

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

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Serving Forest Products Buyers Worldwide

February/March 2012

American Hardwood Representation Expected to Increase At 3rd IFDC

By Michael Buckley

Jakarta—The American Hardwood Export Council launched its 3rd Indonesian Furniture Design Competition (IFDC) recently with celebrity TV host Amy Devers presenting her work at seminars in Bali and Jakarta. Amy, who graduated at the Rhode Island School of Design under Rosanne Sommerson and now in her 10th year span-

Additional photo on page 10

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Addressing the media at the new auditorium “@America”, located in Jarkarta during the 3rd Indonesian Furniture Design Competition (IFDC), were: John Chan, AHEC regional director; American TV host Amy Devers, who presented her woodwork at seminars in Bali and Jakarta; and Joshua M. Simanjuntak, a professional designer, who acted as chief juror at the competition.

APA Annual Meeting Reviews International Status

New Orleans, Louisiana—More than 300 members, spouses, and guests of the APA-The Engineered Wood Association and The Engineered Wood Technology Association (EWTA) registered to attend the Association’s recent annual meeting at The Roosevelt Hotel.

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Tim and Debbie Lewis, Murphy Plywood, Rogue River, Ore.; and Kevin and Stacy Daugherty, Swanson Group Inc., Glendale, Ore.

Attendees Of Southwestern Club Gathering Share Market Insight

By Terry Miller

New Orleans, Louisiana—The Southwestern Hardwood Manufacturers Club recently met here at the Windsor Court Hotel with 50 guests and members in attendance. Among them were U.S. hardwood lumber exporters who discussed current market trends.

Keith Peterson & Co. sponsored cocktails prior to the club’s dinner.

At an afternoon roundtable discussion, a sawmill representative from Alabama said they have plenty of logs currently. They also have a flooring plant and have decent inventory of kiln-dried lumber. He looks for a bounce in business this year, but is not

Continued on page 16

Additional photo on page 10



Toto Robinson and Parker Sternbergh, Robinson Lumber Co. Inc., New Orleans, La.; and Lindsey and Matthew Netterville, Fred Netterville Lumber Co., Woodville, Miss.



Arnie and Jamie Hogue, Anderson-Tully Co., Vicksburg, Miss.; and Teresa and J.R. Johns, Armstrong Hardwood Floors, Jackson, Tenn.

IFF Boosts Indian Trade In Hardwoods

Mumbai and Singapore—The recent inaugural India International Furniture Fair reportedly ended on a high note. The trade fair was held in Mumbai and witnessed international and local exhibitors unveil their latest products. Design and industry

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Criswell Davis, Frank Miller Lumber Co., Union City, Ind., visits with a guest at the AHEC booth during the recent India International Furniture Fair (IFF).

Freight Experts Forecast 2012 Similar to 2011

By Michelle Keller

Lloyd Lovett, CEO and Michel Bérard, President of Transit King City/Northway Forwarding Ltd., a domestic and international freight forwarding company, have been in business for more than 35 years. Since 1977, the firm has been located in Montreal, Quebec, Canada, and operates on their company motto “We’ll Take It From



Lloyd Lovett

Here,” which means exactly that. The ingredients to their continued success have been seasoned and professional staff, and providing excellence in service delivery to clientele. King City Northway offers a door-to-door service from Canada and the United States of America to any major port in the world.

“The current economic challenge for the container lines in 2012 will be streamlining their operations,” Lovett commented. “Companies operating vessels with 8,000 TEU’s (twenty-foot equivalent unit) or less will find this to be a greater issue as they will struggle to keep up with the fuel efficiency in the modern 13000 TEU vessels. With fuel being approximately 60 percent of the operating costs, it increases the pressure on smaller players to compete. You

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Who's Who in Import/Exports



AMBRA PASQUALETTO

A m b r a Pasqualetto is a "New entry" in **Romea Legnami S.p.A.**, (a family-owned company with over 300 years of history), helping her father Graziano with the North American Export and Marketing department. Romea Legnami S.p.A., headquartered near Venice, Italy, offers a variety of products such as : African Mahogany, Afrormosia, Aniegre, Ayous, Bubinga, Iroko, Kosipo, Makore, M o a b i ,

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DAVID LACOUR

David LaCour is president of **JA LaCour & Co.**, located in Canton, Miss. JA LaCour offers kiln-dried Cypress, Poplar, and Red and White Oak, Ash and Hickory. Special services include: S2S, S4S, straight line and gang ripping, and custom kiln drying. The company has 12 dry kilns. LaCour has been involved in the import/export industry for the past 34 years. His first job was as a yard foreman. He later moved to

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STEWART SEXTON

Stewart Sexton recently celebrated his 25th anniversary with **DLH Nordisk, Inc.**, located here. Established in 1986 in Greensboro, DLH Nordisk Inc. is a subsidiary of the Denmark-based DLH Group, which also includes a lumberyard in Currie, N.C. Stewart started as a lumber salesman with DLH Nordisk, Inc. in January 1987 and worked his way up to Vice President in 1996 and President in 1998. DLH Nordisk,

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AHREN SPILKER

Ahren Spilker has worked as the Export Sales Manager for **Idaho Forest Group**, located in Coeur d'Alene, Idaho for just over two years. He has been involved in the lumber industry since 1991, when he worked as sales/assistant manager for **Dunn Lumber Co.**, located in Seattle, Wash. Idaho Forest Group has been a major exporter of lumber products into Asia, (Japan, China, M a l a y s i a) , Mexico and the

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THE WASHINGTON SCENE

tary agreements," said Kenneth Gradia, chairman of the National Carriers' Conference Committee, which bargains on behalf of the railroads. "In a tough economy, these agreements offer a terrific deal for rail employees. They lock in well-above market wage increases of more than 20 percent over six years, far exceeding recent union settlements in other industries."

Senate, House Wilderness Actions

Both the Senate Energy and Natural Resources Committee and the House Natural Resources Committee recently took steps to advance or consider wilderness proposals, many of which have seen very little action in recent years.

The Senate Energy and Natural Resources Committee chaired by Jeff Bingaman (D-NM) approved by voice vote a package of wilderness, national parks, energy and infrastructure bills and moved them onto the full Senate for later consideration. It was the first action by the Committee to advance additional wilderness areas during this Congress.

Even though the bills passed easily, two Committee members not present for the markup Senators Mike Lee (R-UT) and Rand Paul (R-KY), pledged not to support each bill carte blanche when they reach the Senate floor.

The Committee is expected to take up another round of land bills later, which undoubtedly will be more controversial. These will likely include among others, allowing an Alaskan native corporation to acquire lands from the Tongass National Forest outside of the area covered in their long-term agreement with the U.S. Government.

Representative Rob Bishop, chairman of the House National Parks, Forests and Public Lands Subcommittee, held a

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Railroad Strike Averted

The threat of a costly national railroad strike during the busy holiday season was recently averted after the freight rail industry settled labor disputes with two of its unions and agreed to extend talks with a third.

Without the agreements, the railway unions could have begun striking. Retailers warned that a rail strike would cost businesses and consumers \$2 billion a day.

The National Railway Labor Conference, which represents the railroads in bargaining talks, said its negotiators would try to reach an agreement with the final union before February 8, 2012.

The agreements with the Brotherhood of Locomotive Engineers and Trainmen and the American Train Dispatchers Association came just hours after Republican House leaders said they would move to vote on emergency legislation to prevent a work stoppage. The group of more than 30 railroads — including Union Pacific Corp., CSX Corp. and Burlington Northern Santa Fe — has been trying for more than a year to reach collective bargaining agreements with 13 unions representing about 132,000 workers.

With the help of federal mediators, the railroads have now settled with 12 of the 13 unions in the current bargaining round. The only unsettled union is the Brotherhood of Maintenance of Way Employees, which has about 25,000 workers.

"Everyone wins when we reach volun-

Time to Play Offense!

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.

Science-based LCAs/EPDs Offer Tremendous Opportunity to Proactively Market the Environmental Credentials of Wood

We have been playing defense for far too long. Those of us in the American hardwood industry have long extolled the virtues of wood—a material which 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 have had a hard time making ourselves heard. Too much of the 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 schemes. While this has, to some extent, 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.

We may now, finally, have the ammunition we need to go on the offensive. The results from previous "life cycle assessment" (LCA) studies, and preliminary indications from the AHEC-commissioned study on U.S. hardwood lumber and veneer are clear that the wood sector has a very powerful story to tell when environmental impacts are taken on a full cradle-to-grave basis.

There has been a tendency in some parts of the wood sector to assume that the environmental benefits of the product are self-evident, and it is only necessary to show that wood isn't illegal or leading to deforestation before everyone prefers it over steel, concrete or plastic. However this is less and less the case. There is increasing demand from architects and specifiers and in green building rating systems for much more precise product-specific information to be supplied in the form of Environmental Product Declarations (EPDs). With the initial results of the AHEC LCA study now under review, we are on the verge

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

of providing that exact information through the creation of U.S. Hardwood EPDs.

Other material sectors have spotted this, and are already very deeply involved in LCA and preparation of EPDs. In fact, they are much further down this road than the wood sector. They're seeing ways of highlighting their own strengths, manipulating green building systems so that they receive maximum recognition for the few forward steps they take. They need to be called on it.

Meanwhile, significant opportunities are arising for wood from global commitments to cut Greenhouse Gas Emissions (GHG). The EU, for example, has committed to cut GHG emissions by at least 20% of 1990 levels by 2020, a commitment which is being implemented through a package of legislation and incentive measures. The building sector, which according to the International Panel for Climate Change (IPCC) accounts for around one third of all GHG emissions, has been a major focus for these policy measures. While much initial interest has focused on energy efficiency of buildings in use, there is also growing concern about the "embodied energy" of different building materials.

This focus on GHG emissions and carbon foot printing 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. With the right pressure—and the use of scientific data—similar strides should be made to bring the U.S. LEED system into line

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China: Interim Results Of National Inventory Show Expansion Of Forest Area

National forest inventories are carried out every five years in China and to-date seven inventories have been implemented. The eighth forest inventory was started in 2009. In 2010 the State Forest Administration completed preliminary investigations in seven provinces, Shanxi, Liaoning, Heilongjiang, Jiangsu, Guangxi, Guizhou and Ningxia. The results just released show that the area available for forest plantations increased by 1,696,600 hectare (ha) while the conversion of forestland to non-forest use fell by 14%. Overall the forest area in the seven provinces increased by 3.94 million ha.

The growing stock rose by 325.63 million cubic meters (cu.m) and the growing stock in high forest increased by 2.36 cu.m per ha. Contracted forestlands, forested lands and plantations for operation by individuals increased from 13%, 15% and 17% at the last count to 34%, 40% and 71% in the recent inventory. The results also indicate that the average growing stock per ha in high forests in the six provinces is only 70.6 cu.m, 15.3 cu.m lower than the 85.9 cu.m national average.

Guangdong Province Links Investment In Processing To Investment In Raw Material Supply

Late last year, Guangdong Province began the implementation of "Administrative Regulations on Operation, Processing and

Transportation of Timber." This marked a further development to regulate the timber supply chain through provincial regulations. The changes are contained in 32 articles in the Regulations which define timber and management responsibilities and streamlines requirements for permits to conduct timber operations and processing.

At the same time, the Regulations define the legal responsibility of each stakeholder and provide for a monitoring and policing system for timber transportation. According to the Regulations, primary processing timber enterprises with an annual production capacity of over 10,000 cu.m can only be established after a forest inventory and planning process has been completed.

A feasibility study on raw material supply is required and this must be approved by the provincial forestry authority. Also within the Regulations applications, for a license to establish a primary timber processing plant with an annual production capacity of over 30,000 cu.m, it must include provision for the creation of forests which can supply 50% of the raw materials needed by the plant.

The Regulations prohibits institutions or individuals engaged in processing of timber from operating without a certificate; operation and processing of timber outside the scope and size prescribed in the license; operation and processing of

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E-Mail Addresses:

Advertising: stokes@woodpurchasingnews.com
Editorial: editor@millerwoodtradepub.com
Subscriptions: circ@millerwoodtradepub.com

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The One New Year's Resolution To Keep

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



January is always a busy month for gyms and health food stores – millions of Americans make resolutions to exercise more and eat better. Unfortunately once Valentine's Day rolls around the vast majority of those resolutions are long forgotten. It often goes the same way for business improvements. January 1st and you are filled with brilliant new ideas to market your company – you'll be a social media whiz, institute aggressive advertising and outreach strategies, and increase your business by 10%! But actually *doing* business gets in the way. Suddenly it's a couple months into the year and you find your desk so crowded with paperwork, and such a long list of phone calls to return before you can even think of logging onto a social media site.

But before you crumple away the entire To Do list in frustration, know that there is one simple thing you can do to help advance a number of your business goals. If you only stick to only one resolution past January, make it an increase in your use of social media. The wonderful thing about social media is the diversity in platforms – the most common are Facebook, Twitter, and LinkedIn. All of them allow you to promote your business in a different way, and with a minimum of time.

IWPA uses Facebook to help share relevant news articles on industry happenings and showcase the practical applications of wood. It is also a great way for us to share pictures of our association in action – whether volunteering as a staff, or speaking at trade shows and conventions on behalf of our members. Facebook allows a social interaction for members that are scattered around the globe – and may be something your business could explore. It is a great way to showcase your work – in pictures, videos, or articles. You can reach beyond your mailing list of traditional customer base and allow anyone to



see the great work you are doing. We have found that Twitter is also useful for sharing a quick link, interesting article, or following breaking industry news. Twitter only allows 140 characters per post (or "tweet"), so it forces our communication to quickly get to the point. We have amassed nearly 600 followers with a small investment of time. Twitter is something easy and simple that any business can use to communicate quickly and effectively, and is an excellent way

to keep up-to-date on industry news by quickly scanning tweets by keywords of interest.

LinkedIn is a website for professionals to interact with one another. While most people think it is only a job board, LinkedIn has a thriving network of individuals and businesses that can engage in discussions on any topic. IWPA's LinkedIn page has nearly 1,100 members that follow and participate on the discussion board section. This section is where interested parties post requests

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MIDWEST WALNUT



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Al Nibras Provides Middle Eastern Opportunity For American Hardwoods

By Michael Buckley



Mohamed Mawlana, general manager for Al Nibras in Sharjah, stands in front of part of his company's inventory of American Black Walnut.



A truck being loaded in the Al Nibras delivery fleet.



Al Nibras offers 17-inch wide American Walnut.



Mawlana in front of open storage of Teak.

Sharjah, United Arab Emirates—Mohamed Mawlana is a man with a mission in the Middle East. He sells sawn lumber and panels quite simply, no frills – just the right material at the right price in stock and in bulk.

By 2008, Al Nibras became one of the largest hardwood stockists in the Gulf. By the end of that year the company was holding 17,000 m3 in stock, with more under contract and on the water in transit and then came the last crash in the market. Today Al Nibras' stock is made up entirely of hardwoods with fully one-fourth from the USA, plus Europe. North American Walnut, Hard Maple, Red Oak and Black Cherry are part of Al Nibras' inventory. Otherwise, its stock is comprised 40% from Africa and about 35% from Malaysia.



"Our vision now is to be a central hardwood distributor for the Middle East," said Mawlana. Outside the UAE Al Nibras has established selling in Syria, Libya, Morocco, Algeria, Iraq, Jordan, Iran and Pakistan. As part of this expansion Al Nibras has also started to import MDF and HDF panels from Malaysia, Thailand, Brazil and North America (Canada).

"This fits neatly with our desire to supply basic raw materials to manufacturers and traders within the region," he added.

A business administration graduate from the American University in Dubai, he appeared firmly in the frame in Dubai at the Dubai

Woodshow last April and plans to be there again this year. He has since exhibited in wood shows in Cairo and Abu Dhabi, but his company, Al Nibras is not new.

Al Nibras was established as a family business over 20 years ago dealing in decorative materials. In 1999 it turned to importing softwoods and plywood for the construction industry and for its own pre-fabricated housing plant. In the Asian financial crisis, demand fell and Al Nibras subsequently turned its attention to trading in an area where there were few wood importers. The family later took the view that its finances were not intended for speculation in wood.

From the construction sector it then turned to dealing in internal parquet flooring, ironmongery and MDF with some small volumes of hardwood.

"In those days," he said, "there were many problems with hardwoods; small

Continued on page 19



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Email: reiniertaapken@salamancaalumber.com



Pictured is 2-inch American Red Oak in stock at Al Nibras, whose customers are not only from the United Arab Emirates, but also Syria, Libya, Morocco, Algeria, Iraq, Jordan, Iran and Pakistan.

This is Al Nibras' display of American Black Walnut at the recent Dubai Wood Show.



Welcome to the New Southern Pine Global Website



Meet our Southern Yellow Pine Exporters ▾

Almond Brothers Lumber Co.
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Anthony Forest Products Co.
anthonyforest.com

Atlas Trading International
atlatradinginternational.com

Aveesa & Ezyan Ali Enterprises, Inc.
uslogsandlumber.com

BCH Trading Company
bch-trading.com

Blue Water Lumber
bluewaterlumber.com

Bridgewell Resources, LLC
bridgewellres.com

Canadian Wood Products
canadianwood.ca

Cox Industries, Inc.
coxwood.com

Durable Wood Products USA, Inc.
durablewoods.com

East Coast Lumber
eastcoastonline.com

Elder Wood Preserving Company, Inc.
elderwoodpreserving.com

Elof Hansson, Inc.
elofhansson.com

Forest City Trading Group
fctg.com

Fortress Wood Products
fortresswood.com

FTI America
ftiamerica.com

Georgia-Pacific LLC
gapac.com

Gulf South Forest Products, Inc.
lumberexport.com

Hood Industries
hoodindustries.com

Klausner Trading USA, Inc.
klausner-group.com

Klumb Lumber Company
klumblumber.com

KM China Properties Limited
kmlumber@yahoo.com

Lampe & Malphrus Lumber Co., Inc.
jeffsales@mindspring.com

Mauvila Timber, LLC
keyportwarehousing.com

McShan Lumber Company, Inc.
mcshanlumber.com

Mississippi Development Authority
mississippi.org

Natural Trade
natural-trade.net

Ontario Project Management, Ltd.
opm.ltd@sympatico.ca

Patrick Lumber Company
patlbr.com

Potomac Supply Corporation
potomacsupply.com

Putnam Lumber & Export Company
putnamlumber.com

Richmond International Forest Products
rifp.com

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robiumco.com

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shamrockbm.com

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wesellwood.com

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tifp.com

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Thomasson Company
thomassonlumber.com

Tradewinds International, Inc.
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SAVAGE LUMBER—Offering Quality Hardwoods For Nearly A Half Century

By Paul Miller Jr.



Family-owned and operated by James Savage, his son, Alex Savage, and a daughter, Jackie Hillis, the Savage's have been involved in the forest products industry for many generations.



Savage Lumber Co., Inc., produces approximately 15 million board feet annually of Appalachian Red and White Oak, Ash, Poplar, Hard and Soft Maple, Walnut, Cherry, Hickory, Sassafras and Aromatic Red Cedar annually.



Located halfway between Knoxville and Nashville, Tenn., just 30 miles south of Cookeville, Tenn., the company has facilities on about 70 acres of land.



Savage Lumber Co. keeps an average log inventory of at least 500,000 board feet; a kiln-dried inventory of 800,000 board feet and an air-dried inventory of around 1 million board feet.



Savage Lumber Co., Inc., sources logs from about a 100-mile radius from their location in Tennessee.

Doyle, Tennessee—Savage Lumber Co., Inc., produces approximately 15 million board feet annually of Appalachian Red and White Oak, Ash, Poplar, Hard and Soft Maple, Walnut, Cherry, Hickory, Sassafras and Aromatic Red Cedar annually. Thicknesses offered range from 4/4 through 12/4.

Savage Lumber has been exporting Hardwood lumber for nearly 30 years. Predominately the company exports Red and White Oak, Ash, Basswood, Poplar and Cedar. The company started by exporting White Oak to Europe and then they began moving a lot of Poplar and other species into Italy. Today the firm exports into all of Asia, Canada, Italy, Mexico, Saudi Arabia, Germany and various other countries.

Located halfway between Knoxville and Nashville, Tenn., just 30 miles south of Cookeville, Tenn., the company has facilities on about 70 acres of land. Family-owned and operated by James Savage, his son, Alex Savage, and a daughter, Jackie Hillis, the Savage's have been involved in the forest products industry for many generations. "You could say I was born in a sawdust pile," Savage laughed. "My father was in the business and I was in and out of it until I got out of school. After school I worked in a hardwood dimension plant. Then I started an excavation business that evolved into investing in timberland. I bought a portable sawmill and started sawing lumber from my timberlands. In 1973 we purchased Volunteer Specialty's sawmill operation in Quebeck, Tenn., with nine employees," he continued.

Today Savage Lumber uses approximately 200,000 board feet of dry kiln capacity and over a million feet of warehouse space. "Our sawmill consists of a debarker, headrig and two kerf band resaws," Savage said.

With approximately 50 employees, Savage employs four lumber inspectors, all of whom have been trained and educated through various National Hardwood Lumber Association (NHLA) short courses. Savage Lumber Co. Inc. is a 30 year + member of the NHLA, James said. His daughter Jackie serves as office manager handling logistics and accounts receivable, while son Alex is the general operations manager.

Savage Lumber sources logs from about a 100-mile radius from their location in Tennessee. "We generally stay within that range with the exception of the logs we purchase for export," Hillis noted.

"I was on the board of directors of the National Exporters Association years ago," Savage continued. "That experience gave me a lot of influence in Europe, where I was already involved in at the time. Those few years I spent serving on their board and traveling overseas for meetings, etc., really broadened our customer base and opened a lot of doors."

Savage Lumber Co. keeps an average log inventory of at least 500,000 board feet; a kiln-dried inventory of 800,000 board feet and an air-dried inventory of around 1 million board feet.

The company is a member of National Hardwood Lumber Association and the Kentucky Forest Industries Association. For more information contact (931) 657-2211.

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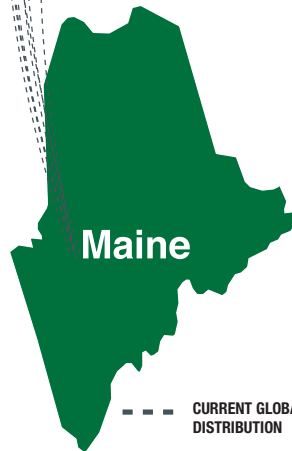
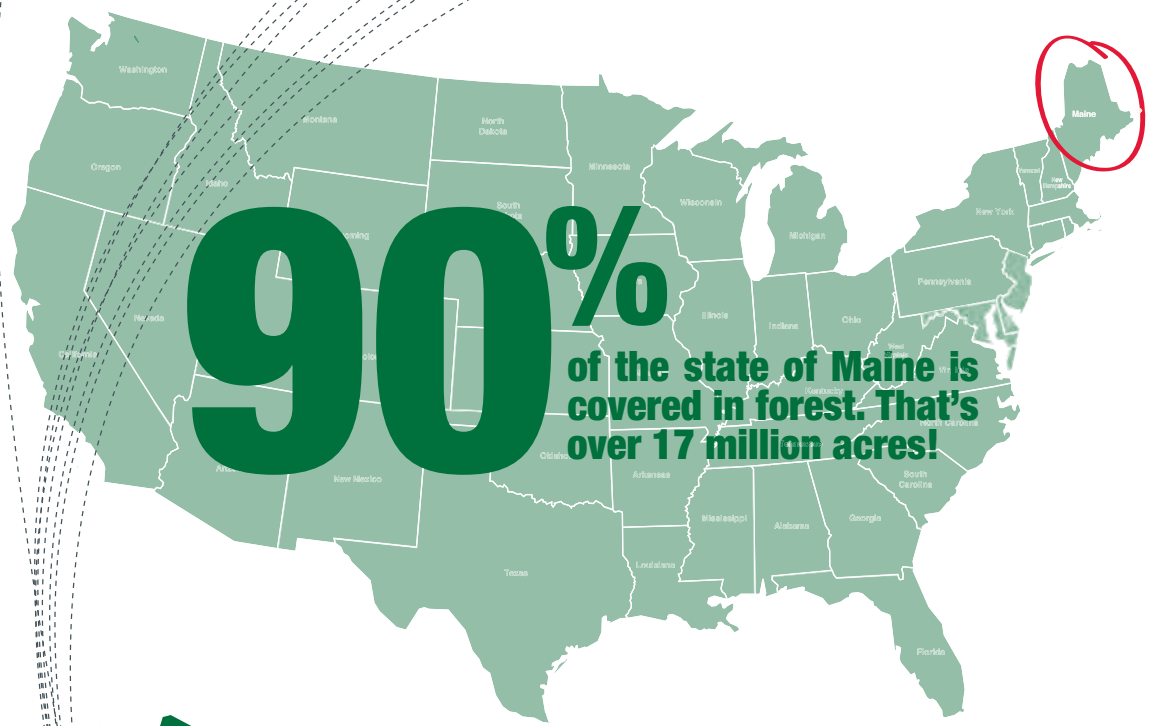
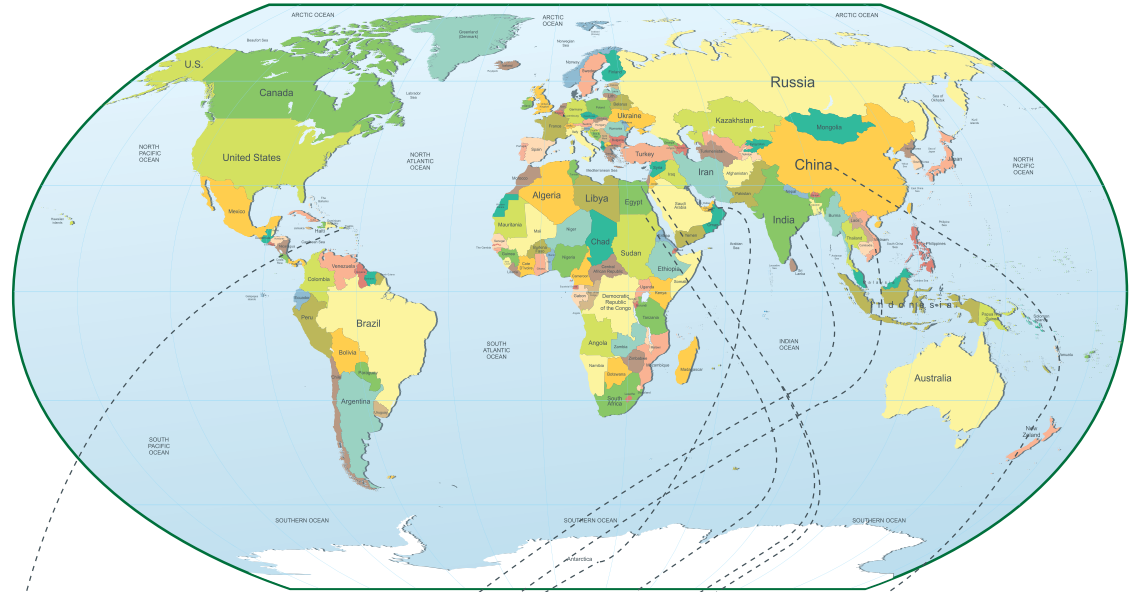
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CORLEY MANUFACTURING—Continues to be Innovative in Challenging Times

By Terry Miller



Corley's product line includes carriages, band mills, carriage feeds, optimization, linebar and horizontal resaw systems, edger and trimmer systems, and conveying equipment for the entire sawmill.



Corley board feeder in operation.



A new Corley carriage frame in the machining stage of production.



Chip Corley shown with a redesigned Tyrone-Berry carriage drive, one of many new and updated products to their equipment line.



Lumber going through a Corley linebar resaw system.



Corley's horizontal resaw shown here.

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Chattanooga, Tennessee—Since its establishment in 1905, Corley has been meeting the demands of their customers by developing and marketing a wide range of sawmill equipment. They are constantly adapting to new technologies in an effort to make their products more durable, more sophisticated, and also more user-friendly.

The company acquired Lewis Controls in 1983 and Tyrone-Berry in 2003 in an effort to expand their line of sawmill machinery. Today, Corley's product line includes carriages, band mills, carriage feeds, optimization, linebar and horizontal resaw systems, edger and trimmer systems, and conveying equipment for the entire sawmill. The partnership between these three companies has enabled them to put together the entire package according to Chip Corley, chairman and chief executive officer of Corley Mfg. Tyrone-Berry offers a complete range of shotgun and cable carriage drives and Lewis designs and supplies a variety of headrig, edger, and gang optimization systems including a unique carriage optimizing system which consists of a 360-degree scanning system for logs.

Recently, Tyrone AC regenerative electric drives and thin kerf horizontal

Continued on page 19



Corley recently replaced the optimizing edger system at Begley Lumber, located in London, Ky., with a new four-saw edger as well as a new Lewis optimization and scanning system.

A log is shown processing through a Corley tilt carriage.



BEX 2011 – Singapore: The Building Exhibition For A Greener Future

By Michael Buckley



Guest and attendees stream into the BEX 2011 Build Eco Expo in Singapore.



Canada's exhibit at BEX 2011 was wood-based and busy.



WoodOne displays Radiata Pine products.

Singapore – “BEX Asia 2011 Build Eco Expo” was recently presented as ‘your priority business event for Southeast Asia’s building market and focused on eco-friendly, energy efficiency building materials, design and architecture for the future of sustainable environments.’ The show was opened by Tan Chuan-Jin Minister of State for National Development. An accompanying International Green Building Conference and Networking program with the theme ‘Build Green Act Now’ ran for the three days.

The Canada stand was the only national group flying the flag for wood; it was organized by the Canadian High Commission in Singapore with strong contributions and participation by Canadian companies offering building products and services. Its stand will be re-used for Energy Week and later recycled.

Woodland ‘easiflor’ brand is a Singapore-based company and corporate member of the SGBC, manufacturing engineered flooring in China with a range of hardwoods including Burmese Teak, Chinese Oak and several American hardwoods such as Walnut, Maple and Cherry. Much of their production is based on the recovery of forest waste – all branches as a by product of logging – and recycled waste wood.

WoodOne Co Ltd of the Juken Sanyo Group in Japan was offered a range of wood products and materials, in this case almost exclusively made from Radiata Pine harvested from its own FSC certified forest of 68,000 hectares in New Zealand. It claims to be Japan’s largest wood-working company with 4,000 employees globally, manufacturing plywood, LVL, Triwood Strandboard/MDF flooring material, doors, building components and kitchens. Production is based in New Zealand, Malaysia and in Japan.

Singapore’s Building and Construction Authority (BCA) and the increasingly influential Singapore Green Building Council (SGBC) both hosted substantial and well-attended pavilions, as did the Specialists Trade Alliance of Singapore (STAS) for 40 of its members showing products and services for the ‘Build Green Trend in Singapore.’

The show, held at Singapore’s Suntec facility, was compact, but in total the 250, mainly small exhibitors from 28 countries, enjoyed a very busy and enthusiastic foot-fall of specifiers and local developers. The presence of wood was restricted to the Canadian pavilion, a few flooring and veneer manufacturers and distributors as well as one of Japan’s largest wood-working companies manufacturing in Malaysia and Japan with Radiata Pine from its own

forest resources in New Zealand. Forest certification schemes were not overtly in evidence nor were there many exhibits displaying the logos of FSC, or PEFC - the world’s largest forest certification scheme even though, reading the small print, a few products claimed certification. The Malaysian External Trade Development Corporation (Matrade) was promoting the Malaysian Timber Industry Board (MTIB). While it must be accepted that there may be too many shows throughout ASEAN countries at which timber products can be exhibited, this seemed to be a missed opportunity to promote the green credentials of wood to one of wood’s key professional targets of architects, designers, engineers and developers. The Singapore Institute of Architects (SIA), whose members work all over Asia, displayed centrally its activities, journal and membership. For more information, visit online www.bex-asia.com.



At Woodland of Singapore’s booth, displays include products comprised of several American hardwood species, such as Walnut, Maple and Cherry.

WHO’S WHO - Stewart

Continued from page 2

Inc. has expanded its product line over the years to include tropical rough lumber, decking, and flooring. DLH Nordisk, Inc. also sells domestic lumber and imported plywood.

Stewart and his wife, Swannee, have been married for 33 years and have one son, Dan. They live in Denton, N.C.

DLH Nordisk Inc. sells approximately 6.9 million board feet annually of tropical hardwoods, 4.1 million board feet in domestic hardwoods and 6.5 million board feet in plywood. For more information visit www.dlh-usa.com.

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APA PHOTOS - Continued from page 1



Don Grim, Hood Industries, Hattiesburg, Miss.; and Dave Gagnon, Samuel Strapping Systems, Woodbridge, Ill.



Paul Watterson, Georgia-Pacific Wood Products LLC, Atlanta, Ga.; and Kerlin Drake, Anthony Forest Products, El Dorado, Ark.



Jim Walsh and David Smith, Rosboro, Springfield, Ore.



Martin Murphy, Raute Canada Ltd., Delta, B.C., Canada; Teresa and Jim Thompson, Plum Creek, Seattle, Wash.; and Bruce Alexander, Raute Canada Ltd.



Kelly Devlin, APA, Tacoma, Wash.; Tom Temple, Potlatch Corp., Spokane, Wash.; and Marilyn Thompson, APA



Cathy Slater, Weyerhaeuser, Federal Way, Wash.; and Tom Temple, Potlatch Corp., Spokane, Wash.



Mary Jo Nyblad, Boise Cascade LLC, Boise, Idaho; and Mark McLean, Roseburg Forest Products, Dillard, Ore.



Kirby Field, Ralph Taylor Lumber Co., Utica, Miss.; Joe Vaughn, Rutland Lumber Co. Inc., Collins, Miss.; and Bo Barnett, Hunt Forest Products Co. Inc., Olla, La.

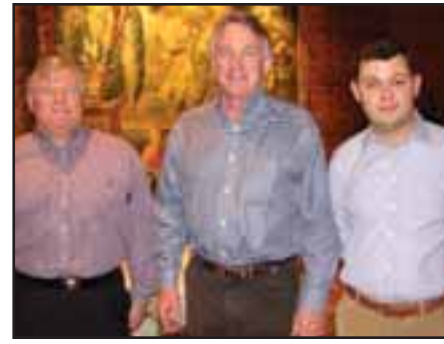
SOUTHWESTERN PHOTOS - Continued from page 1



Matthew Netterville, Fred Netterville Lumber Co., Woodville, Miss.; and Butch Ousley, Buchanan Lumber, Aliceville, Ala.



Larry Cope, Construction Safety Products, Shreveport, La.; Arnie Hogue, Anderson-Tully Co., Vicksburg, Miss.; Terry Miller, Import/Export Wood Purchasing News, Memphis, Tenn.; and John Jones, Ward Timber Ltd., Linden, Texas



Michael Schempp and Robert Peterson, Keith D. Peterson & Co. Inc., Shreveport, La.; and Garner Robinson, Robinson Lumber Co., New Orleans, La.



Dee Peterson, Keith D. Peterson & Co. Inc., Shreveport, La.; Rick Hanna, Hanna Manufacturing Co., Winnfield, La.; and Jay Hanna, Woodus K. Humphrey & Co. Inc., Shreveport, La.



Joe and Georgia Vaughn, Rutland Lumber Co., Collins, Miss.; and Leigh Ann and Kirby Field, Ralph Taylor Lumber Co., Utica, Miss.



Bubba and Brenda Lammons, All Star Forest Products, Fairhope, Ala.; Teresa Johnson, WMC TV, Memphis, Tenn.; and Judd Johnson, Hardwood Market Report, Memphis, Tenn.



Dee and Carol Peterson, Keith D. Peterson & Co. Inc., Shreveport, La.; and Irish and John Jones, Ward Timber Ltd., Linden, Texas



Rick Hanna, Hanna Manufacturing Co., Winnfield, La.; Jay Hanna, Woodus K. Humphrey & Co., Shreveport, La.; Carolyn Hanna, Winnfield, La.; and Dick and Lisa Chilvers, Woodus K. Humphrey & Co., Shreveport, La.



Michael and Rose Schempp, and Ginny and Robert Peterson, Keith D. Peterson & Co. Inc., Shreveport, La.



Jeff Kelly and Joe Kelly, P J Lumber Co., Prichard, Ala.; Toto Robinson, Robinson Lumber Co. Inc., New Orleans, La.; and J.R. Johns, Armstrong Hardwood Floors, Jackson, Tenn.



Woodus Humphrey and Joyce Eidson, Woodus K. Humphrey & Co., New Orleans, La.; and Irish and John Jones, Ward Timber Ltd., Linden, Texas



Garner Robinson, Robinson Lumber Co., New Orleans, La.; Adrienne and Hugh Overmyer, Linden Lumber LLC, Linden, Ala.

IFF PHOTOS - Continued from page 1



Robert and Ginny Peterson, and Carol and Dee Peterson, Keith D. Peterson & Co. Inc., Shreveport, La.



American Black Walnut and White Oak are main wood species used in furniture production by KODA, which exhibited at IFF.



Various wood species were on display in furniture by Falcon Vietnam Co. Ltd., where visitors greeted each other at the company's show booth at IFF.

IFDC PHOTOS - Continued from page 1



(Right) This is an example of a previous IFDC winner that used solid wood to create a prize-winning chair.

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DAN HARRISON Retires From CERSOSIMO After 29 Years

By Terry Miller

Brattleboro, Vt.—Vice President and General Manager of Cersosimo Lumber Co., Dan Harrison, has announced his retirement.

A seasoned lumber industry representative, Harrison has over 29 years of experience in the forest products industry. Prior to Cersosimo he worked in field sales for 10 years at Caterpillar Products. He obtained a bachelor's degree of science in marine engineering from Maine Maritime Academy in 1972, became a licensed engineer for the U.S. Coast Guard and served as a commissioned officer in the U.S. Navy.

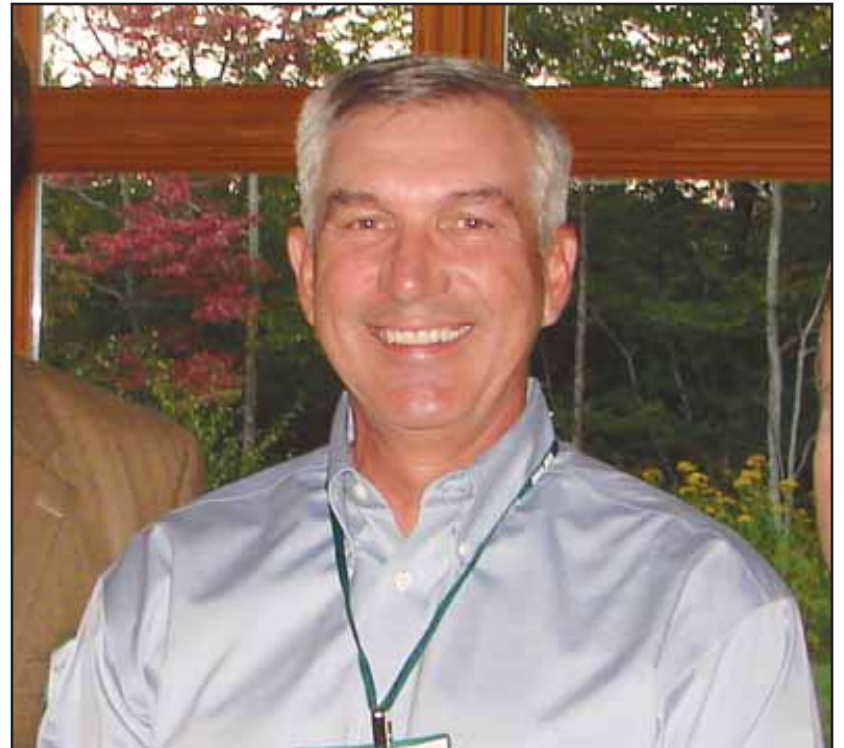
During his tenure with Cersosimo, he was involved in a new sawmill startup along with implementation of band mills in Brattleboro. Harrison served on the Hardwood Manufacturers Association's board of directors as second Vice President in 2001, first Vice President in 2002 and became President of the association in 2003. Involved with the HMA since approximately 1994, he currently serves on the executive committee. He was also on the board of directors for the Northeastern Lumber Manufacturers Association for four years and served on the board of managers for the National Hardwood Lumber Association for six years.

Marketing exclusively to the wholesale and distribution trade, Cersosimo Lumber annually manufactures and markets over 40 million board feet of high quality Eastern White Pine lumber and hardwoods. The company has been involved in the international market for a number of years and has assumed a sizable presence in the export market in recent years.

Hardwood species produced include Red and White Oak, Hard and Soft Maple, Yellow Birch, Northern White Ash, Cherry, and Beech in primarily 4/4 thicknesses with some 5/4 and 8/4 sawn as the market dictates. All hardwood lumber is graded after kiln-drying by their NHLA certified staff in a high production in-line grading, planing and packaging facility.

Eastern White Pine products include NELMA graded S4S board pine in 4" to 12" widths. Cersosimo also offers a wide array of NELMA pattern stock, all graded by NELMA-certified graders in their Pine Products facility. In addition, the company produces 4/4 to 8/4 random width pine, kiln-dried to 6-8%, rough or S2S. For more information visit www.cersosimolumber.com.

Harrison has been married to Susan for 33 years. He enjoys hunting, fishing and boating. He and his wife have traveled and hunted across the globe. Industry friends can reach him by email at d.harrison2009@hotmail.com.



Dan Harrison



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WHO'S WHO - Pasqualetto

Continued from page 2

Mansonia, Shedua, Padouk, Palissander Santos, Purpleheart, Sapele, Sipo, Tiama, Wenge, Black and White Limba, and Zebrawood. The company also offers European hardwoods such as Beechwood, White Oak, Chestnut, English Maple and Venetian Walnut. Other species are available upon request.

Romea Legnami produces 75,000 m3 of logs and lumber annually and specializes in a wide range of specifications and internationally accepted grades such as: cut-to-size, square-edged long and short boards, one-side edged, unedged long boards, K/D, Borax and Thermo treatments, lamellas, flooring strips, squares, live edged boulders, veneer and saw logs.

Ambra began helping her father, Graziano, after completing her education. After her diploma in the Scientific High School, she obtained an undergraduate degree in business administration and a graduate degree in marketing from Bocconi University, located in Milan, with a double degree at Copenhagen Business School, Denmark.

She is a member of the Young Entrepreneurs Group of Venice and the Rotaract Club. In her spare time, Ambra enjoys horseback riding and traveling around the world meeting new people and experiencing other cultures.

Romea Legnami is a member of the International Wood Products Assoc., National Wood Flooring Assoc., Kitchen Cabinet Manufacturers Assoc., Association Technique International des Bois Tropicaux and the National Hardwood Lumber Assoc. For more information visit www.romealegnami.com.

WHO'S WHO - Spilker

Continued from page 2

Middle East. Idaho Forest Group produces many items for the export markets including custom metric sizes and grades all marketed as Idaho Forest "Gold". Species include Douglas Fir, Western Larch, White Fir, Hem-Fir, Ponderosa and Lodgepole Pine, and Engelman Spruce. The company offers custom grading as well as Shop, Merch and other standard domestic grades. The firm manufactures lumber up to 20' in length.

Idaho Forest Group is Programme for

Continued on page 13

WHO'S WHO - Spilker

Continued from page 12

the Endorsement of Forest Certification (PEFC), Forest Stewardship Council (FSC), and Sustainable Forestry Initiative (SFI) certified at all five of their sawmills.

Spilker has also worked in lumber sales for D.R. Johnson Lumber Co., stud sales for Umpqua Lumber Co., and buyer for Riddle Laminators, all in Riddle, Ore. He worked in lumber sales/procurement for Georgia Pacific Distribution, located in Denver, Colo., sales manager for Timber Resources Forest Products/Floragon Forest Products/Interfor Pacific, and stud sales and buyer for Plum Creek's stud mills and finger-joint plant.

Spilker is a 1986 graduate of Roosevelt High School, located in Seattle, Wash., and attended Washington State University, located in Pullman, Wash., from 1986 to 1988. He also has backpacked around the world for a year in 1989.

He is married to his wife of 19 years, Lori, and has two sons and a daughter. He enjoys golfing, travel, fishing and spending time with his three children.

compared to the second event," said John Chan, Regional Director of AHEC who is based in Hong Kong, addressing the media at the Press Conference at a new auditorium "@America" in Jakarta. It is expected that with the repeat of this competition, the motivation to design creative and innovative interiors will increase and enrich Indonesian cultural design to increase the trade relationship between Indonesia and USA.

Based on export data, Indonesia is the second largest market in Southeast Asia for American hardwood showing that U.S. hardwood species are becoming more favorable to designers and the furniture industry in Indonesia.

The 3rd IFDC, which runs from December 2011 until May 2012, is themed: Credenza (sideboard). The theme was selected because the Credenza can reflect the natural beauty of U.S. hardwoods.

According to Chan, the 3rd IFDC targets professional furniture designers, to design a credenza from innovative and creative American hardwood, which offer choice in various colors and grains. This makes it unique and distinguished from tropical hardwoods. The most popular American hardwood species in Indonesia are Oak, Walnut or Hard Maple.

He added, "This 3rd IFDC is part of AHEC's commitment to promote the use of American hardwood among designers." Other than in Indonesia, similar competitions are also held in other Asian countries, such as in China.

The jurors in 3rd IFDC are professional designers and practitioners of the furniture industry. They are Michael Buckley (Director, World Hardwoods, Singapore), Lea Aviliani Aziz (Designer), Prieyo Pratomo (ASMINDO), Dwight S. Kiswandono (PIKA) and Egbert Pos (Industry Practitioner). Joshua M. Simanjuntak, a professional designer, will act as the Chief Juror. According to Joshua, the criteria to be assessed in the 3rd IFDC are: creativity, originality, functionality and marketability. "An interior design, other than being creative, must also have good functionality and

be acceptable to the market," he said.

In 3rd IFDC, there are three categories awarded, being: The Most Aesthetic, the Most Functional, the Most Innovative, and then an Overall Winner. The winners from the category of Aesthetic, Functional and Innovative will earn 15 million rupiah cash prize, while the Overall Winner will earn IDR20 million (US\$2,186) cash prize. Winners' creations will also be exhibited in the International Furniture and Craft Fair Indonesia (IFFINA).

John Chan invited all professional interior designers to participate in 3rd IFDC. "Besides the exhibition in IFFINA, the overall winner will earn the opportunity to participate in the AHEC Convention in Singapore in June next year. There, they will be able to meet some of the world's top designers and learn the latest mastery of interior design," he said.

For Further information www.ifdc-awards.com or www.ahec-china.org.

Matalin is currently a political contributor for CNN where she regularly brings her outspoken views on Congress, the Obama Administration and the 2012 elections.

The General Session also included the "State of the Industry" address by APA Chairman Jeff Wagner and an update from APA President Dennis Hardman.

The EWTA Info Fair exhibition was part of this year's meeting, as well as the annual golf and tennis tournaments.

Additionally, APA web coordinator LaDauna Wilson gave a hands-on tour of the websites and showed how to optimize web-based information in information searches and with links to and from your company websites. Technical Director Dr. B.J. Yeh shared insights from the APA Product Support Help Desk.

Vicki Worden, President of Worden Associates and coordinator of the Green Building Strategy Group, shared recent activities from the group's four core committees - Research/Technology Transfer; Codes and Standards; Policy/Advocacy; and Marketing Communications. The Green Building Strategy Group (GBSG) is a coalition of independent organizations, companies, and government agencies working together to increase the effectiveness of the broader wood products industry and forestry community by facilitating increased coordination and communication on all aspects of and efforts related to green building.

Attendees also had opportunity to learn about the work that's underway on Capitol Hill, in state legislative arenas, and local home builder associations to influence the adoption of fair, cost-effective, product-neutral energy codes that support structurally safe building envelope designs.

In other presentations, APA staff provided updates on the year's activities, and Market Research Director Craig Adair presented his market forecast.

For more information about APA, go online to www.apawood.org.

IFDC -

Continued from page 1

ning eight TV series, is currently host of 'Fix this Yard', 'Urban Eco' and 'Designer Travel' shows. As a fine furniture designer and woodworking practitioner she is well-placed to inspire young designers.

"The interest of Indonesian designers in designing innovative furniture made of American hardwood is very high. From the 1st and 2nd IFDC, there were a lot of participants. Even in the 2nd IFDC, the number of participants increased by 200% compared to the previous competition. We hope that in the 3rd IFDC this year, there will be a lot more participants

APA -

Continued from page 1

Several Roundtable discussions were held during the convention. APA International Director Charlie Barnes, Executive VP and Secretary Ed Elias, and Quality Services Director Steve Zylkowski provided an overview of international market opportunities and lead a discussion on how to attain certification and access to the target markets. They also provided an update on market activity in Japan in the months following the earthquake and tsunami.

Mary Matalin, former presidential advisor and contributor to CNN, gave the keynote address to the general session. Matalin is a political veteran who served as deputy campaign manager on President George H. W. Bush's 1992 reelection bid and was later assistant to President George W. Bush and counselor to Vice President Dick Cheney.

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 6,000 bf 16/4 Sapele KD
 9,000 bf 4/4 Spanish Cedar KD
 11,000 bf 5/4 Spanish Cedar KD
 28,000 bf 6/4 Spanish Cedar KD
 19,000 bf 8/4 Spanish Cedar KD
 6,000 bf 12/4 Spanish Cedar KD
 29,000 bf 4/4 Mahogany KD
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 30,000 bf 6/4 Mahogany KD
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 8/4 Comsel 35M'
 10/4 Fas/F1F 22M'

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Soft Maple - Plaine

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Red Oak - Chene Rouge

4/4 Fas/F1F 35M'

White Oak - Chene Blanc

4/4 Fas/F1F 25M'

White Ash - Frene Blanc

3/4 Fas/F1F White & Uns. 8M'

5/4 Fas/F1F White 40M'

4/4 Fas/1F Uns. 30M'

5/4 Comsel Uns. 22M'

10/4 Fas/F1F Uns. 40M'

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 4/4 1 Com Steamed 11 mbf
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 4/4 3 Com 12 mbf
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 6/4 FAS W1F only 10 mbf
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 4/4 FAS all 11'-14' 12 mbf
 4/4 1 Com 12 mbf
 5/4 FAS 12 mbf
 5/4 1 Com 4 mbf
 5/4 2 Com 5 mbf
RED OAK
 4/4 FAS 9'+longer 36 mbf
 5/4 FAS 24 mbf
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****SPECIALS** - COLOR NO DEFECT**
 Red Oak 15/16 FAS 7m'
 Red Oak 1 3/16 FAS 10m'
 Red Oak 1 7/16 FAS 6m'
 White Oak 4/4 FAS 4m' White Oak 6/4 FAS 24m'

All Lumber is KD HT
White Fir/Hem Fir
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 38mm Low grade
 45x90 Custom Export Grades
 45x105 Custom Export Grades
Douglas Fir
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 38mm Low grade
 27mm DF Lamina L-3 Btr S4S
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