorded a 28 percent growth in area from its last event two years ago. The 10th edition of the event, which will be held in conjunction with FurniTek China for hardware and WoodBuild China for lumber and wood accessories, will be its largest show in history.

“At a time of worldwide economic crisis, it is sobering to reveal an exhibition that has shown an increase in demand,” said Brendan Jennings, general manager of organizer China International Exhibitions. WoodMac China is organized in partnership with CIE of Shanghai, DMA, Ligna and the China National Forestry Machinery Assoc.

Jennings added, “In the current economic climate, Chinese furniture and wood product manufacturers must upgrade to the most efficient technology available to produce more for less and with a higher quality. This has created an increased demand for labor saving, energy saving and material saving are all terms of ‘efficiency technology’ that will dominate the exhibits at the show.”

Over 500 companies will participate at the combined event, including national and regional pavilions from Germany, Italy, Spain, Taiwan and the United States.

Melbourne, Australia—Recent independent testing by Australian timber industry associations found formaldehyde levels in some imported panels to be significantly higher than Australian limits.

The Australian Competition and Consumer Commission (ACCC), headquartered in Melbourne, has asked panel importers to establish appropriate product testing to ensure their products comply with Australian or equivalent international standards for formaldehyde emissions from particleboard, MDF (medium density fiberboard) and plywood.

Washington, D.C.—According to a new report by Albert Keidel of the Carnegie Endowment For International Peace, headquartered here, China’s economy will surpass that of the United States by 2035 and be twice its size by mid-century. China’s rapid growth is driven by domestic demand — not exports — and will sustain high single-digit growth rates well into this century.

In *China’s Economic Rise—Fact and Fiction*, Keidel examines China’s likely economic trajectory and its implications for global commercial, institutional and military leadership.

Key conclusions include: potential

stumbling blocks to sustained Chinese growth are unlikely to undermine China’s long-term success; China’s financial system is one of the strengths of what the report calls “China’s money-making machine”; a Chinese economy that eclipses the U.S. by mid-century has both commercial and potential military implications; and American policy makers should take this opportunity to enact wide-ranging domestic reforms and rethink their concepts of global order. “China’s economic performance clearly is no flash in the pan,” the report said. “Its growth this decade has averaged more than 10 percent a year and is still going strong. Because its success in recent decades has not been export-led but driven by domestic demand, its rapid growth can continue well into the 21st century, unfettered by world market limitation. China’s likely continued success will eventually bring an end to America’s global economic preeminence, requiring strategic reassessment by all major economies — especially in the United States, the European Union, Japan, and even China itself.”

For the full text of the policy brief and other relevant work on the topic, visit www.carnegieendowment.org/keidel.

Montgomery, New York—Russin Lumber Corp., based here, recently appointed Michael Modansky to the newly created position of Vice President — International Marketing. Modansky brings over 40 years of wood products industry experience to the company.

Modansky has held senior executive management positions, and owned a wood products import brokerage firm. During his retail career, Modansky led the successful development of international sources for wood products from all over the world including Canada, Russia, China and South America.

His innovative thinking and problem solving, as a member of the American Lumber Standards committee, helped lead to the development of grade stamps for foreign wood products suppliers and for creating application methods for UPC codes on wood products.

Modansky will be responsible for expanding the worldwide presence of Russin Lumber Corp. He will work to develop new international suppliers for existing products, as well as the procurement of new product lines. Modansky will also lead the sales effort to develop new markets for the company’s Radiata Pine boards, which are manufactured in the Concepcion area of Chile.



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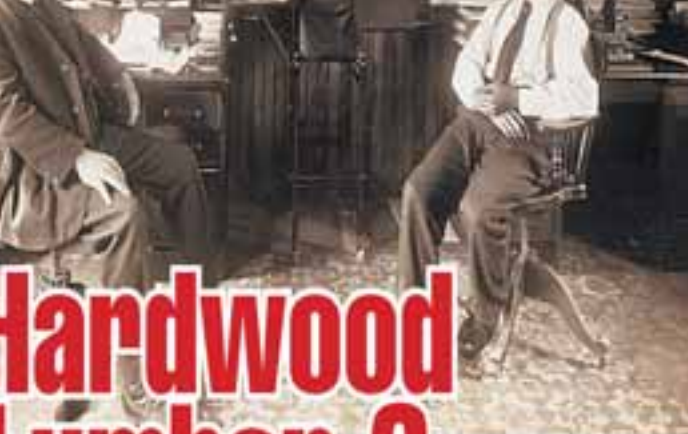
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NEWSWIRES

Continued from page 29

Ottawa, Ontario—Canada Mortgage and Housing Corp., located here, recently reported that new home construction fell to a seven-year low. With existing home sales also dropping to their lowest point since June 1994, many Canadian housing experts believe the worst is far from over.

Housing starts in Canada have been on a steady decline since reaching their peak of 277,000 nearly three years ago. The most recently reported rate was 212,000. By comparison, the United States' seasonally adjusted annual rate stands at 625,000.

With the housing market struggling in the United States, Canadian homebuilders have been cutting back on construction. However, the market has dropped faster than expected, said John Kenward, chief operator officer of the Canadian Home Builders' Assoc.

According to Statistics Canada, the housing market has taken its biggest blows in Western Canada where Calgary (down 14 percent in home sales) and Edmonton (down 55 percent) have become "buyers' territory." Analysts say another large part of the market's decline is the U.S. recession.

Charleston, West Virginia—

According to the West Virginia Development Office, the state has avoided many problems seen throughout the United States, and posted a record setting year for exports in 2008. Those exports include wood products, where West Virginia plans to make some inroads during 2009.

West Virginia recently joined the Hardwood States Export Group, and will participate in four international trade shows in China, Dubai, Vietnam and Turkey. Although no state representatives will go on those trips, the Hardwood States Export Group will still be recruiting business for West Virginia and the other states involved. Debra Martin, manager of international trade for the West Virginia Development Office, said attending trade shows helps companies consider doing business globally. That includes Canada, where the Development Office will expand its reach.

Tempe, Arizona—According to the

latest Manufacturing ISM Report on Business, the U.S. recession has brought fewer new orders, lower production, employment and inventories, as well as contracting prices in the manufacturing sector. Wood products, nonmetallic mineral products and fabricated metal products were the areas hardest hit, but no industry reported

Import/Export Wood Purchasing News

growth in the monthly report.

The PMI index of manufacturing activity fell 3.8 percent to 32.4, the lowest reading since June 1980 when the PMI registered 30.3 percent. The latest reading indicates contraction in both the overall economy and the manufacturing sector. The average PMI for the past 12 months (45.6 percent) corresponds to a 1.4 percent increase in real gross domestic product. The composite indexes making up the PMI also showed some historic lows. ISM's New Orders Index registered 22.7 percent, the lowest reading on record going back to January 1948. The Production Index decreased to 25.5 percent, while the Employment Index registered 29.9 percent, its lowest reading since November 1982.

London, England—According to the latest CBI (Confederation of British Industry) Industrial Trends Survey, the United Kingdom likely won't recover from the worldwide economic crisis until 2010, and it could take up to six years to pay off the cost of the recession.

The survey expects a sharp decline in expected demand for the timber and wood products industry, along with declining output. Over the next three months, approximately 16 percent of firms are expected to see a rise in new orders, while 37 percent should decrease. Output of timber and wood products is set to drop over the next quarter, according to 24 percent of those surveyed — a less gloomy outlook than an earlier survey.

About 80 percent of firms are less optimistic, and that uncertainty about future demand has caused them to cut capital spending over the next 12 months. Nearly all (97 percent) of furniture manufacturers surveyed had less optimism than three months ago, with 87 percent expecting lower demand and 65 percent predicting reduced output.

Washington, D.C.—The National Assoc. of Home Builders (NAHB) recently announced that the residential remodeling market continued its slump to 33.5, from 41.8 the previous quarter. Future expectations of



remodeling work also slid to 27.7 (from 38 the previous quarter). Both indices are at historic lows since the start of the Remodeling Market Index (RMI) in 2001.

"Remodelers reported another drop in major home improvements and expectations for future work have also declined," said Lonny Rutherford, NAHB Remodelers Chairman. "A slight increase in minor remodeling projects for owner-occupied homes

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NEWSWIRES

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suggests customers are cutting back on home improvement spending.”
The remodeling market is tightening due to more homebuilders taking on remodeling work, creating a more competitive marketplace and flattening out calls for bids and appointments for proposals.

Moscow, Russia—Although the Russian log export tax scheduled for January 1 was postponed, it still will likely come into effect within the next year. Russian Prime Minister Vladimir Putin said that the global financial crisis and pressures from foreign powers convinced the country to defer the tax by up to 12 months.

The increase in the log export tax from 25 percent to 80 percent had drawn harsh criticisms from Scandinavian countries that depend on cheap Russian logs, and organizations such as the International Wood Products Group. The European Commission also said the timber duties could hamper Russia’s negotiations to join the World Trade Organization. Other countries were expecting the new fees to increase demand for their wood and wood products.

Washington, D.C.—In response to increasing global demand for verified legal and sustainable forest products, the American Hardwood industry recently released the findings of its independent study, “Assessment of Lawful Harvesting and Sustainability of U.S. Hardwood Exports.”

The study was commissioned by AHEC and undertaken by a team of international experts, led by Seneca Creek Associates. The research concluded that: there is a very low risk that U.S. hardwoods derive from illegal sources; there is high confidence that hardwoods procured from the U.S. are low risk in all categories of the FSC controlled wood standard; and national and state forest programs in the U.S. are responsive in promoting and ensuring sustainable forest practices.

The study is the first of its kind to look at legality on a national basis, and will prove valuable for compliance to a range of sustainable procurement policies, including FSC controlled wood. This should greatly facilitate the supply of FSC labeled products containing American Hardwoods using FSC’s percentage and volume credit systems. The study also provides a series of recommendations for the American Hardwood industry, designed to enhance the level of transparency and environmental credentials of its products.

The AHEC board responded to these recommendations by preparing a

Responsible Procurement Policy for Exporters (RPP). This policy may be voluntarily adopted by AHEC members wishing to communicate their commitment to specific environmental objectives and to progressively increasing the proportion of American hardwoods that can be tracked to forest of origin.

Jönköping, Sweden—This year’s Elmia Wood, set for June 3-6, recently announced a special conference on June 2 for international bioenergy pioneers. More than 500 exhibitors and 50,000 visitors from 50 countries are expected for the event.
Bioenergy is the source of 28 percent



of Sweden’s total energy consumption, including in the transportation sector. Most of this biofuel comes from the forest. The conference will give participants insight into the potential and possibilities of harvesting residues. Together, the conference and Elmia Wood 2009 will offer a unique chance for international visitors to see the entire chain from forest to energy user.

“We know there’s a demand for the conference, not least from within the North American forest industry,” said Torbjörn Johnsen of Elmia. “Right now, people have many questions about how utilizing harvesting residues can help improve the economics of the forest industry and reduce oil dependency. The big challenges are how to find efficient logistics, functioning business models and good price structures, and Sweden can offer a lot of knowledge in those areas.”

Madison, Wis.—The Forest Products Society (FPS), headquartered here, recently published a special report entitled, “Wood from Planted Forests: A Global Outlook 2005-2030.”

According to the report’s authors, Jim Carle and Peter Holmgren, planted forests constituted only 7 percent of the global forest area, or about 271 million hectares, in 2005, but contributed a higher proportion of overall forest goods and services. The study examined 666 management schemes from 61 countries, taking into account tree species, rotation lengths, production potential and end uses of wood. With an assumed average efficiency rate of 70 percent, the potential industrial wood production in 2005 from planted forests was estimated at 1.2 billion cubic meters or about two-thirds of the overall wood production in that year. Scenarios until 2030 (detailed) and 2105 (simplified) were

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NEWSWIRES

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developed, indicating that wood production from planted forests may increase considerably.

For a detailed view of the report, visit www.forestprod.org/dec08-f.pdf.

The Forest Products Society is an international not-for-profit technical association founded in 1947 to provide an information network for all segments of the forest products industry. The Society also acts as the distributor for the technical publications of the American Wood Council, which constitute an invaluable information resource on wood construction.

AHEC -

Continued from page 2

ufacturing firms. For example, with Dubai having recently announced the edition of over 20 new hotels for 2009, a total of over 15,000 new rooms, its furniture will be manufactured in the Middle East and also Southeast Asia including Indonesia. As a result, architects and furniture designers in Dubai were targeted and seminars were presented. On the other end of the spectrum, technical and grading seminars in Indonesia were presented to the traders and manufacturers. This is the long term strategy that AHEC has implemented over several years with anticipation that the market will reach the domestic industry as seen in markets such as Mexico, China and other manufacturing economies. As Indonesia's tourism industry grows, so will the need for high-end hotels and restaurants. Just recently, Indonesia has been inundated with such multi-million dollar projects as its reputation for being politically instable is changing for the better.

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 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 web site at www.ahec.org.

WASHINGTON SCENE -

Continued from page 2

tion benefits.

Forestland can now be enrolled in the Farmland Protection Program if it is important to the economic health of the agricultural operation or if it serves

as a buffer between the farm and development. The Healthy Forest Reserve Program (HFRP) now has a new permanent conservation easement option in addition to the traditional program options of 10-year, 30-year or 99-year easements.

Michaud Bill Benefits Forest Products Industry

Rep. Mike Michaud (D-Maine) recently introduced H.R. 7290 that enhances the ability of the forest products industry to benefit from the tax credit for electricity produced from biomass.

Donna Harman, president and chief executive officer of the American Forest & Paper Assoc., said that, "Congressman Michaud deserves praise for both his understanding of the needs of the forest products industry and its workers and his commitment to energy independence. The forest products industry is feeling the effects of the economic downturn just like other industries and Congressman Michaud's legislation is an important boost to the industry's competitiveness. His bill also encourages energy production at a time when there is growing support for clean energy and greater energy independence.

"The forest products industry is the nation's leading industrial producer of renewable energy with paper mills generating 64 percent of their own energy and wood products mills generating 74 percent," Harman added. "Unfortunately, the forest products industry does not receive the same favorable tax consideration as other industrial renewable energy producers because we use a large portion of our energy in-house instead of selling it all to the grid.

"Congress Michaud's bill fixes this imbalance by ensuring that Congress' previously-passed renewable energy tax incentives benefit facilities that generate their own energy from renewable biomass," Harman continued. "This important change will help encourage greater use of renewable energy as Congress originally intended."

Secure Rural School Act Provides \$500 Million

Reauthorization of the Secure Rural Schools and Community Self-Determination Act (SRS Act) will provide more than \$500 million to 41 states and Puerto Rico for improvements to public schools, road maintenance and stewardship projects.

U.S. Forest Service Chief Gail Kimbell said, "The reauthorization of the Secure Rural Schools Act represents renewed and, in many cases, new opportunities, for counties, resource advisory committees, and national forests to work together to maintain infrastructure, improve the health of watersheds and ecosystems, protect communities, and strengthen local economies. We look forward to collaborating with communities to fully implement the act."

Since 1908, 25 percent of Forest Service revenues, such as those from timber sales, mineral resources and grazing fees, have been returned to states in which national forest lands are located.

OBITUARIES

ALBERT BIBEAU

Westminster, Massachusetts—Albert Bibeau, former executive director of the Wood Products Manufacturers Assoc. (WPMA), headquartered here, recently passed away while on vacation with his wife, Rose, in Florida.



For over 25 years, Bibeau was the executive director of the WPMA, a trade association serving the primary and secondary wood products industry.

He was survived by his wife and best friend of over 52 years, Rose; five children, Philip, Steven, Karen, Allen and David; and six grandchildren.

Memorial contributions may be made to Camp Jabberwocky (a camp for disabled children on Martha's Vineyard), P.O. Box 1357, Vineyard Haven, Mass., 02568.

RALPH E. ELLIOTT SR.

Greensboro, North Carolina—Ralph E. Elliott Sr., a lumber broker and consultant with DLH Nordisk Inc., headquartered here, recently passed away.

Elliott was born May 25, 1924, to the late Thomas and Fanny Elliott. He was owner/operator of Elliott Lumber Co.,

and worked with DLH Nordisk until his death. He was a former president of the Appalachian Hardwood Manufacturers Inc., and was a member of the National Hardwood Lumber Assoc.



Elliott was a veteran of World War II, serving in the U.S. Army Air Corps, and was a member of the Elks Lodge No. 602. He was a member of the Presbyterian faith.

Survivors include his daughter, Pamela White (Charles) of Concord, N.C.; sons, Ralph E. Elliott Jr. (Judy) of High Point, N.C., and Kenneth N. Elliott (Sue) of Whitsett, N.C.; special friend, Peggy Lutz of Raleigh, N.C.; brothers, George Elliott (Sarah), Donald Elliott (Carlene) and Ronald Elliott (Mary Ellen), all of Reidsville; grandchildren, Josh, Chris, Katie, Jenny, Betsy and Chase; four great-grandchildren; and several nieces and nephews.

Funeral services were held at Hanes-Lineberry N. Elm Chapel in Greensboro, N.C., with burial in Forest Lawn Cemetery.

In lieu of flowers, memorial contributions may be made to Hospice and Palliative Care at Greensboro, 2500 Summit Ave., Greensboro, N.C., 27405. Online condolences may be made at www.mem.com.

IMPORT/EXPORT CALENDAR

FEBRUARY

WoodMac China, Shanghai New International Expo Centre, Shanghai, China. Contact: 86-21-2890-6666 or www.wood-macchina.net. Feb. 17-20.

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

Delhiwood Show, Pragati Maidan, New Delhi, India. Contact: www.delhi-wood.com. Feb. 14-17.

MARCH

Malaysian International Furniture Fair 2009, Putra World Trade Center, MATRADE Exhibition and Convention Center, Kuala Lumpur, Malaysia. Go to: www.miff.com.my/web/. Mar. 3-7.

WWPA Annual Meeting, Doubletree Paradise Valley Resort, Scottsdale, Ariz. Contact: 503-224-3930. Mar. 7-10.

International Furniture Fair Singapore/ASEAN, Singapore Expo, Republic of Singapore. Contact: 65-6569-6988 or equiry@iffs.com.sg.

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

Domotex Asia, Shanghai, China. Go to: www.vnuea.com. Mar. 24-26.

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

Interzum Guangzhou 2009, China Import and Export Fair Pazhou, Guangzhou, China. Go to: www.interzum-guangzhou.com. Mar. 27-30.

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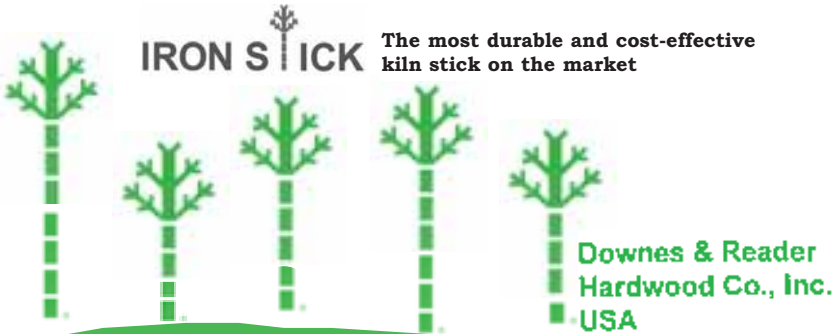
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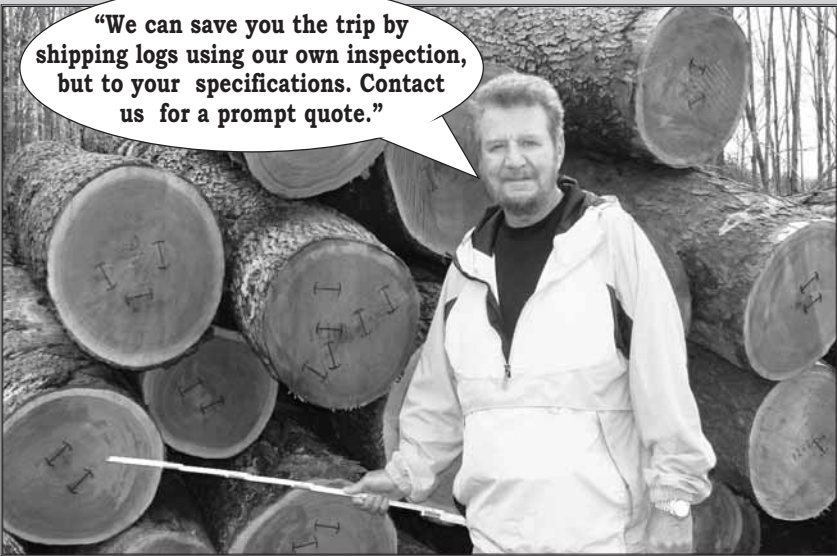
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LINDSAY MACHINERY, INC.
E. 5389 N. Water Dr. Manawa, WI 54949
Ph: 920-596-2571 Fax: 920-596-3050

USED WOODWORKING EQUIPMENT

Castle – 2008 TSM-35 HD Pocket borer, like new
Castle – TSM-21 Pocket borer, single phase
Conveyor – Versa 1 1/2 Hp drive unit
CNC – 1990 Shoda NCW-516-2124 twin table, 6/head
Dust Collector – Extrema DC240 portable 5hp, 3ph
Dust Collector – Nordfab NFK-W, 30k to 52k cfm
Gluer - Rosenquist EF100 continuous feed HF, 100"
Hanger Bolt – Combination drill and drive, 1 ph.
Hog – Lamb 26", 100hp, starter, with 50hp fan
Miter/Bore – Bell 24 hydraulic & plc conversion
Mortiser – 1995 Maka RDB-261, 6) head, 15' table
Panel Cleaner – Black Bros 4' top & bottom brush
Planer – 20" Powermatic 221,5hp, sectional infeed
Planer – 24" Extrema EP-124, Stealth insert head
Planer – 36" Whitney 97 double head w/grinding
Radial Arm – 16" Delta 33-372, 5hp, 230/460
Raised Panel Door Shaper – Ritter R30, 3 spindles, feeder, air float panelcrafter & coping jigs
Resaw – Mereen Johnson 205, 30hp, excellent
Router – HerSaf 144 vertical panel router, 4'
Sander – Crouch 66-48 Edge Sander, 6" x 125" belt
Saw – Pistorius MNV 202 double miter saw
Saw – Omega T55 300 d.d. 12" precision miter – NOS
Saw – WF Wells W-9-1 horizontal twin post 9" x 18" metal cutting bandsaw, 3hp,vs blade, hyd feed
Shaper – Delta 43-495X 3hp, 3/4" spindle, 1 phase
Shaper – Woodtek tilting spindle, 3hp, 3/4" spindle
T Nut - Sigma 1500 "T" Nut Borer & Driver
Widebelt – Jet JWB-37, 37"x60" combo drum/platen
*** Email i10@comcast.net for photos ***



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

Quality Used Machines For Sale

- Oliver 287 Shaper (1989)
- Oliver 166 CD 16" Jointer - Reconditioned
- Oliver 170 Straitoplane - Priced To Sell! (Good Cond.)
- Oliver 2066 20" Single Surface Planer (Helical Head) Very Nice 1980's
- Oliver 285 Shaper (Very Clean)
- Weinig Uni-Mat 23 6 Spindle Moulder (Very Nice)

PRICED TO SELL

Dennis L Coffey Machinery Furlong, PA
PH: 215-345-8555 FAX: 215-340-1607
e-mail: coffeymach@aol.com

WADKIN THRU FEED MOULDER
Model: XE220-6000 RPM 220/440 volts 3 phase
Year: 1997
Maximum Size: 9 1/2" x 5" 1 13/16" spindle
6 Head sequence
Bottom - 15 HP
Fence Side - 15 HP
Near Side - 15 HP
1st Top - 25 HP
2nd Top - 25 HP
2nd Bottom - 25 HP
Outboard bearing on all horizontal spindles
Accurate Technology digital "Pro Scale" and "Pro Set" Systems

4 Knife Heads
9" regular - 6 each
9" hydro - 2 each
7" regular - 2 each
7" hydro - 1 each
6" regular - 3 each
6" hydro - 3 each
4" regular - 3 each
2" regular - 4 each
2" hydro - 2 each
Set up stands
Collars for regular and hydro heads

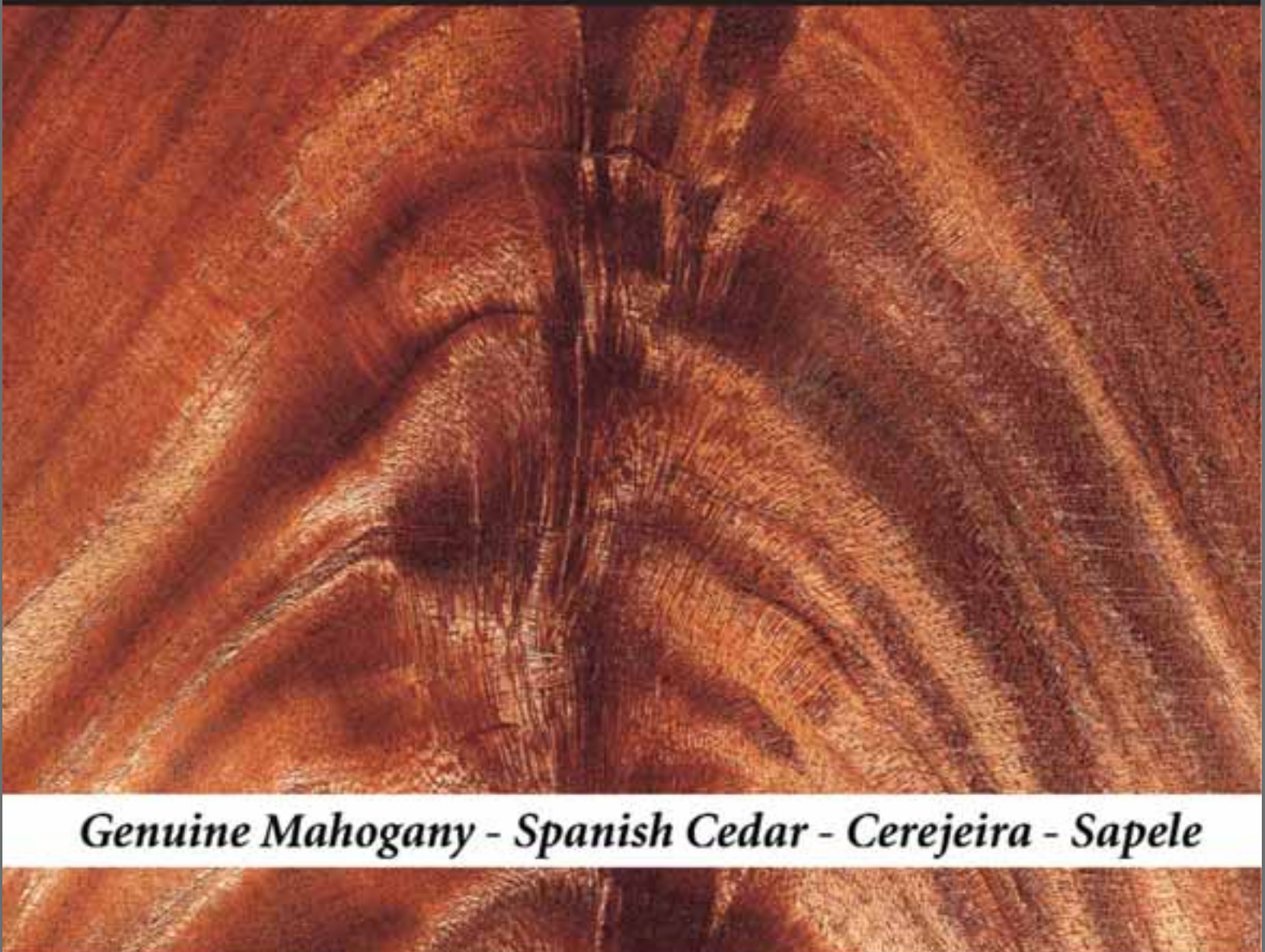
Dust Spyder

WEINIG PROFILE GRINDER
Model: R-934 - 9" - 1 13/16" arbor
220/440 volts - 3 phase
Year: 1996

Excel Millwork & Moulding, Inc.
850-575-8979 Ext. 110

NEWMAN

Lumber Company



Genuine Mahogany - Spanish Cedar - Cerejeira - Sapele

*For more information contact sales staff
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