

import/export timber products' stock exchange

Veneer Logs – 4 sides clear
 2 x 40' Northern Red Oak 15"+
 2 x 40' Ohio White Oak 16"+
 2 x 40' Cherry 14"+
Veneer Logs – 3 sides clear
 3 x 40' Hickory 14"+
 3 x 40' Northern Red Oak 14"+
 5 x 40' Ohio White Oak 16"+
 3 x 40' Cherry 14"+
Cherry
 5/4 Prime KD Rgh
 6/4 Prime KD Rgh
 4/4 SEL KD Rgh
 8/4 Prime KD Rgh
 4/4 Sel&Btr KD Rgh
Yellow Poplar
 4/4 #1C KD
 4/4 #2C KD
Sycamore
 4/4 #1C #1C&Btr Qtr&Rift KD Rgh
White Oak
 4/4 Sel&Btr Rift 4" Strips KD Rgh
 4/4 Sel&Btr Qtr KD Rgh
 4/4 #2C Rift&Qtr KD Rgh

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Veneer Logs - 4 Sides Clean
 2 x 40' Northern Red Oak, 15" /up
 2 x 40' Pennsylvania Cherry, 14" /up - grade A
 2 x 40' Pennsylvania Cherry, 14" /up - grade A-B
 2 x 40' Northern White Oak, 14"/up
Veneer Logs - 3 Sides Clean
 5 x 40' Pennsylvania Cherry, 13" /up
 5 x 40' Northern Red Oak, 13" /up
 2 x 40' Northern White Oak, 13" /up
Northern Appalachian Hardwood Lumber - Kiln Dried
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 4/4 White Oak - Prime and Comsel grades
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8/4 Sel/Bet 3,598	8/4 1&2 COM 3,053
Cumala	8/4 Sel/Btr 11,395
5/4 1C/Bet 3,370	
8/4 1C/Bet 3,530	
Genuine Mahogany	
4/4 FEQ 1,882	
6/4 FEQ 2,361	
6/4 Sel/Bet 477	
Jatoba	
4/4 Sel/Bet 14,085	
5/4 Sel/Bet 8,553	
Santos Mahogany	
4/4 Sel/Btr 2,569	
6/4 Sel/Btr 2,322	
8/4 Sel/Btr 4,828	
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SOUTHWESTERN -

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sure how long it will last.

Another Alabama sawmill attendee said they're in very good shape for logs, and they feel like lumber prices have bottomed out. They're holding some kiln-dried inventory because they feel like it has bottomed out. He said their strip flooring market is not good, but they're running their sawmill 50 hours a week.

A mill representative from Alabama said he buys numerous southern species but he handles no Red and White Oak logs. They buy logs, manufacture logs and they also buy lumber. They're also involved in importing hardwoods, such as Mahogany, and he said the import business seems to be a little bit better, but in the past, he has also seen a little bit better business in the import lumber market.

A representative for a company based in New Orleans, which also has a facility in Indiana, said they do both importing as well as exporting. They handle a lot of Southern Yellow Pine lumber for export. He said shipments to receive imported woods are delayed, and long lead times are needed regarding imported hardwood.

He said there is business in Europe, but whereas in the past they might have done business with eight countries on a regular basis with their White Oak, now they're working with about three countries on a somewhat steady basis as far as exports of this specie to Europe.

He added that they make some specialized flooring, and they're seeing more demand for more engineered wood flooring, and less of the solid plank flooring.

A concentration yard representative from Alabama commented sales dollars 2011 mirror 2010. However, footage is off about 10 percent. Accessories all ship about 10 percent more and 11 percent more in footage over 2010, and sales have been up for volume, he added. He said, "We are off only about

20 percent of running capacity."

Additionally, that yard uses nine grade inspectors, whereas it used to have 14. They now have 125 people on the payroll, whereas they had 150 in '07 and in '09. Recently they dropped to 75. But they are now up to 125. He praised the yard's staff as the best employees they've ever had, but people are obviously very concerned about holding their job and everybody is very motivated to work and do a good job.

That concentration yard spokesman reports lumber prices are down on average about \$50 per 1,000. They're not having any problems as far as finding lumber, and observed that the lumber is available. However it's not necessarily at the price the company wishes to pay.

He added that programs are basically non-existent, such as the industry has been accustomed to. They're not investing in any new equipment, and he thinks 2012 will be similar to 2011.

A representative for a green mill in Texas explained that in 2011, his firm ran about 90 percent capacity. They expect in 2012 to run 75 percent but he's concerned about log supply in 2012. They're operating 36 hours weekly and margins are razor thin. They've recently upgraded their headrig, with 3D scanning. He added that they're seeing somewhat of a reduction in ties, perhaps from 3.9 million to 3.7 million in this product.

Pallet material is strong, he reported, as far as demand in that part of Texas.

A lumber wholesaler, as well as manufacturer, from Mississippi said this year's been a little bit better than 2010. Their low-grade sales in regard to pallet business has been steady and they carry a good panel inventory. He is battling terms — people want 60-day terms and they also want a cheap price from them to be able to continue to service their accounts.

A sawmill representative from north central Louisiana reported he has a good log deck. They have had a drought the last couple of years or so, and as a result his log inventory is good and they haven't had any trouble getting logs.

They are heavy to the mat business.

An attendee that has a sawmill in both Mississippi and Louisiana said that he has had plenty of log inventory, and that business is slow in Europe because of their financial crisis.

A mill operator from southwest Mississippi said they've got plenty of logs. They've been cutting a lot of Poplar and a lot of Ash and are sawing 40 hours. Their sales are good, but prices are too low. He added that lumber inventory is low, and if there is any uptick at all, they will be challenged to meet the demand.

A sawmill representative from Arkansas said their log inventory is 2,000,000 feet less than it was this time last year. They're reporting having about 5,000,000 feet on the ground, but pallet cants are moving well with prices holding firm. They have good inventory of lumber.

From Mississippi, a sawmill representative said he's having trouble finding a truck to move west, and a different guest from that state said they've got lumber, but have had trouble getting gate logs. Therefore, they have been cutting logs off their own timberland.

IIFF -

Continued from page 1

experts forecasted global and local trends to approximately 2,376 trade visitors over three days. The American Hardwood Export Council was on hand to provide attendees information about North American hardwoods.

James Chia, Chairman of MP International said, "Our main priority was to ensure that the international exhibitors and local Indian buyers share a common platform to network, conduct business and share invaluable knowledge. We have received very positive and enthusiastic feedback from participants and we are now assured of a con-

tinued success for 2012's edition."

Local furniture trade professionals were provided with an international sourcing platform of around 100 well-known brands and companies from 17 countries showcasing a wide array of quality and premium products that comprised residential, hospitality and office furniture. Three country pavilions were represented by China, Singapore and Spain.

Winning praise from participants for its trade-focused format, the trade fair was attended by top decision-makers in the local furniture industry like architects, interior designers, consultants, importers, wholesalers, retailers, hospitality purchasing professionals and more.

Another objective of IIFF is to create a launchpad for manufacturers from around the world to introduce their product offerings to the Indian market.

Ernie Koh, Vice President of Singapore Furniture Industries Council which organized the Singapore pavilion said, "We are pleased with our debut showing under the umbrella of Singapore Mozaic at this year's IIFF. In fact, we received many commendations from the local trade buyers for our range of products and designs. Aided by our strong branding attributes, IIFF has opened new doors and given our Singapore companies excellent exposure to the burgeoning Indian market. This has been a great experience for us, both as a group and individually."

Charley Wang, Director of International Fairs of Dongguan Famous Furniture Association, which organized the Chinese pavilion commented, "We are pleased with our participation in the first IIFF. Our members have made many quality business leads with the Indian buyers. This trade fair is certainly an effective platform to develop a better understanding towards this huge potential market."

IIFF had the strong support of several key Indian organizations including: Association of Furniture Manufacturers of India, Association of Furniture

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IIFF -

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Manufacturers and Traders (India), Council of Architecture, Builders' Association of India and Institute of Indian Interior Designers. The fair was also endorsed by several international associations including Dongguan Famous Furniture Association, Singapore Furniture Industries Council, Kuala Lumpur and Selangor Furniture Entrepreneur Association and VCCI Trade and Service One Member Company International Trade Promotion and Service Centre.

Organized by MP International Pte Ltd and International Furniture Fair Singapore Pte Ltd, the next edition of the IIFF will be held from October 4-6, 2012 at Bombay Convention and Exhibition Centre in Mumbai.

For more information on IIFF, please visit www.indiafurniturefair.com

FREIGHT -

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will see less steamship lines merging and more emphasis on joint venture or slot charter agreements. This in turn, should help maintain the current container rate at a competitive level.

"The container freight rates are like any other industry where supply and demand dictates price fluctuations. In 2011, the lumber industry was able to maintain somewhat steady ocean freight costs; however, still facing variances due to bunker adjustment factor (BAF) and currency adjustment factor (CAF) levels. As the rates haven't increased in the past 6 months, we won't see a general rate increase (GRI) until February 2012. Although, there has been talk in the industry that GRI will apply in the upcoming months.

"The export market for lumber and logs in 2011 has been steady in comparison to the previous year, which was due to a slow recovery from the recession," he continued. "The Chinese market is at the top of the standings in terms of shipping volume, and will surely continue to increase throughout 2012. According to the Chinese government, all minimum wage salaries will be increasing 13 percent for the next three years. This is positive news for the years to come in the North American lumber export industry. Europe, Middle East and the Mediterranean in 2011 have been steady in comparison to 2010. Hopefully, in 2012, we'll see a slight increase in container volume.

"We can also predict that the overall reduction of container ships will cease and be maintained to influence both market volumes and costs. In comparison to 2011, the overall freight costs will stabilize in 2012; with the exception of fuel (BAF) and currency surcharges (CAF). These charges are unforeseen costs and they cannot be avoided due to increasing fuel levels and the weak U.S. dollar. All carriers are forced to implement these surcharges to stabilize ocean freight costs on overall revenue for all cargo.

"The reported Seaway volume increase through November 2011 is another positive step in the right direction for 2012," he continued. "The total cargo shipments through the St-Lawrence Seaway from March 22, 2011, to November 30, 2011, stood at 33.4 million tons, which was up one percent over the same period in 2010.

"A steady incline in 2011 within the lumber/log container export industry, principally to China, we are optimistic that this will continue through 2012. Like I said last year, I am not an economist but according to Mr. L.J. Peter, "An economist is an expert who will know tomorrow why things he predicted yesterday didn't happen today." On that quote I would like to take this opportunity to sincerely thank the forest industry for all their support and may 2012 be a healthy and prosperous year for family, friends and business." Curtis Struyk, vice president of TMX Shipping, based in Morehead, N.C., also expects 2012 to continue to improve. "All indications are that lumber exports should be strong in 2012," he noted. "I think logs may be a little slower due to

China's inventory levels in particular." When asked to compare the transportation forecast for North America and internationally, he mentioned increases in international business as a direct result of decreases in domestic business.

"I think what's happened is that we've seen an increase in exports because the weakness of the domestic market has forced lumber producers to find other markets and those markets are overseas." Struyk indicated that 2010 and 2011 were similar years. "I would say 2010 and 2011 were very comparable, our numbers are about the same."

As for shipping rates he said while they are currently down he expects a slight increase. "Our shipping rates are down. However we do expect a \$100 to \$200 increase. Some of the carriers are going to pull some vessel strings, which will decrease the capacity, and their ships will begin to fill up. I think we'll see a gradual increase over the next six months."

Struyk said the current demand for container shipping of forest products is above average. "Right now we aren't having difficulty getting the containers we need. But we understand that the imports, which feed our inland container pulls were off in 2011." As a result, he expects possible shortages in certain inland destinations with inland origins. "Nashville, Columbus, St. Louis, Kansas City and Chicago will likely see a shortage of equipment," he explained.

"I think the basic factors of our current market conditions rely on the basic rules of supply and demand," Struyk continued. "As long as the demand continues in the marketplace then business will be stable. The overall economic picture given by the media seems bleaker than it actually is in my opinion. I believe the news over dramatizes the real story. "I do see freight rates taking a gradual increase and I expect at least for the next six months to be similar to 2011. China, Vietnam and India will probably increase their business. With winter schedules in reduced capacities we could see some problems with space on the vessels." Struyk concluded by stating TMX Shipping's goal for 2012 is to maintain their marketshare to continue to provide the best possible customer service.

Bobby Bernard, with Kuhne+Nagel Inc., a freight forwarding company in Charlotte, N.C., said, "In 2010 most carriers returned to being profitable, but this was short lived. In 2011, most carriers lost money, some more than others. To combat the loss, carriers are selling assets, i.e. terminals, vessels, etc. Future ways carriers will combat the loss are: new carrier alliances will form, which could cause reduction in services; mergers or takeovers will occur reducing competition; carriers will increase additional volume lay-ups. The idle fleet is on the rise and already above the 2010 levels. If these steps don't help the carriers, then rates will move up very quickly.

"As for capacity, carriers are their worst enemy. Carriers have ordered larger vessels. Once these vessels come on line, the supply will be greater than demand. This will increase the pressure on carriers to lay-up volumes, which could lead to rate increases. The flip side to this is, the carriers with small vessels (slot costs are high) are discontinuing services. This year and in 2013 could be the years further consolidation in liner shipping occurs. Meaning, less carriers, leads to less competition, leads to higher rates.

"Besides shippers keeping track of rates, shippers need to be aware of the



Curtis Struyk

Continued on page 18

Exporting your logs and lumber



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FREIGHT -

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carrier's financial stability, especially incoterms like Cost Insurance and Freight (CIF) or Cost and Freight (CNF). If a carrier goes out of business, a vessel could be detained.

"If so, the cargo on that vessel is held. This can be a huge mess for the shipper. Shippers may want to check with their insurance provider to see if this situation might be covered.

As for volumes, Benard said the largest market is Asia to the U.S. "This lane is the main profit market for carriers. In 2011, the third quarter should have been a heavy shipping time. The third quarter of 2011, the volumes were negative. The estimate for the 2011-year is no growth. The other major market is Asia to Europe. We understand the growth on this market was also negative. These markets are not a good sign of an improvement for 2012.

"For 2012, Kuehne+Nagel's strategy is to provide the best market level pricing, while ensuring capacity, transit time, frequency and flexibility focused on our client's supply chain requirements. To accomplish this, Kuehne+Nagel will maintain excellent relationships with carriers, be the number one customer for major carriers and ensure space availability by using multiple carriers to deal with possible space and rate fluctuations.

"We have dedicated Trade Managers to gather intelligence, have regular meetings with carriers and rate analysts to ensure we're one step ahead.

"For 2012, carriers will try to push rates up. The full amount will likely not happen. But, an increase probably will take hold. Most likely, carriers will start looking after the Chinese New Year's for an increase. I don't see rates falling. Most rates are at their mid-2009 levels. One thing for sure, the shipper and carrier battles will go on, but there will probably be fewer carriers for the shipper to battle with by the end of 2012."

With more than 55,000 employees and its global network of 900 offices in more than 100 countries, Kuehne + Nagel has evolved from a traditional international freight forwarder to a global provider of integrated supply chain solutions for a comprehensive range of industries. The firm has more than 7 million square meters/75 million square feet of worldwide warehouse space.

Import/Export Wood Purchasing News

Due to the high cost of Russian logs, which now attract an export tariff, Chinese importers are sourcing more logs from New Zealand and North America. In the first nine months of 2011, China imported some 3.61 million cu.m of logs from the U.S., up 107% from the same period 2010.

Imports from Canada totalled 1.76 million cu.m (up 137%) while imports from New Zealand reached 6.18 million cu.m (up 42%). Imports from these two countries accounted for around 36% of the total logs imports into China. In contrast, log imports from Russia plummeted and the ratio of imported Russian logs to China's total logs imports fell from 43% to 34%. However, despite the increased cost Russia remains the largest supplier of logs to China.

According to analysts, the reasons behind the changing log supply are that firstly Russia introduced the export tax on logs which suppliers passed on to importers resulting in increased costs. Secondly, China's imports of logs are mostly coniferous timbers and supplies from the various sources can be substituted for each other in most end-uses. The U.S. is one of the most important markets for China and Chinese companies know that by using American timbers they will be more likely to be able to satisfy the U.S. consumer.

APA NEWS -

Continued from page 2

with the rest of the world as far as its embrace of science.

The fortuitous introduction of illegal logging legislation in major consumption markets, such as the Lacey Act in the U.S. and the EU Timber Regulation in Europe, - means 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. AHEC is committing serious resources to ensuring that our industry is well placed to finally, and definitively, convince the rest of society of what we already know to be true: when it comes to environmental credentials, American hardwood is in a league of its own.

WASHINGTON SCENE -

Continued from page 2

hearing to review six bills which would designate new wilderness areas, and heard a proposal from Representative Jason Chaffetz (R-UT) that would require the Department of Interior to sell 3.3 million acres located in Utah to the highest bidder.

Following the hearing Chairman Bishop said that the wilderness proposals, which totaled about 125,000 acres, and included the Devil's Staircase in Oregon and the expansion of the Alpine Lakes wilderness in Washington State, would not be packaged into a comprehensive omnibus public lands bill, but rather each bill would be examined on its own merits.

This was the first hearing in which the Committee considered wilderness proposals this session and Congress has not passed any wilderness bills for the past two-and-a-half years.

MCCLENDON -

Continued from page 3

about specific products they are looking to import, discuss recent legislative and regulatory changes, and learn about IWPA's convention and other events. Because LinkedIn is specifically for businesses and professionals, it is much easier to reach a target demographic and drum up business. Whether you interact on discussion boards or start your own business profile, LinkedIn can provide a lot of benefits with minimal time investment.

Social media is something that any business can use - as a trade association with a very small staff, we use it to get our message out in a quick and timely fashion. So when you feel like you are too busy keeping your customers happy to do anything else, using one or all of these social media tools will allow you to broadcast your message out very efficiently.

If you're wondering what to send out to your customers and suppliers, IWPA has recently digitalized past issues of International Wood and now have a searchable database of articles in a

CHINA -

Continued from page 2

timber without legal raw material supply, purchase of timber from forest areas without permits. Analysts believe that these Regulations will promote the protection of forest resources and encourage efficient management and operation of timber enterprises in Guangdong Province.

Diversification of log sources benefits New Zealand and N. American suppliers

Continued on page 19

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MCCLENDON -

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downloadable PDF format. You can easily download and send an article or two and remind your customers the kinds of products you provide that enables similar projects. We also send out newsletters weekly to keep you current on legislation and issues which you are welcome to forward on or post anywhere.

IWPA cannot just stick to advertising wood or lobbying members of Congress – a good trade association has to be involved in a constant dialogue with members, non-members, coalition partners, Members of Congress, the media, and the public at large. Social media is a big part of how we can efficiently do the work our members pay us to do... advancing international trade in wood products through education and leadership in environmental, business and public affairs.

AL NIBRAS -

Continued from page 4

quantities; hard to source; and most importantly problems with moisture content and limited kiln availability locally. So the established practice of buying, shipping dry, or even air dried, hardwood lumber often led to quality claims."

In 2003 Mawlana saw an opportunity to grow the business by moving into hardwoods and concentrated on that expansion. During 2003/04 dry kilns with a capacity of 300 m3 were installed, at a cost of Dirham5.5 million (US\$1.5 million). In those days Mawlana estimates that the hardwood market was almost entirely Meranti, Mahogany and Beech and almost nothing from the USA.

"Dubai was a Meranti market," he said. "As the development of great projects, such as the Palm Island and the growth of shoreline villas, created a huge market for hardwoods, self marketing carried us through, whereby we were just order takers. Big companies came to us and demanded new species which we imported from Africa and America."

Romania had become a major supplier but developers were looking for exterior hardwoods and "rich, decorative" species. Hard Maple, Red Oak and Black Cherry started to arrive in volume from U.S. exporters, and these big projects were also demanding lumber kiln-dried, which Al Nibras could supply.

Al Nibras has certainly positioned itself as a serious hardwood distributor and, as the use of American hardwoods increase throughout the Middle East, the company is likely to become of more and more interest to users. Late in 2011 the company exhibited at the small but focused Wood Show in Abu Dhabi where new contacts were made and Al Nibras product range and profile was further enhanced. So at the Dubai Wood Show in April 2012 companies wanting to buy or sell hardwoods in the Middle East might want to meet Mohamed Mawlana.

To contact Al Nibra, phone 971-6-5424484.

CORLEY -

Continued from page 8

resaws have been added to the equipment products offered and according to Corley president Chuck Boaz, "Lewis just released our next generation of 3-D carriage optimization, Ready Scan II. We incorporated the latest 3-D scan heads from Dynavision and a number of hardware changes. Benefits to the customer include improved scan data, and a more rugged and reliable system than what we released in 2001."

"We actually have a faster operating system, although we felt like the previous system was the fastest in the industry. With our newer system, we squeezed a little more speed out of it,"

he continued.

"Our new horizontal resaw started out with a customer that is running two of our 6-foot band mills. At the time, he was also running another manufacturer's thin kerf horizontal resaw," Boaz explained. "He approached Jack Corley and I one evening while we were visiting his mill and said he needed a thin kerf horizontal heavy enough to stand up to the production in his sawmill. That night, we started discussing it and developed a horizontal that uses the same air strain as our 6- and 7-foot headrigs, and the same type of cast wheels. We put all of the features and benefits of our headrig band mills into this 48-inch horizontal and the result is, it's a fantastic running machine. We've gotten excellent results out of it."

"We had been a dealer for Tyrone-Berry since the 1950s," Boaz stated. "In 2003 we were able to purchase that product line. At the time we purchased Tyrone, we knew we wanted an AC electric carriage drive. Between our engineers here at Corley and our engineers at Lewis, we put together a fully regenerative package, the new Tyrone AC Carriage Drive. We put the first one in and ran it for two years before we took it to the marketplace. The product is used in hardwood and softwood applications. Anybody that uses a carriage in their sawmill is going to use this product."

"We also have a new product that'll be shipping soon, a carriage cutoff saw," Corley added. "We developed it for mills that are sawing long timbers such as 24-36 feet or longer."

Boaz explained, "For example, in the past, mills would saw a 30-foot timber and have difficulty handling the 30-foot side boards. They had to be handled somewhere downstream, cut into on a roll case, on a deck, etc. We've developed a cutoff saw that mounts at the headrig so that the sawyer can cut this longer board in two before it ever gets to the roll case. This makes handling the longer pieces much easier downstream."

"Our customers can get everything they need by making one phone call. To my knowledge, we are the only one in this industry that is a single source supplier for the entire sawmill. Historically, we have not pushed our product line outside the boundaries of the sawmill building. We focus on the sawmill floor and do a good job there. We don't want to branch out so far that we become thin in certain areas. We are absolutely devoted to this industry and we have been for all of our 100 plus years," Corley stated.

Turn-key mill installations and engineered retrofits of equipment to existing mills are performed on a project-by-project basis, with management and engineering expertly handled by Corley's experienced project engineers.

"We have built over 20 sawmills from the ground up...from the concrete, through the building, the electrical system, the support steel, the construction, and the start-up, along with providing all of the equipment," said Boaz. "We have very knowledgeable field application engineers and installation supervisors, some of whom have been with our company for over 25 years. We also have a fully-staffed parts department to respond to our customer's needs quickly, should a mill go down."

"The global downturn in the sawmill manufacturing and lumber business led to us making a difficult decision to downsize, like many sawmills did throughout the country," Chip Corley explained. "In order to have the right number of people for the level of business that we had, we had some difficult choices to make. All along the way, we made a concerted effort to keep the right kind of talent on staff so we would be able to maintain our service to our customers. That was the main concern of Chuck Boaz and my son Jack who, by the way, is fourth generation Corley. We have maintained our ability to provide field assistance to our valued customers, service supervision, and provide repair parts when needed in a quick and efficient fashion. So we believe, in spite of what's happened in the industry, we've been able to keep our service levels, both from the standpoint of human support and supplying repair parts, up to the level of what it was beforehand."

As a testament to Corley's customer

Continued on page 21



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CORLEY -

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service and the dedication of our team of employees, Chip said the company suffered a devastating fire in the office building just over three months ago. "The fire started on a Saturday and we were up and running Monday morning at 8:00. Not only were our phone lines destroyed, all the connections to our computers where order processing, inventory records, and all necessary to ship parts, were hit by the fire. All that had to be reconnected, including the phone lines, and again, our people were able to accomplish that, in less than 48 hours," he explained.

Recent installations by Corley Manufacturing include Begley Lumber, London, Ky.; Parton Lumber Co., Rutherfordton, N.C.; and J.W. Black Lumber Co., Corning, Ark., among others. "At Begley Lumber we replaced the optimizing edger system completely with a new 4 saw edger as well as a new Lewis optimization and scanning system," Boaz said. "We'll be putting a new Corley carriage and Lewis ShapeScan optimization into J.W. Black Lumber Co.," Corley added. "Along with new ShapeScan optimization at Ward Timber, Linden, Texas. We're also getting ready to upgrade the edger optimizer. Ward is one of our turnkey sawmills, that's one that we built from the ground up," he continued.

Corley Mfg. is a member of the Hardwood Manufacturers Assoc., Appalachian Hardwood Mfg. Inc., National Hardwood Lumber Assoc., Kentucky Forestry Industries Assoc., Indiana Hardwood Lumbermen's Assoc. and the Southeastern Lumber Manufacturers Assoc.

Corley's grandfather started the company as a small machine and saw repair shop. He began doing work for small sawmills in the Chattanooga area and soon grew his business after purchasing the rights to make circle saws from a company that had burned to the ground. As his business took off, he custom built sawmill equipment and patented a number of set-works and dogging devices.

With years of experience under their belt and peppered with dedication and elbow grease, Corley Mfg., along with Lewis Controls and Tyrone-Berry, will continue to strive to meet the growing demands of loyal customers throughout North America and around the world, according to Corley.

The parts department at Corley is open five days a week from 8 a.m. to 5 p.m. Phones are answered 24 hours a day, every day. Emergency parts services are available 24 hours a day seven days a week. "If it weren't for repeat business, we wouldn't be in business today. It is our responsibility to take care of our customers. Getting the order, manufacturing the equipment, getting it in the mill are all important, but our life's blood is the after market service to take care of our customers," Corley concluded.

For more information visit www.corleymfg.com.

**BUSINESS TRENDS
(ABROAD)**

Moscow, Russia—Russia's 17-year quest for accession to the World Trade Organization (WTO) should be successfully concluded by the end of the year, according to Swiss mediators.

Swiss President Micheline Calmy-Rey, who is mediating a dispute between Russia and Georgia over the former's bid to join the WTO, appeared with Russian counterpart Dmitry Medvedev recently in Moscow and said she's encouraged negotiations will soon lead to a breakthrough, RIA Novosti reported.

"I hope that today's talks will be successful and ... Russia will join the WTO (by) the end of the year," Calmy-Rey said.

"We would also like it," Medvedev added.

Under the proposed deal, international trade observers posted around the breakaway Georgian regions of Abkhazia and South Ossetia would represent neutral international contractors rather than government entities.

That has been a sticking point because while Russia has formally recognized two ethnic enclaves as sovereign nations, no other government has. Georgia and Russia fought a brief war over the regions in 2008 and Moscow has repeatedly warned it wouldn't accept a deal that compromises their status as independent states.

Giga Bokeria, secretary of Georgia's National Security Council, told The New York Times the compromise would place third-party observers on both the Russian and Georgian sides of the border to monitor cargo flow through Abkhazia and South Ossetia.

Russia has yet to accept the Georgian offer, but Medvedev's comments Sunday put a positive light on the possibility.

The World Bank has estimated Russia could increase its annual gross domestic product as much as 11 percent over the long term as a WTO member, although the bank has also warned the country's uncompetitive industries might suffer, the Times reported.

"We are pleased that Russia and Georgia are close to reaching an agreement that, we believe, will be very useful for both sides," Philip Dimitrov, head of the EU Mission in Georgia, said in a statement. "We express our full support to the efforts of Switzerland, thanks to which a positive resolution of the issue appeared."

Sweden—Saw log prices (delivery prices) rose by 5 percent in the fourth quarter of 2011 compared to the prior quarter. Prices rose by 12 percent in Southern Sweden but fell in the Northern Region of Sweden by 3 percent. In the Central Sweden Region the prices were unchanged.

Roundwood prices of pulpwood (delivery prices) fell by 1 percent in the fourth quarter of 2011 compared to the prior quarter. Pulpwood prices rose by 2 percent in the Southern Sweden Region. In the Central Sweden Region and in the

Continued on page 22

IMPORT/EXPORT CALENDAR**FEBRUARY**

International Builder's Show, Orlando, Fla. Contact: 909-987-2758. Feb. 8-12.

Indiawood, Bangalore International Exhibition Center, Bangalore, India. Contact: www.indiawood.com. Feb. 10-14.

MARCH

Malaysian International Furniture Fair, Matrade Exhibition & Convention Centre, Kuala Lumpur, Malaysia. Contact: www.miff.com. Mar. 6-10.

5th Vietnam International Furniture & Home Fair, Saigon Exhibition & Convention Center, Saigon. Contact: www.vifafair.com. Mar. 11-14.

Western Wood Products Association, 2012 Annual Meeting, Embassy Suites, Portland, Ore. For more information: info@wwpa.org. Mar. 12.

Domotex Asia China Floor, Shanghai New International Expo Center, Shanghai, China. Contact: www.domotexasiachinafloor.com. Mar. 27-29.

CIFM/Interzum Guangzhou, Pazhou Complex, Guangzhou, China. For more information: www.interzum-guangzhou.com. Mar. 27-30.

International Wood Products Association, World of Wood Convention, Miramonte Resort & Spa, Indian Wells, Calif. Contact: 760-341-2200. Mar. 28-30.

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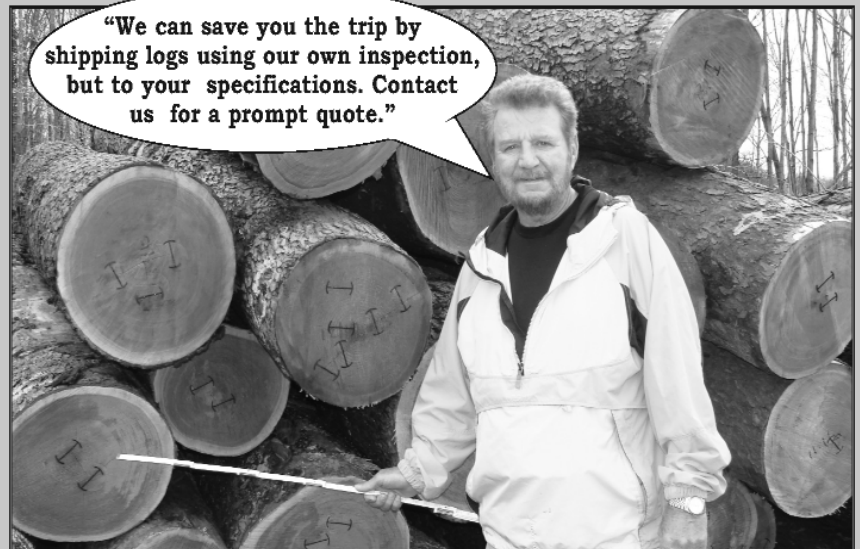
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Walter M. Fields Lumber Co., Inc.	Southern Forest Products Association (SFPA)
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BUSINESS TRENDS (ABROAD)

Continued from page 21

Northern Sweden Region prices fell by 4 and 1 percent respectively.

A comparison between the fourth quarter of 2011 and the same quarter of 2010 shows falling prices of saw logs (-10 percent) and rising prices of pulpwood (6 percent). For the whole year of 2011 the sawlogs and pulpwood prices rose by 4 and 11 percent respectively.

Peru—According to government officials the first timber production cluster in Peru will be located in the Ucayali region as there is a wide variety of woods available and because technological developments in the public and private timber sectors are well developed.

Indonesia—According to sources, a long-standing dispute over Indonesian forest communities has been resolved.

Several guards were accused of killing dozens of villagers over illegal logging disputes, which resulted in losing Forest Stewardship Council (FSC) certification. Through The Forest Trust (TFT), European and North American customers have agreed to fund the cost of solving the problems and paving the way for forest recertification.

The program, "Drop the Gun" has resulted in a 65 percent fall in illegal logging and a 70 percent increase in community involvement. TFT visited approximately 2,000 villages which resulted in local people guarding trees from illegal logging and communities receiving the equivalent of US\$19 million from the sale of timber.

TFT believes the program will serve as a model for averting conflicts over millions of hectares of contested forestlands in South America, Africa and Southeast Asia, providing an alternative to carbon emissions schemes such as Reducing Emissions from Deforestation and Forest Degradation (REDD), where countries are paid not to harvest forests.

BUSINESS TRENDS (CANADA)

ONTARIO

The unseasonably mild weather, with no significant ground frost through the early months of winter caused a slowdown in logging activity. This caused a tightening of log supplies in some areas. However, log supplies appeared to be meeting market demand for green lumber. However, it was reported to be low for some lumber and industrial timber products. Prices, comment contacts, are from stable to firm depending on regions contacted. Kiln-dried stocks are reported as more varied. With the tightened supply of most grades and species the majority of prices are stable.

Ash's steady demand and the controlled production of this species are keeping prices in an upward trend.

Basswood business continues at a steady pace even though there are reported supply strains for green and kiln-dried items. Business is focused around short term volume supply, as there is no urgency to increase receipts. This is causing slight upward price pressure for kiln-dried stock. The price for upper end range products have increased, note some contacts.

Birch production remains steady, add contacts. Sawmill production of green Number 2B and Better has decreased; with developing production in line with demand and resulting in stable prices.

The usual Hard Maple export activity slowdown ahead of the traditional holiday season pushed volume back up the supply stream. This slowdown was anticipated so the overall impact was minimal. Many contacts, mills and wholesalers, continued to report tight supply conditions for selective grades and thicknesses of kiln-dried Hard Maple. Some wholesalers maintained their shipping rates over the winter holidays and used price incentives to reach their goals as

required. This resulted in a mix of prices for kiln-dried stocks for the whole of Hard Maple activity. Log supply and sawmill output have been low in many parts of the province. Demand, comment contacts, has been steady for green Hard Maple produced. Secondary manufacturers are still purchasing lumber to sustain their inventories for their own consumption needs.

The winter cold weather has limited logging and sawmilling output in Ontario rather than increasing whitewood production. The unseasonably mild temperatures and heavy rainfall created challenging conditions. Contacts weren't convinced that production of Soft Maple and other whitewoods would increase when ground frost set in, as business challenges went beyond weather conditions. Controlled green Soft Maple lumber output kept supplies in check. Prices were reported from stable to firm.

On the housing front, consumers are pulling back on their borrowing. In particular, the rate at which they are racking up new mortgage debt has slowed, according to an analysis by Canada Mortgage and Housing Corporation (CMHC), which is partly attributed to the cooling housing market.

Many economists and other groups have cited record consumer debt levels as a key risk to the Canadian economy. Mortgage debt accounts for the largest chunk of credit that Canadian consumers hold.

CMHC said that household debt remains a concern but there are encouraging signals. "At the moment, there is little evidence of a significant overvaluation in the Canadian housing market over all, although some centres warrant close monitoring."

In addition to the mortgage slowdown, the growth in personal loans, lines of credit and credit cards has also levelled off in recent months, the agency said. It's a sign that, despite low interest rates, Canadians are starting to feel less secure about borrowing and the direction real estate markets are headed, said an economist at CIBC World Markets. "I think it's a very positive trend - very consistent with my view that the housing market over the next few years will stagnate."

But with interest rates and consumer borrowing costs remaining at record lows, and the outlook for the economy softening owing to Europe's sovereign debt crisis, the Finance Minister warned homeowners to be mindful of the fact that low interest rates will not last forever.

Consumer caution will be a positive for the real estate sector because it lays to rest concern of an overheated market and the risk of a bubble popping, said chief executive officer of the Canadian Association of Accredited Mortgage Professionals.

The chief economist at the Conference Board of Canada said consumer confidence appears to be sinking with turmoil in the world economy. However, he said there are also no signs that Canada's housing market is destabilizing, and prices are still "pretty solid" in most markets. "We see the market as pretty much in balance if you go city by city," he said.

QUEBEC

Logging and sawmilling activity regained some of its momentum following the October Thanksgiving holiday, but slowed again for the Christmas and New Year's periods. Area contacts don't expect any increased production than before the late fall holiday. The unseasonably wet weather conditions prevented logging activity for most regions. Most species availability were reported as adequate, however if excessive disruptions persisted, it could strain supplies more. As in Ontario, the current supply/demand status has been adequate, firming prices for some species.

Ongoing demand for Ash is readily absorbing developing production stated contacts, even though there is no effort to procure additional volumes to bolster inventory. Purchasing is geared to short-term or immediate needs.

Wholesalers were careful in their sales,

Continued on page 24

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**BUSINESS TRENDS
(CANADA)**

Continued from page 22

but remained consistent with their suppliers. Prices for green stocks ranged from stable to firm.

Red Oak in Canada has been buffered from extreme price pressures, although it is not immune to market forces. It continues to be in demand, although it is not robust. On the other hand, White Oak demand has contracted due to the economic weakness and uncertainty in key overseas and domestic markets. Supplies of White Oak are adequate to meet market needs without being excessive to sales operations. Prices are reported as mostly stable. The supply for green Red Oak kept in line with the demand.

The strong crosstie market maintained the supply of Number 2A alone and combined Number 2A and 3A supplies on the lean side. Contacts in the regions report market results are variable for kiln-dried stocks. There were no reported restriction on volumes from buyers accepting production from established sources. Buyers were open to potential new supplies, and prices remained firm.

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

LAKE STATES

Hardwood lumber suppliers in the Lake States region are a mixed group. Many sources are encouraged about the months ahead in 2012, while others are 'hoping' for an incremental increase in activity.

A source in Wisconsin commented, "Our industry has shown a stamina and resiliency that we should be proud of in the past few years. Focusing on innovative ideas and new markets, along with efficiency, has proven to be our biggest strength in a time of many weaknesses. If we continue this path and pursue every opportunity in regard to efficiencies and new opportunities, many of us will still be here when the ship finally turns."

He noted that global opportunities have kept many operations 'in the game' that would have otherwise folded. "Global trade in solid wood products continues to rise. Over the past decade the United States has become increasingly active in world wood products trade, becoming one of the world's largest exporters of wood related products. Wisconsin exports of lumber, plywood, and a wide variety of value-added wood products exceeded \$184 million, which is a new record. Trade in solid wood products has assumed a much greater importance in our export products and I believe it will continue to be very important to the U.S. and Wisconsin forest sector."

"I don't deny that we have had our share of struggles in the past five years, but I still believe in an old motto we've all heard for generations—"When the going gets tough, the tough get going."

"Many of us have learned new practices and faced the fact that the 'old' isn't working anymore. I believe that every day brings us closer to a better business climate. Certainly a new light is shed and it will be different than the "golden days," but maybe the purpose is not get stuck in a rut, and remind us that change is constant and outside of the box thinking is critical to success."

Another source in Wisconsin offered, "Timber stumpage prices on our county forests continue to be high reflecting a correspondingly high price paid by Wisconsin mills for the raw material they need. While this may be good news in the short-term, we know these high stumpage prices are not sustainable for our loggers and forest products industries."

The supplier also expressed his concern over more access to public forestlands. "It is imperative that we work to get more timber from public lands on the market to increase supply and bring high stumpage costs down to acceptable levels."

"Those costs contribute to marginal

profit margins and the loss of loggers and mills," he continued. "Losing our industry infrastructure will hurt forest owners and it will become increasingly difficult to sustainably manage forests if there is nobody to purchase our forest products."

Offering northern Red and White Oak, Hard and Soft Maple, Ash and Aspen, a Michigan supplier said, while logs are available, they do not seem to be plentiful. "We're heavy to the industrial market and a lot of the grade mills have been focusing on the No. 2 and 3 A. Now, those prices are leveling off."

He also mentioned a lack of loggers in his area. "We saw a lot of them drop off over the last couple of years. The fewer available the more they can control the cost."

Going into the winter, the source said, "We're heading into the winter with more of a spring inventory. I think things will gradually get better and hopefully by the third quarter we'll see better activity."

SOUTHEAST

Hardwood suppliers in the southeast region are optimistic. Most are anticipating a 'decent' spring. However, some sources indicated winter weather might factor in causing supply issues later in the year.

In Mississippi a supplier mentioned that Red and White Oak are moving well and he expects Poplar and Hickory to "inch up" in sales by the summer months. "What we're finding that's a little out of the ordinary is that many of our customers are choosing the lower grades in the Oak," he commented. "We also have customers who are choosing the less expensive species to prevent going to the lower grades. So really it's kind of a mixed bag right now."

The contact also indicated Green No. 2 and Better production is slow, however demand is being met as many of his international buyers are limiting their purchases to fulfilling short term needs. "Inventories are low for certain grades and thicknesses," he explained. "Markets for many kiln-dried products are subdued however; No. 2A and Better inventories are low and prices are firming."

As for transportation issues, the source said freight costs are increasing as surcharges are spiking. "We use different carriers from time to time, price competitively," he noted. "Right now all of them are at about the same rates."

Also in Mississippi a source which offers 4/4 FAS and No. 1 Common Red and White Oak, Ash, Hickory, Poplar and Pecan said his customers are quiet. "We're picking up a little and so are our customers. But nobody really wants to speculate what this year will bring. These past few years have been so difficult and mostly spotty, you just have to take it as it comes and run with it when it does."

In Kentucky, a hardwood supplier said all grades and thicknesses are moving slightly better than this time period in 2011. "Low availability of certain species is causing price increases. Ash and Poplar prices are firming because they are in low supply. But on the opposite side of that, Red and White Oak supplies are high and pricing is pressured. Demand for the Oaks is limited and many mills that primarily cut those species are challenged right now."

He also indicated that demand for Soft Maple has decreased as the residential construction fell. "In the past, Soft Maple was one of our best movers," he explained. "But as the construction market fell it has been pushed to the back."

The source mentioned his export markets are improving from the latter months of 2011. "There has been a slight increase in sales to China. The distributors have made efforts to reduce their inventories but buyers are still purchasing in the short-term."

"White Oak sales to Europe are still behind due to their economic turmoil that started last year," he continued. "Their downturn has pushed kiln-dried inventories back to domestic markets which have so far been unable to absorb the additional supplies."

According to the contact, while domestic and international demand has not

Continued on page 25

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BUSINESS TRENDS (U.S.A.)

Continued from page 24

been overwhelming, limited supplies are keeping buyers engaged in the market and steadying prices. "Lower sawmill output has prevented an increase in production for many items. So supply and demand are meeting in the middle," he said. "Although if the sawmill production continues at this pace, I believe we're headed for trouble by the spring and summer months."

WEST COAST

West Coast Hardwood suppliers reported fair market transactions during recent weeks. Most expect business to continue at the current pace until early spring. "We are finding that people are ready to do things this year, which wasn't the case this time last year," an Oregon source commented.

The contact indicated that his inventory levels are intentionally low, but he believes that will change by the second quarter. "We've been keeping low inventories for the last few years because so many of our customers are ordering solely on a 'just-in-time' basis. But this year, hopefully by the second quarter we intend to build our inventory levels back up." He noted that a small percentage of his customers are beginning to build order files.

In Washington a hardwood supplier indicated that while his operation is still facing some economic challenges, he expects improvements in 2012. "More and more operations appear to be becoming flexible in their production along with product offerings. Those that used to only service large orders have been forced to take smaller ones in larger quantities," he explained.

"Transportation industries are beginning to see the light at the end of the tunnel. Overall there are multiple indicators showing possible improvement in 2012. I believe we will see a steady pace, nothing like the numbers we had before 2005, but definitely an improvement from the previous three years."

A California wholesaler said his prices are steady but he fears supply shortages will change that in the months ahead. "We're bound to have some supply shortages because mills have cut back on production for many months and business may pick up this year. Our particular operation will not feel the impact of supply shortages because we have built our inventory very carefully."

The contact said his customers markets are improving. "Our hardwood flooring customers are really on the mend. A lot of it is remodel work in which supplies have been ordered a few months out. Cabinet manufacturers are a little slower and our other secondary manufacturers are flat," he noted.

He also noted that his export markets have slightly improved. "China and Europe's economic hurdles affected a lot of our business and our customers business last year. China simply had too much inventory and it just took them a little time to start working some of it off. We are finally starting to see some improvement in those markets."

When asked about the months to come, the source said, "We are hoping for the best and expecting the worst. Having said that, if we remain even or profit even marginally it will be a good year."

NORTHEAST

With winter well underway, many northeastern hardwood suppliers are feeling the pressures of the colder weather patterns. In certain areas, small but steady improvements were recently reported.

In Pennsylvania, a hardwood supplier said Red Oak is receiving steady business from hardwood flooring and cabinet manufacturers, although sawmill production is low and some species are in short supply. "Many operations are working from low log decks," he explained. "Kiln-dried sales have been hit hard by the slowing for the housing industry. But we look for a change in that area this year, even if it is slight."

As for pricing, the source said, "Prices are mixed and competition for orders is intensifying. One of the biggest factors right now is the short supply situation, which is increasing green lumber prices, necessitating kiln-dried price increases," he said.

The supplier, which cuts all Northern Appalachian species including Red and White Oak, Hard and Soft Maple, and Poplar in 4/4 and 5/4 thicknesses, said current activity is centered primarily around No. 1 and 2 Common grades with industrials coming in behind them. "We're seeing the most activity around No. 1 and 2 Common. Particularly, Hard and Soft Maple and Cherry prices continue to rise."

In the coming months he expects prices to level off. "I think we may see some increases on some items as a correction, not driven by demand or anything that is going to continue to move upward," he explained. "For instance Red Oak is really at numbers that are too low for the mills to make any profit, so some of those prices are absolutely necessary to regain some of the lost production. On the other hand, demand being still flat, how we make out with those price increases remains to be seen."

The contact has a broad customer base including furniture, flooring and millwork manufacturers. He indicated the next six months should be relatively stable. "I look for gradual improvements throughout the year and hopefully a better summer."

In Massachusetts, a hardwood supplier noted similar business conditions. "Kiln-dried prices are increasing but that's only because of lack of supply, not increased demand," he said. "I would say domestic Poplar and Alder is moving the best right now."

The source said that his inventories are at a low level. "We don't buy a lot of lumber. We cut most everything at the mill, so we're not having any problems in that area. But those that are out there buying lumber are having some supply issues. Our log inventory is in good shape."

Looking at the remainder of the year at a glance, he said he fears the supply shortage will raise production to a level that will drive the prices back down.

NEWSWIRES

Portland, Oregon—The Collins Cos., long recognized for their commitment to land and resource conservation, recently



Collins Cos. now FSC certified

received Forest Stewardship Council® (FSC) Chain-of-Custody certification of their West Virginia-based Collins hardwood mill, located in Richwood, W. Va.

A 29-acre mill site purchased by The Collins Companies in 2005, Collins Hardwood mills Red and White Oak, Poplar, Hard and Soft Maple, Ash, Basswood, Birch and Cherry. Annually, the facility mills 33 million board feet of wood, producing domestic and export rough and surfaced lumber, as well as veneer logs. Collins Hardwood joins a collection of Collins forestry and milling sites and products that are certified to

FSC standards.

"In 1940, long before words like 'sustainability' were at the forefront of discussions within the forestry industry, The Collins Companies implemented practices to protect the biodiversity of our forests' ecosystems and to create long term and stable manufacturing facilities," said Paul Harlan, vice president of resources. "Our continued recognition by the FSC, a credible and well-respected group, validates the direction and culture that the Collins family legacy put in place at the company's inception."

For more information about The Collins Companies or to schedule an interview with Harlan, please contact Cameron Waner at 1-800-329-1219, ext. 2212.

Vancouver, British Columbia—Western Forest Products (WFP) has



Ryan Furtado

announced Ryan Furtado has joined the Western Red Cedar sales team.

Furtado has several years of experience in the industry including eight years as sales representative for Sawarne Lumber in Richmond and as a customer service representative for Standard Building Supplies in Burnaby.

In his spare time Furtado enjoys hockey, fishing and spending time with his family. Western Forest Products is an integrated Canadian forest products company, managing timberlands and producing lumber in coastal British Columbia. It has an annual available harvest of approximately 7.5 million cubic meters, with a product range, which includes Western Red Cedar, Fir, Hemlock and Cypress.

The company has a lumber capacity in excess of 1.5 billion board feet produced from eight sawmills and four remanufacturing plants.

Principal activities conducted by Western Forest Products include timber-harvesting, reforestation, sawmilling logs into lumber and value-added remanufacturing. WFP's operations, employees and corporate facilities are located in coastal B.C., while its products are sold in more than 20 countries worldwide.

Vancouver, British Columbia—Canfor Corporation, based here, recently announced it will permanently close two sawmills after signing an agreement to acquire Tembec Industries Ltd.'s southern British Columbia interior wood products assets, including a pair of sawmills.

Canfor said it would close its "historic" Rustad sawmill in Prince George, B.C., and Tackama mill in Fort Nelson, B.C. The Rustad mill had continuously operated for 62 years before closing due to the collapse of the U.S. residential housing market in 2008. The company said it had determined that modernizing the plant was cost prohibitive but that it would spend \$300 million on upgrading other existing facilities.

"This acquisition is a key step in our ongoing approach to strengthening Canfor's fiber position in B.C. and deepens our ability to meet the needs of our valued global customers," said Canfor President and CEO Don Kayne.

Over the next few years, Canfor said it would invest in excess of \$50 million to enhance productivity and cost performance in the two newly acquired mills. The Elko and Canal Flats mills will provide an additional 420 million board feet to Canfor's annual capacity, bringing Canfor's total capacity in North America to greater than 5 billion board feet.

Vancouver, British Columbia—Taan Forest has successfully achieved Forest Stewardship Council (FSC) certification for all of its forestry and harvesting oper-

ations on Haida Gwaii, B.C.

Taan Forest, a subsidiary of Haida Enterprise Corporation (HaiCo), completed a series of assessments and reports over the last year led by the Rainforest Alliance's SmartWood program. The areas covered under FSC certification include Tree Farm License 60 and the Haida Woodlands Tenure on Moresby and Graham Islands, representing a total area of 358,100 hectares with an annual harvest of 520,000m³.

"Taan Forest has been on the leading edge of sustainable harvesting and forestry practices with its new approaches that meet the stringent objectives of the Haida Gwaii Strategic Land Use Agreement," said Bob Brash, president of Taan Forest. "The Haida Nation's special relationship with their forests and environment is well known. We are extremely pleased that stringent independent audits under the world's preeminent Forest Stewardship Council standards confirmed as such."

"Taan Forest was able to achieve FSC certification in just 11 months, illustrating its strong commitment to adopting the highest social and environmental standards," said Krista West, Forest Management Coordinator at the Rainforest Alliance. "This achievement sets a shining example to the forestry community in B.C. and Canada, demonstrating that FSC certification is within practical reach."

"This investment by the Haida people in achieving FSC Certification is a big step forward for Taan Forest," continued Brash. "We can now leverage some of the world's best tree growing lands and renowned wood products together with FSC certification to provide our customers with the real assurances they need to confirm their products come from sustainably managed sources."

"This achievement by Taan Forest is part of the overall strategic plan of HaiCo and the Haida Nation to set the foundation for real business opportunities and real growth to create long term benefits for Haida Gwaii," said Thomas Olsen, Managing Director of HaiCo. "FSC certification will allow local businesses to create the products demanded globally by increasingly environmentally conscious businesses and individuals."

For further information contact Bob Brash, President, Taan Forest (778) 386-7759.

WHO'S WHO - Lacour

Continued from page 2

vice president of production.

A graduate of the University of Southern Mississippi, located in Hattiesburg, Miss., he enjoys sailboat racing in his spare time. LaCour and his wife, Perry, have one son, a daughter, and three grandchildren.

For more information contact 601-859-4541.

OBITUARY

RICK MASSEY

Langley, British Columbia—Rick Massey recently passed away. Formerly of Raute Wood Ltd., located in Westminster, B.C., he was a member of several associations including the Hardwood Plywood and Veneer Association.

He is survived by his wife, Anne, sons Kari (Chelsey), Warwick (Shannon), Patrick (Mishelle), daughter Melissa (Brent), many friends as well as his large family in Australia and Finland.

According to sources, Rick's travels afforded him many friends, from many parts of the world.

In lieu of flowers, the Massey Family wishes to plant a tree or dedicate a park bench to honor his memory by leaving something behind for others to enjoy. Contact family@rickmassey.ca for more information.

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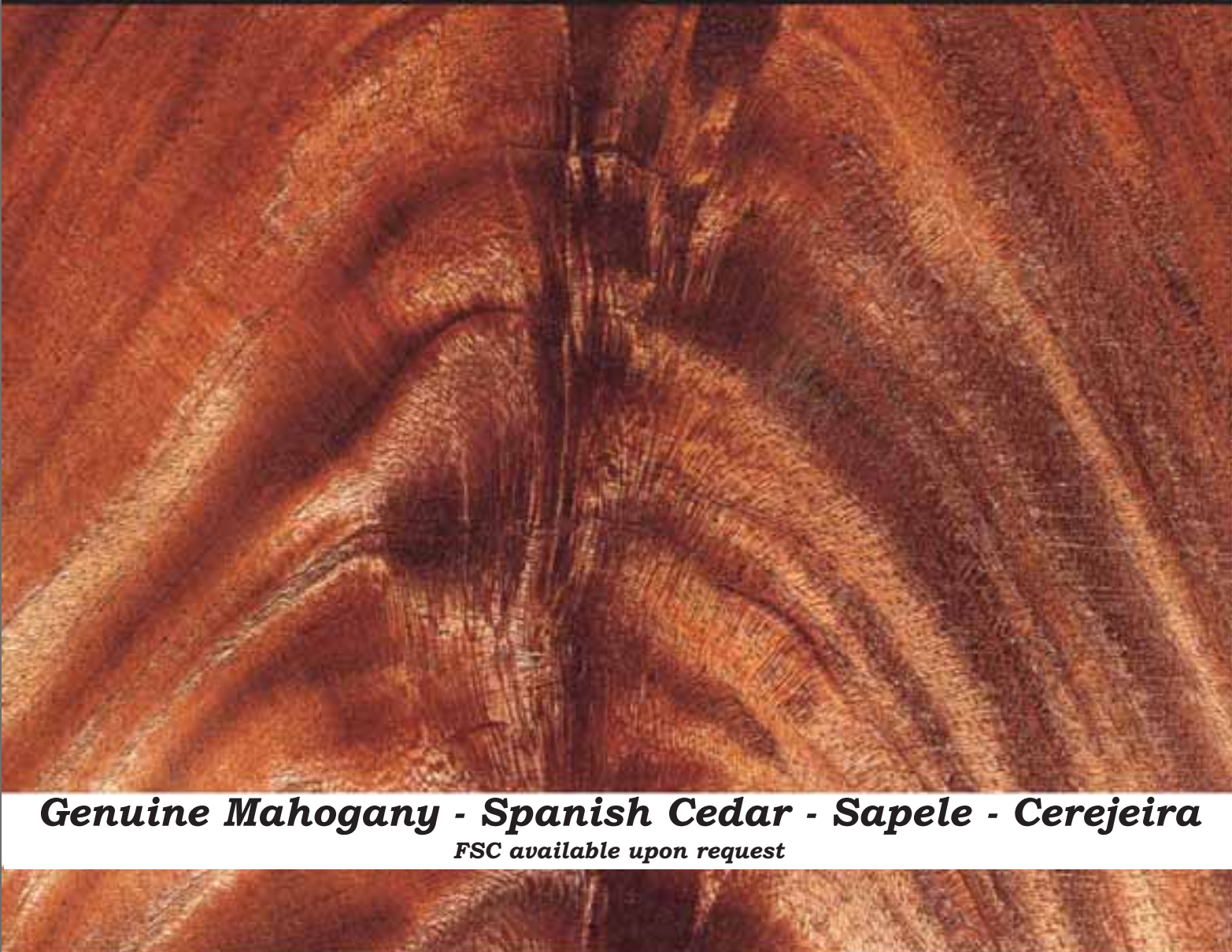
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