

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

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Serving Forest Products Buyers Worldwide

October/November 2010

IWF 2010 Opens In Atlanta To Smaller Crowd

By Terry and Gary Miller

Atlanta, Georgia—Though noticeably smaller in attendance than the previous 2008 IWF, this year's International Woodworking Fair (IWF), held at the Georgia World Congress Center here, was dubbed a success by sources surveyed who visited the event.

Approximately 11,000 woodworking professionals attended the four-day exhibition, in addition to thousands of exhibit personnel who staffed the more than 950 display booths that occupied two of the massive Georgia World Congress Center's trade halls. Compared
Additional photos on pages 10 & 12

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Karl Schmetzler, Paul Dow and Mahlon Beachy, Yoder Lumber Co., Millersburg, Ohio



Shane Cook, Midwest Walnut Co., Willow Springs, Mo.; Terry Miller, Import/Export Wood Purchasing News, Memphis, Tenn.; and Kirby Field, Ralph Taylor Lumber Co., Memphis, Tenn.

IWPA Welcomes Guests At Reception

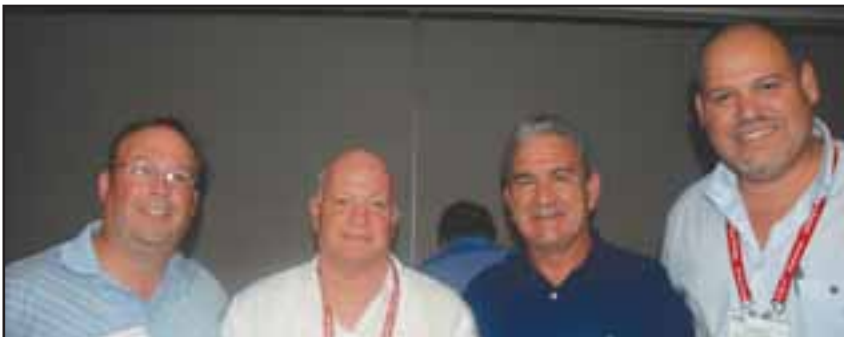
By Terry and Gary Miller

Atlanta, Georgia— The International Wood Products Association (IWPA), located in Alexandria, Va., welcomed members and potential members to a cocktail reception recently during the International Woodworking Fair, held here.

Established in 1956, the IWPA is a leading international trade association for the North American imported wood products industry, representing 220 companies and trade organizations engaged in the import of hardwoods and softwoods from sustainably managed

Additional photos on page 12

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Lenny Shibley, Inter-Continental Hardwoods Inc., Currie, N.C.; Frank Mora, Medley Hardwoods Inc., Miami, Fla.; Tom Herga, Inter-Continental Hardwoods Inc.; and Alfredo Hernandez, Medley Hardwoods Inc., Medley, Fla.



Gary Miller, Import/Export Wood Purchasing News, Memphis, Tenn.; Romel Bezerra, Etof Hansson Inc., Suwanee, Ga.; and Norm Murray, U-C Coatings Corp., Buffalo, N.Y.

Brazil Shows Growing Interest In U.S. Hardwoods

By Di Nguyen

Sao Paulo, Brazil—The ForMobile, the 4th International Suppliers Fair for the Wood and Furniture Industry, was held here recently at the Anhembi Pavillion. Approximately 750 companies were onhand to display their products, including North

American hardwood companies who recognized the increased interest in U.S. wood. Exports of U.S. hardwoods to Brazil are relatively low and have been for several years. However, there is a growing interest from Brazilian manufacturers and specifiers of U.S.

Additional photo on page 12

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Dean Allenko, Allegheny Wood Products, Petersburg, W.Va., (pictured center, seated) discusses U.S. hardwoods with booth visitors.



Mark Hayes, Weyerhaeuser, Federal Way, Wash., is kept busy at his firm's booth with questions from ForMobile attendees.

Who's Who in Import/Exports



JIMMY HOUCK

Jimmy Houck works in purchasing and sales for **American Hardwood Industries (AHI)** in Waynesboro, Va. AHI owns concentration yards and sawmills. It offers domestic hardwoods and hardwood flooring on a national basis. The company offers Red and White Oak, Poplar, Hard and Soft Maple and Hickory on an international basis. AHI also offers strips, separating each length. "We buy certified wood at our Graham sawmills in Linden, Tenn."

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MICHAEL MEISER

Michael Meiser is director of lumber procurement for **Bingaman & Son Lumber**, a concentration/distribution yard in Kremer, Pa. Bingaman & Son Lumber offers logs, lumber, strips and dimension on a national and international basis. Meiser said Bingaman & Son offers a diverse lumber inventory consisting of 12 native species. Bingaman & Son Lumber is a member of the National Hardwood Lumber Association (NHLA), the Hardwood Manufacturers

Continued on page 11



JERRY THOMAS

Jerry Thomas is in sales with **Blue Ridge Lumber Co. LLC**, a manufacturer and exporter of hardwoods with sawmills in Fishersville, Va., and in Covington, Va., a concentration yard in Goshen, Va., a planing mill in Augusta Springs, Va. and three satellite log yards in Va. The company offers dimension and hardwood lumber on a national and international basis. It offers mixed loads of different species, and sizes up to 25-foot lengths in Red Oak and Poplar, up to

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DEREK E. WHEELAND

Derek E. Wheeland handles sales and operations for **Wheeland Lumber Co. Inc.** in Liberty, Pa. Wheeland Lumber Company manufactures approximately 7 million board feet of lumber annually, cutting 4/4-16/4 in Ash, Cherry, Basswood, Hard Maple, Soft Maple, Red and White Oak and Poplar. Wheeland Lumber Company also has nine dry kilns with a total capacity of 500,000 board feet. In addition, Wheeland Lumber

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Five-Year Report Highlights Status Of Washington's Forest

The first five-year report on Washington's forest resources has been published by the United States Department of Agriculture (USDA) Forest Service's Pacific Northwest Research Station and is available online at www.fs.fed.us. "This report represents a major milestone for the station's Forest Inventory and Analysis (FIA) Program," said Charley Peterson, manager of the station's Resource Monitoring and Assessment forest lands, "this is our first inventory report to cover all forests, not just timberlands, and the first that addresses a range of resources such as carbon sequestration, biodiversity, dead wood abundance, and riparian conditions." "Considering the growing population in Washington and that over half of the area is forested and provides numerous valuable services and products for the state, many people should find this report informative," Peterson continued. The PNW FIA Program is one of four across the country that collectively make up the National Forest Service FIA Program. PNW's program conducts forest and resource inventories in Alaska, Washington, Oregon, California, Hawaii, and the Pacific Islands with a goal of improving the understanding and management of Pacific Coast ecosystems.

Pressure Mounts On USGBC To Open LEED To SFI, Other Credible Standards

In a recent letter steered by Congressmen Kurt Schrader (D-OR) and Bob Goodlatte (R-VA) to the U. S. Green Building Council,

THE WASHINGTON SCENE

79 members of the U.S. House of Representatives, representing 35 different states, have urged the organization to "accept all credible forest certification systems for qualification under the LEED rating system" including the Sustainable Forestry Initiative. On the heels of the letter from this bipartisan group of members of Congress, USGBC received a petition with nearly 6,000 signatories calling for LEED recognition of all "wood and paper products certified to independent, respected and credible standards including SFI, ATFS, CSA, FSC, and PEFC." In addition, six members of Congress have sent their own letters urging an inclusive LEED policy.

"From the halls of Congress to other elected officials across North America to architects, builders, family tree farmers and forestry and sustainability experts around the world, the support for a change in LEED has grown exponentially," said Kathy Abusow, President and CEO of the Sustainable Forestry Initiative® (SFI). "Wood should be recognized for its environmental merits, and third-party certified forest products should be given additional credit."

More than three-quarters of certified forests in North America are certified to standards not currently recognized by USGBC. The letter from the House members states that maintaining the status quo will mean builders seeking LEED certification "would be discouraged to use third-party certified SFI and ATFS products" grown in the U.S., while opening LEED to other forest certification programs "could stimulate the market for American produced forest products and the communities and jobs that depend on both." For more information visit www.sfi.org/leed.

A Call To Arms!

For more information on AHEC and the export promotion programs, call (202)463-2720, fax (202)463-2787, or visit the website, www.ahec.org.

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



The global wood products industry must work closer together to extol the environmental benefits of wood.

With mounting global concern for climate change and illegal logging, green issues are becoming more important nearly everywhere. This should be good news for those of us in the wood products industry—there is no question that increased focus on environmental issues provides a major opportunity for wood in general and American hardwoods in particular, at a very fundamental level. A natural, renewable, legally harvested and sustainably sourced product like American hardwood has much to gain from increased market interest in these issues. The science of life-cycle-analysis is clear on the fact that very few materials can compete with wood on environmental credentials. Wood is not only recyclable and renewable, it is also a carbon store, has very low embodied energy, and creates very little waste throughout its life cycle.

Yet, somehow, when it comes to environmental policies and "green marketing" we always seem to be playing defense. Many of these challenges are common to the whole industry and demand a united approach. All sectors of the wood industry face growing demand for assurances that wood is legal and sustainable. We all have an interest in keeping illegal material out of the marketplace, but we have an equal interest in ensuring that these demands do not impose unnecessary costs on the wood supply chain and that wood is not singled out unfairly compared to other materials. It is noticeable that the steel and concrete sectors are increasingly laying claim to "sustainability" credentials. In the forest sector we've spent years agonizing over the exact meaning of "sustainable forestry". We've consulted with just about everybody to develop comprehensive "criteria and indicators" of sustainability both internationally and nationally. We've also developed comprehensive systems to measure conformance. Meanwhile other sectors have simply adopted "sustainability" as a marketing slogan and are getting away with it! A visit to any "green building" trade show or a quick look through an architectural magazine will give you plenty of illustrations of what I am talking about. For example, a leading carpet manufacturer claims that it "saves 68,000 trees a year by using plastic cores in our carpets". No mention, of course, of the non-renewable petroleum used in plastics, or the energy required to produce plastic or the waste produced along the way. Perhaps most egregious of all, a new campaign by the steel industry touts the metal as the "ultimate sustainable material". Based on what, you may ask? The fact that used steel may be recycled. Again, no mention of the iron mining process or high energy costs associated with steel production.

It is with this background in mind that I would like to encourage a concerted effort by the world's major wood producers to level the playing field. There are three specific issues on which the international wood industry as a whole would benefit from concerted co-operative action. First, we need to work together to scrutinize and regularly challenge the environmental claims of alternative materials. Second, we need to ensure that the environmental credentials of wood are given appropriate recognition in public and private sector procurement policies and in Green Building Initiatives like LEED, BREEAM. This will require a co-ordinated campaign of direct engagement with the organizers of these programs. They need to be encouraged to adopt a full environmental life cycle approach and to recognize the carbon sequestration benefits of wood. In other words, these policies need to be based on science rather than on the political agendas of interest groups.

Finally, we need to co-operate to encourage a risk based approach to timber legality verification. The wood industry as a whole would suffer from imposition of even more bureaucratic measures in regions where it can be shown there is little risk of illegal logging. But we can't ignore the fact that there is an enormous diversity of forest situations around the world so that each wood supplying region has to exploit a different set of opportunities and deal with varying challenges. For American hardwoods, the main opportunities lie in promoting the United States' long history of good forest governance and in exploiting the world's largest, most diverse and rapidly expanding temperate hardwood resource. The main challenges lie in satisfying end-user demands that wood is sustainable in the face of the major structural obstacle to certification resulting from dependence on literally millions of small non-industrial forest owners.

Whatever our differences in forest type, management systems or species produced, all of us in the wood products industry enjoy one major benefit—we deal in one of the world's most environmentally friendly raw materials. The science is clearly on our side—it's time public recognition was as well. We can only achieve this if we all work together.

Europe Bans Illegal Timber

Strasbourg, France—The European Union (EU) recently banned the import and sale of illegally harvested timber. This effort is being done to fight climate change and deforestation from the Amazon to Asia. Green member of the European Parliament Satu Hassi, who negotiated a deal with the 27 EU member states, called the legislation an "internationally important breakthrough."

It will take two years for the rules to take effect, as governments must compose their own penalties for lawbreakers.

The European legislation occurs two years after the United States passed similar legislation. It has not been against the law to sell timber in the EU that was cut down illegally in its country of origin.

Reportedly, more than half of all logging activities take place in vulnerable regions, such as the Amazon Basin, central Africa, southeast Asia and Russia, according to the European Union.

Twenty to 40 percent of global production of industrial wood, or 350 million to 650 million cubic metres (460 million to 850 million

cubic yards), is represented by illegally harvested timber, according to the United Nations.

Under the new EU rules, importers must secure sufficient guarantees that the timber they are bringing in is legally harvested.

Traders such as furniture manufacturers must confirm that the origin of the wood used to make their products is traceable.

The legislation covers the 27-nation EU, however, it will be incumbent on the individual member states to set penalties for wrongdoers.

The new rules will be implemented in 2012, granting governments time to draft their own sets of sanctions and fines.

Saying it would help curb climate change, environmental groups have embraced Europe's move to combat illegal logging. Deforestation accounts for 20 percent of greenhouse gas emissions, according to the EU.

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A Smart Growth Strategy

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



how a new boardwalk saved money on maintenance for their town council when they switched to imported species for their decking. Perhaps not the drama and sizzle

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The summer of economic recovery has come to an official end with the economy still suffering in Intensive Care. The downturn is not playing favorites between importers or domestic traders. The wood products industry is hurting.

The recent International Woodworking Fair clearly showed attendance was down, but not out. The savvy businesses that were there either exhibiting or attending know that in a tough economy you can't grow by cutting. You grow with smart investments.

An example is IWPA member support of the association's magazine. IWPA just released its seventh edition of its *International Wood* magazine and buyers guide. Advertising sales exceeded our budget by nearly 15% – through solid support of members and non-members. I'd like to think it is because our members value the exposure the award-winning magazine gives them to their target audiences, but I also think there's more to the story...

IWPA membership remains strong because of the value proposition we offer our members. For as little as \$150 a month we provide additional resources that provide critical business support at a time when they've had to cut back on employees and services. Lobbying in DC – check! Lacey Act due diligence packet – check! Marketing and sales leads – check! You

can't hire a lobbying firm in DC for \$150/hour, so approximately \$150/month for lobbying, marketing and sales promotion equates to a strong value proposition in this market.

One expense item for businesses that has taken a hit over the past couple years is marketing. Companies are very conscious of saving or eliminating expansive marketing and advertising programs. This latest

edition of *International Wood* editorial content took into consideration that marketing in a down economy means that the emphasis needs to be placed on quality and value. Imported wood products bring both attributes to the marketplace and *International Wood* amplifies that message to the market.

In order to reflect the state of the market, we featured stories highlighting the affordability and sustainability of imported wood products. Two words that are warmly received by customers and consumers who are stretching every dollar. One story on imported plywood explained why it is sought out as the best product available for certain applications that require strength and durability. Another story explained



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AA Corporation And American Hardwoods Equals Success



AA Corporation, located in Ho Chi Minh City, Vietnam, is primarily a contractor for high-end hotels and the firm matches demands for clients' luxurious design with the elegance of U.S. hardwoods, such as Oak, Walnut, Cherry, Alder, Poplar and Willow.



AA Corporation is a series of large warehouses that employs approximately 2,000 people.



AA Corporation is fully equipped with Italian and German machinery.



AA Corporation uses significant hand labor in marquetry, carving and finishing of all its products.

Ho Chi Minh City, Vietnam—AA Corporation (Advanced Architecture) is an interior design and furniture manufacturing company located just south of here. The company was established in 1990 when Nguyen Quock Khanh struck a deal with the government to lease the land in an area not commonly known for being a manufacturing hub. Known for its large contracts received primarily with hotels, AA Corporation incorporates wood in many of its interiors and furniture. Approximately 30 percent of its wood is sourced locally, with the rest coming from imports.

As a contractor for high-end hotels, the company matches the demands for a luxurious design with the elegance of U.S. hardwoods, such as Oak, Walnut, Cherry, Alder, Poplar and Willow.

Situated along a tributary of the Mekong Delta, AA Corporation is a series of large warehouses that employs approximately 2,000 people. The site extends over 13 hectares, on which is located the warehouse, production workshops, and office buildings. The factory also includes 11 kiln dry

rooms of 30 cubic meters each, providing standard moisture after treatment of the timber. The company is fully equipped with the most modern Italian and German machinery, but adds significant hand labor in marquetry, carving and finishing to reach the highest quality level in the market.

With this philosophy in mind, AA Corporation possesses the flexibility to compete on international bids with other manufacturers. In 1998, AA began to participate in bids for overseas interior design contracts and won its first overseas contract for the interior design, supply of furniture and renovation of rooms of the Hilton Colombo in Sri Lanka. The company has received projects for high-end hotels from Oman, Ukraine, New York, and Australia. AA Corporation is FSC certified for chain-of-custody and uses FSC certified wood upon request from customers.

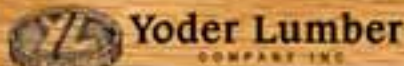
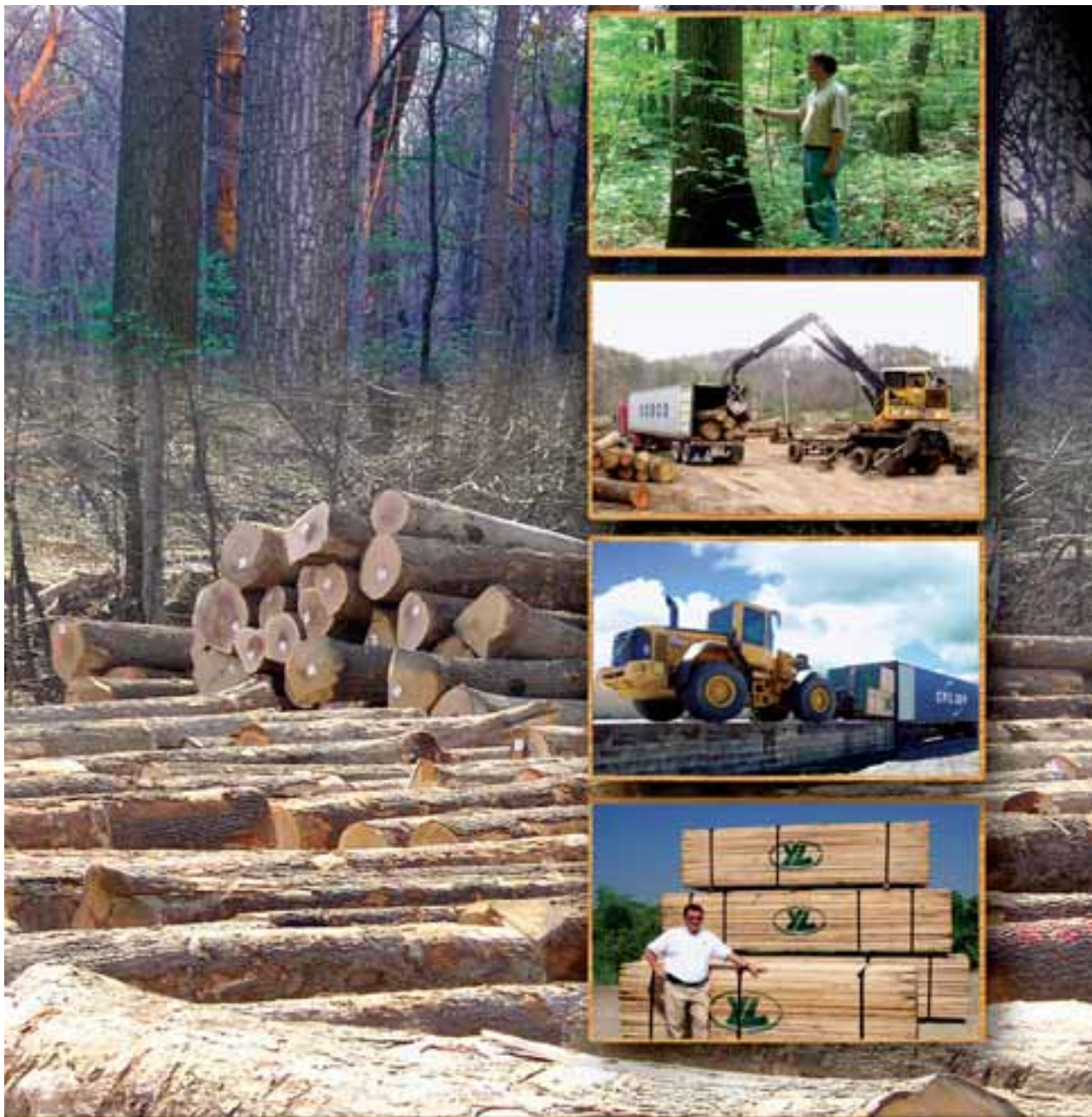
Recent international projects include: Plaza Anthenee, New York City; Intercontinental Kiev, Ukraine; and the Regency Palace, Kuwait.

In 2005, Khanh visited the United States on a trade mission to visit various sites of hardwood mills and applications around the East Coast. On this trip, he learned the whole process of the supply chain from harvesting of the wood to the design and implementation into the applications seen in the locations. Khanh was educated on the environmental credentials of U.S. hardwoods, which has played an integral role in AA Corporation since Vietnam was accused of sourcing illegal wood. AA Corporation has left its doors wide open for visitors to come by any time without any notice to prove any naysayer wrong about the sources of wood.

Enthusiastic about his trip, Khanh returned to Vietnam and partnered with HAWA (Handicraft Association of Vietnam) to support a competition for up-and-coming designers of furniture and interior design. The designers use donated U.S. hardwoods at the behest of the organizers and supporters of the contest. The contest is now in its third year and has gained a significant amount of popularity. Khanh hopes to remain a staunch supporter of the program.

With such success on the international stage, AA has transferred its success into local projects which feature the use of U.S. hardwoods, a rarity considering Vietnam has commonly used local wood for its domestic source. These projects include living spaces, hotels, resorts, restaurants, and shops throughout the country. AA also works according to the clientele's own designs and specifications, always guaranteeing quality and on-time delivery. Some of the latest projects include the Amansara Resort in Cambodia, Park Hyatt Hotel in Ho Chi Minh City, Nam Hai Resort in Hoi An, and the Louis Vuitton shop in Hanoi. Since 1990, the company has been successful in establishing itself as a leading interior and furniture design contractor in Vietnam as evident in the projects domestic and international.

For more information about this company, go online to www.aacorporation.com.



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HANCOCK LUMBER CO.—Innovating, Evolving And Thriving



Russell Coulter, general manager of Hancock's Bethel mill operations standing by the new Weinig Hydromat 2000 moulder.



Hancock Lumber Co.'s new Weinig Hydromat 2000 moulder. Photographed are the in feed, moulder and out feed/sorting area.



Mike Halle, Bethel planer mill manager standing by the Pro Stand radial adjustment machine, which ensures the new moulder's knife stock is 100 percent accurate.



The ribbon cutting ceremony with Kevin Hancock, President and CEO of Hancock Lumber Co. photographed here with Hancock's customers in attendance for the new moulder grand opening.



Kevin Hynes, Hancock Lumber Co.; Steve Texiera, Timber Trading Group; Tim Seale, Timber Trading Group; and Jack Bowen, Hancock Lumber Co. in front of the new Weinig Hydromat 2000 moulder at the moulder grand opening event.



Jamie Place, Eastern Forest Products; Vincent Micale and Bernie Nugent, Warren Trask Company; and Matt Duprey, Hancock Lumber Co. in front of the new Weinig Hydromat 2000 moulder at the grand opening event.

Casco, Maine—Hancock Lumber Co. has a history that spans approximately 162 years. Since 1848 the company has been servicing the forest products industry with quality Eastern White Pine products by way of continued innovation and a knowledgeable staff, according to Chief Operating Officer Kevin Hynes. "Throughout the economic downturn we haven't stopped making improvements," he explained. "We are constantly innovating and looking for ways to improve and become more efficient."

The firm's recent installations include a Weinig Hydromat 2000 moulder. Vice President of Sales Matt Duprey said, "We installed an additional Weinig moulder at our Bethel, Maine, facility, which will complement the moulder we have in Casco. So we now have two moulding facilities to handle our pattern production."

Customer service oriented, Hynes said the decisions made at Hancock Lumber Co. are in direct response to the needs expressed by the company's clients. "We work diligently to see things from the point of view of the customer," he said. "Expediting the product from order to finished goods as efficiently as possible for our customers is imperative, which is part of the reason we went with the Weinig moulder," Duprey added.

Pattern manufacturing is about 25 percent of Hancock's business. "Twenty-five percent and growing—it is a large portion of what we do," Hynes said. "As time goes on, what customers need and want grows


Continued on page 13




Mike Halle standing next to a wall of Wp2/Wp4 Pickwick pattern from the new moulder in Bethel.

Kevin Raven-Yard, warehouse and kiln manager at Hancock's Bethel Mill operations in front of product produced by the new Weinig Hydromat 2000 moulder.






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YODER LUMBER Maximizes Efficiency

By Paul Miller Jr.



Yoder Lumber Co. manufactures standard grades and thicknesses from Appalachian hardwoods, which include primarily Red and White Oak, Cherry and Poplar. Other species offered by the firm include Walnut, Hard and Soft Maple, Hickory, Sycamore, Grey and Red Elm, Ash, Beech and Basswood.



The company uses an HMC Corporation debarker and trimmer (shown here.)



Yoder's carriage is manufactured by Cleereman with a 17-degree slant with 4-head blocks that is also used in combination with a USNR optimizer scanner.



Some of the operation's major pieces of equipment are this state-of-the-art edger, manufactured by McDonough Manufacturing. According to President and Chief Executive Officer Mel Yoder, the firm has seen sizable yield increases since the installation. "This edger is a wiggle box edger with 3 movable blades. The USNR optimizer scanner gives us the maximum width board as well as a two-board solution if possible, which increases yield."



Yoder Lumber Co. utilizes a Kentwood moulder (shown here) in its manufacturing process.

Millersburg, Ohio—Yoder Lumber Co. Inc., located halfway between Cleveland and Columbus, operates three facilities, all within eight miles of one another. On the western edge of the Appalachian region, the facilities are situated in the small communities of Berlin, Charm and Millersburg. Yoder Lumber Co. manufactures standard grades and thicknesses from Appalachian hardwoods, which include primarily Red and White Oak, Cherry and Poplar. Other species offered by the firm include Walnut, Hard and Soft Maple, Hickory, Sycamore, Grey and Red Elm, Ash, Beech and Basswood. Throughout the years, the firm has continued to expand their operations, facilities and markets. A new mill was installed at Yoder Lumber's Buckhorn facility, located in Millersburg. Some of the major pieces of equipment are, state-of-the-art edger, manufactured by McDonough Manufacturing. According to President and Chief

Executive Officer Mel Yoder, the firm has seen sizable yield increases since the installation. "This edger is a wiggle box edger with 3 movable blades. The USNR optimizer scanner gives us the maximum width board as well as a two-board solution if possible, which increases yield."

The carriage is a Cleereman with a 17-degree slant with 4-head blocks that is also used in combination with a USNR optimizer scanner. As a result of the new carriage we are getting a great deal more yield on our logs. The biggest factor for us with the carriage is in our slabs. We are getting thinner slabs and more footage out of the same amount of logs," he continued. "We've been very satisfied with the results of these new upgrades."

A 7-foot Salem headrig and resaw has also been installed. "The headrig and resaw are almost identical," Yoder said. "We actually found them used and rebuilt them ourselves. Because they use the same length band, we are able to utilize the blades from the headrig on the resaw and get more life out of our bands. The linebar is manufactured by PHL Industries. It's completely automated, the operator basically turns the face that they want to cut and from there, everything is automatic. He (the operator) determines what face to cut and what thickness and the feed through is automatic."

Yoder said they were introduced to the PHL resaw system by Martin Quanci of Mill Quality Equipment & Design, Chillicothe, Ohio, the engineer that designed Yoder's mill, Rick Grover of Northeast Mill Services, Inc., who headed up the installation of the project, and Mike Week of Mike Week Consulting LLC, who did the PLC programming to control the automation. "They installed a similar system in a Beech mill in Germany. After talking with the mill owners, engineers and operators, we were convinced it was the way to go because of the smoothness of the operation and the speed it operates at," Yoder added. "We feel very confident that the PHL is going to give us the quality we need for many years to come."

Other equipment suppliers are an HMC Corporation debarker and trimmer. Mellott Manufacturing and Webster supplied Yoder's material handling equipment.

Currently all three of Yoder's facilities are operating an average of 45 hours a week. "The mills at our Charm location are operating about 46 hours a week, Buckhorn is at about 45 and our distribution department is running at about 50 hours a week, and the Berlin dimension plant is at 45 hours or as needed, per week" Yoder commented.

As for lumber and log inventories, Yoder said, "We buy green and dry lumber according to what we need. With increased production from the new mill, we're intending to cut back on purchases and do more of our own production. We're looking forward to that. Logs are supplied within a 100 mile radius of the mill."

Annual production, at all three facilities, is approximately 12 million board feet, this will increase to 16 million once the new mill is in full production. Predryer capacity is

Continued on page 15

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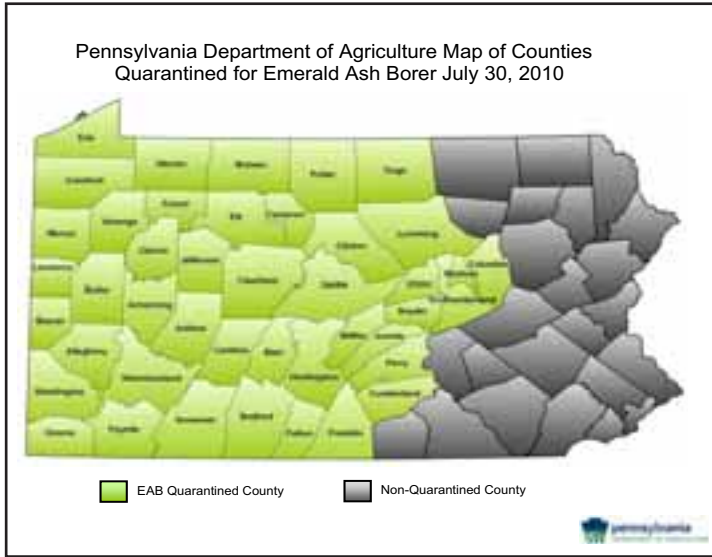


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The Impacts Of EAB Quarantine In Pennsylvania And Abroad

Guest Column By:
Paul Lyskava, Executive Director
Pennsylvania Forest Products
Association



map left). The goal of the quarantine is to slow the intentional human spread of the pest, giving researchers an opportunity to identify a natural predator or agent that can suppress or contain further spread of the beetle. The expansion of the quarantine was prompted by the discovery of EAB in six additional Pennsylvania counties this summer. While the bug has only been found in 17 Pennsylvania counties, state and federal officials have quarantined a total of 43 counties to contain the recent detections in Pennsylvania and adjoining states, as well as simplify the regulatory picture for both the agencies and industry. Prior to this most recent announcement, the western and central portion of the state was a patchwork of individual or small

groups of quarantined counties. The quarantine order covers a variety of live and green Ash material, as well as all hardwood firewood and all hardwood chips (see below for regulated articles). These materials are generally prohibited from leaving the quarantined area without first being processed. Mills and other businesses within the quarantined counties are able to minimize the impact on their operations by obtaining compliance agreements from the Pennsylvania Department of Agriculture and USDA. Under a compliance agreement, mills will ensure necessary steps are taken to prevent the spread of EAB. This could include the kiln drying of Ash lumber or heat treatment Ash pallets produced or used at a mill. Wood chips, sawdust and mulch can also be used if it is processed to ensure that it can not transport live EAB. Mills can also obtain permission to move and process Ash material across the quarantine boundary during the bug's non-flight season (October 1 – March 31). The transport of Ash material is allowed within the confines of the quarantined area. The expanded quarantine thus makes it easier for many mills to both procure timber and sell green Ash product to their local customers. The Pennsylvania experience is that the EAB discovery and resulting quarantines have yet to produce any long-term negative impacts on mills or their suppliers and customers. Most impacts have been tem-

The invasive Emerald Ash Borer (EAB) was first discovered in western Pennsylvania in 2007. But the full extent of the spread of the pest and its potential impact on the forest products industry became more obvious this past August, when the Pennsylvania Department of Agriculture and USDA expanded their EAB quarantine to cover 43 counties in central and western Pennsylvania (see

porary and upon the initial weeks after the establishment of the quarantine. These problems usually involve a mill being caught with purchased timber inside the quarantine or pending sales to customers outside quarantine. Outreach and communication by agency officials usually quickly address other concerns and questions, such as the continued sale of mill residuals with use of compliance agreements. Impacts have been mitigated through the good communication between industry and the regulatory agencies. Even before EAB was discovered in Pennsylvania, the Pennsylvania Forest Products Association had established working relationships with state plant health officials (PFPA also serves on Pennsylvania's Governor's Invasive Species Council). When quarantines have been announced, PFPA organized outreach meetings to enable companies to receive updates from the regulatory officials and initiate obtaining compliance agreements. The forest products industry has also partnered with state and federal officials in discouraging the movement of firewood among homeowners and recreationalists. In Pennsylvania, state and federal regulators have done a good job trying to protect the state's natural resources, while minimizing impacts on forest product companies. They have responded quickly to requests for compliance agreements and have even developed new compliance criteria to address unique local situations. The agencies themselves have also worked well together and have provided a consistent message to industry and the public. State Agriculture officials regulate intrastate transport, while USDA regulates transport across state lines. Pennsylvania mills have generally bought into the need for the quarantine and regulatory compliance. The long-term ramifications of the EAB infestation are significant to both forest health, biodiversity and the potential future loss of a commercial species. Ash makes up about 3.6% of the forests of Pennsylvania, accounting for about 300 million trees and nearly 5 billion board feet of sawtimber. While EAB discoveries and the quarantine have spread across the state, the pest is not yet thought to be very prevalent in the state, particularly in the forest landscape. Most discoveries have been along transportation corridors and within suburban interfaces. One of the emerging issues of concern is the ability for Pennsylvania mills to continue to effectively export their Ash lumber into the European Union. EU countries have additional requirements for Ash beyond the usual phytosanitary documentation. With the expanded quarantine in Pennsylvania, many mills can no longer declare that their Ash comes from an area free of EAB. Instead, the mill will have to ensure that the boards have been squared to entirely remove all bark and a minimum of 1/2 inch below the bark. And even if the USDA provides a declaration to this effect, customs at the port of entry can still reject the shipment if they believe the boards contain material from the outer 1/2 inch of the log. (see box below) While the EU still accepts the heat-treated Ash pallets, a higher level of processing is required for the Ash grade lumber in the shipment. Kiln-drying, heat treatment nor a state or USDA compliance agreement will meet the import requirements for Ash established by the EU. Furthermore, mills will still have to acquire interstate compliance agreements or other permits to move their export-bound Ash material to the port of departure.



Paul Lyskava

porary and upon the initial weeks after the establishment of the quarantine. These problems usually involve a mill being caught with purchased timber inside the quarantine or pending sales to customers outside quarantine. Outreach and communication by agency officials usually quickly address other concerns and questions, such as the continued sale of mill residuals with use of compliance agreements. Impacts have been mitigated through the good communication between industry and the regulatory agencies. Even before EAB was discovered in Pennsylvania, the Pennsylvania Forest Products Association had established working relationships with state plant health officials (PFPA also serves on Pennsylvania's Governor's Invasive Species Council). When quarantines have been announced, PFPA organized outreach meetings to enable companies to receive updates from the regulatory officials and initiate obtaining compliance agreements. The forest products industry has also partnered with state and federal officials in discouraging the movement of firewood among homeowners and recreationalists. In Pennsylvania, state and federal regulators have done a good job trying to protect the state's natural resources, while minimizing impacts on forest product companies. They have responded quickly to requests for compliance agreements and have even developed new compliance criteria to address unique local situations. The agencies themselves have also worked well together and have provided a consistent message to industry and the public. State Agriculture officials regulate intrastate transport, while USDA regulates transport across state lines. Pennsylvania mills have generally bought into the need for the quarantine and regulatory compliance. The long-term ramifications of the EAB infestation are significant to both forest health, biodiversity and the potential future loss of a commercial species. Ash makes up about 3.6% of the forests of Pennsylvania, accounting for about 300 million trees and nearly 5 billion board feet of sawtimber. While EAB discoveries and the quarantine have spread across the state, the pest is not yet thought to be very prevalent in the state, particularly in the forest landscape. Most discoveries have been along transportation corridors and within suburban interfaces. One of the emerging issues of concern is the ability for Pennsylvania mills to continue to effectively export their Ash lumber into the European Union. EU countries have additional requirements for Ash beyond the usual phytosanitary documentation. With the expanded quarantine in Pennsylvania, many mills can no longer declare that their Ash comes from an area free of EAB. Instead, the mill will have to ensure that the boards have been squared to entirely remove all bark and a minimum of 1/2 inch below the bark. And even if the USDA provides a declaration to this effect, customs at the port of entry can still reject the shipment if they believe the boards contain material from the outer 1/2 inch of the log. (see box below) While the EU still accepts the heat-treated Ash pallets, a higher level of processing is required for the Ash grade lumber in the shipment. Kiln-drying, heat treatment nor a state or USDA compliance agreement will meet the import requirements for Ash established by the EU. Furthermore, mills will still have to acquire interstate compliance agreements or other permits to move their export-bound Ash material to the port of departure.

Regulated Ash Material (source: Pennsylvania Department of Agriculture)

- Emerald Ash Borer in any living stage of development
- Ash trees of any size

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 Professional Traders: 105300

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Scale of 2009 Fair:

Exhibition Area: 120,000 square meters
 International Standard Booths: 5,000
 Exhibitors: 2,625
 Foreign Traders: 17,484
 Professional Traders: 123,296

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- Knitting Accessories
- Sports & Recreation Articles
- Footwear & Headwear
- Home Appliances
- Leather
- Cosmetics & Beauty-care Products
- Hardware & Machinery
- Crystal & Glass Products
- Electronic & Electrical Appliances
- Trade services
- Toys
- Auto supplies
- Garment
- Artistic Gifts
- Fashion Jewelry
- Cases & Bags

IWF PHOTOS- Continued from page 1



Bill Baker and Derek Wheeland, Wheeland Lumber Co. Inc., Liberty, Pa.



Joe Snyder, Fitzpatrick & Weller Inc., Ellicottville, N.Y.; John O'Dea, American Hardwood Industries, Waynesboro, Va.; and Greg Fitzpatrick, Fitzpatrick & Weller Inc.



Brad Bingaman and Bob McCabe, Bingaman & Son Lumber Inc., Kreamer, Pa.; Bob Mineo, Bingaman & Son Lumber Inc., Clarendon, Pa.; Roy Cummings, Cummings Lumber Co. Inc., Troy, Pa.; and Bruce Bingaman, Bingaman & Son Lumber Inc., Kreamer, Pa.



Peter Raimondi, Whitewood Distribution, Vancouver, B.C.; Dan Weir, Whitewood Distribution, Winnipeg, Manitoba; Mike Mitchell, Bradford Forest Inc., Bradford, Pa.; Doug Fehr, Whitewood Distribution, Winnipeg, Manitoba; and Patrick Hennebicque, Bradford Forest Inc.



Don Barton, Weyerhaeuser Hardwoods, Portland, Ore.; Nancy Arend, Weyerhaeuser Hardwoods, Seattle, Wash.; Thomas Owens, Weyerhaeuser Hardwoods, Little Rock, Ark.; and Randy Brown, Weyerhaeuser Hardwoods, Erie, Pa.



Dan Caldwell, Atlanta Hardwood Corp., Mableton, Ga.; Raeann Blair, Tradelanes Inc., Mobile, Ala.; Patrick Altham, AHC Export Lumber, Huntersville, N.C.; Kurt Sumrall, Tradelanes Inc.; and Nathan Hascher, AHC Craig Imports, Huntersville, N.C.



Bo Hammond, Karen Alford and Victor Barringer, Coastal Lumber Co., Charlottesville, Va.; and Bert Gary, Coastal Lumber Co., Summerville, S.C.



Mike Flynn, Midwest Hardwood Corp., Maple Grove, Minn.; and Heidi and Chris Bingaman, Bingaman & Son Lumber Inc., Kreamer, Pa.



Chris Gravel, Executive Woodwork, Toronto, Ont.; and Nico Poulos, Aly Sutton, Andrew Robinson and Carl Brown, Weston Premium Woods Inc., Brampton, Ont.



Carlos Orta, Durable Wood Products, Miami Lakes, Fla.; Tony Orta, Durable Wood Products, Atlanta, Ga.; and Brent McClendon, International Wood Products Association, Alexandria, Va.



Stewart Sexton, DHL Nordisk Inc., Greensboro, N.C.; and John Sexton, Hickory Chair Co., Hickory, N.C.



Michael Snow, American Hardwood Export Council, Reston, Va.; Orn Gudmundsson Jr., Mike Gaines, Orn Gudmundsson Sr. and Tim Girardi, Northland Corp., LaGrange, Ky.



Jason Gobel, Ed Armbruster and Richard Uria, Industrial Timber & Lumber Corp., Beachwood, Ohio



Romel Bezerra, Mel Lundberg and Bill White, Elof Hansson Inc., Suwanee, Ga.



Gerry Van Veenendaal, Tom Henderson and Chris Haugen, Midwest Hardwood Corp., Maple Grove, Minn.



Matt Harnisch and Ingo Wallocha, Brunner-Hildebrand Lumber Dry Kiln Co., Nashville, Tenn.



Mark Vollinger, W.M. Cramer Lumber Co., Hickory, N.C.; Linwood Truitt, Beasley Forest Products Inc., Hazlehurst, Ga.; Christopher Sackett, Turn Bull Lumber Co., Elizabethtown, N.C.; and Mark Barford, National Hardwood Lumber Association, Memphis, Tenn.



Ruben Trujillo, Laura Penney, Mike Trostle and Amy Quaid, MJB Wood Group Inc., Irving, Texas



Antti Tiittanen and Dallin Brooks, Jartek/TekmaHeat, Vancouver, B.C.; and Chuck Ramsbacher, Superior Thermwood, Minnesota Inc., Lakeville, Minn.



Norm Murray, U-C Coatings Corp., Buffalo, N.Y.; Whit Whitmire, Haywood Community College, Clyde, N.C.; and Dave Sondel and Nick Tytko, U-C Coatings Corp.



Tom Kohlmeier, Seemac Inc., Carmel, Ind.; Bruce Kulzer, Hood Distribution, Hattiesburg, Miss.; Aaron Cannaday, Hood Distribution, Raleigh, N.C.; and Alex Gontar-Dray, Goodfellow Inc., Troy, Ohio



Ivan Araz, Parton Lumber Co., Mexico City, Mexico; Alfred Mayo and Norman Atchley, Parton Lumber Co., Rutherfordton, N.C.; and Daniel Hees and John Hees, Jeld-Wen, Sparta, Tenn.



Joe Snyder, Fitzpatrick & Weller Inc., Ellicottville, N.Y.; Roland Feit, Abalon Hardwood, Schwalmstadt, Germany; Dana Fitzpatrick and Greg Fitzpatrick, Fitzpatrick & Weller Inc.; and Randy Brown, Weyerhaeuser Hardwoods, Erie, Pa.

Additional photos on page 12

IWF -

Continued from page 1

to the 2008 IWF, attendance figures were noticeably down from that year's 19,000 attendance with more than 1,300 exhibits.

Despite the drop in figures, sources noted that the quality of the events, seminars and exhibits was good.

Wood manufacturing technology advancements took center stage as new products were introduced that dealt with a wide array of services from computer software to wood processing.

IWF also hosted 23 technical seminars that ranged in topic from lean manufacturing to waste management and even marketing.

Four new symposiums were offered that concentrated on finishing, countertops, upholstery and closets. Returning to IWF this year were events such as Design Emphasis student design competition and the Challenger Awards.

Even though IWF's figures were down from two years ago, it provided new opportunity for lesser known exhibitors, noted IWF President Patrick LaFramboise. He stated that exhibitors at this year's show were totally diversified and that those in this year's show said "it's a greater opportunity for them to be more visible" since some bigger name exhibitors chose not to attend this year.

IWF is owned and operated by the American Home Furnishings Alliance, the Wood Machinery Manufacturers of America and the Woodworking Machinery Industry Association, all of which will be planning the 2012 IWF Show.

IWPA -

Continued from page 1

forests in more than 30 nations across the globe. According to IWPA, association members consist of three key groups involved in the import process: U.S. importers and consuming industries, off-shore manufacturers and the service providers that facilitate trade.

To contact IWPA for more information, call 703-820-6696.

BRAZIL -

Continued from page 1

hardwoods for two primary reasons. First, U.S. hardwoods offers species that Brazil does not have in its country, primarily those that are light in color, which positions U.S. species such as Poplar, Oaks and Maples very well in this market. Secondly, Brazil has undergone several domestic procurement policies that have limited its domestic resources. With the growing pressure on Brazil to preserve its domestic source, Brazil has begun to source foreign sources to meet its wood consumption demand. Brazil is the 4th largest exporter of wood furniture and will take measures to not lose its position in the trade. Domestic investments in other government initiatives such as investments in alternative fuels have crippled its infrastructure in wood production. It is almost near impossible to find passable logistic routes to its domestic wood resource. With the upcoming Olympics, World Cup and a growing tourism industry, construction has been one of its fastest growing industries however, Brazil is in desperate need to find resources for this sector. The main constraint, however, is the meticulous red tape it entails to import foreign sources. Consultants have been hired for many companies to provide this service but in the end, add more cost. Furthermore, taxes have prevented U.S. hardwoods from being competitive in this market. It is estimated in order to bring in U.S. hardwoods, an added 50 - 70% is added to the price of the product.

Nonetheless, Brazil must have wood to match its rate of consumption. In order to make sure U.S. hardwoods are well positioned to enter this market, AHEC will have to invest more time and money to educate the market, advertise domestic hardwoods and attend more tradeshow. Brazilian woods are tropical which has an array of technical differences in comparison to U.S. temperate hardwoods. Users are weary of how temperate woods will fare in Brazilian climates. Perhaps a QSP program at a

public place will show the users how U.S. hardwoods can function and will function in that environment. AHEC believes, with the support of the industry, it will invest more resources in educating and promoting U.S. hardwoods in Brazil.

One product that does immediately have great potential is hardwood veneer. It possesses the aesthetic qualities specifiers are looking for at a more inexpensive rate. It also does not have to attest to the environmental differences in a tropical or temperate setting being the bottom layers are made of engineered materials. Brazil also does not have that large of a veneer slicing industry making U.S. hardwood veneer a great candidate for the industry.

Many inquiries regarding resistance to termites and pests, import costs, approximate prices and availability were received by the enthusiastic visitors. AHEC placed 8/4" FAS S4S lumber pieces of assorted species, provided by a local distributor for exhibition purposes only, that caught the eye of furniture manufacturers and designers and turned out to be a great hook to attract the interest of visitors walking by. The scarce demand for lower grades in Brazil makes it hard for local distributors to stock No. 1C and No. 2C boards, which made it difficult to display lower rough boards. However, AHEC staff made it clear to all inquirers that not all orders are shipped that way, usually all shipments come rough unless other is specified.

The main interest resided in lumber and veneer over plywood, logs and other hardwood products. AHEC's primary function was to introduce and educate the visitors,

most of them furniture manufacturers, and explain the benefits of utilizing American hardwood species, availability and the path to follow in order to import from the U.S. The companies at the pavilion had the opportunity to talk one-on-one to end users, manufacturers and designers and offer them their products, either from direct companies or associations.

A common denominator among the visitors was the interest in finding alternatives to their current consumption -Brazilian and South American species mostly-, due to different reasons; availability, legal issues regarding logging, harvesting, transportation, supply, etc. Overall, the Brazilian market and end users are looking to find different and new products when it comes to furniture either on design and/or materials.

WHO'S WHO - Houck

Continued from page 2

Houck says.

AHI is a member of the National Hardwood Lumber Association (NHLA), Appalachian Hardwood Manufacturers Inc. (AHMI) and Penn-York Lumbermen's Club. Houck has worked in the import/export industry for 25 years, starting as a laborer in 1984. He has also worked as a lumber inspector and a dry kiln operator.

He has worked in his present position with AHI for one year.

Houck earned a bachelor's of science degree from Virginia Tech. He later graduated from the NHLA inspection school.

Houck and his wife, Martha, have been married 25 years.

Houck is a board member of Harvest Outreach, a non-profit organization dedicated to at-risk children from ages 6 to 17.

WHO'S WHO - Meiser

Continued from page 2

Association (HMA) and the Pennsylvania Forest Products Association.

Meiser has worked for Bingaman & Son Lumber for 14 years, the last 10 in his present position. His first job in the industry was as a sawmill owner, from 1976 to 1994.

A graduate of East Juniata High School in Cocolamus, Pa., Meiser went on to graduate cum laude with a B.S. in accounting from Shippensburg University (Pa.). He is a member of the Penn-York Lumbermen's Club.

Meiser and his wife of 17 years, Lisa, have three daughters.

In his free time, he enjoys music, playing basketball and tennis, watching sports and coaching sports.

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IWF PHOTOS- Continued from page 10



James Wooten, Hardwoods Specialty Products, Arlington, Texas; Dave Wilson, Hardwoods Specialty Products, Toronto, Ont.; and Garry Warner, Hardwoods Specialty Products, Vancouver, B.C.



Dennis Albreten, DLH Nordisk Inc., Copenhagen, Denmark; and Stuart McDiarmid, DLH Nordisk Inc., Greensboro, N.C.



Brian Ballard, Huntersville Hardwoods Inc., Huntersville, N.C.; Dan Caldwell, Atlanta Hardwood Corp., Mableton, Ga.; and Ted Rossi, Rossi Group, Cromwell, Conn.



Cam Koons and Joe Zona, Deer Park Lumber Inc., Tunkhannock, Pa.; and Troy Jamieson, Somerset Wood Products Inc., Somerset, Ky.



Jeff Pyrtle, Baker Products, Ellington, Mo.; Parker Boles, Hermitage Hardwood Lumber Sales Inc., Cookeville, Tenn.; Mike McNail, Baker Products; and Wesley Boles, Hermitage Hardwood Lumber Sales Inc.



Gary Miller, Import/Export Wood Purchasing News, Memphis, Tenn.; Romel Bezerra, Elof Hansson Inc., Suwanee, Ga.; and Norm Murray, U-C Coatings Corp., Buffalo, N.Y.

IWPA PHOTOS- Continued from page 1



Sergei Kotov, SGK Nordic SIA, Riga, Latvia; Marty Sandlin, Chaffin & Associates Inc., San Marcos, Calif.; Bob Klodosky, Canusa Wood Products Ltd., Vancouver, B.C.; and Tom Wilson, International Specialties Inc., Collierville, Tenn.



Chris Paras, The Penrod Co., Virginia Beach, Va.; Doug Rogers, Canusa Wood Products, Vancouver, B.C.; and Christian Mengel, VM International LLC, Greensboro, N.C.



Michael Stringfellow and Rodney Loe, Shelter Forest International, Portland, Ore.



Rich Smothers, Ryan Hicks, and Reggie Hubbard, Darlington Veneer Co., Darlington, S.C.; and Stuart Clarke, Clarke Veneers and Plywood, Jackson, Miss.



Dave Sondel and Tom Johel, U-C Coatings Corp., Buffalo, N.Y.; and Paul Pickunka, Chemetal, Easthampton, Mass.



Mike Bartz, Butch Finnell and JoAnn Gillebaard, Holland Southwest, Houston, Texas; and Tom Wilson, International Specialties, Collierville, Tenn.



Tom Youdell, Foreverwood Inc., Miami, Fla.; Liz Altmyer, Robinson Lumber Co., New Orleans, La.; Tim Heidt, The Penrod Co., Virginia Beach, Va.; and Rich Crutchfield, Columbia Forest Products, Greensboro, N.C.



John Hedin, Columbia Forest Products, Greensboro, N.C.; and Joyce Liu and Guanghua He, China Phoenix Woods International, Shanghai, China



Edward Stanton, Stanton Associates, Porto Alegre, Brazil; Annette Ferri, International Wood Products Association, Alexandria, Va.; Curtis Stanton, Stanton Associates; and Rafeek Khan, Durable Wood Products, Miami Lakes, Fla. and Guyana



Carlos Orta and Rafeek Khan, Durable Wood Products, Miami Lakes, Fla.; Frank Mora, Medley Hardwoods Inc., Medley, Fla.; Tom Youdell, Foreverwood Inc., Miami, Fla.; and Alfredo Hernandez, Medley Hardwoods Inc.



Fernando Romero, Monte Alto Forestal, Vitacura, Chile; Guillermo Sanchez, Pacific Forest, Concepcion, Chile; Francisco Tellez, Primus Lumber, Vitacura, Santiago, Chile; and Angela Fairbank, Vicwood Group, Vancouver, B.C.



Niklas Karlsoon, Elof Hansson Inc., Suwanee, Ga.; and Dan Lennon and Garner Robinson, Robinson Lumber & Flooring, New Orleans, La.



Nolan Coffman and Caroline McIvain, J. Gibson McIvain Co., White Marsh, Md.; and Terry Miller, Import/Export Wood Purchasing News, Memphis, Tenn.



Tom Wilson, International Specialties Inc., Collierville, Tenn.; Lee Jimerson, The Collins Cos., Portland, Ore.; and Fernando Romero, Monte Alto Forestal, Vitacura, Chile

BRAZIL PHOTO- Continued from page 1



Roberto Torres, Clovis Reach, and Luis Zertuche, AHEC, headquarters, Reston, Va.

WHO'S WHO - Thomas

Continued from page 2

12/4 in Red Oak and 16/4 in Poplar and Ash.

Blue Ridge Lumber Co. is a member of the National Hardwood Lumber Association (NHLA), the Virginia Loggers Association, the Appalachian Hardwood Manufacturers Association, the Virginia Forestry Association and the Appalachian Forest Management Group.

Thomas has worked for Blue Ridge Lumber Co. for eight years, the last three in his current position. He has worked in the import/export industry for 15 years. In his first job, he was a lumber buyer/yard foreman for a case goods manufacturer in Virginia, beginning in 1975. He has worked in sales of hardwood and dimension for a Pennsylvania mill.

A graduate of Nitro (W.V.) High School, Thomas went on to earn a Bachelor's of Science degree in Forest Resources Management from West Virginia University.

Thomas has a son, a daughter and two granddaughters. In his free time he enjoys golf, travel and theater

WHO'S WHO - Wheeland

Continued from page 2

Company operates a full scale dimension facility with the newest technology available in today's market.

Products that are produced include fully optimized gang ripping/parallel-sawn strips, straight line ripping, optimized cross cut blanks, mouldings, edge and face glued products as well as end matching.

Wheeland Lumber Co. is a member of the Pennsylvania Forest Products Assoc., Hardwood Manufacturers Assoc., National Hardwood Lumber Assoc., Wood Components Manufacturers Assoc., Wood Products Manufacturers Assoc., International Wood Products Assoc., Penn-York Lumbermen's Club, American Hardwood Export Council, Forest Stewardship Council and the Sustainable Forestry Initiative.

Wheeland began his career as a child in the forest products industry peeling Cherry bark in 1987 for the pharmaceutical industry.

Wheeland received a bachelor's degree in business management/finance from Pennsylvania College of Technology in Williamsport, Pa. He graduated from Liberty Junior/Senior High School in Liberty, Pa.

Wheeland and his wife of five years have one son. He enjoys woodworking, hunting and golf.

IWPA -

Continued from page 3

found in an Architectural Digest read, but right on target for the new reality of the American economy.

Good value associations, just like good value businesses will emerge stronger from this downturn. They will do it by staying in front of their members and customers with fresh messages and services. IWPA values its members and we appreciate each and every one of them. *International Wood* is just one of many marketing, educational and networking benefits offered by IWPA. To read the online version of *International Wood* and learn about suppliers of imported wood products go to www.iwpawood.org. Want to follow us online? Visit twitter.com/iwpa-wood or "fan" us on FaceBook.

HANCOCK -

Continued from page 5

too. They're looking for better quality, shorter lead times, and smaller runs. We've adopted an attitude that we are truly a partnership with our customers and what they need is what we're going to provide. So when we looked at our pattern business we realized that we were outgrowing the one miller in Casco. So we installed the Weinig moulder at the Bethel facility."

"One of the major reasons for this was so

we could have more pattern capacity with a high quality machine, with high quality finishes," Duprey said. The Weinig Hydromat 2000 can be used for applications from 2-inches wide up to 12-inches wide and according to Hynes, is the industry's leading moulder. "This is the third Weinig that we've purchased for our planing and finishing facilities," he said. "We are now using this machine with four people operating it versus a whole planer mill with up to 10 people running it. Cost effectiveness is right there," Duprey said. "Having the ability to run smaller 12-inch patterns is really key for us and an asset to our customers."

Hancock Lumber Co. held a grand opening and ribbon-cutting ceremony when the new moulder came on line. "This is a huge win for Hancock Lumber Co. but it's also a huge win for our customers," Duprey said. They get the service, the flexibility and the timeliness and we become more efficient. We wouldn't be able to do these things if we didn't have great customers." In fact, Duprey said the company's clients cut the ribbon themselves. "We had our customers cut the ribbon because it was really a tribute to them for partnering with us and creating a relationship that lasts."

The people at Hancock Lumber Co. realize the importance of maintaining customer relationships in good times and in bad. "The orders our customers place today are not truckloads or half truckload orders, they're a unit of this and a unit of that. They've had to change the way they do business and we've adjusted to accommodate them," Hynes said.

Continuing the path that has brought the

firm success, a new project is already underway at the company's facilities in Pittsfield and Casco, Maine. "We have a small rip line in our Bethel facility that allows us to do value added rips with a higher quality ripped edge, like an S4S edge," Hynes explained. "We didn't have one in Pittsfield or Casco, so we're installing that equipment for the purpose of taking low grade lumber and ripping off the edge defects to grade a nice high grade board that otherwise would have been used as an industrial board. These are boards that are often Select grade and the only issue is the edges." Duprey added, "These lines are going to give us flexibility to come into new markets and at the same time increase the value of return that we get out of every log."

"We're operating our mills to meet the requirements of our customer in terms of volume," Hynes continued. "The ripping operation gives us the flexibility to take an 8-inch board and make two 4-inch boards if the demand for 4-inch increases. If we need more 6-inch high grade lumber, this allows us to take 8-inch grade lumber with edge defects and rip it down to 6-inch, creating the opportunity to produce what the market demands."

According to Hynes, intense dedication and diligent work goes on behind the scenes at Hancock Lumber Co. "There are a lot of things going on that nobody ever sees," he said. "One of the things that we do at the beginning of every month is forecast what our customers need in the coming month based on their ordering history and what we know about each customer. Then we make adjustments to our produc-

tion, maybe we saw a little more 6-inch or rip a little more 8-inch, and that all gets done before the month starts so we're ready to hit the ground running to meet the demands of the customer."

"When we go into a different market or make a different product for a particular customer, we make sure the product is exactly what that customer is looking for," Duprey said. "Our goal is to create long term relationships so we get inside the clients operation and see exactly what they need and what they're manufacturing so that we can offer the best product available. That creates repeat business and it cements the relationship. When a customer buys our product they know they're getting something that's world class and that they can be successful with. We've created a partnership where we know what they need and what their requirements are because we listen to them and provide them with product that they can make exceptional products out of."

The team that makes up the sawmill division at Hancock Lumber Co. consists of 200 people, and according to Duprey, the sales team is made up of every individual on our staff. From the log buyers, the forklift drivers, our office personnel, our leadership team, the executive team, those that operate the sawmill, the planer mill and the dry kilns; we're all salespeople," he explained. "There's not an employee on our line that doesn't know who the customer is that they're manufacturing product for. If you have anything to do with how the customer receives our wood and how well

Continued on page 15



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HANCOCK -

Continued from page 13

that customer succeeds with our wood, you're a salesperson at Hancock Lumber Co. We have at least 200 and we're proud of what they do and the fact that we've created a culture within our company where everyone makes a difference and we all know the end result is to produce a product that our customers can succeed with."

Additional key personnel on the sales team include Kevin Hancock, President and CEO; Jack Bowen, Vice President of Sales; Wayne Huck, Scheduling and Sales Support; and John Kohtala who manages the Pine sales to the company's 10 retail locations in Maine and New Hampshire.

Hancock Lumber operates a diverse array of businesses. Three state-of-the-art Eastern White Pine sawmills that are Forest Stewardship Council (FSC) and Sustainable Forestry Initiative (SFI) certified, 10 retail lumberyards in Maine and New Hampshire and a land division with 15,000 acres. The firm is members of the North American Wholesale Lumber Association (NAWLA) and Northeast Lumber Manufacturers Association (NELMA). For more information visit the company's website at www.hancocklumber.com.

YODER -

Continued from page 6

700,000 board feet, 455,000 board feet for all the dry kilns and 2 million board feet of dry storage capacity with yard space for 4 million board feet.

For delivery, Yoder maintains its own fleet of trucks. The 15 trucks are used for bringing logs to the mills and delivering dimension products and lumber to customers.

The firm has approximately 165 employees. Sales representatives at the firm are: Paul Dow at the Berlin yard, is in charge of dimension, green and kiln-dried lumber and export sales; Karl Schmertzler, who is based in North Carolina markets green, kiln-dried lumber; and Mahlon Beachy and Dick Goldsmith, who are responsible for distribution sales out of the Buckhorn yard.

Yoder Lumber has a strong history in the forest products industry. John Yoder founded the company in 1944 and began with a portable sawmill that he used to saw construction lumber for the local farmers, when they wanted to build new buildings. As his business grew, he ventured into buying timber from landowners and sawing furniture grade lumber and railroad ties. During the course of the development of his business, his sons, Eli, Roy, Mel and Syl, learned all aspects of lumbering and how to operate the mill.

In 1956, John built a facility in one of his pasture fields on the farm where he lived and began running both a stationary and portable mill. Since the 1960's, the second generation of Yoders have been involved in the timber buying, maintenance and management of Yoder Lumber Co.

The firm holds memberships with the National Hardwood Lumber Assoc., Wood Components Manufacturers Assoc., Indiana Hardwood Lumbermen's Assoc., Appalachian Hardwood Manufacturers Inc., Ohio Forestry Assoc., Wood Products Assoc., Ohio Manufacturing Assoc. and the local Chamber of Commerce.

Yoder Lumber is doing what it takes to prepare for the future, not only by expansion, but also by training the third generation of Yoders. The third generation, currently involved in the business, include Nathan, CFO and Trent, Buckhorn Yard and Distribution Manager, sons of Mel; Craig Yoder, Charm yard and fleet manager, and Ken Grate, Human Resources Director, son and son-in-law of Roy; and Ryan, Timber Procurement and Land Manager, and Tony, Berlin Yard and Dimension Plant Manager, sons of Eli.

Trent oversaw the new mill expansion at the Buckhorn Yard. The management team had input into the layout and equipment installed, but the equipment suppliers were picked by Mel and Trent.

With longevity, strong family ties, dedication, experience and expansion, Yoder Lumber has equipped itself to provide customers with quality products and to stay at the forefront of the industry.

For more information visit www.yoderlumber.com.

EAB -

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- Ash limbs, branches, stumps and roots
- Any cut, hardwood firewood
- Hardwood bark and wood chips larger than 1 inch in any two dimensions
- Ash logs and lumber with either bark or outer 1 inch of sapwood, or both, attached
- Any item made from or containing the wood of an Ash tree that is capable of spreading EAB
- Any other article, product, or means of conveyance determined by the Department to present a risk of spreading the EAB infestation

Ash Export Consideration (source: USDA APHIS)

With the recent expansion of the EAB quarantine in Pa. comes an increase in challenges to certify Ash wood products for export.

Regulated Ash Lumber To EU

1. Can no longer use AD that states "comes from an area free of" if it is being shipped from quarantine area.
2. "The wood has been squared to entirely remove the round surface." Squared means that bark and the required 1/2 inch beneath the bark has been met. It can be round, but the depth has to be met. Even if this AD is used, load can still be rejected at port of entry.
3. If it can meet EXCERPT requirements then it needs a Phytosanitary certificate,

and a PPQ 540 certificate for interstate movement issued by Export Officer or EAB person. Also if it is more than an isolated shipment the EAB Officer will need to issue the company a compliance agreement to cover future shipments leaving the regulated area.

Regulated Ash Lumber to Canada-

1. Needs to meet requirements on Import Permit.
2. Needs a Phytosanitary certificate.
3. Needs compliance agreement for mill inside EAB quarantine area issued by EAB person. (Since the quarantine area has expanded, it could take awhile for all the companies to get under agreement. In the interim, loads can still be inspected and a PPQ 540 issued to facilitate the shipment.)
4. Each shipment needs a PPQ 540 written by Export Officer or EAB person.

Regulated Ash Lumber to countries under Phyto but no specific EXCERPT requirements.

In addition to the Phytosanitary certificate, the shipment will need a PPQ 540 to cover interstate movement (see note below). The company will also need a compliance agreement from EAB person to cover more shipments.

Canada is not requiring the square boards as the EU. A USDA compliance agreement (which covers kiln dried lumber from inside the quarantine area), with standard phyto and import permit meets the requirement.

With the Pennsylvania quarantine and anticipated expanded quarantine in New York, much of the Ash being trucked/railed

to Canada from mid-Atlantic will have to eventually cross an Ash quarantine area. If the material originates from a quarantined area (in Pa. or other state), it can travel through an Ash quarantined area, with the following stipulations:

- That it is a non-stop transport through the quarantine area. No deliveries, pick-up or extended stops (other than gas, traffic or emergency). Clear shipping documents with origin and destination of shipment is all that is required.
- That during the EAB flight season (April-Sept. 30), the lumber/logs must be covered with tarp or be in a container.

BUSINESS TRENDS (ABROAD)**JAPAN**

Consumer confidence levels recently declined from the level recorded over the same time period one year ago. Earlier in 2010, consumer confidence had risen. During the last few months, the Japanese Yen has appreciated sharply against the U.S. dollar, making Japanese exports more expensive in dollar terms and Japanese imports cheaper. The developed economies' slow recovery from the global financial crisis is affecting Japan's exports and undermines job creation and consumer sentiment according to officials.

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NEWMAN

**BUSINESS TRENDS
(ABROAD)**

Continued from page 15

In related news, the Sarawak Chain-of-Custody (CoC) has been approved by the Japanese Forestry Agency (JFA) to meet their Guideline for Verification on Legality and Sustainability of Wood and Wood Products. However, this may not be the case if JFA does not make any country evaluation.

At a recent meeting between the Sarawak Timber Association (STA) and the Japan Lumber Importers' Association (JLIA) in Sarawak, JLIA recognized that the Sarawak CoC could be used as evidence of legal timber. The recognition was based on the JFA Guidelines requesting the timber suppliers to have responsibility on timber sources with some evidence of using a verification method including Forest Certification System and Chain-of-Custody System.

Sources say since Japan is requesting a recognized forest certification for wood and wood product imports, it is important for Sarawak to also obtain forest certification for timber products.

Reports indicate that demand and prices for sawn softwood imports in Japan rose significantly during the first seven months of 2010. Especially high quality assortments have been in strong demand. The supply of sawn softwood to Japan however has been limited. Ocean freight costs have been rising due to shortage of containers in the first half of 2010. The short supply of softwood products is causing difficulty among Japanese glulam manufacturers, as there is no readily available alternative source of raw materials, according to officials.

GUYANA

Prices of dressed sawn wood species in Guyana, including Ipe and Cupiuba eased to US\$1,440 and US\$1,049 respectively. Purpleheart logs showed some price decrease and Mora log prices rose in the fair and small sawmill grades.

For the period under review, prices remained relatively stable with some

increases for both prime and select undressed greenheart sawn wood and Mora select sawn wood. The price for dressed greenheart jumped from US\$996 per cu.m to US\$1313 cu.m.

Splitwood, roundwood and fuelwood exports to the U.S. and Caribbean contributed to export earnings. Greenheart is increasingly being used in wood components and exported mainly to the Caribbean market. Other exported value-added products included doors, door components, indoor furniture and spindles made from Locust, Purpleheart and Greenheart.

The country's Ministry of Housing recently hosted the International Building Expo. This year's theme, "Building Businesses and Communities," showcased various wooden building components and construction materials. The current housing program in Guyana has triggered a construction boom in the country. The housing expo served as an opportunity for sawmillers and furniture manufacturers to showcase their products and seek partnerships from local and international markets.

INDIA

According to the Ministry of Commerce and Industry, the factory output index for India jumped recently to a four-month high of 62.3 from 60.5. Exports indicating India's growth surged 30 percent to US\$17.75 billion compared to US\$13.6 billion in the same time frame two years prior. Cumulative export value totaled US\$50.77 billion, a 32 percent growth from US\$38.39 billion. Imports also rose to US\$28.3 billion from US\$23 billion last year, representing a growth of 23 percent. Cumulative import value surged 34 percent from US\$62 billion to US\$83 billion.

However, raw material and labor shortages continue to hamper Indian plywood production. The monsoon season has been favorable, according to country representatives. Housing demand is expected to rise after the monsoon and this is expected to increase sales of timber.

India imports approximately 6 million cu.m of logs per year. Out of these, around 500,000 cu.m are Teak logs consisting of some 100,000 cu.m of natural forest grown Teak from Myanmar and about 400,000 cu.m from plantations.

MYANMAR

The market situation for Teak and other hardwoods remains unchanged from recent months. Reports indicate that in spite of substantial flow of plantation Teak to India, the demand for Teak from natural forest remains strong.

Although some Teak dealers in India are selling the previous year's Teak logs at very competitive prices, the market demand for fresh quality Teak logs, even at higher prices, is good. Smaller size fresh Teak logs, however, are not selling well.

Indian buyers believe that the market is going to pick up when the Monsoon season ends. According to analysts, demand for Teak in India will remain strong as the country continues to rely on imports to meet domestic requirements.

The market for Pyinkado and Gurjan logs remains weak. These species are facing strong competition from similar species in Indonesia and Malaysia.

Hardwood shipments are reported to be on a downward trend. Shipments from Myanmar are not a good reflection of the market demand due to the longer lead times between sales and shipments, officials said.

INDONESIA

With a renewed commitment to address deforestation and corruption, Indonesia is beginning to recover from the global financial crisis. The United Nations recently pledged to provide the country with US\$5.6 million for a Reducing Emissions from Deforestation and Degradation (REDD) pilot project in Central Sulawesi.

The objective of the project is to enable the country to develop a mechanism to calculate greenhouse gas emissions in Sulawesi province. Currently a number of foreign-funded REDD pilot projects are at various stages of implementation across Indonesia.

Australia plans to invest US\$64 million in carbon sequestration projects in Central Kalimantan and Jambi. Germany is planning to provide US\$26 million for REDD pilot projects in Kapuas Hulu in West Kalimantan and Berau in East Kalimantan. South Korea also pledged US\$5 million to develop a REDD project for forests in West Nusa Tenggara.

Indonesian officials from the Presidential Work Unit for Development Monitoring and Control, the Indonesian Environment minister and the President's climate change expert will meet with multi-billionaire George Soros in Jakarta to discuss REDD projects in Indonesia. He is a member of the climate change advisory panel reporting to UN Secretary-General Ban Ki-moon.

The REDD pilot projects in Indonesia have been warmly received by both industrialists and analysts of the timber sector. Indonesian timber products have often been associated with illegal logging, slash and burn agricultural practices and timber smuggling. In the past, buyers especially those in developed countries, were highly critical and had a negative perception of Indonesian timber products.

The hope is that the flow of REDD investments will begin to rectify the negative perceptions of Indonesian timber products across the industry. Marketing executives added that there is a renewed sense of pride and optimism in the marketing of Indonesian timber products.

Analysts stated that this would also attract more foreign direct investments in downstream timber industry and provide more jobs and much needed replacement of aging equipment. An improvement in the efficiency of downstream processing will eventually reduce waste and improve raw material supply.

CHINA

Sawn wood imports totaled 6.5 million cu.m, valued at US\$1,669 million in the first half of 2010, up 60 percent in volume and 77 percent in value over the same period last year. Imported wood came mainly from Russia and Canada, which accounted for 56 percent of the national total.

For the first half of 2010, imports of various wood-based products were 92,700 cu.m, valued at US\$49 million, an increase of 21 percent in volume and in value compared to the same period in 2009. Malaysia and Indonesia continued to be the main suppliers. China imported 50,300 cu.m from Malaysia, valued at US\$22 million, accounting for 54 percent in volume and 45 percent in value of the national total. Imports from Indonesia were 19,300

Continued on page 17

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