

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

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Serving Forest Products Buyers Worldwide

August/September 2010

## U.S. Exporters Back In Market At AHEC's China/SE Asia Convention

By Di Nguyen

**Chengdu, China**—At the 2009 AHEC Greater China & SE Asia Convention in Shenyang about 15 U.S. exporting companies were in attendance. This year, over 25 U.S. hardwood exporting companies made the trip to Chengdu for the 2010 convention. With the surge of

U.S. hardwood exports and growing Chinese domestic demand, exporters hoped to make valuable contacts while attending the meetings.

AHEC has held its annual gatherings with the wood industry in Asia, primarily mainland  
Additional photos on pages 10  
Continued on page 11



Tim Wange, Graf Brothers, Dalian, China; Andy Richey, Hill Wood Products, Cook, Minn.; and Wang Duanyang, Graf Brothers, Dalian



Andy Cheng, Quanyu Stair Parts partner, Qyanyu, China; Yongjie Qu, Allegheny Wood Products, Petersburg, W.Va.; Rich Nelson, Asian Sales and Marketing, Weyerhaeuser Hardwoods, headquartered in Federal Way, Wash.; and Woody Allan Wang, Weyerhaeuser Hardwoods, Northern China Sales Manager.

## KBIS Show Enjoys Increased Attendance

Photos By Renee Gooch

**Chicago, Illinois**—The McCormick Place, located here, welcomed dealers, designers, remodelers, retailers and manufacturers involved in the kitchen/bath industry at the 47th annual Kitchen & Bath Industry Show (KBIS). Prior to the show, attendee figures reflected

a 40 percent increase over last year. By all accounts, guests and industry insiders were not disappointed in the many different products on display. Approximately 35,000 attendees were at McCormick Place for the

Additional photos on pages 10 & 12

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Jeremy Rentschler, Indiana Dimension, Inc., Logansport, Ind.



Richard Devans and Larry Stenlund, Wood-Mode, Inc., Kreamer, Pa.

## U.S. Firms Review Status Of Import/Export Market

By Matthew Fite and Michelle Keller

*(EDITOR'S NOTE: Import/Export Wood Purchasing News recently caught up with many of North America's forest product exporters, freight forwarding and wood protection product manufacturing companies for the logging, lumber, furniture and woodworking industries worldwide, to find out what trends are taking place in their respective markets. Their responses follow.)*



In Virginia, **Coastal Lumber Company's Vice-President of Sales Bo Hammond** said, "Over the past 10 years the export market has become an ever-increasing portion of sales for our company and the industry. Exports have slacked off some since the beginning of 2010 as they try and gauge what is going on in a market that they've never seen, which is supply driven. "Europe has backed off due to their economic situation and their

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In Tennessee, **Parker Boles of Hermitage Hardwoods** said one of his biggest challenges is logistics rate increases. "The total chaos in the shipping industry has created as much difficulty in trying to export to any country and even the logistics of flatbeds inside the U.S. is becoming a real challenge. Being constantly hit with rate increases basically faster than they are providing equipment and trying to pass those increases along with the

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In Louisiana, **Don MacMaster Jr., of Argo Fine Imports**, said he believes sourcing from various mills in Southeast Asia is problematic due to supply issues. He expects this situation to continue, along with price increases that he anticipates will be directly related to labor and utility factors into the first quarter of 2011. "Also, the challenge we experience in the shipping industry is the lack of break-bulk vessels

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# Who's Who in Import/Exports



ROY REIF

**Roy Reif** is sales representative for **Quality Hardwoods Ltd.**, a wholesaler and exporter in Powassan, Ontario. Quality Hardwoods offers FSC and non-FSC Northern Red Oak, Hard and Soft Maple, Cherry, Ash, Aspen, Basswood, Walnut and White Oak. The company specializes in FSC Certified Hardwood, purchasing 6 million board feet per year. Quality Hardwoods is a member of the National Hardwood Lumber Association, Lake

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BILL ROGERS

**Bill Rogers** is in sales for **Newman Lumber Company** in Gulfport, Mississippi. Newman Lumber is a wholesaler, importer and exporter of tropical hardwoods in genuine Mahogany, Spanish Cedar, Sapele, Cerejeira, Nogat, Jatoba and Santos Mahogany, air-dried or kiln-dried in random widths and lengths. The company offers all its products internationally and has extensive knowledge in export requirements and logistics, according to Rogers.

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GENE WALTERS

**Gene Walters** has served as general manager of **Rolling Ridge Woods Ltd.** in Parkersburg, West Virginia, for eight years. His first job in the industry was in 1980, when he worked as an intern forester with a large forest products company in Parkersburg. Rolling Ridge Woods is the log merchandising affiliate of Yoder Lumber Company of Millersburg, Ohio. Customers are supplied with logs sourced from the North Central Appalachian Region. Species

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ANDREW M. WATT

**Andrew M. Watt** is the Asian sales and marketing manager for **J & J Log and Lumber Corp.** in Dover Plains, New York. J & J Log and Lumber Corp. manufactures kiln-dried North American hardwood lumber (4/4 through 16/4). The company has surfacing and ripping facilities, and offers ripped and sorted width shipments and quality control from standing timber through shipping. J & J Log and Lumber Corp. is a member of the National Hardwood

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## American Wood Council Says New EPA Clean Air Bill Could Cost Jobs

The American Wood Council (AWC) and the American Forest & Paper Assoc. (AF&PA) recently released a statement in response to new U.S. Environmental Protection Agency's Clean Air Regulations.

"We support efforts to address serious health threats from air emissions," said Donna Harman, president and CEO of the AF&PA. "But we also believe that regulations can be crafted in a more balanced way that sustains both the environment and good jobs."

According to the statement, EPA's new Boiler Maximum Achievable Control Technology (Boiler MACT) rule includes emission limits for industrial, commercial, and institutional boilers using fossil fuels and biomass approaching levels that can barely be detected.

"If EPA were to provide more flexible approaches in the Boiler MACT rule and appropriately address the diversity of boilers, operations, sectors and fuels, it could achieve its goal while preventing severe job losses and billions of dollars in unnecessary regulatory costs," said Robert Glowinski of the AWC.

"Both AF&PA and AWC are prepared to work with the EPA to protect both public health and jobs by establishing technically sound and cost-effective options and emission limits," added Harman.

## U.S. Timber Producers Call For Tropical Deforestation's End

Leading U.S. farm and forest products groups recently called on Congress and the administration to help end tropical deforestation. The groups cited a new

## THE WASHINGTON SCENE

report showing that overseas agriculture and logging operations are expanding production by cutting down the world's rainforests, allowing them to flood the world market with cheap commodities that undercut American goods. The report estimates that ending deforestation will boost revenue for U.S. producers by between \$196-\$267 billion by 2030, which is equivalent to the entire amount projected to be spent by farmers on energy during that time.

At a teleconference to release the report, The National Farmers Union, the American Forest & Paper Association, the United Steelworkers (representing forest products workers), and the Ohio Corn Growers Association called for the protection of tropical forests as part of comprehensive energy and climate legislation and other policies. They noted that the clearing and burning of tropical forests by unsustainable overseas agriculture industries produces more greenhouse gases than all the cars, trucks, tractors and farm equipment in the world combined.

"Saving rainforests isn't just for tree huggers anymore," said Fred Yoder of the Ohio Corn Growers Association. "It is in all of our best interests to protect forests."

Entitled "Farms Here, Forests There: Tropical Deforestation and U.S. Competitiveness in Agriculture and Timber," the report was authored by Shari Friedman of David Gardiner & Associates on behalf of the National Farmers Union and Avoided Deforestation Partners.

"American farmers and ranchers know the importance of being good stewards of the land," said National Farmers Union president Roger Johnson, who recently returned from a weeklong trip to Brazil where he studied the interaction between agriculture and deforestation. "With family farmers fighting to hold onto their land,

Continued on page 25

## AHEC To Commission Comprehensive Life Cycle Assessment For U.S. 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](http://www.ahec.org).

By **Michael Snow**  
Executive Director  
American Hardwood Export Council  
Reston, Virginia

AHEC is planning to commission what may be the most comprehensive Life Cycle Assessment (LCA) ever undertaken in the hardwood sector. It will cover a range of American hardwood species and products utilized in global markets. It will compare the environmental impacts of manufacturing and consuming products in American hardwood with equivalent products in alternative wood and non-wood materials around the world.

The results, which will fully conform to ISO standards for LCA, will be rolled out from early 2011 onwards. Study outputs will be used by AHEC in marketing and lobbying activities, particularly targeting European, Middle Eastern, Australian and Japanese public procurement officials, as well as green building initiatives, and the architectural and design community worldwide. U.S. hardwood companies will also have access to the life cycle inventory data for development of their own product-specific environmental profiles and marketing initiatives. The key objectives of the study are:

**To fully exploit American hardwoods' strong environmental profile:** existing LCA data indicate that wood products in general, and hardwood products from managed natural forests in particular, have an excellent environmental profile compared to competing products. However as things stand, the marketing messages that we can use are severely constrained and open to challenge by lack of direct LCA data specific to American hardwoods.

**To counter the environmental claims of non-wood materials:** the concrete, steel and plastics sectors have all invested heavily in LCA research to identify their products' environmental strengths and weaknesses. Despite comparatively poor environmental profiles, access to comprehensive LCA data provides non-wood sectors with a powerful marketing and lobbying weapon. This knowledge is being used to direct public discourse on to environmental issues where they are relatively strong (e.g. recycling) and away from issues where they are weak (e.g. carbon). The American hardwood sector needs access to information of equivalent quality to counter this trend.

**To encourage a broadening in the scope of procurement policies:** European and other foreign public sector timber procurement policies emphasize requirements for forest certification to the exclusion of all other environmental considerations. As a result American hardwoods often struggle to access public sector contracts despite strong potential to greatly reduce the wider environmental footprint of government purchasing activities. The study is needed to help convince procurement officials of the value of policies that fully account for environmental costs and benefits.

**To ensure the environmental credentials of wood are given appropriate**

### recognition in Green Building Initiatives:

independent research suggests that the full environmental benefits of using wood products, for example their carbon sequestration and energy efficient properties, are not given due credit in evolving green building initiatives like BREEAM (UK) and HQE (France), not to mention USGBC and LEED in this country. Access to product-specific scientific data would greatly facilitate AHEC and the U.S. industry's efforts to engage with these initiatives and encourage a more balanced approach.

**To counter-act an emerging tendency towards "localism":** feedback from European, Asian and Australian architects, designers and retailers suggests growing concern to minimize the carbon footprint of materials. This concern is often simplistically associated with increased use of local products at the expense of imports. An effective response would be to provide unequivocal scientific data to demonstrate that the carbon sequestration benefits of using American hardwoods greatly outweigh the emissions associated with transport—a result which is unlikely to be duplicated by any other competing material. Similarly, the data could be used to urge green building initiatives to incorporate the science and take into account carbon sequestration when awarding points for "locally sourced materials".

### To facilitate inclusion of wood products in UNFCCC national carbon accounts.

The carbon footprint data collected for this study will facilitate inclusion of the carbon contained in Harvested Wood Products (HWPs) in U.S. national accounting for forest management activities under UNFCCC procedures. According to the Copenhagen draft text of a possible international agreement to replace the Kyoto Protocol, the U.S. like other timber producing countries may have the option of accounting for the emissions from HWPs on the "basis of estimates of when emissions occur, provided that verifiable and transparent data are available". This would be a significant change from existing practice under the Kyoto Protocol which considers all wood harvesting as an immediate emission. Recognition of HWP carbon storage within the UNFCCC framework would send out a powerful signal that increased use of solid wood in construction and furniture helps mitigate climate change.

We are very excited about the potential the results of this study will give us to continue pushing the green message of wood

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## Ghana Announces Plans To Make Timber More Available

**Ghana**—Ghana's accumulative wood products exports in the first five months of 2010 showed a 3.1 percent increase in volume and a 10 percent rise in value. For the period under review, export volumes of both air and kiln-dried boules, air- and kiln-dried sawnwood and mouldings increased 58 percent, 15 percent, 27 percent and 16 percent respectively in comparison to the same period in 2009.

This has occurred simultaneously as the Ghana Ministry of Lands and Natural Resources has announced short, medium and long-term strategies to assist the Ghanaian timber industry. The sector Minister, Alhaji Collins Dauda, said that the short term plan is to waive import levy on logs to enable processing industries run at higher capacity. Also, the annual allowable log harvest will be raised from 1 million to 2 million cubic meters, making more wood

available for the timber industry.

Under the medium-term strategy, a voluntary agreement between the government of Ghana and entrepreneurs will be introduced to retool inefficient processing mills to ensure optimal utilization of wood resources and reduce waste. In the long term, the ongoing National Forest Plantation Development Program will be geared towards increasing wood supply for the industry. The program target is to increase the plantation area by 30,000 hectares per annum.

The long term plan is also to increase research on lesser used timber species, since despite promotion efforts, only 60 out of 250 timber species from Ghana have been commercialized.

—Source: Fordaq Network



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 Subscriptions: [circ@millerpublishing.com](mailto:circ@millerpublishing.com)

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# IWPA And The Forest Legality Alliance

By **Brent J. McClendon, CAE**  
 Executive Vice President  
 International Wood Products Association  
[www.iwpawood.org](http://www.iwpawood.org)

I've used this column many times as a bully pulpit to support international trade in wood products. This column is one of many tools IWPA employs to educate and promote imported wood products. Another, our award-winning *International Wood* which features stories on the applications, trends and designs using imports has just been released. This magazine also serves as a directory for architects, specifiers and manufacturers seeking suppliers and products. In addition to publications, IWPA networks at other association trade shows to demonstrate that imports play a complimentary role with domestic species. Our newest initiative is with the Forest Legality Alliance. The Forest Legality Alliance (FLA) is made up of a diverse group of stakeholders, in partnership with the U.S. Agency for International Development.

The Alliance's goal is to give trade a toolbox to help them ensure the legality of their products under the Lacey Act provisions. The toolbox is in its early design, but it is intended to provide Web-based information and inform of best practices.

It is refreshing to have a platform where industry leaders, non-governmental organizations and government officials can come together in an open forum to promote responsible trade in an effort to preserve the world's great forests.

While we may not always agree on strate-

gies and tactics, we all share a common goal of eliminating illegal harvesting of our forests.

IWPA comes to this Alliance with practical experience facilitating significant trade in sustainable forest products. IWPA's role is to provide expertise on the technical aspects of trade.

But more important, we view our role as also educating the public—and our partners—about the societal benefits of international trade in wood products. Increased trade leads to increased environmental protection.

The World Bank noted that "more than 90 percent of the 1.2 billion people living in extreme poverty [are] dependent on forests for some part of their livelihoods." *Without other incentives*, they choose to clear-cut and burn their forests for cattle ranching, agricultural purposes, and for fuel wood – life's basic necessities.

The concept is very simple and time-tested: when we create economic incentives, we encourage communities to manage their forests. This leads to their long-term conservation, and prevents them from being turned into farms and cattle pastures.



In other words: Expanding trade leads to the expanding practice of smart forest management.

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# Oak Is Wood Of Choice At TANJUNG KREASI

By Michael Buckley



At the firm's sawmill in Semarang, Oak logs are prepared for manufacturing at the flooring plant.



(Left) Tanjung Kreasi President Daniel Handoyo.



American Walnut is another species preferred at Tanjung Kreasi. Pictured are samples of lumber blanks manufactured by the firm.



Tanjung Kreasi workers grade wood to be used in production.



At TEKA's packing station, employees handle each handmade item with great care.

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**Jakarta, Indonesia**—Impressive is the word for Tanjung Kreasi – the producer of TEKA Parquet in Indonesia and operator of one of the world's largest engineered wood flooring plants. Impressive because of the sheer range of flooring products; impressive in terms of management led by the engineer, President Daniel Handoyo, and the loyalty and respect he commands; impressive because the company has succeeded in a crowded and competitive market in Europe. Finally one can only be impressed by the transparency of this Indonesian company in its quest for environmental responsibility and the loyalty of its distributors in 38 countries around the world.

This company's number one imported  
Continued on page 14



At Tanjung Kreasi in Jakarta, Indonesia, an employee displays a piece of Oak flooring up to 35 mm in width that will be used in TEKA Parquet. Oak from the U.S. is the number one imported species at this company.

Pictured is handmade treatment of American Oak used in TEKA Parquet.





# MIDWEST WALNUT Rebuilds And Further Expands

By Terry Miller



Shane Cook and Stan Smith standing in front of Midwest Walnut's lumber ready for prompt shipment.

**Council Bluffs, Iowa**—Since their humble beginnings in 1931, Midwest Walnut, headquartered here, has seen steady moderate growth in the global market for their Walnut lumber, flooring, furniture squares, panels, dimension, high end gun blanks, and veneer and sawlogs.

In the winter of 2009 an ice storm caused the company to lose 40 percent of its plant located in Willow Springs, Mo. A sawmill, out-bound buildings and key storage areas were destroyed.

Procurement Manager Stan Smith said he thought the ice storm caused more damage than a fire. "A fire would have been isolated to one area of your facility. With the buildings down, production was interrupted throughout the facility instead of just one location."

Producing Walnut lumber for both export and domestic markets, Midwest hauled more than 1.2 million board feet of logs to their Council Bluffs facility, where they are headquartered, for processing and began building anew.

"Basically, we were only down for 90 days," Smith explained. "We lost a sawmill, five storage buildings and an inspection building. In the recovery process we rebuilt. We installed computerized scanning and set works and added an automatic slab saw."

Midwest Walnut operates three sawmills and two resaws. Prior to the ice storm, the company ran two inspection lines, which they have now doubled to four. "We now operate two kiln-dried lines and two green inspection lines," Smith said. "We have a 7-foot band mill in Council Bluffs and a circle band mill with a smaller mill at the Willow Springs location that is designed to catch smaller logs to feed the resaw. That mill couldn't handle the larger logs at the time so we shipped them to Council Bluffs," he said. "Now we've upgraded that mill as well, installing a top saw and we're able to cut bigger logs now on both mills."

Having served distribution yards on the West Coast for a number of years, Midwest Walnut wanted to further their commitment to their West Coast customers by putting inventories in Golden State Reload located on the Peterman Lumber property in Fontana, California. In 2008 Midwest Walnut was the first of several mills to put material in Golden State Reload. Smith said, "The biggest reason we moved into California was to help our customers, again being distribution yards, manage their inventories in these challenging times."

Ranging from 4/4 to 20/4 in Face & Better to No. 2 Common in Walnut along with some 4/4 & 6/4 Cedar, Midwest Walnut offers a full array of products in Golden State Reload. "The relationship with Golden State Reload has been a tremendous benefit," Smith said.

Diane Johnston with Golden State Reload said, "From the start Midwest Walnut and its great team of employees have steadily put the time and effort into building a good customer base on the West Coast. They have been successful due to their business mindset and core values. Many wholesale and distribution yard customers have come to trust the Midwest Walnut quality with no shortcuts. Midwest Walnut is a great company that offers stability in product as well as service."

In the first quarter of 2010 they added a 350'x150' covered air-drying facility to the Willow Springs location. "We have the capacity to put roughly a million feet of air dried lumber underneath the roof," Smith said. "We keep all 5/4 through 16/4 Face



Golden State Reload's Juan Gonzalez, forklift operator; Diane Johnston, manager; and Ramon Covarrubia, supervisor.



Once a thorough inspection is completed on the kiln-dried lumber, the product is packaged and prepared for shipment. Shipping is completed via rail, truck or container from each plant to wholesalers, manufacturers and other specialty producers around the world.



(right) Larry Mether, vice president of sales, markets Midwest Walnut products to more than 20 countries worldwide.



With a seasoned team of log buyers, Midwest Walnut selects quality raw materials. Sourcing directly from independent producers across the central United States, fresh cut logs are trucked and railed to the company's rail spur at both locations where they are debarked and rough sawn into lumber.

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# SAYYAS WINDOWS STOCK CO. In "Pace With the World"



Sayyas Windows Stock Co. Ltd. in Harbin, China, is among the largest window and doorframe manufacturers in China.



Sayyas spares no effort to enhance the skills of workers so that perfection can be achieved in all its products.

**Harbin, China**—It is among the largest manufacturers of window and door frames in China. Sayyas Windows Stock Co. Ltd. was founded in 1998 with the setting up of its first factory here. Currently, the company employs over 600 staff, most of whom are young college graduates from mid to late 20's.

At the Harbin plant, Sayyas manufactures a wide range of wooden windows, styled after German and Italian models. With an area of over 40,000 square



Fifty percent of Sayyas' raw material is obtained from the United States with Oak proving to be the most stable and solid in the production of doors and windows.



Starting with five containers per month, Sayyas' consumption of U.S. lumber will soon be increased to 20 per month.

meters, the factory houses three production lines, 12 administrative divisions, a service center and a R&D department. To date, Sayyas has invested RMB80 million in advanced, German professional wood window manufacturing equipment. The plant has the capability to churn out more than 250,000 m2 of wood windows per year.

For the production of doors and windows, Qiu Dong, General Manager of Sayyas' new factory in Shanghai said the raw material comprised mainly imported wood with 50 percent of the supply being obtained from the United States. Oak has proven to be the most stable and solid for these products. European species accounts for 30 to 40 percent; while the rest are made up of local timber sourced from Qingdao and Liaoning regions.

At the time of writing this article, the company was in the process of setting up its second factory in Guangzhou. Upon completion, the company will have a total workforce numbering 1,200 employees.

Sayyas has 16 sales offices and 45 dealers across China. Presently, it is a leader in the market by virtue of the fact that it commands more than 40 percent of China's domestic high-end wood window market.

Equipped with a state-of-the-art research department, the company is committed to quality and customer satisfaction. As a result, each piece of wooden window or door is meticulously crafted to meet exacting standards or expectations of customers in the higher segment of the market. Attention to detail, combined with the use of only the very best wood, aluminum cladding, top of the line hardware, as well as paint and glues have ensured that doors and windows are able to retain their perfect shape, while clients are assured of the best in terms of insulation, water proofing, wind resistance and durability.

At Sayyas, the company churns out the full range of German and Italian style windows and is thus able to cater to the varying tastes, needs and demands of customers. They are crafted to equal any first class wood windows made elsewhere in the world.

As the world enters the 21st century, China is confronted with new challenges as a result of its entry into the World Trade Organization. Realizing the shortcomings of China's bygone era, Sayyas has devised a slogan: "In pace with the world," which reflects the company's desire not only to pursue quality, but also to keep pace with international standards and regulations.

The company has embarked on a mission to design and manufacture first class wood window products and to remain the No. 1 window manufacturer in China.

In pursuit of the highest level of quality and in its attempt to maintain a dominant role in the world market, the company has adopted a company spirit or working motto that says: "Devote yourself to your work today, and reap the benefits tomorrow." As a result both the management and employees have devoted their attention and energies to the construction of wooden doors and windows that offer high quality, high value and a lifetime of performance.

"We decided on U.S. species because the price is comparable with European wood. Actually, we started using local timber, but soon discovered the beauty of American species. Another contributing important factor is the abundant and stable supply that ensures an uninterrupted flow of raw materials to the mill. Moreover, we are happy with the grading system that comes with U.S. lumber," said Dong.

Starting with five containers a month, consumption of U.S. lumber will soon be increased to 20 per month when all the three factories become operational.


However, use of U.S. species has not been a totally glitch-free experience. Though Alder looks good, it is found to be unstable as cracks soon begin to appear in different places. Oak is found to be the more stable and reliable wood.

Currently, the bulk of the doors and win-

Continued on page 15

# NEWMAN

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# Thermal Modification: The Introduction of European Technology to North America



Thermally modified Hickory hardwood flooring.



The high capital cost of a thermal modification system requires producers to find markets with substantial profit margins. For hardwoods the price gap between Oak, Birch, Hickory, Ash and Maple with Black Walnut and tropical imports, including Wenge, Teak and Mahogany creates this market.

Thermally modifying wood involves kiln-drying lumber in a high-temperature, low oxygen environment. Experts say this process changes the chemical structure of wood, resulting in improved dimensional stability and durability while darkening the color. The Finnish ThermoWood treatment is the most commercially successful thermal modification treatment with in the different methods and technologies available. The ThermoWood method does not require chemicals or a high-pressure vessel, instead using steam and airtight stainless steel kilns to modify wood.

### Thermally Modified Wood

The Finnish ThermoWood Association has patented the following three-phase thermal modification process:

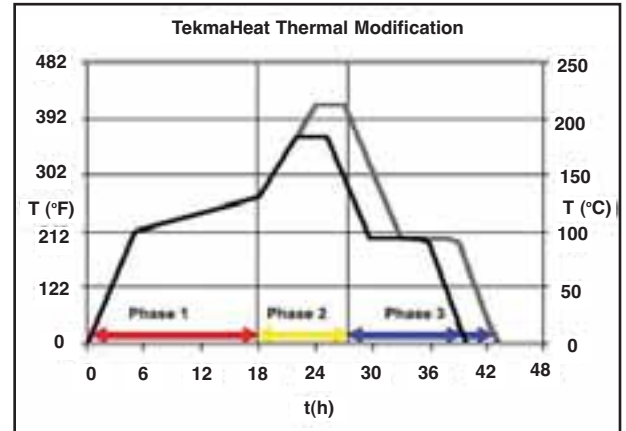
Figure 1. Thermal Modification Process, Courtesy of Jartek



Jartek's 10,000 board foot capacity Thermal Modification Chamber with a small research chamber.



Jartek's 3,000 board foot capacity Thermal Modification Chamber.



### Phase 1—High Temperature Drying

Heat and steam raise temperature to 100°C (212°F). Moisture content of wood reduced to approximately 0%.

### Phase 2—High Intensity Thermal Modification

Temperature increased between 180°C (356°F) to 210°C (410°F) for 2-3 hours (temperature and time depend on end-use application).

### Phase 3—Cooling and Moisture Conditioning

Temperature decreased with water spray to increase moisture content to a usable 4-7%.

The thermal modification process caramelizes hemicellulose chains causing a reduction in the amount of water absorbing hydroxyl groups. The wood displays a 40-50% lower equilibrium moisture content, reducing tangential and radial swelling, while a lower permeability decreases finishing and adhesive requirements. Modification also improves appearance, preventing sap stain through the evaporation of extractives and concealing any stain already present in the wood by darkening the color.

In addition to dimensional stability, improved biological durability also increases the appeal of thermally modified wood. Testing shows improvements in durability with temperatures as low as 180°C (356°F), with resistance characteristics comparable to Cedar. In addition, the color of softwoods modified at 180-200°C (356-410°F) closely emulates the appearance of Cedar. This color change, the increased dimensional stability and an improvement in durability make the market occupied by Cedar and tropical species an ideal target.

### Thermally Modified Wood in the Market Today

Over the last decade, thermal modification has been developed in five main product markets in Europe; hardwood flooring, siding/cladding, decking, saunas/wall paneling, and specialties. Thermal modification allows high-grade lower-cost species to compete with naturally durable and higher-cost species, including tropical hardwoods and Cedar, resulting in competitive advan-

Continued on page 18

Red Oak is shown here, before and after thermal modification.



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# SHIPPING BY OCEAN: Whose Problem Is It?

By Kathy Edwards

This year the International Chamber of Commerce in Paris will revise the International Commercial Terms (Inco Terms) reducing the number of terms from thirteen to ten. Inco Terms address the responsibilities of exporters and importers when shipping internationally.

Exporters in the United States love the term F.O.B. Misuse of this term creates unnecessary conflicts for both importers and U.S. exporters. United States exporters use terms such as: FOB my factory, FOB your factory, FOB truck, FOB dock or simply FOB. Inco Terms defines FOB *only* in terms of ocean shipment. The term means Free On Board an Ocean Vessel. That is the only instance when it is appropriate to use this term when shipping internationally. Quoting FOB indicates to the importer that the exporter will pay all charges necessary to get the goods loaded aboard an ocean vessel. Imagine the confusion of a Chinese buyer receiving a quote, FOB my factory. The poor fellow would envision a steamship port just outside the exporter's factory. Imagine the exporter's surprise to receive an unanticipated invoice for freight from Buffalo, New York to the port of Los Angeles plus port charges. While FOB my factory might be understood clearly in Rome, Georgia, it is understood quite differently in Rome, Italy.

How can an exporter prevent such unpleasant surprises? By understanding and using Inco Terms properly and through clear communication to the importer.

The most commonly used Inco Terms for ocean shipments are summarized below from the perspective of the exporter.

**Ex Works** - Ex Works indicates the exporter's intention to prepare the goods and leave them at the exporter's location for buyer pick up. This presents challenges to the importer making arrangements with local trucking companies. This term is, in my opinion, very risky for exporters. The exporter surrenders complete control of the goods at his loading dock.

Ex Works does not save the exporter money or offer protection in the event of illegal activity. Goods diverted to a location not permitted by U.S. law without the exporter's knowledge are still chargeable offenses. The exporter remains a party to the transaction and responsible for compliance of U.S. export regulations and laws. Relinquishing control at the loading dock exposes the exporter to possible fines or even jail time in the event of illegal activity.

So why do U.S. exporters ship Ex Works? Some exporters perceive Ex Works to be the easiest way to ship when in fact it is very risky.

**F.O.B.** - FOB means shipment on board an ocean vessel. FOB does not mean factory, truck, or other location when shipping internationally. Under FOB terms the exporter manufactures and prepares the goods for ocean shipment including loading goods into an appropriate seaworthy apparatus. Goods may require special preparation to protect against damage at sea. These additional expenses should be passed along to the importer. The exporter is also responsible for arranging movement of the goods by truck and/or rail to the designated shipping port, as well as port charges necessary to load goods onboard the ocean vessel. All expenses are simply prepaid by the exporter and added to the importer's invoice.

The exporter loses control of the movement once the freight is loaded onboard the vessel. The importer "hires" the vessel and the freight forwarder. They work for the importer. This is very risky when using Letters of Credit. Bills of Lading, required for payment under most letters of credit, are prepared or arranged by the freight forwarder. One mistake can result in nonpayment. Exporters surrender control of payment under letters of credit when freight forwarders work for the importer.

Another risk in shipping FOB occurs when the freight arrives damaged. Under FOB terms, the importer is responsible for obtaining cargo insurance. Imagine being notified that the lumber arrived as tooth-picks. Your buyer bought no insurance. Whose problem is this? The lumber is gone and the importer is not paying. The exporter left himself exposed by not insuring the merchandise.

Word of advice: Always insure your own cargo. Even though exporters are not required to insure under FOB according to Inco Terms, insure anyway. Inco Terms

are not laws, they are recommendations. Exporters quoting FOB may quote Insurance by Seller. The key is to communicate this to the buyer in the quotation. Your buyer might appreciate the lower rate and you will have confidence that damaged freight will not prevent you from being paid.

**CIF** - Shipments quoted with CIF terms require exporters to arrange and pay for all charges to the port of import. Previously I suggested that shipping Ex Works was risky. Shipping CIF is, in my opinion, the most secure shipping method.

Exporters who ship under CIF terms maintain complete control of the movement of the goods until they arrive at the port of import. Exporters manufacture the goods and prepare them for export. They arrange for the truck to take the cargo to port and they load the container. Exporters pay all port charges to ensure the freight is loaded onboard the vessel. Freight forwarders and steamship lines work for the exporter. If a situation occurs that causes the exporter to need to divert the shipment or bring it back to the U.S. this can be done. Under CIF the exporter insures the freight from the exporter's door to the door of the importer. If the freight is damaged, the exporter reports the claim and receives payment regardless of where the damage occurred. No waiting for investigation by a foreign insurance

provider and risk of nonpayment due to disputed coverage. Shipping CIF is the dog wagging the tail, not the tail wagging the dog.

Exporting is exciting, profitable, and fun. Exporters must, however, understand risks and act appropriately to protect themselves from unnecessary losses that could prove catastrophic. Understanding shipping terms, areas of risk, and mitigating those risks is worth the effort.

A few words of wisdom to remember: Whose problem is it? If it affects your payment it's your problem, regardless of any publications or guidelines.


Editor's Note: Kathy Edwards is the founder and President of Global Business Solutions and a 35-year veteran in the export arena. Her corporate career commenced on the ground floor of First Union National Bank's newly created International Division where she was one of three employees. Kathy expanded her international career to shipping as Export Transportation Manager for Crompton and Knowles Corporation. She further developed international business specialization as Export Director for Intech Corporation, a textile machinery manufacturer located in Charlotte, N.C. In this capacity, Kathy conducted international market research and appointed international agents and distributors, thus establishing export markets in more than 20 countries.



Kathy Edwards


In 1986 a Japanese competitor purchased Intech, becoming Takatori Intech Corporation. Recognizing Kathy's knowledge of export, products, and international clientele, the new owners promoted Kathy to International Sales Manager. Subsequently, she traveled abroad extensively calling on buyers and conducting

Continued on page 18



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**AHEC CHENGDU PHOTOS - Continued from page 1**



John Chan, AHEC, Reston, Va.; Orn Gudmundsson, Northland Corp., Lagrange, Ky.; and Michael Snow, AHEC, lead a press conference at the recent 2010 AHEC Greater China & SE Asia Convention in Chengdu, China.



Mike Snow, AHEC's executive director, passes out literature to attendees at the recent convention.



Ekkehart Hoppe, representing the Hardwood Plywood Veneer Association, discusses veneer at the recent AHEC Greater China/SE Asia Convention.



Dan Hackett, Frank Miller Lumber Co., Union City, Ind., (pictured, center) was among U.S. hardwood producers in attendance at the Greater China/SE Asia Convention.

**KBIS PHOTOS - Continued from page 1**



Eric Boos and Scott Ogden, Carlisle Wide Plank Floors, Stoddard, N.H.



Joseph Emmerich and Becky Hewing, John Boos & Co., Effingham, Ill.



Aaron Elders, Kim Jones, Oly Welke and Peter Ollestad, Strasser Woodenworks, Woodenville, Wash.



Jon Bour and Scott Korsten, Showplace Wood Products, Sioux Falls, S.D.



Derek Collard and Tim Roche, Grand River Wood Products, Cuyahoga Falls, Ohio



Greg Shank, Kountry Wood Products, Nappanee, Ind.



Dean Stanton and Harry Roers, Woodland Cabinetry, Sisseton, S.D.



Susan Pfister and Arielle Augustyn, Brown Wood, Inc., Lincolnwood, Ill.



Cliff Walker and A.J. Canizales, Heritage Cabinets, Knoxville, Tenn.



**AHEC CHENGDU -**

Continued from page 1

China, since 1995. The AHEC Greater China and Southeast Asia Convention boast a symposium of world-renowned architects and designers as well as academics of the wood processing industry. Guests include furniture manufacturers, up-and-coming designers, wood processors, and traders throughout Asia as well as hardwood exporters from the United States. This year, AHEC decided to hold its convention in Chengdu, China. The event, with the theme "Sustainable American Hardwood: The Timeless Yet Modern Choice for Furniture and Interior Design" attracted furniture manufacturers, architects, designers, wood processors and traders from all over Asia as well as hardwood exporters from the U.S. Chengdu was selected as a dynamic hub for design and manufacturing, as well as a major economic driver for Western China. The city and outlying Sichuan Province are home to a thriving wood processing industry, and boast more than 3,000 furniture and wood flooring manufacturers—the vast majority of whom produce for the domestic Chinese market. In addition, as home to China's famed pandas, Chengdu provides tremendous opportunities for American hardwoods in the city's exploding tourism infrastructure and rapidly growing housing markets.

For this particular convention, AHEC placed a huge emphasis on creating networking opportunities with the present exporters and importers. Having reached out to over 35 local traders, AHEC promoted the convention to the importers with the opportunities to meet exporters at invitation only networking lunches and breakout sessions.

Investing into Western China where Chengdu is located has been one of the main priorities of China. As recent as July 2010, the government allocated 100 U.S. billion dollars to improve the infrastructure of the area. With Chengdu being an immensely popular tourist location due to its infamous panda sanctuary, the building and construction will greatly benefit with China's economic focus on the region for the next decade. The city also has been promoting its building and construction under a "Green City" promotion. Local architects and designers have been sourcing sustainable and natural resources in order to minimize environmental impact of construction.

Importers' main concerns mirror that of other large importers. Availability, standard widths and lengths and price were all a common topic of discussion during the meetings. Discussions on maximizing yield and minimizing waste seem to not be understood by importers when discussing difference in 3/4 and 4/4. However, AHEC hopes to educate the market with more technical seminars in the region.

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 maintains offices in Japan, Europe, Southeast Asia, China, Korea and Mexico, in addition to its Reston, Va., headquarters, to serve the needs of the global community. For additional information on the Convention as well as additional overseas activities, please contact AHEC by phone at 703-435-2900, or by email at [msnow@ahec.org](mailto:msnow@ahec.org).

**KBIS -**

Continued from page 1

three-day show and conference. The latest styles in such items as towel holders, wall bars, and cabinetry were plentiful. Included in the display items were Maple and Cherry cabinets by Wellborn Cabinets, and reps for Quality Cabinets noted that a trend this year is increased popularity in white finishes and a blending of light and dark tones in kitchen cabinets.

KBIS attracted the attention of many new attendees. The show's organizers noted prior to the opening of the exhibition hall that 67 percent of this year's registered attendees did not participate in last year's event.

Organizers also noted a 20 percent increase in architectural firms that signed up for KBIS 2010 compared with last year's show, and design firms were repre-

sented by 15 percent more of their colleagues than last year.

The Kitchen & Bath Industry Show (KBIS) is an international trade show dedicated exclusively to the kitchen and bath industry. KBIS 2011 is scheduled for April 26-28 at the Las Vegas Convention Center in Las Vegas, Nev.

For more information, go online to [www.kbis.com](http://www.kbis.com).

**IMPORT/EXPORT - Hammond**

Continued from page 1

loss of manufacturing," he continued. "While Asia is still a robust market and it has a lot of domestic demand growing within its own country, it has slowed from what it was earlier this year. Various factors are involved. I feel they are trying to control pricing to some degree. A lot of the **White Oak** manufacturing that happens in China and Vietnam goes to Europe at this point. If you look at the big picture China is a huge part of the marketplace and will continue to grow."

As for particular product and grades that are moving and where they are going, Hammond said, "The Common grades are great and it doesn't matter whether it's domestic or export. If you're supplying a manufacturing plant, the demand for that wood is tremendous and the pricing is continuing to trend upwards."

"The upper grade portion of the market

that's dependent upon housing and discretionary purchases to distribution yards and that type of thing, again, it doesn't really matter if it's Europe, Asia or domestic, that part of the market is not as robust. Anything going into architectural millwork and mouldings or anything along those lines has definitely been impacted a lot more and it's taking longer to recover," he concluded.

**IMPORT/EXPORT - Boles**

Continued from page 1

rising lumber costs to the customer is very difficult."

He said his customers are having a difficult time accepting the price changes. "We're shipping to countries where the Euro has lost value. Countries such as Greece, Portugal and Spain are testing that system. The Euro has lost value with the increase in freight and the increase in price of domestic products along with the gain of the domestic dollar versus the Euro is providing a challenge for European countries."

When asked about what the future may bring he said, "Everyone wants to be optimistic. Hopefully the worst of the economic downturn is behind us."

**IMPORT/EXPORT - MacMaster**

Continued from page 1

that pick up at various ports in Southeast Asia, particularly Indonesia and Malaysia," MacMaster said. "This situation has forced many companies to use container services."

**IMPORT/EXPORT - Lovett**

**Lloyd Lovett with Transit King City/Norhtway Forwarding Ltd.** in Montreal, Quebec, said transportation rates are beginning to stabilize. "There's a comfortable balance now on import/export and hopefully the prices should be coming



Continued on page 13




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KBIS PHOTOS - Continued from page 10



Jay Teitelbaum, Joe DeMussi and Seth Teitelbaum, Midwest Cabinets Co., Dayton, N.J.



Greg Barger, Woodcraft Industries, State College, Pa.



Doug Myers, Adams Wood Products, Morristown, Tenn.



Bruce Adkins, White River Hardwoods, Fayetteville, Ark.



Nancy Geyer, Master Brand Cabinets, Jasper, Ind.



Trish Hecker, Homecrest Cabinetry, Goshen, Ind.



Cathy Hitz, Kitchen Craft Cabinetry, Winnipeg, Manitoba, Canada



Andy Wells, Omega Cabinetry, Waterloo, Iowa



Angela O'Neil, Wellborn Cabinet, Inc., Ashland, Ala.



Cindy Patrick and Leon Osborne, Osborne Wood Products, Inc., Toccoa, Ga.



Sarah Reep, Kraft Maid, Middlefield, Ohio



Susan Cross, Merrilat, Adrian, Mich.



Paul Kropp, Kropp Woodworking, Inc., Mount Clemens, Mich.



**IMPORT/EXPORT - Lovett**  
Continued from page 11

down a little bit but you know, we're just happy that they're stabilizing. There's more stability in container rates than last year and the year before," he explained. "The Asian market is still strong and the Middle East and Vietnam is coming on board, so exports are still pretty good. I think China is a big player in the consumption of hardwoods. We're moving a lot of Maple and Walnut logs to China, but not a lot of Cherry," he said. "We're noticing that even the England market is picking up a little."

**IMPORT/EXPORT - Newman**

In Mississippi, **Doug Newman with Newman Lumber** said, "Everywhere we go and every time there's a glimmer of hope, it's like all right, we're back, life's good and the next month it offsets to the downside, counters any upside, and it's flat, flat, flat. I think we've reached a level of minimum economic activity and something's got to happen to change, to spark an uptick from that. "Nobody wants to inventory anything because everybody's still afraid. You're afraid of the unknown future to come, nobody has confidence to build an inventory and say, "If I buy that truckload I can sell it next month" or in the next two weeks or the next six months even, so it's still just placing orders to fill an order that's going out the door," he said.



**IMPORT/EXPORT - McIlvain**

"Our main concentration is imports and we find its set by existing inventories already in the United States of imported woods and the generally reduced demand over the last year and a half of the recession," **Alan McIlvain Jr. with Alan McIlvain Co.** in Pennsylvania said. "Demand is improving slightly but it is still greatly reduced from before the recession began. "What we're finding is a shift for cheaper Mahogany substitutes, and those are Sapele and Khaya," he continued. "We're seeing more renovation projects starting and very few new housing projects or high-end renovations, but they are out there and they're starting to increase."



**IMPORT/EXPORT - Reese**

**Penn-Sylvan International's Jay Reese** said the export trend is less "panic" and more steady business. "I think the supply panic is out of the market now and business is getting steadier," he explained. "Some people are able to evaluate suppliers as opposed to having to buy every load they can find. "The stair and flooring manufacturers seem to be busy. We do a tremendous amount of log exports with them. Typically 5/4 Common Red



Oak, 4/4 Face and Better Ash, you know, anything that we're exporting is typically in short supply because they have to come that much farther inland to get it and we have a pretty good marketplace of our own domestically."

**IMPORT/EXPORT - Walters**

In West Virginia, **Rolling Ridge Woods' General Manager Gene Walters** said he has seen improvements throughout 2010. "Certainly since the first of the year, things have improved and it seems that the trend may actually be that there's more North American hardwoods being consumed in the People's Republic and it seems there are more goods manufactured out of American hardwoods that are staying in Asia. It seems the appetite in China and Vietnam is robust."



**IMPORT/EXPORT - Murray**

**Norm Murray with U.C Coatings Corporation** in New York said, "The economy is picking up and the pipelines are filling in. Inventories have been low and demand has picked up so that people are producing to refill those inventories."



We've enjoyed an uptick for the last several months and it feels like it's going to continue to get better."

**WHO'S WHO - Reif**  
Continued from page 2

States Lumber Association and the Penn-York Lumbermen's Club. Reif has worked in his current position 10 years, the entire time he has worked for Quality Hardwoods. His first few jobs in the industry included working with green lumber, grading and sales. A graduate of King City (Ontario) High School, Reif attended Seneca College. In his free time, he enjoys hockey, golf, reading and investing.

**WHO'S WHO - Walters**  
Continued from page 2

carried by the firm include Red and White Oak, Cherry, Walnut and Hard Maple. Walters graduated with a Bachelor of Science degree and a Master's of Science degree in Forestry from West Virginia University. He is a member of the West Virginia District Export Council, past president of the Ohio Forestry Assoc.; past chairman of the Ohio Tree Farm Committee; a member of the F & AM Lodge and the West Virginia Forestry Assoc.; and a past president of the Ohio Chapter of the National Wild Turkey Federation. When he is away from work, Walters enjoys spending time with his wife, Amy. His hobbies and interests include bird dogs, bird hunting and turkey hunting.





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**WHO'S WHO - Watt**

Continued from page 2

Lumber Assoc., New England Lumbermen's Assoc. and the Empire State Forest Products Assoc. The firm has received the governor's award for exporting, World Trade Centers Excellence In International Trade award, Averell Harriman International Trade Award of Business Excellence for New York state manufacturers.

Watt has been involved in the import/export industry for 36 years. He began his career in 1972 handling lumber at the Dover Plains, N.Y., facility and continued there while attending college. Watt has held his current position for 15 years. His other responsibilities have included inspecting lumber, purchasing standing timber, managing a sawmill/kiln yard and presently handling Asian sales for Blue Ridge Lumber Co. in Fishersville, Va.

Watt received a Regents diploma from Dover High School in Dover Plains, N.Y. He received a bachelor's degree in environmental sciences from the State University of New York in Oswego, and continued in silvicultural studies for one year in Syracuse University's graduate program.

Watt and his wife of 26 years, Mary-Kay, have three children. He enjoys biking, coaching youth sports and spending time with his family. Watt is a professional forester registered with the Society of American Foresters.

**WHO'S WHO - Rogers**

Continued from page 2

Newman Lumber offers length- and width-sort, LTL, 1/2-truck, full truck and container shipments. Newman Lumber also offers certified wood.

The company is a member of the National Hardwood Lumber Association and the International Wood Products Association. Rogers has worked in the import/export

industry 17 years, his first position being in shipping and receiving. He also has worked in procurement and importation, quality assurance and product development.

Rogers has worked in sales for Newman Lumber four years, his entire tenure with the company.

A graduate of Sam Barthe High School in New Orleans, he went on to attend Southeastern Louisiana University in Hammond, La.

Rogers and his wife of 5 years, Glenda, have three daughters.

In his free time, Rogers enjoys fly fishing, golf and soccer.

**IWPA -**

Continued from page 3

Fair and legal trade does so much more than preserve our natural resources. IWPA member companies invest directly into the communities that they do business with. Our industry has a long, proud history of building schools and hospitals and economically supporting forest-dependent communities in some of the most impoverished areas of the world.

We have a tremendous opportunity before us. The Forest Legality Alliance presents more than just an unprecedented opportunity for all of us to share insights and understanding. It gives us a platform from which we can all work together to enhance the world's forests, build a sustainable trading partnership with communities around the globe and help those communities develop both economically and societally as trusted business partners and friends.

We know success will not come overnight. We at the IWPA know a thing or two about taking the long view—many of our members have been in the wood products importing business for many generations. And because their stock in trade takes literally decades to mature, they understand that there is a far greater value in a long-term investment in sustainability.

We are honored to bring this perspective,

our experience and our unbridled commitment to the Alliance to achieve our common goal of sustainable trade in wood products.

**TEKA -**

Continued from page 4

species is Oak, mainly in the form of Red and White lumber; some Red Oak logs from the USA and Oak logs from Europe, all used in as much as 35% to 40% of the production – not surprising given the main markets of Europe and North America into which TEKA products are sold. European and American Ash, American Walnut and some Maple and Cherry are also imported.

Mr. Daniel, as Handoyo is known here, came to flooring from plywood in 1980 and then furniture in 1990 and now directs a company in Central Java with a 14.5 hectare site, 60 kilometers inland from Semarang, the regional capital. Material is fed from the company's own sawmill at the port of Semarang. In both the flooring plant and the sawmill, most waste is utilized to power water heated kilns and plants, and some sold locally for much needed fuel. Species are drawn from all over the world for face material, but much of the core material is recovered rubberwood or lumber supplied from Java's plantations of Albizia used locally for plywood and other local species.

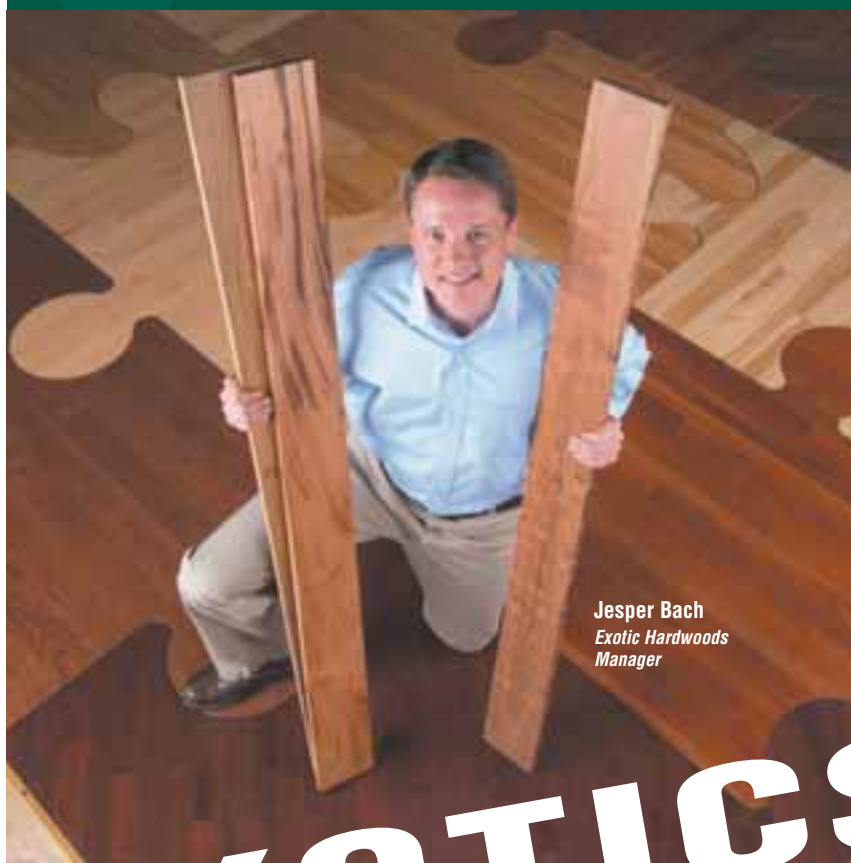
"We do guarantee that all our material is sourced legally," Mr. Daniel said, adding that the company is FSC and PEFC certified. "We have to be really transparent to answer our customers and NGOs to give clear origin of material and prove that nothing is from illegal sources."

The Pingit flooring plant sits at 700 meters above sea level in the Temanggung region surrounded by seven and timber plantations – a situation not unusual in crowded Java where most natural forests were long since cut out. Java's forests were depleted decades ago by intense agriculture and for fuel wood by the world's most populous island, today standing at over 130 million of Indonesia's 240 million. But in such fertile conditions Hevea brasiliensis (rubber-

wood) grows fast as well as Albizia falcataria (sengon), Antocephalus cadamba (jabon) and several other species which can produce saw logs in 7 to 10 years providing sustainable sources of wood core material. Longer growing species such as Mahogany are also managed sustainably. The TEKA plant is surrounded by hundreds of acres of government and private plantations. The company has secured long-term, mainly local, supplies of sustainable plantation species grown in Java. Not only are these species environmentally highly acceptable but the flooring plant is able to use very low grades, thus maximizing the yield of material that otherwise might be wasted. One of Indonesia's many resources is its people, and unlike some other Asian countries immigrant labor is unnecessary. Inevitably in flooring production, handcrafting is an essential element and Javanese people are very dextrous. Almost all the workforce lives locally and most are long-term employees making training more effective and worthwhile. This company has a real sense of family. Within its perimeter is a mosque and canteen where meals are free for the hour-long lunch period; and work is a six day week in a plant which stops for a month of mainly religious and national paid holidays. There is however only one foreigner in the company – a Taiwanese technical advisor who has been with Mr. Daniel since his plywood production days in Jambi, Sumatra. TEKA Parquet is distributed in 38 countries mainly by long-term customers with whom Tanjung Kreasi works closely on technical issues and designs. Formerly, until the recent global crisis, the USA and Canada accounted for as much as 40% of sales – now reduced to about 20%. However the company has always been extremely strong in Europe with Scandinavia, Germany and Spain as most important. That's changing too as Asian markets such as Korea are developing well. This year Mr. Daniel predicts that Canada, Korea, Germany and Scandinavia will be the key markets. Technical innovation, with such benefits as the Swedish "Välinge Innovation AB" patented locking system marketed under licence as "SoftLoc", has helped to keep TEKA at the forefront of European engi-

Continued on page 15

THE FINAL PIECE TO THE HARDWOOD PUZZLE



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**TEKA -**

Continued from page 14

neered flooring markets. It allows glue-free installation saving 60% on labor, vital in the high cost markets of Europe and North America. Most of the technology and equipment is European, mainly German, Italian and Austrian.

TEKA is also working on solutions for its flooring to be installed in either extremely dry or highly humid regions by developing TEKA's patented VersaCore, a unique veneer composite core material which withstands a wide range of relative humidity. In the 15 years since TEKA was established, at least 95% of production has gone to export, but with the new confidence that investors and property buyers now have in the current, stable Indonesian government and its fast-improving economy, Mr Daniel, for one believes that a new market will develop at home.

Dimensional stability – vital in flooring performance is enhanced by TEKA using its own in-plant heat treatment process giving a more stable product with resistance to abrasion and therefore longer life performance. All kinds of in-house production techniques are continuously being developed with core material to increase stability and special plywood used within the ends of boards to ensure secure interlocking end to end. Heat treatments are used to deepen color which, for example, enables the plant to use light color wood faces resembling the exotic tropical species. These techniques also give many options for Oak – still the number one choice for hardwood face material in North American and European flooring markets. Today fumed Oak is growing in popularity. Other treatments, purely for aesthetic effect, include distressed, hand-scraped 'antique' look and 'ship deck' design and 'fine line' engineered face veneer.

Finishing is mainly with water-based stains or oils and UV acrylic lacquers applied by roller process. The current trend of darker furniture and floors allows the company a lot of flexibility in species and the ability to utilize lower grades than the blond-wood fashion of 10 years ago. Most of the production is three-layer but not much of it is simply three layers of

wood; but has different combinations of material. Most of the products have a surface of 2.5mm solid lumber cut with high accuracy by Austrian-made gang saws. Other products, such as 'deck', 'dur' and 'line' are offered for specialist use, all incorporating 3.4mm faces.

Impressive are the many design alternatives and combinations, such as Herringbone Parquet in 400mm square modules, which also incorporate "SoftLoc" for glue-free installation. Finishes in oiled, smoked, white-wash as well as carbonised surfaces are all available giving huge flexibility to buyers from as far afield as Lebanon and China (two who were encountered during this particular visit).

Iwan Agra, long time employee and now General Affairs Manager, is proud of the fact that the production is "very natural and eco-friendly" and that TEKA products are helping local forest owners to afford replanting. He is also naturally a little guarded about some of the current product innovation developments – a symptom of the company's determination to keep ahead.

When asked about the difficulty of overcoming some negative perceptions in international markets about Indonesia's past management of its forests resources, all of Tanjung Kreasi's staff are clear. "We are certified, transparent and work hard to ensure that we operate in a sustainable manner," they all say.

PT. Tanjung Kreasi Parquet Industry is PEFC multi-site certified by SGS (COC-0879) for the "Purchase of sawn and veneer for the manufacture and sale of PEFC engineered flooring using the percentage method, based on Appendices 1, 4, 5 & 7". The company is also certified for FSC by Smartwood – Rainforest Alliance (SW-COC-003536 and SW-CW-003536) for "Single Chain-of-Custody and Controlled Wood based on FSC-STD-40-004 and FSC-STD-40-005".

For more information visit the company's website at [www.tekaparquet.com](http://www.tekaparquet.com).

**SAYYAS -**

Continued from page 6

dows are produced for the huge domestic market of China. Less than 10 percent of the items produced end up in countries like Russia, Korea and Japan.

Wooden windows made by Sayyas that come with their natural wood design and innovative technology, thus helping clients realize their desire for a more natural and comfortable life style.

The following words can best describe the Italian series: "Alloy-framed, wood-inlaid, warm and fashionable, elegant and durable."

Combining natural wood and metal, Italian windows are made from refined aluminum profiles using an interior layer of hard wood. Complete with insulated profiles and multi-sealing, this series performs exceptionally well and provides customers with insulation and soundproofing needs. With its fashionable and elegant design, the Italian series bring a sense of romance and charm into a room like a warm breeze from the Apennines, as the company brochure claims.

For German-style wood windows, Sayyas selects only the finest natural Pine wood and high-quality components to match its superior craftsmanship. German style wood windows are designed to prevent distortion and warping, ensuring high standards in heat-retention, water repellency and wind-pressure-resistance.

Unlike conventional windows, stationary windows cannot be opened and serve to bring in sunlight. With the beauty of a natural wood frame, they can significantly enhance a room's décor.

The traditional "Tilt & Turn" windows, which are fitted with a vertical hinge, are excellent for added ventilation and temperature control. It is also easy to clean and maintain. Equipped with Sayyas hardware, these specially designed casement type windows can be tilted open to let in fresh air, while at the same time keep out strong winds, rain, sand and other unwanted elements. These windows allow for fresh air intake in a cold climate.

Sliding windows work well when space is limited. Built with multi-patented hardware,

these windows need only a slight finger pressure to open and close. It's like operating a piece of finely tuned precision machinery with a simple touch.

The range of German aluminum clad wood windows are not only unique, unconventional and environment friendly but also surprisingly elegant. The natural, sleek, style of the interior wood blends harmoniously with almost any home décor, while the exterior aluminum cladding serves as a weather shield, protecting the wood from harsh elements for many years to come. Sayyas aluminum clad wood windows offer the best of both worlds: the perfect combination of natural beauty and innovative technology.

Being a professional window manufacturer not only means offering quality craftsmanship but also the ability to offer clients with a variety of choices in design and functionality. Sayyas French wood windows offer a classic "open" look that not only provides extra ventilation, but also more sunlight to complete the home design solution.

The French series also come with the Tilt & Turn, Sliding and Foldings models. Also available are the French style wood windows with cladding that also offer the Tilt & Turn and Sliding models.

For the production of wooden doors and windows, the company has deployed high-tech precision woodworking machines like the Weing Unicontrol 6, which is imported from Germany. Planers installed in the factory also bear the Weing brand. For the processing of wooden frame, the factory uses a Uniplan 23. Leitz knives are chosen for their precision cutting capability and these are also imported from Germany. For joining, the factory has selected Hess 3050, 2050 and 2550 models, which are also made in Germany. Double miter Elumatec saws, also imported from Germany, are used for profile cutting, while the insulated glass line was installed by Forel of Italy. It comes with computerized and numerical control features that ensure durability of products. In addition, the company has invested millions of dollars to set up an American spray paint line, which is the first computerized window painting line in Asia.

Sayyas believes that top workers create

Continued on page 18

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