

import/export timber products' stock exchange

Veneer Logs - 4 sides clear
 5 x 40' PA Red Oak 15" +
 3 x 40' Ohio White Oak 18" +
Veneer Logs - 3 sides clear
 3 x 40' Ohio White Oak 18" +
 2 x 40' Cherry 14" +

Cherry
 5/4 Prime KD Rgh
 5/4 Prime KD Rgh
 4/4 SEL KD Rgh
 5/4 Prime KD Rgh
 4/4 Sel&Btr KD Rgh

Walnut
 5/4 #1C KD Rgh
 5/4 #2C KD Rgh
 5/4 #2C KD Rgh
 4/4 PAS/1F KD Rgh
 5/4 PAS/1F KD Rgh
 5/4 FAS/1F KD Rgh
 Sycamore
 4/4 #1C #1C&Btr Qtr&Rft KD Rgh
White Oak
 4/4 Sel&Btr Rft 4" Strips KD Rgh
 4/4 Sel&Btr Qtr KD Rgh
 4/4 #2C Rft&Qtr KD Rgh

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Yoder Lumber Company Inc.
 4515 TR 367
 Millersburg, OH 44654
 Voice: 330 893-3121
 Fax: 330 893-3031

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African Mahogany	5/4 FEQ 18,406
4/4 Sel/Btr 14,505	10/4 FEQ 14,859
5/4 Sel/Btr 852	12/4 FEQ 406
5/4 Sel/Btr 5,617	16/4 FEQ 14,310
5/4 Sel/Btr 5,376	18"
Bloodwood	4/4 Sel/Btr 12,453
4/4 Sel/Btr 8,395	5/4 Sel/Btr 7,843
Cumala	Jalapa
4/4 Sel/Btr 31,921	4/4 Sel/Btr 36,488
Edinam	Laceywood
4/4 Sel/Btr 11,716	4/4 Sel/Btr 5,598
5/4 Sel/Btr 16,363	5/4 Sel/Btr 418
Genuine Mahogany	Manoa
4/4 Sel/Btr 2,356	4/4 Sel/Btr 16,990
5/4 Sel/Btr 105	5/4 Sel/Btr 7,003
5/4 Sel/Btr 7,739	5/4 Sel/Btr 6,443
5/4 Sel/Btr 3,474	Peruvian Walnut
10/4 Sel/Btr 2,098	4/4 Sel/Btr 10,640
4/4 FEQ 13,947	5/4 Sel/Btr 5,033
5/4 FEQ 6,050	5/4 Sel/Btr 8,552
6/4 FEQ 5,565	

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Veneer Logs - 4 Sides Clean

- 2 x 40' Northern Red Oak, 15" Ap
- 2 x 40' Pennsylvania Cherry, 14" Ap - grade A
- 2 x 40' Pennsylvania Cherry, 14" Ap - grade A-B
- 2 x 40' Northern White Oak, 14" Ap

Veneer Logs - 3 Sides Clean

- 5 x 40' Pennsylvania Cherry, 12" Ap
- 5 x 40' Northern Red Oak, 13" Ap
- 2 x 40' Northern White Oak, 13" Ap

Northern Appalachian Hardwood Lumber - Kiln Dried

- 4/4 Pennsylvania Cherry - Prime and Consol grades
- 4/4 and 5/4 Red Oak - Prime and Consol grades
- 4/4 White Oak - Prime and Consol grades
- 4/4 Hard Maple - Prime 1+2 White and Consol grades
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 6/4 FAS/1F&Btr #1 Com, #2 Com
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 6/4 FAS/1F&Btr #1 Com, #2 Com
 8/4 FAS/1F&Btr #1 Com, #2 Com
 10/4 FAS/1F&Btr #1 Com
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 16/4 FAS/1F&Btr #1 Com

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SAYYAS -

Continued from page 15

top products. Hence, the company has spared no effort to enhance the skills of workers so that perfection can be achieved, even down to the smallest details. As a result, the company has also invested in training aside from the acquisition of advanced equipment. Attempts have also been made to acquire foreign expertise, while technical personnel are being sent abroad for further studies or training. Indeed, the company is committed to keep in pace with the world.

As an endorsement of the company's commitment to quality, Sayyas was awarded ISO 9001 certification on November 16, 1999 – a first for the door and window manufacturing sector in China. In June, 2000, the company received ISO 9001:94 recertification.

For more information about this company, contact its export manager at sayyas_zb@163.com.

THERMAL -

Continued from page 8

tage in these markets. North American manufacturers have the opportunity to benefit from the experiences of their European counterparts and create a commercially viable market for thermal modification in North America.

While thermal modification opportunities exist for wood manufacturers, certain barriers will need to be overcome. 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. This price gap also exists in the softwood market when comparing Western Red

Cedar against Spruce, Pine, Fir and Hemlock. The other consideration involves the wood itself. Manufacturers need to deal with quality issues, and the end product requires some form of UV protection to prevent fading. Although thermal modification significantly reduces rot problems, it does not eliminate them. However, these challenges are not new, as the organic and anisotropic nature of wood has always presented these hurdles to the wood industry.

The Future of Thermally Modified Wood in North America

Those likely to participate in the development of thermal modification in North America will be midsize value-added manufacturers and innovative companies that have the opportunity to capitalize on their established markets and new product potential of thermally modified wood:

•Flooring manufacturers will be able to reduce raw material costs and begin to use wider planks, with color changes offering competition to imported tropical species

•Siding, cladding and decking producers will have a less expensive substitute to Western Red Cedar with better durability and stability than regular SPF, while also eliminating resin bleed.

•Value-added manufacturers find new opportunities to provide specialty goods to an industry constantly needing an exciting new color or product

•Cedar manufacturers will diversify, offering distributors lower cost alternatives, while decreasing their reliance on inconsistent Cedar material and availability.

As companies begin to embrace these new opportunities, an entire forest industry trying to rediscover its competitive advantage will be rejuvenated as thermal modification provides it with a product that will compete successfully with expensive imports. The path has been laid out, and if North American wood manufacturers are able to follow it they will discover an environmentally responsible and economically viable product with untold future possibilities.

Jartek is a manufacturer of thermal modification chambers, with ThermoWood chambers operating in 13 countries including chambers in Quebec, Minnesota and British Columbia. Jartek is dedicated to researching thermal modification of local

sustainable North American species and is willing to process samples for interested companies through its partner SeasonWood. If interested contact Dallin Brooks at 604-762-7075 or by email at info@seasonwood.com. For more information on thermal modification visit www.thermo-wood.fi, www.Jartek.com and/or www.seasonwood.com.

EDWARDS -

Continued from page 9

international trade shows. When Takatori Intech Corporation relocated to Japan in 1991, Kathy started her own export trading company which she sold in 1995.

Prior to founding Global Business Solutions in January 2004, Kathy worked closely with N.C. firms in her role as International Business Development Counselor for the state of North Carolina, preparing firms to successfully compete in World markets. With the founding of Global Business Solutions, she expanded these services beyond the boundaries of North Carolina.

Her formal education includes a B.S. in Business Administration from The University of Alabama and an M.B.A. with an International Concentration from Pfeiffer University, Charlotte, NC. She has written two text books [Export Transportation Management](#) and [Export Documentation](#).

COMPANY PROFILE:

Global Business Solutions (GBS) specializes in risk mitigation for U.S. exporters. They are a full-service firm providing products, services, and expertise enabling their clients to compete successfully in export markets with minimum risk. GBS is a business brokerage service offering specialized export insurance products including credit, transportation, and kidnap insurance along with customized export training.

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MIDWEST WALNUT -

Continued from page 5

and Better under cover. We realize that we are handling a very valuable raw material and we take all precautions to make certain we don't lose the quality in the process of air drying as well as drying and conditioning through the kilns and steamers. "We use U•C Coatings Anchorseal, waxing every board prior to steaming and after steaming," he explained.

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.

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. "Thirty percent of our sales is targeting the domestic market," Smith said. "The other 70 percent is dedicated to the export markets in Europe, Asia and recently the Middle East. Currently we ship to approximately 26 different countries. We recently returned from a show in Guangzhou, China where we displayed to support our agents and importers by talking to them and their customers about the manufacturing process of the products that we produce and that they market for us."

Midwest Walnut's products have shown up in high profile and interesting places such as banks, hotels and museums through the distribution yard channels they serve.

Continued on page 19



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MIDWEST WALNUT -

Continued from page 18

Midwest Walnut is a member of the American Hardwood Export Council (AHEC), National Hardwood Lumber Association (NHLA), the American Walnut Manufacturers Association, Indiana Hardwood Lumber Association (IHLLA), National Wood Flooring Association (NWFA) and the Missouri Forest Products Association. For more information visit www.midwestwalnut.com or contact 712-325-9191.

BUSINESS TRENDS (ABROAD)

INDIA

The Ministry of Environment and Forests recently published "Green India Mission," a 10-year forecast of the country's plans for afforestation and eco-restoration. Expected to cost approximately Rs. 440 billion over the next decade, the plan involved 10 million hectares of land throughout India. The mission is expected to reduce greenhouse gas emissions by 6 percent.

Auctions of Teak continue to be active in Central India log depots with US\$38-57 per cu.m higher prices than in previous auctions. Hardwoods including Haldu (*Adina cordifolia*) and Kalam (*Mitragyna parviflora*) were the main non teak species traded with prices around US\$227 per cu.m for small dimension logs. Demand for Southeast Asian logs was improved and the most popular species were Balau, Kapur, Meranti, Merbau and Rengas.

Sandalwood production is spreading in India as well as in other Asian countries like Vietnam, Thailand, Indonesia and Sri Lanka.

State governments in India such as Kerala, Karnataka, Tamil Nadu and Andhra are playing a critical role in promoting the planting of Sandalwood in government land. These state governments are also encouraging the private sector to establish plantations of Sandalwood. If efforts are successful, Sandalwood may be removed from the list of endangered species in the future and will help maintain the perfumery and handicraft industries associated with this wood. Reports indicate there is a great potential to expand the plantations under Sandalwood.

Indian industrial production recently surged 17.6 percent over the same time period last year. The growth is near a record high falling just one percent short of the 17.7 percent recorded in December 2009.

CHINA

The downturn in the global economy has made profound impacts on the Chinese export-oriented wood products industry and reduced its appetite for raw materials imports. Recent trade statistics state that China's imports of wood products, primarily logs, fell by 9.6 percent in 2009 to \$7.3 billion from \$8 billion in 2008, this compares to average annual growth of 13 percent between 2005 and 2008. Wood product exports for China (excluding furniture) also plummeted to \$7.7 billion from the previous year's \$9.3 billion, down 17 percent, according to Global Trade Atlas.

The economic crisis also led to high overstock and significant price drops of wood fiber commodities, which put over 50 percent of wood-based panel companies (approximately 3,000 enterprises) in severe financial trouble ending with forced plant closure or stopped production. Wood fiber prices have dropped by 15 to 25 percent since 2008. Wood-based panel and flooring industry's overstock has reached over 6 million cubic meters.

Domestic demand for China's furniture is forecast to increase 10 to 15 percent throughout the next five years. The increase may be attributed to Chinese consumers increasing income and an increasing number of first-time homebuyers in China. As part of the government of China's transition from a centrally planned to a market-driven economy, state-run housing is no longer provided as part of

employment, thus putting new homebuyers in the market. China's commercial and manufacturing sectors are forecast to continue to grow, increasing demand for office furniture.

China's housing industry has become the main driver of wood products consumption. According to statistics, total floor space of new construction (including both residential and non-residential projects) recently increased by 16.6 percent to reach 3.2 billion square meters, with total investment hitting CNY 9 trillion, up 36.6 percent from 2008. A report recently released by China Index Research Institute states new residential building starts only increased by 0.4 percent, which is far below the average annual growth rate of 19.8 percent.

WEST AFRICA

Recent activity in log buying triggered the Gabon log export ban to ease as buyers consolidate purchases and plan procurement and production the remainder of the year. The lull in buying also gives time for the authorities in Cameroon and Congo Brazzaville to review their regulations on log exports for the second half of the year. Small volumes of logs are also being exported from the Democratic Republic of Congo and the Republic of Equatorial Guinea.

According to sources, the government of Gabon is assessing the impact of the log export ban on the economics of timber extraction, in-country processing, exportation and forestry sector employment.

Optimists in the industry hope that the system discussed to tie log export quota to in-country processing will be revived. Officials however, have not given any indication that the total on log exports will be relaxed.

The Gabon State Timber Export Inspection Agency (SNBG) was assigned earlier this year to export logs felled prior to December 2009. Regulations on a log export quota tied to in-country processing were supposed to have already come into effect, however, the global market downturn and weak demand, especially for sawn wood, left the authorities in Gabon with little economic choice but to continue log exports.

Sawn wood market has not improved and trade is slow with no signs of any major changes for the third quarter. Analysts suggest there may be some pick up in orders in late August at the close of the European vacation season, but apart from this, the prospects are not for any immediate recovery in demand for sawn wood.

JAPAN

The supply of plywood in Japan recently rose 29 percent to 301,900 according to Japan Lumber Reports (JLR). Plywood imports rose notably from Indonesia and China and because domestic consumption rose, plywood inventories fell.

The JLR puts the increase in plywood supply down to both a delay in clearing some arrivals to arrivals of plywood under the 2010 preferential tariff arrangements. Despite the apparent upswing in the plywood trade the JLR is reporting that the industry does not consider this as reflecting an improvement in the market and inventories remain low compared to levels two years prior.

Daishin Gouhan Koyyo Co. Ltd. in Nigata, Japan has been forced to raise the price for its plywood manufactured from imported logs. The JLR says the company has tried to maintain price levels but with soaring log costs and a sharp increase in adhesive costs, a price increase has become necessary.

Log costs have risen over recent months due to aggressive purchasing from China and India. Daishin expects raw material costs to continue upwards and has given warning that further price increases for its tropical plywood may become necessary.

MALAYSIA

The Malaysian Timber Industry Board (MTIB) targets RM53 billion in wood and timber product exports by 2020. Sources say this target is achievable if the current trend in sales continues. The Malaysian timber industry is recovering after two years of recession. Exports of Malaysian wood and timber products reached RM6.9 billion in the first four months of 2010, up 22 percent from the same period in 2009.

Approximately 188,610 hectares of

Continued on page 20



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BUSINESS TRENDS (ABROAD)

Continued from page 19

forests in Sungai Pinangah Forest Reserve managed by the Yayasan Sabah Group have attained the Verification of Legal Compliance (VLC) from the Rainforest Alliance under its SmartWood certification programme. The VLC was the first to be granted in Sabah. Earlier, the same forest area had received the SmartWood Standard for Verification of Legal Origin (VLO).

The acquisition of the VLO and VLC is a requirement to obtain full certification under the Forestry Stewardship Council (FSC). The Rainforest Alliance is working with Yayasan Sabah's Innoprise Corporation Sdn Bhd and the Forest Research Institute of Malaysia (FRIM) to fulfill the Reduced Impact Logging contract signed in 1992 between the New England Power Company of Boston and Yayasan Sabah.

MYANMAR

Teak and other hardwood markets are reported as sluggish in Myanmar, according to sources. Civil unrest in Thailand has had negative impacts on trade with the country. Additionally exports of Myanmar Teak and Pyinkado to India seem to be easing after the brisk trade experienced recently. The Myanmar Timber Enterprise did not raise Teak or Pyinkado prices recently and there is no indication that it will do so any time soon, according to analysts.

INDONESIA

Indonesia recently announced a 2-year freeze on new permits to convert natural forests and peatlands. This permit freeze will take effect in the beginning of 2011. Any permits granted for agriculture, plantations and mining before 2011, will not be affected by the freeze. The Indonesian Ministry of Forestry pointed out that no permits to convert natural forests or peatlands have been issued since 2009. This will not affect the operations of industrial timber estates and forest concession development programmes. Among these programmes are Societal Forest Development, Village Forest Development, Forest and Land Rehabilitation, Concession Restoration and Partnership Forest Development.

After 2011, businesses in agriculture, plantation and mining sectors will be permitted to extend their operations only to degraded forests or idle land. The National Land Bureau (BPN) has identified 12 million hectares of idle land and 40 million hectares of degraded forests for this purpose. This measure is to be taken in the context of the US\$1 billion partnership agreement between Norway and Indonesia for forest conservation projects in Indonesia including under the framework of the Reduce Emissions from Deforestation and Forest Degradation (REDD) Plus. The agreement could be extended after an evaluation in 2013.

MALAYSIA

Malaysia's wood product prices remained mostly unchanged during recent months, as European timber importers were not actively buying while waiting to see how the continuing European debt crises are affecting business.

The continuing European debt crises and high unemployment rates in the US have resulted in cautious purchasing from the importers. However, the Chinese market remains vibrant and offers good opportunities for timber exporters.

Malaysian timber product exports to Jordan are expected to increase by 10 percent this year, according to the Malaysian Timber Council (MTC). MTC recently organized a trade mission to Jordan with 13 Malaysian timber companies participating.

Malaysia and Jordan's trade amounted to US\$188 million in 2009, according to statistics from the Malaysian embassy in Jordan. Jordan imported timber and wood products worth only US\$3 million from Malaysia back in 1998. Imports have steadily risen to US\$32 million since.

BUSINESS TRENDS (CANADA)

ONTARIO

It was reported that sawmill production

was improving, compared to the past couple of years. Mills have boosted output due to improved salability and higher prices. Weather conditions also helped those in logging in the spring and early summer. The added sawmill output is starting to have an impact in the marketplace for selected items. However, supplies are still low, with no evidence of extreme growth inventories flooding businesses. Wholesalers are still controlling their green lumber purchases, in case of another downturn in the economy. Exports appear to be moving at a more consistent level than compared to domestic markets. There is still very strong competition for lower grade lumber products.

The supply of Ash is not quite meeting the demand for both green and kiln-dried lumber. Sometimes sawmill operators will tend to put aside Ash for other species that are in greater demand in their sawmilling cycles.

Green Basswood activity is settling somewhat with lower demand and thus less production of this species.

Purchases remain solid for No. 1 Common and Number 2A Hard Maple. It is reported there is little difficulty moving the developing green production at moderate to higher prices. Buyers are not purchasing any extra volume, however. Soft Maple is also doing well in the volume production thicknesses of Common grades.

With the introduction of the Harmonized Sales Tax in Ontario last month, it is too early to tell what impact it will have on the forestry sector at this time.

The Federation of Northern Ontario Municipalities (FONOM) launched an e-mail writing campaign to address the concerns of Northerners and of the Northern Ontario forest industry, which is facing a costly and unnecessary permitting process under the Endangered Species Act, 2007. The province is proposing to designate a caribou boundary line for the protection of the species which would cross into major forest industry areas already licensed by the Crown Forest Sustainability Act, 1994 which is an equivalent process with regard to the planning and protection of species at risk.

The organization spoke at length with the Natural Resources Minister about their concerns for the economic impact this will have on the already-challenged forest industry, and have asked her to provide them with more science and with an economic impact plan before the minister makes a final decision. Some studies showed that up to 3,200 jobs could be at stake.

FONOM is asking Northerners to participate in their e-mail writing campaign and to make their voices heard so that the residents of Northern Ontario do not become an endangered species. The public is being asked to write to the Premier and to their own MPP to make them aware of their concerns for jobs in Northern Ontario. A draft letter is available for download on the FONOM website.

A report from Royal Bank of Canada (RBC) Economics said strong domestic demand and increased job creation will continue Canada's robust economic rebound, as the global economy bounces back from the European debt crisis.

The bank's Economic Outlook report released in mid-June, forecasts real GDP growth of 3.6 percent this year, after Canada's first-quarter growth surged to 6.1 percent, the fastest pace in over a decade.

The economy continued to surge ahead as domestic demand was backed by increases in consumer, housing and government spending. The bank said the economy will continue to show gradual improvement as businesses rebuild inventories following a sharp reduction during the recession. Royal Bank of Canada revised its unemployment rate outlook to eight percent for 2010 and to 7.3 percent in 2011, down from its previous call for 8.4 percent and 7.7 percent respectively. The bank also revised its forecast for GDP growth in 2011 to 3.5 percent, down from its previous call of 3.9 percent growth.

The report indicated that the global economic recovery remained on track despite recent volatility caused by the European debt crisis. The report also projected the loonie will rebound and sit closer to parity with the greenback as fears over European crisis ease throughout the summer and fall.

QUEBEC

Reports from contacts in the industry indicated that Common grades were still building momentum with low-grade lumber items, while industrial products showed

Continued on page 21

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BUSINESS TRENDS (CANADA)

Continued from page 20

signs of improvement. The upper grades for most species appeared to be in less demand. Supplies for the regionally important Hard and Soft Maple were reported as ample. There is an imbalance among grades that makes it difficult for producers to supply enough of one item without compromising their inventories, and sometimes their sales prices.

Red and White Oak are being used as substitutes to Maple and other white-woods. Price is being affected by the supply and demand for certain grades and species. There is solid market interest for Ash, with orders keeping pace with production. Birch market activity continues to be steady. Yellow Birch sorted to buyers' specifications for color or extra lengths are bringing in premiums, comment some wholesaler contacts.

Hard Maple reports are mixed for the various grades according to areas contacted. The moulding and millwork industry has been busy and keeping their suppliers busy. Some mills report having difficulty moving their green Select and Better Hard Maple. With the warm weather since spring, concern of staining for whitewoods has been an ongoing issue.

Red Oak sales have improved, commented some manufacturers. With the warm weather throughout the spring and early summer, this species gained in popularity to whitewoods. The demand has not yet surpassed production for green lumber for this species. Low-grade lumber and industrial timber's demand has been keeping green No. 2A and No. 3A supplies thin.

However, the slight increase in production was shortlived as Canadian foresters were battered by the plunging price of lumber, and the latest blow coming as new-home sales in the U.S. market fell to an all-time low. It brought a swift end to burgeoning hopes for an industry rebound that had bloomed in spring as lumber prices rose on tight supply, even as executives and investors acknowledged the recovery would be bumpy because demand for lumber was still very weak. It is the latest blow in a four-year slump that had appeared to ebb, but now seems to be back in full force.

The U.S. Commerce Department reported a low new-home sales number of 300,000 in May. The seasonally adjusted annualized figure was down a third from April – the worst fall on record – and far below forecasts of around 400,000. The sharp decline came after the expiry on April 30th of the recession-fighting tax credit for first-time home buyers.

There are few buyers for new homes, plus existing homes are sitting for sale on the market, which does not bode well for the year 2010. The spiraling price of lumber means higher costs for Canadian foresters in July. A 10 percent tax will be levied, Scotia Capital Inc. noted recently, as per the provisions of the Softwood Lumber Agreement of 2006. In June, because prices were high, the tax was at zero for the first time since the deal was put in place. It is a double whammy: lower prices for the product and added costs.

Canadian foresters cut down fewer trees through the winter because of weak demand for the product.

U.S. builders have reacted to this massive amount of available existing housing by slowing home building. The annualized rate of new homes available for sale is 213,000, according to government data, less than half the number of two years ago and the lowest since 1970.

Also recently impacted Canadian forests in Northern Quebec, 100 kilometers north of La Tuque, the Wemotaci reserve was evacuated and many residents, about 2,500 people, were moved to a temporary shelter in La Tuque due to forest fires raging out of control. The heavy smoke reached the nation's capital.

The majority of the fires burning were near La Tuque, Que., about 300 kilometres northwest of Montreal. Residents there complained of heavy smoke turning the skies yellow and ash floated down onto the city, said a spokesman with SOPFEU, Quebec's forest fire protection agency.

As of May 30th it was announced there were 52 fires ranging in size from one to 40,000 hectares burning in the province, bringing to 118 the number of fires SOPFEU fought in the last week of May. 109,500 hectares in total were hit. Of these fires, eight were reported to be out of control. There were about six fires burning in the Outaouais region (northeast of Ottawa). More than 900 square kilometres

of Quebec forests have been destroyed by fire since the start of spring, amid record high temperatures and dry weather.

South of the border, the U.S. National Weather Service issued air-quality alerts for the border states of Maine, New Hampshire, and Massachusetts, where thick smoke reached Boston, Cape Cod and Nantucket Island. Smoke was also reported in Pennsylvania.

More than 1,200 firefighters, from B.C., Alberta, New Brunswick, Maine, and New Hampshire, with several water bombers were sent in to assist the 1,300 Quebec firefighters in their efforts to douse the flames.

BUSINESS TRENDS (U.S.A.)

LAKE STATES

Hardwood suppliers in the Lake States region continue to experience improved business activity. Benefiting from supply shortages in the market, sources that have inventory said there is enough demand to move the products but not enough product to meet the demand.

"We've been able to get some price appreciation which was much needed to sustain business," an Indiana contact explained. "Prices hit such a low point six months to a year ago, economically it didn't make sense to be in business."

The source said his customers were receiving the price increases well. "They're understanding because it's not just one or two suppliers that have come up, it's the market as a whole that has increased. They may not like it, but they're understanding of it," he said. "The tough part for them is still being in challenging economic times and unable to get prices up for the furniture or flooring they are manufacturing."

The source which supplies Red and White Oak, Walnut, Hard Maple and Poplar, said overall most species were moving at a decent pace. "Upper grade Hard Maple seems to be a challenge at times, but overall we're keeping the shelves rotating," he said. As for inventory levels he said, "Inventory is down considerably. We have a waiting list for many of the popular items."

"Our raw material prices are up, which obviously justifies selling prices going up. Prices are up especially in the popular items like the Walnut and the Oaks," he continued. The source said he was uncertain about the months ahead and whether or not pricing would change. "That's part of the uncertainty in the market right now. At present I don't see any changes ahead."

In Michigan a hardwood supplier that specializes in Hard Maple said market conditions in her area are improving. "We started our sawmill back up about six months ago, after a nine month shut down," she said. "Some items are still a little slow but most items seem to be moving well."

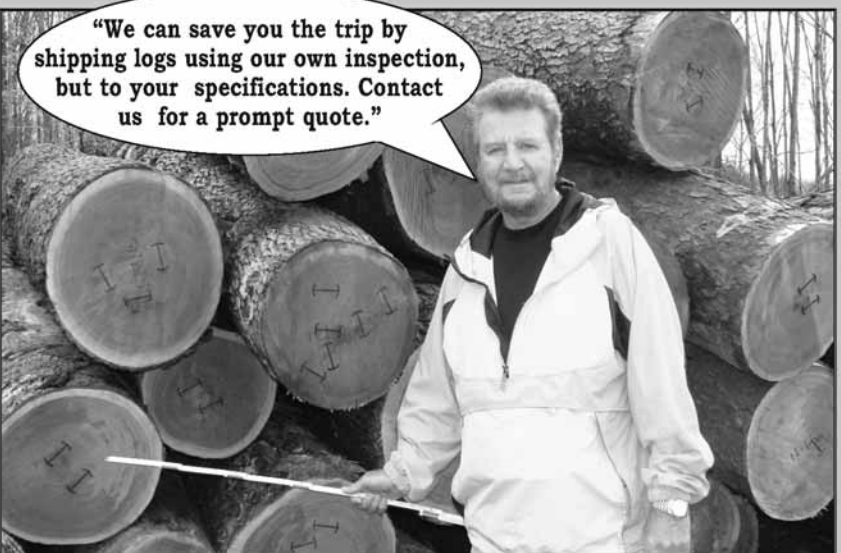
"Since we've been back, I've been pleased with the way the lumber is moving except for our 4/4 Select and Better White Hard Maple," she continued. "Hard Maple is at least 60 percent of what we do, so I have six loads on the ground and I'm having a hard time finding homes for these six loads. Typically distribution yards were big on Select and Better material. However, now they are targeting the Commons in their marketplace because everyone is cost conscious. So I think all the sawmills are struggling with the Select and Better material."

Another Lake States contact located in Michigan said market conditions were up by 20 percent. "We're still not where we would like to be yet, but we're headed in the right direction," he explained. "Red Oak and Hard and Soft Maple are all moving well. The upper grades of Hard Maple are kind of slow but everything else is moving well. We also offer 4/4 Ash which is moving well."

The hardwood supplier said his inventory levels are fair. "Prices are up about 15 percent," he said. For the next six months the source looks for continued improvement. "Our capacity at our mill is 100,000 board feet per day. Right now we're running every other week and we've got lots of orders, but the amount of logs that we use in a day would deplete our log inventory. So we're gradually adding production a day or two a month."

In Ohio a source said, "We're getting a tremendous amount of inquiries and I have to question is that because it's not avail-

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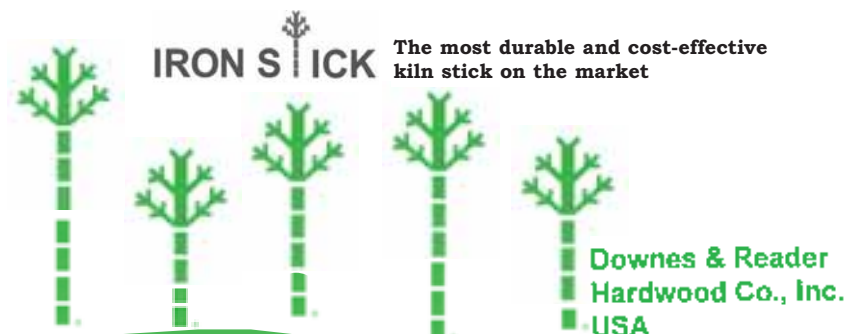
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Continued on page 22

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BUSINESS TRENDS (U.S.A.)

Continued from page 21

able anywhere else? Personally I think the upswing in the current market is a function of the supply shortage, not increased demand."

Like others in the region, he attributes the shortage in part to wet weather conditions. "For this time of year, it is very unusual. We should be in drier weather now, but we're not."

Supplying Red and White Oak, Poplar and Ash, the contact said all species are moving well. "We buy a lot on the outside market and it's a very tight supply out there right now," he explained.

Looking ahead at the months to come he expects improvements, "if the weather gets better and more lumber becomes available."

As for adjustments made during the economic slowdown, he said he took the last two years to upgrade his facilities. "The new equipment is state-of-the-art and is increasing our yield and efficiencies."

The supplier doesn't expect much of a change in business conditions for the remainder of 2010. "I think we're in for more of the same," he said. "I don't think it's going to be a boom, and I don't think it's going to be a bust either. I think we're just going to kind of plod along. The only thing dramatic that may happen is the price of lumber may come down and supplies may increase."

NORTHEAST

In Pennsylvania, a hardwood supplier who specializes in Hard Maple said prices are coming down a little bit and while market conditions are better, they are still challenging. "I think it's timing and I think people are backing off on the inventory," he said. "Green prices have really increased in the last 90 days. They've gone up higher than end-users are willing to pay right now. So there's more kiln-dried lumber out there than there was six months ago. Now that's putting heat on the other end. Because everybody hasn't been running for two years, they all started running about six months ago when there was a shortage. Now they've gotten rid of the shortage and we have a little bit of an excess to deal with."

The contact, which operates a concentration distribution yard said Hard and Soft Maple and Cherry are moving well. "Our inventories are comfortable. It's basically like the gas and oil business, if you're willing to pay enough, it's always there." He also said Red Oak prices are up but he expects them to level off with demand in the coming months.

A Connecticut hardwood producer said business activity is steady. "Prices for the Common grades are coming down. They peaked a month or so back and we are seeing them come back quickly. The FAS grades have been stable, not much has changed in the last six months." He said that business has changed from two months ago and he attributes it to more availability.

"I think there is some increased production out there and some of the companies in the Far East are not needing as much material so prices are tightening. Our predominant species are Poplar and Red Oak. Both species have been moving good. Timber is tough, prices are really high and sometimes the numbers don't work, but overall we're finding the timber we need," he added.

The source said inventory levels and prices are up "tremendously. A lot of timber is being sold for more than it's worth and trying to recoup your money back out of it is a tough job right now," he explained. "I hope the timber side frees up in the coming months and prices level out but I don't really foresee that."

Marketing 60 percent domestic and 40 percent export, the hardwood supplier expects stable conditions for the rest of 2010. "I think we'll continue to move the amounts we're moving now," he said. "We don't see the push for materials as we did back in March through May. There's a change in the last few weeks. So there's a shift out there but we think it will remain stable."

In other news, Massachusetts is more than quadrupling the amount of forested state land that is off-limits to commercial logging and will limit the use of clear-cutting, according to a recent policy

announcement.

The new policy reflects the growing use of public land in Western Massachusetts for recreation and was adopted after an outcry about logging practices on some of those properties.

"From now on, we will be clear about how we manage the different kinds of forest land that are owned by the state," said Ian Bowles, secretary of energy and environmental affairs. "Governor Patrick sees our state forests as precious natural resources, and we intend to protect them, not exploit them."

Some 40,000 acres of the forests that are managed by the state Department of Conservation are now off-limits to logging. The new plan will ban logging on at least 185,000 acres and clear-cutting will be limited to one-third of an acre."

This announcement came behind a year-long evaluation of forest policy prompted by a public outrage after discovering large clear-cuts on public lands in the last five years.

SOUTHEAST

A hardwood supplier in Georgia said business conditions in the Southeast are twice as good compared to a year earlier. "All prices are almost double what they were a year ago," he said. "We cut all domestic species and all of them are moving well."

"We buy tracts of timber and we cut logs ourselves," he continued. "We bring in about a hundred loads of logs a day." He said his inventory levels are at an average level and prices are up about 20 percent.

When asked if he thought Georgia's overall economy is improving, he said, "We'd all be sitting at home watching television if it weren't for exports." He said that 85 percent of his lumber is exported to China. "We do a lot of things. We manufacture train mats; we cut railroad ties, pallet parts and cants and laminated mats," he said.

The supplier is hoping sales activity will remain at current levels for the coming months. "As long as we can keep lumber under our roof and keep overseas relations good, we'll be fine."

A hardwood flooring manufacturer in Arkansas said his market is significantly better. Attributing the improvement to supply shortages he also cited a slight uptick in housing. "The numbers show that the housing uptick has been going on for the last five months," he said.

Also a hardwood lumber supplier, he said, "We cut all domestic species specializing in Red and White Oak and every grade is strong and in demand." He said his prices were up across the board. "Prices are up for all species but we think it will level off in a few months."

When asked about changes he may have made to adjust to the economy over the last few years the source said, "We downsized and became more streamlined."

In reference to transportation issues he said trucking is difficult which is affecting hardwood availability. "On the flooring side, it's mostly a timing issue. We can't get it there fast enough."

Marketing to wholesale distributors, the contact and his customers expect market conditions to be better at the end of 2010 than in the last four years overall.

In Alabama, a hardwood flooring manufacturer said sales activity has improved by up to 50 percent. "We're getting plenty of logs and lumber right now. Six months ago we were having a hard time finding what we needed."

Inventory levels for the contact are up by 75 percent and prices are also up. "Prices went up again today," he said. "We're looking for it to level off soon."

Concurring with others in the region, the supplier said he is experiencing a shortage in availability of trucks. "Transportation is a problem right now. We're having a hard time finding available trucks."

Marketing to distributors, he said he looks for the remainder of 2010 to include more improvements. "Things are looking promising. We've got a good inventory, plenty of logs and we're backed up on orders for about four weeks right now."

A hardwood supplier in Arkansas closed his doors after 30 years. "The recession devalued my lumber inventory," he explained. "Prices are beginning to come back now, but we won't be here."

Offering mostly Red and White Oak, the source said that the time he closed his business, supply was still an issue. "There's an overcorrection about to happen in our industry," he said. "People are going to overproduce because of the short-

Continued on page 23

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

Continued from page 22

ages, and we may be right back in trouble again."

"If you own land with hardwood timber on it, you'll be alright. But if you have to compete for the logs, it's going to be a pinch," he said regarding the coming months.

WEST COAST

On the West Coast a hardwood supplier in California said market conditions in his area are picking up. "There's more activity going on," he said. "A lot more bidding and quoting, and that's leading to more sales."

The source, which offers Hard and Soft Maple, Walnut, Cherry and Mahogany said, "Oaks are rebounding a little bit along with Poplar and Alder. Certain grades are getting hard to find. Our inventory levels are low, we're working on a skeleton inventory right now. There is a lot of lumber in town, the mills have set up reload situations where we can pick up a bundle here and there when we need it. I think a lot of people are doing the same thing."

As for prices he said Red Oak has taken a large jump in recent weeks. "The economy is still kind of slow and we are thinking the prices might come down a little bit once we start manufacturing more Oak."

In reference to how his company survived the recession, the hardwood supplier said he has expanded product lines. "We're doing some different things. We're doing some panel products and just about anything we can now, looking for ways to survive."

Marketing to furniture, cabinet and moulding and millwork manufacturers, the source is optimistic for the coming months. "Some of my customers are picking up and they're telling me they are starting to see some light at the end of the tunnel. So we may be heading in the right direction."

In Fontana, California a hardwood lumber, panel and moulding wholesale distributor said his business is up about 20 percent. "There are a multitude of factors involved for us specifically with that increase," he said. "We are reaching out and getting a bigger part of the market share out there, being more aggressive. We've added new product lines and I think a small portion of it can be attributed to an uptick in business in some areas."

"As a whole the general marketplace hasn't gotten any better in our area," he continued. "The only reason why we can increase our sales is by reaching out into our competition's territory and adding new lines. We keep a very large diversified inventory, which some of our competition is not able to do. We've increased our inventory probably by a half a million dollars in the last six months."

The contact said when he saw the economy turning two years ago he elected to reduce inventories. "I've been in this business for 40 years. I immediately started reducing inventories and took it from an 8 million dollar inventory down to a 5 million dollar inventory over the two-year period. By doing that we maintained a positive cash flow and we're still able to discount our bills."

Offering more than 25 domestic hardwoods the source said, while he isn't having supply issues, he is having a difficult time finding the species at a competitive price. "From January of this year there are some items in the Oaks and Poplars that are up more than 25 percent," he explained. "We're starting to see the Poplar back off now and we anticipate the upper grades in just about everything to back off by the end of the summer. There are a lot of mills that I have talked to that have increased production. Historically they've been known to overproduce and I think that's what may happen."

He also said transportation costs are up. "They're up across the board which increases the prices of our product coming in and it increases our transportation costs, which increases the cost to the customer. It's difficult to maintain your profit margins because your overall costs are going up but your profits are not."

For the months ahead the wholesale distributor said, "For us I think it's pretty much status quo, only because of our aggressiveness and our diversified inventory."

A hardwood supplier in Oregon said conditions in his area are off from six months previous. "What happened here in particular is there is not a lot of commercial development going on in this specific market."

Some of our customer's have done well but they're shipping the product to the east and the south. We entered into the slump two years after it started, so we're going to have a longer road coming out. We still have a high rate of foreclosures. We had some brilliance that showed itself at the end of the first quarter and the start of the second quarter, but with the first-time-homebuyers-credit going away we've seen the builders back off their original forecasts. So housing production appears to be in a downturn at this time."

As for other issues affecting the market the contact said, "There are 12 banks in Oregon that are under a Federal Deposit Insurance Corporation (FDIC) cease and desist order and 25 in the state of Washington. One of the largest banks that was active in the builder industry is Sterling Financial and they're under a cease and desist, so they've got to raise a lot of capital."

Supplying Red and White Oak, Alder, and Poplar, he said he isn't experiencing many supply issues. "There have been some shortages in specific grades. I wouldn't say shortages, it's just the production time is further out. It appears the supply side is improving."

Going forward the source said, "We're not looking for much of a change in 2010. Hopefully we'll see some in 2011."

NEWSWIRES

New York—The Institute for Supply Management says it's manufacturing index slowed in June, but was at a level suggesting industrial sector growth. The institute's index fell to 56.2 in June from 59.7 in May. Economists expected a 59 reading for June. A level above 50 translates to expansion. The manufacturing sector has been a highlight of the economy for about a year, since companies have been replenishing inventories and buying new equipment.

However, new orders and production are not increasing as rapidly as they have been, according to the institute.

Still, manufacturers plan to hire more people, the report says.

Sparta, Wisc.— MacDonal & Owen Lumber Company has purchased PW Hardwoods, located in Brookville, Pa.

For more than 40 years, MacDonal & Owen Lumber Company has been a privately owned, Wisconsin-based hardwood



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lumber company serving customers throughout the U.S. and the world.

According to MacDonal & Owen, the acquisition positions both PW and M&O to serve all their customers more cost-effectively and efficiently.

PW Hardwoods, previously owned by DLH Nordisk based in Denmark, will continue serving its customers along with all customers of MacDonal & Owen.

The companies are eager to combine their product lines and provide a more diverse offering of products to current and future customers, according to a company spokesman.

Products offered by MacDonal & Owen and PW Hardwoods include more than 20 species of FSC-certified lumber, green and kiln-dried lumber in most thicknesses.

Services offered include custom drying, planing, sanding, gang-ripping, re-sawing and chopping.

"We see this as a strategic acquisition that will allow us to extend our global reach and better serve our domestic and international customers," says owner and CEO David Twite. "We're thrilled to add PW Hardwoods to our company. We're certain our customers will benefit from this acquisition."

Washington, D.C.—It's expected that expenditures on home improvement will

Continued on page 24

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NEWSWIRES

Continued from page 23

rebound this year, based on the Leading Indicator of Remodeling Activity, a report of the Remodeling Futures Program at the Joint Center for Housing Studies at Harvard University. A growth rate of almost 5 percent is projected for 2010.

Gradual recovery in the broader economy portends growth in this business sector, according to the Joint Center for Housing Studies. "This year could produce the first annual spending increase for the industry since 2006," says Nicolas P. Retsinas, director of the organization.

"With house prices showing modest gains in most markets and the employment outlook beginning to stabilize, owners are likely to refocus attention on home improvements," says Kermit Baker, director of the Remodeling Futures Program at the Joint Center for Housing Studies.

The Leading Indicator of Remodeling Activity provides estimates of nationwide homeowner spending on improvements for the current quarter and the following three quarters.

Malaysia—The Malaysian Timber Council has planned a two-day Global WoodMart to take place in Kuala Lumpur Oct. 19-20, 2010.

This event, a one-stop selling, buying and networking platform for suppliers and buyers of timber products from Malaysia and worldwide, will be held at the Kuala Lumpur Convention Centre.

"The MTC Global WoodMart 2010 opens up a fresh vista of opportunities for Malaysian timber businesses to meet global suppliers and buyers of timber products in Malaysia itself," says Cheah Kam Huan, CEO of the Malaysian Timber Council.

For more information, go to www.globalwoodmart.my.

Canada—Wood construction is staging a comeback in Canada, home to 10 percent of the globe's forests.

Athletic facilities, schools and other structures are increasingly being built with wood, once a primary construction material before cement and steel came into wide use.

The resurgence of wood is a much needed help to the nation's struggling lumber industry.

More than 44,000 forestry and mill jobs were lost in Canada from 2003 to 2009, according to the federal government.

Industry Canada's website says, "The forest products industry is one of Canada's leading manufacturing sectors and largest net exporter. It is the cornerstone of the economy and a major component of the industrial structure and employment base of all regions of the country."

At present, 15 to 20 percent of Canadian non-residential buildings are made of wood, but Louis Poliquin, head of Cecobois, an industry group promoting commercial wood construction, estimates that lumber could be used in 80 percent of new construction.

Seattle—Biomass now generates 32 percent of all energy in Sweden, causing increased competition for pulpwood, reports the *Wood Resource Quarterly*.

The Swedish government has approved a plan to have renewable energy constitute 50 percent of total energy consumption in the nation by 2020. By 2030, the government wants the nation to be completely independent of imported oil for transportation.

In the past, the pulp and paper market has primarily affected wood fiber prices, but with energy coming into play, new market forces are in place.

United Kingdom—Hanson Clarinets, the United Kingdom's largest clarinet manufacturer, has been awarded the world's first FSC Chain-of-Custody certificate for African Blackwood.

The company expects to launch the world's first FSC-certified clarinets before the end of 2010.

Alastair Hanson, co-founder of Hanson Clarinets, said, "We hope that our commitment will help persuade other makers to join in protecting endangered species and in turn, work to protect the future for forests, wildlife, communities and, of course, music."

Import/Export Wood Purchasing News

African Blackwood is valued for making clarinets, oboes and bagpipes. The first harvest of FSC-certified African Blackwood was carried out in Tanzania.

Boise, Idaho—Boise Cascade LLC has announced that it is now offering FSC Chain-of-Custody-certified ALLJOIST products throughout Eastern U.S. and Canadian markets.

Boise Cascade ALLJOIST engineered wood products can be ordered FSC-certified in all four ALLJOIST profiles including the new deep joist AJS 30 products, introduced earlier this year. The availability of FSC-certified ALLJOIST products means these items can now help builders achieve LEED points under U.S. Green Building Council residential and commercial green building programs, including LEED for Homes and LEED for New Construction.

Washington, D.C.—Environmental groups – including the Sierra Club and the Center for Food Safety – have filed a lawsuit against the U.S. Department of Agriculture, seeking to block tests of genetically modified Eucalyptus trees.

The lawsuit alleges the USDA approved this testing in 28 locations, "with minimal environmental review," sources say.

Testing is being carried out by ArborGen, a joint venture of numerous paper companies, including International Paper.

The quickly growing Eucalyptus hybrid is designed to tolerate a colder climate.

Switzerland—Close to 6,500 acres of Danzer Forestland's forests in Indiana have been granted FSC certification. This distinction means the forest areas are managed in keeping with the FSC's stringent social, economic and ecological standards.

Danzer Forestland is a subsidiary of Danzer Group, a world leader in production of decorative veneer.

Now all Danzer Forestland's forest products in Indiana can carry the FSC seal.

"FSC certification demonstrates our commitment to sustainable forestry," according to Hans-Joachim Danzer, Danzer Group CEO.

Danzer Forestland focuses on management and acquisition of timberland in the northeastern U.S.

France—Representatives of the Pacific Lumber Exporters Association (PLEA), a Softwood Export Council member, were among an American wood products delegation attending the Carrefour International du Bois trade show in Nantes in early June. PLEA also made presentations at a seminar sponsored by American Softwoods in conjunction with the show.

"It was extremely positive that there was such strong participation from American companies, all of whom expressed enthusiasm for the show and for the business opportunities and new contacts that were made," said Charles Trevor, consultant for Southern Forest Products Association and the American Softwoods European markets.

Carrefour International du Bois is considered the premier European show for wood and wood products. This year's event featured 500 exhibitors and drew 10,000 visitors.

The next show is slated for June 6-8, 2012.

Portland, Oregon—American Softwoods and its Japanese staff visited Pacific Lumber Exporters Association, West Coast Lumber Inspection Bureau and Western Wood Products Association mills with potential Japanese customers and Japanese press from Nikkan Mokuzai Shinbun recently.

The group visited seven mills including Warm Springs Forest Products, Frank Lumber, Columbia Vista, Rosboro, Manke Lumber, Mason Company, Great Western and one wholesaler, Vanport, to see their facilities, to see the lumber quality and to find out about mill capacity.

Visiting Japanese companies were Katsura Lumber, Inc., Kakuho Lumber, Mikawaya Mokuzai, Lam Sell, Kodama Sangyo, Itochu Kenzai Corp. and Green Houser Co., Ltd.

Based on talks with the Japanese cus-

NEWSWIRES

Continued from page 24

tomers in this trade mission, the biggest concern is whether the U.S. will maintain stable supply to Japan in the future when the U.S. domestic market recovers.

U.S. sawmills that export heavily to Japan indicate they would like to maintain supply in the future since, for a long time, they have maintained consistent production and supply to Japan.

India—India's continued manufacturing growth was seen in its March, 2010 figure, showing 13.5 percent growth in the manufacturing sector over March, 2009.

This marked six consecutive months of growth. Production has grown and raw material imports have increased 43 percent. Exports grew 36 percent over the level of April, 2009.

Particleboard and plywood manufacturers in India face difficulty, due to an increase of 25 percent in plantation log prices, lower log supply and off-and-on power supply.

Panic in raw material sourcing has resulted from decreased log supplies and increased demand for processed products. Increasing imports of high grade, large girth peeling grade logs may be the only near-term answer, sources say.

The industry needs additional large scale plantations of different high yielding species. China has been successful in carrying out this strategy. Lack of labor also is a problem for manufacturers in India, sources say.

Russia—The leading Russian forestry company Ilim Timber has acquired two sawmills from the German Klausner Group. The mills are Klausner Holz Bayern and Klausner Nordic Timber. Mill production is 800,000 m3 and 1,100,000 m3 of sawn timber per year.

Ilim Timber also acquired new sawmill equipment. Ilim Timber plans to continue running both mills in Germany and reach maximum capacity. "Acquiring the high-class assets allows us to strengthen our position in the European market," said Ilim Timber CEO Michael Kokorich.

Austria—Production in the Austrian timber industry declined in 2009 by 16.4 percent to 6.12 billion Euros. Timber exports also dropped by 16.4 percent.

Principal buyers of Austrian wood products in 2009 were European countries (making up 76 percent of purchases). Standouts were Germany and Italy. The U.S. and Japan purchased 8.7 percent of Austria's wood. Timber and wood products imports to Austria fell 7 percent in 2009.

El Monte, Calif.—Aishni Home Furnishings says it has increased its production capacity of wood furniture in Jaipur, India, by 125,000 square feet.

CEO Pravin Srivastava said the expansion is expected to increase capacity by at least 80 containers per month.

"This will assure our largest customers continued flow of merchandise and quality levels that they expect from Aishni," he said. Improvements have been made that will let the company "take the product from tree to finished product," he said.

Aishni utilizes Sheesham, Acacia and Mango woods.

Sweden—The Swedish forestry research institute Skogforsk says the global market for forest machines using the environmentally friendly cut-to-length method is currently valued at about one billion Euros. Swedish production in this sector is worth about 330 million Euros. Finland and Sweden are leaders in this modern forest technology.

Value of equipment and accessories, plus small-scale forest technology, are worth millions of Euros.

These findings come from studies by the Swedish University of Agricultural Sciences and other research entities.

During the first decade of this century, the modern forest technology field grew by 50 percent, to about 3,000 units sold annually. The most important markets for this tech-

nology are South America, Southeast Asia, China and Russia.

WASHINGTON SCENE -

Continued from page 2

we've got to make sure we're not being undercut by irresponsible practices like deforestation."

Keith Romig, Strategic Issues Representative for the United Steelworkers said, "America is losing many thousands of jobs because of illegal logging and tropical deforestation at a time when, instead, we should be growing jobs here at home. Any climate policy that aims to protect American jobs also has to protect tropical forests."

The report can be viewed at www.adpartners.org/agriculture, along with state-by-state and industry-by-industry data on the effects of tropical deforestation.

DNR Releases Strategic Plan

The Department of Natural Resources (DNR) released its Strategic Plan 2010-2014 titled *The Goldmark Agenda*.

Changes and key issues addressed in the plan include recognition of stakeholder groups and DNR's intentions for its trust land management. DNR also addresses its continued intentions to increase Forest Stewardship Council (FSC) certification.

The renewable energy and effects of global warming on land management sections have been updated from earlier drafts. Land base maintenance and help for non-industrial landowners is also examined in the plan. DNR proposes to create the "Community Forest Trust" to protect forestlands subject to conversion.

For more information and to access the report visit www.dnr.wa.gov/publications.

Coniferous Species Indexing

According to a recent American Forest Resource Council (AFRC) newsletter, Regional Forester of the Pacific Northwest Region of the Forest Service, Mary Wagner announced that all existing timber sale contract holders with contract groups of Ponderosa Pine and other Coniferous species will have the option of converting to flat rates upon written request of the purchaser. Further, the region will be offering Ponderosa Pine and other Coniferous species contract groups at flat rates in all new escalated sales and contracts.

This recent modification is the result of several discussions between forestry personnel, AFRC and AFRC members regarding ineffectiveness of the Coast Inland Ponderosa Pine Index to reflect true stumpage adjustments based on the products currently being realized from Ponderosa Pine timber. The Flat Rates will be determined based on the four quarterly indexes from 2009 and will be effective for up to a 24-month time period. The region will assess the escalation of Ponderosa Pine again as the Western Wood Products Association develops a new index log for Ponderosa Pine for the 2012-2013 base index.

AHEC REPORT -

Continued from page 2

in general, and American hardwoods in particular, to consumers, specifiers and policy makers around the world. It will also give us increased ammunition in our arsenal to help ensure American hardwoods are given their due credit in global green building standards. Once funding is approved, the consultants will need to contact several hardwood companies in the U.S. in order to gather "primary data" on production. I hope that several of you will be willing to volunteer some of your time toward this ambitious, but highly valuable project.

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 and

Continued on page 26



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Michael Snow, Executive Director
telephone: 703-435-2900

AHEC REPORT -

Continued from page 25

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.

OBITUARIES

Bernard "Bernie" Bernstein

Martinsville, N.Y.—Bernard "Bernie" Bernstein, 73, recently passed away. Bernstein was born and raised in New York, N.Y., and he was formerly of North Plainfield before moving to Martinsville in 1999. He was founder and owner of Mid-State Lumber Company in Branchburg since 1975. He was a member of Temple Shalom in Bridgewater, Raritan Valley Country Club, 200 Club, Somerville Elks Lodge and the Masonic Lodge in Plainfield. He was former president of the Plainfield Hebrew School and served on the board at the Plainfield JCC. His greatest passion in life was working with his sons at the family business. He enjoyed golfing and tennis in his spare time. He is survived by his wife of 51 years, Linda Bernstein; three sons, Kenneth, Gary and his wife Dawn, and David and his wife Bonnie; a brother, Irwin Bernstein; sister, Eleanor Rosenfeld; and seven grandchildren: Jessica, Marissa, Samantha, Ross, Adam, Danielle and Jacob.



To send condolences to the family, visit www.brucecvanarsdalefuneralhome.com.

Baptist Church, he served as a deacon and trustee. He also served as a trustee for Union University and Baptist Hospital. He was involved with Boys Town, The Gideons International, and the Memphis Rotary Club. Cockroft was closely involved with the Lumberman's Club of Memphis, having served as President. He was also chosen as Lumberman of the Year. He served on the Building Committee for the headquarters of the National Hardwood Lumber Association. As a young boy, Bill participated in Boy Scouts and continued to support that organization as an adult and instill a love for scouts in his grandson. Cockroft was preceded in death by his father, who died when he was six years old, his mother, and his brother, James Lee Cockroft. He is survived by his wife, children, grandchildren, his sister Natalie Cockroft Ragon of Jackson, Tenn., and his brother Robert Stansul Cockroft of Baltimore, Md. Memorials may be made to the Memphis Union Mission, P.O. Box 330, Memphis, TN 38101.



Larry Cross

Joppa, Md.—Larry Cross, retired vice president and head of lumber purchasing of J. Gibson Mcllvain Company, located in White Marsh, Md., recently passed away. He was a long-time employee of Palmer and Parker Lumber in Tewksbury, Mass. After starting as a laborer, he eventually worked his way up to yard foreman, before entering sales. Once Palmer and Parker closed, he began working at J. Gibson Mcllvain in Danielson, Conn., as a salesman. Later, he moved to work at the Mcllvain office in White Marsh, where he served as a vice president in the company. His travels for business took him to sawmills across the world, including South America, Europe, and Africa. "Larry and I traveled abroad together for business for many years," Gib Mcllvain said. "He was the most knowledgeable lumberman I ever knew. We will all miss his sense of humor, good practical sense and vast knowledge of lumber and the business in general." In addition to his parents, of Summerfield, Fla., family members include his wife, Catherine (Blevins) Cross of Joppatowne; son Zachary of Auburn; stepson Theodore Weeks of Joppatowne; brothers David Cross of Fremont, N.H., and Donald Cross of Ocklawaha, Fla.; and several nieces and nephews.

William "Bill" Scott Cockroft, Sr.

Memphis, Tenn.—William "Bill" Scott Cockroft, Sr., 87, owner of Colco Fine Woods, located here recently passed away. He was born on October 3, 1922 in Memphis at the original Baptist Hospital. He was the son of James Cicero Pericles Cockroft and Jessie Childress Cockroft. He grew up in South Memphis and graduated from Southside High School. He served as a Lieutenant JG in the United States Navy aboard an LST-461 during WWII. Cockroft attended Louisiana State University and graduated with a degree in Forestry. He went on to build a successful business in hardwoods. Cockroft and his wife of 56 years, Gladys have two daughters Angee Hughes of Los Angeles, Calif., and Kay Cockroft of Eads, Tenn., and a son William Scott Cockroft, Jr. and his wife Jennifer of Bartlett, TN. He has been referred to as "Dandy Bill" by his six grandchildren; Kassie Collins, Kelly Cockroft, James Cockroft, Lyndsey Stewart, Jessie Stewart and Don Hughes. He lived an active life enjoying drumming, swimming, biking, running, golfing, and handball. He competed in the Memphis In May Triathlon and Senior Olympics. He won a Bronze Medal for the breast-stroke event at the 2009 National Senior Olympics. In addition to his hobbies and interests, he was a leader in his church and community. A member of Germantown

IMPORT/EXPORT CALENDAR

AUGUST

Tecno Mueble, Expo Guadalajara, Guadalajara, Mexico. Contact: www.tecnomueble.com.mx. Aug. 18-21.

Global Competitiveness of Hardwood Products, Landsdowne Resort, Landsdowne, Va. Contact: sue_dimick@mail.wvu.edu. Aug. 22.

IWF 2010, Georgia World Congress Center, Atlanta, Ga. Contact: 404-693-8333. Aug. 25-28.

SEPTEMBER

Expo Nacional Ferreteria 2010, Guadalajara, Jalisco, Mexico. Contact: info@expoferreteria.com.mx. Sept. 2-4.

Furniture Manufacturing & Supply China 2010, Shanghai New International

Expo Center, Shanghai. For more information, go to www.ubmsinoexpo.com. Sept. 7-9.

Global Buyers Mission, BCWood, Whistler, British Columbia. Contact: 604-882-7100 or 877-4BCWOOD. Sept. 11-12.

2010 SFI Annual Conference, Renaissance Vancouver Hotel Harbourside, Vancouver, British Columbia, Canada. For more information, go to www.sfi-program.org/conference-2010.php. Sept. 21-23.

OCTOBER

National Hardwood Lumber Association, Annual Convention & Exhibit Showcase, Hyatt Regency Vancouver & The Fairmont Hotel Vancouver. For more information go to www.nhla.com. Oct. 13-16.

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INDEX OF ADVERTISERS

AHEC26	IWPA27
Argo Fine Imports19	Midwest Walnut Co.11
Aztec Intl. Timber & Trading Ltd.27	NHG Timber Ltd.24
BAILLIE Lumber Co.14	Newman Lumber Co.6
Bingaman & Son Lumber, Inc.19	Patriot Timber Products3
Coastal Lumber Int'l.22	Penn-Sylvan International, Inc.21
Cole Hardwood, Inc.4	Prime Lumber Co.23
Downes & Reader Hardwood Co.,21	Primewood Lumber, Inc.25
Fitzpatrick & Weller20	Ram Forest Products Inc.25
Frank Miller Lumber Co., Inc.17	Rolling Ridge Woods, Ltd./Yoder Lumber Co.9
Hanabee Bros. Sawmill Co., Inc.24	Romea Legnami S.p.A.5
Hancock Lumber Co.7	TMX Shipping29
Hansson, Elof, Inc.3	Transit King City/Northway Forwarding26
Hardwood Forestry Fund28	Tuscarora Hardwoods13
Hawkeye Forest Products32	U-C Coatings Corp.23
Hermitage Hardwood Lumber Sales15	Wheeland Lumber Co.22



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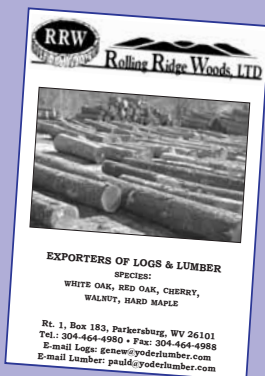
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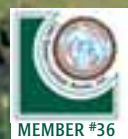
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