

The Import/Export Wood Purchasing News  
P.O. Box 34908  
Memphis, TN 38184-0908

Address Service Requested

PRSR STD  
U.S. POSTAGE PAID  
MEMPHIS, TENN.  
PERMIT 270

# IMPORT/EXPORT WOOD purchasing news

Vol. 38 No. 6

Serving Forest Products Buyers Worldwide

June/July 2012

## IWPA Convention Enjoys Significant Increase In Attendance

**Indian Wells, California**—The International Wood Products Association (IWPA) convention, recently held here, drew 270 industry leaders from 25 countries. The 10 percent increase over previous year's attendance speaks to improving market conditions, but also the strength of the educational program content, according to IWPA representatives.

The diverse set of speakers at this year's IWPA meeting included Lori Dennis,

*Photos By Gary Miller*

noted HGTV celebrity designer; Lynn Michaelis, current RISI economist and previous chief economist with Weyerhaeuser; and several U.S. government and international speakers, including the Hon. Tan Sri Bernard Dompok, the

Additional photos on pages 10 & 12

Continued on page 15



Leonard Brittner, Totem Forest Products, Portland, Ore.; Gregg Wilkinson, Bridgewell Resources LLC, Tigard, Ore.; Bill Walters, Crystal Logistics, Mt. Laurel, N.J.; and Jennifer Brand, Bridgewell Resources LLC, Portland, Ore.



Tom Wilson, International Specialties Inc., Collierville, Tenn.; Cindy Bergin, Newman Lumber Co., Gulfport, Miss.; Jean-Claude Martin, World Wood Technology S.A., Paris, France; and Norm Murray, U-C Coatings Corp., Buffalo, N.Y.

## American Hardwoods Compete At Domotex

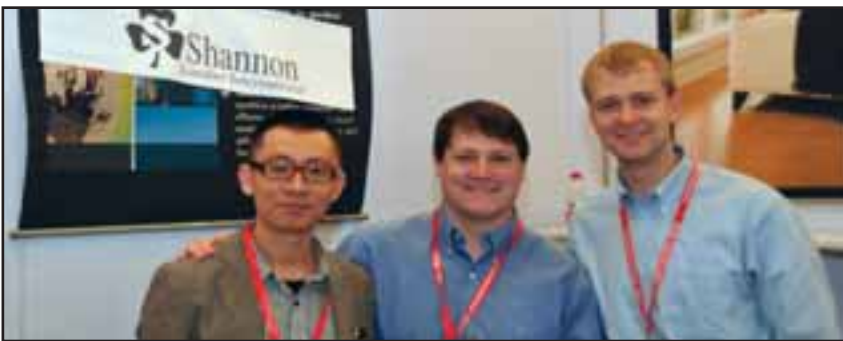
**Shanghai, China**—Without doubt Domotex and Chinafloor co-located shows have to be regarded as among the "greatest flooring shows on earth" for its energy, diversity and the sheer exuberance and scale of its displays. The 11 halls are huge and the total exhibition space was vast (127,000 sq. meters) housing over 1,000 exhibitors.

*By Michael Buckley*

This report looks at wood flooring only: With the theme "Flooring the Future," Domotex this year was notable for its ever-growing focus on China's domestic market and for its noticeable change in flooring fashion. Show Director Jessica

Additional photos on page 12

Continued on page 15



Andrew Wu, Jack Shannon, III, and Carson Murphey, Shannon Lumber Co., Horn Lake, Miss.



Winston Hu, Roger Ji, Rick Barrett and Richard Du, Midwest Hardwood Corp., Maple Grove, Minn.

## NAWLA Vancouver Addresses International Market; Attendance Tops Previous Two Years

**Vancouver, British Columbia**—Representatives for the North American Wholesale Lumber Association (NAWLA) confirmed attendance at its recent regional meeting, which was held here, totaled 170, up from an average of 150 the past two years.

*By Wayne Miller*

NAWLA President Gary Vitale welcomed the group with opening remarks, and was followed by three guest speakers.

Paul Jannke, economist, Forest Economic Advisors LLC (FEA), presented an

Additional photos on page 12

Continued on page 18



Brad Flitton, Jeff Derby and Nathan Tellis, Western Forest Products Inc., Vancouver, B.C.



Brian Hawrysh and Randi Walker, BC Wood, Vancouver, B.C.; and Ian McLean, Spruceland Millworks Inc., North Vancouver, B.C.

## Who's Who in Import/Exports



JEREMY ASHER

**Jeremy Asher** is sales manager for the **Specialty Products Group**. Asher works out of **Bridgewell Resources**, headquartered in Tigard, Ore. Bridgewell is a global wholesale distributor and sales organization serving retailers, manufacturers, and other customers with a wide range of value-added products in commercial and industrial construction, mats, utility and

Continued on page 18



PAUL DOW

**Paul Dow** is export sales manager for **Yoder Lumber Co. Inc.**, based in Millersburg, Ohio. Yoder Lumber Co. manufactures standard grades and thicknesses from **Appalachian Hardwoods**, which include primarily Red and White Oak, Cherry and Poplar. Other species offered by the firm include Walnut, Hard Hickory, Sycamore, Grey and Red Elm, Ash, Beech and

Continued on page 19



JIM GUFFEY

**Jim Guffey** is owner of **Wood Haven Inc./Midwest Cypress**, located in Perry, Kansas. Wood Haven Inc./Midwest Cypress purchases approximately 70,000 board feet of lpe, Cumaru, Massa, Cedar and Cypress (4/4, 5/4 KD or AD to 15% or less, S4S, E4E & Rough). Special services offered by the company include: custom millwork, patented rain-screen clip systems, and deck clips. Guffey founded

Continued on page 19



JAY REESE

**Jay Reese** is Vice President and Sales Manager for **Penn-Sylvan International Inc.**, based in Spartansburg, Pa. Penn-Sylvan International offers high quality hardwood lumber and logs procured from the Allegheny Plateau region and processed at their manufacturing facilities located in Northwest Pennsylvania. Lumber and logs are shipped both domestic-

Continued on page 19

## Working With Tomorrow's Designers And Architects:

### AHEC's Collaboration With Students Pays Dividends Now And Well Into Future

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](http://www.ahec.org).

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

AHEC has a long history of working with some of the world's leading architectural and design universities, and has sponsored student furniture designs competitions in Vietnam, Malaysia, Mexico, Spain, Singapore, Indonesia, France, China and Thailand, just to name a few of the more recent ones. These events are not simply "exhibitions" of the winning pieces, but are actually months-long collaborations between AHEC and the schools, involving the teaching of technical seminars on designing with American hardwoods by AHEC staff or technical consultants, and in several cases have resulted in the actual addition of wood-specific courses to the curriculum of many of these prestigious institutions. Beyond those longer-term benefits, however, student design competitions have also proven to be fantastic "vehicles" for the creation and dissemination of information on American hardwoods through our extensive PR communications network, and have resulted in literally millions of dollars worth of online and print coverage in many of the world's leading design and architectural magazines. These editorial opportunities allow AHEC to spread the word on U.S. hardwood's beauty, technical properties and environmental credentials to a much larger audience than simply those participating in the events.

This year started with a series of interesting activities with architecture and design students. In January we held the exhibition and award ceremony for our "Wood Stock" competition for young French and Belgian designers at Maison & Objet in Paris. From a total of 80 entries the jury shortlisted 15 projects from which prototypes and models were made in American hardwoods. These enthusiastic designers had some great ideas and were clearly inspired by the material. The judges were extremely impressed, so much so that the chairman of the judges has

taken on one of the winning students to work full time in his studio.

Earlier this year, we started a really exciting project with design students from the Royal College of Art (RCA) in London. In the coming weeks Design Product students will develop chair/seating designs in an American hardwood of their choice. The most promising ideas will be developed into prototypes with the help of a leading UK manufacturer and then put on public display at the London Design Festival in September. Working with experienced furniture designers Sebastian Wrong (Established & Sons) and Luke Hughes, the students will learn more about designing with wood creatively and technically enabling them to design and build a product that works.

In February we ran the second in a series of hardwood workshops for architectural students of the IE University in Madrid. The architectural school is based in the historic city of Segovia in a series of very old buildings that have been carefully modernized. Thirty final-year students have opted for the hardwood module. This session was focused on wood structures and we invited Andrew Lawrence, Arup's wood specialist from London, to help us. It was excellent to see the students eagerly crowding round to show Andrew their designs and drawings and for them to have the opportunity to "pick the brains" of a real expert.

Wood is a great natural and renewable material and we must invest in the "students of today" so when they become the "designers of tomorrow" they get it, use it, love it, and in turn inspire others. A rewarding thought!



### Illegal Logging Threatens Economies and Environment

Anti-regulation forces are working to stop the U.S. Fish and Wildlife Service from enforcing violations of the Lacey Act, the first-ever law prohibiting the trade of products made with illegally logged wood, and pushing members of Congress to overturn the law. If these efforts are successful, the U.S. wood industry could lose millions, be forced to lay off workers, and irreplaceable tropical ecosystems could be threatened. A recent report released by the Union of Concerned Scientists (UCS), "Logging and the Law: How the U.S. Lacey Act Helps Reduce Illegal Logging in the Tropics," outlines how illegal logging poses a significant threat to the U.S. economy and endangers tropical ecosystems around the world.

"Lawmakers must preserve the Lacey Act because it closes the entire U.S. timber market to illegally sourced wood – an approach to stopping illegal logging that's supported by economic research," said Pipa Elias, UCS consultant and author of the report. "The law ensures that the U.S. wood industry isn't undercut by cheap, illegally harvested wood."

Illegal loggers reduce the competitive advantage of legal producers by selling unlawfully cut or stolen wood at artificially low prices. This practice results in trade distortions that decrease prices of legal wood worldwide by about 16 percent.

## THE WASHINGTON SCENE

Many industry groups, including the American Forest and Paper Association, the National Wood Flooring Association, along with Home Depot and Lowe's, support policies to stop illegal logging.

### AWC Elects T.R. Miller Co.'s Danny White to Board of Directors

American Wood Council (AWC), Washington, D.C., has announced that T.R. Miller President and CEO Danny White has been elected to serve on its board of directors for a two-year term.

"We're pleased to have someone with Danny's breadth of experience joining our board," said AWC President Robert Glowinski. "His commitment to the industry for more than two decades will serve our industry well as he steps into this leadership role, and we appreciate his willingness to serve in this capacity."

A graduate of the University of Florida, White formerly worked for Scott Paper Company / Kimberly-Clark for 22 years, where he held numerous positions, including: management forester, pulp mill manager, woodlands manager, corporate director of woodlands, and Mobile, Ala., plant manager.

White joined T. R. Miller Mill Co. in 2001 as president and CEO. He has served as president of the Alabama Forestry Association and chairman of Southeastern Lumber Manufacturers Association and is currently on the boards of directors for the Brewton Alabama Rotary Club and the YMCA.

Continued on page 27

## Sustainability Campaign Calls For Wood First Rule For All Public Buildings

Wood for Good, the UK timber industry's sustainability campaign has launched its 2012 campaign:

"Wood First". The campaign calls for the introduction of a "Wood First" rule in local authority planning guidance. This would require sustainably sourced wood to be considered, where feasible, as the primary construction material in all new-build and refurbishment projects. The organization states that this will help the UK meet local, national and sectoral targets for carbon reduction.

Such a rule is already in place in many other parts of the world, most notably France, as a key element of climate policy. Current proposals from the European Commission will enable the carbon stored in harvested wood products to be taken into account in national carbon budgets.

Wood for Good says that several local authorities are already considering versions of the Wood First rule, includ-

ing a major London borough.

David Hopkins, Head of External Affairs for Wood for Good said, "Increasing forest cover is recognized as one of the most effective weapons we have in the battle against climate



change, and the best way to achieve this is to stimulate demand for sustainable timber and wood products. The introduction of a Wood First rule will help to make this happen.

It has long been promoting a Wood First approach for architects and engineers through the CPD courses and other promotional work it runs. It has now started engaging several local authorities to discuss ways in which a Wood First rule could help them meet their sustainability objectives.

# Table of Contents

## FEATURES:

- IWPA Convention .....1
- Amer. Hardwoods Compete At Domotex ..1
- NAWLA Vancouver .....1
- HARRIS HARDWOODS .....4
- GULF TIMBER COMPANY .....5
- Dubai Wood Show .....6
- CIFM Attendance Up .....8
- NWFA Wood Flooring Expo .....9
- Buyers in Chicago For KBIS .....13
- ARGO FINE IMPORTS Dinner .....14

## DEPARTMENTS:

- Who's Who in Imports/Exports .....2
- Washington Scene.....2
- Sustainability Campaign in U.K. ....2
- Corporate Branding in Social Media Age ..3
- Stock Exchange .....16 & 17
- Business Trends Abroad.....22
- Business Trends Can., Hardwoods .....23
- Business Trends U.S.A., Hardwoods .....24
- Newswires.....25
- Import/Export Calendar .....27
- Obituary .....28
- Classified Opportunities.....29
- Advertisers Index .....29
- U.S. & Canadian Softwood Forest Products  
Export Suppliers.....30 & 31

# Corporate Branding In A Social Media Age

Every couple of months some big newspaper will do an article on how today's youth don't realize the effect their Facebook, Twitter, and other social media activities will have on their futures; everything they post online will be searchable forever. That means those pictures from college will be available to a recruiter, that those YouTube videos can be seen by your parents. The article always concludes by saying that people active in social media need to be conscious of how they will be perceived in the future. What those articles should also say is that the concept of "branding" isn't just for people. It's really a concept companies need to keep in mind as well. Your company's activities on social media help create an image that can be good, bad, or just run-of-the-mill. And it isn't only social media – it's also your marketing strategies – whether that's customer service, reaching out to new markets, or even by the ads you place in trade magazines.

As an association, we have to be especially careful about branding and marketing, because we don't represent just one person, or one business, but hundreds of members. That means that a great deal of strategic

thinking has to go in to our actions. Every press release, tweet, or speech we make reflects our values and our member companies. It's not enough to make sure we aren't doing anything wrong – in a time where there are hundreds of other associations for every conceivable product and market out there – we also have to ensure we are differentiating ourselves in a positive way as well.

Our annual publication, *International Wood*, is a perfect example of that. We have branded ourselves as the association that provides a stunning showcase of our member's work. Our members in turn, see value for their



own company brands by participating in the articles and by buying ads. Together we have created an association product that is useful and profitable.

It's not enough to just put together a magazine either, and expect a few glossy pages to do all the work for you. Yes, to some extent a trade publication will sell itself – there will always be customers and companies that

**By Brent J. McClendon, CAE**  
Executive Vice President  
International Wood Products Association  
[www.iwpawood.org](http://www.iwpawood.org)



want a copy. But part of successfully managing an association brand is taking your products – in this case, *International Wood* – to new audiences. In our case, we market heavily to architects, designers, and other end-use specifiers. We even have a staff member who was specifically

Continued on page 28



A Bi-Monthly newspaper serving the International wood trade.

Published by  
**International Wood Trade Publications, Inc.**  
P. O. Box 34908  
Memphis, TN 38184  
Tel. (901) 372-8280 FAX (901) 373-6180  
Web Site: <http://www.woodpurchasingnews.com>

**E-Mail Addresses:**  
Advertising: [stokes@woodpurchasingnews.com](mailto:stokes@woodpurchasingnews.com)  
Editorial: [editor@millerwoodtradepub.com](mailto:editor@millerwoodtradepub.com)  
Subscriptions: [circ@millerwoodtradepub.com](mailto:circ@millerwoodtradepub.com)

**Publisher: Paul J. Miller - 1922-2010**  
**Gary Miller** - President  
**Wayne Miller** - Vice President/Executive Editor  
**Paul Miller, Jr.** - Vice President/Editor  
**Terry Miller** - Vice President/Associate Editor  
- Secretary/Treasurer  
**Sue Putnam** - Editorial Director  
**Michelle Keller** - Associate Editor  
**John M. Gray, Jr.** - Production/Art Director  
**Walter J. Lee** - Production/Asst. Art Director  
**Rachael Stokes** - Advertising Manager  
**Lisa Carpenter** - Circulation Manager  
U.S. Correspondents: Chicago, Ill., Grand Rapids, Mich., High Point, N.C., Los Angeles, Calif., Portland, Ore., Memphis, Tenn.  
Canadian Correspondents: Toronto  
Foreign Correspondents: Brazil, Philippines, Malaysia, Chile, Bangkok, Thailand, Singapore, New Zealand.

The **Import/Export Wood Purchasing News** is the product of a company and its affiliates that have been in the publishing business for over 86 years.

Other publications edited for specialized markets and distributed worldwide include:  
Forest Products Export Directory • Hardwood Purchasing Handbook • National Hardwood Magazine • Dimension & Wood Components Buyer's Guide • Imported Wood Purchasing Guide • Green Book's Hardwood Marketing Directory • Green Book's Softwood Marketing Directory • The Softwood Forest Products Buyer

Annual subscription rates - 6 bi-monthly issues  
U.S. \$75 - 1 year; \$90 - 2 years; \$100 - 3 years;  
CANADIAN & FOREIGN ORDERS MUST BE PAID BY CHECK DRAWN ON U.S. BANK, CREDIT CARD, OR BY WIRE TRANSFER Canada \$90 (U.S. dollars) - 1 year; \$105 - 2 years; \$130 - 3 years; Foreign (airmail) \$140 - 1 year; \$224 - 2 years (U.S. dollars)

Send address changes to:  
Import/Export Wood Purchasing News  
P.O. Box 34908, Memphis, TN 38184-0908.

**The publisher reserves the right to accept or reject editorial content and Advertisements at the staff's discretion.**

# DO YOU SUFFER FROM RECURRING LOGISTICAL NIGHTMARES?



## Panels / Lumber / Moulding / Decking / Flooring



Sourcing wood overseas is one thing. Getting it delivered reliably is another. With our in-house customs and logistics team, Bridgewell Resources takes the hassles out of importing the world's highest quality hardwoods and the headaches out of keeping up on the current, complex regulations. Enjoy a trusted, long-term resource for paneling, flooring, decking, plywood, moulding, timbers and more, in all grades and sizes. When it comes to importing, we make it painless.

Ask about FSC availability



800.570.3566 / [info@bridgewellres.com](mailto:info@bridgewellres.com)  
[www.BridgewellResources.com](http://www.BridgewellResources.com)

# HARRIS HARDWOODS—Servicing Customers Individually

By Michelle Keller



Key personnel at Harris Hardwoods include (from left to right): John Knudson, sales and purchasing; Tim Harris, president; Mary Jo Harris, vice president; and Mark Herbst, production manager.



Value-added services include: moulding, equalizing, cope and stick, dove tailing, drilling, gluing, panel sanding and profile sanding.



Harris Hardwoods employees are trained and cross-trained in every step of the manufacturing process, working with state-of-the-art equipment to guarantee a quality product.



Mouldings offered by Harris Hardwoods are manufactured with computerized templating, a Weinig knife grinder, and an optical comparator.



Harris Hardwoods manufactures kitchen cabinets, furniture and custom furniture components, custom mouldings and edge-glued panels.

# COLE HARDWOOD inc.



## EXPORTERS OF QUALITY APPALACHIAN & NORTHERN HARDWOODS

RED OAK  
CHERRY  
ASH  
WALNUT



WHITE OAK  
HICKORY  
HARD & SOFT MAPLE

COMPLETE EXPORT PREPARATION DONE AT OUR YARD WITH  
MILLING AND DRY KILN FACILITIES



**FAX: 574-753-2525**  
**or call 574-753-3151**  
**Logansport, Indiana 46947**



email: [dave@colehardwood.com](mailto:dave@colehardwood.com)  
home page address: <http://www.colehardwood.com>

Their sister company is **Indiana Dimension Incorporated (IDI)**  
Fax: (574) 739-2818 Phone: (574) 739-2319

**Foreston, Minn.**—Harris Hardwoods, is a state-of-the-art facility, located here, that provides custom mouldings, panels and cabinet components to a growing number of satisfied clients.

This unique operation annually purchases approximately 2.5 million board feet of all exotic and domestic hardwoods (No. 2 and Better, 4/4 through 8/4, KD, S2S).

Operated by Tim and Mary Jo Harris, Harris Hardwoods manufactures kitchen cabinets, furniture and custom furniture components, custom mouldings and edge-glued panels. Value-added services include: moulding, equalizing, cope and stick, dove tailing, drilling, gluing, panel sanding and profile sanding.

Tim Harris began brokering lumber in 1994, after a 21-year career in the wood products industry. The business evolved into a high-end milled wood component company over the years.

Known for fine quality finishes and dependable, personable service that sets them apart, Tim and Mary Jo supervise operations on a daily basis with help from their production manager, Mark Herbst, and sales and purchasing manager, Jon Knudson. "Our constant involvement as a team ensures high standards of quality are always met," Tim Harris explained.

"Our customers need a supplier that fulfills their promises, on time—every time. They expect business partners to bring expertise and years of experience to the table. Harris Hardwoods does that. We are dedicated to running our company with integrity with a

Continued on page 19

A Taylor glue clamp carrier is used in the production of glued components (panels, drawer sides and fronts, and panel blanks) to accommodate orders for mouldings and panels.



# Middle Eastern GULF TIMBER COMPANY Reaps Success With Sales In American Hardwoods

By Michael Buckley



Gulf Timber Company's (GTC) Operations Manager Marius Van Der Berg with American Ash inventory. GTC is located in Sharjah, UAE.

**Sharjah, United Arab Emirates (UAE)**—Gulf Timber Company, GTC as it is known, is based here but its reach goes wider. According to its South African-born Operations Manager Marius Van Der Berg, the company is now working across the Middle East as a specialist hardwood supplier to the region. Italian partner Florian Legnami Group has a rich history in sawmilling and provides GTC with consistent supplies of mainly American and European hardwoods.

The South African partners have been trading hardwoods globally for over a decade bringing their marketing expertise to the venture. Initially distribution was established by GTC at a bulk warehouse in Hamriyah Free Zone in Sharjah for the purpose of importing and distributing high quality timber and related products into the UAE. GTC concentrates on bulk sales and the smaller bundle trade business. With sales developing in other countries the company has now established a warehousing facility in Riyadh, Saudi Arabia, in order to further service that important market within the region and is in the process of opening a warehouse and logistics distribution centre in Doha, Qatar.

GTC was recently a front line exhibitor at the Dubai Woodshow with both its partners and local staff meeting customers, many of which were from markets such as Oman, Qatar and Saudi Arabia. The company draws its customers from general manufacturing as well as construction industries and regional contractors and the show is an important conduit to the regional timber traders who regard Dubai as a timber trading hub.

At the show Van Der Berg commented that there had not been too many UAE visitors but that was well compensated for by the number of regional visitors who had attended. "Overall the show has drawn many people from the industry that we were happy to meet and we were particularly pleased to notice that the visitors' profile has improved a lot in this last edition," he said.

The company already has a long standing and extensive network of clients and supplies timber and timber products to a wide range of sectors in the region in addition to the construc-

Continued on page 19

Pictured is American Red Oak cut to European specifications of 52 mm in stock at GTC.



Pictured is kiln-dried American White Oak wrapped for delivery from GTC. Forty percent of GTC's sales are comprised of American hardwood species.



This is part of GTC's tropical hardwood inventory, which includes Sapele, Mahogany, Iroko, Wawa, Dadema and Afrosia.



Van Der Berg points out kiln-dried lumber that meets criteria of the Malaysian Timber Certification Council and the Programme for the Endorsement of Forest Certification.

**OLAM – managing the largest contiguous FSC™ certified tropical rainforest in the world\***

**creating value is our business**

We are now stocking **Sapele, African Mahogany and Utile** – as well as many other tropical and exotic species in our warehouse in Leland, North Carolina.

**Contact us today for a current stock list.**  
 tom.herga@olamnet.com Office: +1 910-383-2578 Cell: +1 910-262-8960 Fax +1 910-383-2580

In addition, Olam Wood Products is also marketing high quality **North American Hardwood Veneer Logs and Lumber**  
 brian.anderson@olamnet.com Cell: +1 715-661-3497

**Olam Wood Products \*(FSC™ Certification Code: SW-COC-005694)**  
 9100-1 Lackey Road, Leland, NC 28451  
 www.olamonline.com

# Larger Venue, Improved Attendance At Dubai Wood Show

By Michael Buckley



Larry Mather, Pambos Stylianou and Shane Cook, Midwest Walnut Co., Council Bluffs, Iowa



(left, seated) Parker Bowles, Hermitage Hardwood, Cookeville, Tenn., (middle, seated) guest, and (standing) Wesley Bowles, Hermitage Hardwood



Charles Trevor, Richard Kleiner, Gerry Pankratz, Ashlee Tibbets and Scott Elston, Softwood Export Council booth.



Sue Lim, Peter Fitch, Ms. Fang & Ms. Tan from Segamat Panel and Boards, Johor, Malaysia



Danzer Group, Switzerland, was always busy at Dubai show.



Jalal Hatoum and Ray Wheeland, Wheeland Lumber Co. Inc., Liberty, Pa.

**NEWMAN**  
Lumber Company

*Genuine Mahogany - Spanish Cedar - Sapele - Santos Mahogany - Jatoba - Nogal - Cerejeira*

*For more information contact sales staff  
Bill - Doug - Pam*

*(228) 832-1899 / fax: (228) 831-1149*

**1-800-647-9547**

*www.newmanlumber.com*  
*Gulfport, Mississippi USA*

**NEWMAN**

**Dubai, India**—Dubai Woodshow 2012 this year moved into the new Dubai International Convention & Exhibition Centre, a much improved venue for a larger show, with increased space this year by about 40 percent at 9,000 square meters featuring two large halls equally divided between materials and machinery. AHEC's American hardwood pavilion and several independent U.S. suppliers led the USA promotion. Organizers Strategic Marketing reintroduced a seminar element to the event to provide a focus on timber legality – a highly topical subject. Abdul Rahman Saif Al Ghurair, Chairman of the Chamber of Commerce and Industry (DCCI), opened the Show, now considered the leading event in the region for the timber trade and related machinery.

Continued on page 20



Tim Kassis, Kretz Lumber Co. Inc., Antigo, Wis.



Roy Anderson, Roy Anderson Lumber Co., Tompkinsville, Ky.

Gulf Timber Company representatives, Sharjah, United Arab Emirates (U.A.E.)



# Your SYP Partner Online: SouthernPineGlobal.com



## Meet our Southern Yellow Pine Team ▼

**Almond Brothers Lumber Co.**  
almondlumber.com

**Anthony Forest Products Co.**  
anthonyforest.com

**Atlas Trading International**  
atlastradinginternational.com

**Aveesa & Ezyan Ali Enterprises, Inc.**  
uslogsandlumber.com

**BCH Trading Company**  
bch-trading.com

**Blue Water Lumber**  
bluewaterlumber.com

**Bridgewell Resources, LLC**  
bridgewellres.com

**Cameron Lumber Company**  
cameronlumber.com

**Canadian Wood Products**  
canadianwood.ca

**Coast Clearwood**  
coastclearwood.com

**Cox Industries, Inc.**  
coxwood.com

**Durable Wood Products USA, Inc.**  
durablewoods.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**  
klumlumber.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

**Putnam Lumber & Export Company**  
putnamlumber.com

**Richmond International Forest Products**  
rifp.com

**Robinson Lumber Company**  
roblumco.com

**Shamrock Trading**  
shamrockbm.com

**Southern USA Forest Group LLC**  
syplogs.com

**Southmark Forest Products**  
southmarkforest.com

**Southern Group of State Foresters**  
southernforests.org

**Super Lumber**  
wesellwood.com

**Tampa International Forest Products**  
tifp.com

**Texas Forest Products**  
texasforestproducts.com

**Thomasson Company**  
thomassonlumber.com

**Tradewinds International, Inc.**  
tradewindsintl.com

**Tolleson Lumber Company**  
tollesonlumber.com

**Tumac Lumber Company**  
tumac.com

**Universal Timber Structures**  
utsdesign.com

**Vanport International**  
vanport-intl.com

**Westervelt Lumber**  
westerveltlumber.com

**West Fraser, Inc.**  
westfraser.com



SouthernPineGlobal.com

©Southern Forest Products Association  
Cooperator, USDA Foreign Agricultural Service  
Promotional Partner, American Softwoods™

# CIFM Attendance Up Twenty-seven Percent

By Michael Buckley



The American Hardwood Export Council's U.S. hardwood pavilion at China International Woodworking Machinery & Furniture Raw Materials Fair (CIFM) was among four new national pavilions at the show. Eighteen U.S. exhibitors participated in the AHEC pavilion.



Derek Wheeland, Wheeland Lumber Co. Inc., Liberty, Pa.



Dwight Jensen, John Hedin and Rocky Boucher, Columbia Forest Products, Greensboro, N.C.



Michael Wong (left), Somerset Wood Products Inc., Somerset, Ky., with customers



Paul Dow, Lei Zhao and Eugene Walters, Yoder Lumber Co. Inc., Millersburg, Ohio



Paul Vance, Northland Corp., LaGrange, Ky., with customers

**Checkmate...  
We are the Walnut solution**

**MIDWEST WALNUT**

**American Black Walnut Lumber • Logs All Grades • 4/4 - 20/4**

**Council Bluffs, IA**  
Larry Mether: [Larrym@midwestwalnut.com](mailto:Larrym@midwestwalnut.com)  
Bob Moody: [Bobm@midwestwalnut.com](mailto:Bobm@midwestwalnut.com)  
Ph: 712-325-9191; Fax: 712-325-0156

**Willow Springs, MO**  
Shane Cook: [shanec@midwestwalnut.com](mailto:shanec@midwestwalnut.com)  
Ph: 417-469-0640  
Fax: 417-469-0081

[www.midwestwalnut.com](http://www.midwestwalnut.com)

**Guangzhou, China**—International Wood-working Machinery & Furniture Raw Materials Fair (CIFM), or "Interzum Guangzhou" as it is known, took place over four days in late March.

In addition to woodworking, CIFM

Continued on page 20



Pete van Amelsfoort and David Milton, Ontario Wood, Marie, Ont.



Tim and Allan Wang, Northwest Hardwoods, Tacoma, Wash.



Representatives of Anderson-Tully, Vicksburg, Miss.

Alex Wu and Adam Moran, Hermitage Hardwood Lumber Sales Inc., Cookeville, Tenn., with customer (right)



Additional photos on pages 20 & 21



# NWFA Wood Flooring Expo Exceeds Expectations, Says Host

By Terry Miller



Jerry Harrison, Somerset Wood Products Inc., Somerset, Ky.; Amie Gilmore, Hanley Wood, Irving, Texas; Paul Stringer, Somerset Wood Products Inc.; Alex Zamora, Lumber De Mexico, Mexico City, Mexico; and Scott Burega, Somerset Wood Products Inc.



Sergio Andrade and Tony Mergreh, Urban Floor, City of Industry, Calif.; Maggie Weaver and Giannina Vick, Bozovich Timber Products Inc., Evergreen, Ala.; and Johnny Armstrong, Urban Floor, City of Industry, Calif.



Tom Skowron, Atlas Floors Inc., Gaithersburg, Md.; Leigh Shannon and Nicole Garrard, Shamrock Plank Flooring, Memphis, Tenn.; and Ray Lynn, Lynn Wholesale Flooring, Beltsville, Md.



John Georgelis, Matt Weaver and Ron Cozean, Weaver Inc., Lebanon, Pa.



Steve Bunch, Spring Creek Flooring, West Plains, Mo.; Grace Terpstra, Hardwood Federation, Washington, D.C.; and Darwin Murray, Spring Creek Flooring/McClain Forest Products, West Plains, Mo.



Jim Bailey, Doug Fikes, and Bill Buchanan, Buchanan Hardwood Flooring Co. LLC, Aliceville, Ala.

**Orlando, Florida**—Official attendance figures were not available at press time, but reports released by the National Wood Flooring Association (NWFA) were clear that traffic at the organization's annual

Continued on page 21



Michael Lucas, Plyquet of America, Atlanta, Ga.; Annette Ferri, IWPA, Alexandria, Va.; Elizabeth Baldwin, Metropolitan Hardwood Floors Inc., Kent, Wash.; and Harro Jakel, Pantim Wood Products Inc., Portland, Maine



Steve Arnold, Missouri Walnut LLC, Neosho, Mo.; Jenny and Alan Riddle, A J Brothers Hardwood Flooring & Stairs, Delray Beach, Fla.; and Jason Boman, Missouri Walnut LLC



Kevin Cloer, Bobby Cloer, Brad Bradley and Roland Weaver, Oakcrest Hardwood Flooring, Buena Vista, Ga.

Jim Bailey, Linda Wright, and Butch Ousley, Buchanan Hardwood Flooring LLC, Aliceville, Ala.



Additional photos on pages 21& 22

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

Rolling Ridge Woods, LTD

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

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

IWPA PHOTOS - Continued from page 1



Charley Fiala, GMC Hardwoods, Long Beach, Calif.; Norm Murray, U•C Coatings Corp., Buffalo, N.Y.; and Bhavan Patel and Hiren Patel, Patel Wood Syndicate, Mumbai, India



David Weed, Robert Weed Plywood Corp., Crystal, Ind.; Ashley Amidon, International Wood Products Association, Alexandria, Va.; and Tom Herga, Olam Wood Products, Leland, N.C.



Gilbert Burgman, Wijma Trading, Kampen, The Netherlands; Chris Paras, Argo Fine Imports Inc./Spartan Division, Virginia Beach, Va.; Brent McClendon, Executive Vice President, International Wood Products Association, Alexandria, Va.; Alan McIlvain, Alan McIlvain Co., Marcus Hook, Pa.; and Stuart Clarke, Clarke Veneers & Plywood, Jackson, Miss.



Graziano Pasqualetto, Romea Legnami S.p.A., Venice, Italy; Norman Roberts, Roberts Plywood Co./Division of Die Boards Inc., Deer Park, N.Y.; Ambra Pasqualetto, Romea Legnami S.p.A.; and Rick Banas, Interwood Forest Products Inc., Louisville, Ky.



Lenny and Beth Shibley, Inter-Continental Hardwoods, Currie, N.C.



Thomas Slotved, MBS Trading, Geneva, Switzerland; Lenny Shibley, Inter-Continental Hardwoods, Currie, N.C.; and Jesper Bach, Baillie Lumber Co., Hamburg, N.Y.



Paul Gates, Tradelink Wood Products Inc., Greensboro, N.C.; Gilbert Burgman, Wijma Trading, Kampen, The Netherlands; and Charlie Craig, AHC Craig Imports, Huntersville, N.C.



Eddy Budiano, guest, Indonesia; Don McMaster, Argo Fine Imports Inc., Metairie, La.; and Eddy Basuki, guest, Indonesia



Peter Keyes and Beth Hayhurst, Triton Logging Inc., Victoria, B.C.; Robert Gillebaard, Holland Southwest International, Houston, Texas; Kenny McMaster and Ryan McMaster, Argo Fine Imports Inc., Metairie, La.



Rod Loe, Shelter Forest International, Portland, Ore.; and Pete Lang, Cherokee Wood Products Inc., Upland, Calif.



Alan Hubbard, Veneer Technologies Inc., Newport, N.C.; Philip Briscoe, Helveta Ltd., Oxford, England; Tricia Kilrain, Pennsylvania Lumbermens Mutual Insurance Co., Philadelphia, Pa.; and Diane Wohler, Shamrock Trading, Portland, Ore.



Carl Gade, The Penrod Co., Virginia Beach, Va.; Mike Clausen, Timber Products Co., Springfield, Ore.; Caroline McIlvain, J. Gibson McIlvain Co., White Marsh, Md.; and Chris Strang, Downes & Reader Hardwood Co., Stoughton, Mass.



Christian Mengel, VM International LLC, Greensboro, N.C.; and Teresa Wiant and Matt Dean, Dean Hardwoods Inc., Leland, N.C.



Giannina Vick, Bozovich USA, Evergreen, Ala.; Jim Summerlin, Robinson Lumber Co. Inc., Santa Barbara, Calif.; and Rafael Tolmos, Bozovich USA



Gary Miller, Import/Export Wood Purchasing News, Memphis, Tenn.; Ivens Robinson, Robinson Lumber Co. Inc., New Orleans, La.; and Jim Summerlin, Robinson Lumber Co. Inc., Santa Barbara, Calif.



Eduardo Escobar and Sergio Donis, Holtz International, Guatemala City, Guatemala; and Chris Strang, Downes & Reader Hardwood Co. Inc., Stoughton, Mass.



Mike Shapiro, Weston Premium Woods, Brampton, Ont.; and Tom Herga, Olam Wood Products, Leland, N.C.



Thuy Murray, U•C Coatings Corp., Buffalo, N.Y.



Ron Liberatori, RPL International, Henderson, Nevada; Maxim Korovkin, Sveza-Les Ltd., Putilkovo, Russia; Curtis Lynn and Derek Rushton, RPL International, Salem, Mass.; and Golan Levy, West Wood Products, Rancho Dominguez, Calif.



Buzz Nielsen, International Forest Products Corp., Yuba City, Calif.; Bob Johnston, Tropical Forest Foundation, Alexandria, Va.; John Mallow, Sr., OHL International, Philadelphia, Pa.; and Elizabeth Baldwin, Metropolitan Hardwood Flooring USA, Kent, Wash.



Craig Forester, Rex Lumber Co., Acton, Mass.; Mark Barford, National Hardwood Lumber Association, Memphis, Tenn.; and John Doyle, The Principal Network, Arlington, Va.



Andre Lacroix, Exogem Wood Inc., Drummondville, Que.; Alain Poirier, Boa-Franc, St. Georges, Que.; and Steve Allison, North American Wood Products, Portland, Ore.



Zahid Abbas, WoodBois International, Abidjan, Ivory Coast, Africa; Ian Gutches and Michael Gutches, Mix Timber Inc., Naples, Fla.; Baird McIlvain, TBM Hardwoods Inc., Hanover, Pa.; and Arthur Pond, Evergreen Hardwoods Inc., Renton, Wash.

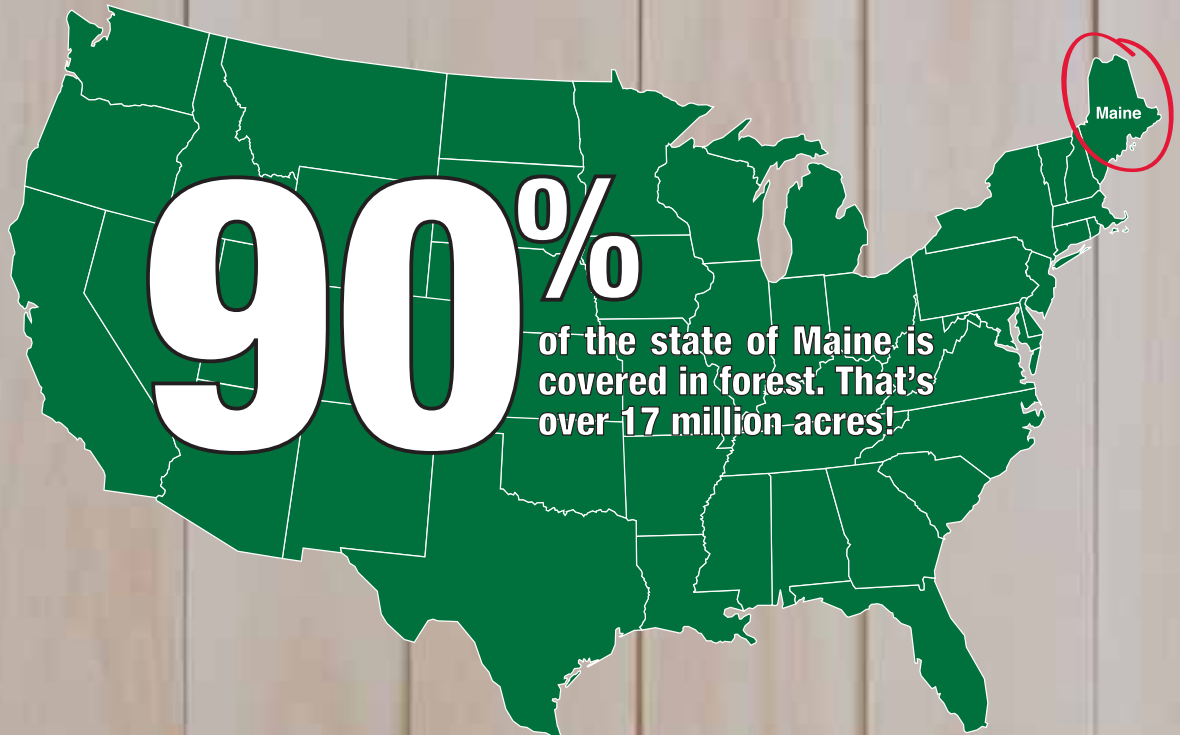


Doug Martin, Pollmeier Inc., Portland, Ore.; and Gary Swaner and George Swaner, Swaner Hardwood Co., Burbank, Calif.

Additional photos on page 12

# Discover Eastern White Pine

## Bright, Straight, Flat & Stable



*"Our lumber is ready only when the average moisture content and standard deviation meets or exceeds our customers drying standards, no matter how long it takes in the kiln."*

- Dan Wetmore,  
Finish Products Manager

**Eastern White Pine (*Pinus Strobus*):** Eastern White Pine is grown primarily in the Northeastern United States where short summers lead to tight growth rings and a superbly stable and durable pine product. Maine's four seasons create the perfect climate conditions to grow tall, straight pine trees, ensuring the strength and character that make it the gold standard of soft woods. Good things come to those who wait and the 80-100 years Hancock invests in growing its pine trees produce some of the most durable and beautiful pine boards in the world. Focused drying standards ensure your boards are bright, straight, flat & stable.



- Our goal is to surpass industry standards for consistency in drying.
- EWP typically takes 7 days in the kiln to dry properly.
- Kiln drying technicians carefully monitor the drying process in each kiln.

## Matt Duprey

Sawmill Sales

# (207) 627-6113



Scan our QR Tag for product grades, textures, patterns & more!



### MANUFACTURING EASTERN WHITE PINE SINCE 1848

WhitePine.Me/Mobile

**IWPA PHOTOS - Continued from page 10**



Lan McIvain, Alan McIvain Co., Marcus Hook, Pa.; and Zahid Abbas, WoodBois International, Abidjan, Ivory Coast, Africa



Lockett and Heather Robinson, OHC Inc., Mobile, Ala.; and Don Thompson, Thompson Mahogany Co., Philadelphia, Pa.



Ashley Amidon and Lance Clark, International Wood Products Association, Alexandria, Va.



Warren Spitz, UCS Forest Group, Mississauga, Ont.; and Isabel and Raul Dance, WWF Global Forest & Trade Network-North America, Washington, D.C.

**NAWLA VANCOUVER PHOTOS - Continued from page 1**



Tony Darling, Skana Forest Products Ltd., Richmond, B.C.; Glenn Mattice, Conifex Fiber Marketing, Vancouver, B.C.; Brian Hawrysh, BC Wood, Vancouver, B.C.; John Bennett, Norman G. Jensen Inc., Blaine, Wash.; and Roger Lambert, Skana Forest Products Ltd.



Steve Midthun, Norman G. Jensen Inc., Minneapolis, Minn.; Kent Beveridge, Skana Forest Products Ltd., Richmond, B.C.; and Greg Smith and Michael Mitten, Gilbert Smith Forest Products, Barriere, B.C.



Chris Beveridge, Skana Forest Products Ltd., Richmond, B.C.; Ian McLean, Spruceland Millworks Inc., North Vancouver, B.C.; and Chris Ahern, Conifex Fiber Marketing, Vancouver, B.C.



Art Schmon, Forest Economic Advisors LLC, Roberts Creek, B.C.; David Elstone, Equity Research Associates, Gibsons, B.C.; and Tom Jones, The Teal-Jones Group, Surrey, B.C.



Louis Hoy, Oregon-Canadian Forest Products, Langley, B.C.; Sam Satoosono, Anderson Pacific Forest Products, Maple Ridge, B.C.; and Nathan Hansen, Oregon-Canadian Forest Products



Dave Newstead, Euler Hermes Group, Vancouver, B.C.; Janet Wheeler, Interfor, Burnaby, B.C.; and Rick Middleton, Precision Cedar Products, Langley, B.C.



Brian Hawrysh, BC Wood, Vancouver, B.C.; Peter Barton, Welco Lumber Corp., Vancouver, B.C.; and Paul Harder, Dakeryn Industries, North Vancouver, B.C.



Laurie Needham, CNN Railroad, Prince George, B.C.; and Glenn Mattice and Haiya Yu, Conifex Fiber Marketing, Vancouver, B.C.



Bart Bender, Ainsworth, Vancouver, B.C.; Kip Fotheringham, Conifex Fiber Marketing, Vancouver, B.C.; and Gary Vitale, NAWLA, Rolling Meadows, Ill.



Terry Wiens, Pat Throp and Tony Wiens, Serpentine Cedar Ltd., Fort Langley, B.C.



Mike Norton, Skana Forest Products Ltd., Richmond, B.C.; Dawn Anne Byers, Taiga Building Products, Burnaby, B.C.; and Rod Sims, Lignum Forest Products LLP, Vancouver, B.C.



Chris Young, Woodtone, Chilliwack, B.C.; and Rod Gorman, Gorman Bros. Lumber Ltd., West Bank, B.C.



Kevin Mercier and Shane Elder, Doubletree Forest Products, Burnaby, B.C.; and Dick Jones, The Teal-Jones Group, Surrey, B.C.



Jim Lake, Ainsworth, Vancouver, B.C.; Julie Jones, Welco Lumber Corp., Vancouver, B.C.; and Chad Eisner, Ainsworth



Dave Gillis, Goldwood Industries, Richmond, B.C.; Al Fortune, Mid Valley Lumber, Aldergrove, B.C.; and Chris Beveridge, Skana Forest Products Ltd., Richmond, B.C.



Richard Robertson, Manning Diversified Forest Products Ltd., Manning, Alberta; Yuri Lewis, Conifex Fiber Marketing, Vancouver, B.C.; and Tony Darling, Skana Forest Products Ltd., Richmond, B.C.

**DOMOTEX PHOTOS - Continued from page 1**



Gerry Pankratz, Olympic Industries, Vancouver, B.C.; and Mike Phillips, Hampton Affiliates, Portland, Ore.



David Li, Jason Zhuang and John Fang, representing Missouri Walnut LLC, Neosho, Mo.



Xin Min Qian, Jiusheng Wood Co., China, and Tom Walthausen, Downes & Reader Hardwood Co., Inc., Stoughton, Mass., formerly with National Hardwood Lumber Association, Memphis, Tenn.



Graf Bros. Flooring and Lumber, South Shores, Ky., enjoyed a busy day at its Domotex booth.

# Buyers Travel To Chicago For KBIS

Photos By Renee Gooch



Alic Zhang and Elynia Yao, Hangzhou Bogao Furniture, Hangzhou, China



Sam Wang, Shouguang Dongyu Hongxiang, Shandong Province, China



Simon Pizhou, Xuzhou Shenghe Wooden Industry Co., JiangSu Province, China

**Chicago, Illinois**—With more than 500 exhibitors, the annual Kitchen & Bath Industry Show (KBIS) was held here recently at the McCormick Place. Sponsored by the National Kitchen & Bath Association, this is among the largest kitchen and bath industry shows in the world. This year's show attracted more than 20,000 buyers from 70 countries.

From the dynamic UNcontained exhibit, which provided a look at how colliding generations are changing rules of design to the Multimedia lounge offering attendees expert insights into the new economic and marketing environment, the KBIS is known to bring the industry together under one roof. At UNcontained, attendees and exhibitors were able to experience the lifestyles of five unique consumers through interactive 20-foot long shipping containers designed to showcase how different generational attitudes are reinventing the kitchen and bath.

Multiple guest speakers provided attendees opportunity to hear fresh insights and tips. Among those speakers were: Sphere Trending's Maxine Laueer, Liza Hausman, Vice President of Marketing of Houzz and Eric Corey Freed, Principal of organicARCHITECT.

At Center Stage, attendees could learn everything from kitchen trends to technology tips from such speakers as: Karl Champley, of DIY's Wasted Spaces and Sally Hogshead, branding expert from Fascinate Inc. The keynote speaker was Candice Olson, HGTV Design Star judge, who shared her kitchen and bath design experiences and the importance of creating a personal brand.

The KBIS Product Gallery section offered attendees a chance



Lani Tao, CKB, ZhongShan, China



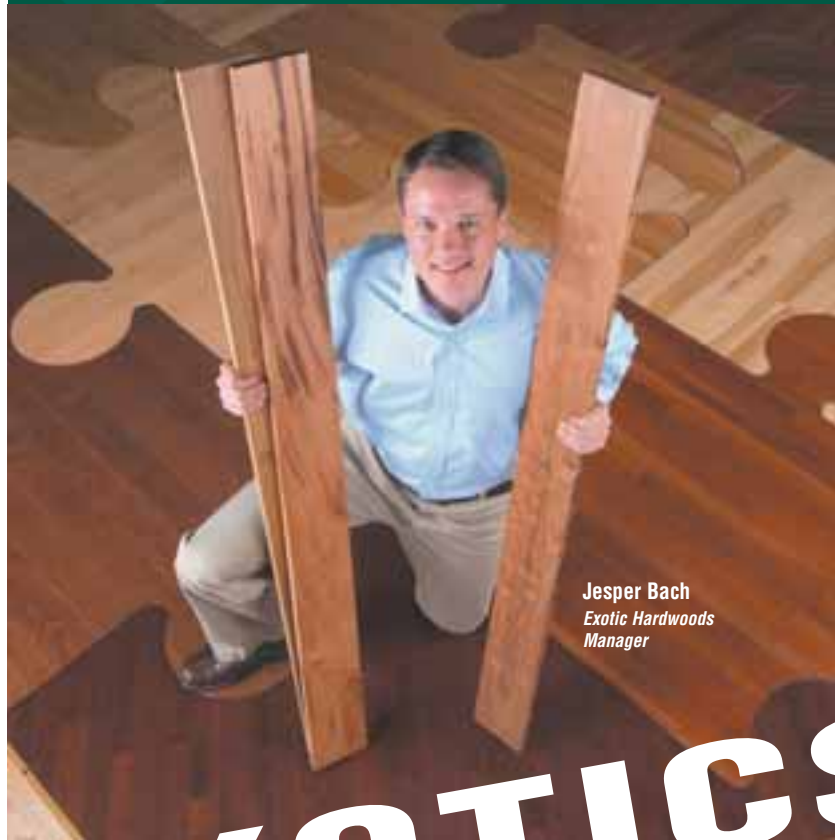
Keith Chow, Suzhou Melia Wooden Industry Co., City of Industry, Calif.

to interact and keep track of the latest trends with products such as QR coding and downloading innovative product information directly to their smartphone.

The KBIS Design Departures booth introduced bold new products from various sources while over at Collaboration Station, attendees could interact with others in the KBIS industry.

For a wrap-up of the show and for news about next year's KBIS, visit online at [www.kbis.com](http://www.kbis.com).

THE FINAL PIECE TO THE



Jesper Bach  
Exotic Hardwoods  
Manager

EXOTICS

BAILLIE LUMBER CO.  
Exotic Sales Direct Line 252.523.0021  
4002 Legion Drive / Hamburg, NY 14075 USA  
phone 716.649.2850 / 800.950.2850 / fax 716.649.2811  
[www.baillie.com](http://www.baillie.com) / e-mail: [info@baillie.com](mailto:info@baillie.com)

HARDWOOD PUZZLE

# Baillie



...single source solutions

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

Baillie now offers the most desirable species from South America and Africa in a wide range of thicknesses and sorts, including flat-sawn, quarter-sawn, pattern grade and figure. And as always, Baillie prides itself on meeting any customer's most demanding challenges with custom sorts.

# ARGO FINE IMPORTS Hosts Reception Dinner at IWPA Annual Convention



A group photo of attendees includes: Brian Riley, John Foster, Michael and Linda Berzai, John and Sarah Pauwels, David Weed, William Weed, Ryan MacMaster, Don MacMaster, Kurniawan Antono, John Mallough Sr., Kenny MacMaster, Chris Paras, Kevin Castagnola, Buniadi Makmur and Jaana Castagnola.



Brian Riley, Kenny MacMaster and Chris Paras



(Left): David Weed, William Weed, and Ryan MacMaster, (Right): John Foster and John Mallough Sr.



(Left): Kurniawan Antono, Sarah Pauwels and John Pauwels (Right): Michael Berzai and Linda Berzai.



(Left to right): Jaana Castagnola, Kevin Castagnola, Don MacMaster, and Buniadi Makmur.

**Indian Wells, California**—Argo Fine Imports (AFI), headquartered in Metairie, Louisiana, recently hosted a reception dinner for customers and friends during the International Wood Products Association (IWPA) 56th Annual Convention held here.

Approximately 270 industry leaders from 25 countries were in attendance at the convention, marking a 10 percent increase over the 2011 convention attendance.

Don MacMaster, founder of AFI and past president of IWPA, has been supplying fine imported plywoods to distributors and laminators since 1979. Their selection of plywood products comes from mills around the world, many of which have had a 20-year working relationship with AFI. The company specializes in importing Lauan/Meranti, Hardboard, Virola, Sande, Teco certified Elliotts Pine and also offer American Red Oak and Birch. They handle thicknesses from 2.7mm up to 28mm.

Argo Fine Imports offers expertise and knowledge of the plywood market that includes industry manufacturers, wholesale and chain retail yard distributors and home centers. Their combined staff has over 100+ years of experience in the industry. For more information visit [www.argoimports.com](http://www.argoimports.com).

## Looking For a Trusted Hardwood Solution?

Hermitage Hardwood knows good communication produces good solutions. We're always ready to discuss your hardwood needs, and to deliver the best products and services available.



### Our Species

- Appalachian Red & White Oak
- Appalachian Black Walnut
- Hard & Soft Maple
- Yellow Poplar
- Cherry
- Ash
- Basswood
- Hickory

### Our Services

- Kiln Drying
- Export Prep
- Newman EPR24 Double Surfacing
- Straight Line Ripping
- Double End Trim
- Walnut Steamer
- Global Preparation, Documentation & Distribution

Let's Talk.



*Hardly Run-Of-The-Mill.*

PHONE +1.931.526.6832 FAX +1.931.526.4769

[HermitageHardwood.com](http://HermitageHardwood.com)

**IWPA-**  
Continued from page 1

Malaysian Minister of Plantation Industries and Commodities. A half-day workshop on Lacey Compliance and presentations on outstanding global efforts to advance tropical forest management by the Tropical Forest Foundation and what can be done to enhance global marketing of hardwoods by the National Hardwood Lumber Association rounded out the full three-day program. International delegations from Ghana, Malaysia and Indonesia joined more than a dozen other groups offering input on their initiatives during the tradeshow associated with the event. IWPA's PAC was treated to a special presentation by Howard Marlowe, president of the American League of Lobbyists, on what to expect in this election cycle related to trade issues. Alan McIlvain, IWPA president said, "IWPA's conventions are known for strong business networking amongst industry CEO's and outstanding educational programming. But this year the event was taken to a whole new level. The sessions were packed everyday and the expanded business networking sessions generated fantastic feedback from attendees." McIlvain continued, "The tangible value of IWPA membership was clear for all to see. From our work on legislative issues like our Capitol Hill efforts to improve the Lacey Act and advance compliance, to our close work with leading architects and designers to advance the specification and use of international species and products, IWPA's work drives direct financial value to our members. IWPA has made it through the toughest economic downturn since the Great Depression without ever running a

deficit because our members clearly see the value provided by the association." Replacing McIlvain as IWPA President for 2012/2013 is Warren Spitz, President, CEO and Founder of UCS Forest Group of Companies in Toronto, Canada. The IWPA Board of Directors includes: Elizabeth Baldwin (Metropolitan Hardwood Flooring); Cindy Bergin (Newman Lumber Company); Chris Connelly (Wood Brokerage International); Geoff Doudera (Liberty Woods International); Craig Forester (Rex Lumber Company); Carl Gade (The Penrod Company); Paul Gates (Tradelink Wood Products); JoAnn Keller (Holland Southwest International); John Hedin (Columbia Forest Products); Livy Haskell (Lumber Liquidators); Kenny MacMaster (Argo Fine Imports); Alan McIlvain (Alan McIlvain Company); Bronson Newburger (Clarke Veneers and Plywood); Hugh Reitz (PRS Guitars); Greg Simon (Far East American); Warren Spitz (UCS Forest Group); David Weed (Robert Weed Plywood); and Gregg Wilkinson (Bridgewell Resources). World of Wood 2013, IWPA's 57th Annual Convention, will be held April 17-19, 2013 at the Westin Bayshore in Vancouver, British Columbia. Established in 1956, IWPA is the leading international trade association for the North American imported wood products industry, representing 200 companies and trade associations engaged in the import and export of hardwoods and softwoods from sustainably managed forests. Association members consist of three key groups involved in the import process: U.S. importers and consuming industries, offshore manufacturers and the service providers that facilitate trade.

**DOMOTEX-**  
Continued from page 1

Zhu said, "We're bringing the whole industrial chain to the exhibition. China's manufacturers are moving from OEM to building their own brands." Gone was the total dominance of Oak – still popular, but emerging was a further diversification of species and finishes. Numerous flooring catalogs featured an unexpectedly wide range of species. As in wood furniture today, so it is in wood flooring. The trends are mainly for dark colors, heavily stained finishes and even the bizarre. Wood, stained grey, to meet the new architectural and designer fashion that has also appeared strongly in furniture, was quite commonly displayed. American Hickory stained a uniform brown to look like Elm was one example, by Jiusheng, of disguising the real color of wood. It was hard to find much natural, unstained wood and there was very little light colored hardwood flooring, such as American Maple and European Beech. The emergence of more tropical species was another trend in China's leading flooring show, including such plantation species as Acacia. The environmental aspects of flooring were given much more importance by individual exhibitors than was the case in any of the recent furniture shows in Southeast Asia. Many exhibits displayed a variety of certification logos including FSC, PEFC and emissions standards such as CARB. This may be a reflection of the interest that construction and interior designers, as well as architects, take in flooring. Their projects are much more subject to environmental point-scoring than the furniture wholesalers, retailers and consumers need to worry about, with the exception of a few

groups like IKEA worldwide and the John Lewis Partnership in UK. In fact recently Jim Gould, president of the Floor Covering Institute LLC, said, "Flooring is mainly a building material not a decorative material in China." Looking more closely at the Oak flooring sector, it is clear that the Chinese market is using plenty of Russian and some Chinese Oak but in both cases they are restricted to the narrower widths from small trees. For wide boards, especially for export markets in Europe, the use of American and European Oak is almost a necessity for manufacturers to source. So it is, also for producers wanting certified material for export. Engineered Oak flooring appears to be getting more adventurous, with distressed and antique effects appearing on 14mm thick ply-backed boards that previously would have been offered only in solid wood. One flooring launch that made waves at Domotex was by Jiusheng Wood Co. Ltd, a leading company in the Chinese flooring industry. Not a new product, but a first cooperation between a Chinese manufacturer and the National Hardwood Lumber Association (NHHLA), which was publicly agreed and proclaimed at an on-stand media event. The cooperation was billed as a strategic partnership with a mission. NHHLA and Jiusheng declared, "Our goal is to acquaint and familiarize North American hardwood to the various facets of the Chinese market and we will accomplish this goal using a legal, responsible, and sustainable model to both our customers and our environment." With 1,100 distributors already appointed in China and a target of 300 more this year, this could well make the impact for which both parties are aiming. It is believed that the company, which currently uses American

Continued on page 18



# INTER • CONTINENTAL HARDWOODS

Importers of fine flooring, lumber and decking






**ICH is a wholesale importer of tropical hardwoods, based in Currie, NC. Our extensive inventory includes over 45 species from around the world.**

**Our inventory of FSC Certified™ Species include African Mahogany, Aniegre, Sapele, Utile, Jatoba, Genuine Mahogany, Caribbean Rosewood & Bubinga.**

INTER • CONTINENTAL HARDWOODS

P.O. Drawer 119 Currie, NC 28435 USA • Ph (910) 283-9960 • Fax (910) 283-9964  
www.ichardwoods.com • info@ichardwoods.com

- 38 Acre yard with T-sheds
- 320 Mbf Dry Kilns
- 3 Million BFT KD Storage Capacity
- S2S & SLRIE Services Available

**Greensboro, NC Sales Team**  
336-852-8341  
Tim McGill  
Mike Morton

**Los Angeles, CA Sales Team**  
562-404-8494  
Tom Escherich  
Cory Reiten

**Currie, NC Sales Team**  
910-283-9960  
Lenny Shibley  
Fred Coffrin  
Nate Binkley

**Memphis, TN Sales Team**  
910-283-9960  
Jim Mills







# import/export timber products' stock exchange

### FOR SALE

26,000 bf 4/4 Khaya/African Mahogany KD  
 25,000 bf 5/4 Khaya/African Mahogany KD  
 36,000 bf 6/4 Khaya/African Mahogany KD  
 40,000 bf 8/4 Khaya/African Mahogany KD  
 16,000 bf 10/4 Khaya/African Mahogany KD  
 14,000 bf 12/4 Khaya/African Mahogany KD  
 93,000 bf 4/4 Sapele KD  
 69,000 bf 5/4 Sapele KD  
 76,000 bf 6/4 Sapele KD  
 84,000 bf 8/4 Sapele KD  
 37,000 bf 10/4 Sapele KD  
 42,000 bf 12/4 Sapele KD  
 19,000 bf 16/4 Sapele KD  
 14,000 bf 4/4 Spanish Cedar KD  
 6,000 bf 5/4 Spanish Cedar KD  
 9,000 bf 6/4 Spanish Cedar KD  
 22,000 bf 8/4 Spanish Cedar KD  
 6,000 bf 12/4 Spanish Cedar KD  
 28,000 bf 4/4 Mahogany KD  
 19,000 bf 5/4 Mahogany KD  
 25,000 bf 6/4 Mahogany KD  
 39,000 bf 8/4 Mahogany KD  
 9,000 bf 10/4 Mahogany KD  
 15,000 bf 12/4 Mahogany KD  
 18,000 bf 4/4 Jatoba KD  
 6,000 bf 5/4 Jatoba KD

### Alan Mcllvain Company

501 Market Street • Marcus Hook, PA 19061  
 Phone: (610) 485-6600 • FAX: (610) 485-0471  
[www.alanmcllvain.com](http://www.alanmcllvain.com)

Quality Hardwood Lumber and Moulding  
 Since 1798

### FOR SALE

5 T/L 10/4 S&B Ash	5 T/L 5/4 #2 Com Hickory
1 T/L 5/4 S&B Basswood	5 T/L 6/4 S&B Hickory
2 T/L 5/4 #1 Com Basswood	5 T/L 8/4 #2 Com Hickory
1 T/L 6/4 S&B Basswood	4 T/L 8/4 S&B Hickory
2 T/L 8/4 S&B Basswood	5 T/L 8/4 #1 Com Hickory
3 T/L 4/4 #1 Com Beech	2 T/L 5/4 S&B W. Oak
3 T/L 5/4 S&B Beech	2 T/L 8/4 S&B W. Oak
1 T/L 8/4 S&B Beech	2 T/L 4/4 S&B Walnut
5 T/L 4/4 S&B Hickory	4 T/L 4/4 #2 Com Walnut
4 T/L 4/4 #1 Com Hickory	1 T/L 5/4 S&B Walnut
5 T/L 4/4 #2 Com Hickory	2 T/L 6/4 S&B Walnut
1 T/L 5/4 S&B Hickory	4 T/L 8/4 S&B Walnut
3 T/L 5/4 #1 Com Hickory	

### Cole Hardwood Inc.

P. O. Box 568  
 Logansport, Indiana 46947  
 574-753-3151 Fax: 574-753-2525  
 e-mail at: [dave@colehardwood.com](mailto:dave@colehardwood.com)  
 home page: [www.colehardwood.com](http://www.colehardwood.com)

### Black Cherry - Cerisier

4/4 Fas/F1F 7' + 22M'  
 5/4 Fas/F1F 7' + 27M'  
 5/4 Comsel 27M'  
 12/4 Fas/F1F 40M'

### Black Walnut - Noyer

4/4 SEL 6' 12M'  
 5/4 Fas/F1F 30M'  
 8/4 Comsel 35M'  
 10/4 Fas/F1F 22M'

### Elm (Grey) - Orme Gris

4/4 Comsel 16M'  
 8/4 Comsel 14M'

### Elm (Red) - Orme Rouge

5/4 Comsel 12M'

### Hard Maple - Erable

4/4 Fas/F1F Sap 1 Face 8M'  
 4/4 Narr 4" 3.75 - 4.49" 12M'  
 4/4 Fas/F1F 6" only 11M'  
 6/4 Fas/F1F 1+2 w 30M'  
 8/4 Comsel Sap/btr 12M'

### Soft Maple - Plaine

5/4 Fas/F1F 25M'

### 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'

10/4 Fas/F1F Uns. 40M'

6/4 Fas/F1F Reg. 30M'



### We now offer:

- A) Rift Quartered in Hard Maple, Cherry, Walnut and Red Oak
- B) FSC Certified in Hard Maple and Cherry
- C) FSC Controlled in many items

### PRIMEWOOD LUMBER INC.

Tel: 819-478-7721 Fax: 819-477-6662  
 1150 Labonte  
 Drummondville, PQ, CN J2C 5Y4  
 Web: [www.primewood-lumber.com](http://www.primewood-lumber.com)  
 Contact: J.J. Bourbeau - 819-478-7721  
 E-mail: [jjbourbeau@primewood-lumber.com](mailto:jjbourbeau@primewood-lumber.com)  
 Guy Genest - 819-478-7721  
 E-mail: [ggenest@primewood-lumber.com](mailto:ggenest@primewood-lumber.com)  
 Denis LeBlanc - 613-549-8348  
 E-mail: [denisleblanc.primewoodlbr@on.aibn.com](mailto:denisleblanc.primewoodlbr@on.aibn.com)  
 J-F Audet - 819-478-7721  
 E-mail: [jfaudet@primewood-lumber.com](mailto:jfaudet@primewood-lumber.com)

### Kiln Dried Lumber

Walnut  
 4/4 - 20/4  
 Cherry  
 4/4 & 8/4  
 Red Cedar  
 4/4 & 6/4



### MIDWEST WALNUT CO.

P.O. Box 97  
 Council Bluffs, IA U.S.A. 51502  
 Call: 1-712-325-9191 Fax: 712-325-0156  
 E-Mail: [larrym@midwestwalnut.com](mailto:larrym@midwestwalnut.com)  
[www.midwestwalnut.com](http://www.midwestwalnut.com)

### FITZPATRICK & WELLER Inc.

12 Mill St. • Ellicottville, New York 14731  
 716-699-2393 phone  
 716-699-2893 fax  
[sales@fitzweller.com](mailto:sales@fitzweller.com)

ASH  
 4/4 FAS 13 mbf  
 BEECH  
 4/4 FAS Steamed 10 mbf  
 4/4 1 Com Steamed 11 mbf  
 CHERRY  
 4/4 FAS 90/50+ 20 mbf  
 4/4 3 Com 12 mbf  
 HARD MAPLE  
 5/4 2 Com 1 t/l  
 6/4 FAS W1F only 10 mbf  
 8/4 FAS W1F only 24 mbf  
 HICKORY  
 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  
 SOFT MAPLE  
 4/4 1 Com 14 mbf  
 4/4 Curly 6 mbf  
 5/4 FAS 14 mbf  
 5/4 2 Com 12 mbf  
 WHITE OAK  
 4/4 FAS 12 mbf  
 4/4 1 Com 12 mbf

F&W

We also offer S2S, SLR1E, gang rip, edge glueing, face glueing, CNC machining, moulding, boring, sanding, tenoning, turning, and carving.



### Hermitage Hardwood

----- Lumber Sales, Inc. -----

105 Ridgedale Drive P.O. Box 698  
 Cookeville, TN 38501 U.S.A. Cookeville, TN 38503 U.S.A.  
 931-526-6832 • 931-526-4769 Fax  
 E-mail: [info@hermitagehardwood.com](mailto:info@hermitagehardwood.com)  
[lawson@hermitagehardwood.com](mailto:lawson@hermitagehardwood.com)  
 Website: [www.hermitagehardwood.com](http://www.hermitagehardwood.com)  
 Contact: Parker Boles, Adam Moran, Steve Gunderson  
 Lawson Maury - Export  
[www.hermitagehardwood.com](http://www.hermitagehardwood.com)

### SPECIALS: AFRICAN MAHOGANY 5/8, 4/4 - 12/4 6' - 7' only

For Sale	
<b>ASH</b> 4/4 FAS 50m' W1F 15/16 4/4 FAS 20m' Uns. 15/16 5/4 FAS 13m' 5/4 2 Com 6m' 6/4 2 Com 5m' 8/4 1 Com 20m'	<b>POPLAR</b> 4/4 FAS 55m' 4/4 FAS 12m' S2S 4/4 FAS 7m' 12" & Wider 4/4 1 Com 30m' 4/4 2 Com 17m' 4/4 2 Com 45m' S2S 5/4 FAS 24m' 5/4 1 Com 60m' 5/4 2 Com 45m' 6/4 FAS 68m' 6/4 1 Com 39m' 6/4 2 Com 30m'
<b>BASSWOOD</b> 4/4 FAS 20m' 4/4 2 Com 10m' 5/4 FAS 3m'	
<b>CHERRY</b> 4/4 FAS 35m' 4/4 1 Com 35m' 4/4 2 Com 45m' 4/4 3 Com 25m'	

### \*\*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  
 Custom Metric Sizes  
 38mm Low grade  
 45x90 Custom Export Grades  
 45x105 Custom Export Grades  
**Douglas Fir**  
 Custom Metric Sizes  
 38mm Low grade  
 27mm DF Lamina L-3 Btr S4S  
 34mm DF Lamina L-3 Btr S4S  
 38mm DF Lamina L-3 Btr S4S  
 45x90 Custom Export Grades  
 45x105 Custom Export Grades  
 FSC, SFI & PEFC Certifications Available.



### IDAHO FOREST GROUP

Grangeville • Chilco • LaCiede • Moyie Springs

[WWW.IDAHOFORESTGROUP.COM](http://WWW.IDAHOFORESTGROUP.COM)

Contact: Ahren Spilker  
 Export Sales Account Manager  
 Email: [aspilker@idahoforestgroup.com](mailto:aspilker@idahoforestgroup.com)  
 Tel: (208) 762-6623 • Toll Free: (877) 434-6455  
 Fax: (208) 762-6631

# Kretz Global Wood Products

[www.kretzlumber.com](http://www.kretzlumber.com) • [www.logandveneer.com](http://www.logandveneer.com)

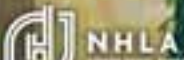


Quality North American  
 Hardwoods

Lumber

Veneer Logs

Cut-to-size  
 Dimension



ADDRESS P.O. Box 160, W11143 County Highway G, Antigo, WI USA 54409 EMAIL [kretzexport@gmail.com](mailto:kretzexport@gmail.com)

PHONE 1-800-352-1438 or 715-623-5410 INTERNATIONAL PHONE 00 + 1 + 715 + 6235410 FAX 715-627-4399 INTERNATIONAL FAX 00 + 1 + 715 + 6274399