**Hard...But Not Impossible**

In today’s economy, some companies are hard to pin down. Not **Hermitage Hardwood**. Our approach has always been the same: when it comes to giving our customers the best quality and service – spare nothing. As a wholesale processor of hardwood lumber, we know the value in **working together** as a team. Our long history as a family-owned company puts us in the right frame of mind to bring our customers what they need, when they need it. We offer a broad selection of Appalachian oaks, walnut, hard and soft maple, yellow poplar, cherry, ash and more. Double-surfacing, straight-line ripping, double-end trim, global prep, and decades of exporting experience are just some of the services that have made us one of the highest repeat and referral companies in the industry. So let’s step up to the line **together** and strike a blow for success!
Giulio Travo, Trawood, Torino, Italy; John Melnick, Peter Thomason & Sons, Alliston, Ont.; Charlie Craig, AHC Craig Imports, Huntersville, N.C.; and Dana Spessert, NHLA Chief Inspector, Memphis, Tenn.

Paul Anderson and Elizabeth Balkhim, Metropolitan Hardwood Floors, Kent, Wash.; Frank Owen, guest, Memphis, Tenn.; and Annette Ferri, IWPA, Alexandria, Va.


Bryan Boyd, Sawa Forest Products, Seattle, Wash.; Trevor Chambers, Upper Canada Forest Products, Mississauga, Ont.; and Mike Barford, NHLA Executive Director, Memphis, Tenn.; and Doug Martin, Pollmeier Inc., Portland, Ore.

Jim Reader, Downes & Reader Hardwood Co., Inc., Broomfield, Colo.; Rod Reader, Downes & Reader Hardwood Co., Inc.

Jim Reader, Downes & Reader Hardwood Co., Inc., Broomfield, Colo.; Rod Reader, Downes & Reader Hardwood Co., Inc.


Jasper Bach, Baltic Lumber Co., Hamburg, N.Y.; Dawnrejects, Mike Tiberi Lumber, Leland, N.C.; and Benoit Martin, JV Lumber Inc., Quebec City, Que.

Gary and George Swain, Swain Hardwood, Battle Creek, Mich.; Jennifer Brand and John Toya, Bridgewell Resources, Tigard, Ore.


Robert Owen, Nicole Hardwood Coral, Llano, Calif.; Cathy and Geoff Dodd, AHRCA; Collierville, Tenn.

Mark Taylor, Oak Unlimited Inc., Waynesville, N.C.; Michael Krook, Krueger Lumber, Norwalk, Swedes; and James French, Northern Forest Products Inc., Toronto, Ont.

Tom O'Brien, Appalachian Hardwood Manufacturers Inc., High Point, N.C.; Brian McWhirter and Debbie Hall, Cherry Forest Products, Guelph, Ont.; and Mark Steward, Heritage Hardwood Lumber Sales Inc., Coosfield, Tenn.


Additional photo on page 16
**THE FINAL PIECE TO THE HARDWOOD PUZZLE**

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

Continued on page 1

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**NHLA-** continued from page 1

2010 National Hardwood Lumber Association Convention (NHLA) & Exhibit Showcase. All totaled, 750 attended this year’s annual NHLA event. Held here at the Hyatt Regency Vancouver, the four-day convention was dubbed The Global Gathering of the Hardwood Community. In addition to guest speakers at the convention, the NHLA provided ample opportunity for companies to display their products in the exhibit showcase as well.

Various associations also met during the convention, including: the American Walnut Manufacturers Association; the Hardwood Distributor’s Association; the American Hardwood Export Council; the International Wood Products Association; the Hardwood Forest Foundation; the Western Hardwood Association; the Hardwood Federation; Canadian Hardwood Bureau; and the Fellowship of Christian Lumbermen. NHLA scheduled a plethora of special events, many of which were new to the agenda. The latest additions included a salmeter’s reception, an iPhone case giveaway and the Great Canadian Logging Expo on Grouse Mountain. Other events included: the Hardwood Federation PAC Sporting Clays Shoot; the Inspector Training School Alumni Reception; the Ice Palace Grand Finale Dinner with Cirque du Soleil; a Hardwood Forest Foundation Silent Auction; and the HFF Palace Grand Finale Dinner with Cirque School Alumni Reception; the Ice Clays Shoot; the Inspector Training sawmiller’s reception, an iPhone case...single source solutions

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**IWPA-** continued from page 1

Hardwood Lumber Association (NHLA) convention here, Warren Spitz, president of UCS and a board member of both NHLA and IWPA, welcomed the group to Canada and shared his perspective on the value of both organizations working closely to promote the hardwood story. He also underscored the importance of promoting the value of a single source solutions...premium North American hardwood lumber. With its entry into the exotics market, Baillie takes that same capability and dedication to quality, value and customer service and applies it to an exciting new product line.

Continued on page 17

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**AHEC-** continued from page 1

The American Hardwood Export Council (AHEC) setup an opportunity for companies to display their products in the exhibit showcase as well. Various associations also met during the convention, including: the American Walnut Manufacturers Association; the Hardwood Distributor’s Association; the American Hardwood Export Council; the International Wood Products Association; the Hardwood Forest Foundation; the Western Hardwood Association; the Hardwood Federation; Canadian Hardwood Bureau; and the Fellowship of Christian Lumbermen. NHLA scheduled a plethora of special events, many of which were new to the agenda. The latest additions included a salmeter’s reception, an iPhone case giveaway and the Great Canadian Logging Expo on Grouse Mountain. Other events included: the Hardwood Federation PAC Sporting Clays Shoot; the Inspector Training School Alumni Reception; the Ice Palace Grand Finale Dinner with Cirque du Soleil; a Hardwood Forest Foundation Silent Auction; and the HFF Palace Grand Finale Dinner with Cirque School Alumni Reception; the Ice Clays Shoot; the Inspector Training sawmiller’s reception, an iPhone case...single source solutions

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**BAILLIE LUMBER CO.**

Exotic Sales Directors Line 202 529 0921

Baillie Lumber has been recognized as the trusted name in premium North American hardwood lumber. With its entry into the exotics market, Baillie takes that same capability and dedication to quality, value and customer service and applies it to an exciting new product line. Baillie now offers the most desirable species from South America and Africa in a wide range of thicknesses and sorts, including flat-sawn, quarter-sawn, pattern grade and figure. And as always, Baillie prides itself on meeting any customer’s most demanding challenges with custom sorts.

Continued on page 17

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**THE FINAL PIECE TO THE HARDWOOD PUZZLE**

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Continued on page 17

Stewart Clark; Tate Parks; Curtis Walker and Kirk Noye, The Waldun Group, Maple Ridge, B.C., pictured in front of a 1945 Sex truck at GBW promoting fire safety.

Jeff Robinson, Mid Valley Lumber Specialties Ltd., Aldergrove, B.C.; Jason Blake and Todd Kim, AJ Forest Products Group, Squamish, B.C.; and Carlos Fortuna, Sawcor Lumber Co. Ltd., Airdrie, B.C.

Doug Barton and Gib Michals, J. Gibson Melvany Co., White Marsh, Md.; and Dave Jones, Howie Sound Forest Products Ltd., Campbell River, B.C.


Peter Dickson, Fraser Wood Industries, Squamish, B.C.; Archie Rafter, Andrenmen Pacific Forest Products, Maple Ridge, B.C.; Troy Willey, Imperial Wood Connections, Delta, B.C.; and David Hitchen, Vibral Home Canada, Langley, B.C.

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Continued from page 1

GBM-

Close to 700 participants from 15 coun-
tries attended the 2010 GBM, which fea-
tured quality, value-added manufactured wood products from British Columbia and other parts of Canada.

The 7th annual event sold out for both exhibitors and buyers.

“The Global Buyers Mission again exceeded our expectations,” said Brian Hawrysh, CEO of BC Wood, which hosts the event. “It’s hard to believe that this is its seventh edition. For three years now, the Global Buyers Mission has sold out. People are eager to come here and sell their products to buyers from around the world and international buyers are responding positively,” 250 representatives from Canadian manufacturers filled this year’s trade floor to capacity. They did business with international trade show manufacturers from around the world, with Canadian manufacturers of products that included finished mate-
rials, building supplies and remanufac-
turing products.

For more information, go online to www.bcwood.com.

Continued from page 1

GLOBAL WOODMART-

of organizing an international trade show. It was also the first time in Southeast Asia that a trade show had been held to provide an opportunity for all buyers and sellers of wood products from all global forest zones (temperate, boreal, and tropical) to meet and con-
duct business under one roof.

According to the MTC’s CEO Chean Kam Huan, “The time was right for a show like Global WoodMart to be launched in Southeast Asia. Our goal is to get the world to use more wood, and this event is a step in that direction—to get wood producers, traders and users together to unite in their common love for timber, and to forge closer collaboration for the generic promotion of wood between AHEC and all major- and minor-assoc-
ations.”

The trade expo featured 108 exhibitors, including companies from Malaysia, Australia, Brazil, Canada, Chile, China, France, Germany, India, Indonesia, New Zealand, Singapore, South Korea, Thailand, UAE, UK, Uruguay and USA. In addition to the Malaysian hosts, various international wood organizations were also repre-
sented on the show floor, including the American Hardwood Export Council, French Timber, the Ghana Forestry Commission, New Zealand Trade and Enterprise, Office of Commercial Affairs, Royal Thai Embassy, Sarawak Timber Industry Development Corporation, The Thai Parawood Association, the UK Timber Trade Federation, the U.S. Hardwood Plywood and Veneer Association (HPVA) and the U.S. National Hardwood Lumber Association (NHLA).

There was a strong U.S. presence at the show with AHEC holding down the left flank of the exhibit hall. In atten-

According to John Chan, Regional Director for Southeast Asia & Greater China for AHEC, “It’s very exciting to be associated with MTC in the inaugural Global WoodMart. Our members were very happy with the quality of trade inquiries received and look forward to participating in the next show. I believe this debut show is a huge success and my thanks and congratulations to MTC, its staff and associates. Athion worked hard to put together an excel-
lent, highly-focused show in nine short months.”

According to both exhibitors and partic-
pants, the show was an overwhelming success. The event drew a total of 2,046 visitors over the two-day period, with buyers originating from 60 countries, including representatives from Australia, China, India, Indonesia, Japan, the Netherlands, Singapore, Thailand, and the UAE. Given the overall look of the show, it worked like a well-polished machine rather than a first-time effort. From the perspective of the installations on the floor, it was evident that much thought and care had been put into the design and layout of booths, and traffic flowed smoothly throughout the hall. Additionally, observing the buzz of activ-
ity taking place all over the floor, it was apparent that there was some serious business being conducted as well.

Although Malaysia is a major producer of timber, it sees an enormous opportu-

ity in pooling together resources to meet the growing demand for timber products in a highly globalized and envi-
ronmentally conscious world market; and this was a key impetus for the MTC to organize the show. Malaysia herself is a big importer of wood products, and in 2009 imported US$640 million worth of value-added timber products from the U.S., Brazil, Indonesia, Australia, New Zealand, Ghana and other countries.

According to the MTC, the sourcing and utilization of imported wood complements Malaysian domestic supplies from planta-
tions and sustainably managed native forests. Imported non-tropical wood species also add diversity and value to Malaysia’s timber products—and is expected to contribute towards the Government’s goal of RM53 billion (USD$17 billion) of timber exports by the year 2020. This goal was established in 2009 under the country’s National Timber Industry Policy (NATIP).

The other aim of the Global WoodMart was to bring industry members in the As-
ian region—primarily from China, India, Indonesia, Thailand and Singapore into the fold to facilitate cooperation on resources. In 2009 the MTC held the Asia Pacific Woodworking Forum (memorandum of understanding) was signed between Malaysia (represented by

AHEC-

Continued from page 15

tional trade association for the U.S. hardwood industry, representing the committed exporters among U.S. hard-
wood companies and all major U.S. hardwood product trade associa-
tions. AHEC’s member companies service the growing global demand for U.S. hardwood and represent the full range of hardwood products. AHEC maintains offices in Japan, Europe, Southeast Asia, China, Korea and Mexico, in addition to its Washington, D.C. headquarters, to serve the needs of the global community. For additional information please contact AHEC by phone at 703-435-2900 or consult our web site at www.ahec.org.

GBM-

Continued from page 1

continued

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December 2010/January 2011
John Gardner, Teal-Jones Group, Surrey, B.C.; Xiangfeng Chen and Xiaomei Ji, Youyi Wooden Industry Co., China; Jeff Li, BC Wood, Vancouver, B.C.; Tom Jones, Teal-Jones Group

David Jeffers, PPG Machine Applied Coatings, Kansas, N.C.; Craig Condlin, PPG Machine Applied Coatings, Salt Lake, Utah; and Chin Ming Luca, Hong Green Wood Products Ltd., Hong Kong, China

Dick Owen, Teal-Jones Group, Surrey, B.C.; Ziggy Stewart, Counselor for Campbell River, B.C.; and Steve Power, Power Wood Corp., Surrey, B.C.

Oscar Fauri, Canadian Wood Council/Worksbc, Kelowna, B.C.; Mary Toovey, BC Wood, Kelowna, B.C.; and Jack Haevelset, Donnsm Tim. &amp; Sons Cedar, Revelstoke, B.C.

Steve Myrick, Capital Lumber Co., Denver, Colo.; Mike Hildreth, Mid West Lumber, WOODTONE, Chicago, B.C.; Greg Shaver, The Waltons, Maple Ridge, B.C.; and Mark Housdlen, WOODTONE

Jin Ying Luo, Shanghai, China; Meijuan Sun, Shanghai Jie Li Construction and Decoration Co. Ltd., Shanghai, China; and Ally Huang, Glandell Enterprises Inc., Vancouver, B.C.

Dick Owen, Teal-Jones Group, Surrey, B.C.; Ziggy Stewart, Counselor for Campbell River, B.C.; and Steve Power, Power Wood Corp., Surrey, B.C.

Oscar Fauri, Canadian Wood Council/Worksbc, Kelowna, B.C.; Mary Toovey, BC Wood, Kelowna, B.C.; and Jack Haevelset, Donnsm Tim. &amp; Sons Cedar, Revelstoke, B.C.


Craig Fleischhacker, North Enderby Timber Ltd., Enderby, B.C.; Craig Trunkfield, Old Country Wood Products Ltd., Pitt Meadows, B.C.; and Dan Griffiths, Gary Gill and Brian Leung, Fraserview Cedar Products, Surrey, B.C.

Phil LeBlanc, Lumber Resources, Inc., Quebec City, Que.; Craig Brouyette, Pike Lumber Co., Akron, Ind.; Al Spencer, Upper Canada Forest Products, Calgary, Alberta; Norm Murray, U•C Coatings Corp., Buffalo, N.Y.; and Andrew Schafer, Cut-Rite Lumber Ltd., Toronto, Ont.

Benoit Martin, JV Lumber, Quebec City, Que.; Dennis Cuffley, J.D. Irving Ltd., Clair, N.B.; and Mario Brunet, Nationwood Inc., St-Andre-Avellin, Que.


Scott Anderson, Brian Hawrysh and Randi Walker, BC Wood, Vancouver, B.C.; and Jim Ivanoff, BC Wood, Japan

Jody and Scott Boates, Teal-Jones Group, Surrey, B.C.

Steve Myrick, Capital Lumber Co., Denver, Colo.; Mike Hildreth, Mid West Lumber, WOODTONE, Chicago, B.C.; Greg Shaver, The Waltons, Maple Ridge, B.C.; and Mark Housdlen, WOODTONE

Robin Walter, BC Wood, Langley, B.C.; Kirk Bayliss, Imperial Forest Products Ltd., Wood Products, Qualicum B.C.; Stevan Sauer, Saskatchewan Trade & Export Partnership, Saskatoon, Sask.; and Ron Olson, Empire Forest Products Ltd., Wood Products

CHB Photos- Continued from page 11

Aaron Bayntun and Denise and Brent Callaghan, Interpro Forest Products, Burnaby, B.C.

SHAKE AND SHINGLE Photos-Continued from page 13


Dave and Lisa Brunace, Grit Architects & Urban Design Inc., Vancouver, B.C.; and Aaron Moore, Brian Moore Log Homes Ltd., Mission, B.C.

Judy and Scott Booth, Teal-Jones Group, Surrey, B.C.

Jeff Robinson, Mid Valley Lumber Specialties Ltd., Aldergrove, B.C.; Regal Yarrow, Pendravina Inc., Vancouver, B.C.; and Al Fortune, Mid Valley Lumber Specialties Ltd.
The Malaysian Timber Council (MTC) was established in January 1992 to promote the development and growth of the Malaysian timber industry. MTC was formed on the initiative of the timber producers and business community to establish a strong and vibrant domestic and international market. The objectives are to promote the Malaysian timber industry's global image, to attract foreign investment, to protect and improve the health of the industry by upgrading the industry's manufacturing technology base, to augment the supply of raw materials and to provide wood products to industry in a competitive environment for wood products.

Further information on the Council's activities can be obtained from www.mtc.com.my or contact: Ms. Sutia  
Fax: (+603) 9282 8999; Email: suria@mtc.com.my

(EDITOR'S NOTE: Elizabeth Baldwin has more than 10 years of international wood sourcing experience. Japanese trained, she is a well-recognized consultant in many aspects of international trade, including quality control systems and wood production management. She is co-author of “Complying with the Lacey Act: A Real World Guide” (www.lapacysources.com) and has been involved from the start of the Lacey Act. She also sits on the Board of Directors for the U.S.-based International Wood Products Association and also serves on various committees for the U.S. National Wood Flooring Association and the U.S. National Lumber Association. She can be contacted at question@lapacysources.com. Leonard Krause has consulted for more than 20 years to private industry and international wood products associations focusing on the markets and regulatory environment for wood products. He is co-author with Elizabeth Baldwin of “Complying with the Lacey Act: A Real-World Guide” (www.lapacysources.com). He can be contacted at question@lapacysources.com.)

FMC 2010 - Continued from page 1

the four-day exhibition, many well-known exhibitors and buyers gathered in Shanghai New International Expo Center. FMC 2010 has set a new record in terms of the exhibition area and the exhibitors’ numbers. While Furniture China 2010 attracted more than 2,000 exhibitors from 27 countries and regions around the world, including 130 overseas companies, with a total area of 400,000 square meters. During the exhibition period, the total exhibition area of FMC increased 19 percent and the number of FMC exhibitors topped 650. Hall E5 is still FMC Premium Area; Hall E6 is for Woodworking Machinery.

According to site statistics, FMC attract ed a total of 26,300 professional visitors from 31 provinces and 4,041 overseas buyers. Australia, Korea, Japan, Hong Kong, Taiwan, and United States are the six major sources of overseas visitors. Many well-known manufacturers gather ed in the exhibition. Machinery Exhibition Area covers Hopmag, Shanghai Chaisun, Blonce, Naning, SCM, etc.; outdoor material area covers Huarun, Changfurui, Gukangli, Taijaiphan Chemicals; FMC Premium Area covers Jiang Su Yuhui, French Timber Association, JOIWAT AG, Henkel, Hardwood States Export Group, Guangdong Huarun and other famous enterprises.

The theme lectures this year were “Timber Market Situation in China and Development Trend of Softwood” and “Chemical Modification of Wood Acetylation”, held by Shanghai Timber Association, and “Gabon – Africa Timber Investment Opportunity” by China Wood International.

FMC-B2B website www.fmcb2b.com.cn has been separated from the “Furniture in China” before the exhibition, and designed to create professional B2B Trade Platform for woodworking machinery and furniture raw materials. The second FMC buyer sourcing event attracted more than 20 companies, 50 suppliers, BUN LEATHERETTE, Kingdecor, Asian Exports Development Ltd., and Dongguan Five Stone are actively involved in. Next year, “The 17th Furniture Manufacturing & Supply China 2011 (FMC 2011)” and “FMC Premium 2011” will be held on Sept. 14-17, and has been moved to Shanghai World Expo Theme Pavilion. For more information, please visit the official website: www.fmcchina.com.cn.

WHO'S WHO - Keep
Continued from page 2

Argo Fine Imports is a member of the International Wood Products Association and the World Flooring Association.

The company has adapted to the economic downturn by working hands-on in the field with its distributor representatives, retail flooring companies and installed FMC Premium Area; Hall E5 is for Woodworking Machinery.

Continued on page 22

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Spartansburg, Pa

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WHO’S WHO - Keep

John Moore, 61, and his wife, Lois, have two children, John and Jill. He speaks four languages: English, Portuguese, Spanish and French. He earned a bachelor's of science degree in business administration from Berea College in Berea, Ky.

Moore is president of the Indiana Hardwood Lumbermen’s Association and a board member of the Wood Products Manufacturers Association. Moore and his wife of 16 years, Kathy Moore, have two sons.

In his free time, Moore enjoys fishing, golfing, gardening and spending time with his family.

FORECASTS 2011 - Murray

Continued from page 4

FORECASTS 2011 - Clay

Continued from page 4

McCLENNON-

Continued from page 3

IContinued from page 19

WHO’S WHO - Keep

College.

Keep and his wife of 38 years, Lizz, have a son and daughter and one grandson.

WHO’S WHO - Moore

Lumber is FSC-certified. Export loads can be export-preped and phyto-certifed. The company also offers sorted-to-width material in White and Red Oak.

The company’s niche is rawl and rift lumber.


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

Moore is president for Frank Miller Lumber for approximately 10 years, the last two of which in his present position. A graduate of Union City (Ind.) Community High School, Moore went on to earn a bachelor’s of science degree in business administration from Berea College in Berea, Ky.

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FORECASTS 2011 - Murray

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Continued from page 4

Continued from page 23

Continued from page 22
usual no longer exists. Innovation is leading
the way for new product solutions, new
specialty applications, changes in supply
chain management and distribution, and
financial management. It is an exciting,
sometimes depressing, sometimes uplifting environment to be associated with
and we’re proud to have the opportunity to
work closely with the importing industry to
add value to U.S. manufacturers, distribu-
tors and consumers.

PJ LUMBER—
Continued from page 6

the lumber processing portion of their oper-
ations focus solely on forestry produc-
tion. To accomplish this, they have
chased several European frame saws and
began producing top-layered stock for
their forestry production. As a result of
responding to this client we have also been able
to develop business with other engine-
ners of forestry producers who use similar
materials.

PJ Lumber’s products are shipped through-
out Northern Europe, the United Kingdom,
Scandinavia, the Netherlands, Belgium, the
Netherlands, Spain, Italy and Portugal, Australia, New
Zealand, South Africa as well as Far Eastern and China. We ship to Korea and Japan. Our current marketing mix averages about 75 percent export markets and about 25 percent domestic markets.

PJ Lumber employs approximately 120
workers, 11 of which are qualified timber
inspectors. The firm maintains a kiln-dried
inventory of about 4,000,000 board feet
and markets 35,000,000 board feet annu-
ally. When asked for the key factors in
the company’s successful history, Wilson
said, “There are several factors involved.
First and foremost we have been fortunate to
to have a good, loyal customer base that we
have worked with for many years. We
greatly appreciate these long-term rela-
tionships. Another key factor is the hard
work of all our employees. We have been
very blessed to have a group of quality
men and women work for us over the years and we
certainly could not have grown without
their contribution. Finally we have been
fortunate to have a number of long term
suppliers that have worked with us
over the years as our business has
developed. These three components are critical factors in our
business when asked about the future Kelly said,
“We have seen a tremendous amount of
demand over the past 2 years both in the
supply side as well as changes within
our lumber base. Everyone is working
hard to survive under the current world-
wide economic conditions but we are con-
fident that we will prevail. We are very
fortunate to have several young men in key positions here that represent the next gen-
eration for PJ. My two sons Jeff and Jon
and my nephew Russell began working
here during their high school years and
now that they have finished school are
here full time learning the operation of
the business. They are assisted by Tony
Gleen and Mark Johnson as inspector
supervisors, Brian Hardy who manages
our ripping lines, Mike Langlitz who han-
dles all of our administration and logistics
and Randy Patterson who is responsible for
our shipping. They are assisted by
Leanne Bacon, accounting manager and
voicers, Laura Buchanan, accounts receivables,
Tammy Robbins, logistics and
inventory administration; and Ridge DeWitt,
Ed Herron and McCreary are the sales represen-
tatives. ‘The length of service of our
key employees averages 21 years,’
McCreary said. ‘These 16 employees have a
combined service of 370 years total’.

Although Granite Hardwoods has been
operating autonomously for approximately
15 years, they attribute a lot of their suc-
sess to their sister company Buchanan
Hardwoods. ‘Granite was born out of the
legacy of Buchanan Hardwoods and
Woodly Buchanan’s grandfather, who was

Continued from page 22

McCreary said an advantage that Granite
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business with other engine-
ers of forestry producers who use similar
materials.

PJ Lumber—
Continued from page 6

December 2010/January 2011

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**Exporting your logs and lumber**

**MEMBER OF:**
NHLA, ILHA, CLA, NELA, CLA.

- Competitive rates for over 30 years
- Complete documentation (letters of credit, bank drafts, etc.)
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- Log furnishing services and certificates
- Container consolidation (lumber and logs)
- Re-export permit for red and white oak logs from USA regulated States

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**Alliston, Ontario**
Lloyd Lovett
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F: 705-604-2450
llovett@kingcitynorthway.com

**www.kingcitynorthway.com**

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**Granite Hardwoods Inc.**

Granite Hardwoods Inc. has been a member of the Miami Chamber of Commerce for over 50 years. We carry a full line of hardwood flooring, as well as any other flooring you may need.

**Northeast**

- Cross-trained. We have inspectors who can also do window installations for The Hardwood Company.

**Central**

- The employees of Granite Hardwoods Inc. like the words that are used in some of the firm's advertising that says, "No one in the hardwood business has a name more solid than Granite.

**Mideast**

- Granite Hardwoods Inc. is a member of the National Hardwood Lumber Association (NHLA), Hardwood Manufacturers Association (HMA), Appalachian Hardwood Manufacturers Association, Southern Appalachian Multiple Use Council, and the Ruffed Grouse Society. For more information visit www.granitehardwoods.com or call 800-374-PAVE.

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**TIMBER LEGALITY**

**Continued from page 23**

As a leading Hardwood producer, Hananee Bros. has been exporting the finest in high quality lumber to clients throughout the world for over 25 years! You can depend on us for accurate individual tallies, furnished for your convenience. We offer a variety of thicknesses, species and grades.

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**Granite-**

**Continued from page 23**

municate very effectively all along the line with our customers. We’re large enough to take care of any order and small enough to pay attention to detail, which ultimately gives us the flexibility to be involved hands-on. We take the time to help a customer make a good decision. We’ll send digital photographs of our lumbar and tallies by e-mail, or do whatever the customer needs to help that person make a well-informed decision about their lumber purchases. We pride ourselves on our promises. We guarantee we’ll deliver on our promises.”

With four National Hardwood Lumber Association (NHLA) lumber inspectors on-board, the firm utilizes portable hand held tallies. “We use the portable tallies both on our dry end and on one of our lumber stacks,” McCreary said. “On the green end we have a computerized feed tally system that automatically generates a lumber pack ticket for each pack of lumber with the number of pieces, grades, board footage and any other details about the lumber.”

Employees at Granite Hardwoods have many years of experience and most are cross-trained. “We have inspectors who can also do window installations for The Hardwood Company,” McCreary said. “One of our salespeople, Ed Herron, is also a certified lumber inspector. In fact, Ed overlaps our lumber inspectors here, and he is involved in training them, as well as being a lumber salesperson too. Our shipping manager, Doug Saunders, can also fill in other areas. Most of our people are qualified to perform three or four different jobs.”

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**Chub**

**Continued from page 17**

To provide rules, order and structure for unfinished hardwood flooring;

- To have a unified industry voice to address industry issues as required;

- To promote industry-related research;

- To promote the Hardwood lumber industry through industry and education awareness programs.

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CHB’s offices are located in Ottawa, Canada. They can be contacted by calling 613-567-9171.

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**BUSINESS TRENDS (ABROAD)**

**Japan**

According to analysts, Japan’s imports of wood composite flooring amounted to 6,785,900 tsubo (22,353,470 square metres) for 2010, up 7.4 percent from 2009. The output of Type 1 flooring, which uses hardwood plywood totalling 7,636,300 tsubo while imports totalled 4,714,900 tsubo. Type 3 wood composite products, which uses domestic softwood, plantation plywood and fibreboard. Production amounted to 2,152,300 tsubo and imports at 2,071,000 tsubo in the first half of 2010, up 9.4 percent and 3.6 percent respective- ly compared to the same time period a year earlier.

Higher wood composite flooring prices are forecast for 2011 as tropical hardwood ply- wood prices are anticipated to rise. The share of domestic softwood in wood com- posite flooring is increasing and a new product using domestic softwood plywood and MDF has already been introduced.

In other news, the law promoting wood use in public buildings is now in effect according to the Japan Lumber Reports (JLR). Aiming to increase the degree of self-sufficiency in industrial wood consumption and to tackle climate change by intensifying the use of wood, the law requires the use of locally grown wood for public buildings. This initiative in the pub- lic sector is expected to have an effect on the private sector leading to a greater use of wood in buildings.

The wood panel and wood building material manufacturers in Japan expect the new regulations to improve timber demand, which has been sluggish due to low housing starts. A challenging report building material manufacturers is develop- ing new wood products from large build- ings. Larger size squares like 135 mm; 150 mm and 180 mm will be needed in many standard housing size squares of 105 mm and 120 mm. The JLR also noted that...