

BUSINESS TRENDS (CANADA)

Continued from page 16

the importance of tenure reform is something not lost on him, especially as several forest communities in his riding of Thunder Bay-Superior North are struggling. The system will require, he feels, a balance to be struck between local value-added opportunities and the larger firms who have provided economic benefits to those communities. The system as it sits is in need of additional flexibility to accommodate a wide variety of interests, with more room to take factors such as mill closures or municipal interests into account.

The province is currently mulling over the results of the public consultation period, though no defined timeframe has been presented for announcing any subsequent steps. Gravelle says it will likely coincide with the second phase of calls for interest in biomass-related allocation.

Another initiative announced in 2009 by the Ontario government is seeking innovative ways to use logs, branches, and other wood in Crown forests for manufacturing or other commercial purposes. The aim is to help create green jobs and new investment in the forest industry. Proposals are currently being accepted for the use of about 11 million cubic metres of wood. This competitive process is open to anyone interested in using Crown wood supply and investing in Ontario – including existing and new forest companies. Proposals will be evaluated on a number of criteria, including fostering effective, cooperative relationships between industry and Aboriginal communities. Proposals must be submitted by March 4, 2010.

This is the second stage of the ministry's Staged Competition for Crown Wood Supply in Ontario. It includes about one third of the existing wood supply identified in Forest Management Plans. Stage I, the Request for

Expressions of Interests, was launched in January 2009 to help determine if a wood supply competitive process was warranted. The response was strong – 131 submissions from Canadian and international proponents with proposals related to biofuels, biochemicals, wood pellets, heat and power projects, composites, and other value-added uses. The wood will come from 41 forest management units in Ontario, the majority of which are in Northern Ontario. Part of the wood supply in this competitive process will come from harvest residues – tree tops and irregular limbs – that can be used to support Ontario's emerging bioeconomy sector, such as to produce wood pellets for energy.

For more information on the Provincial Wood Supply Competitive Process and how to submit a proposal, visit ontario.ca/crownwood.

The seasonally adjusted annual rate of housing starts reached 158,500 units in November 2009, up from 157,400 units started in October, announced Canada Mortgage and Housing Corporation (CMHC). "The improvement in housing starts continued in November," said the Chief Economist at CMHC's Market Analysis Centre. "Despite a small decline in November's multiple home construction, overall starts numbers were up due to a solid increase in single starts." This was the highest total of the year.

QUEBEC

A major storm dropped up to 20 inches of snow in the Ontario and Quebec regions and the U.S. border States in early December 2009. This complicated logging as the ground was not fully frozen yet. Quebec mills continued to push for U.S. logs, as the currency exchange provided them with pricing leverage, which they did not have with Canadian landowners, and also to compete with U.S. producers in overseas markets. The exchange helped Canadian buyers hold down prices paid

to Canadian mills, as trucking in U.S. lumber was also an option. However, most landowners resisted lower prices. Many logging operations remained in standby mode, waiting for a freeze to set in. Log sellers reported strong demand for veneer logs.

Contacts reported that industry-wide demand for grade lumber was more than adequate to absorb the developing production, and supplies were stretched thin for a number of items. Logging conditions were favorable in late 2009, and some felt the winter logging season would have a strong start. Despite the low number of active logging companies, there was strong competition for fibre from paper and chip mills. There was a lot of uncertainty about log supplies and sawmill production increasing over the winter. Many companies reported trying to build a backlog of supply to run efficiently, but this brought mixed results.

The Canadian home improvement tax credit kept flooring mills busy and looking for additional Red Oak. Even though prices were moving higher and most contacts were reporting good sales of Red Oak, a few still stated they were having difficulty reducing their kiln-dried inventories.

According to a new report by *Wood Markets International*, there is a "massive" over-capacity of oriented strand board (OSB) in North America, which is expected to dampen any recovery for the panel board producers for the next two years. Canadian OSB producers have been hit even harder than lumber companies by the collapse of U.S. housing. Production for many mills has been curtailed but not permanently closed, and there is much idled capacity available to cause an uptick in prices. Any recovery over the next two years will be short-lived, states *Wood Markets 2010*, a five-year outlook for North American solid wood products. Over the next five years, the report says, there will be improved demand and prices "but it will be slow coming", for either lumber or OSB until the last half of 2011. The high

Canadian dollar and high transportation costs to U.S. markets put Canadian OSB plants at a disadvantage to their U.S. counterparts. Only 11 of the 65 OSB plants in North America are operating at or near capacity. Another 25 are either temporarily closed or permanently closed. The rest are operating at less than full capacity. Lumber markets should fare better as rising housing starts, lean distribution channels and government stimulus programs should kick-start demand and prices, *Wood Markets* reports.

Canada's economy posted a second straight month of growth in October 2009, spurred by the hot housing sector that helped strengthen the country's rebound from recession. Sales of existing homes are surging due to rock-bottom interest rates. The buying spree helped fuel broader domestic spending needed to power the economy until foreign demand picks up.

While the October gross domestic product increase of 0.2 percent was less than the economists' anticipated 0.3 percent and half of the 0.4 percent expansion registered in September, it capped the first back-to-back monthly gain since late 2007. Economists felt the effects of cheap mortgages and tens of billions in stimulus programs provided reason for optimism and helped companies start hiring again.

On a year-over-year basis, gross domestic product was down 3.2 percent in October, indicating the ground the economy still needs to gain to get back to pre-recession levels.

Indeed, not all economists see clear sailing ahead. The deputy chief economist at BMO Nesbitt Burns said the smaller-than-expected monthly gain indicates it may be tough for the economy to post growth above 3 percent in the fourth quarter. He cautioned that sectors such as manufacturing and resources, neither of which fared well in recent months, carry "huge weight" in terms of economic growth.

Continued on page 18



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BUSINESS TRENDS (CANADA)

Continued from page 17

A rebound in U.S. consumer spending is crucial to a sustained Canadian recovery. Reports showed American consumers' spending and incomes climbed recently, as the U.S. labor market showed signs of reaching a bottom. At the same time, the 0.5 percent gain in spending was less than forecast and sales of new homes unexpectedly dropped 11 percent, reminders that recovery south of the border will take time.

Nonetheless, gains in Canadian home prices are boosting sentiment among consumers across the country, and the housing boom could mean more spending on furniture, appliances and renovation projects over the next few months.

Some economists are urging a measured approach to cooling the housing market if it starts to look as if a bubble might take shape. Both the Bank of Canada and the Finance Minister expressed concern that ultra-low mortgage rates are enticing some Canadians to take on debt they won't be able to handle when interest rates start rising again. Mr. Carney dropped several hints during December that should the outlook for total inflation in the economy change, he reserved the right to raise rates sooner than mid-2010. The Finance Minister said that he'll step in if home prices get too high by tightening the rules for borrowers, increasing the minimum down payment and shortening the maximum length of mortgages.

BUSINESS TRENDS (U.S.A.)

LAKE STATES

Hardwood lumber sources in the Lake

States region report stable market conditions and moderate gains in activity. Inquiries and order files continue to rise for many end users. However, builders say lending requirements of banks continue to tighten, making new construction difficult for many. According to some, international exports are becoming a bright spot, particularly to China. Contacts report increasing orders from China for the higher grades of Red Oak. European export markets are being described as "slowing to a crawl," and demand for Walnut appears to be on the rise.

"The overall market is stable and showing signs of a pick-up," an Indiana hardwood lumber supplier said. "We specialize in the thicker stock Oaks for the export market and right now we're doing more business with China for Oak than we have in the past. We're also heavy to Europe and that market has slowed way down, which is understandable as the European economy mostly follows the U.S. economy. So we picked up our slack in China, but we're still not quite where we need to be."

The supplier, which stocks Red and White Oak, Walnut, Cherry, Ash, Hard and Soft Maple and Basswood said Ash and White Oak are currently moving the best. "Ash is moving but it's hard to profit on it. You can move it right now but at the price of Ash, after you kiln dry it, someone almost has to give you the log and that doesn't happen in today's market," he explained. "We cut 4/4 through 16/4 White Oak and it's our best specie right now. Cherry is not moving and Hard Maple is very slow."

As with many other suppliers, the source said while in the past they didn't offer color sorts in Maple, today it's necessary to move it. "In the past we have sold Maple unselected, but now we're finding we have to color sort it in order to move the inventory."

The contact said he isn't experiencing supply issues in any specie other than Walnut. "It's very competitive right now and due to that, people are asking more for the logs than what they are worth."

He also said his inventory levels were higher than normal and he expects pricing for White Oak to remain steady. "I look for the raw material pricing in White Oak to be stable. I think Walnut may come up a bit due to the lack of availability. Red Oak should also pick up dependent upon China. Traditionally China has used the low end grade of Red Oak but as the prices on the uppers came down, they began ordering the higher grades, which will probably drive the price back up and they will go back to the lower grades."

Going into the next six months the supplier looks for business activity to remain stable. "We've adjusted our expenses so that going forward we can at least break even," he explained. "The economy is searching for a new normal. That's where we're at right now, we're holding the line and taking it day by day."

In Michigan, a hardwood supplier said business conditions are slightly better but somewhat spotty. "It starts to pick up for about five weeks and then it drops off again. We are starting to see a lot more inquiries and the grade prices like on the Oaks are a lot better. In our area, I think people are getting concerned about the winter, and whether there will be shortages."

"We're probably one of the largest industrial lumber producers in the Lake States," he commented. "The market is showing some signs, and I can't quite put my finger on whether it's going to pass quickly or if people let their inventories get lower than expected, or if just maybe actual business is picking up. I'm getting stories from my customers and my gut feeling is that it is firming up out there. I've got a customer that orders three loads at a time and I haven't received an order like that from him in a year's time," he said.

The contact said Red Oak was moving well, along with Hard and Soft Maple. "Red Oak prices have gone up quite a bit. We've got orders for Oak before we cut it. Our customers are stocking up; they're getting busier so there are lots of good signs out there." He also men-

tioned that Cherry and mixed hardwoods for frame stock were moving poorly. As for availability the source said while he hasn't had issues finding species, volume has been an increased problem. "People are buying on an as-needed basis and we sell mixed loads, especially in industrial lumber. So there are more mixed loads and it's harder to put together because nobody wants to stock what they're not going to use."

As for log prices, the supplier said prices were up in regards to length not specie. "Logs are up a little bit but not really by species, it's in length. The 10-foot and longer are higher and harder to come by than the 8-foot logs."

Transportation has not been an issue for the company. "We have our own trucks and we've used the same carriers for years, so that's not an issue for us because we know what they're up against," he said.

For the next six months the contact is optimistic. "I expect conditions to gradually improve. I don't believe it will be anything crazy, but I expect a balance to come along."

In other Lake States news, the University of Minnesota was recently granted a \$2.7 million grant from the federal agriculture and energy departments to fund a multi-state study of whether forest-based biofuels are viable and sustainable.

Led by Anthony D'Amato, assistant professor in the U of M's Department of Forest Resources, the study will involve analyzing the potential ecological and economic costs and benefits of harvesting woody biomass from more than 50 million acres of forestland in the states of Minnesota, Wisconsin and Michigan. The harvesting of woody biomass includes collecting and processing the leftover branches and leaves from logging large trees along with gathering smaller trees and shrubs from woody areas.

The three states involved currently have large-scale experiments in process to assess how different levels of woody

Continued on page 21

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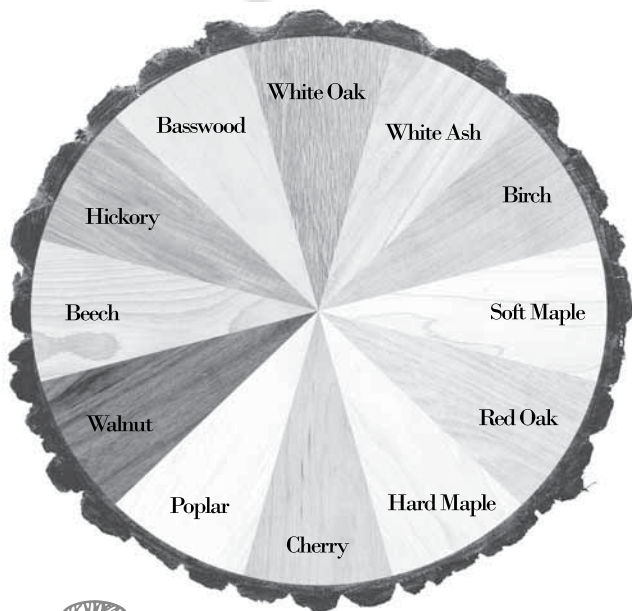
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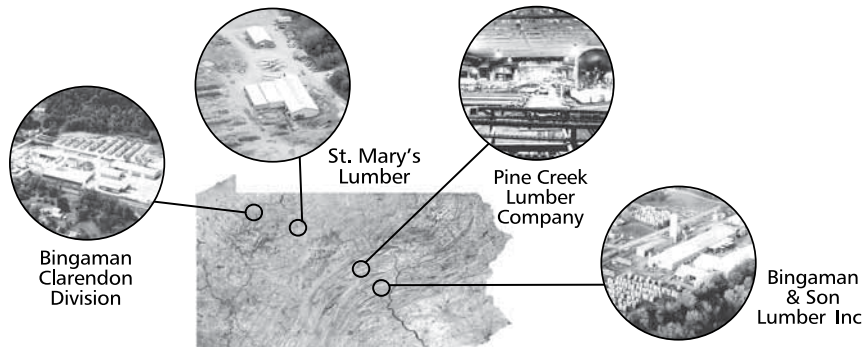
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**BUSINESS TRENDS
(U.S.A.)**

Continued from page 18

biomass removal will affect forest vegetation, soil nutrients, and carbon cycling over a period of time, along with how much biomass is available and if harvesting it makes logistic and economic sense. "This new project provides a more regional, comprehensive approach to those questions," D'Amato said.

Large tracts of forestland in the northern Lake States have been identified as a region with great potential for supplying a woody biomass industry. "But the key is to make sure we're not compromising the long-term sustainability of the benefits we value from forests to achieve short-term benefits," he said.

Part of a \$24 million, 12-grant package from the USDA and Department of Energy, the project is focused on researching and developing technologies to produce biofuels, bioenergy and other high-value bio-based products. Announcing the grants, energy secretary Steven Chu said the goal of the projects is to reduce greenhouse gas emissions by at least 50 percent.

SOUTHEAST

According to sources in the Southeast region, the hardwood lumber market is improving. In some areas domestic markets aren't faring as well as export markets and others report modest increases in both markets. Red and White Oak, Ash and Poplar are the leading species in demand. Contacts say supply issues will likely rise in the coming months. Areas that are already experiencing difficulties credit the shortage to wet logging conditions due to continued rain. Ocean freight container rates are also a large concern for many exporters. While price improvement on lumber is expected, suppliers fear increases in container rates will void the profitability.

A Georgia hardwood lumber and flooring supplier said business conditions are steadily improving from six months prior. "Our domestic markets are fair, but our export markets have improved considerably in demand. The Asian market typically orders No. 1 and 2 Common grades, but now they are requesting FAS and Better, which is good," he said.

The source said No. 1 and 2 Common Poplar, was rising in demand along with Red and White Oak and Ash. "I think our supply issue is going to be a large factor in the first two quarters of 2010 into the spring. That's not going to improve until you start getting better air-dry time and the kilns start turning faster. Log shortages are not going to improve because it's very wet right now and it's not going to dry out anytime soon. I also think ocean freight is going to be a major factor throughout the first quarter. It's going to hurt as far as pricing into the export market because the gains you would have received on lumber will be lost to ocean freight costs."

Supplying 4/4 Red and White Oak, Poplar, Ash and Cypress, the contact said the only specie not moving well is 4/4 FAS Poplar. "I don't think there is more demand in Poplar, I just think there is less supply," he explained. "Green lumber is in short supply and flooring plants are still going after the No. 2 and 3A heavily, which is going to create an issue for No. 2 Common Red Oak for export because the flooring plants are looking for it and they're saying they're having a hard time finding it. It's hard to find lumber right now because most mills are out of logs. We've had a lot of rain, which has resulted in wet logging conditions."

When asked about increased demand for certified products the contact said, "With lumber in short supply there is going to be less demand for certified products. With a supply shortage you can't get too particular. Once supply catches up, demand for certified products will come back."

"I've got good inventories on lumber on sticks, my kiln-dried inventory is low and

my log inventory is fair," he said in reference to current inventory levels. "Logs are going up in price and I think they will continue to rise throughout the winter because of the supply issue. Lumber prices will also obviously rise due to supply."

Looking ahead, the supplier expects business activity to improve by the second half of 2010. "Simply put, I feel a lot better this year, than I did last year during this time period."

In Virginia a Red and White Oak, Basswood, Poplar and Southern Yellow Pine supplier, which markets to the domestic and export furniture industries, said, "Things are looking considerably better for 2010 than 2009." Like others in the region, his export markets are increasing more than his domestic markets. "The domestic market hasn't really improved. The economy hasn't really gotten better long-term as of yet. Bits and pieces of the economy are coming together. I believe it will improve but it's going to take a little while."

"The log situation is a bit of a concern for us, due to the weather and the possibility of not having enough to do what you need to do. The biggest oncoming factor is going to be ocean freight rates. The freight lines have lost so much money last year, they have got to recover somehow. The main fear is some companies are taking ships out of service, which is going to create a shortage that will cause rate increases."

The contact, which markets to furniture and flooring manufacturers both domestically and abroad, said the next six months will be challenging. "We are in a much better situation for 2010 than 2009. I'm looking for the first part of this year to be a lot more active than last. Last year we knew that it was going to be bad, but we have survived 2009 and 2010 is looking better."

In other Southeastern transportation issues, a coalition of allied associations including the American Loggers Council (ALC), North Carolina Association of Professional Loggers, South Carolina Timber Producers Association, Virginia Loggers Association, Virginia Forest Products Association and Forest Resources Association (FRA) recently defeated an Internal Revenue Service (IRS) attempt to deny the 25-percent exemption in Heavy Vehicle Use Tax (HVUT) for log trucks.

"This is a prime example of how the forestry and logging association community is prepared to take cooperative, quick and decisive action when its members are treated unfairly or materially harmed," ALC's Danny Dructor and FRA's Richard Lewis said in a prepared joint statement.

IRS agents began denying the 25 percent HVUT reduction to log trucking firms in South Carolina and Virginia in 2008. FRA initially contacted senior staff in the Department of Treasury National Office to address this issue. Working with state logging associations, the ALC contacted the IRS Taxpayer Advocacy Service and concentrated efforts of the joined forces won the case with the IRS.

All logging firms that had been denied the 25 percent reduction have been advised to file for refunds for assessments and penalties.

WEST COAST

Hardwood suppliers on the West Coast say business activity is improving. Log supply shortages and ocean freight container rates/shortages are a growing concern. Some suppliers mentioned that export markets are buying more No. 2 Common Poplar and Maple, which is driving up pricing and availability, Red Oak has gained in demand and Hard Maple seems to have hit a plateau.

A wholesaler in California said market conditions were slightly better overall in his area. However, he did mention he believes his company is in a better position than most due to a new facility. "Our new facility is growing by about 20 percent a month. We attribute that to the move to a larger building and we are also now handling a high-pressure lam-

Continued on page 22



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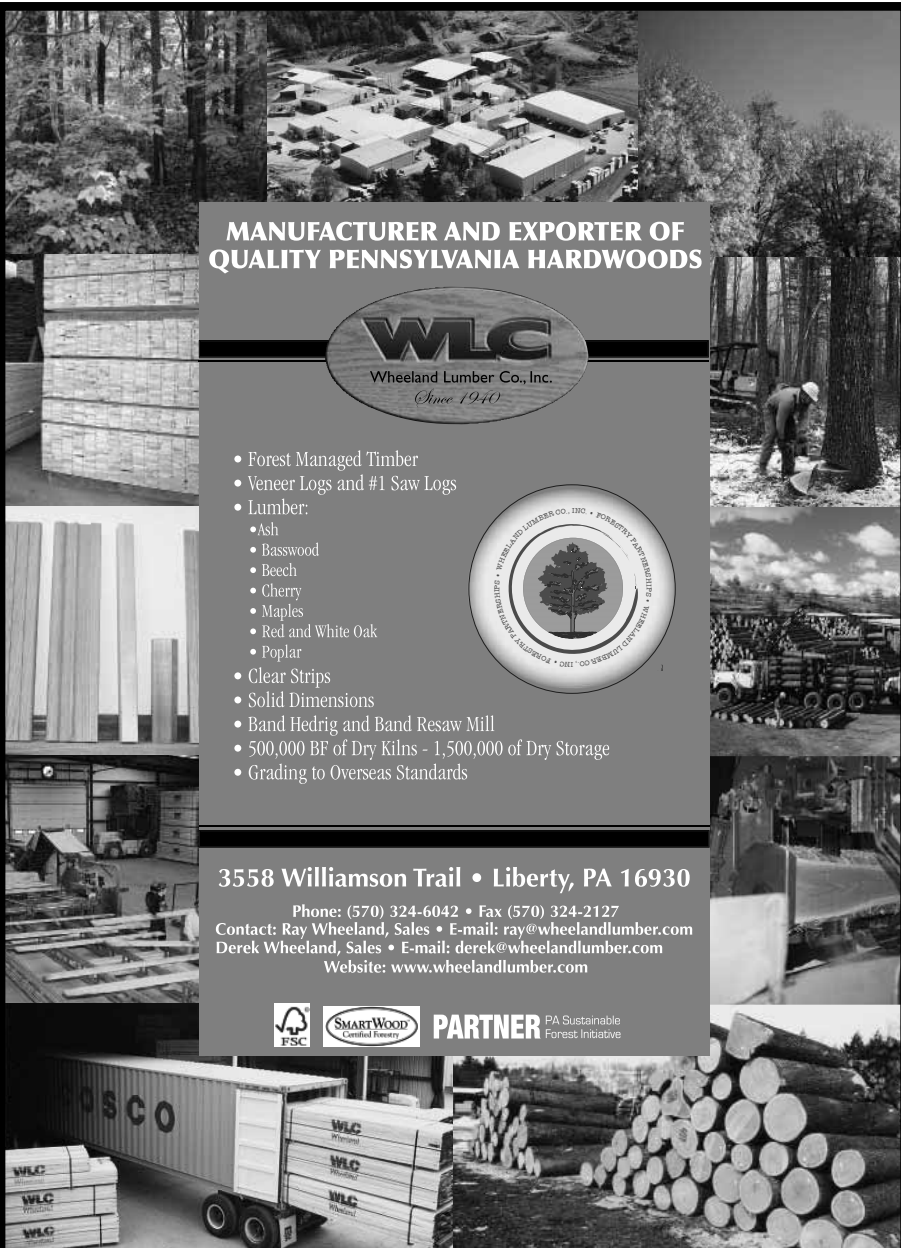
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**BUSINESS TRENDS
(U.S.A.)**

Continued from page 21

inate," he explained.
"As far as our hardwood business, things have gotten a little better. We are forecasting the next six months to gradually get better with each month," he said. When asked what factors were directly affecting his market the wholesaler said lack of hardwood lumber supply was a concern. "It's driving not only us as a wholesaler but our customers to buy a little heavier than normal because of the fear of not having their needs fulfilled whether it be a week from now, or a month from now. We tightened up our inventory last year, but, I feel now we've got to loosen up and buy out a little farther. Where you used to be able to pick up the phone and have a load shipped in a couple of days, now it may be a few weeks before something is coming out of the kilns because even the sawmill inventories are at low levels. I talked to a sawmill today that completely shut down because there are no logs."

As a result of the supply shortage the contact said, "I think we're going to see an increase in inventory levels and also customers are going to start buying farther out now because for the first time in two years, they're experiencing us as wholesalers saying, no, we don't have it right now."

The source who supplies Poplar, Red and White Oak, Hard and Soft Maple along with an assortment of exotics said 4/4 Poplar was moving very strong. "Red Oak is improving, becoming a better mover; Soft Maple is still strong, and Hard Maple has kind of plateaued." He expressed no issues in finding the species that he needs, however, he mentioned pricing as a concern. "We're not having trouble finding lumber, it's finding lumber at a competitive price, that's the issue," he explained. "We're facing rapidly increasing pricing on most species right now."

As for certified products the wholesaler said, "We've been certified for two years now, and each year it seems to be growing. In the state of California all government buildings have to be LEED certified and those projects all require FSC products. So it's something that came on fast and will continue to grow."

In Oregon, a hardwood supplier said business, while not booming, is better than previous months. "A slight uptick in housing and a reduction in the overall supply of lumber are the two leading factors right now," he explained.

The supplier said he believes pricing increases will level off eventually. "The market seems to finally be supply driven. The flooring companies are buying up all of the No. 2 Common products and the Asian export market has an insatiable appetite for No. 2 Common Poplar and Maple. Between those two markets taking a lot off the marketplace, it's driving up prices," he explained.

While transportation has not been a problem, he said many others in his region and across the United States are having issues finding containers. "We bring our lumber in and have it all net delivered. But the mills that I know are experiencing a rise in transportation costs and availability of containers all across the U.S. So there are spot shortages in containers popping up."

Supplying Red and White Oak and Walnut to cabinet and furniture manufacturers, the contact said 3/4 Select Red and White Oak is gaining strength. He said his prices were up relative to the past 90 days. "I expect raw material prices will continue to go up."

Looking into months ahead in 2010, the supplier said, "I believe conditions will continue to improve. Activity is slightly better today than it was six months ago and I think we will see more of that as we move into the second quarter. I see a gradual positive trend, nothing major but a slow recovery."

In legislative news on the West Coast, a bipartisan group of lawmakers from Oregon and Washington recently introduced legislation to give federal forest managers and scientists the tools they need to do necessary work on beetle-

infested forests to avoid catastrophic wildfire and put Americans back to work taking care of forests.

Introduced by Representatives Greg Walden (R-Ore.), Kurt Schrader (D-Ore.), Stephanie Herseth Sandlin (D-S.D.), Brian Baird (D-Wash.) and Cathy McMorris Rodgers (R-Wash.), The Healthy Forests Restoration Amendments Act would amend the original bipartisan and successful Healthy Forests Restoration Act (HFRA), which was signed into law in 2003.

By way of the new legislation federal foresters and scientists would have clear authority to use the proven-to-work tools in HFRA to address areas of the forests at highest risk of catastrophic wildfire.

NEWSWIRES

Atlanta, Georgia—Atlanta Hardwood Corporation recently announced the acquisition of Craig L u m b e r Corporation in Collierville, Tenn.



Jim Howard

The new entity will be known as AHC Craig Imports. Craig Lumber was founded in Liverpool, England in the 1960's. Operations in the United States were established in Collierville, Tenn. in 1977. Craig Lumber directly imports more than 30 species of exotic lumber, specializing in West African and South American hardwoods. The company ships to distributors throughout the United States and Canada. "Craig Lumber has an exceptional reputation for quality wood and excellent customer service," says



James W. Howard, Jr., chief executive officer, Atlanta Hardwood Corporation.

Industry veteran, Charles Craig, will remain with the company as vice president of AHC Craig Imports. Craig emphasized, "Joining Atlanta Hardwood gives us the advantages of selling both domestic and imported hardwoods and a sound financial footing for the future. AHC understands how we do business and the importance of our relationships with customers and suppliers."

According to Howard, "The addition of Craig Lumber to the Atlanta Hardwood group of companies complements our product offering of specialty import woods to the architectural millwork community and hardwood distributors throughout North America. With five concentration yards in the eastern United States, we strive to provide the highest quality forest products. We trust the intrinsic beauty of wood will inspire our customers, as it does us."

Atlanta Hardwood Corporation was originally founded as Howard Lumber in 1952. After more than 50 years in the lumber business, it is recognized as one of the largest lumber companies in the Southeast. Specializing in Appalachian hardwoods, today the company processes, distributes and exports more than 50 million board-feet of hardwood lumber each year and operates five concentration drying yards, a moulding manufacturing facility, and six distribution centers.

For more information, please visit the AHC website at www.hardwood-web.com or contact the Craig sales group: Charlie Craig, Nathan Hascher or Tom Hibdon at 901.853.4317 or 800.351.9736.

Continued on page 23



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NEWSWIRES

Continued from page 22

Brampton, Ontario—Weston Premium Woods Inc., based here, recently announced the addition of Michael Bartlett, Karl Brown and Tom Spencer to the Weston Premium Woods family.

"With over 50-years of combined experience, all three bring a high level of respect and a proven track record of success in the hardwood lumber industry, which will be invaluable in meeting the Weston Premium Wood's goals and



Michael Bartlett



Karl Brown

objectives," one of Weston's owners, Nico Poulos said.

"Michael Bartlett's 13 years experience will immediately add sales and his purchasing and sourcing capabilities will bring strength to Weston Premium Woods. Mike is a licensed National Hardwood Lumber Assoc. (NHLA) grader and specializes in Hard Maple. Karl Brown comes to us with 20 years of hardwood lumber experience. Karl is a product specialist for all imported woods. His tremendous knowledge will strengthen and diversify our product mix, as well as allow him to establish his own customer base.



Tom Spencer

Tom Spencer comes to us with over 20 years in the hardwood industry. Most recently Tom owned and operated a private west coast wholesale lumber company. Prior to that, he was vice president of sales at a large concentration yard in Michigan. Tom will be responsible for trading lumber and added value products. His experience and knowledge will be a welcomed asset to Weston Premium Woods."

Weston Premium Woods is a member of the Weston Forest Group of Companies. Located in Canada, the company is family-owned and operated and has been distributing domestic and imported hardwoods, softwoods and panel products since 1953. Weston Premium Woods operates from a state-of-the-art, 105,000 square foot, climate controlled facility in Brampton, Ontario. For more information visit www.weston-premiumwoods.com or call 905-792-9797.

Surrey, British Columbia—The Teal-Jones Group, headquartered here, recently announced Scott Boates as manager of sales and marketing for Teal



Scott Boates



Kevin Tisdall

Cedar Shake & Shingle Division.

According to a recent press release, Boates has been working in the manager's capacity over the past few months and has now fully transitioned into his

new role. He will continue his work on the sales and marketing of Teal Products but will increase his roles and responsibilities within the department to include many of the day-to-day activities, development of programs and the overall direction of the sales team.

"Scott has proven to be extremely competent, detailed and an asset to the sales department and company," CEO Tom Jones said. "We have every confidence that he will continue to support and provide you with the highest level of customer service and quality product that you have come to expect with the Teal name."

The company also announced that Kevin Tisdall has joined the Teal-Jones Group sales and marketing team of the Cedar Shake & Shingle Division. Tisdall's efforts will be focused on providing quality service and products associated with the Teal brand.

In recent weeks Tisdall has been familiarizing himself with Teal's operations and processes and will work closely with the existing sales team. "We have every confidence that Kevin will diligently work to provide you and your customers with excellent products and services," President Dick Jones said.

The Teal-Jones Group is headquartered in Surrey, British Columbia, Canada, on the banks of the Fraser River. Through four corporate divisions, including Forestry and Log Supply, Whitewood Lumber, Red Cedar Lumber and Red Cedar Shakes, Shingles and Sidewalls, the company employs well over 1000 people, and owns and manages renewable timber resources, sustainable logging operations, specialty saw and planer mill and state-of-the-art manufacturing plants that support a global sales and supply network.

Currie, North Carolina—Inter-

Continental Hardwoods Inc. recently announced that Jim Mills has joined the company sales team. Mills brings more than 25 years experience in the forest products industry, having previously worked in hardwood lumber sales with White River Hardwoods, Frank Paxton Lumber Co. and Craig Lumber Co.



Jim Mills

Inter-Continental Hardwoods is an importer of tropical hardwoods from around the world. Based in Currie, North Carolina, ICH is a 38-acre lumberyard with dry kilns, grading chains, warehouses and milling facilities that provide their customers with over 40 species of tropical and exotic hardwoods in a wide variety of thickness and grades. Inter-Continental also specializes in hardwood flooring and decking.

Inter-Continental Hardwoods provides custom grades, special width and length requirements all of which are handled on site. For more information visit www.ichardwoods.com or contact 910-283-9960.

Portland, Ore.—TigerPLY Shelter Forest International recently announced the addition of Matthew McCoun, who will be responsible for sales of TigerPLY imported hardwood plywood.



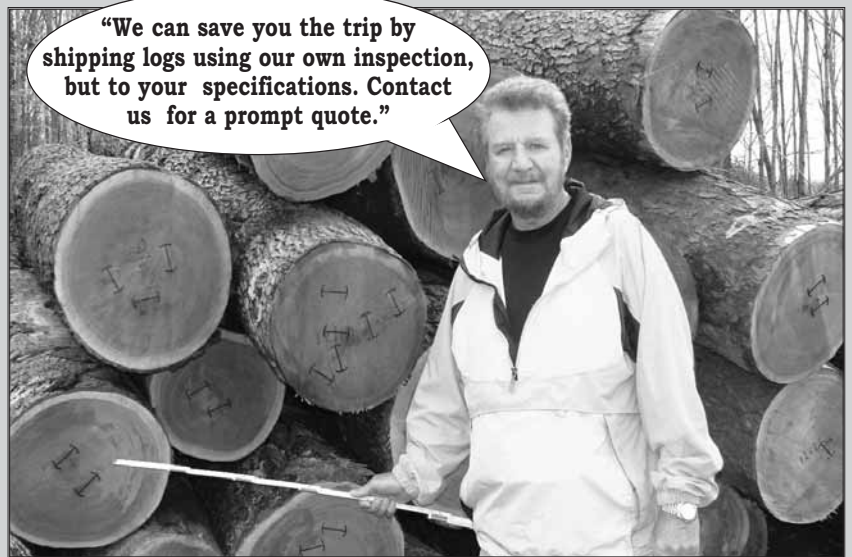
Matthew McCoun

McCoun brings more than 18 years of experience in the forest products industry having previously worked for North Pacific as a hardwood lumber trader and in hardwood lumber sales for Deschutes Pine Inc.

"I have been in the industry my entire life. Never have I had as much fun as I am having now," McCoun said. "In a market that has been such a struggle for all of us,

Continued on page 24

MANUFACTURERS AND EXPORTERS OF FINE PENNSYLVANIA LUMBER & LOGS



Bill Reese standing by prime Cherry veneer logs

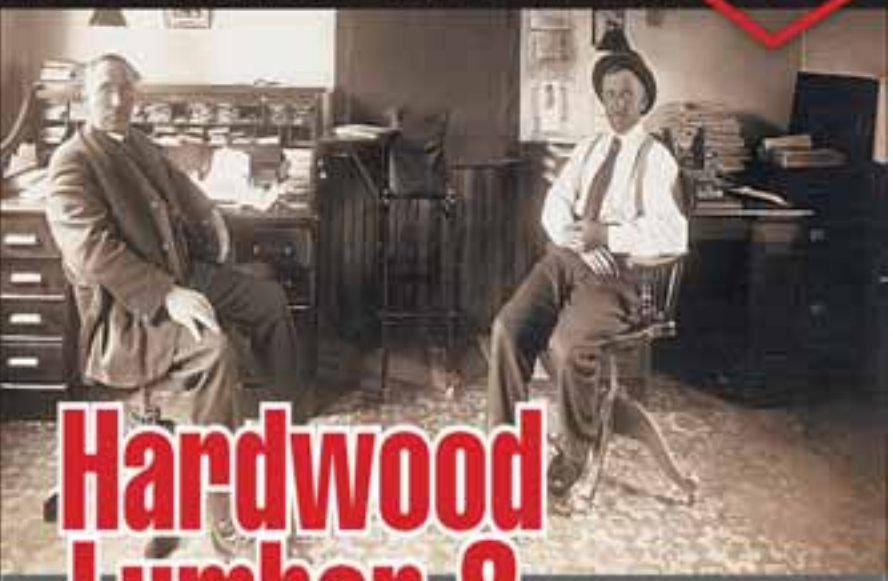
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NEWSWIRES

Continued from page 23

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A graduate of Cleveland High School, he attended Oregon State University. McCoun enjoys snowboarding and mountain bike riding with his wife Marcy and their three children.

TigerPLY is engineered with only hardwood veneers, making it adaptable for a wide range of commercial applications, such as cabinets and architectural components. For more information visit www.tigerply.com.

Taipei, Taiwan—APA International Director Charlie Barnes and Technical Services Director Dr. Borjen Yeh, togeth-



Charlie Barnes and Borjen Yeh, The Engineered Wood Assoc. (APA); Xu Fang, Industry China representative; Kristie McCurdy, Boise Cascade, Boise, Idaho; Randy Calvert, Calvert Company, Vancouver, Wash., and Eddie Yen, State of Idaho, in Taipei, Taiwan.

er with representatives from Boise Cascade, Calvert Company, and U.S. wood exporters, visited here earlier this month to participate in the International Building and Construction Exhibition. While there, they signed a Memorandum of Understanding on green building with the Taiwan Architecture and Building Center (TABCC), which is a quasi-government agency regulating construction materials and systems, signifying a commitment to work together to promote and expand green building materials and sustainable construction. Dr. Yeh also gave a presentation to architects at the National Symposium for the 10th Anniversary of the 1921 Earthquake Memorial sponsored by the National Architects Association of Taiwan, and the U.S. delegation toured a shaker table test facility at the National Earthquake Research Center in Taipei where APA may participate in large-scale testing of wood-frame structures in the near future. Projects involving APA member oriented strandboard and glulam were also visited.

In other international activities, APA trustee Doug Calvert of Calvert Company represented the Association at meetings of the Japan Lumber Importers Association in Japan; APA research technologist Carl Larson attended the JAS Experts and Building Experts Committee meetings in Japan; APA consultant Robert Verhorst promoted APA member products at the Interbuild Construction Tradeshow in Birmingham, United Kingdom; Verhorst joined representatives from Pacific Wood Laminates and LP at the Expo CIHAC Show in Mexico City; and Charlie Barnes participated in the Cityscape Dubai and Big 5 Construction shows in Dubai. Joining him for the events in Dubai were representatives from Boise Cascade, Pacific Wood Laminates, and U.S. wood product exporters. Charlie Barnes and Randy Calvert also promoted APA products at the Green Building Exhibition in Singapore and are hopeful that discussions will lead to projects using engineered wood and concrete forming.

Recent Canadian OSB promotional activities in Japan include participation by APA, Ainsworth and Tolko agents in the Japan Home Show, four technical and promotional seminars in major

cities, and completion of shear wall testing for OSB ministerial approvals for post & beam and platform frame construction. For more information contact charlie.barnes@apawood.org.

Dallas, Texas—East Teak Fine Hardwoods Inc., based here, recently announced the addition of A. J. Bumby as the senior vice president of commercial sales.

In this capacity, Bumby will be responsible for sourcing and selling materials for large, high profile projects such as boardwalks, marinas, municipalities, state and federal agencies and bridges in North America and abroad. He previously has worked on projects such as the boardwalk at Disney World in Orlando, Fla.; Freedom Park in Naples, Fla.; Jones Beach Boardwalk on Long Island, New York; world-renowned Columbus Circle benches in Manhattan, New York; and the City of Ventnor's fishing pier just south of Atlantic City, New Jersey.

Bumby is a 32-year wood industry veteran who got his start in 1977 as vice president of sales for MacGillis and Gibbs Co. Inc., selling treated utility poles to power companies around the world. He became CEO in 1982 and then ran their CCA pressure treating plant in Minnesota until 1997. Bumby has spent the last 12 years at Milwaukee-based Timber Holdings International. Most recently, he held the title of executive vice president and general manager, selling naturally durable hardwoods in the commercial decking, piling, and timber business.

"We are fortunate to have A.J. on our team to help develop a growing part of our business," said Wayne Rogers, President and CEO of East Teak. "His expertise helps us strategically expand an untapped segment of our business, making East Teak even more competitive in the market. He's the best in the business at what he does."

Bumby will be based out of a Mid-West regional sales office in Wisconsin, covering the entire North American market and beyond. "East Teak is an exciting opportunity to utilize my experience and grow a whole new area for the company," said Bumby.

Bumby graduated from Ripon College in Ripon, Wisconsin with a bachelor's degree in economics. He has been a University of Minnesota Forest Products guest lecturer and participated in the University of Wisconsin Forest Products Lab.

Founded in 1972, East Teak Fine Hardwoods, Inc. offers Teak, Mahogany, Ipe and other fine hardwood species used as decking, flooring, siding, ceilings and cabinetry in the construction of yachts, hotels, resorts, bridges, office buildings and luxury homes. From its manufacturing facilities in South Carolina and Washington, East Teak serves the architectural, up-scale residential, commercial construction, municipal, hospitality and marine industries throughout North America, including the Caribbean and Hawaiian islands. More information can be found at www.east-teak.com.

China—China Agro-Technology Holdings Ltd. newly appointed Interim CEO, Paw Yew Hock, recently announced the reorganization of the company following the death of founder and chairman Dr. Harry He.

"China Agro has now embarked on a transition period," Hock said. "The company has put in place a seasoned board and management team and is in the process of developing a profitable business model to take advantage of the company's technical know-how in agricultural biotechnology. We are currently negotiating with a leading wood treatment specialist to develop and commercialize pioneering wood treatment technologies that convert sustainable-grown softwood into a wood product with the properties of hardwood."

Hock also noted, "China Agro has reorganized into a tighter board and management, more focused strategic plan, and is directing its efforts to acquire and

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NEWSWIRES

Continued from page 24

move back into the international market place with a product and technology base that matches the capability, experience, network and geography of the new leadership primarily in the industry it knows best, the wood and fiber industry."

In addition to Hock, Chang Chin Yuen and Cheong Kum Hong are also on the board of directors, with Hong as an independent director. Officers of the company also include Zhang Xiaoping as company secretary.

China Agro-Technology Holdings Ltd. is headquartered in Singapore and can be reached at (65) 6484 2622. For more information visit www.chinagrotech.com or email Paw Yew Hock at paw.yewhock@gmail.com.

Russia—The 2014 Winter Olympics are scheduled to be hosted here. Forest Stewardship Council (FSC) certified timber has been specified for use in all construction work, including new buildings, transport and energy infrastructure.

The 'green' specification standard implemented by the Games states that only wood with legal documentation and proof that it does not come from conservation areas will be permitted for use. Olympic games will be held in the Black Sea resort city of Sochi.

Cleveland, Ohio—Industry research firm The Freedonia Group Inc., based here, recently estimated global demand for windows and doors to grow 4.3 percent per year to USD167billion in 2013. Roughly one half of the pace achieved from 2003 to 2008, the Group states the deceleration will be caused by projected declines in prices for windows and doors from an elevated 2008 level. A weak building construction forecast in the large West European market would also contribute.

According to the report, demand in China will account for more than half of the expansion and is expected to overtake the U.S. as the largest market for windows and doors. Demand for windows and doors in China are forecast to rise nearly 12 percent annually to USD40billion in 2013. The projected expansion is attributed to the rapid growth of building construction, specifically in nonresidential markets.

Window and door demand in North America is forecast to increase 3.6 percent annually, reaching USD41.3 billion by 2013. Projected to be the fastest growing product category through 2013, the Group expects windows and doors to make up one fifth of the global market demand in 2013.

Vancouver, British Columbia—A tax increase levied against TimberWest by the municipality of Campbell River in 2009, has recently been ruled illegal by the B.C. Supreme Court, which ordered the Vancouver Island city to reconsider the levy.

This ruling marks the first victory by a forest company in the rising tax upheaval against municipal tax rates.

Levied \$1.2 million in taxes, TimberWest received a 10-fold increase that the company said would raise the cost of forest management activities to a level that the company would be unable to maintain funding for basic silvicultural activities. The company argued that taxation was being used to change the use of the land from forestry to real estate development.

According to *The Vancouver Sun* newspaper, the Courts Madame Justice Gerow ruled in favor of the forest company stating reasons for judgment as the tax changes were implemented for an improper purpose. "It is apparent from a review of the evidence that the city raised TimberWest's property taxes for its private managed forest lands in an attempt to cause TimberWest to withdraw at least a portion of its lands from the managed forest land class and con-

vert them to a use desired by the city," she said. "The city was using taxation to effect a zoning objective."

"We are disappointed in the court's decision, and we are still evaluating the impact of this order on the City," Charlie Cornfield, Campbell River's mayor, said in a news release.

President of TimberWest, Paul McElligott said, "We are pleased with the outcome; it is unfortunate we had to resort to the courts in this case."

Indonesia—Complying with rules on certification or origin under the U.S. Lacey Act, Indonesia and China have both agreed to sign a Memorandum of Understanding (MOU) to cooperate on the management and certification of forest products. Included in the MOU is the exchange of data on imports and exports of wood products and exchanges between government officials to learn about product management and certification.

The Indonesian government has introduced a new system that certifies the country's forest management and wood products enabling it to benefit from the Lacey Act. The U.S. government is sponsoring seminars to promote the sustainable management of forest products that included a recent seminar in Jakarta. The U.S. also sponsored a dialogue on legal wood trading in Jakarta. The U.S. is also pursuing similar dialogues, with other Asian countries including China and Malaysia.

"China realized that for its own benefit, it has to implement legal wood trading. It can no longer ignore the world's growing awareness of sustainable principles, as shown by the recent amendment to the U.S. Lacey Act," Indonesia's director general of forest product development, Hadi Daryanto, said.

Vancouver, British Columbia—Shanghai, China's forest minister Pat Bell recently signed a Memorandum of Understanding (MOU) with British Columbia.

Aimed at increasing Canada to a \$141 billion urban housing initiative, the MOU with the Shanghai Housing Bureau is part of China's \$586 billion stimulus package.

The Shanghai civic government also officially adopted a wood-frame housing building code. B.C. and Canadian agencies have been aiding Chinese officials in developing a building code that provides assurances that wood products meet specified building standards.

In terms of the scale of the Chinese housing program, the B.C. contribution is small—\$800,000 from Natural Resources Canada, but significant.

"It focuses on the new applications of wood," Bell said in an interview. "Shanghai is looking at the use of wood from an environmentally-friendly approach. It's too early to say this is a breakthrough but the signing opens the door."

Chetwynd, British Columbia—Canfor Corporation, based here, recently announced that it would be restarting operations at its Chetwynd sawmill.

A result of a new labor agreement with the United Steelworkers and the recent company approval for a capital expenditure of \$16 million, the mill will return with a single shift this spring. During the phased-in start up, the firm will employ approximately 70 employees and when raised to full operation up to 100. Jobs for suppliers and contractors associated with the operation will also be created.

Minas Gerais, Brazil—Two international timber funds participated in a recent sale of 50,000 hectares (123,500 acres) of forestland by Suzano located here.

Expected to close during the first quarter of 2010, the sale highlights foreign investors interests in plantations for biomass energy in Brazil. According to RISI, the plantations will be managed to produce wood for charcoal production for the growing Brazilian pig iron and

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NEWSWIRES

Continued from page 25

steel industry. RISI's report, South American Tree Farm Update: Opportunities for Investment in Forest Industry and Biomass and Energy Plantations described the increasing investments in biomass energy plantations in South America, specifically Brazil.

Gabon, Africa—A recent announcement by the government of Gabon, banning unprocessed log exports was an unexpected shock to many markets including China, France, Germany, Italy and Belgium.

While log exports to Europe have already declined by 63 percent between 2000-2008, analysts project Chinese demand for log imports from Africa for products like flooring, plywood and furniture, will increase throughout 2010 and 2011.

Analysts also believe that Gabon's move to restrict trade was implemented

Import/Export Wood Purchasing News

to control illegal logging along with intentions to qualify some of its forests for payments from developed nations to avoid deforestation, where a lower level of logging activity is desirable.

Recent reports indicate that the Copenhagen summit failed to reach any final agreements regarding the Reducing Emissions From Deforestation and Forest Degradation (REDD) program, however some analysts believe a deal will be reached soon, to move forward with the program.

WASHINGTON SCENE -

Continued from page 2

tem, raising questions about the reliability of its labeling claims and suggesting that it may be guilty of anti-trust violations.

The result of this matter may substantially affect Washington State trust land beneficiaries. DNR's forestlands are all SFI certified and a portion is FSC certified.

CORRECTION

Argo Fine Imports was featured in the December 2009/January 2010 issue of *The Import/Export Wood Purchasing News*. The company was mentioned as a member of the Hardwood Plywood and Veneer Association and Don MacMaster was noted as being on the board of directors. The correct informa-

tion is as follows: Don MacMaster served on the board of directors of the International Hardwood Plywood Association (IHPA) and Argo Fine Imports is a PASS board member of the Tropical Forest Foundation (TFF).

OBITUARY

Thomas Joseph Welsh

Memphis, Tennessee—Thomas Joseph Welsh, 82, president of Welsh Forest Products, located here, recently passed away. Welsh graduated from Christian Brothers High School, known then as CBC, he joined the United States Army as a Private and, during two years of service to our country, rose to the rank of Sergeant. He then proceeded to Vanderbilt University on a GI Bill scholarship where he graduated in 34 months with a degree in Business Administration. It was at Vanderbilt that he met his future wife, Mary McNaughton.



During his business career he was president of Welsh Plywood in Longview, Washington; and president of Plywood City and of Welsh Forest Products, both based in Memphis. He served the community as president of the International Wood Products Association (IWPA) and the Lumbermen's Club, a member of the

Board of Directors for the Bodine School, and as the Board Chair for the Sheltered Occupational Workshop. He enjoyed golf and tennis. During his years as president of Welsh Forest Products, he traveled throughout the world.

Preceded in death by his wife of 57 years, Mary McNaughton Welsh; his sister, Patsy Mayer; and his brother, Jim Welsh, Welsh is survived by his children Penny (Pete) Aviotti, Anne (Pat) Halloran, Margaret (Keith) Kirkland, Tommy Welsh, Jr. and Jimmy (Wilma) Welsh; his grandchildren, Steve (Terri) Benskin, David (Nancy) Benskin, P.J. Hofer, Kristin (Robert) Garza, and Hannah Kirkland; his great grandchildren, Avery Lash, Antonio Galeas, and Amelia Welsh Benskin, his twin brother, Andrew Welsh, and his caretaker, Kristy Snipes.

Memorial services were held at St. Louis Catholic Church. Memorials may be sent to the Bodine School, St. Louis Catholic Church, the Mid-South Parkinsons Disease Foundation, or the charity of the donor's choosing.

IMPORT/EXPORT CALENDAR

FEBRUARY

Green Building for Building Professionals, Springfield Area HBA, Springfield, Ill. Contact: 217-698-4941. Feb. 1-2.

SURFACES 2010, Sands Expo & Convention Center, Las Vegas, Nev. Contact: 972-536-6411. Feb. 2-4.

Appalachian Hardwood Manufacturers Inc., Annual Meeting, Long Boat Key Club, Long Boat Key, Fla. Contact: 336-885-8315.

MARCH

IndiaWood 2010, Bangalore, India. Contact: k.lee@koelnmesse.cn. Mar. 4-8.

Hardwood Manufacturers Assoc., National Conference/Expo, Renaissance Tampa Hotel International Plaza, Tampa, Fla. Contact: 813-877-9200. Mar. 10-12.

APRIL

Dubai International Wood/Wood Machinery Show, Dubai Airport Expo, contact: 971-4-28-29-299, www.dubai-woodshow.com. Apr. 13-15.

National Wood Flooring Assoc., Annual Convention and Wood Flooring Expo, Gaylord National Hotel, Washington, D.C. Contact: 800-422-4556. Apr. 22-25.

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INDEX OF ADVERTISERS

AHEC	28	Midwest Walnut Co.	4
Argo Fine Imports	22	Newman Lumber Co.	32
Aztec Intl. Timber & Trading Ltd.	26	Patriot Timber Products	3
BAILLIE Lumber Co.	16	Penn-Sylvan International, Inc.	23
Begley Lumber Co. Inc.	28	Prime Lumber Co.	27
Bingaman & Son Lumber, Inc.	20	Primewood Lumber, Inc.	21
Cole Hardwood, Inc.	9	Ram Forest Products Inc.	25
Downes & Reader Hardwood Co., ..	27	Rolling Ridge Woods, Ltd./Yoder Lumber Co.13	
Fitzpatrick & Weller	23	Romea Legnami S.p.A.	11
Frank Miller Lumber Co., Inc.	19	Salamanca Lumber Co.	6
Hanafee Bros. Sawmill Co., Inc.	22	Thompson Hardwoods, Inc..	24
Hancock Lumber Co.	7	Transit King City/Northway Forwarding	25
Hansson, Elof, Inc.	12	Tuscarora Hardwoods	15
Hawkeye Forest Products	5	U•C Coatings Corp.	24
Hermitage Hardwood Lumber Sales	17	Wheeland Lumber Co.	21
IWPA	26		

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