

The Import/Export Wood Purchasing News
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Serving Forest Products Buyers Worldwide



December 2011/January 2012

Incoming IWPA President Welcomes Members At Recent Meeting

Photos By Wayne Miller

Nashville, Tennessee—During the recent National Hardwood Lumber Association Annual Convention, held here, the International Wood Products Association (IWPA) hosted a reception. About 100 guests and members attended the IWPA event with a short presentation pro-

gram. Warren Spitz, incoming IWPA president, filled in for current president, Alan McIlvain, who was unable to attend the reception. Spitz spoke briefly, welcoming attendees and said how much he looks forward to working with them on the common goal of “wood is good.”

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Jim Reader, Downes & Reader Hardwood Co. Inc., Stoughton, Mass.; Deb Hawkinson, Hardwood Federation, Washington, D.C.; and Brent McClendon, International Wood Products Association, Alexandria, Va.



Ed Downes and Steve Arnett, Downes & Reader Hardwood Co. Inc., Stoughton, Mass.; and Doug Newman, Newman Lumber Co., Gulfport, Miss.

Panel Of Importers Address AHEC Gathering

Photos By Wayne Miller

Nashville, Tennessee—The American Hardwood Export Council (AHEC), with the help of the National Hardwood Lumber Association (NHLA), set up an International Buyer's Panel at the recent NHLA's Annual Convention, which was held here, and in conjunction with the AHEC membership meeting. AHEC introduced the following panel members: Chad Cole, Imola Legno, Italy; Dominic

McNeil, Britton Timbers, Australia; Zheng Zhi Ping, Hoist Timber Products, China; Nguyen Chien Thang, Scansia Pacific Furniture, Vietnam; and Alex Zamora, Lumber de Mexico, Mexico.

This panel of importers from several of the key global markets collaborated with select

Additional photo on pages 10 & 12

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Ron Wilson, Cascade Hardwood Group, Chehalis, Wash.; Mike Snow, AHEC, Reston, Va.; Orm Gudmundsson Jr., Northland Corporation, LaGrange, Ky.; and Joe Pryor, Oaks Unlimited, Waynesville, N.C.



Linda Jovanovich, Hardwood Manufacturers Association, Pittsburgh, Pa.; Jack Shannon, J.T. Shannon Lumber Company, Memphis, Tenn.; Tom Inman, Appalachian Hardwood Manufacturer's, Inc., High Point, N.C.; and Jimmy Jones, J.E. Jones Lumber Company, New Bern, N.C.

U.S. Wood Products Make Impact At Vietnamwood

By Michael Buckley

Saigon, Vietnam—American wood was well represented at the 9th International Woodworking Industry Fair —“Vietnamwood”— held here recently. Despite the severe economic conditions of Vietnam's economy — raging inflation, record high interest rates and a

Additional photos on page 12

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Adam and Andrea Moran, located in Shanghai, China, are with Hermitage Hardwood Lumber Sales Inc., based in Cookeville, Tn.

Attendance Strong At Annual Global Buyers Mission

Photos By Wayne Miller

Whistler, British Columbia—The 2011 Global Buyers Mission, held here at the Whistler Conference Centre, welcomed almost 700 delegates for the third year in a row. The organizers for the GBM recognized its funding Partners this year including Platinum

Additional photos on pages 12, 14 & 18

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John Brissette and Kirk Nagy, The Waldun Group, Maple Ridge, B.C.; and David Bernstein, Mid-State Lumber Corp., Branchburg, N.J.

Who's Who in Import/Exports



JESPER BACH

Jesper Bach serves as director of imports for the import division at **Baillie Lumber Co.**, headquartered in Hamburg, New York. Based in Cove City, North Carolina, the import division specializes in over 25 species including African Mahogany, Sapele and Jatoba (4/4 through 16/4 thicknesses). According to Bach, Baillie has long been recognized as a trusted name in premium North American hardwood lumber. "With its continued emphasis on

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JOE SNYDER

Joe Snyder is the sales and purchasing manager for **Fitzpatrick & Weller Inc.**, located in Ellicottville, New York. Fitzpatrick & Weller Inc. has been producing forest products for more than 100 years. The firm has kiln capacity of 1 million board feet per month and concentrates primarily in New York-grown material for color and texture consistency. In addition to kiln-dried lumber, they offer a wide array of custom manufactured hardwood components, laminated panels and

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JIM SUMMERLIN

Jim Summerlin, as senior vice president manages the Asian Division for **Robinson Lumber Co. Inc.**, from an office located near Santa Barbara, California. Summerlin has been associated with Robinson Lumber for more than 18 years, importing Asian woods to North America and exporting Robinson's production to several Asian countries. The Robinson family has been supplying wood products from the Americas for over 118 years. With

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MARIJO WOOD

Marijo Wood is sales manager for **Neff Lumber Mills Inc.**, located in Broadway, Virginia. Neff Lumber offers 4/4 through 16/4 Appalachian Red and White Oak, Poplar, Ash and Walnut lumber; pallets and heat-treated pallets and stakes. Their specialty items offered are 4-inch to 8-inch strips available in all species and grades. Wood has been with Neff Lumber for approximately 35 years and in her current position for the past 25 years. She began

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Log Exports Steadily On the Rise

A recent report from Pacific Northwest Research Station indicated that the volume of softwood log exports from the United States West Coast increased by 79 percent from the first half of 2010 to the first half of 2011. A total of 548.6 mmbf of raw logs had been exported during the first six months. For 2011, 982.2 mmbf were shipped abroad during the same period of time, mostly to China. The report offered a breakdown of where the second quarter 2011 log shipments were bound showing that 71 percent went to China, 14.6 percent to Japan, and 13.8 percent to South Korea. The species were broken down as Douglas Fir accounting for 55.6 percent; Western Hemlock, 11.2 percent; Spruce and other softwoods accounted for the remaining 4.3 percent. Lumber shipments to the Pacific Rim also took a dip during the second quarter of 2011 compared to first quarter results. The total for Oregon and Washington was 201.3 mmbf, a decrease from 213.5 mmbf. On the other hand, California exported 31 mmbf, up from 11.3 mmbf. The state of Alaska did not export any lumber. Increased log exports are increasing difficulties for domestic manufacturers to find logs for processing, making public timber, which can't be exported, higher in demand.

Pine Butterfly Emerges

The Pine butterfly, also known as Neophasia Menapia, recently emerged after decades of little activity. The larvae prefer to eat older Pine needles and the defoliation may have little to no effect on trees; however, reduced growth and/or whole tree mortality may occur if trees are

THE WASHINGTON SCENE

under stress, according to sources. Ponderosa Pine is the butterfly's primary target, but it also may feed on Douglas Fir, Lodgepole Pine, Western White Pine, Western Larch and Western Hemlock, according to the United States Department of Agriculture (USDA). Entomologists have noticed two recent trends: There is a wider distribution of eggs this year compared to last year, which could mean more widespread defoliation next year, but there is also a rise in the number of dead and dying larvae resulting from viral infection, which may indicate that natural controls may be kicking in and could lead to a steep collapse in the butterfly populations. Officials say outbreaks like this are typically short in duration, lasting only just a couple of years before natural enemies, environmental conditions, and starvation crash the population. Entomologists believe that most of the defoliated trees should recover. For more information visit www.oregon.gov/ODF/privateforests/docs/fh/PineButterflyWeb.pdf.

Oregon Forester Participates in White House Rural Economic Forum

Tom Partin, President of the American Forest Resource Council, participated in President Obama's recent Rural Economic Forum at Northeast Iowa Community College. Partin emphasized, "the federal timber sale program is the single most efficient way of putting people back to work in the rural counties around our national forests. Plus, it will improve the health of our forests and reduce the potential for catastrophic forest fires." Partin pointed to statistics from the University of Massachusetts Political Economy and Research Institute showing that every \$1 million invested in sustainable forest management leads to the creation of 17.55 direct, 12.95 indirect and 9.2 induced jobs, far more than any other sector of the economy.

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Why LCA Offers The Best Opportunity For Hardwoods: A Report From The AHEC EU Convention

For more information on AHEC and the export promotion programs, call (703)435-2900, fax (703)435-2537, or visit the website, www.ahec.org.

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

The AHEC European Convention in Warsaw, Poland, featured a lively panel session which discussed the role of Life Cycle Assessment as a tool to demonstrate the strong environmental credentials of hardwoods compared to other materials. The session updated delegates on the largest ever Life Cycle Assessment (LCA) Project in the international hardwood sector. The Project was commissioned by AHEC in 2010 and is being undertaken by PE International, a leader in the LCA field. The Project forms part of AHEC's efforts to promote a more rounded and scientific approach to environmental issues in material specification and green building design. The session was chaired by Jameson French, CEO of Northland Forest Products, and featured an introductory presentation by Rupert Oliver, Sustainability Consultant to AHEC, outlining the AHEC LCA Project and highlighting some preliminary results. Cathy Lynn Danzer then presented an update on the LCA work being carried out by the Danzer Group in Europe. This was followed by a panel discussion also involving Scott Bowe, Associate Professor and Wood Products Specialist at the University of Wisconsin, and Jim Greaves, Director of Hopkins Architects, a well-respected UK practice with an established track record of wood design.

Shift to Proactive Marketing

Much environmental communication in the wood industry to date has focused on fire-fighting negative publicity on illegal logging and deforestation and on the pros and cons of different forest certification systems. While this has been a necessary response to green campaigns and negative consumer perceptions of some wood products, it has also distracted from the need for more proactive communication efforts demonstrating wood's strong environmental credentials. Results from previous LCA studies, and preliminary indications from the AHEC study, are that the wood sector has a very powerful story to tell when environmental issues are taken in the round, on a full cradle to grave basis. Meanwhile, significant opportunities are arising for wood from the EU's commitment to cut Greenhouse Gas (GHG) emissions by at least 20% of 1990 levels by 2020, a fiercer. Based on its analysis of the domestic and international markets the Association developed the following objectives for the furniture industry:

- during the period of the plan output of the furniture sector will grow by 15% annually.
- furniture exports will continue to rise at annual rate of 12%.
- further specialization will improve productivity and profitability.
- management will be upgraded, production costs will be reduced, quality will be improved and product diversification will accelerate. The plan envisages the construction of additional furniture sector centers across the country.

Background On the China National Furniture Association

Founded on June 22 1988, the China National Furniture Association (CNFA) is a nationwide non-profit organization formed jointly and voluntarily by enterprises, institutions, organizations and individuals from the Chinese furniture and other related industries. CNFA is supervised by the State-owned Assets Supervision and Administration Commission and guided by the China National Light Industry Commission. The Secretariat of CNFA takes care of the routine work of the association. CNFA represents the interest of the furniture industry, reflects the wills and requests of member enterprises, and provides services. The CNFA serves as a bridge between government and enterprises, CNFA promotes the healthy, sustainable, harmonious and comprehensive development of the Chinese furniture industry.

Continued on page 15

China: Furniture Industry Issues a Plan For the Period of the Government's 12th Five-Year Plan

The Chinese Furniture Association recently released its plan for the period of the Twelfth Five-year Plan. The plan notes that during the period of Eleventh Five-year Plan, the furniture industry in China developed rapidly and that output and profitability rose significantly:

- output value reached RMB 870 billion in 2010, up 138% from 2009.
- furniture exports amounted to US\$13.7 billion in 2005, US\$26 billion in 2009 and US\$33.7 billion in 2010. Exports rose 146% from 2005 to 2010. Of the total furniture exports approximately half was of wooden furniture.
- China's competitiveness in international markets improved and the number of exporting enterprises increased.
- the average price of furniture exports rose.
- China tops the list of world furniture exporters.
- furniture clusters and specialization in production in various regions of China has promoted development of the industry.

The Furniture Association's new plan states that during the next five years the global demand for furniture will continue to grow and that the trend to relocate furniture production to emerging economies with low labor rates will continue. It further states that the marketshare of Chinese furniture in developed markets will be maintained. On the domestic front the plan notes that due to rapid urbanization there will be expansion of the real estate stock and growing demand in the rural areas, China's furniture industry will continue to grow to meet demand. However, the plan warns that with the increasing costs of raw materials, labor, energy and transport in China, competition in all markets will become

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Looking Back At 2011

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



always faced our industry concerning Lacey – the burden it has placed upon many of our members have been difficult to bear given the current economic climate. So while we support the stated intent of the Lacey Act – eradicating illegal logging is a goal many industries share – we feel we have been disproportionately affected by this legislation. We, along with many others, are seeking a targeted fix to Lacey; one that will keep the intent intact but will eradicate the unnecessary burdens and



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ing about the new year ahead of us, but five or ten years down the road. Running a business in this economy takes all of our member's time; they can't be expected to follow all of the legislative and regulatory developments as well. But since our member's businesses will be bound by them, we provide a conduit for information on what laws will or won't pass, and the phase in schedules for legislation that has already been enacted.


That advance knowledge is something IWPA prides itself on imparting to its members – both throughout the year and in-person at our convention. We provide timely advice and speakers on the issues facing the wood products industry. And right now, one of the most important issues facing our industry is Lacey Act compliance.

Originally passed in 1900 as a law covering birds and other game, Lacey was amended in 2008 to include plants and plant products. A declaration requirement was added, and the Act is now structured so that any individual or business possessing an item in violation of the Act is guilty, and can have their property seized, have fines levied, and possibly serve jail time. There are a myriad of challenges that have




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FORECASTS 2012!



Alan McIlvain Jr.
Alan McIlvain Co.
Marcus Hook, Pa.

I expect 2012 to continue the “slooooo” recovery from the Recession low of the winter of ‘08-’09. Since 1798 Alan McIlvain Company has survived recessions/depressions, wars, ever-changing timber supplies, etc. This Recession is certainly the Test for my Baby Boomer generation. I expect it will be years before new home building becomes a force again. First we must dispose of the excess and foreclosed housing inventory from the Boom. We must continue to learn to survive the new normal, as unfortunately, some of our fellow lumbermen did not. At Alan McIlvain Company we continue to improve our quality and customer service to gain marketshare in the Recession’s shrunken market. They may call this a Recovery, but it’s so slow it’s still a Recession in my book. Then, of course, there is the dreaded Double Dip to worry about. 2011 will end a better year than 2010, but only because of a strong first half. We see improvement for imported tropical lumber beginning in

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Chuck Dean Jr.
Dean Hardwoods
Leland, N.C.

My forecast for 2012 is one filled with hope. It is based on the expectation of ridding Congress of socialist-leaning members. Members with such a philosophy created the worst economic contraction and the greatest loss of jobs in America since the great depression. Anathema to America’s core value of earning a living, they declared it the right of every citizen, regardless of financial qualification, to own his or her own home, then forced banks to make loans for them they could not pay. Greedy bankers and financial wizards on Wall Street eagerly facilitated them by creating phony derivatives and other wealth-creating schemes for themselves, turning their backs on their responsibilities to their country and their fellow Americans. It is now time for us to let them know their anti-American values are no longer welcome in Congress or on Wall Street. This year is definitely ending on a higher note than 2010. Gradual momentum has been building in our flooring and moulding business for commercial and residential building, as

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Ruth Callender
W.M. Cramer Lumber Co.
Hickory, N.C.

Most of the U.S. lumber industry and related segments spent the past year cutting the fat from their operations and focusing on their strengths. The ones that could not quickly change their operations to accommodate the downsizing of the economy have either closed their doors or are in danger of having to do so. Hopefully, with the recent world events showing that even countries must look at their “operations” and downsize and cut wherever possible, this will result in 2012 being better for everyone, although still on a smaller scale than years past. The profitability of orders has been a challenge during 2011. It has been difficult for anyone to get large orders recently and the tendency is to continue to cut profits to get orders. This becomes a very destructive downward cycle that hurts everyone eventually. Hopefully, the usual decrease in lumber inventories through the winter months will help to prop up prices so

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Italy - 30030 Gambare di Mira (Venice) - S.S. 309 Ronca - Ang. Via Orati - Ph +39 041 5629811 - Fax +39 041 5629810
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I think 2012 will be equivalent or slightly stronger than 2011, due to upswings in freight, transportation industry backlog orders for rail cars, trucks and trailers. This is a good indicator of economic upturn—even if minimal—it is headed in the right direction. Housing foreclosures and anticipated decline may have a damping effect overall. For Aztec Int'l., 2011 is ending stronger in volume, but not equivalent strength in profitability. Money is still tight, purchasing agents are pressed to do an even better job. Supply availability of certified raw materials will continue to tighten. South

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John Beard
Beard Hardwoods, Inc.
Greensboro, N.C.

I feel like I was just writing the 2011 forecast just last week. My father has always told me that just wait 'til you get older and time will start flying. It's sure not that time's flying because we're having fun. That's not entirely true because I have to admit that business has been a little more fun this year, although it continues to be very challenging. As 2011 is drawing to an end we can look back and see that business was a little more predictable and steady than over the

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Gus Newton
Elk Creek Lumber
Wilkesboro, N.C.



I'm cautiously optimistic for 2012. We've seen an increase in inquiries from China along with a small amount of domestic business increase in 2011. Having said that, I do believe we'll be faced with a log shortage next year. The sawmills keep us on a just-in-time basis. We'd like to build inventory, but we can't right now due to cash flow and availability issues. Right now they're able to deliver but sometimes it's 'dip and tuck.' We're up about 10 percent over 2010. The lumber industry is a lot like fishing, you keep putting your line out there and even-

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DEER PARK LUMBER INC.—Dedicated to Sustainable Forestry

By Paul Miller Jr.



(Left) Russell Redding, Pennsylvania Secretary of Agriculture; and Ron Andrews, HDC member and President of Deer Park Lumber.



Deer Park's sales team (L to R): Cam Koons, Joe Zona and Steve Fox.



A partial view of kiln dried lumber stored in the firm's warehouse.



The company recently installed two American Wood Dryers kilns. Adding to the five kilns they already had, Deer Park now has a total dry kiln capacity of 410,000 board feet and an annual production of approximately 12 million board feet.



Kiln dried lumber on Deer Park's green chain.



An employee at Deer Park Lumber scaling logs.

Tunkhannock, Pa.—Second generation family-owned and operated Deer Park Lumber Inc. is located here.

The hardwood sawmill produces kiln dried Northern Appalachian hardwood lumber. Hardwoods including Red and White Oak; Cherry; Ash; Hard and Soft Maple; Birch and Poplar are available in 4/4 through 8/4 thicknesses.

Offering customer pick up at the mill, flatbed delivery and/or container loading for both railcars and export shipping, Deer Park Lumber ships globally. "We're marketing to distribution yards and direct to furniture and kitchen cabinet manufacturers both domestically and internationally," Domestic Sales Representative and President of Deer Park's international sales, Joe Zona said. "We're shipping into China, Italy, Germany, Vietnam, Indonesia, Japan, Malaysia, South Korea, mostly in Pacific Rim countries."

For more than twenty years, the firm has been striving to produce the highest quality hardwoods possible. "We are constantly looking to improve and stay on top of an ever-changing global market," Zona explained. "We understand that ownership of forest property brings with it many rewards and responsibilities, which is why we have a staff of professional foresters to help from the beginning to the end."

The company recently installed two American Wood Dryers kilns. Adding to the five kilns they already had, Deer Park now has a total dry kiln capacity of 410,000

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The firm's merry-go-round deck with cants feeding the line-bar resaw.

At the firm's air drying yard 6-inch steel rods reinforced cement tops are placed on the lumber, which follows the lumber through into the kilns keeping the top two layers from twisting and warping.





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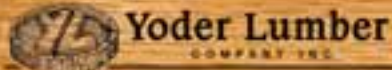
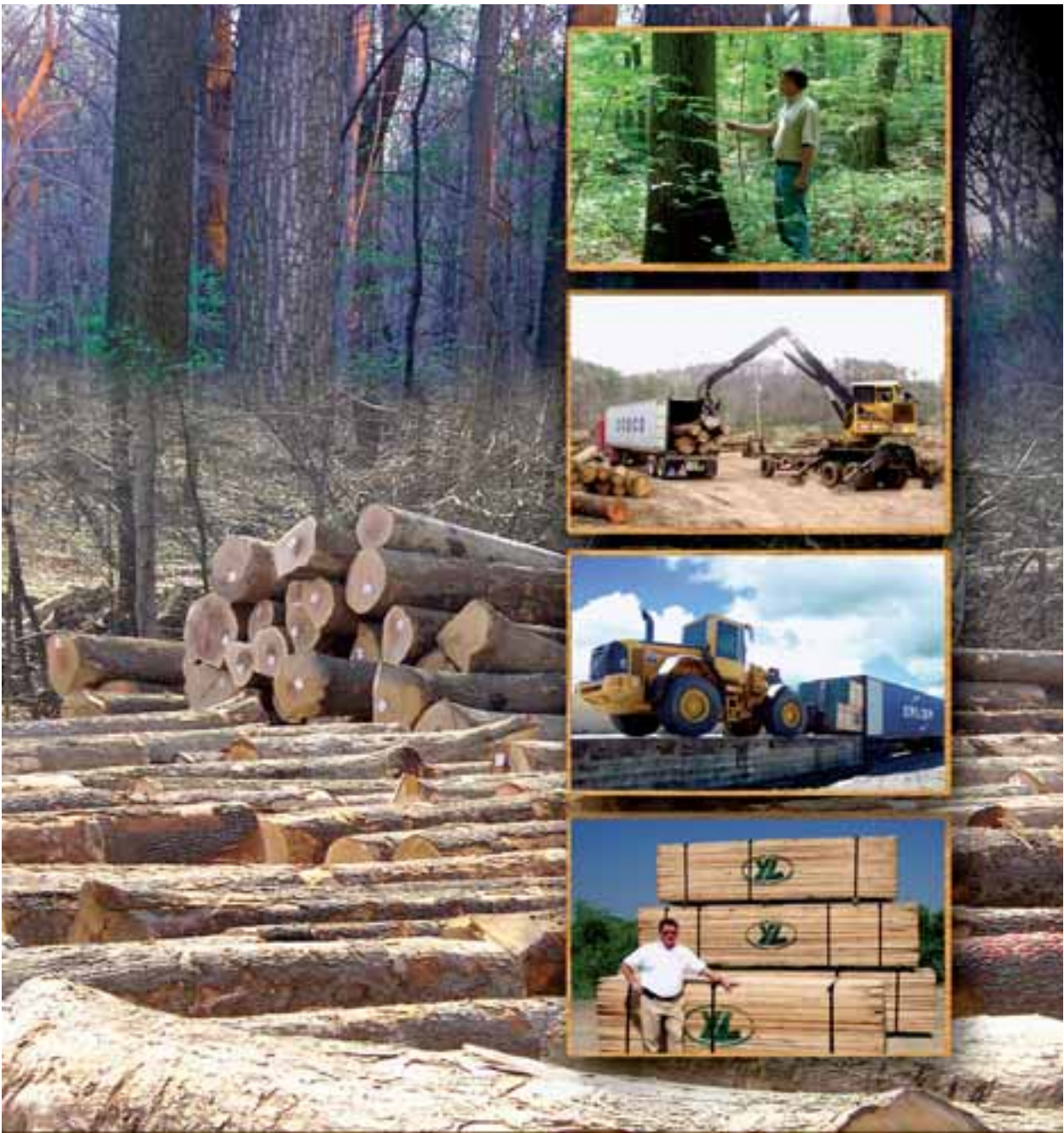
By Jeff Waldon, Chief Technical Officer,
Forest Carbon Offsets LLC, Alexandria, Va.



Annual emissions from deforestation and forest degradation total more than the cumulative annual emissions from the entire world's transportation sector.



The general term, reduced emissions from deforestation and degradation or REDD, is a strategy of reducing emissions of the most common greenhouse gas, CO₂.



Lumber Sales - Paul Dow
Phone 001-330-893-3121
Fax 001-330-893-3031
pauld@yoderlumber.com

Quincy Chen
Taipei Office
Email chenquincy@gmail.com
Phone 886-2-89145492



Log Sales - Eugene A. Walters, CF
Fax 001-304-464-4988
Phone 001-304-464-4980
genew@yoderlumber.com

Lei Zhao
Shanghai Office
Email leizhao105@gmail.com
Phone 86-13917158857

Peru—While the world struggles with ways to address global climate change, the forest products industry has already begun to produce results in reducing the emissions of climate changing CO₂ emissions. Annual emissions from deforestation and forest degradation total more than the cumulative annual emissions from the entire world's transportation sector. The forest products sector can contribute to solving the problem in two ways. Forest products, such as flooring, decking, and furniture, can sequester carbon for long time periods, and better, more efficient practices in harvesting and processing can reduce emissions from collateral damage in the forest and waste in the factory.

The benefits of better practices in the forest have been recognized by many international standards bodies for certifying carbon sequestration benefits. The general term, reduced emissions from deforestation and degradation or REDD, is a strategy of reducing emissions of the most common greenhouse gas, CO₂. CO₂ emissions can be reduced by increasing sequestration of carbon through improved forest management. Using reduced impact logging techniques of road planning, tree mapping, and minimizing damage to non-harvest trees leaves more carbon in the forest. That additional sequestration has value in the international voluntary carbon markets, and in coming years is expected to have value in an international regulatory market. The added costs of reduced impact logging practices can be more than compensated by monetizing the additional carbon sequestration value.

As with any new system, challenges need to be overcome before REDD can reach its full potential. REDD economic challenges revolve around the basic law of supply and demand. The supply of credits potentially available from REDD far outstrip the potential demand on the voluntary market. Projects are underway and credits are being traded, but the prices and volumes are relatively small compared to the regulatory markets. Land tenure and government risk is a concern in many places, and REDD is unlikely to flourish in countries where land tenure, indigenous people's rights, and corruption are a concern.

In Peru, REDD is being applied both for direct conservation of forested lands and improved forest management. The best projects are also integrating standards for biodiversity and community benefit programs making REDD a process that not only addresses climate change, but also biodiversity protection and community development effectively excluding projects that have land tenure/indigenous rights issues. The job creation aspect of the forest products industry is an especially good match in these programs since the forest products industry often supports livelihoods in rural communities that can't be matched in any other way.

A prime example of this strategy is a project by the Bozovich Group in Peru that is in the early stages of development. That project will ultimately encompass 74,000 ha of

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IWPA -

Continued from page 1

Brent McClendon, executive vice president of IWPA, addressed the specifics of the Lacey Act and how it impacts business, what its goals are and the background of the Act itself. IWPA's Ashley Amidon also gave a brief overview of some government affair issues that IWPA is addressing. For more information, visit online at www.iwpawood.org.

AHEC -

Continued from page 1

U.S. exporters to share their thoughts about the export markets for North America hardwoods. Topics discussed included: global marketshare for manufacturers of North American hardwoods; environmental policies and certification; strengths and weaknesses of North American hardwoods and North American suppliers relative to competing suppliers; species trends and a question-and-answer session. The American Hardwood Export Council (AHEC) is the leading international trade association for the U.S. hardwood industry, representing the committed exporters among U.S. hardwood companies and all major U.S. hardwood product trade associations. AHEC's member companies service the growing global demand for U.S. hardwood and represent the full range of hardwood products. For additional information please contact AHEC by phone at 703.435.2900 or con-

VIETNAM -

Continued from page 1

widespread lack of liquidity, the mood was surprisingly upbeat; and the show footfall was one of quality if not of volume. The current downturn in demand for wood product exports, as well as a domestic real estate market in freefall affecting domestic furniture demand, has resulted in a degree of nervousness not seen recently in Southeast Asia where generally most economies have been extremely resilient. Sixteen American hardwood exporting organizations joined the American Hardwood Export Council (AHEC) and the Hardwood States Export Group in a pavilion that reflected the ever-increasing importance of U.S. hardwood material to the Vietnamese woodworking industries. Also around the show were other well established U.S. wood exporters and many of their localized agents and distributors under their Vietnamese names. Also exhibiting were American softwoods and specialized American supplier U•C Coatings. The week had opened with a couple of successful seminars organized by AHEC with an introduction to U.S. hardwoods and NHLA Grading Rules by International Grading Consultant Bob Sabistina in Binh Dinh and Saigon. In the latter, over 100 delegates, accompanied by several AHEC members, discussed some of the practical issues arising in the trading of American hardwoods in Vietnam. Following the Saigon seminar, AHEC hosted a reception addressed by the U.S. Consul General An T. Le, who said, "Vietnam is fast becoming one of the most important producers of top quality furniture in the world. Furniture exports are one of Vietnam's biggest earners of foreign exchange - earning more than \$3.3 billion last year and forecast to reach \$4 billion this calendar year. As Vietnam's furniture exports grow, it is no surprise that U.S. hardwood exports to Vietnam have grown rapidly as well." U.S. Agricultural Attaché Dwight Wilder and his Agricultural Specialist, Truong Minh Dao, also attended. Commenting on this year's show, AHEC's Regional Director John Chan said, "The bi-annual Vietnamwood show is small in scale and the attendance rate was lower than expected but it provided some good opportunities for AHEC to meet and network with some quality and potential timber traders and end users. The AHEC booth received some foreign visitors from Malaysia and Singapore and Taiwan who exchanged opinions on the regional market situation and they informed us that they are

cautiously optimistic of the Asian markets in terms of furniture manufacturing. The show also provides an opportunity for AHEC staff to network with AHEC supporters who have been supporting AHEC promotional programs in the past 10 years; and it also provides an excellent opportunity for our PR firm to promote our message as a long term supplier to Vietnam." Adam Moran from Heritage Hardwood said that the show rather reflected the state of the Vietnamese economy but he would await the final outcome. Gregg Wilkinson and Glen Wang of Bridgewell Resources both agreed that the traffic was disappointing in volume but had received "some promising leads." Allegheny Wood Products Asian Sales Director, Yongjie Hu, confirmed that AWP is committed to the Vietnam market, convinced that it would continue to expand, "like China." Jack Shannon from Shannon Lumber International Inc considered the show to be "a little slow, but producing quality visitors." David Mayfield of Mayfield Lumber Company suggested that Vietnam is a market that needs patience and Norman Murray of U•C Coatings was delighted with the facilities of the relatively new venue for the show. Cam Koons from Deer Park Lumber was "making a lot of contacts that will hopefully turn into business, as we are here to introduce ourselves." A long-time export campaigner in Asia, Phil Fenwick from Baillie Lumber Company, probably summed it up well as having "good attendance of quality buyers and some new customers – a mix of opti-

mism and pessimism for the coming months, but overall a good show." Naturally the central focus of Vietnamwood show was woodworking machinery from 19 countries, with Taiwanese manufacturers stealing a march on everyone (25% of the 256 exhibitors, but 60% of the total space) with 23 German manufacturers group a gallant and supportive second. Prior to the show the German Woodworking Machinery Manufacturer's Association (VDMA) had held their own industry event, "Panel Wood Processing & Finishing Technology Made in Germany", organized in cooperation with the Ho Chi Minh City furniture association (HAWA). Other significant country groups included China, Malaysia and Singapore, as well as from the host Vietnam. But for the display of wood, first prize went to the USA, with almost a total absence of competition from wood suppliers anywhere else. Vietnam is the single largest global market for U.S. hardwood lumber after China, with US\$143million shipments of lumber, logs and veneer in 2010.

GLOBAL BUYERS -

Continued from page 1

Partners: Natural Resources Canada Wood Export Program (CWEP), Forestry Innovation Investment Ltd. (FII), and Forest Products Association of Canada (FPAC); our Silver Partners: Canada Mortgage and Housing Corporation (CMHC) and the Cedar Shake & Shingle Bureau (CSSB);

and our Bronze Partners: Industry Canada and the Department of Foreign Affairs and International Trade (DFAIT). We were pleased to again have the collaborative effort made by CSSB and the Western Red Cedar Lumber & Export Associations (WRCLA & WRCEA) in recruiting participants and assisting BC Wood with the organization & delivery of the event. Pre-qualified international buyers came from Australia, Austria, Belgium, Eastern Canada, China, India, Japan, Korea, Malaysia, Mexico, the Netherlands, Taiwan, Vietnam, the United Arab Emirates, the United States, the United Kingdom and Vietnam. GBM reported that the majority of its buyers were new to the GBM again this year, offering excellent opportunities for Canadian manufacturers to build new business. GBM also hosted over 80 North American architects, designers, contractors, developers, engineers and specifiers this year, to participate in its Living & Building with Wood Program. Architects & Designers also participated in "speed learning sessions" Friday afternoon, with 20 manufacturers exhibiting at the GBM. This was a new activity this year and received high marks from both the architect community and participating exhibitors. Minister of Jobs, Tourism & Innovation, the Honorable Pat Bell, welcomed delegates and officially opened the showroom Friday morning. Products on display at the 2011 GBM from 75 exhibitors, represented by over 200 participants included timber frame structures,

Continued on page 15

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IWPA PHOTOS - Continued from page 1



Jim Mills, Inter-Continental Hardwoods Inc., Currie, N.C.; Steve Stoufflet, Robinson Lumber Co. Inc., New Orleans, La.; Geoff Dodd, AFRICA!, Collierville, Tenn.; Bob Johnston, Tropical Forest Foundation, Alexandria, Va.; and Wayne Miller, Import/Export Wood Purchasing News, Memphis, Tenn.



Charlie Craig, Atlanta Hardwood Group, Huntersville, N.C.; Jeff Meyer and Jesper Bach, Baillie Lumber Co., Hamburg, N.Y.; and Steve Arnett and William von der Goltz, Downes & Reader Hardwood Co. Inc., Greensboro, N.C.



Terry Griffith, Terry L. Griffith & Associates, West Linn, Ore.; Tony Triolo and Jim Mills, Inter-Continental Hardwoods Inc., Currie, N.C.; Dan Lennon, Robinson Lumber Co. Inc., New Orleans, La.; and Bill Rogers, Newman Lumber Co., Gulfport, Miss.



Norman Roberts, Roberts Plywood Co., Deer Park, N.Y.; Ashley Amidon, IWPA, Alexandria, Va.; Warren Spitz, UCS Forest Group, Mississauga, Ont.; and Alberto Goetzl, U.S. International Trade Commission, Washington, D.C.



Geoff Dodd, AFRICA!, Collierville, Tenn.; Tom Herga, Olam Wood Products, Wilmington, N.C.; and Christian Mengel, VM International LLC, Greensboro, N.C.



Jim Howard, Atlanta Hardwood Corp., Mableton, Ga.; Eric Lacey, Middle Tennessee Lumber Co. Inc., Burns, Tenn.; Romel Bezerra, InterSumma LLC, Pembroke Pines, Fla.; Charlie Craig, Atlanta Hardwood Corp., Huntersville, N.C.; and Eugenio Colao, Andrighetti Legnami SPA, Padova, Italy



Brent McClendon, IWPA, Alexandria, Va.; and Jennifer Brand and Gregg Wilkinson, Bridgewell Resources, Tigard, Ore.



Toto Robinson, Robinson Lumber Co. Inc., New Orleans, La.; Bill Joyce, Middle Tennessee Lumber Co. Inc., Burns, Tenn.; and Ronnie Fowler, Anthony Timberlands, Beirne, Ark.



George Swaner, Swaner Hardwood Co. Inc., Burbank, Calif.; Eric Larson, UCS Forest Group, Mississauga, Ont.; and Mike Barr, UCS Forest Group



Pat Bennett, American Pacific Plywood, Solvang, Calif.; Bill Rogers, Newman Lumber Co., Gulfport, Miss.; and Chris Strang, Downes & Reader Hardwood Co. Inc., Stoughton, Mass.



Tony Triolo, Inter-Continental Hardwoods Inc., Currie, N.C.; Ashley Amidon, IWPA, Alexandria, Va.; and Tom Wilson, International Specialties Inc., Collierville, Tenn.



Rick Ekstein, Weston Forest Products Inc., Mississauga, Ont.; Grace Zheng, Sunrises LLC, Bellevue, Wash.; Ron Carlsson, USA Woods International Inc., Germantown, Tenn.

AHEC PHOTOS - Continued from page 1



Enzo Poli, Imola Legno S.p.A., Imola, Italy; Mike Giuliani, TLT Lumber Co., Staunton, Va.; and Farbrizio Berrettini and Chad Cole, Imola Legno S.p.A.



Mark Hopper, Verde Wood International, Carboro, N.C.; Eric Lacey, Middle Tennessee Lumber Co., Inc., Burns, Tenn.; and John Stevenson, Thompson Hardwoods, Inc., Hazlehurst, Ga.



Mike Mallin and Gerry Van Veenendaal, Midwest Hardwood Corp., Maple Grove, Minn.; and Ray Wheeland, Wheeland Lumber Co., Inc., Liberty, Pa.



Lee Jimerson, Collins Companies, Portland, Ore.; Brad Wiles, American Hardwood Export Council, Singapore; Sam Glidden, GMC Hardwoods, Inc., Dover, Mass.; and Rich Solano, Pike Lumber Company, Inc., Akron, Ind.



Joe Snyder, Fitzpatrick & Weller, Ellicottville, N.Y.; Tim Kassis, Kretz Lumber Co., Inc., Antigo, Wis.; David Olah, Allegheny Wood Products, Inc., Petersburg, W.Va.; and Chuck Beatty, Gutches Lumber, Cortland, N.Y.



Lawson Maury, Hermitage Hardwood, Cookeville, Tenn.; Stefano Creazzo, A Parlato SRL, Bologna, Italy; Dana Spessert, Chief Inspector for NHLA, Memphis, Tenn.; and Grafton H. Cook III, Missouri-Pacific Lumber Co., Inc., Fayette, Mo.



Ron Carlsson, USA Woods International, Inc., Germantown, Tenn.; Mack Cook, Trey Trainum and Steve Campbell, Oakman Hardwood, Inc., Oakman, Ala.; and Jack Hatfield, Jim C. Hamer Company, Kenova, W.Va.



John Read, Rossi Group, Cromwell, Conn.; Rick Barrett, Midwest Hardwood Corp., Maple Grove, Minn.; Paul deGrijs, DG International, Nashville, Tenn.; and David Hutchison, Edwards Wood Products, Inc., Marshville, N.C.



Roger Zheng, Shanghai Hoist Timber Co., Ltd., Shanghai, China; and Rich Conti, Matson Lumber Company, Brookville, Pa.



Chuck Beatty, Gutches Lumber Company, Cortland, N.Y.; Dean Alanko, Allegheny Wood Products, Inc., Petersburg, W.Va.; and Greg Fitzpatrick, Fitzpatrick & Weller, Ellicottville, N.Y.



Troy Jamieson and Lewis Reed, Somerset Wood Products Inc., Somerset, Ky.; and Ray Wheeland, Wheeland Lumber Co., Liberty, Pa.



Pem Jenkins, Turn Bull Lumber Co., Elizabethtown, N.C.; John Smith, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; and Linda Jovanovich, Hardwood Manufacturers Association, Pittsburgh, Pa.

Additional photos on page 12

A Glimpse At Mexican And Latin American Markets

Excerpts of a Special Report

Mexico is clearly on the road to economic recovery after the difficult years it has had, according to various sources and experts. After the crisis of October 2008, which resulted in economic losses during the 2009 recession, 2010 was a year of adjustments and it seems that 2011 was to be a year of strong economic recovery for the country, however, the recent collapse in the global stock markets takes us back to an uncertain period.

There is a consensus among financial institutions' analysts that the country will grow at a much faster rate than originally predicted. According to the latest adjustment to the prediction of Banamex-Citibank, the Mexican economy will grow 4.8 percent in 2011, instead of 3.9 percent as was earlier predicted. In 2011, the economic recovery will be driven by significant growth in the U.S. manufacturing sector and a recovery in consumption that will bring a strong economic dynamism. Mexican exports in general to the United States have grown and surpassed Canadian's and gained terrain against the Chinese. Mexico has diversified trade to other markets and now "only" 80 percent of its exports go to the United States.

It is true that a significant amount of financial capital and foreign direct investment has entered Mexico, since the Mexican peso is much undervalued and therefore Mexico is comparatively cheaper in dollar terms. For this reason, expectations about the peso levels place it at \$14.20 as of late September 2011. However, the purchasing power of the peso will increase considering that inflation in Mexico is higher than in the United States and this will reactivate the internal market through consumption, making the country attractive for the size of its market.

The report released recently by the World Bank predicts that GDP (Gross Domestic Product) of Brazil should grow 4.4 percent and 4.3 percent in 2011, respectively.

On the other hand, the National Consumer

Price Index (IPCA), from which the official inflation rate in Brazil is determined, was 0.16 percent in July 2011 close to the 0.15 percent for June, which means that the rate of inflation has risen to almost 7 percent in 12 months.

The average exchange rate for the Real in August 2011 was BRL1.56 to USD1.00 reflecting a further appreciation of the Brazilian currency against the US dollar.

Tropical Timber in Brazil

Exports of tropical lumber fell in terms of both volume and value from 45.4K cu.m. in July 2010 to 31.2K in July 2011 and from USD 21.1 million to USD 16.1 million. This means a 24 percent decrease in value and 31 percent drop in volume. Tropical plywood and furniture exports followed the trend by decreasing 26 percent in value for plywood and a drop of 5.6 percent for furniture.

As a contrast, exports to Brazil of hardwood moldings have increased after a brief decline in May. The value of imports was USD20 million in June, a rise of 17 percent from the previous month.

The booming economy and especially expenditure in the construction sector in Brazil is thrusting up domestic wood consumption, which has resulted in shifting the wood products sector as much of the timber from the Amazon that was once destined for exports is now redirected to the domestic market. The resulting effect of this is to cause prices for Brazilian timber products to rise in international markets, creating automatically a good opportunity window for AHEC members where Brazilian wood products represent a constraint in terms of availability in their international markets.

Latin America and the Caribbean also Reduce Pace in 2011

Expanding the analysis to all of Latin America and the Caribbean, the forecast is that GDP grew 5.7 percent in 2010, reversing a contraction of 2.2 percent in 2009.

For 2011, the projection is that the region's

economy registers growth of 4 percent, "largely due to a weaker external environment, as growth in advanced economies and China fall," say officials of the World Bank, who also mentioned, "Several countries in the region are subject to internal flows of potentially destabilizing capital, which have contributed to an overheating and a strong currency appreciation."

Developed markets are Still a Concern

Moreover, it is estimated that global GDP, which grew 3.9 percent in 2010, will reduce the speed, advancing 3.3 percent in 2011 and 3.9 percent in 2012.

But the report notes that "though it is projected a steady growth until 2012, the recovery is still hesitant in many emerging economies of Europe and Central Asia and in some high-income countries." For developed countries, the expectation is for growth of 2.4 percent in 2011 and 2.7 percent in 2012.

AHEC had the initiative and took the lead in conducting a series of lumber grading seminars in the cities of greater demand in Mexico; Guadalajara, Chihuahua and Tijuana in May 2011.

The American Softwoods Association in Mexico was invited to participate by presenting a softwood lumber instruction due to the interest of the distributors who handle softwoods, besides their hardwood activity. Whilst the hardwood team (AHEC/NHLA) used the first half of the full-day seminars for the instruction on the NHLA grading rules, the softwood team (AMSO) took over in the afternoon for their class. Samples of lumber of various species and grading sticks were used for practice.

Several associations and chambers were involved in the organization and coordina-

By American Hardwood Export Council

tion. IMEXFOR, National Association of Importer and Exporters of Forest Products was Jalisco, specifically participated lively in Guadalajara and CANACINTRA, National Chamber of the Transformation Industry, collaborated in Tijuana.

Nearly 100 attendees were left with technical publications of all involved associations.

The Deconarq 2012 trade show in Cancun will feature for the first time the "Sustainable Pavilion" intended to exhibit

products, services and alternatives that represent less impact and that guarantees a better balance to the environment. Only products with the best yield of energy resources will be allowed. AHEC has already secured a booth space within the pavilion using environmental and sustainable arguments.

Imports of overall hardwood species into Mexico increased by 11 percent reaching USD 43.3 million as of June 2011 compared to the same month last year that accounted for USD38.9 million. While Red Oak imports continue to rise (24 percent for USD9.3 million), it is noticeable how darker species are preferred, following the fashion in design. Hence the rise of 89 percent for a total of USD782 thousand dollars in value of imports of Walnut by mid-year, and an impressive 195 percent in Cherry.

Despite the drop in tropical imports in Brazil, American Red Oak imports increased by 39 percent as of June 2011 compared to the cumulated in June 2010. This is a result of the increase through AHEC's participation at trade shows and other country activities.



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AHEC PHOTOS-
Continued from page 10



Di Nguyen, AHEC, Reston, Va.; Marty Wood, T M Wood Products, Cabot, Ark.; and Nguyen Chien Thang, Handicraft & Wood Working Association, Ho Chi Minh City, Vietnam.



David Mayfield and Cathleen Xu., China office of Mayfield Lumber Co., McMinnville, Tenn.



Thuy and Norman Murray, U-C Coatings Corp., Buffalo, N.Y.

VIETNAM PHOTOS - Continued from page 1



Bill Seecrest, Graf Brothers, South Shore, Ky.; and guest.



Cam Koons, Tang Thuy and Joe Zona, Deer Park Lumber, Tunkhannock, Pa.



Dan Shin, Korea office of Gutches International Inc., Cortland, N.Y.



Gregg Wilkinson and Glen Wang, Bridgewell Resources LLC, Tigard, Ore.



To Ngoc Thuy Giao, J.T. Shannon Lumber International; Mr. Thang, guest; Jack Shannon and Thai Dang Ngoc Chu, J.T. Shannon Lumber International, Memphis, Tenn.



Phil Fenwick and overseas colleagues, Baillie Lumber Company, Hamburg, N.Y.



U.S. Hardwood Pavilion at Vietnamwood 2011



Yongjie Hu from Allegheny Wood Products Inc., Petersburg, W.Va.



Victoria Jiang, Ben Meachen and Jeff Derby, Western Forest Products Inc., Vancouver, B.C.; and Lei Lu, City & House Magazine, Vancouver, B.C.

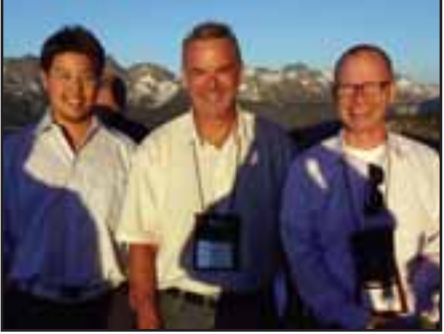
GLOBAL BUYERS PHOTOS - Continued from page 1



Tom and Shirley Haker, Teal-Jones Group, Surrey, B.C.; and Dick and Colleen Jones, Teal-Jones Saw & Timber, Whistler Mountain, B.C.; and Dave Jones, Howe Sand Forest Products, Saanich, B.C.



Carlos Furtado, Sawarne Lumber Co. Ltd., Richmond, B.C.; and Wayne Miller, Import/Export Wood Purchasing News, Memphis, Tenn.



Sam Satosono and Archie Rafter, Andersen Pacific Forest Products Ltd., Maple Ridge, B.C.; and Todd McMyn, Jazz Forest Products, Abbotsford, B.C.



Tony Hu and Philip Xing, United Pacific Resources Ltd., South Surrey, B.C.; and Sid Watts, Atlantic Wood Specialties Association, Montague, Prince Edward Island



Tyson Palmer, Pacific Western Wood Works Ltd., Delta, B.C.; Greg Smith, Gilbert Smith Forest Products Ltd., Barriere, B.C.; and Dennis Wight, Pacific Western Wood Works Ltd.



Kent Beveridge, Skana Forest Products Ltd., Richmond, B.C.; and Ellen Hong and Paul Saini, Teal-Jones Group, Surrey, B.C.



Ben Meachen, Western Forest Products Inc., Vancouver, B.C.; and Ryan Furtado, Sawarne Lumber Co. Ltd., Richmond, B.C.



Grant McKinnon, Pacific Homes, Vancouver Island, B.C.; Peter Sperlich, Canadian Pride Log & Timber Products, Enderby, B.C.; and Tony Pistilli, Wood Trade International, Vancouver, B.C.



Terry Gaines and Ron Sangara, Leslie Forest Products, Delta, B.C.; and Bob Thompson, Western Forest Products Inc., Vancouver, B.C.



Elena Jehnichen and Randi Walker, BC Wood, Vancouver, B.C.



Thomas Mende, Klausner Trading International, Myrtle Beach, S.C.; Cam Cook, Gorman Bros. Lumber Ltd., Westbank, B.C.; and Ayush Sharma, Punj Packaging Industries, India



Christian Owens, Scott Lindsay, Kent Beveridge, and Chris Beveridge, Skana Forest Products Ltd., Richmond, B.C.

Additional photos on page 14

GLOBAL BUYERS -

Continued from page 9

engineered wood products, treated lumber, windows, doors, mouldings, cabinetry, building systems, flooring, Western Red Cedar products and a variety of other value-added wood building products. 25% of the companies were new to the GBM, offering returning buyers some additional resources and products not seen at the GBM in the past.

For the past seven years, BC Wood has organized pre and post event site visits and tours for incoming delegates. This year, the GBM Extended Mission Program included seven groups that once again toured production facilities and visited construction sites in the lower mainland and the interior of B.C. to meet participating manufacturers. Besides helping buyers immediately source high quality, innovative and competitively priced wood products, the tours helped build future business relationships by familiarizing potential customers with BC's wood species.

The GBM continues to be Canada's largest event dedicated to promoting value-added wood producers.

The next GBM scheduled for Whistler, Sept. 6th to 8th, 2012.

WHO'S WHO - Bach

Continued from page 2

importing quality exotic lumber, Baillie can provide customers the most desirable species from Central America, South America and Africa in a wide range of thicknesses and sorts, including flat-sawn, quarter-sawn, pattern grade and figure," he explained.

Bach has approximately 18 years experience in the forest products industry, previously serving 10 years as vice president of Inter-Continental Hardwoods Inc., located in Currie, North Carolina.

He obtained a bachelor's degree in business and economics from Silkeborg Handelsskole College, located in Denmark.

He and his wife Mette have two sons. In

his spare time Bach enjoys boating, hunting, fishing and traveling.

For more information visit www.baillie.com.

WHO'S WHO - Snyder

Continued from page 2

squares, mouldings, CNC machining, boring, end tenoning, turnings and carvings.

The company is a member of the National Hardwood Lumber Association (NHLA), American Hardwood Export Council, Penn-York Lumbermen's Club, Wood Component Manufacturers Association and the New York State Forestry Group.

Snyder began his career in 1984 as a lumber handler in Fitzpatrick & Weller's sawmill. He taught the NHLA Inspection School in the late 1980s, worked in purchasing and sales in Ohio through the 1990s, and then joined Fitzpatrick & Weller again in 2000. He is a member of the NHLA Board of Directors and a member of the Jamestown Community College Board of Trustees.

Snyder and his wife, Barbara, have one daughter, Lisa. They enjoy traveling, gardening, beekeeping, making Maple syrup and working on their farm.

For more information visit www.fitzweller.com.

WHO'S WHO - Summerlin

Continued from page 2

nine locations in North, Central and South America, plus a European sales office, the Robinson tradition, now managed by the fourth and fifth generation, continues with expansion into new products shipped worldwide from its South/Central American facilities and U.S hardwood operation in New Albany, Indiana. Robinson Lumber exports in excess of 100 million board feet annually.

Summerlin started his career in the lumber industry as a cabinet designer while

attending college. He received an engineering degree from Ohio University and an architectural degree from Georgia Tech.

He served in the Naval Civil Engineer Corp. in Guam from 1962 to 1965 and rose to the rank of lieutenant j.g. After leaving the Navy, he spent two years in Honolulu as a construction project engineer then moved onto the Philippines, where he managed a factory exporting wood products worldwide. He returned to the U.S in 1973 to work for a Hong Kong/Canadian wood importer, then started his own business five years later. From 1978 to 1993, he owned and operated Sumwood Inc., which imported hardwood lumber to its distribution yard in Long Beach, Calif. Sumwood also maintained an office in Hong Kong. In 1993, Summerlin sold Sumwood to Robinson Lumber Co.

Summerlin was president of the Los Angeles Hardwood Lumberman's Club in 1978 and 1979 and president of the International Hardwood Products Association in 1987 and 1988.

Summerlin spends his leisure time mountain trekking, which includes climbing Mt. Kilimanjaro at age 60, Mt. Whitney at 65 and the Chilkoot Trail (Klondike Gold Rush) at 70. He also values spending time with his family, which includes his wife of 36 years, Dawn, two daughters and five grandchildren.

For more information visit www.robsum.co.com/santabarbara.html.

WHO'S WHO - Wood

Continued from page 2

her career in the forest products industry with Neff Lumber Mills, working in the office.

A graduate of Broadway High School, Broadway, Virginia., Wood attended Blue Ridge Community College, located in Weyers Cave, Virginia.

Neff Lumber is a member of the Appalachian Hardwood Manufacturers Association, Appalachian Lumbermen's Club, Virginia Forestry Association and Virginia Forest Products Association.

Wood enjoys playing golf in her spare

time.

For more information visit www.nefflumber.com.

WASHINGTON SCENE -

Continued from page 2

Partin participated in breakout sessions with Nancy Sutley, Chair of the White House Council on Environmental Quality, and Secretary of Interior Ken Salazar, which focused on expanding opportunities through conservation, outdoor recreation and tourism. Partin noted that forest management is an essential part of resource conservation and prevention of catastrophic wildfires. "Sustainable management of our national forests has provided family wage jobs for decades," Partin observed.

Partin pointed to this year's Wallow Fire in Arizona, which burned over 530,000 acres and cost over \$109 million to control, as an example. "Investing in forest management before a fire occurs not only helps reduce the potential for catastrophic fires, it puts people to work in rural America, produces American wood products, strengthens local economies, and saves the cost of fighting catastrophic fires," Partin said.

Partin serves as Vice Chair of the Federal Forest Resource Coalition, a national trade group headquartered in Washington, D.C., which promotes active management of our federal forestlands and the preservation of the milling and logging infrastructure needed to restore forest health and provide rural community stability.

Vilsack Urges US Builders To Prioritize Wood In Green Buildings

The findings of a new U.S. Forest Service study indicate that wood should factor as a primary building material in green building, Agriculture Secretary Tom Vilsack recently announced.

The authors of Science Supporting the Economic and Environmental Benefits of Using Wood and Wood Products in Green Building Construction reviewed the scientific literature and found that using wood in building products yields fewer greenhouse gases than using other common materials.

Continued on page 15



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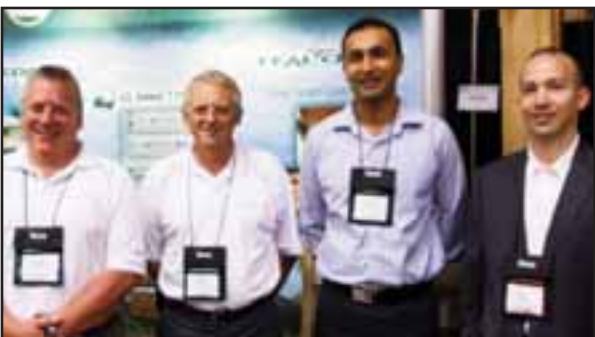
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GLOBAL BUYERS PHOTOS - Continued from page 12



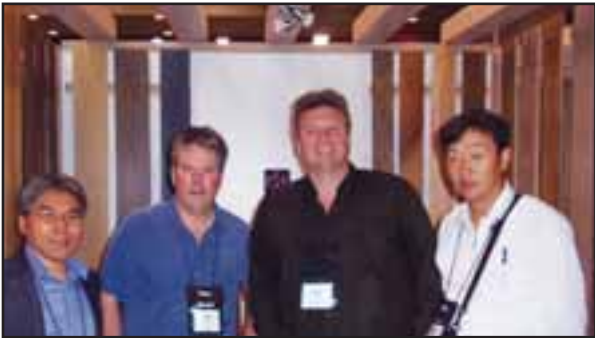
Zane Delainey and Terry Edwards, L&M Wood Products, Glaslyn, Sask.; and Eric Bos, Sansin Corp., Strathroy, Ont.



Scott Boates, Tom Haker, and Paul Saini, Teal-Jones Group, Surrey, B.C.; and Alex Jovanovic, Sea Trade Shipping, Vancouver, B.C.



Karl Seger, Falcon Lumber Ltd., Toronto, Ont.; and Vicki Onuliak, Bridgeport Forest Products Inc., Portland, Ore.



Younggee Ko, Interpreter, Korea; Hans Baer and Allan Sieben, Wide Plank Hardwood Ltd., Chilliwack, B.C.; and Moon Hak Namgung, Junghae Preservation, South Korea



Peter Parmenter, Cedar Shake & Shingle Bureau, Savannah, Ga.; Kelly Vaille, Cedar Shake & Shingle Bureau, Mission, B.C.; and Tony Hyatt, Cedar Shake & Shingle Bureau, Madison, Wis.



Guy Hemhill and Sam Bath, Surrey Cedar Ltd., Langley, B.C.



Peter Laslo, Anglo American Cedar Products, Mission, B.C.; Katherine Klassen, Pacific Coast Cedar, Maple Ridge, B.C.; and Terry Whitfield, Studio 2009 Architecture Ltd., Courtney, B.C.



David Jeffers, PPG Machine Applied Coatings, Raleigh, N.C.; Zairan Xiao, International Wood Magazine, China; and Craig Combs, PPG Machine Applied Coatings, Medford, Ore.



Brian Hawrysh and Mike Cunningham, BC Wood, Vancouver, B.C.; and Grant McKinnon, Pacific Homes, Duncan, B.C.



Bill Downing, Structurlam Products Ltd., Penticton, B.C.; and Peter Dickson, Fraserwood Industries Inc., Squamish, B.C.



Rongru Zhou, Qingdao Royal International Logistics Co. Ltd., China; Hai Feng Luo, Keep Smile, International Trade Ltd., China; Corey Scott, Kootenay Innovative Wood, Nelson, B.C.; and Kun Wang, Youtal Supply Chain Management Inc., Vancouver, B.C.



Robert Marusic and Jack Heavener, Downie Timber/Selkirk Cedar, Revelstoke, B.C.; James Tuffin, Riverhead Building Supply Corp., Riverhead, N.Y.; and Rick Palmiter, Idaho Forest Group, Coeur d'Alene, Idaho



Bill Peresky, Dakeryn Industries Ltd., North Vancouver, B.C.; Glen DeMara, BFL Canada Insurance Services, Vancouver, B.C.; and Chris Sainas, Dakeryn Industries Ltd.



Richard Klassen, Pacific Coast Cedar Products Ltd., Maple Ridge, B.C.; Terry Clark, Imperial Shake Co. Ltd., Maple Ridge, B.C.; Katherine Klassen, Pacific Coast Cedar Products Ltd.; and Richard Bradford, Century Forest Products, Southwest Harbor, Maine



Jose Zagursky, Corporation Forestal Panamericana, Mexico City, Mexico; and William White, Elof Hansson, Suwanee, Ga.



Kirk Nagy, Curtis Walker, Tom Faris and John Brissette, The Waldun Group, Maple Ridge, B.C.



Meryl Phillips and Roger Meakins, All American Forest Products, Lynnwood, Wash.; Rick Palmiter, Idaho Forest Group, Coeur d'Alene, Idaho; and Johnai Lee and Allen Xu, All American Forest Products, Vernon, B.C.



Tony, Darlene and Dean Wiens and Pat Thorp, Serpentine Cedar Ltd., Fort Langley, B.C.

Additional photos on page 18

WASHINGTON SCENE -
Continued from page 13

"This study confirms what many environmental scientists have been saying for years," said Vilsack. "Wood should be a major component of American building and energy design. The use of wood provides substantial environmental benefits, provides incentives for private landowners to maintain forestland, and provides a critical source of jobs in rural America."

The Forest Service report also points out that greater use of life cycle analysis in building codes and standards would improve the scientific underpinning of building codes and standards and thereby benefit the environment. A combination of scientific advancement in the areas of life cycle analysis and the development of new technologies for improved and extended wood utilization are needed to continue to advance wood as a green construction material. Sustainability of forest products can be verified using any credible third-party rating system, such as Sustainable Forestry Initiative, Forest Stewardship Council or American Tree Farm System certification.

"The argument that somehow non-wood construction materials are ultimately better for carbon emissions than wood products is not supported by our research," said David Cleaves, the U.S. Forest Service Climate Change Advisor. "Trees removed in an environmentally responsible way allows forests to continue to sequester carbon through new forest growth. Wood products continue to benefit the environment by storing carbon long after the building has been constructed."

The use of forest products in the United States currently supports more than one million direct jobs, particularly in rural areas, and contributes more than \$100 billion to the country's gross domestic product.

"In the Rockies alone, we have hundreds of thousands of dead trees killed by bark beetles that could find their way into the building supply chain for all types of buildings," said Forest Service Chief Tom Tidwell. "Taking a harder look at wood as a green building source could reduce the damages posed by future fires, maintain

overall forest health and provide much-needed jobs in local communities."

AHEC -
Continued from page 2

promoting increased use of "local materials" on the mistaken assumption that carbon emissions associated with transport are of over-whelming significance in the carbon footprint of materials. Preliminary results from the AHEC LCA Project indicate that, at least in the case of U.S. hardwood products, this assumption is entirely misplaced.

EUTR and EPDs - a big opportunity

While there are challenges, there is a huge opportunity for the wood sector to make inroads into marketshare of other materials. The EU is already leading the world in promoting a life cycle based approach to material specification and design. All the major green building rating systems - such as BREEAM in the UK, DGNB in Germany, and HQE in France - draw on LCA in the allocation of credits for using different materials. LCA is being integrated into European-wide standards for material assessment and specification.

The fortuitous introduction of the EU Timber Regulation - meaning that all wood consumed within the EU will be at negligible risk of illegal sourcing - and of EPDs based on international standards for LCA, provide a genuine opportunity to move away from constant fire-fighting towards more positive marketing activities.

Exploiting this opportunity will require a considerable effort from everybody in the wood chain. One of the lessons of LCA is that data gathering and communication must happen at every stage, from forestry, through processing, manufacturing, and distribution, into use and final disposal. Much work still needs to be done with users, structural engineers and architects so that the wood industry better understands their needs and can help to develop the tools required to ensure that LCA becomes an integral part of the material selection process.

CHINA -
Continued from page 2

China's Exports of Wooden Furniture in the First Half of 2011

From January to June this year furniture exports were valued at US \$8,029.6 million, up 9% in value from the same period last year. Of the total exports, other furniture (94036010-94036099) accounted for 40.5% and seats with wooden frames (94016110-94016900) accounted for 33%. China's exports of wooden furniture were mainly to the U.S., Europe and Japan.

McClendon -
Continued from page 3

streamline the process for business. Most importantly, we seek acknowledgement that consumers and businesses that have performed due diligence must be granted an "innocent owner" provision.

IWPA has been working with a coalition of industries and business that cut across the American economy to tweak and improve the Lacey Act. The law is overly broad, so much so that enforcement is impossible. Therefore, any enforcement must be selective. And selective enforcement of a law is unconstitutional. So we must by necessity edit this law to make it fair, practical, and enforceable.

That brings us to the dawn of a new year, and a new approach to Lacey. I look forward to seeing you at the convention!

FORECASTS - McIlvain
Continued from page 4

2Q/2012. Alan McIlvain Company's hardwood lumber stock as driven by our high quality customer demand is about 70% Appalachian temperate hardwoods and 30% Imported tropical hardwoods primarily Mahogany substitutes. We expect our old prime staple Genuine Mahogany to

become more a rarity, as our customers prefer the less expensive quality substitutes like Sapele, African Mahogany and Spanish Cedar.

FORECASTS - Dean
Continued from page 4

well as on the boat-building side of our business, which has been crushed almost out of existence, with unit sales declining from just over 260,000 in 2006 to about 12,000 in 2010. Yes, you read it right, a 95% decline. We owe the survivors a round of applause for not letting the latest socialist policy generating fraud by unworthy government and banking officials take them down.

We see 2012 as a year of entrenched battle against those who have created the mess the country is in, officials who claim to be the most qualified to get us out of it. They need to go.

Shipping has been facilitated by better computerization. However the unrelenting march of government with more and more restrictions and regulations makes it harder and more costly every day. We have expanded our Prestige Hardwood Flooring line to include glued up engineered products which, unlike solid flooring, are well suited to concrete slab construction, and we are making stair treads and risers in house to further enhance our offerings. We say onward and upward in 2012!!!

FORECASTS - Callendar
Continued from page 4

that sawmills can operate profitably, which hasn't always been the case in the last few years.

Exporting will continue to be the one area of growth, but sales and profits will still be dampened by increasing freight rates and other expenses of shipping overseas. China will continue to determine the direction of the lumber industry in 2012 as it is

Continued on page 19

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