

The Import/Export Wood Purchasing News
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Serving Forest Products Buyers Worldwide

April/May 2010

HMA National Conference And Expo Action-packed

By Paul Miller Jr.

Tampa Bay, Florida – Hardwood Manufacturer’s Association (HMA) members and industry friends recently gathered in Tampa Bay for the HMA’s 2010 National Conference and Expo. Those able to attend found themselves in the midst of a group of doers, thinkers and industry producers. And the verdict is in. The event was all it was designed to be, and more, according to HMA organizers. During the two-day event, HMA members shared their thoughts and experiences, and discussed mutual concerns and issues. Exhibitors showcased their forest products goods and services, and had plenty of opportunity to mix and mingle with all in attendance. Industry and economic professionals presented “expert” information critical to the forest products industry, providing significant insight for all.

HMA organizers said The Renaissance Tampa International Plaza Hotel provided a great venue for networking at the highest level. Among the guest speakers at the annual meeting were:
•John Seifert, Indiana Department of Natural Resources;
•Michael Carlson, Carlson Studio Architecture;
•Art Raymond, A.G. Raymond & Co.;
•Jim Gauntt, Railway Tie Association;
•David Branch, John Hancock Bond and Corporate Financial Group;
•Dr. Chris Zinkhan, The Forestland Group LLC;
•Michael Snow, American Hardwood Export Council

Additional photos on pages 10 & 12 Continued on page 9



Jack Shannon, Shannon Lumber Co., Memphis, Tenn.; Bill Buchanan, Buchanan Hardwoods Inc., Aliceville, Ala.; and Charlie Netterville, Fred Netterville Lumber Co., Woodville, Miss.



Dan and Sue Harrison, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; Jamey French, Northland Forest Products Inc., Kingston, N.H.; Deb Hawkinson, Hardwood Federation, Washington, D.C.; and Jack French, Northland Forest Products Inc.

WWPA Members Hear Industry Predictions At Annual Meeting

By Wayne Miller

Portland, Oregon–The Western Wood Products Association’s (WWPA) annual meeting, which was recently held here at the Embassy Suites Hotel, posted increased attendance over last year’s event. Approximately 120 WWPA members and guests were present at the two-day gathering. The overall mood at the meeting was cautious yet optimistic as many feel the years ahead will bring progress and improvement in the market, but in incremental degrees. A variety of speakers addressed attendees about the state of the economy, the lumber market and the future. All agreed that the industry in recent weeks has experienced increased activity. Russ Vaagan, serving as chairman of the WWPA export committee, opened discussions on the first day of the export committee meeting, along with Craig Larson of the Softwood Export Council and Butch Bernhardt, of the WWPA. Larson cited positive movement with Hemlock, with export sales up 30 percent. He said Canada is the number one U.S. export market currently, followed by Japan. At the products support committee meeting, Mike Phillips of Hampton Affiliates gave atten-

Additional photos on pages 12 & 14 Continued on page 9



Paul Owen, Vanport International, Boring, Ore.; Jim Sharnhorst and Rick Northrup, Idaho Forest Group, Coeur d’Alene, Idaho; and Mel Lundberg, Elof Hansson Timber Division, Suwanee, Ga.

Bearing The Brunt Of Shipping: Current Exporter Challenges Addressed

By Sawyer Fitzpatrick

Some economists and entrepreneurs are saying that the economic tide of the country is turning, and the pendulum is once again on the upswing. While others may debate the accuracy of this observation, one of the best indicators of the country’s economic health lies in the expenses incurred in getting goods and materials from one place to another. American hardwood exporters bear the brunt of the cost of transportation, and that cost, as in most items, has been going up. Several entities concerned with transportation and logistics were interviewed for *Import/Export World Purchasing News*, and here’s what they had to say about hardwood export costs, and the problems and challenges within that arena of trade:
• In Portland, Oregon, two industry insiders were consulted about their perspective on hardwood lumber exporting. One was Patti Summer, President of Global Trading Resources, Inc. (GTRI). Although Summer established GTRI in 1994, she herself has been in the shipping business for 30-plus years. In a telephone interview, Summer said, “The general trend is that the economic situation *is* turning around; and although there are more shipments like apparel and high-tech products going out from the Port of

Additional photo on page 11 Continued on page 9



The largest ship to call on any Southeast port, the MSC Rita, makes her first call, full of containers at the Port of Charleston. – Photo courtesy of South Carolina State Ports Authority

Who's Who in Import/Exports



JOHN L. CLARK

John L. Clark is the sales manager for **Kitchens Brothers Manufacturing Co.** in Hazlehurst, Miss. Kitchens Brothers Manufacturing Co. manufactures hardwood lumber (green and kiln-dried), timbers, switch ties and flooring. The major species produced are Red and White Oak, Poplar, Sap Gum, Hickory and Ash. The lumber is graded in accordance to the National Hardwood Lumber Assoc. (NHLA) grading rules and is shipped to domes-

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DENNIS CUFFLEY

Dennis Cuffley is the sales and marketing manager for **J. D. Irving, Limited Hardwood Division** in Clair, New Brunswick, Canada. J.D. Irving produces and markets over 55 million board feet of Sustainable Forestry Initiative (SFI) products. The company specializes in Northern Hard Maple, Yellow Birch, as well as a small amount of Soft Maple. The thickness and products are 4/4, 5/4, 6/4, 8/4, lumbers, cants and railway ties.

Continued on page 11



MARK MILLER

Mark Miller is over export sales and sales into the Central and Southeastern United States for **Frank Miller Lumber Co.**, a sawmill and exporter, in Union City, Ind. "We are a hardwood sawmill specializing in quarter-sawn hardwoods," Miller says. "We also offer plain sawn." Quarter-sawn hardwoods are available in White and Red Oak, Walnut, Cherry, Hard Maple and Hickory. Export loads can be export-prepped,

Continued on page 11



JEFF CHILDS

Jeff Childs recently joined **Hawkeye Forest Products Inc.** headquartered in Boise, Idaho. Childs will be responsible for sales and procurement of hardwood lumber and will be based in Mt. Vernon, Ohio. Hawkeye Forest Products offers kiln-dried lumber in species such as Black Walnut, Eastern Cherry, Red and White Oak, Hickory, Hard Maple and Basswood. Value-added services include gang ripped flooring blanks in Black

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U.S. Endowment for Forestry Announces Request For Pre-proposals

In biomass news the U.S. Endowment for Forestry and Communities recently announced its first Request for Pre-proposals (RFP). "Our early work in the area of woody biomass suggests that there are at least two near-term areas within the wood-to-energy value chain where the Endowment might be able to provide further service," Endowment President Carlton Owen said. The RFP constitutes the Endowment's fourth investment in the woody biomass field. Along with a review of forest business clustering that included the concept of waste-to-product, the Endowment and some of its partners are nearing completion of a comprehensive data source on woody biomass using facilities at industrial and community scales as well as a state-of-the-technology report. "This RFP seeks concepts to rapidly move promising local-scale wood-to-energy conversion technologies from lab to demonstration and a separate work track that would identify and test new models for procurement for energy that would also serve to further retention of working forests," Owen said. According to a recent press release from the U.S. Endowment for Forestry and Communities, about three percent of North American energy production comes from woody biomass, most of which is produced by traditional forest product companies such as lumber mills. The press release also said that while there are legitimate concerns about expanded wood-to-energy use on forest sustainability and competitive threats to traditional forest

THE WASHINGTON SCENE

products markets, there are many areas of the country where small-diameter, low-value, dead and dying wood far exceeds any current market demand. **AWC Pledges To Help Haiti Rebuild** The American Wood Council (AMC) recently pledged its assistance to help Haiti rebuild safer, more earthquake-resistant buildings in the wake of its recent devastating earthquake. AWC also offered its technical expertise to U.S. Secretary of State Hillary Clinton as reconstruction plans are developed and urged her to help prevent a recurrence of the devastation by focusing on building materials and methods that can effectively resist earthquakes, such as wood. "The devastation we've seen is so complete, and the human suffering is so severe that it's difficult to look at. I can't comprehend how difficult it must be for those who have and continue to suffer through this tragedy. Lessening the effects of a future earthquake in Haiti means helping the country rebuild with smarter materials and building methods than those employed in the past, and that means utilizing wood," AWC's Robert Glowinski said. "Much of the severe devastation we've seen is from collapsed, older unreinforced concrete and masonry structures, which could have been prevented if these structures had been built from wood. Unfortunately, unreinforced or lightly reinforced concrete and masonry structures can't dissipate seismic energy or provide ductility under earthquake loads the way wood construction can. A recent full-scale test in Japan demonstrated that a six-story wood apartment building can withstand a 7.5 magnitude earthquake-considerably more severe than the one that struck Haiti," Glowinski continued.

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Global "Environmental Policies": Threat or Opportunity for American Hardwoods?

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
Reston, Virginia**



With mounting global concern for climate change and illegal logging, green issues are becoming more important nearly everywhere in the world. In fact their impact is beginning to be felt in some surprising places not previously known for their "green image" – for example, the United Arab Emirates capital Abu-Dhabi recently announced its intention to enact the world's toughest green building standards. This trend is set to continue, particularly now that governments in major consuming countries are introducing legislation targeting illegal wood in trade. In the U.S., we've seen a recent amendment to the Lacey Act which gives U.S. authorities the power to prosecute companies caught in possession of wood harvested or traded illegally in any other country. The EU seems to be moving the same direction with proposals on the table to impose, due diligence "requirements on all companies that "first place" timber on the EU market. So the question that arises is a simple one—does this increasing "green focus" create more of a threat or an opportunity for U.S. hardwood suppliers? In my opinion, there is no question that increased focus on environmental issues provides a major opportunity for American hardwoods at a very fundamental level. A natural, renewable, legally harvested and sustainably sourced product like American hardwood has much to gain from increased market interest in these issues. The science of life-cycle-analysis is clear on the fact that very few materials can compete with wood on environmental credentials, and very few wood suppliers can match American hardwoods claims to sustainability. Despite relentless population growth, urban expansion, and rising demand for American hardwood, the area and volume of American hardwood forests has been expanding dramatically. Between 1953 and 2007, the volume of U.S. hardwood growing stock *more than doubled* from around 5 billion m3 to over 11 billion m3. There is also clear evidence demonstrating that the risk that American hardwoods come from illegal or other controversial sources is extremely low. In 2008, AHEC commissioned an "Assessment of Lawful Harvesting and Sustainability of U.S. Hardwood Exports" from Seneca Creek Associates, an independent consultancy

with a team of well-regarded experts in U.S. forest policy and certification. The report concludes that there is strong adherence to national and state laws in the U.S. hardwood sector and that stolen timber represents less than 1% of total U.S. hardwood production. Seneca Creek were also confident that hardwood procured from the United States is Low Risk in all five risk categories of the FSC Controlled Wood standard. Nevertheless, it would be wrong to suggest that these issues don't also present challenges for American hardwoods. There is always a risk of extra and unnecessary controls being imposed on all wood suppliers, including legitimate operators, as a simplistic knee-jerk response to complex problems like illegal logging and deforestation. Requirements for wood traceability and specific forms of forest certification, often built in to green building initiatives and public sector procurement policies, may place obstacles in the way of American hardwoods. Forest certification and wood tracking are very challenging in the American hardwood sector due to fragmented forest ownership. Around three-quarters of American hardwood forest land, mainly located in the eastern United States, is privately owned often by families whose ownership stretches back several generations. There are around 4 million private forest owners in the region with an average lot size of 50 acres. Most of these owners will harvest wood only once or twice in a generation, and so have little incentive to pursue certification. It's also rare for these owners to be organized into forestry associations or co-operatives, as is often the case in Europe, so there are real structural challenges when trying to introduce group or regional certification. Although nearly a quarter of all productive forest area in the U.S. is now either FSC or PEFC certified, only a tiny proportion of certified area supplies hardwoods suitable for sawn lumber or veneers. But of course green marketing opportunities and burdens still vary enormously

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Forest Reform In China

**By Li Shuxin
China State Forestry Administration**

(Reprinted from ITTO Tropical Forest Update) There are two forest land ownership types in China: state-owned forestland, which accounts for 42.45 percent of the forest area, and collectively owned land, which accounts for 57.55 percent. China's forest cover was 8.6 percent; now it is 18.21 percent. Since the formation of the People's Republic of China, economic development can be divided into two phases. From 1949 to 1978, China adopted a planned economy in which government played a dominant role. In the second phase, since 1978, China has tried to establish a socialist market economy with Chinese characteristics. In the first 30 years, forest cover grew from 8 percent to 12 percent. In the second phase – another 10 years – cover increased further, to 18.21 percent. In 1998, there were huge floods, caused in part by deforestation. Also at that time, rapid economic development meant that China faced a timber-supply challenge because domestic production could not meet demand. In response, China launched six national forestry projects with the aims of protecting forests and increasing forest resources. This had an impressive effect, but many systemic problems were still evident in collectively run forests, and farmers showed little interest in forests. To address this, collective forest-tenure reform was initiated in 2004 in some south-

ern provinces. The outcome has been quite positive: the reform has increased the enthusiasm of farmers for the forest and led to an increase in forest area and improved forest quality. In 2008, the Central Committee of the Communist Party of China and the State Council of the People's Republic of China issued a document on advancing forest-tenure reform across the country. Forest-tenure reform has become a top priority of all government (not just of the Forestry Department). The core content of the reform is to authorize land-use rights and tree ownership by farmers. The goals of the reform are to increase forest resources and increase farmers' income, ensure a good environment and contribute to a harmonious society. To date, 28 provinces have issued documents that set out this reform, 30 provinces have designated organizations responsible for the reform, five provinces have finished the first-step reform and 15 provinces are advancing towards this goal after successful piloting. The elements of success include government support; a process that respects the people's will; a reform process based on law; careful design of the reform; tailoring the reform process in light of the realities of specific regions; and the timeliness of the reform.

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Moving from Conflict to Collaboration

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

Consider the following:
(1) "Timber theft is a problem across (fill in the blank)"
(2) "As the value of forest products increase, so does timber theft. (Fill in the blank) high percentage of absentee forest ownership, especially in (fill in the blank), makes this area particularly vulnerable to scams and theft."
(3) "Timber theft continues in (fill in the blank) despite tougher law."
What first comes to mind? I suspect your initial guess at filling in the blanks would be names of foreign countries. Turns out you'd be wrong. All of the above involve U.S. activity. The first example is from the Virginia Department of Forestry Web site. The second is found on the Oklahoma State Forestry Web site. Number three was reported in the *Syracuse Post Standard* regarding timber theft in central New York state.
Despite what you read in the promotional material from U.S. flooring and other domestic wood industry publications, and a seemingly growing number of their advertisers, timber theft and illegal logging isn't just a problem in developing countries. It happens here – along with land ownership disputes, controversial clear-cutting and environmental law violations. The point of this article is not to target the problem of illegal logging in the U.S. but rather put into perspective that the constant controversy



over wood that is in many cases generated by our own folks, is claiming victims on both sides of the borders.
The overwhelming majority of wood products manufactured in the U.S. and abroad come from responsibly managed forests. Furthermore, study after study has shown that wood of suspicious origin is likely to be consumed within the country of its harvest, and therefore does not enter into global trade. Imports are legal, responsible, beautiful, durable and here to stay. Consumers vote with their checkbooks and they are voting for Ipe decking, Jatoba flooring, Mahogany doors and Anigre cabinets. At this point, all involved in the wood industry should welcome consumer acceptance of ANY wood. The entire wood industry both domestic and imported is in jeopardy of losing market share to alternative materials. Recycled plastic lumber is growing in market share for decking and fencing applications. Interior steel doors are finished to look like wood. Concrete is being offered as framing material. Vinyl overlays look just like wood veneer. These and other substitutes are being offered as "green"



alternatives to chopping down trees!
We need to leave behind old beliefs and battles and instead focus on the future of

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North American Hardwoods Favored By CATHAY HOUSE

By DI NGUYEN



Cathay House Furniture Company near Taipei prefers the durability, design, grain and color of North American hardwoods when constructing furniture. Oak, Walnut, Cherry, Alder and Maple are favorites.



Cathay House Furniture Co. President Lu Kun-Ting (left) joined the firm in 1962 and works closely with Lu Chien Chu.



Cathay House has multiple locations, including Mutan and Nankan, to meet the demand for their custom-made furniture. The firm's vice president, Lu Chien Chu, inspects a craftsman's handiwork.

Taipei, Taiwan—About one hour outside of Taipei, a drive to the mountains through miles of winding roads, is the Cathay House Furniture Company, a custom interior fittings contractor and high-end furniture manufacturer. The company was incorporated in 1960 under the name “Cathay House

Craft Co.” as a custom furniture manufacturer until current company President Lu Kun-Ting joined in 1962. Early projects primarily included temples, and today the company outfits some of the region’s best hotels and most celebrated temples. Upon Kun-Ting’s arrival, his carpentry skills and

leadership led them to luxurious, exclusive interior projects throughout the island of Taiwan. Today, the successful company has additional locations in Mutan and Nankan to meet demand for their work. The company has built several temples throughout the country for the Tzu

Chi Relief Foundation, which established in 1966 on the east coast of Taiwan, and is most notable for its humanitarian efforts after the 2004 tsunami. The American hardwoods most notably visible in the temples are the **Hard Maple** doors, large mouldings and interior fittings. These pieces are an excellent showcase for American hardwoods. For example, temple doors are broad and filled with carved detailing that simultaneously highlights the intricacies of traditional Taiwanese design and the grain, color, and durability of American hardwoods.

As a contractor for high-end hotels, the company matches the demands for a luxurious design with the elegance of U.S. hardwoods like **Oak, Walnut, Cherry, Alder and Maple**. For the five-star Sherwood hotel-Taipei, which opened in 1990 as the first domestically-owned luxury hotel in Taiwan, the company used Maple wood veneer. The hotel is the most recognized masterpiece of Cathay’s interior decorations, and - like Cathay House Furniture Company - elegantly blends traditional local and European design.

Currently, the company is focusing on fitting new hotels in Japan with large softwood beams covered in Red Oak veneer. Cathay House Furniture not only serves as interior outfitters but as a place of training for future interior designers and architects. Cathay representatives say their company’s preference for American hardwoods is shared with the up and coming designers, and it is hoped that U.S. hardwoods will become the product of choice for local consumption.


Key personnel at Cathay House Furniture Co. are Lu Chien Chu, vice president; Hsu An Hsin, senior manager; John Lun, assistant to the president; and Huang Jaw Chien, assistant manager. For more information, email cathay@ms12.hinet.net or phone 8862-2781-8507.



Cathay House has built several temples in which large mouldings of Hard Maple and interior fittings are abundant.

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HOLMES Makes Improvement to Show Customers' Value

By Paul Miller Jr.



Gene Almendinger is chief executive officer for the firm, and Daniel Almendinger is president of the operation.



Holmes & Co.'s office staff: Stephanie Greer, office manager, Tami Fry, receptionist, Cathy Spencer, log receiving, Heidi Bennett, sales assistant and Mista Feist, sales manager.



Holmes & Co. Inc., employees 50 individuals, some of whom have been with the firm for over 30 years. Photographed here, Daniel Almendinger, president, Mista Fiest, sales manager, and William Shelmadine, mill superintendent.



Holmes & Co. Inc., specializes in the production of heavy stock, offering 4/4 through 16/4 and manufacturing approximately 9 million board feet of lumber a year. Species at the facility include, Red and White Oak, Walnut, Cherry, Hard and Soft Maple, Poplar, Hickory and Ash. The company's head timber buyer, Dale Arbruster is photographed here.



President and log buyer Daniel Almendinger photographed here with 12/4-inch White Oak logs.



Mista Feist serves as the controller at Holmes & Co., and Ray Thompson is the wholesale manager, a sales representative and a kiln operator.

Columbia City, Indiana—Holmes and Co. Inc., located here, is an operation that has prospered since its founding in 1946. “Even though the company has grown into a large forest products manufacturer, Holmes & Co. still manages to treat each customer as if he or she were the only customer,” sales manager Mista Feist said. The company was founded when David Holmes bought the former Colter Bros. Lumber Co. in Kendallville, Ind., near the Michigan and Ohio borders. In 1954, the Kendallville mill burned down, but Holmes was undaunted. He bought another mill, which was the Columbia City Hardwood Company in Columbia City, Ind., the present site of Holmes & Co., Inc. The Holmes family rebuilt the facility in 1975, making it modern and efficient. They installed a green chain, dry kilns and pre-dryers at their 20-acre facility, which is located 50 miles from the Michigan state line. In 1983, as the firm continued to grow, Gene Almendinger, who now acts as the chief executive officer, became a partner at the operation, and in 2001 he became the sole owner. Throughout the years, the company has made an effort to recognize the need for modernization and has taken steps to make the necessary changes. In 1986, Holmes and Co., added a dry lumber inspection building, a wood fire boiler, and a 750,000 board foot capacity pre-dryer


Continued on page 13




Holmes & Co. maintains an average of 2 million board feet of kiln-dried lumber and 2 million board feet of green lumber.

An example of Holmes & Co.'s high quality Oak logs utilized in producing thick lumber.






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LSLA Examines ‘The Way We’ll Be’ And Export Status

By Wayne Miller



Lake States Lumber Association board of directors include: front row, from left - Philip Kersten, Jr., Elizabeth Russell, David Sebastian, Nick Bunkelman, David Kuehl; back row, from left - Lowell Peterson, Will Borden, Gary Halpin and Scott Sawle.



Tim Kassis, Kretz Lumber Co. Inc., Antigo, Wis.; Grant Willnow, Riverside Sawmill Inc., Muscoda, Wis.; Larry Wright, Hassell & Hughes Lumber Co., Collinwood, Tenn.; and Dave Sondel, U-C Coatings Corp., Buffalo, N.Y.



Dennis Hitchcock, Besse Forest Products Group, Gladstone, Mich.; Mike Burket, Springs Window Fashions, Grayling, Mich.; and Dennis Gustafson, Besse Forest Products Group



Vince Catarella, Baillie Lumber Co., Hamburg, N.Y.; Greg Vargo, North Country Lumber, Mellen, Wis.; and Cory Corullo, Action Floor Systems, Mercer, Wis.



Nico Poulos, Weston Premium Woods Inc., Brampton, Ont.; Kerry Romsa, Granite Valley Forest Products Inc., Marathon, Wis.; Bob Crikelair, Weyerhaeuser, Ringle, Wis.; and Bob Sorenson, Stella-Jones Corp., Bangor, Wis.



Karl Christensen, Coulee Region Hardwoods Inc., Bangor, Wis.; Dave Kuehl, North Cut Hardwoods LLC, New Lisbon, Wis.; and Steve Hanson, Stella-Jones Corp., Bangor, Wis.

Wisconsin Rapids, Wisconsin-

Borrowing from the “Transformation of the American Dream” by The Zogby Report, the theme for the recent 2010 winter meeting of the Lake States Lumber Association (LSLA) was entitled ‘The Way We’ll Be’. Members of the LSLA gathered at the Hotel Mead & Conference Center to discuss and hear expert speakers address current industry issues and the future of the lumber industry.

Judd Johnson, managing editor of the Hardwood Market Report, said that imports of wood furniture to the U.S. continued to increase during the past housing boom and China’s exports have increased 155 percent, peaking in 2006. He estimated that the United States has 8 percent of the world’s wood fiber and in the past supplied 24 percent of all exported wood. “Now we have more components exported from dimension mills,” he added. “Less wood is sent offshore than when it was shipped in

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Jim Kaquatosh, Menominee Tribal Enterprises, Neopit, Wis.; and Don Dejno, Dejno’s Inc., Kenosha, Wis.



Peter and Kathy Solberg and Karl Christensen, Coulee Region Hardwoods Inc., Bangor, Wis.; and Al Andersen, The A.L. Andersen Companies Inc., Waunakee, Wis.

Pete Johnson, AAA Hardwoods Inc., Weyauwega, Wis.; Daniel Kudick and Pearl Krause, Algoma Lumber Co. Inc., Algoma, Wis.; and Steve Niemuth, Wolf River Lumber Inc., New London, Wis.



Additional photos on page 14

Yoder Lumber
COMPANY INC.

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
Phone 886-2-89145492

Rolling Ridge Woods, LTD

Log Sales - Eugene A. Walters, CF
Fax 001-304-464-4988
Phone 001-304-464-4980
genew@yoderlumber.com

Lei Zhao
Shanghai Office
Email leizhao105@gmail.com
Phone 86-13917158857

Canadian Hardwood Bureau Celebrates Strong Attendance

By Wayne Miller



CHB officers and directors are: (Front Row) Claude Garneau, P.G. Hardwood Flooring Inc., Saint-Edouard-de-Lotbiniere, Que.; Loren Voyer, Champlain Hardwoods Inc., Essex Junction, Vt.; Philippe LeBlanc, Lumber Resources, Quebec City, Que.; (Back Row) Gary Ort, Northern Component Solutions LLC, Florence, Wis.; Pete Van Amelsfoort, Quality Hardwoods Ltd., Powassan, Ont.; Brent Stief, Huron Forest Products, Alliston, Ont.; and Ted Rowe, Aurora Timberland, Bradford, Ont.



Pete Van Amelsfoort, Quality Hardwoods Ltd., Powassan, Ont.; Rick Ekstein, Weston Forest Group, Mississauga, Ont.; Brian Guilbeault, Quality Hardwoods Ltd.; and Lloyd Lovett, Transit King City/ Northway Forwarding, Montreal, Que.



Eric Vigneault, Vexco Inc., Plessisville, Que.; Claude Garneau, P.G. Hardwood Flooring Inc., Saint-Edouard-de-Lotbiniere, Que.; and Yvon Millette, Vexco, Inc.



Stephane Arbour, J.M. Arbour Inc., Shawinigan, Que.; Jean Luc Moisan, Preverco, Inc., Quebec City, Que.; Denis Dube, J.D. Irving Ltd., Clair, N.B.; and Peter McCarty, McDonough Manufacturing Co., Eau Claire, Wis.



Chuck Beatty, Gutchess Lumber, Cortland, N.Y.; Mark Mah, UCS Forest Group, Toronto, Ont.; Jean Desilets, C.A. Spencer Inc., Laval, Que.; and Nico Poulos, Weston Premium Woods, Brampton, Ont.



Caleb Hall, New England Forest Products, Greenfield, N.H.; Mark Barford, National Hardwood Lumber Assoc., Memphis, Tenn.; Jean Desilets, C. A. Spencer Inc., Laval, Que.; Loren Voyer, Champlain Hardwoods Inc., Essex Junction, Vt.; and Shawn Calver, D&S Calver Lumber Ltd., Pembroke, Ont.

Montreal, Quebec—Attendance at the Canadian Hardwood Bureau's (CHB) recent meeting at the Montreal Racket Club and the Delta Montreal Hotel was much greater than anticipated, noted meeting organizers.

Approximately, 120 members were in attendance. CHB is comprised of former members of the Canadian Lumbermen's Association (CLA), which disbanded last year. However, to preserve the continuity of networking opportunities afforded by such organizations, many CLA members joined CHB.

Pete Van Amelsfoort, who served the previous two years as chairman and was instrumental in leading the organization

Continued on page 15



Rene Richard, Bois Franc Cambium, St.-Low, Que.; Serge Dubreuil, Simon Lussier Ltd., Blainville, Que.; Yves Lapointe, Prolam, Cap-St-Ignace, Que.; and Stephane Fournier, Lumber Resources, Quebec City, Que.



Jeff Poirier, Berkshire Hardwoods Inc., Chesterfield, Mass.; Dave Williams, Champlain Hardwoods Inc., Essex Junction, Vt.; and Rick Ekstein, Weston Forest Group, Mississauga, Ont.

Patrick Hennebicque, Bradford Forest Products, Bradford, Pa.; Martin Vigneault, Preverco Sawmill Inc., Daveluyville, Que.; Richard Lavallee, Husky Hardwood Inc., Ste.-Therese, Que.; and Peter Duerden, U-C Coatings Inc., Buffalo, N.Y.



Additional photos on page 16

COLE HARDWOOD inc.

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Surfaces 2010 Shines With New Products

Photos By Todd Lussier



**Rhonda Schmidt, Rod Quillam, Diane Pevy, Joe Marmon and Ken Allen,
Shamrock Plank Flooring, Memphis, Tenn.**



Craig Stout, Larry Methner, Stan Smith and Shane Cook, Midwest Walnut Co., Willow Springs, Mo.



John Nichols, Crystal McKenzie and David Graf, Graf Brothers Hardwood Flooring, South Shore, Ky.



Larry Davis, Ed Gerstner and Mal Wilk, All American Hardwood Inc., Ontario, Can.



Mark Palacha, Ella Szydlowska, Kinga Urbanska and Ron Stern, Baltic Wood, Newark, N.J.



Silvia Borroto and Jackson Staack, Brazffloor LLC, Hallandale, Fla.

The background of the entire advertisement is a photograph of a dense forest with tall, slender trees and sunlight filtering through the canopy. At the top left, the company name "MIDWEST WALNUT" is written in large, bold, stylized letters. "MIDWEST" is in red with a blue outline, and "WALNUT" is in blue with a red outline. To the right of the text is a logo consisting of two stylized, interlocking 'M' and 'W' shapes, one red and one blue. A yellow rectangular box is positioned on the left side of the page, containing text about the company's products. At the bottom, there are two columns of contact information for different locations. The overall design is professional and emphasizes the company's connection to the forest industry.

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Cherry - Export Prep
Single Length Pkgs.

**Additional Walnut
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Squares - Counter Tops
& Door Panels
Plain & Fancy
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Unfinished - Finished

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Larry Mether
Larrym@midwestwalnut.com
Bob Moody
Bobm@midwestwalnut.com
Phone: 712-325-9191
Fax: 712-325-0156

Willow Springs, MO
Stan Smith
midwalco@centurytel.net
Shane Cook
shanec@midwestwalnut.com
Phone: 417-469-0640
Fax: 417-469-0081

www.midwestwalnut.com

Las Vegas, Nevada—More than 700 manufacturers and suppliers displayed products recently at Surfaces 2010, held here at the Sands Expo and Convention Center.

The World Floor Covering Association sponsors the annual show, which is owned by Hanley Wood, publisher of *Builder* magazine.

At this year's Surfaces, new products were front-and-center at exhibitor booths and particularly in the new products pavilion. For example, new items in recovered Hardwood flooring were offered by Enviro Hardwood. Also, a handscraped wide plank Maple flooring was the latest product to be introduced by Anderson Floors at Surfaces.

More than 30 educational workshops, seminars and live demonstrations were plentiful as attendees were provided many opportunities to learn from the best in the flooring and floor covering industries.

While the overall mood at Surfaces was reportedly subdued, it was also hopeful as manufacturers offered numerous new prod-

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**Kris Flaherty, William Brown and Kinga Alloyian,
Elegance Exotic Wood Flooring, Fontana, Calif.**



Sammi Yao, Ella Chen and Feiyu Xia, Jiafeng Wood Co. Ltd., Shanghai, China

**Ken Maguire, Jean-Francois Dufresne and David Bain,
Preverco Hardwood Flooring, St.-Augustin-de
Desmaures, Que.**



Additional photo on page 14

HMA -
Continued from page 1

The HMA business luncheon included election of Board Members and 2010 Officers. Congratulations to incoming HMA President, Pem Jenkins of Turn Bull Lumber Company; First Vice President, Jack Shannon of J. T. Shannon Lumber Co.; and Second Vice President, Skipper Beal of Beal Lumber Co., Inc. To outgoing President, Terry Brennan of Baillie Lumber Company, the HMA thanked him for a job well done, and congratulated Linda Jovanovich, recently named HMA Executive Vice President.

WWPA
Continued from page 1

dees a hearty welcome, proclaiming, "Welcome to all you survivors on our island! I'm glad to see all of you remaining contestants!"

Phillips' jovial greeting was received warmly as attendees who gathered at this meeting are representatives of companies staying afloat in these challenging economic times.

Bernhardt followed Phillips and outlined some improvements recently made to the WWPA website as well as the addition of the organization's new Twitter site, which allows members a streaming chat format.

WWPA committee members also met to discuss product support and quality standards on the first day of annual meeting. This was followed by an economic services committee meeting chaired by Bob Lewis, of Columbia Vista Corp. Among topics discussed in this meeting were log sizes, species, scaling and recovery from logs. Lewis noted, "If it costs more to produce than you spent on the back end, it's not viable to market."

The committee also debated the accuracy of price reports based on survey information as well as mills that have developed new products with new proprietary specifications.

A spring forecast was also presented to WWPA members by Josh Harwood, senior economist with the Oregon Office of Economic Analysis. Harwood said economists "are confused by this economy. It could go either way. Opinions vary from coming back fast or double-dip recession."

He predicted that it will take five years to recover from this cycle, ending in 2013. Harwood said he expects some increases along the way. In 2011, he predicts 1.2 million housing starts, an increase over last year.

As for unemployment figures, Harwood offered this perspective: Unemployment rates are "wishy washy and hard to measure. Most figures are the result of phone surveys." Harwood said that he expects the U.S. to reach previous healthy employment levels mid-2013.

David Jackson, WWPA economist, added, "We're 26 months into the current recession. We've seen some progress, but in very few cases has progress been through the roof. It's incremental progress we are seeing."

He said, "Consumer confidence is improving, which is a good thing. About producer prices, you want to see improvements, but you don't want prices to get too high. Then you have inflation. Also, you don't want deflation. Ideally you want 2 to 3 percent increase in producer prices."

The chairman's reception ended the WWPA meeting. Eric Schooler served the association during the past year as chairman, and addressed the members as he turned over leadership to 2010 chairman, Alan Trinkwald.

Schooler said, "For much of the past year, our companies and this Association have operated in what could be considered a crisis mode. What's interesting is that if you write the word 'crises' in Chinese, it is composed of two characters – one for danger and the other representing opportunity."

"It's clear this historic downturn has forever changed our industry. Some of the markets we've counted on to buy our lumber are no longer as certain as once thought. The distribution chains we sell to are changing due to consolidation and closures. We are all taking a new look at how best to give credit, extend credit –or not give credit– those buying our products."

Looking ahead, Schooler noted some areas worth watching. "Higher immigration is adding to the potential pool of home buy-

ers," he said. "According to demographic experts, this growth will shift housing demand toward starter homes, rentals and senior housing. All of these trends will create more promising markets for our mills. On the supply side, we've watched with interest how our friends in Canada are dealing with the mountain pine beetle problem. It's uncertain whether Canadian mills will ever regain the U.S. market share they enjoyed just a few short years ago. And with the emergence of a vital Chinese market, the U.S. may not be their only target market."

Regarding the overall lumber market, Schooler was positive. "We're already seeing encouraging signs of improvement in the market. That momentum will build further once the U.S. economy hits its stride toward steady growth."

"The recent rise in lumber prices has brightened the balance sheets at many of our operations. Still, it's important to note the lumber market is still in a fragile state and the price increases are more a reflection of low inventories at both mills and distributor yards than actual recovery."

"The improved markets are the result of supply side discipline, not accelerated demand."

Schooler summed up by stating, "This Association is where the Western lumber industry can have one voice in addressing our common needs. The share of Western production represented within our Association has increased in each of the past six years. Today, the Association represents 62 percent of the Western industry – one of the highest levels of support in the

history of the organization.

"More impressively, the number of companies supporting all the services offered by the Association is at an all-time high. Full members now represent 90 percent of the volume in WWPA, compared to just 52 percent 10 short years ago."

"I believe the crisis of the past few years for our industry is beginning to wane. However, we are sure to see new dangers – and new opportunities – in the years ahead."

For more information, visit online at www.wwpa.org.

TRANSPORTATION -

Continued from page 1

Portland, we still can make some statements that would apply to the hardwood lumber exporting challenges. Our problem in the freight-forwarding business is that there are no U.S. carriers, but [the carriers] enjoy anti-trust immunity. Further, all the carriers have restricted capacity, and they are raising the prices, such as the \$200-\$400 emergency surcharge and, in April 2010, the \$400-\$800 surcharge for imports. Another problem is that there is a shortage of export containers, so even if the shippers are willing to pay [the surcharges], they are having trouble getting containers."

Greg Borossay, the Senior Manager for the Port of Portland, is in charge of trade

and liner development. Although there are encouraging signs of an economic recovery, Borossay said that the shortage of shipping containers could threaten an imminent boom in U.S. exports, including hardwood lumber.

The recent drop in import volumes due to the global economic downturn is one exacerbating cause of the container crisis. This results in fewer available containers because ocean carriers are unwilling to reposition empty containers when export cargo revenue is far less than import cargo revenue. This is causing container rates to soar even while demand grows.


Borossay said he foresees better times, despite the challenges with a surge in container rate hikes, increasing demand and decreasing container availability. In the January issue of *The Oregonian*, Borossay said that the Port of Portland is making improvements to accommodate shippers; they are, for example, dredging the Columbia River channel to 43 feet in an effort to attract more steamship lines that would bring in more equipment to the region.

In Charleston, South Carolina, Pete Smith, President of Rogers & Brown Custom Brokers, offered his insight on the situation in an email message. "Rogers & Brown," he wrote, "is a privately held company, established in 1968 in Charleston, S.C. Generally, the global economies have had major impacts on shippers, receivers, steamship lines, and most other service providers. Steamship lines have made adjustments in some of their trade lane


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HMA PHOTOS - Continued from page 1



David Lewis, Lewis Bros. Lumber Co. Inc., Aliceville, Ala.; Ray Wheeland, Wheeland Lumber Co. Inc., Liberty, Pa.; and Ken Matthews, Paula Turlington and Thom Brown, SII Dry Kilns, Lexington, N.C.



Paul Miller Jr., Import/Export Wood Purchasing News, Memphis, Tenn.; Bob Miller, Frank Miller Lumber Co. Inc., Union City, Ind.; and Tony Messina, Frank Miller Lumber Co. Inc.



Jack Shannon, J.T. Shannon Lumber Co. Inc., Memphis, Tenn.; Nicole Scullion, Forestry Systems Inc., Summerfield, N.C.; and Criswell Davis, Frank Miller Lumber Co. Inc., Union City, Ind.



Judd Johnson, Hardwood Market Report, Memphis, Tenn.; Matthew Netterville, Fred Netterville Lumber Co., Woodville, Miss.; and Jack Shannon III, J.T. Shannon Lumber Co. Inc., Memphis, Tenn.



Dan and Sue Harrison, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; and Charlie Netterville, Fred Netterville Lumber Co., Woodville, Miss.



Michael Cersosimo, Cersosimo Lumber Co. Inc., Brattleboro, Vt.; Mike Snow, American Hardwood Export Council, Reston, Va.; and Steve Lawser, Wood Component Manufacturers Assoc., Marietta, Ga.



Jackson and Olivia Combs, (back row) Mark and Kerrie Combs, and Marcia and Owen Strickler, Virginia-Carolina Forest Products Inc., Lawrenceville, Va.



Ron Jones, Ron Jones Hardwood Lumber Sales Inc., Union City, Pa.; and Mary and Jack Haessly, Haessly Hardwood Lumber Co., Marietta, Ohio



Tom Johel, U-C Coatings Corp., Buffalo, N.Y.; and Matt Reynolds, Baillie Lumber Co., Hamburg, N.Y.



Alan Groves and Terry Stockdale, BWP Hardwoods Inc., Brookfield, Pa.; and Trisha and Larry Thompson, T & S Hardwoods Inc., Milledgeville, Ga.



Paul Miller Jr., Import/Export Wood Purchasing News, Memphis, Tenn.; Terry Brennan, Baillie Lumber Co., Hamburg, N.Y.; Galen Weaber, Weaber Inc., Lebanon, Pa.; and Matt Reynolds, Baillie Lumber Co.



Tim Reid, Buckman, Moundville, Ala.; Linda Jovanovich, executive vice president, Hardwood Manufacturers Assoc., Pittsburgh, Pa.; Criswell Davis, Frank Miller Lumber Co. Inc., Union City, Ind.; and Mike Sumrow and Bart Jones, Buckman, Memphis, Tenn.



Norm Murray, U-C Coatings Corp., Buffalo, N.Y.; Alan Groves and Terry Stockdale, BWP Hardwoods Inc., Brookfield, Pa.; and Bill Rosenberry, Carl Rosenberry & Sons Lumber Inc., Fort Loudon, Pa.



Chris Sackett and Jay Lee, Turn Bull Lumber Co., Elizabethtown, N.C.; and Lance Johnson, ISK Biocides Inc., Roanoke, Va.



Joe Chang, Louisiana State University, Baton Rouge, La.; Steve Firko, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; and David Branch, John Hancock Bond & Corporate Finance Group, Boston, Mass.



Matt Weaber, Weaber Inc., Lebanon, Pa.; Chris Zinkhan, The Forestland Group LLC, Chapel Hill, N.C.; Roy Cummings, Cummings Lumber Co. Inc., Troy, Pa.; and Richard Wilkerson, Anderson-Tully Co., Vicksburg, Miss.



Steve Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.; Scott Cummings, Cummings Lumber Co. Inc., Troy, Pa.; and Eric Porter, Abenaki Timber Corp., Kingston, N.H.



Peter McCarty and Matt Tietz, McDonough Manufacturing Co., Eau Claire, Wis.; Rod Chitko, Cleereman Industries Inc., Newald, Wis.; Ellen and Tracy Goss, Automation & Electronics USA, Ruston, La.; and Jeff Krueger, Cleereman Industries Inc.



Charlie Netterville, Fred Netterville Lumber Co., Woodville, Miss.; Deb Hawkinson, Hardwood Federation, Washington, D.C.; Alan Kitchens, Kitchens Bros. Manufacturing Co. Inc., Hazlehurst, Miss.; and Geoff Gannon, Industries P.H.L. Inc., Plymouth, N.H.



Ted Rossi, Rossi Group, Cromwell, Conn.; Paul Miller Jr., Import/Export Wood Purchasing News, Memphis, Tenn.; and Judd Johnson, Hardwood Market Report, Memphis, Tenn.



Jimmy Jones, J.E. Jones Lumber Co., New Bern, N.C.; Frances Petty, Bill Hanks Lumber Co. Inc., Danbury, N.C.; and Roy Cummings, Cummings Lumber Co. Inc., Troy, Pa.



Don Woodruff, Taylor Machine Works Inc., Louisville, Miss.; Bill Rosenberry, Carl Rosenberry & Sons Lumber Inc., Fort Loudon, Pa.; and Barry Black, Taylor Machine Works Inc.



Mark Williams, Jerry G. Williams & Sons Inc., Smithfield, N.C.; Linwood Truitt, Beasley Forest Products Inc., Hazlehurst, Ga.; Larry Thompson, T & S Hardwoods Inc., Milledgeville, Ga.; and Bill Buchanan, Buchanan Hardwoods Inc., Aliceville, Ala.



Mark Barford, executive director, National Hardwood Lumber Assoc., Memphis, Tenn.; and Jamey French, Northland Forest Products Inc., Kingston, N.H.

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TRANSPORTATION -

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services where the revenues and margins were not sustainable for long term. Changes include some levels of port calls by some lines, dropping of some services by some, emergency surcharges being added to generate revenue to cover costs, etc. Indications seem to lean toward increasing pressures on sustainable margins by the lines with less capacity—meaning increased costs to most cargo owners.”

• Also in Charleston, Byron Miller, who is the Director of Marketing, Public Relations and Planning for the South Carolina State Port Authority, offered his insight. He said, “We’re seeing an increased demand on out-bound space on board vessels, as well as equipment demand. January was actually the largest empty-import month in nine years. What that reflects is ocean carriers bringing in empty equipment to satisfy the demand for exporters. It would help to have loaded import volume to generate those empties.” He pointed out that the turn-around point will come, but “This is going to be driven by increased consumerism, and with spending continuing to lag, import volumes are down.”

Miller added, “At the Port of Charleston, we’re focusing on ways to encourage the location of equipment here to better serve exporter needs. The Port of Charleston has a program to improve facilities and we are creating ways to better manage information in order to speed the flow of cargo through the port.” He also mentioned some improvements under way: “We have a \$500 million container terminal under construction right now; we have the deepest harbor on the southeast coast and are the only port on the east and gulf coasts with a new terminal under construction. Also, we just added a new service to Asia with very low transit times.”

Most of those interviewed said there’s not much that can change the current rate and space availability issues, two exporters feel confident that the turn-around is coming. In Cookeville, Tennessee, Hermitage Hardwood’s Lawson Maury said, “Imports are beginning to pick up, and as we get closer to balanced trade, the freight rate will stabilize.”

In Daphne, Alabama, Blue Water Lumber’s Eric Lacey echoed this prediction. “As ships are brought back into service,” he said, “rates will stabilize and then eventually ease. The shipping business is cyclical; it’s supply-and-demand-driven. The shipping monopoly only seems to work when rates are firm to rising, as in this period of time. It normally rapidly falls apart when supply exceeds demand. By summer, rates should at least have stabilized or eased, and those businesses that have been able to survive will at least begin to see lower shipping costs.”



Greg Borossay

also a former president of AHEC, NOFMA, the International Trade Club of Mississippi and past chairman of the Mississippi District Export Council. Clark and his wife of 36 years, Sandra, have two children and one grandchild. He enjoys golf and woodworking.

WHO’S WHO - Cuffley

Continued from page 2

J. D. Irving is a member of the Canadian Hardwood Bureau (CHB) and the National Hardwood Lumber Association (NHLA). Cuffley has worked in the sawmill business for a total of 19 years. His first job was as a foreman then as an assistant manager. He started in the current position as Sales and Marketing Manager 15 years ago.

Cuffley graduated from the University of Moncton in Edmundston, N.B., with a bachelor’s of arts degree and a bachelor’s of education.

He is secretary treasurer of the Business Development Board, Enterprise Madawaska in Edmundston, N.B., Canada.

Cuffley and his wife of 31 years, Jacqueline, have two daughters. In his free time, he enjoys fishing and golf.

WHO’S WHO - Miller

Continued from page 2

phyto-certified, legalized (if needed) and FSC-certified.

The company is a member of the Indiana Hardwood Lumbermen’s Association, National Hardwood Lumber Association, American Hardwood Export Council and Hardwood Manufacturers Association.

Frank Miller Lumber received the Indiana Hardwood Lumber Association’s Spirit of Excellence Award in 2003 to celebrate its 100th anniversary.

Mark Miller is past-president of the Indiana Hardwood Lumbermen’s Association.

He has worked for Frank Miller Lumber since 1994, working in his current position for a year.

“I grew up in our family company and worked while in high school,” Miller says. “I got into sales after college.”

A graduate of Union City (Ind.) Community High School, Miller went on to earn a bachelor’s of science degree (graduating summa cum laude) from Ball State University.

With his wife of six years, Tammy Miller, Miller has a son, a stepson and a step-daughter.

In his free time, Miller enjoys riding motorcycles, fishing, riding roller coasters and spending time with his family.

WHO’S WHO - Childs

Continued from page 2

Walnut, Red and White Oak, Cherry and Hickory in No. 1 Common and Rustic grades.

Hawkeye Forest Products began in 1983. Today Hawkeye Forest Products supplies hardwood lumber to distribution yards, cabinet and furniture manufacturers and other end users domestically and abroad. The company’s corporate office is based in Boise with a sawmill, dry kilns and concentration yard located in Trempealeau, Wis.

Childs began in the forest products industry as a lumber inspector in 1975. He attended high school in Jefferson, Ohio and graduated from the 55th National Hardwood Lumber Assoc. (NHLA) grading school class in 1975. He has two sons and a daughter.

Hawkeye Forest Products Inc. is a member of NHLA, Lake States Lumber Assoc. (LSLA); Indiana Hardwood Lumbermen’s Assoc. (IHLA) and the Ohio Forestry Assoc. For more information about Hawkeye’s products and services visit www.hawkeyeforest.com and to contact Childs call 740-392-7727.

WHO’S WHO - Clark

Continued from page 2

tic and international markets.

The company is a member of the NHLA, Hardwood Manufacturers Assoc. (HMA), NOFMA — The Wood Flooring Assoc., National Wood Flooring Assoc., American Hardwood Export Council (AHEC), Southwestern Hardwood Manufacturers Club and the Westside Club.

Kitchens Brothers received the “Export Advocate” award in 1991 from the U.S. Small Business Administration, and the President’s “E” award for Excellence in Exporting in 1993 from the Secretary of Commerce in Washington, D.C.

Clark has been in his present position since 1983. His first job in the import/export industry was in 1976 as a sales representative for Koppers Company Inc. located in Pittsburgh, Pa.

Clark graduated from Franklin High School in Meadville, Miss., and attended Delta State University in Cleveland, Miss. He is a board member of the Hardwood Federation Political Action Committee, and president of the Mississippi International Business Scholarship Foundation. Clark is



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Email: reiniertaapken@salamancaalumber.com



HMA PHOTOS - Continued from page 10



Jay Lee, Turn Bull Lumber Co., Elizabethtown, N.C.; Ernie Pyle, Ontario Hardwood Co. Inc., Keysville, Va.; Chris Sackett, Turn Bull Lumber Co.; Gordon McIlvain, Alan McIlvain Co., Marcus Hook, Pa.; and Tom Inman, executive director, Appalachian Hardwood Manufacturers Inc., High Point, N.C.



Steve Jones, Ron Jones Hardwood Lumber Sales Inc., Union City, Pa.; Paul Johnson, Johnson Bros. Lumber Co., Cazenovia, N.Y.; Terry Brennan, Baillie Lumber Co., Hamburg, N.Y.; and Gordon McIlvain, Alan McIlvain Co., Marcus Hook, Pa.



Mike Sumrow and Bart Jones, Buckman, Memphis, Tenn.; Keith Snider, Graham Lumber Co. LLC, Linden, Tenn.; Tim Reid, Buckman, Moundville, Ala.; and Tony Messina, Frank Miller Lumber Co. Inc., Union City, Ind.



Tom Johel (Center), U-C Coatings Corp., Buffalo, N.Y. presents HMA incoming president Pem Jenkins (Left) with a donation to the organization on behalf of the Penn-York Lumbermen's Club. Also representing HMA is Linda Jovanovich, executive vice president.

WWPA PHOTOS - Continued from page 1



Bob Mai, Potlatch Corp., Spokane, Wash.; Art Andrews, Malheur Lumber Co., John Day, Ore.; and Mike Phillips, Hampton Affiliates, Portland, Ore.



Art Andrews, Malheur Lumber Co., John Day, Ore.; Steve De Zwarte, Pella Corp., Pella, Iowa; and Jim Vandegrift, Bennett Lumber Products Inc., Princeton, Idaho



Scott Stormoen, Columbia Vista Corp., Vancouver, Wash.; Paul Owen, Vanport International, Boring, Ore.; and Russ Hobbs, Plum Creek Manufacturing Inc., Columbia Falls, Mont.



Kevin Cheung and Von Porter, Western Wood Products Assoc., Portland, Ore.; Frank Pearson, Contact Industries, Portland, Ore.; and Jonny Wilford, Woodgrain Millwork, Fruitland, Idaho



Laurie Creech, Simpson Lumber Co., LLC, Tacoma, Wash.; John Mikkelsen, ProBuild, Denver, Colo.; and Craig Larsen, Softwood Export Council, Portland, Ore.



David Bruce and Russ Vaagen, Vaagen Bros. Lumber Inc., Colville, Wash.; Michael Voelker, Bluelinx Corp., Denver, Colo.; and Tim Cornwell, Bluelinx Corp., Atlanta, Ga.



Steve Firko, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; Dennis Hardman, APA - The Engineered Wood Assoc., Tacoma, Wash.; Ted Roberts, Roberts & Dybdahl Inc., Des Moines, Iowa; Bob Mai, Potlatch Corp., Spokane, Wash.; and Christopher Crucitt, Pennsylvania Lumbermens Mutual Insurance Co.



Butch Bernhardt, WWPA, Portind, Ore.; Russ Vaagen, Vaagen Brothers Lumber Inc., Colville, Wash.; and Craig Larsen, Softwood Export Council, Portland, Ore.



Linda Sabrowski, Sun Mountain Lumber, Deer Lodge, Mont.; Wade Mosby, Collins Cos., Portland, Ore.; and Tom Searles, American Lumber Std. Committee, Germantown, Md.



Frank Stewart, WWPA Portland, Ore.; Mike Phillips, Hampton Affiliates, Portland, Ore.; and Butch Bernhardt, WWPA



Wade Mosby, Collins Cos., Portland, Ore.; Bruce Dausavage, Ochoco Lumber Co., Prineville, Ore.; and Frank Pearson, Contact Industries, Portland, Ore.



Shawn Church and Pete Malliris, Random Lengths Publications, Eugene, Ore.; and Dave Dickman, Andersen Corp., Bayport, Minn.



Dave Pietz and Bob Lewis, Columbia Vista Corp., Vancouver, Wash.



Chris Ketcham, Warm Springs Forest Products, Boring, Ore.; Duane Vaagen, Vaagen Bros. Lumber Inc., Colville, Wash.; and Jeff Webber, Stimson Lumber Co., Portland, Ore.



Steve Zika, Hampton Affiliates, Portland, Ore.; and Jamie Trenter, Lumbermen's Underwriting Alliance, Portland, Ore.



Wade Mosby, Collins Cos., Portland, Ore.; Jonny Wilford, Woodgrain Millwork, Fruitland, Idaho; and Eric Schooler, Collins Cos.



Sherm and Bonnie Anderson and Patti and Tony Colter, Sun Mountain Lumber, Deer Lodge, Mont.



Glenn Lowe, Blasen & Blasen Lumber, Portland, Ore.; Jim Vandegrift, Bennett Lumber Products Inc., Princeton, Idaho; and Jim Talley, Blasen & Blasen Lumber



Jim Matthews and Russ Tuvey, Western Wood Products Assoc., Portland, Ore.; and Rock Belden, Sierra Pacific Industries, Redding, Calif.



Gary Pittman, Roseburg Forest Products Co., Roseburg, Ore.; Tim Cornwell, Bluelinx Corp., Atlanta, Ga.; Michael Voelker, Bluelinx Corp., Denver, Colo.; and Jeff Dill, Buckeye Pacific, Portland, Ore.

Additional photos on page 14

HOLMES -
Continued from page 5

in 1989. In 1990, seven 50,000 board foot capacity Irvington-Moore dry kilns were added and in 1993, the firm installed a Newman 282 surfacer, new warehouses and additional office space.

Since 1996, Holmes & Co. has been on a mission to pave almost their entire operation with asphalt. So far they have paved eight acres of the property.

“We thought that by paving our facility, it would provide us with a cleaner workplace and make it easier for our employees to get from point A to point B,” Almendinger said.

In 1991, the firm installed a second wood waste boiler system and in 2002, they added a Clearman 36-inch log turner in their six-foot band mill. By 2007 Holmes & Co. installed 2 additional computerized 35,000 board foot capacity dry kilns from SII Dry Kilns located in Lexington, N.C.

Holmes & Co. has plans to install a couple more small dry kilns. “Right now we are maintaining an average of 2 million board feet of kiln-dried lumber and 2 million board feet of green lumber in our inventory. All lumber that is 6/4 and above is pre-dried before it goes in the kilns,” Almendinger explained.

Holmes & Co. Inc., specializes in the production of heavy stock, offering 4/4 through 16/4 and manufacturing approximately 9 million board feet of lumber a year. Species at the facility include, **Red and White Oak, Walnut, Cherry, Hard and Soft Maple, Poplar, Hickory and Ash.**

“We are one of the few operations that offer 12/4 to 16/4 stock. When you get into the really thick stock, there are several variables that take place...where the timber was growing, the grain of the lumber and how it was sawn. We take all of those factors into consideration when we manufacture it. It takes us about a year to process the heavy stock,” said Almendinger.

Most of Holmes’ timber comes from a 200-mile radius of the company. Consisting of Ohio, Michigan, Illinois and Indiana.

Holmes & Co. Inc., exports a portion of their 4/4 through 16/4 products by container and truck. Loading containers are han-

dled on site at the facility. Some of their products are marketed to the West Coast area and are transported from Holmes & Co. by container to Chicago, Ill., where they are shipped by rail.

Holmes & Co. Inc., employees 50 individuals, some of whom have been with the firm for over 30 years. Aside from Gene and Daniel Almendinger, other key employees include: Mista Feist, sales manager; Stephanie Greer, office manger; Bob Greer, dry kiln supervisor; J.B. Greer, lumber inspector; William Shelmadine, mill superintendent; Dale Armbruster, head timber buyer; Chad Mills, quality control and purchasing; Ray Thompson, wholesale manager, sales representative and kiln operator; and Elie Ghanem, director of export sales.

The company is a member of the National Hardwood Lumber Assoc. (NHLA), the American Walnut Manufacturers Assoc. (AWMA) and the Indiana Classified Forest Program (ICFP).

The years 2008 and 2009 have brought some very trying times for the entire lumber industry. Moving forward and having a positive attitude can be difficult during these times. “Hopefully, the year 2010 and the future will bring a more stable and sustainable business cycle, not just for the lumber industry, but for all of the nation’s businesses,” Almendinger said.

Holmes & Co. Inc.’s renovations have proven that they are striving to provide their customers with quality products and service. Gene Almendinger added, “We will continue to improve our facility as needed...whatever it takes to keep our customers coming back.”

AHEC -
Continued from page 2

worldwide. We’re seeing strong emerging demand for labels like FSC and PEFC in the UK and the Netherlands where government procurement policies were developed early and are now being enforced more effectively. This contrasts with the situation in southern Europe for example,

where there still seems to be relatively little interest in product labels - although even here more buyers are contacting their suppliers for general assurances that wood is legally sourced.

In Japan there’s a different situation again. Japan’s government procurement policy favors suppliers committed to an industry Code of Conduct including measures to ensure wood is from a legal and sustainable source. As a result, AHEC’s Responsible Procurement Policy for Exporters (RPP), launched in 2008, is playing an important role to ensure continued market access in Japan. The RPP may be voluntarily adopted by AHEC members wishing to communicate their commitment to specific environmental objectives and to progressively increase the proportion of American hardwoods that can be tracked to forest of origin. Meanwhile, major re-export manufacturing hubs like China or Vietnam are scrambling to ensure that the raw materials in their finished products satisfy the myriad of requirements in their major export markets.

Amidst all of this, a key challenge for a sector like American hardwoods selling wood into over 120 countries worldwide is to keep track of these varying demands and to develop responses that are acceptable to major consuming groups while not placing an excessive burden on exporting companies.

The American Hardwood Export Council (AHEC) is the leading international trade association for the U.S. hardwood industry, representing the committed exporters among U.S. hardwood companies and all major U.S. hardwood product trade associations. AHEC’s member companies service the growing global demand for U.S. hardwood and represent the full range of hardwood products. AHEC maintains offices in Japan, Europe, Southeast Asia, China, Korea and Mexico, in addition to its Reston, Virginia headquarters, to serve the needs of the global community. For additional information, please contact AHEC by phone at 703-435-2900, or consult our web site at www.ahec.org.

MCLENDON -
Continued from page 3

wood consumption by creating closer bonds of coordination between trade associations and industry colleagues.

Company advertisements and trade association publications that continue to raise the specter of illegality of imports do the entire industry a disservice. Domestic industry lobbied hard for Lacey, they got what they wanted – a level playing field.

Imported wood products are now “de facto” certified as legal and sustainable under Lacey. It is ironic that likely the best thing for imports is the Lacey Act. Imports now come in with the seal of approval from U.S. officials and are helping architects and designers increasingly specify imported wood products.

Although domestic wood has no such certification process via Lacey, we strongly believe the sustainable argument for industry should be that all wood is good.

It’s time to call an end to the trade skirmishes and get back to selling and promoting wood as the most environmentally friendly and sustainable resource.

LSLA -
Continued from page 6

lumber form. A year ago, 60 percent of the U.S. lumber came back in finished goods, but China is keeping more wood each year for domestic consumption.”

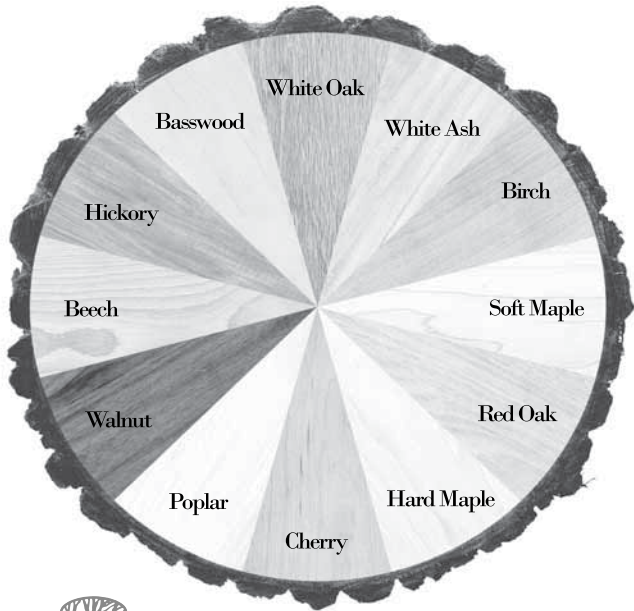
Johnson also cited specific increases and declines in markets impacting the wood products industry. For example, Johnson noted a steady decline in millwork over the past year, with losses up to 400 billion feet. He said fashion trends lean more toward painted wood using Poplar and Whitewood, and away from Oak. The cabinet industry is maintaining good market value, Johnson said, although it has declined from 1.2 billion board feet in 1999 to .7 billion board feet last year.

Johnson said hardwood flooring sales

Continued on page 15

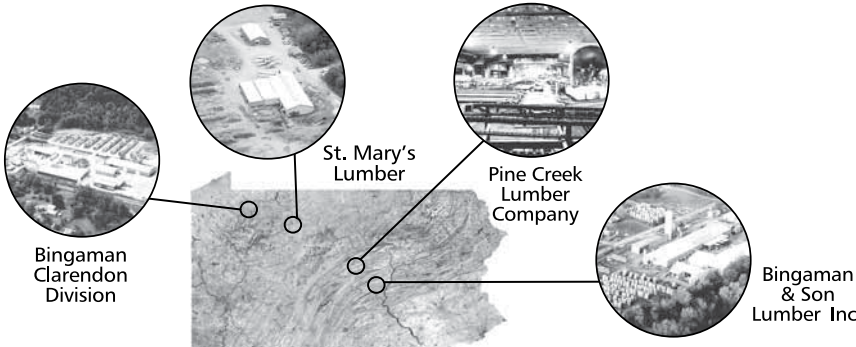
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WWPA PHOTOS - Continued from page 12



Jason Spadaro, SDS Lumber Co., Bingen, Wash; Gretchen and Mike O'Halloran, Western Wood Products Assoc., Portland, Ore.; and Gary Hartshorn, World Forestry Center, Portland, Ore.



Pete Malliris, Random Lengths Publications, Eugene, Ore.; David Durst, Fletcher Wood Solutions, Annapolis, Md.; and Matt Dierdorf, Buckeye Pacific, Portland, Ore.



Butch and Roberta Bernhardt, WWPA, Portland, Ore.



Jesse Neese, RISI - Salem, Salem, Ore.; Steve Swanson, Swanson Group Inc., Glendale, Ore.; and Bob Lewis, Columbia Vista Corp., Vancouver, Wash.



Sherm Anderson and Linda Sabrowski, Sun Mountain Lumber, Deer Lodge, Mont.; and Steve Passe, ProBuild, Denver, Colo.



2010 WWPA Chairman Allan Trinkwald, Simpson Lumber Co., LLC, Tacoma, Wash.

LSLA PHOTOS - Continued from page 6



Herb Krueger, Krueger Lumber Co. Inc., Valders, Wis.; Rick Smrcka, Wolf River Lumber Inc., New London, Wis.; and Larry Krueger, Krueger Lumber Co. Inc.



Pete Coutu, Plum Creek, Tomahawk, Wis.; Pete Hilgers, Kretz Lumber Co. Inc., Antigo, Wis.; Scott Henker, Plum Creek; and Dennis Gustafson, Besse Forest Products Group, Gladstone, Mich.



Dave Sebastian, Big River Lumber Co., Trempealeau, Wis.; Scott Everett, Earthscape Resource Management, Inc., Lansing, Mich.; and Will Borden, Quality Hardwoods Inc., Sunfield, Mich.



Scott Sawle, Rockbridge Sawmill Inc., Richland Center, Wis.; Dick Allmann, Granite Valley Forest Products Inc., Marathon, Wis.; Pete Johnson, AAA Hardwoods Inc., Weyauwega, Wis.; and Anthony Erba, U.S. Forest Service, Rhinelander, Wis.



Will Borden, Quality Hardwoods Inc., Sunfield, Mich.; Bob Bernklau, Stetson Hardwoods Inc., Stetsonville, Wis.; David Oberstar, Fryberger, Buchanan, Smith & Frederick, P.A., Duluth, Minn.; Greg Blomberg, Greater Value Consulting, La Crosse, Wis.; and Carey Bunkelman, Menzner Lumber & Supply Co., Marathon, Wis.



Tab DeJonge, Constructive Sheet Metal Inc., Grand Rapids, Mich.; Dick Allmann, Granite Valley Forest Products Inc., Marathon, Wis.; Scott Anderson, Great Lumber, Duluth, Minn.; and Chad Nicholas, Constructive Sheet Metal Inc.



Steve Arnold, Missouri Walnut LLC, Neosho, Mo.; and Larry Dejno and Don Dejno, Dejno's, Inc., Kenosha, Wis.



Patrick McBride, MacDonald & Owen Lumber Co., Sparta, Wis.; Roy Reif, Quality Hardwoods Ltd., Powassan, Ont.; Adam Hyer, MacDonald & Owen Lumber Co.; and Dave Sebastian, Big River Lumber Co., Trempealeau, Wis.



Patrick McBride, MacDonald & Owen Lumber Co., Sparta, Wis.; Heidi Hurtis, Gutches Lumber, Cortland, N.Y.; and Lowell Peterson, Rockland Industrial Products Group, Red Wing, Minn.



Ralph Hamel, Ralph Hamel Forest Products, Vesper, Wis.; and Scott Sawle, Rockbridge Sawmill Inc., Richland Center, Wis.



Tony Korish, Glen Oak Lumber & Milling Inc., Montello, Wis.; and Dan Hansen and Anthony Dabruzzi, Midwest Hardwood Corp., Maple Grove, Minn.



Philip Kersten, Kersten Lumber Co. Inc., Birnamwood, Wis.; Nick Bunkelman, Menzner Lumber & Supply Co., Marathon, Wis.; Dave Schroeder, GMC Hardwoods Inc., Jefferson, Wis.; and Carey Bunkelman, Menzner Lumber & Supply Co.



Judd Johnson, Hardwood Market Report, Memphis, Tenn.; and Scott Bowe, University of Wisconsin, Madison, Wis.



Dave Kuehl, North Cut Hardwoods LLC, New Lisbon, Wis.; Dave Sebastian, Big River Lumber Co., Trempealeau, Wis.; Nick Bunkelman, Menzner Lumber & Supply Co., Marathon, Wis.; Al Andersen, The A.L. Andersen Companies Inc., Waukegan, Wis.; and Wayne Miller, Import/Export Wood Purchasing News, Memphis, Tenn.

SURFACES PHOTO - Continued from page 8



John Fitze, J.M. Longyear LLC, Marquette, Mich.; and Shawn Staples and Kyle Staples, Superior Michigan Hardwoods, Niagara, Wis.



Lou Chicquette, Rockland Industrial Products Group, Red Wing, Minn.; Scott Sawle, Rockbridge Sawmill Inc., Richland Center, Wis.; and Herb Krueger, Krueger Lumber Co. Inc., Valders, Wis.



Deb Hawkinson, Hardwood Federation, Washington, D.C.; Scott Henker, Plum Creek, Tomahawk, Wis.; and Dave Sondel, U-C Coatings Corp., Buffalo, N.Y.



Randy McCullough, Lise Laventure, J.P. Nittolo and Mario Bolduc, Wickham Hardwood Flooring, Wickham, Que.

LSLA -
Continued from page 13

have dropped 64 percent since 1999. Meanwhile, sports flooring is tied to the health of the economy, taxes and civic spending, so it sustains peaks in its sales. This year, however, sales of sports flooring is expected to decline 20 to 25 percent.

Sales of railway ties comprise the only growth index, said Johnson. He said import volume has positively impacted railway ties because need for better and more railway tracks has increased.

Johnson noted that never in his 30-year career observing lumber industry trends “has it been more confusing to project your business. We’re now completing our fourth year of contraction in housing and things seem to have bottomed out.”

Yet, he noted, single-family inventories are at a 38-year low. “Numbers (of homes for sale) are coming down, but still are being affected by the economic crisis.”

Last year, the U.S. enjoyed “a lumber inventory cushion,” Johnson said. “Now that is mostly depleted and we see a 10-year contraction in our inventory. Lumber prices are now going up in a down market and economy. I’ve never seen this before, and we have no record of it in our 88-year history.”

He summed up by stating major challenges that lie ahead now include: access to working capital, high unemployment, health care and cap and trade.

John Zogby, president and CEO of Zogby International, the LSLA banquet keynote speaker, offered insight into trends impacting this industry now and into the future.

Zogby noted that in his opinion the current recession is a trend that’s been “happening for a decade-and-a-half. Our institutions and the way we do business are changing. I used to think all this technology will see a decline in conviviality, but human beings still need friends and family and we’ll always have ‘rules of engagement.’ Change and adjustment will always be a pull and a tug.”

Zogby also said that businesses today and in the future “need to be worldwide selling your product. Wood will be used and purchased by people who are moving up and into the ‘middle class’.”

Deb Hawkinson, of the Hardwood Federation, addressed two key issues for LSLA meeting attendees. She spoke on the passage of another stimulus bill that could impact the home improvement industry by encouraging use of ‘green’ materials. She also noted that exports are of special interest and importance now and acknowledged the challenges that small to medium sized firms face in regards to exporting.

Paul DeLong of the Department of Natural Resources also addressed meeting attendees in a question and answer session during the Forest Resource meeting.

For more information about the LSLA, visit its website at www.lsla.com or phone 888-213-2397.

CHB -
Continued from page 7

through the recent transition of merging the CLA and the CHB, handed off the gavel to Brent Stief as the new chairman.

The annual industry meeting kicked off with the annual inter-associational hockey game, which was played at the Candiac, and won by the Cardinal Sawmill Equipment over Transit King City Northway/Forwarding.

Following the action at the rink, CHB members and guests enjoyed a reception and luncheon prior to the onset of the afternoon meeting at the Delta Montreal Hotel. Rick Ekstein, with Weston Forest Group, served as keynote speaker.

Ekstein provided his perspective on the market and lumber industry. He admitted he is not an optimist and feels the industry is “a long way from being out of this global financial crisis.”

Ekstein noted that price recoveries are very delicate and that the lumber industry is involved now in a supply driven market. Challenges to overcome, he noted, include record-low new housing starts, fewer home remodeling opportunities due to the high volume of foreclosures and reluctance of lenders to provide credit lines.

To offset the issues, Ekstein encouraged

CHB attendees to embrace the idea that change is good, and companies can survive and thrive by doing things differently than in the past. He offered tips, which included:

- Have an outside of board of directors or advisory committee that can contribute their ideas and expertise to your company plan.
- Network with your peers.
- Get involved with associations.
- Have a vision and a plan for your business and a plan on how to get there.
- Hire talent, then empower them to make decisions on the spot to speed up customer service, seek their input about how to grow your business, allow debate and train them in hard and soft skills.
- Give employees the tools they need, whether it be forklifts, kilns that dry properly or computer systems that give you and your staff the information needed to analyze your business.
- Have a system in place to break your business down so you understand what is profitable and what is not.
- Successful companies create their own culture.
- Bring value to your customers by helping them address their issues if possible, by helping them lower their cost, for example.
- Bring value to your suppliers. Eckstein noted that the best companies know their suppliers are hurting, and do their best to help them out. Pay them quickly, for example.
- Bring value to your staff. Educate them, give them opportunities to grow and pay them for their results.
- And lastly, be a leader to your staff. Set the course, send them home with a positive email or pat on the back and don’t assume people are lucky to be employed. They are your best asset; treat them as such.

Mark Barford, executive director of the National Hardwood Lumber Assoc., also addressed CHB attendees. “(NHLA) is doing fine,” Barford told the crowd. He went on to note that NHLA will survive the challenges of the economy because “what makes us unique is that we are ‘the rules’.

We are still running our lumber school and our leadership class for up and coming leaders in the hardwood industry” in order to prepare for the future.

Mary Medaglia, of the Ontario Wood

Assoc. (OWA), also spoke to CHB members. OWA, she noted, is a tool through which government resources could be leveraged. OWA members, she added, may be eligible for monetary support.

Medaglia also discussed the diverse trade shows OWA has participated in, and briefly touched on OWA’s perspective regarding trade in various countries.

Judd Johnson, of the Hardwood Market Report, wrapped up guest speaker presentations on the second day of the CHB meeting. Johnson congratulated attendees for basically reinventing their companies and their missions in order to survive the ongoing economic challenges.

As for the future, Johnson noted, “it is very difficult to even look six months ahead. But our economy is starting to regain some traction.”

All lumber usage has declined, he noted. The pallet industry is down 33 percent, he said, and added however that pallets are the largest single market for hardwood usage, given the housing market continues to remain so far below construction levels of the past decade.

Johnson also cited an 88 percent decrease in lumber consumption by the U.S. furniture industry since 1999. Meanwhile, he noted, China experienced a 155 percent growth from 2000 to 2008.

Challenges to overcome in order to grow business in the future, he said, include:

- Access to capital.
- High unemployment.
- Healthcare, cap and trade.

Johnson added that he expected to see positive economic growth beginning to emerge as early as this spring.



The CHB meeting concluded with tours of two facilities. First, Stella Jones Inc. of Saint-Laurent, Que., was visited by CHB attendees. Stella Jones is a leading North American producer and marketer of industrial pressure treated wood products, specializing in the production of railway ties and timbers, as well as wood poles supplied to electrical utilities and telecommunications companies.

A tour of J.W. Goodfellow Forest Products concluded the facility tours. Goodfellow is a wholesaler and exporter of North American Hardwood products, manufactured, kiln-dried and graded according to

Continued on page 17

The Upper Cut

Sometimes it seems like businesses are on the ropes in a challenging economy. In those times, it's good to know **Hermitage Hardwood** is in your corner providing the best quality and service. As a long-time full-service processor of hardwood lumber, we know the value of **working together** to find the right solution for your hardwood needs. As a global company with years of experience in the lumber industry, Hermitage has the added punch to bring its customers **what** they need, **when** they need it. Our selection of Appalachian oaks, walnut, hard and soft maple, yellow poplar and other species, along with dimensioning, straight line ripping, global prep, documentation and distribution services, has made us one of the highest repeat and referral companies in the industry. There's no value in getting in the ring and beating each other up. Instead, let's team up and "one-two" our way to **success!**



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CANADIAN HARDWOOD PHOTOS - Continued from page 7



Winners of the Canadian Hardwood Bureau's annual hockey game were the Cardinal Distribution team: (front row from left) Patrick Gagne, MES Forest Products, Beloeil, Que.; Denis Dube, J.D. Irving Ltd., Clair, N.B.; Marc Laflamme, Boscus, Dorval, Que.; Patrice Carriere, Lumbermen's Underwriting Alliance, Dorval, Que.; Marc Legros, P.G. Flooring Inc., St-Edouard-de-Lotbiniere, Que.; Peter McCarty, McDonough Manufacturing Co., Eau Claire, Wis.; and Dan Holmes, Peladeau Lumber Inc., Laval, Que. (Back row from left): Brin Langmuir, Falcon Lumber, Toronto, Ont.; Charles Pepin, J.M. Arbour Inc., Shawinigan, Que.; Darren Lindsay, Empire Forest Products, Burlington, Ont.; Brent Stief, Huron Forest Products, Alliston, Ont.; Pete Van Amelsfoort, Quality Hardwoods Ltd., Powassan, Ont.; Stephane Morasse, Gestofor Inc., St-Raymond, Que.; Daniel Hebert Jr., Sechoirs A Bois St-Roch Inc., St-Roch-de-l'Achigan, Que.



Members of the Transit King City/Northway Forwarding team include: (front row from left): Eric Melancon, Boscus, Dorval, Que.; Eric Vigneault, Vexco Inc., Plessisville, Que.; Vincent Caron, Groupe Savoie Inc., Saint-Quentin, N.B.; Denis Maheux, Distribution Cardinal, Quebec, Que.; Jean-Paul Lupien, T.L.B. Forest Products Inc., Lachenaie, Que.; and Richard Keeso, J.H. Keeso & Sons Ltd., Listowel, Ont. (back row from left): Philippe Parent, Boscus, Dorval, Que.; Mario Brunet, Nationwood Inc., St-Andre-Avelin, Que.; Jean Francois Dion, Scierie Dion et Fils Inc., St-Raymond, Que.; Richard Gagnon, Groupe Savoie Inc., Saint-Quentin, N.B.; Daniel Hebert Sr., Sechoirs A Bois St-Roch Inc., St-Roch-de-l'Achigan, Que.; Roger Boutin, Resto Bar St. Jacques, Montreal, Que.; Yvon Lambert, ex-Montreal Canadien, Concept Yvon Lambert, Montreal, Que.; Lloyd Lovett, Manager & Coach, Transit King City/Northway Forwarding, Montreal, Que.



Mario Lussier, Simon Lussier Inc., Blainville, Que.; Daniel Archambault, Association of Forestry, Sherbrooke, Que.; Martine Savard, Lumbermen's Underwriting Alliance, Dorval, Que.; Andre Lemire, Lemire Lumber Co. Inc., Sherbrooke, Que.; and Jean-Luc Moisan, Preverco Inc., Quebec City, Que.



Claude Lapointe, Travsylve Inc., St-Louis-de-Blandford, Que.; Dennis Cuffley, J.D. Irving Ltd., Clair, N.B.; Marco Morin, Giguere & Morin Inc., St-Felix-de-Kingsley, Que.; and Richard Morin, LCN Inc., St-Felix-de-Kingsley, Que.



Paul Cramp, Stanley Knight Ltd., Meaford, Ont.; Ted Rowe, Aurora Timberland, Aurora, Ont.; Brent Stief, Huron Forest Products, Alliston, Ont.; and Chuck Beatty, Gutches Lumber, Cortland, N.Y.



Mario Brunet, Nationwood Inc., St-Andre-Avelin, Que.; Claude Garneau, P.G. Hardwood Flooring, Saint-Edouard-de-Lotbiniere, Que.; and Philippe LeBlanc, Lumber Resources Inc., Quebec City, Que.



Patrick Gagne, MES Products Forestiers, St-Bruno, Que.; Darren Lindsay, Empire Forest Products, Burlington, Ont.; Michael Bernatcher, J.W. Goodfellow Forest Products Inc., Hemmingford, Que.; Brian Guilbeault, Quality Hardwoods Ltd., Powassan, Ont.; and Charles Pepin, J.M. Arbour Inc., Shawinigan, Que.



Caleb Hall, New England Forest Products, Greenfield, N.H.; Dennis Wilcott, Wolf River Lumber Inc., New London, Wis.; Claude Garneau, P.G. Hardwood Flooring, Saint-Edouard-de-Lotbiniere, Que.; and Paul Cramp, Stanley Knight Ltd., Meaford, Ont.



J.T. Tremblay and Robert St. Laurent, Atlas Enterprises, Low, Que.; Robert D'Amours, MES Products Forestiers, St-Bruno, Que.; and Gary Denenfeld, Kedros Forest Products Inc., Mascouche, Que.



Pete Van Amelsfoort, Quality Hardwoods Ltd., Powassan, Ont.; Mary Medaglia, OntarioWood, Sault Ste. Marie, Ont.; Mark Barford, National Hardwood Lumber Assoc., Memphis, Tenn.; and Dennis Wilcott, Wolf River Lumber Inc., New London, Wis.



Morris Vialette, Lumbermen's Underwriting Alliance, Montreal, Que.; Martine Savard, Lumbermen's Underwriting Alliance, Dorval, Que.; Brent Stief, Huron Forest Products, Alliston, Ont.; and Richard Lipman, Wood Manufacturing Council, Ottawa, Ont.



Lloyd Lovett, Transit King City/Northway Forwarding, Alliston, Ont.; Alain Vallee, Paul Vallee Inc., St-Isidore-de-Clifton, Que.; Robert St. Laurent, Atlas Enterprises, Low, Que.; and Andre Lemire, Lemire Lumber Co. Inc., Sherbrooke, Que.; and Pete Van Amelsfoort, Quality Hardwoods Ltd., Powassan, Ont.



Remy St. Jean and Francois Racine, Bois Nobles Ka'N'enda Ltee, Mont-Laurier, Que.



Andy Schafer and Richard Laroque, Cut Rite Lumber Ltd., Toronto, Ont.; and Rene Richard, Bois Franc Cambium, St-Georges, Que.



Rob Allard, Meridien Hardwoods of PA Inc., Pittsfield, Pa.; Claude Cadrin, C.A. Spencer Inc., Laval, Que.; and Wayne Miller, Import/Export Wood Purchasing News, Memphis, Tenn.



Judd Johnson, Hardwood Market Report, Memphis, Tenn.; and Pete Van Amelsfoort, Quality Hardwoods Ltd., Powassan, Ont.



Patrick Goodfellow, with J.W. Goodfellow, leads a tour of his company's facilities during the CHB meeting.