

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

Vol. 36 No. 2

Serving Forest Products Buyers Worldwide

October/November 2009

“Going Green” Proved Popular Theme At AWFS

By Terry Miller

Las Vegas, Nevada—Awards, receptions and a plethora of informational sessions were highlights of the recent biennial AWFS Fair, hosted by the Association of Woodworking & Furnishings Suppliers.

Although attendance was reportedly less at this year’s show than two years ago, vendors spoke contentedly about the quality of leads their displays gener-

Additional photos on pages 10 & 12

Continued on page 13



Paul Dow, Karl Schmetzler and Mel Yoder, Yoder Lumber Co. Inc., Millersburg, Ohio



Romel Bezerra, Elof Hansson Inc., Suwanee, Ga.; Joann Gillebaard, Holland Southwest, Houston, Texas; Pat Bennett, American Pacific Plywood Inc., Solvang, Calif.; and Joel Osterloh, Elof Hansson, Inc.

Mood’s Upbeat At AHMI Annual Summer Meeting

By Paul Miller Jr.

Hot Springs, Virginia—Despite a slight decrease in attendance, the atmosphere was upbeat and positive at the recent 2009 Summer Conference, hosted by the Appalachian Hardwood Manufacturers Inc. at The Homestead,

located here.

Guest speakers delivered information pertinent to today’s market to 121 in

Additional photos on pages 12, 14 & 20

Continued on page 13



Dean Alanko, Allegheny Wood Products Inc., Petersburg, W.Va.; John O’Dea, Augusta Lumber Co. Inc., Waynesboro, Va.; John Crites II, Allegheny Wood Products Inc., Petersburg, W.Va.; and Bill Campoli, Coastal Lumber Company, Weldon, N.C.



Taylor and Tripp Pryor, Oaks Unlimited, Waynesville, N.C.; Kim Vollinger, W.M. Cramer Lumber Co., Hickory, N.C.; and Karen and Joe Pryor, Oaks Unlimited

North American Hardwoods Receive Attention At Tecnomueble

Guadalajara, Jalisco, Mexico—The American Hardwood Export Council (AHEC) exhibited at the 2009 summer edition of Tecnomueble trade show here and received 88 visitors with real interest in the AHEC services and products within the Council. The majority of these contacts were either importer/distributors or furniture manufacturers. Some specialized schools and architects were included, too.

The trade show was well attended in spite of the economical slow-

down, which can still be perceived. The number of exhibitors was also visually reduced; the organizing committee reported that many exhibitors canceled their participation due to a lack of cash flow.

This year the supplying show was attached to the furniture maker’s show. These shows are usually held separately on different dates but because of the Swine Flu outbreak the suppliers’ show

Continued on page 15



Eighty-eight visitors displayed interest in AHEC services and products at the recent Tecnomueble trade show in Guadalajara, Mexico.



Seminar attendees at Tecnomueble asked a variety of questions regarding designs and hardwoods species.

Who's Who in Import/Exports



JESPER BACH

Jesper Bach is import manager for **Baillie Lumber Company** in Hamburg, N.Y. Baillie Lumber Company is a wholesaler, sawmill, importer and exporter of wood. This company offers domestic hardwoods and a wide variety of imported species such as African Mahogany.

Continued on page 15



GREGORY D. BESSE

Gregory D. Besse is President/CEO and sole owner of **Besse Forest Products Group** in Gladstone, Mich. Besse Forest Products Group is comprised of sawmills, veneer mills, a concentration/distribution yard, and is an exporter of quality hardwood products. On a national

Continued on page 15



SHANE COOK

Shane Cook recently joined the sales team at **Midwest Walnut** located in West Plains, Mo. Established more than 70 years ago, Midwest Walnut produces millions of board feet of Walnut and other hardwoods annually. The company has a well-established

Continued on page 16



STUART MCBRIDE

Stuart McBride is a director of **NHG Timber Ltd.** located in Surrey, United Kingdom. NHG Timber offers an extensive range of diversified wood products and currently trades in over 67 countries. Sourced from Europe, North America, Africa, South America and the Far East,

Continued on page 16



Lacey Act Update

Animal and Plant Health Inspection Service recently released an update to the declaration requirements of the Lacey Act. The purpose of this notice is to announce revisions to the phase in enforcement of the declaration requirement.

Highlights of the update include:
 •Composite and recycled or reused materials (e.g. medium density fiberboard, particleboard and scrap wood) will be delayed from the original phase-in timeframe of October 1, 2009. The proposal is to begin enforcing the declaration for those products no earlier than September 1, 2010. The Federal Government will use the additional time to evaluate options for enforcing the declaration for these goods.
 •Request for blanket declarations to be used for routine and/or repeat shipments is under evaluation. Such declarations would reduce the paperwork burden for these routine shipments, reduce costs and improve usefulness of information.
 •Request for use of only the genus name when individual species would

THE WASHINGTON SCENE

be difficult if not impossible to identify and could be one of hundreds of possible species was declined.

•APHIS is seeking comments on future HTS chapters/subchapters for inclusion after September 1, 2010. Comments are also requested for items previously not included in the phase-in schedule.

•Please note industry has 60 days to submit comments on the notice. For more information about the Federal Register notice, visit www.edocket.access.gpo.gov/2009/pdf/e9-21216.pdf.

Climate Plan Calls For Forest Expansion

Under a congressional plan to confront climate change, new forests would spread across the American landscape, replacing pasture and farm fields, an analysis from the Environmental Protection Agency recently shows.

According to USA Today about 18 million acres of new trees would be planted by 2020 as a result of the climate bill passed by the House of Representatives.

Included in the House bill are financial incentives to farmers and ranch-

Continued on page 17

American Hardwoods To Take Center Stage At World Interior Design Congress 2009, Dubai

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

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

This November, the American Hardwood Export Council (AHEC) will be Gold Sponsor of IFI09 Dubai - the 24th General Assembly of the International Federation of Interior Architects/ Designers and the World Interior Design Congress 2009.

The event, which will take place from November 6th to 11th 2009 at the Grand Hyatt Hotel, Dubai, will include competitions, an exhibition, workshops and master classes for students and professionals. The theme for the event this year is "Celebrate Interior Design" and it will provide the opportunity for networking, exchange of knowledge and experiences in a global context, as well as for personal development and growth.

AHEC will also be featuring two well-known speakers for the event. Patrick Fong, a Hong Kong based Interior Architect, is a renowned designer with over 35 years of experience. His completed projects range from shopping arcades and corporate headquarters to hotel and service apartments, located in Mainland China, Hong Kong and Southeast Asia. Major completed projects include the Pacific Place, Times Square, Hang Seng Bank

Headquarters Building, China World Trade Center in Beijing, Penang Holiday Inn and the Labor Bureau in Ohio. The other speaker, Luke Hughes, is a London-based furni-



ture designer who has designed and made furniture for major public buildings, collaborating with the world's leading architects for outstanding architectural interiors. Projects include the U.K. Supreme Court, the U.K. Houses of Parliament, more than 50 Oxford and Cambridge Colleges, 25 significant public libraries, five royal palaces and over 1,000 boardrooms for major multi-national businesses.

AHEC will also be participating in the IFI09 Exhibition, located in the Grand Hyatt Hotel, Dubai, where international design professionals will have the opportunity to find out more about the design possibilities for American hardwoods, as well as their sustainability credentials.

The American Hardwood Export

Continued on page 16

Pine Beetle Burrows Into Wood

(Excerpts reprinted from *The Vancouver Sun*)

Vancouver, British Columbia—Forest fires, flooding and the mountain pine beetle epidemic are clear examples in B.C. that climate change is real and needs to be addressed by governments around the world.

B.C. Forests Minister Pat Bell told an International Energy Agency conference on bioenergy recently. Bell said the devastation by the pine beetle and this summer's forest fires are clear indicators of climate change.

He said the province spent \$240 million fighting forest fires during summer's record high temperatures and record floods have been occurring along the Nechako River near Prince George, where the pine beetle has denuded the adjacent forests of water-absorbing trees.

The world is on a path right now to a six degree Celsius change in temperature over the next century, said

Ralph Sims, a senior analyst at the International Energy Agency, and a member of the Nobel Peace Prize-winning Intergovernmental Panel on Climate Change. Business as usual is no longer an option, he said.

To get to a more acceptable two degrees Celsius temperature rise, an IEA report shows that biomass will need to be the greatest source of primary energy by 2050, Sims said. Carbon capture and storage, particularly if it is combined with energy produced using biomass, is another



adult pine beetle

Photo courtesy - USDA Forest Service - Region 8

key to keeping temperatures from escalating above the acceptable two-degree threshold, he said.

Genome BC used the conference to announce \$8.8 million in funding for two new research projects using the gene sequencing to convert trees into liquid biofuels.

The projects are aimed at breaking down trees killed by the mountain pine beetle into fermentable sugars for ethanol production and in some cases, replacing them with hybrid

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E-Mail Addresses:

Advertising: stokes@millerpublishing.com
 Editorial: editor@millerpublishing.com
 Subscriptions: circ@millerpublishing.com

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
Sue Putnam - Editorial Director
Michelle Keller - Associate Editor
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Walter Lee - Production/Asst. Art Director
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U.S. Correspondents: Chicago, Grand Rapids, Mich., High Point, N.C., Los Angeles, Portland, Ore., Memphis
 Canadian Correspondents: Toronto
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IWPA Continues To Evolve

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



It's the economy...

There was another reality that was
 Continued on page 18

Just an "Easy Button" Away
 As an association executive it's my job to make sure the organization is relevant and valuable to our members. That requires me to have an understanding of changes taking place in the market environment and make adjustments to our strategy where warranted.

A classic example is the latest edition of IWPA's magazine and sourcing guide. With this edition, *Imported Wood* became *International Wood*. What's in a name? Why the change?


We're all in this together

A major reason for the change was to acknowledge the realities of trade in wood products. In our inter-connected world, wood isn't necessarily a direct export-to-import relationship. Take a look at how U.S. manufacturers can use an extended supply chain to differentiate their products: Cherry

is exported from the U.S. to China where it is layed up with a Birch core from Russia and then re-exported back to the United States for further manufacturing into a kitchen cabinet in Virginia. Eastern Maple is sent to Brazil where it is matched with Mahogany and is used to manufacture wall paneling for a California inn. Almost every story in the current *International Wood* reports on combined and complementary use of exotic species with domestic hardwoods and softwoods. IWPA continuously seeks to unify industry associations and work closely with them for the benefit of all of our collective members. The name change reflects that reality.





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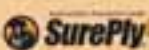





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PRS GUITARS Turns Wood Into Music

By Jimmy Hudson



PRS Guitars is celebrating its 25th anniversary as a manufacturer of guitars carved from imported and North American hardwoods and softwoods. Pictured is the company president (left) Jack Higginbotham and founder Paul Reed Smith.



Jamie Vann is vice president of operations/manufacturing for PRS.



Frank DeFina is vice president of operations/sales for PRS.



Some guitar neck blanks are fashioned from Indian Rosewood at the firm's facilities in Stevensville, Maryland.



Birds are carved into Rosewood on these guitar fingerboards. PRS makes 60 guitars per day, mostly handmade.

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Stevensville, Maryland—

Headquartered here, Paul Reed Smith (PRS) Guitars is a leading manufacturer of high-end American solid, semi-hollow and hollow body electric guitars, pickups, acoustic guitars and amplifiers. Founded in 1985 by guitarist and luthier Paul Reed Smith, PRS guitars have become substantially valued and highly respected by musicians and collectors around the world.

Originally from Bowie, Maryland, Paul Reed Smith began what would later pave the road of his future by accepting a challenge to build a guitar from a college professor at St. Mary's College of Maryland. After exceeding the challenge and earning extra credits, Smith continued to build guitars at the rate of one per month. Many long nights were spent designing, testing and re-designing as he created what would become the nucleus of Paul Reed Smith Guitars.

"Every design change taught me something new," Smith says in his article, "The Journey Begins," a history of PRS found on the company's

Continued on page 18

Maple tops are stacked in the company's hotroom waiting to be utilized.



OAKS UNLIMITED Gaining Ground With Certification

By Gary Miller



This is an aerial view of facilities at Oaks Unlimited.



President and owner of Oaks Unlimited, Joe Pryor.



A load of surfaced and ripped FAS & Better Red Oak is ready for delivery to a domestic customer.



Henry Ledford grades lumber at Oaks Unlimited's green inspection and stacking chain.



A pack of White Oak passes in front of the company's SII Dry Kilns, heading for the new warehouse.



This is the interior of Oaks Unlimited's new dry storage warehouse.

Waynesville, N.C.—Located 3,000 feet above sea level in an area known for superior hardwoods, Oaks Unlimited Inc. processes these species of hardwood lumber at their concentration yard: Red and White Oak; Cherry and Tulipwood. The firm is owned and operated by Joe Pryor, whose family has been in the lumber business for more than 40 years.

Recently, the company became chain-of-custody certified and recognized by the Forest Stewardship Council (FSC), Sustainable Forestry Initiative (SFI) and Programme Endorsement of Forest Certification (PEFC).

After attending an Appalachian Hardwood Manufacturer's Assoc. (AHMI) seminar, president and fourth generation owner, Joe Pryor began the certification process for Oaks Unlimited Inc. "I was looking ahead. While the demand for certified lumber is not significant from our customers at this

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Green lumber under the company's covered air-drying facility.

Rick Parton operates Oaks Unlimited's computerized measurement and end tally kiln-dried grading station.



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Gilco Lumber Becomes GILCO INTERNATIONAL LUMBER LLC

By Gary Miller



Gilco International Lumber LLC's hardwood concentration lumberyard in Roderfield, W. Va. is situated on 20 acres with a one million board foot capacity pre-dryer, 16 Irvington-Moore dry kilns, air-drying sheds and yard with four million board feet of open air-drying capacity.



A pack of Gilco's kiln-dried lumber ready for shipment at the Roderfield operation.



An employee grading Poplar boards on Cabin Creek Lumber's grading chain.



Previous owner, James "Buck" Harless and new owner, Everett Hannah.



The Roderfield, W. Va. lumberyard has two 1 million board foot dried storage warehouses.



State-of-the-art Corley equipment including this line bar resaw is utilized at Cabin Creek Lumber LLC.

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Shane Cook
shanec@midwestwalnut.com
Phone: 417-469-0640
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South Charleston, W. Va. —

Gilco Lumber Co., headquartered here, recently transferred ownership, added more operations, became Forest Stewardship Council (FSC) certified and is now known as Gilco International Lumber LLC.

After 62 prosperous years in the forest products industry, James "Buck" Harless is retiring. The new owner, a businessman and friend whom Harless has known for more than 20 years, is also a well-known West Virginian and lumberman, Everett Hannah.

Approaching an impressive 90 years of age, Buck Harless has, throughout his career, remained dedicated to his hardwood lumber customers, vendors and employees while choosing the right proprietor for Gilco Lumber Inc. before retiring. "I'm highly honored that Mr. Harless has entrusted me to continue the excellent reputation that he has built for dependability and pro-

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Cabin Creek Lumber's Red Oak and White Oak log deck.

Two air-drying sheds are photographed here at Gilco International's hardwood concentration yard in Roderfield, W. Va.



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REDWOOD: Behind The Designer Façade

By Michael Buckley



Michael Soh, a Malaysian citizen now living in Singapore, began Redwood Interior Pte Ltd., in 1989, with the vision of raising standards of construction within the architectural sector.



Redwood Interior's professional draftsmen complete custom projects from design to implementation.



Redwood Interior's production facilities are equipped with state-of-the-art CNC woodworking machinery and technology.



In Redwood's retail interiors, hardwood is very much a part of the image they create for exclusive international retailers and clients.

Singapore, Southeast Asia - One company in Southeast Asia, Redwood Interior Pte Ltd, is benefiting from the continuing faith of developers in new high-end shopping outlets and apparently of consumers for designer products. Employing hundreds of people in Singapore and Malaysia, Redwood is supplying custom interiors to a global tribe of high-end designers of luxurious goods such as clothes, jewelry, perfumes and accessories. Their retail interiors are equally of the finest quality, and hardwood is very much a part of the image they create for these exclusive international retailers and clients. Ninety percent of the company's output is exported.

In 1989, Michael Soh - a Malaysian citizen now living in Singapore - had a vision to raise standards of construction within the architec-

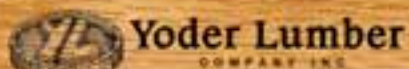
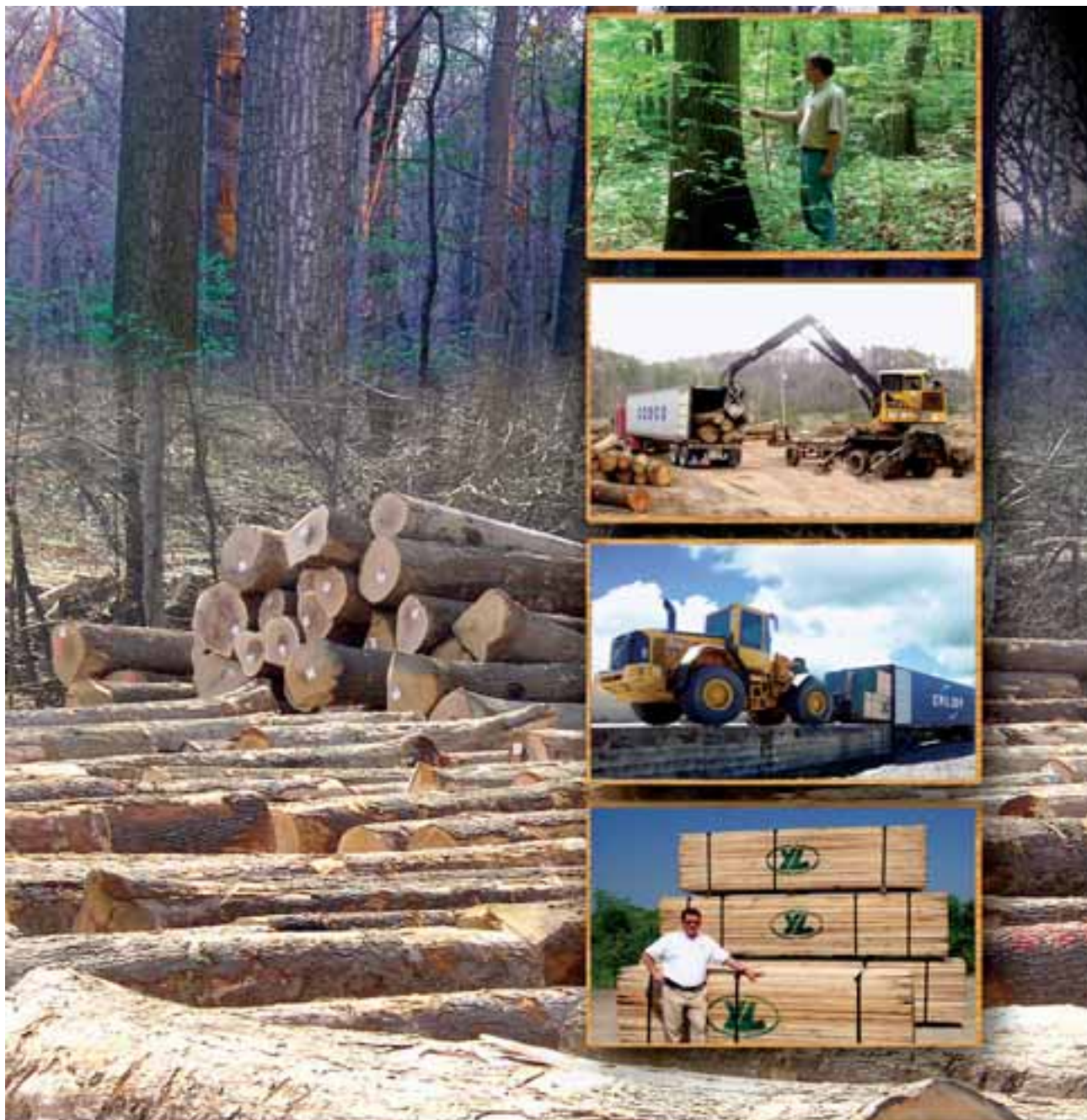
tural sector. He set up Redwood specifically to realize that vision and to become a leader in the industry. It required investment in the most efficient machinery, good knowledge of materials, and most importantly dedicated staff to achieve the company's goals. Very simply, these are quality of workmanship and service to clients. Working at this level, nothing else is acceptable to Michael Soh and to his management team. The reward is respect and continuing business with some of the world's top designers.

Asian developers, Capital Land and Sun Hung Kai Properties, have come up with "Ion Orchard" - a new iconic shopping landmark for Singapore, although perhaps no more outstanding than the latest dozen or so other iconic malls around the world. Despite the global recession, designer outlets continue their unstoppable march along fashionable high streets and in new shopping centers, not least in Asia. Ion, just launched in Singapore's tourist centre of Orchard Road, is billed as "Singapore's first multi-sensory experiential shopping and lifestyle mall spread out over 660,000 square feet." Even in the current financial crisis the developers are hoping it will be a magnet to the 200,000 shoppers that visit the area each day. Some of the finest gastronomic establishments are laid out over 100,000 square feet, with 5,600 square feet devoted entirely to art and inspiration.

Described as a world-class shopping mall which "will redefine the retail, fash-

Continued on page 24

North American hardwoods purchased by Redwood Interior include Oak, Walnut and Hard Maple.



Lumber Sales - Paul Dow
Phone 001-330-893-3121
Fax 001-330-893-3031
pauld@yoderlumber.com

Quincy Chen
Taipei Office
Email chenquincy@gmail.com
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AWFS PHOTOS - Continued from page 1



Kim Evans and Efton Giles, TWC Architectural Mouldings, San Antonio, Texas; and Allen Wagoner, Flamex Inc., Greensboro, N.C.



Jim Ellis, Weyerhaeuser Hardwoods, Santa Clarita, Calif.; Todd Kaylor, Tumatic Lumber Co. Inc., Portland, Ore.; Kevin Trussell, Timber Mountain Hardwoods, Garden Grove, Calif.; Nancy Arend, Weyerhaeuser Hardwoods, Federal Way, Wash.; and Randy Brown, Weyerhaeuser Hardwoods, Erie, Pa.



Darryl Floyd, Stacy Thompson and Mike Fischer, AWMV Industrial Products, Indianapolis, Ind.; and Randy Panko, Wood-Mizer Products Inc., Indianapolis, Ind.



Mike McNail, Adam McClanahan and Clay Hedrick, Baker Products, Ellington, Mo.



Todd Hammond, Sierra Forest Products, Salt Lake City, Utah; Warren Spitz, Sierra Forest Products, Mississauga, Ont.; and Bryan Hoyt, Sierra Forest Products, Seattle, Wash.



Andrew Brassard, North Cut Hardwoods LLC, New Lisbon, Wis.; Lewis Reed, Somerset Hardwoods Inc., Somerset, Ky.; Dave Kuehl, North Cut Hardwoods LLC; and Troy Jamieson, Somerset Hardwoods Inc.



Tom Quattrocchi, Angelo Di Mario and Danielle Saucedo, Cherokee Wood Products Inc., Upland, Calif.



Keith Finewood and Tim Girardi, Northland Corp., LaGrange, Ky.; and Michael Henneman and John Henneman, Complete Wood Source LLC, Livermore, Calif.



Mike Scaletta, Industrial Timber & Lumber Corp., Beachwood, Ohio; Bill Fitzgerald, Industrial Timber & Lumber Corp., Southern California; and Ed Armbruster, Dave Gutowski and Nathan Beary, Industrial Timber & Lumber Corp., Beachwood, Ohio



Kevin Paldino, The Collins Cos., Portland, Ore.; Mike Shuey, The Collins Cos., Klamath Falls, Ore.; Randy Byers, The Collins Cos., Kane, Pa.; Leah Covington, National Hardwood Lumber Assoc., Memphis, Tenn.; and Lee Jimerson, The Collins Cos., Portland, Ore.



Curtis Noteboom, North Pacific, Mira Loma, Calif.; Patrick Dennehy, North Pacific, Concord, N.H.; and Steve Daugherty, North Pacific, Mira Loma, Calif.



Terry Miller, Import/Export Wood Purchasing News, Memphis, Tenn.; and Joe Zona, Deer Park Lumber Inc., Tunkhannock, Pa.

What Does Egypt Hold For U.S. Hardwoods?

(Editor's note: The following findings are excerpts from a recent European Market report compiled by the American Hardwood Export Council in Washington, D.C.)

Egypt managed to escape any major economic downturn as a direct result of the global economic crisis. However, it has not shown particularly stable economic conditions either in recent years. This said, after slowing sharply in 2008/09 and 2009/10, economic growth is projected to strengthen during the next five years, to an average of 6.5 percent, which is slightly below the growth rates recorded between 2005/06 and 2007/08.

For many years, Egypt has maintained and increased a significant import volume of European Beech from Romania. Aside from small, but increasing volumes of other hardwoods by Egypt is Oak. In recent years the volume of Oak imported has decreased, with Beech and Southern Yellow Pine from the U.S. being used for the vast majority of furniture and interior applications. However, another trend in recent years has been a move away from European Oak to North American Oak, and this has been mainly due to favorable North American prices, caused by the U.S. dollar/euro exchange rate and the fact that Egypt operates on a U.S. dollar economy basis.

Also, while American White Oak was the favored U.S. species for awhile, the preference is now moving towards Red Oak and this is almost entirely the result of its more competitive price versus White Oak. Historically, FAS 4/4 White Oak was more competitive than FAS 4/4 Red Oak and, so, for awhile all 4/4 Oak shipped in Egypt was White, while all 6/4 and 8/4 shipments were Red. Now, Red Oak is more competitive across the board, with the result that shipments of White Oak are declining.

During the first five months of this year, exports of U.S. Hardwood lumber reached a total volume of \$2.2 million, which marks a 106.7 percent rise on the same period in 2008. Also, shipments of White Oak to the market almost equalled those of Red Oak, which may suggest the beginnings of a move back to this species. Although impossible to confirm, based on just five months data, it is certainly possible with the changes seen in U.S. hardwood prices in recent months.

In addition to Red and White Oak from the United States, demand for other American species has also picked up in recent years. There has been a consistent demand for Ash, which is often used as an alternative to Oak in interior applications, while there has been a developing interest in Tulipwood.

Egypt has a very large furniture manufacturing sector, which makes up an important part of the economy as a whole. Centered in Damietta, Alexandria and Cairo, there are over 35,000 furniture manufacturers in the

country. Typically, a large and export-oriented furniture manufacturer will focus on the production of chairs and tables, as well as bedroom furniture

and cabinets, which are also destined for hotel interiors, both in Egypt and outside. Some of the larger furniture

manufacturers also produce hardwood flooring.

Oak and all other hardwood species,

including some Beech, tend to be used more in doors and door frames, windows, as well as kitchen cabinets and bedroom furniture, as well as flooring.

Some of the larger furniture manufacturers also

produce hardwood flooring and this is a sector which has seen some significant growth in the past five years or

so. Hardwood flooring produced in Egypt has been primarily for the domestic market, where it is in high demand amongst the wealthier households and also hotel and commercial projects. More recently, however, Egyptian flooring manufacturers have begun to look at exporting their product to Europe and the United States.

While solid wood flooring product is in high demand in Egypt, manufacturers have begun to produce engineered flooring products in recent years. Oak is in high demand for flooring, while there is also increasing demand for patterned floors, where other species, such as Ash, Walnut and Cherry are used in conjunction with Ekki, Jatoba and Sapele.

It is difficult to predict the precise long-term future of American hardwoods in the Egyptian market. However, it is possible to say that for



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AWFS PHOTOS - Continued from page 10



Christopher Fehr, Trevor Vaughan and Steve Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.



Javan Mallery, Wolverine Hardwood Inc., Allegan, Mich.; Dave Segerlind, Devereaux Sawmill Inc., Pewamo, Mich.; Chris Kemp, Clear Lake Lumber Inc., Spartansburg, Pa.; and Craig Devereaux and Kevin Irwin, Devereaux Sawmill Inc.



Patrick Hennebicque, Norm Strotman and Chris Wickersham, Bradford Forest Inc., Bradford, Pa.



Dan Ahlem, Alexis Manufacturing Co., Grand Rapids, Mich.



Jim Schaeffer, Gordon Ardis and Dennis Self, The Cutting Edge, Fullerton, Calif.



Spencer Lutz, Kevin Kahila and Dick Peters, Banks Hardwoods Inc., White Pigeon, Mich.; John Borrero, Banks Hardwoods Inc., Miami, Fla.; and Greg Ritchie, Banks Hardwoods Inc., Menominee, Wis.



Justin Sant, Sierra Forest Products, Salt Lake City, Utah; Dave Popejoy, Titan Wood Ltd., Dallas, Texas; Philip Trafecanty, Philip Michael, Sherman Oaks, Calif.; Gordon Clough, Sierra Forest Products, Mississauga, Ont.; and Casey Wickham, Sierra Forest Products, Vancouver, B.C.



Don Peterson and Curt Calhoun, Interforest Lumber Corp., Shade Gap, Pa.



Mike Mallin and Gerry Vanveenendaal, Midwest Hardwood Corp., Maple Grove, Minn.; and Chris Stookey, Huntwood Industries Inc., Liberty Lake, Wash.

AHMI PHOTOS - Continued from page 1



Garry Warner, Hardwood Specialty Products LP, Langley, B.C.; and Tom Youdell, Foreverwood Inc., Miami, Fla.



Michael Snow, AHEC, Washington, D.C.; Carmen Garrido, guest, Seville, Spain; Samantha and Maribel Snow, AHEC; and Larry Randall, Tides & Times Group USA Inc., Winston-Salem, N.C.



Robert Coleman, Robert S. Coleman Lumber Co. Inc., Culpeper, Va.; Galen Weaber, Weaber Inc., Lebanon, Pa.; and Kathy and Rick Armstrong, Homer Gregory & Co. Inc., Morehead, Ky.

Additional photos on page 14

AWFS -

Continued from page 1

ated. Notable was the decision of many among the approximate 200 vendors to rent smaller booths in order to reduce their show costs.

The "Greening" of the industry proved to be a hot topic among vendors and attendees. Putting the topic into perspective were various speakers, such as Roger Rutan, vice president of Timber Products, who noted that it can prove challenging to understand the various programs that provide "green" certification.

Rutan advised companies who are deliberating about whether to "go green" to first consider what their customers' needs truly are and whether their suppliers can provide products that address those customers' needs. Seminars were scheduled daily throughout the five day AWFS event. The topics included sessions on business management, cabinetry/millwork, software/technology, techniques/applications, handcrafted furniture, safety and environment and going green.

On the closing evening of the AWFS Fair, Anton Cabinetry of Arlington, Texas, was presented the "2009 Best of the WOOD 100" award.

Anton Cabinetry, a 25-year-old company, has experienced solid sales jumps in recent years, particularly from 2007 to 2008 when sales leaped 31 percent. The firm is expected to reap sales in excess of \$15 million this year.

Winners of the Fresh Wood Student Design Competition highlighted the AWFS awards banquet. A total of 165 projects were entered by both high school and post-secondary school students with 50 chosen as finalists. Seven categories comprised the competition, in which students could earn first, second, and honorable mention placement.

Additionally, WoodLINKS-USA presented its three annual educators' recognition awards during the AWFS reception. Since its inception, AWFS has donated millions of dollars toward educational programs and scholarships. The organization is also a supporter of WoodLINKS-USA, which was created to revive and update vocational woodworking school programs across the nation, as well as to promote the woodworking industry.

Also, seven companies were given a Sequoia Award by AWFS for product innovation and leadership in the green movement. Entries are evaluated on quality, production impact, practicality, innovation and user-friendliness. Among the winners was The Collins Companies for leadership in green/environmental components.

The AWFS, with more than 400 members, consists of manufacturers and distributors of machinery, hardware, software, tooling, lumber, components, wood products and supplies for the woodworking industry, including cabinet, furniture, millwork and custom woodworking manufacturers.

For more information about AWFS,

call 323-838-9440 or 800-946-AWFS.

AHMI -

Continued from page 1

attendance, awards were presented and golf and clay shooting was enjoyed during the annual event.

Michael Snow, executive director of the American Hardwood Export Council, addressed attendees about the importance of exporting U.S. hardwoods. He noted that exports to China over the last four years amounted to approximately \$500 million. The key to continuing to build on that prosperous relationship in China, he said, is to look beyond its coastal cities, which has been the practice. Instead, he said, AHEC is seeing activity in China's interior cities since about 15 of those cities have populations in the millions. "We won't see the rapid growth that we have seen along the coast of China in the last several years, but growth can occur for U.S.

hardwoods in those interior cities," he added.

Also, he encouraged attendees to strive toward creating niche markets in the future for their products. By diversifying and specializing in specific markets, companies can anchor themselves and build profit.

In addition to the collaboration with China, he added that AHEC is cultivating relationships and monitoring growth in other countries as well, such as Southeast Asia and Vietnam, the Middle East, Latin America, India and Europe.

Also during the AHMI Summer Conference, the organization announced its partnership with the WoodNet Market Council and Southern Forest Network to offer forestland and chain-of-custody Forest Stewardship Council (FSC) certification.

According to AHMI, the group strategy requires landowners and companies to meet the same FSC criteria, but it decreases the paperwork, preparation time and expense.

Companies seeking group certification will complete two forms and submit to the companies for auditing and then have an annual report and audit.

AHMI also reported that Alyx Perry, of Southern Forest Network, noted that the eligibility for group forestland certification is forest area or ownership no larger than 2,470 acres or the average annual harvest is no more than 20 percent of mean annual increment and no more than 2.2 million board feet annually. To be eligible for group chain-of-custody, companies must have not more than 15 employees (including part-time and seasonal staff), or gross annual income from wood products of no more than \$1 million and no more than 25 employees (including part-time and seasonal staff).

To learn more about this program, visit the AHMI website at www.appalachianhardwood.org and click on the link for Group Certification.

Additionally, during the AHMI


Continued on page 15

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NEWMAN

AHMI PHOTOS - Continued from page 12



Mark Barford, executive director, National Hardwood Lumber Assoc., Memphis, Tenn.; John and Mary O'Dea, Augusta Lumber Co. Inc., Waynesboro, Va.; and Penn and Leesa Cooper, John Rock Inc., Coatesville, Pa.



Matt and Danica Weaver, Weaver Inc., Lebanon, Pa.; and Jim Hamer, Jim C. Hamer Co., Kenova, Va.



Kathy Armstrong, Homer Gregory & Co. Inc., Morehead, Ky.; Wait Richardson, Wayne Lumber Co. Inc., Monticello, Ky.; Kim Alderman, Homer Gregory & Co. Inc., Morehead, Ky.; and Virginia Richardson, Wayne Lumber Co. Inc.



Scot and Kim Vidrine, CO Bank, Louisville, Ky.; and Steve Arnold, Missouri Walnut LLC, Neosho, Mo.



Neil and Beth Poland, Mullican Flooring, Johnson City, Tenn.; and Mark Barford, NHLA, Memphis, Tenn.



Chris and Christine Crucitt, Pennsylvania Lumbermen's Mutual Insurance Co., Philadelphia, Pa.; Bill Campoll, Coastal Lumber Company, Weldon, N.C.; and Becky and Robin Little, BB&T Insurance, Greenville, N.C.



Scot and Kim Vidrine, CO Bank, Louisville, Ky.; and Roy and Kim Cummings, Cummings Lumber Co., Inc., Troy, Pa.



Billy and Amanda Cipriani, Edwards Wood Products Inc., Marshville, N.C.



Ed Dallison, Dallison Lumber Inc., Jacksonburg, W.Va.; and Montgomery, Tony, Angela, Garland, Hamilton and Carter Honeycutt, Mullican Flooring, Johnson City, Tenn.



Paul Miller Jr., Import/ExportWood Purchasing News, Memphis, Tenn.; and Laurie and Mike Johnston, Babcock Lumber Co., Pittsburgh, Pa.



John Crites II, Allegheny Wood Products Inc., Petersburg, W.Va.; Doug and Ann Toothman, Western Pocahontas Properties Ltd., Huntington, W.Va.; and Jim C. Hamer, Jim C. Hamer Co., Kenova, Va.



Bradley Stovall, Stanley Furniture Co. Inc., Stanleytown, Va.; and Rosemary and Tom Inman, AHMI, High Point, N.C.

Additional photos on page 20

AHMI -

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Summer Conference, several members served to lead a panel discussion of issues relative to today's economic status. Participants were: Rick Armstrong, Homer Gregory & Co., Inc., Morehead, Ky.; Dean Alanko, Allegheny Wood Products, Petersburg, W.Va.; Steve Seivers, CK International LLC, Durham, N.C.; and Chris Ghiloni, American Woodmark, Winchester, Va.

Armstrong cited the struggle of sawmills that are experiencing capital deprivation and must meet the challenge of lack of credit-worthy customers. He encouraged developing relationships with loggers.

Alanko noted that "green" products are showing improvement in the marketplace and is meeting customer demand, and he observed that 46 percent of kiln-dried production is tied up in the export industry.

Seivers stated that he believes the market has reached bottom, and better days are ahead. He cited stable trucking rates as a positive factor in helping to stabilize the export market. However, he added that shipping lines face significant losses due to decrease in business.

Ghiloni drew a parallel between the health of the housing industry and that of the cabinet industry, which is inexplicably intertwined. He noted an uptick in bathroom remodeling in recent months as well as a trend toward preferring Cherry and Maple in kitchen cabinetry.

Overall, there was agreement that it will be mid-2010 before significant improvements occur in the economy and the housing industry.

The top golf winner was Joe Pryor, who also won low gross, and Steve Arnold finished in second place overall. Pryor and Arnold shot 79 each. Marijo Wood won the women's division.

For more information about AHMI, call 336-885-8315.

TECNOMUEBLE -

Continued from page 1

was forced to change dates. The result of holding the shows at the same room on the same dates presented an opportunity for the manufacturers to walk the show and talk to suppliers. The overall comments were in this positive direction; not the ones from some manufacturers who expressed the opposite way. It was said that the committee will consider holding both shows together in future editions.

A furniture design seminar was held as well. Close to 60 attendees were very active during the seminar. The speaker answered a variety of questions regarding his designs and hardwoods species suitable for different applications.

WHO'S WHO - Bach

Continued from page 2

Sapele, Sipo and Genuine Mahogany: about 30 to 35 imported species total.

On an international basis, Baillie Lumber Company offers domestic hardwoods and tropical hardwoods from the company's United States inventory or shipped directly from its overseas suppliers.

Baillie Lumber Company has a large inventory of 35 to 40 species of domestic and imported hardwoods. It has a great sales force that covers every state in the U.S. and Canada and the rest of the world, along with a large support staff dedicated to providing customers with excellent service.

Baillie Lumber Company has a small but growing supply of certified wood. Bach has worked for Baillie Lumber Company in his present position for three years.

He has worked in the import/export industry for 16 years. His first position in the industry was as a sales trainee

with a Danish timber company, International Hardwoods. He worked for another import company for 10 years in the U.S. before hiring on at Baillie.

Bach graduated from Silkeborg Handelsskole in Silkeborg, Denmark, earning a degree in business/economics.

Baillie Lumber Company is a member of the Imported Wood Products Association and every major lumber organization in the U.S.

Bach is on the lumber committee of the Imported Wood Products Association.

In his free time, Bach enjoys spending time with his two sons and his girlfriend, traveling, dining and savoring good wine.

WHO'S WHO - Besse

Continued from page 2

and international basis, this company offers high quality northern hardwood

veneer, lumber and specialty plywood including KD and Green Lumber, dyed veneer, flooring veneer, Birdseye and Curly Maple, CBT, stock panel veneer and other specialty veneer. It also sells logs on an international basis.

Besse Forest Products Group buys FSC certified logs.


The company is a member of the Hardwood Plywood & Veneers Association, National Hardwood Lumber Association, Lake States Lumber Association, Timber Producers, National Wood Flooring Association, National Association of Music Merchants, International Association of Die Cutting and Die Making and the Canadian Hardwood Plywood Veneer Association. Besse Forest Products Group also has a seat on the board of directors of Trees for Tomorrow.

Besse has worked in his current position four years. He has been involved in the import/export industry 19 years. He has worked for Besse Forest Products Group 30 years.

Continued on page 16


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WHO'S WHO - Besse

Continued from page 15

Besse graduated from Escanaba (Mich.) High School and went on to graduate from Michigan Technological University with a bachelor's of science degree in wood science. He is on the board of directors of a bank.

Besse was named Outstanding Alumni Award winner from Michigan Technological University in 1997. He was selected to the Michigan Technological University School of Forest and Wood Products Academy in 1998.

Besse and his wife of 26 years, Diane, have a son and a daughter.

In his free time, he enjoys reading, walking, boating, hockey and the outdoors.

WHO'S WHO - Cook

Continued from page 2

transportation network that provides direct delivery of materials from concentrated areas throughout the entire Midwest.

Headquartered in Council Bluffs, Iowa, the firm manufactures hardwood lumber in a state-of-the-art band mill with a current dry kiln capacity of more than 500,000 board feet.

Cook brings approximately 14 years of experience, having previously worked in sales and as sales manager for North Pacific Lumber located in West Plains, Mo.

A Veteran of the United States Army, Cook served in the Persian Gulf War. He is a graduate of Willow Springs High School in Willow Springs, Mo.

Cook and his wife Jamie have five children. In his spare time he enjoys Mixed Martial Arts (MMA) Fighting and chute dogging.

For more information visit www.midwestwalnut.com or contact 1-800-592-6688.

westwalnut.com or contact 1-800-592-6688.

WHO'S WHO - McBride

Continued from page 2

hardwood and softwood lumber, plywood, decking, semi-finished products, flooring and logs are among the numerous products offered by NHG Timber.

McBride has specific responsibility for North American hardwood and softwood sales to markets in the U.K., Ireland and the Middle East. The heart of the company is West Africa and NHG sells a wide range of African hardwoods to North America and worldwide, as well as sourcing domestic species.

McBride has been with NHG Timber for 14 years and has held his current position for 12 years. His first job in the forest products industry was in 1987 for a U.K. based chain of timber

merchants.

McBride is a graduate of the University of Oxford where he received his master's degree and is also an Associate of the Institute of Wood Science. McBride and his wife of 16 years, Janette, have one daughter. In his spare time he enjoys playing music in rock/jazz bands, furniture making and motorcycling.

For more information visit www.nhg-timber.co.uk

AHEC -

Continued from page 2

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.

PINE BEETLE -

Continued from page 2

Poplar trees bred specifically for use as liquid biofuels. Bell said some forestlands and hydro rights-of-way could be converted to Poplar forests.

The hybrid Poplar project received \$7.7 million.

"We are using cutting edge genome technology to re-sequence genomes to improve Poplar as a bioenergy feedstock," UBC researcher Carl Douglas, one of the project leaders, told conference delegates.

The hybrid Poplar research is aimed at using genomic sequencing to short cut the generations-long selective breeding process used traditionally in agriculture.

UBC dean of forestry Jack Saddler is heading the second project – to use genomics to enhance the enzymes used in breaking down cellulose in dead Pine trees into fermentable sugars. The sugars can then be turned into ethanol. Genome BC has committed \$1.1 million to the pine beetle project.

Saddler, who heads the IEA's task force on developing liquid biofuels from biomass, said B.C. could be a global leader in liquid biofuel production from its forests. Trees are huge storehouses of energy that can be converted to liquid biofuel, Saddler said. But researchers need to identify an ideal method to produce fer-

Continued on page 17

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PINE BEETLE -
Continued from page 16

mentable sugars economically. "Nature designed cellulose not to be broken down easily," he said. Claus Fuglsang, chief bioenergy researcher at Novozymes, the world's leading producer of enzymes, said progress is being made on improving enzymatic conversion rates and on lowering enzyme costs. "With the current subsidies in place (in the U.S.) we are down to being comparable to \$1.50 U.S. a gallon which is close to \$80 a barrel for oil." However, capital costs – a commercial cellulosic ethanol plant would cost \$200 million – are still too high, Fuglsang said. Process improvements are still needed. "Putting \$200 million U.S. in a 20-to-30 million-gallon facility is putting a lot of money at risk." Weyerhaeuser chief technology officer Miles Drake said he is confident new technologies will lead to the development of commercially-viable liquid biofuels. "We know something is going to happen. We know we have got to do something about it. This is a critical issue for the planet. But we are still very uncertain about what to do." Weyerhaeuser has formed a joint venture with Chevron to develop the new fuels.

WASHINGTON -
Continued from page 2

ers to plant trees, which take large amounts of the key global warming gas—carbon dioxide. "This forestation effort would be even larger than the one carried out by the Civilian Conservation Corps during the Great Depression," said the U.S. Forest Service's Ralph Alig. Implemented in 1933 and continued through 1942, the CCC planted 3 billion trees according to the Civilian Conservation Corps Legacy. "Not only would additional trees lower carbon dioxide levels, but they would also improve water quality, because lower levels of pesticides and fertilizers would be required," Agricultural Economist Bruce McCarl, of Texas A&M University, offered.

Chinese Producers Receive DOC Duty

Nearly a 30 percent duty has been assigned by the U.S. Department of Commerce (DOC) to 17 Chinese wood bedroom furniture producers as part of its 2007 administrative review process. Case goods manufacturer, Yihua Timber Ind., received a 29.98 percent rate along with 16 other manufacturers. A large rate decrease from the preliminary number of 124.31 percent the companies received in February, albeit still a higher rate than the 7.4

percent assigned to other companies during previous reviews. The duties apply only to shipments made in the calendar year 2007. A rate of 216 percent was assigned by the DOC to Orient International Holding, Shanhai Foreign Trading Co. Ltd., Dongguan Qingzi Xinyi Craft Furniture Factory, Tianjin Sande Fairwood Furniture Co., Yida Co. Ltd. and Hamilton & Spill Ltd. These particular companies received the higher rate as a penalty for not providing the necessary documentation to the DOC that would have provided eligibility for the lower rate.

Update On DNR Sales Program

Washington's Department of Natural Resources (DNR) recently ended their fiscal year with sales totaling 584 million board feet (mmbf) which produced just over \$90 million in revenues to Washington's trust beneficiaries over the length of their contracts. The positive downstream economic impacts of DNR's trust land product

sales that contain transportation, manufacturing and retail economic benefits were not included in this total. Average sales value for the year averaged \$187 per thousand board feet, which is a record low for recent years. According to officials, the agency is subject to more possible cuts as state general fund revenues continue to decline. However a recent uptick in stumpage values may ease the DNR but the department still faces a long winter. The economic forecast for DNR remains pessimistic with stumpage prices expected to remain or at near current levels.

Market-Related Contract Term Addition

For the second quarter the Market-Related Contract Term Addition (MRCTA) qualified for contracts using the Softwood Lumber Index. This makes the sixteenth consecutive qualifying quarter for the Softwood Lumber Index. A function of when the

contract was awarded, the maximum amount of MRCTA that a contract may be eligible to receive is specified by the length of the normal operating season, the 2008 Farm Bill and the September 10, 2008 finding of Substantial Overriding Public Interest (SOPI). The maximum amount of MRCTA time that a contract awarded prior to January 1, 2007, may be eligible to receive is limited to a total of four years but may not result in the total contract length exceeding 10 years. On the other hand, pursuant to SOPI, the maximum amount of MRCTA time that a contract may be eligible to receive is limited to a total of four years and the total contract length may exceed 10 years provided the adjusted termination date is not set past December 31, 2010. Payment dates that have not been reached when authorizing MRCTA may be adjusted periodically. MRCTA is subject to limitations stated in the applicable MRCTA provision in each

Continued on page 18



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Continued from page 17

contract unless superseded by the 2008 Farm Bill or the SOPI September 10, 2008, finding. Those who have contracts eligible to receive a MRCTA can contact contracting officers who can advise them of the procedures for requesting the adjustment.

MCLENDON -
Continued from page 3

bearing down on IWPA for this year – the economy. I approached this year’s publishing cycle with a bit of apprehension due to the economy. It is understandable that companies would be frugal with their advertising dollars in a downturn. Wood product companies know the strong return on investment from advertising, but at the same time are trying to protect them-

selves and their employees so every expense is scrutinized.

I am happy to report that our members and non-member advertisers saw bottom line value in investing in *International Wood* and our advertising numbers stayed strong. As one member said, “*IWPA is my outsourced staff. International Wood is our PR/marketing office, the IWPA PAC runs our government affairs office, and the convention helps take care of our supplier and customer relations. I view membership and advertising with IWPA as a core part of our cost saving strategy.*”

Almost universally when we survey our members about what they value, they come back and give us their version of “*It’s the economy stupid*” by saying “*Save us money, grow our business and defend our interests in D.C.*”

Serving changing markets... in new ways

IWPA members understand that in these challenging times consumers of

wood products are really doing their homework. These consumers view associations and their publications as screening tools that help them identify quality, ethical suppliers. We’re finding they are increasingly turning to our online searchable membership directory and our print and online versions of *International Wood*. IWPA’s digital presence is growing by leaps and bounds as a result.

But don’t forget the basics

The magazine and association serve as a platform to educate architects, designers, manufacturers, distributors and consumers on the sourcing of wood, forestry practices and trade in international wood. There is much good news about our industry that goes without notice. IWPA is the voice that gets this information to the audiences that most need to hear it through legislative outreach, events and resources.

Join us!

Our members view their annual con-

vention, scheduled for April 28-30 in Miami Beach, much the same way – it is their educational, networking and public relations event all rolled into one. So, to borrow a phrase, when you think of membership in IWPA, think of it as your “easy button.” We’re here to staff and serve an industry that we’re proud to represent. Visit www.iwpawood.org to see the dynamic web portal we’ve created. Welcome aboard.


PRS -
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website, www.prsguitars.com. “Over ten years we went through several renditions of body shapes, many designs and experiments with woods and construction methods to get the right mix.”

Smith promoted his guitars to musicians such as Carlos Santana and Al Di Meola and soon received orders for more than 50 guitars. He built two prototypes and began marketing on the East Coast. “After many days and many miles I came back with enough orders to start a company,” Smith said. “With support of my wife, skilled assistants, engineers, lawyers, top salesmen, artists, machinists and friends, we developed a strong team.” Embarking on their 25th anniversary PRS currently manufactures over 60 guitars per day. “We recently expanded our warehouse, office and production facilities,” purchasing agent Hugh Reitz said. “We also recently added new lines of electric guitars as well as began entering the markets for high-end acoustic guitars and amplifiers.” PRS purchases numerous domestic hardwoods and softwoods from the United States and imports many species from Ghana, India, Indonesia, Spain, Italy, Guatemala, Mexico and many other countries.

Some are crafted from Mahogany with a Maple top on the bodies of PRS guitars, and some guitars feature highly figured tops that include Flame Maple, Quilt Maple and Figured Maple, which creates an effect of tiger stripes. The necks are usually made from Mahogany, although some models feature Maple or Indian and Brazilian Rosewood necks; fingerboards are also made from Rosewood. “We use woods that enhance the sounds and beauty of our instruments,” Reitz said.

In an interview with Tom Wheeler, former editor-in-chief of *Guitar Player Magazine*, Paul Reed Smith explained how different woods affect the tones and overall sound of guitars. “Curly Maple’s a stress in the wood you see a lot in the stumps. Turns out, the way they think it grows is that when there’s a big canopy in the forest and there’s a little tree trying to grow, trying to grow, trying to grow and struggle, struggle, struggle and a big one falls over and there’s a huge opening with the light in the canopy and the little one starts growing and it



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PRS -

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goes Curly. And it's not the seed because they've planted Curly Maple seeds and they don't go Curly. So, we think it's from stress.

"I don't hear a big change in the tone with Curly Maple. I do think that Quilted Maple sounds different than Curly. I can hear that. Curly, Quilted, Red Maple, Sugar Maple all sound different. By the way, German Curly Maple sounds *really good!* And German Spruce sounds good! But you don't find many big trees in Germany," Smith said.

When it comes to unusual requests, with a custom guitar manufacturer it goes without saying—they get them all the time. "We get unusual requests a lot. Especially in our Private Stock department where we make guitars to order," Reitz explained. "We can spend days – even weeks – looking for that special neck or top or body wood that the customer is after."

Hugh Reitz credits the success of the company to its founder, Paul Reed Smith. "Paul worked very hard along with many others to get the company where it is today. Paul is the person behind the company. He drives for perfection, pushes new ideas and is tireless when he wants something done," he said.

The staff of PRS Guitars is made up of many experienced craftsmen as well as seasoned musicians. "Our

people have a great depth of experience, many have worked with us 10 or 20 years," Reitz said. "Over 80 percent of our employees are also musicians. Every department is dedicated and loyal. Despite producing more than 60 guitars a day, in many ways the instruments are hand-made."

Hugh Reitz is also the president of the company's wholly-owned subsidiary in Wilmington, Delaware, Reitz Hardwoods LLC. Operating for approximately one year, Reitz Hardwoods handles imported specialty lumber, musical tone woods and acts as an imported wood broker/agent for imported lumber buyers in the United States and abroad.

Reitz Hardwoods offers assistance in direct sourcing of imported hardwood lumber and products by container/truckloads or by the pack. Species available include Mahogany, Spanish Cedar, African Mahogany, Sapele, Sipo/Utile, Peruvian Walnut, Santos Mahogany, Jatoba, Ipe, Cumaru, Wenge and many others.

The imported hardwoods available in stock range from specialty figured woods to lumber selected for special grain orientation and widths. Thicknesses offered range from 4/4 - 20/4. Several imported species in RWL lumber will be available soon.

With extensive experience in sourcing and selecting imported and domestic Hardwoods, the team at Reitz Hardwoods is able to serve the needs of the most selective of customers. Tonewoods offered from the

company stock include: African Mahogany electric guitar one-piece body blanks; Genuine Mahogany electric guitar one-piece body blanks; Genuine Mahogany neck blanks cut-to-order; Genuine Mahogany acoustic sets quarter sawn; Figured Genuine Mahogany acoustic sets and head veneers flame/curl; Adirondack Red Spruce classical guitar and mandolin tops; Black Limba acoustic sets; Flame/Curl Maple Electric tops; Quilt Maple Electric tops; Hard Maple neck blanks; White Korina/Limba body and neck blanks; Highly Figured Sipo acoustic sets and head veneers; and East Indian Rosewood neck blanks. Many other specialty items are available upon request.

Reitz Hardwoods and PRS Guitars are committed to protecting the environment with sustainable practices. "We work hard to purchase wood and wood products from reputable and sustainable suppliers all over the world," Reitz said. "We have increased our purchases of certified materials as available and appropriate and also are expanding our use of alternative species."

PRS Guitars and Reitz Hardwoods are members of the International Wood Products Association (IWPA). For more information about PRS Guitars visit www.prsguitars.com. For more information about Reitz Hardwoods LLC, visit www.reitzhardwoods.com or contact direct at 443-248-0611.

OAKS UNLIMITED -

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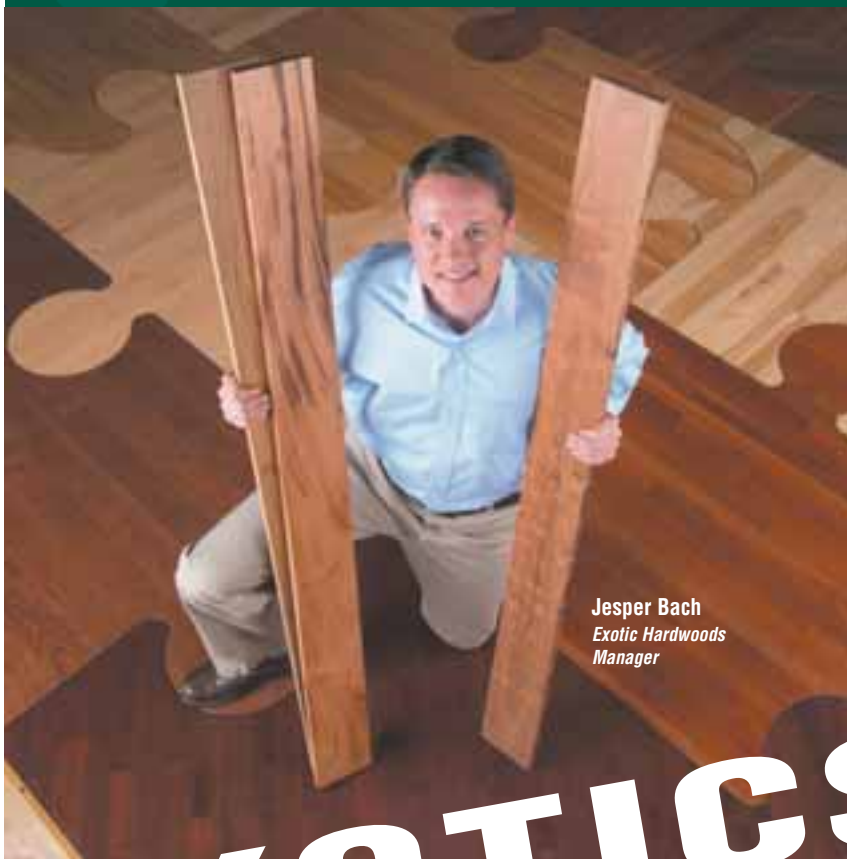
point, the time will come when it will be," he said. "It's one more service we can offer our customers, and I've been pleasantly surprised at the volume we've been able to ship since we started. With the demand for certified products growing, we wanted to be on the forefront."

Exporting is handled through the ports of Charleston, S.C., and Wilmington, N.C. "We ship our lumber throughout the world, including Europe and Asia," Pryor said. "Our customers are predominately distribution yards. Because of our packaging and consistent quality, distribution yards have always been a good market for us. The quality is consistent throughout. We take care in the detail of packaging and grading lumber strictly after kiln-drying."

Oaks Unlimited is certified to carry all hardwood species, but their primary focus is selling Red and White Oak, Poplar and Cherry lumber in 4/4 through 8/4 thicknesses. According to Pryor, certified products do offer a premium price. "There is a reasonable premium for certified lumber. It's another service, another market and there is an extra cost involved, having to freight it a farther distance so, there is a small premium," he explained.

Pryor also commented that the expense was not just monetary

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THE FINAL PIECE TO THE HARDWOOD PUZZLE

Jesper Bach
Exotic Hardwoods
Manager

EXOTICS

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

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Baillie has long been recognized as the trusted name in premium North American hardwood lumber. With its entry into the exotics market, Baillie takes that same capability and dedication to quality, value and customer service and applies it to an exciting new product line.

Baillie now offers the most desirable species from South America and Africa in a wide range of thicknesses and sorts, including flat-sawn, quarter-sawn, pattern grade and figure. And as always, Baillie prides itself on meeting any customer's most demanding challenges with custom sorts.

AHMI PHOTOS - Continued from page 14



Marijo Wood, Anne, Mike and Haley Hoover, Neff Lumber Mills, Inc., Broadway, Va.



The guest panel at AHMI included: Steve Sievers, CK International LLC, Durham, N.C., Chris Ghiloni, American WoodMark, Winchester, Va.; Dean Alanko, Allegheny Wood Products Inc., Petersburg, W.Va. and Rick Armstrong, Homer Gregory & Co. Inc., Morehead, Ky.



Wendell and Judy Cramer, Kim and Mark Vollinger, W.M. Cramer Lumber Co., Hickory, N.C.



Joe Pryor, Oaks Unlimited, Waynesville, N.C., winner of the AHMI golf tournament and low gross winner.



Steve Arnold, Missouri Walnut LLC, Neosho, Mo., second place in the AHMI golf tournament, and is pictured with Tom Inman, AHMI.



Marijo Wood, Neff Lumber Mills Inc., Broadway, Va., winner of the shooting clay competition, and is pictured with Tom Inman, AHMI.

Gilco International Lumber, LLC . . . we invest in the future for your lumber needs of today!

From our 1,200,000 acres of timberland that we own and/or manage (with an annual production of 65 million board feet) we offer you the finest in quality **Appalachian Hardwoods** such as **Red Oak, White Oak, Ash, Basswood, Tuliper, Walnut, Cherry, Hard Maple** and others. The Result: **You** (the customer) receive a quality product because we control our own timber, have five GILCO sawmills, as well as dry kilns and grading and packaging lines.



This is a view of some of Gilco International Lumber, LLC's 8/4 Poplar being kiln dried.



David Hagerman and James Ray checking moisture content in lumber at Gilco's Roderfield, W. Va. facility



GILCO INTERNATIONAL LUMBER, LLC
P.O. BOX 18370
96 MACCORKLE AVENUE, SW
SOUTH CHARLESTON, WV 25303
Tel. 304-746-3160 1-800-718-1488
FAX 304-746-2999
Web site: www.gilcolumber.com

Sales Manager - Tony Love

Sales - Chris Buck, Claire Chen, Charles Kirksey and Tonya Lemon