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IMPORT/EXPORT WOOD purchasing news

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Serving Forest Products Buyers Worldwide

October/November 2012

American Hardwoods: Pioneering The New "Green" Gold Standard

By T. Jensen Lacey



Mike Snow

Singapore/Hazlehurst, Mississippi/Millersburg, Ohio—Certification for U.S. hardwoods may soon be categorically obsolete. Not only will the current certifications be obsolete, but U.S. hardwoods will be the international gold standard by which all other raw materials will be measured. These changes may well be in place by the beginning of 2013.

When the American Hardwood Export Council (AHEC) convened in late May in Singapore this year, AHEC Director Mike Snow announced some news that promises to profoundly change and advance the interests of U.S. hardwood exporters and possibly importers as well.

Through the use of independent consultants who looked closely at sustainability of U.S. hardwoods (among other considerations), their conclusive findings may likely pave the way for new, expanded and broader markets for American hardwoods. The changes are being made through the use of

several studies which have considered all phases of U.S. hardwood lumber production—and not just at one phase, but at every stage.

• **BACKGROUND.** In 2009, AHEC laid the groundwork for what may become the most phenomenal change ever in setting and maintaining standards of environmental qual-



The Seneca Creek Study revealed an ever-increasing timber base in the USA, and confirmed that there is low risk of it being illegally harvested. Now the Life Cycle Assessment, combined with the Environmental Product Declarations now available, provides to all consumers real science to prove American Hardwoods are sustainable and use of them are better for the environment than using plastic, concrete and steel.

Additional photos on pages 15 & 16

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IWF Packs Georgia Arena With Exhibitors, Attendees

Photos By Gary and Terry Miller

Atlanta, Georgia—Approximately 850 exhibitors recently filled booth space at this year's International Woodworking Machinery & Furniture Supply Fair (IWF) at the Georgia World Congress Center here. Regarded as the largest woodworking technology tradeshow in North America, IWF occurs every other year and occupies more than 365,000 net square feet of space.

IWF serves as a predominant event for introducing and selling manufacturing equipment, supplies and innovative new technology. This year the show was attended by visitors from over 80 countries and all 50 states in the U.S. These

Additional photos on pages 10, 12 & 14

Continued on page 13



Bobby Hansen, Sean Testar, Gregg Wilkinson, and Brad Jurkowski, Liberty Woods International, Carlsbad, Calif.



Karl Schmetzler, Mel Yoder and Paul Dow, Yoder Lumber Co., Inc., Millersburg, Ohio

IWPA Hosts Reception At IWF

Atlanta, Georgia—The International Wood Products Association (IWPA) was among the throngs of companies and organizations in attendance at the recent International Woodworking Machinery & Furniture Supply Fair (IWF), held here

at the Georgia World Congress Center.

The IWPA debuted the latest 2012 edition of its International Wood & Industry Buyers Guide at IWF, which this year had an increased attendance by 40 per-

Additional photos on page 14

Continued on page 13



Chris Strang, Downes & Reader Hardwood Co., Inc., Stoughton, Mass.; Annette Ferri, IWPA, Alexandria, Va.; Jim Reader, Downes & Reader Hardwood Co., Inc.; Lance Clark, IWPA; and Jay Singh, Downes & Reader Hardwood Co., Inc.



Ken Stephens, Associated Hardwoods, Inc., Granite Falls, N.C.; Christian Mengel, VM International LLC, Greensboro, N.C.; Tom Herga, Olam Wood Products, Leland, N.C.; Tom Wilson, International Specialties, Inc., Collierville, Tenn.; and Romel Bezerra, InterSomma, Pembroke Pines, Fla.

Who's Who in Import/Exports



BRIAN ADAMS

Brian Adams is **Bridgewell Resources'** Import Manager for the International Wood Products Division in Tigard, Ore. Bridgewell Resources is a global supplier of domestic and international hardwood and softwood products, serving retailers, manufacturers and other customers. With its national network of distri-

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RUS GUSTIN

Rus Gustin is a sales representative for **RAM Forest Products, Inc.** based in Shinglehouse, PA. Gustin handles sales of green and kiln dried hardwood lumber along with pallet and rail tie materials. He also handles the domestic freight for loads the company delivers. RAM Forests Products is a large sawmill

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TIM KASSIS

Tim Kassis serves as sales and export division manager for **Kretz Lumber Co.**, located in Antigo, Wis. Kretz Lumber Co. offers veneer logs and hardwood lumber, dimension and panels in Hard and Soft Maple, Basswood, Red and White Oak, Ash and Cherry. The firm produces approximately 15 million board feet annu-

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RYAN MACMASTER

Ryan MacMaster is responsible for sales and purchasing at **Argo Fine Imports (AFI)**, based in Metairie, La. Argo Fine Imports is a major independent importer of fine plywoods offering both future and spot market sales. Don MacMaster, founder of AFI has been supplying imported plywood's to distributors and

Continued on page 17

AHEC Announces Release Of ISO-Conformant Life Cycle Assessment Report On U.S. Hardwood Lumber

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

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

The American Hardwood Export Council (AHEC) is pleased to announce publication of the ISO-conformant report on the Life Cycle Assessment (LCA) of rough-sawn kiln-dried hardwood lumber. The report, which has been prepared by sustainability experts PE International after an intensive process of data collection, analysis, and review, is the first stage of AHEC's LCA project.

The report is available on AHEC's website: www.americanhardwood.org/sustainability/life-cycle-assessment/

The report contains data on the environmental profile of U.S. rough-sawn, kiln-dried hardwood lumber using a comprehensive set of environmental impacts. It covers the environmental life cycle of hardwood lumber from point of harvest in the U.S. through to delivery at the importers yard in major export markets. It provides quantitative data on Global Warming Potential, Acidification Potential, Eutrophication Potential, Photochemical Ozone Creation Potential, and Ozone Depletion Potential. It also provides a qualitative assessment of toxicity, biodiversity, land use and land use change, and water resource impacts. The report includes a sensitivity analysis to show how environmental impacts vary according to key factors such as species, lumber thickness, and transport distance and mode.

The report is an essential requirement for use of AHEC's LCA data in science-based assessments of the sustainability of U.S. hardwood lumber compared to other wood and non-

wood materials. It demonstrates the credibility and reliability of the LCA data that AHEC will be making available to manufacturers, designers and retailers through formal Environmental Product Declarations (EPDs) and AHEC's own on-line species guides and environmental profiles. It also underpins on-going collaborative work by AHEC and PE International to develop innovative computer-based systems for modeling environmental impacts of wood material choices in product design.

Independent Critical Review Panel commends AHEC's LCA project for its "excellent execution."

A key requirement for compliance to ISO standards for LCA is that all data is critically reviewed by an external panel of independent LCA experts. According to the final statement of the Panel reviewing the report:

"The study has been carried out in compliance with ISO 14040 and ISO 14044. The critical review panel found the overall quality of the methodology and its execution to be excellent for the purposes of the study. The study is reported in a comprehensive manner and includes appropriate and transparent documentation of its limitations in scope".

The statement goes on to praise the broad product coverage of the report and quality of the data:

"One of the outstanding features of the study is the broad coverage of

Continued on page 34



THE WASHINGTON SCENE

successful decades-long compliance process, and the resulting confusion will disrupt the fiber supply chain that allows our industry to operate."

For over 35 years, EPA has effectively regulated runoff from logging roads through state best management practices that are adapted to local conditions, which AF&PA and others maintain is the appropriate course of action.

The court is expected to hear arguments on the case in December and issue a final decision by June 2013.

Supreme Court Reviews Forest Roads Case

The U.S. Supreme Court recently announced it would review *NEDC v. Brown*, the Ninth Circuit ruling that logging roads are "industrial facilities" subject to the National Pollutant Discharge Elimination System (NPDES) requirements of the Clean Water Act (CWA). That decision invalidated Environmental Protection Agency (EPA) regulations that have been in place since 1976. Those rules regulate forest roads as non-point sources under a Best Management Practices (BMP) system.

According to the American Forest Resource Council (AFRC), there are two separate appeals that will be consolidated for argument, the State of

Continued on page 16

Groups to File Amicus Briefs with U.S. Supreme Court Supporting Forest Roads Petition

Groups representing a broad range of interests will file more than a dozen amicus briefs supporting arguments made by the American Forest & Paper Association (AF&PA) and other petitioners in their brief asking the U.S. Supreme Court to reverse a Ninth Circuit decision requiring industrial discharge permits for logging roads.

Among those who filed briefs are 31 state attorneys general, dozens of state and local forestry associations, and other well-respected national organizations. Collectively, the briefs affirm the need to reverse the Ninth Circuit's erroneous decision that overturned the Environmental Protection Agency's (EPA) long-standing interpretation of the Clean Water Act.

"This large number of supporting briefs highlights the significant negative consequences that would occur if the Ninth Circuit's decision stands," said AF&PA President and CEO Donna Harman. "We hope the Supreme Court sees the potential far-reaching effects their decision will have on the U.S. paper and wood products industry and its nearly 900,000 employees."

"The Ninth Circuit's ruling upends a

Biggest Lumber Profit Since '06 Led By Canada/U.S. Connection To Feed China Market Demands

(As reported in *Builder Pulse*, which reprinted *Bloomberg's* report by *Christopher Donville*)

British Columbia—West Fraser Timber Co. (WFT) and Western Forest Products, Inc. (WEF) are leading Canadian lumber producers of the biggest combined profit since 2006 as mills run at five-year highs to feed a U.S. housing rebound and near-record Chinese demand.

Lumber mills in British Columbia, Canada's leading forestry region, ran at 86 percent of production capacity in the five months through May, compared with 82 percent for all of 2011, according to the Western Wood Products Association. Lumber futures rose to a 15-month high recently on the Chicago Mercantile Exchange.

The industry is recovering from losses and mill closures during the four-year U.S. housing bust amid resurgent new-home sales and building activity south of the border. Some producers are also capitalizing on orders from China for imported Canadian lumber even as the Asian country's economy slows.

"We're extremely early on in the lum-

ber cycle and it has the potential to be a four-year run," Paul Jannke, a lumber-market analyst at Westford, Massachusetts-based Forest Economic Advisors LLC, said in a telephone interview. He estimates the industry in West Canada in 2012 will probably earn the most since before the housing decline and that next year is looking even better.

Shares of West Fraser, the largest North American maker of softwood lumber used in home construction, have advanced 34 percent this year in Toronto while Western Forest gained 31 percent. The S&P/Toronto Stock Exchange Composite Index rose 1.1 percent.

Spectacular Combination

"For lumber producers, it's really the combination of China and the U.S. that's been so spectacular," David Elstone, an analyst at Gibsons, British Columbia-based research firm ERA Forest Products Research, said in a telephone interview. ERA recommends holding West Fraser shares.

"We have market diversification that we've never seen before, with the U.S. as the biggest, China in second,

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The Politics Of Imports And U.S. Jobs

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



(www.importswork.com) details the many positive ways in which the U.S. benefits from imports – it's not just the companies importing products and

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With the Presidential elections (not to mention the entire House and a third of the Senate) mere weeks away, it is easy to get caught up in putting out yard signs, handing out bumper stickers, or arguing with your friends, family, and anyone who'll listen about who you think should win. And while that civic participation is an important part of our democratic system, I'd like to take a few moments and talk about what happens *after* the election.

I'm not going to say that the two Presidential candidates are the same – they both have views that differ widely with each other; but no matter which one of them wins in November, the wheels will keep right on turning. And more importantly for our discussion – businesses will keep right on running.

As you listen to the debates and the speeches leading up to the election, you'll hear a common element in all of them, no matter who is running for office or what the political party – jobs.

Jobs (and in a more general sense, the economy) is the issue that will dominate this election, and more importantly, the policies actually enacted after all the tickertape has been cleared away in November.

But it's fairly easy to say "jobs must be created!" as a policy; it's a lot harder to actually boost the economy and deflate unemployment. So, while both parties talk about U.S. manufacturing, they also, to different extents attack (or avoid) the issue of imports. That's why we continue to beat the drum on a jobs supporting program that actually works for U.S. manufacturing and U.S. consumers – imports. Now while it might sound counterintuitive to say that imports will help get the American economy back on track, it's the truth.

I don't even need to convince you – let the National Retail Federation, the U.S. Chamber of Commerce, and countless others do it for me. An initiative called Imports Work



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GLENTRUAN—A Vietnam-based Quality Furniture Manufacturer Specializing In American Hardwoods

By Michael Buckley



Ian Tailyour (left), one of the American management team members at Glentruan Furniture Ltd., located in Ho Chi Minh City, Vietnam, meets with Celebrity Chef Bobby Chinn. The renowned chef recently contracted with Glentruan to purchase handcrafted solid Walnut tables, using No. 2 Common 4/4 with a matte finish.



Glentruan purchases North American Black Walnut, Ash, Red and White Oak, and Hard Maple. Pictured is a piece of furniture made of American Black Walnut.



A Glentruan craftsman handworks American White Ash.



Handcrafting at Glentruan pairs modern machinery and advanced adhesives with time-tested traditional woodworking techniques.



In inventory: 4/4 No. 2 Common White Ash



Pictured is American hardwood material stocked at Glentruan.

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Ho Chi Minh City, Vietnam—Glentruan Furniture Ltd. specializes in custom manufacturing of fine furniture, accessories and decorations. Headquartered here, the company is a 100% foreign-owned factory - led by British and American businessmen, and thought to be staffed by some of the finest craftsmen and craftswomen working in Vietnam today. Its philosophy is based on the belief that there are four elements that add up to customer satisfaction: quality, consistency, on-time delivery, and competitive pricing. No surprise there, but it is hard to believe that such quality furniture is mass produced in this highly competitive country.

Established in 1999, as many foreign investors arrived to set up mass production furniture in Vietnam, Glentruan has positioned itself with a reputation for "very well made" furniture, most of which is produced for quality buyers. The emphasis is on solid wood, made in high value species with American hardwood as the main material. The company focuses on Black Walnut, Ash, White Oak, Hard Maple and some Red Oak.

"We have recently made a range of children's school furniture for the high end market of Japan using American White Ash," said Ian Tailyour one of the American management team - of Scottish descent. "We have found that the Japanese market appreciates U.S. Hardwoods; especially White Oak, Walnut, and Ash. Our products are also featured in some of the finest hotels, resorts and restaurants around the world. We use a lot of solid American Black Walnut for hotels, restaurants and resorts which have included the famous Raffles Hotel in Singapore and Bryant Park in New York City."

Tailyour confirms that, in the 13 years since its establishment, Glentruan has custom made furniture for clients almost all over the world. Recently the company made solid Walnut tables for TV celebrity chef Bobby Chinn using No. 2 Common 4/4 Walnut with a matte finish.

Another exciting furniture range is Glentruan's solid 'Wood Stool' crafted from solid American White Oak from

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TREAT HARDWOOD LUMBER Strives to Provide the Best Appalachian Hardwoods

By Gary Miller



Treat Hardwood Lumber Co. owners Stacey Treat and Douglas Morris



Treat Hardwood Lumber's green Poplar lumber on its way to the stacker.



A load of Poplar is being loaded into a shipping container.

Wilkesboro, N.C.—Treat Hardwood Lumber Co. (THL), located here, offers Appalachian hardwood lumber in a variety of species such as Poplar, Red and White Oak, Hickory, Hard and Soft Maple and Walnut. The company is global since their lumber sales extend to customers located throughout North America, China, Vietnam, United Kingdom, Malaysia, Indonesia, Taiwan, Singapore, Italy and Germany.

"We process about one million board feet per month of Appalachian hardwood lumber at this facility," Stacey Treat, one of the owners of the company that handles a lot of the export sales for his company, said. Situated on about 12 acres, facilities include an office building, a green stacker line, a stick shed, two storage sheds and approximately 300,000 board feet per charge of dry kiln capacity and a boiler room.

"At our yard here in Wilkesboro, N.C.,



Rolling stock at the yard in Wilkesboro, N.C. includes four forklifts, three of which are manufactured by Hyster, Danville, Ill., and the other forklift was bought from Taylor Machine Works, located in Louisville, Miss.



Treat's Yard Supervisor Tommy Gilford unloads lumber from the kiln.

Continued on page 19



Situated on about 12 acres, facilities include an office building, a green stacker line (shown here), a stick shed, two storage sheds and approximately 300,000 board feet per charge of dry kiln capacity and a boiler room.



5/4 Poplar lumber in Treat's cooling shed.

At their yard in Wilkesboro, N.C., Treat inventories 1.5 million board feet (5/4 FAS shown here) in dry storage sheds that are covered on three sides to protect their kiln dried lumber from the weather and other elements.



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MIDWEST WALNUT—The Walnut Solution For Appearance Grade Applications

By Terry Miller



Left to Right: Juan Gonzalez, Diane Johnston and Larry Mether in front of Midwest Walnut's inventory in Fontana, California at Golden State Reload.



Vice President of Purchasing and Product Development Shane Cook with different grades and thicknesses of Walnut lumber that is packaged and prepared for shipment.



Midwest Walnut is equipped with high-grade Brewco horizontal resaws at its facilities in Willow Springs, Mo. and Council Bluffs, Iowa.



Midwest Walnut inventories 8/4, 10-foot flitches for their overseas customers.



Midwest Walnut offers dimension squares that are ready to use and they also have the ability to mould, joint and/or plane them.

Council Bluffs, Iowa—Operating two sawmill facilities, one which is located here and another in Willow Springs, Mo., Midwest Walnut continues to forge ahead with steady moderate growth in the global market for their Walnut lumber, furniture squares, dimension, high-end gun blanks, cants, veneer and saw logs.

Midwest Walnut has been exporting their products since the late 1960's and was among the first U.S. hardwood lumber suppliers to obtain an export license for Walnut. The company has over 50 years of experience exporting.

Despite the slow yet recovering economy, Midwest

Walnut continues to make capital improvements in their operations and product offerings.

The company recently expanded their boiler capacity by installing a 400 horsepower gas-fired wood boiler at its Willow Springs operation. "We completely upgraded our wood fired boilers with electronics," President and Owner Jim Plowman explained. "Wellons, Inc. came in and upgraded our entire system.

"We have a 550 horsepower wood waste boiler and we installed the 400 horsepower boiler. We achieved two things—expansion and a backup if one goes down," he continued. "The electronic updates were imperative to making the boilers operate as efficiently as possible."

Midwest Walnut also built two new

Continued on page 22



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A grader for Midwest Walnut grades Walnut lumber.

Along with their Walnut veneer logs, Midwest Walnut also offers cants and White Oak veneer logs.



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LAWRENCE LUMBER CO. INC. Provides Individual Quality— “Piece-by-Piece”

By Gary Miller



Lawrence Lumber Co., Inc. is a 27-acre hardwood concentration yard located in Maiden, N.C.



Steve Staryak is LLC's export sales manager.



Kim Beam serves as the firm's office manager.



Tito Gori and his daughter Maura (not pictured) founded LLC in 1993.



Steve Leonard is the purchasing manager for LLC.



The Cross Flow Pre-Dryer that LLC purchased from SII Dry Kilns, saves a large amount of energy.

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Council Bluffs, IA
 Larry Mether: Larrym@midwestwalnut.com
 Bob Moody: Bobm@midwestwalnut.com
 Ph: 712-325-9191; Fax: 712-325-0156

Willow Springs, MO
 Shane Cook: shanec@midwestwalnut.com
 Ph: 417-469-0640
 Fax: 417-469-0081

www.midwestwalnut.com

Maiden, N.C.—Lawrence Lumber Co., Inc. (LLC), located here, is a hardwood concentration yard situated on 28 acres. The firm specializes in selling kiln-dried 4/4 through 8/4 Red and White Oak, 4/4 through 8/4 White Ash and 4/4 through 12/4 Poplar. The grades of lumber offered by the operation are No. 2 Common and Better.

About 50 percent of LLC's hardwood lumber is marketed domestically in the U.S. and the other 50 percent is sold abroad. Tito indicated his firm's hardwood lumber sales abroad are expected to increase. "We are beginning to ship our lumber to hardwood concentration yards in different countries," he explained. "We are also targeting large woodworking factories abroad."

Founded in 1993 by Tito Gori and his daughter Maura, LLC is presently located in Maiden, N.C., near Highway 321 and Interstate 40, which is in a prime location for serving customers globally. A graduate of the National Hardwood Lumber Association's Inspector Training School, Maura originally opened Lawrence Lumber in Erie, Pa., buying and selling lumber and logs for Azienda Legnami (A.L.A.), her father's company in Italy. "Maura is very well known in the lumber business because she traveled extensively visiting suppliers when we first established our company," Owner Tito Gori explained.

A.L.A. has three lumberyards located in Arezzo, Pesaro and Rome, Italy. These three yards have a total capacity of 80,000 square meters including 40,000 square meters of covered buildings, in addition to dry kilns and millwork services. A.L.A. handles hardwood and softwood lumber, plywood and semi-processed products from around the world.

LLC has a dry kiln capacity of 800,000 board feet per charge counting their new pre-dryer/dry kiln and five dry kilns. They also have two fan sheds totaling 500,000 board feet capacity.

"SII Dry Kilns is one of the best dry-kiln manufacturers in the world," Tito Gori said. "Paula Turlington and Dan Mathews have my highest compli-

Continued on page 23

OHIO VALLEY VENEER Offers Complete Package

By Paul Miller Jr.



Edward and Carol Robbins are the owners/operators of Ohio Valley Veneer, Inc., which was established in 1990.



Ohio Valley Veneer expanded again with the purchase of the Crownover mill located in Peebles, Ohio in 2010. This mill operates with two Innovec Stero Scanners, 2-8' band head rigs, and a Cleereman 42 LP carriage for the production of 15 million feet annually.



William 'Bill' Robbins is the founder of Robbins Lumber Company.



The firm now offers Walnut boules, which are primarily marketed in Europe.



Ohio Valley's corporate office is located in Piketon, Ohio.

Piketon, Ohio—Ohio Valley Veneer (OVV), based here, specializes in the timbering and cutting of hardwoods. Currently, the company's timberlands consist primarily of Appalachian hardwoods. Managed and overseen by Ohio Valley Realty Company, OVV currently owns over 2,000 acres of land in the Ohio, Kentucky, West Virginia and Virginia regions with additional acres that they are also contract timbering.

Located just 30 miles North of the Ohio River, OVV offers 4/4 through 16/4 Walnut, Red and White Oak, Hard and Soft Maple, Poplar, Hickory and Ash in up to 16-foot lengths. The operation cuts approximately 20 million board feet of Appalachian hardwood annually.

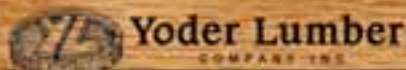
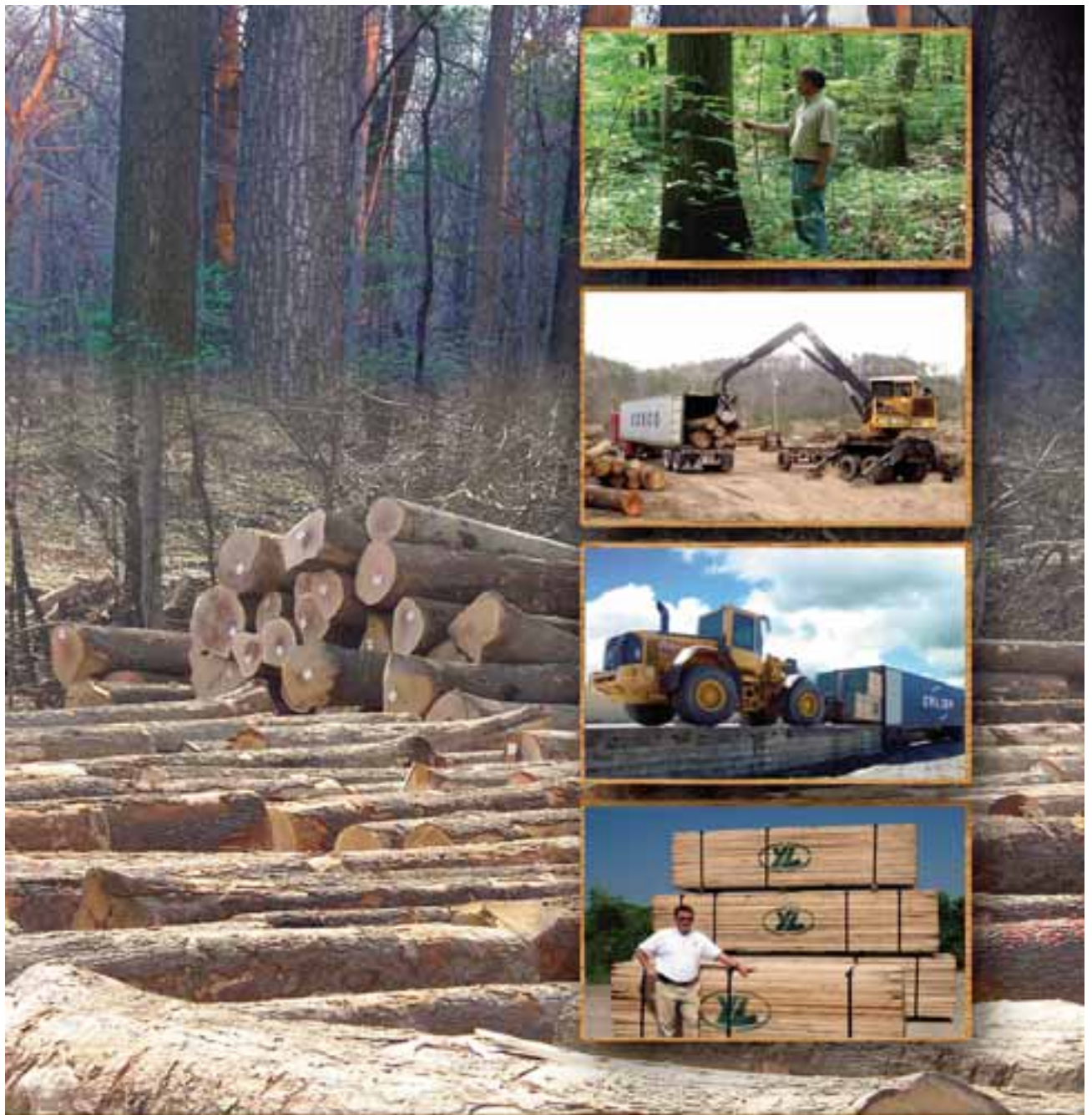
Ohio Valley Veneer also started a new operation in countries around the world and will be doing these activities under its international corporation. Ohio Valley International, LLC (OVI) was created for the pursuit and execution of international business. Over the past several years, many opportunities have opened up for OVI abroad and they have had the ability to move forward with work in Europe, Asia and Africa.

Continued on page 25



Poplar lumber being sawn at OVV's Peebles mill.

A Walnut log being sawn at Ohio Valley Veneer.



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Fax 001-330-893-3031
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Rolling Ridge Woods, LTD

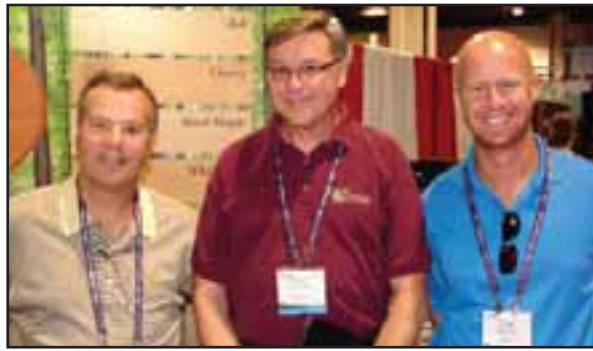
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IWF PHOTOS - Continued from page 1



Nick Bohlke, Deanna Fasnacht and Mark Soupen, M. Böhlke Veneer Corp., Fairfield, Ohio



Terry Miller, Import/Export Wood Purchasing News, Memphis, Tenn.; Randy Flament, Emporium Hardwoods Inc., Emporium, Pa.; and Jesse LaSon, Rossi Group, Cromwell, Conn.



Michael Walz, Don Shultz, Janet Craig, and Richard Walz, WalzCraft Industries, La Crosse, Wis.



Paul Newton, Tim Girardi, Mike Gaines, and Keith Finewood, Northland Corp., LaGrange, Ky.; and Rod Renwick, Northland Corp., Montreal, Que.



Gerry Vanveenendaal, Midwest Hardwood Corp., Maple Grove, Minn.; Al Harrison, Intermountain Wood Products, Salt Lake City, Utah; and Joyce Conkin-Wilson and Chris Haugen, Midwest Hardwood Corp.



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



Chris Strang, Downes & Reader Hardwood Co. Inc., Stoughton, Mass.; Dave Blain and Jeff Leonard, Leonard Lumber Co., Durham, Conn.; Jim Reader, Downes & Reader Hardwood Co. Inc.; Jim Howard, Atlanta Hardwood Corp., Mableton, Ga.; and Crystal Oldham, Hardwood Forest Foundation, Memphis, Tenn.



Chad Lange, Lange Customs, Knoxville, Tenn.; Dan Terbovich and Peter Terbovich, Horizon Wood Products Inc., Ridgway, Pa.



Monica Davidson and Gurhan Hudson, Shelter Forest International, Portland, Ore.; Rod Loe, Shelter Forest International, Xuzhou, China; Ryan Loe and Michael Stringfellow, Shelter Forest International, Portland, Ore.; and Melissa Richardson, Shelter Forest International, Las Vegas, Nev.



Pat Lynch and Grady Mulbery, Roseburg Forest Products, Roseburg, Ore.; Tony Butler, Roseburg Forest Products, Simsboro, La.; and Michael Gerber, Roseburg Forest Products, Atlanta, Ga.



Eric Lacey, Brian Rivers and Richard Wilson, Middle Tennessee Lumber Co. Inc., Burns, Tenn.



Jack Matson, eLIMBS LLC, Belpre, Ohio; Linwood Truitt, Beasley Forest Products Inc., Hazlehurst, Ga.; Karen Alford, eLIMBS LLC; Eric Burchett, Huntersville Hardwoods, Huntersville, N.C.; and Dan Caldwell, Atlanta Hardwood Corp., Mableton, Ga.



Mark Herskind, Baillie Lumber Co., Hamburg, N.Y.; Mark Vollinger, W.M. Cramer Lumber Co., Hickory, N.C.; and Richard Peters, Banks Hardwoods Inc., White Pigeon, Mich.



Norm and Kristina Murray, and Tom Johel, U•C Coatings Corp., Buffalo, N.Y.



Dan Caldwell, Atlanta Hardwood Corp., Mableton, Ga.; Patrick Altham, AHC Export Lumber, Huntersville, N.C.; Michelle Ye, AHC Export Lumber, Foshan, China; and Desmond Zhao, AHC Export Lumber, Beijing, China



Brian Shepley, Richmond International Forest Products, Richmond, Va.; Hal Mitchell, Atlanta Hardwood Corp., Atlanta, Ga.; Tom Hibdon, AHC Craig Imports, Huntersville, N.C.; and Nace Austin, Hardwoods Inc. of Atlanta, Mableton, Ga.



Fred and Teresa Teague, and Colleen and Greg Hubble, Prime Lumber Co., Thomasville, N.C.



Billy and Bob Thompson, Thompson Forest Products International, Greensboro, N.C.

Additional photos on page 12

Hancock Eastern White Pine

GROWN IN MAINE. MANUFACTURED IN MAINE.



Photography by Trent Bell



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.

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MANUFACTURING EASTERN WHITE PINE SINCE 1848

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IWF PHOTOS - Continued from page 10



Bob McCabe, Bingaman & Son Lumber Inc., Kreamer, Pa.; Elizabeth DiFiore, Thruway Hardwood and Plywood Corp./Syracuse Forest Products, Buffalo, N.Y.; Brad Bingaman, Bingaman & Son Lumber Inc.; John DiFiore, Thruway Hardwood and Plywood Corp./Syracuse Forest Products; and Chris Bingaman, Bingaman & Son Lumber Inc.



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



Lisa and Bill Graban, Prime Lumber Co., Thomasville, N.C.



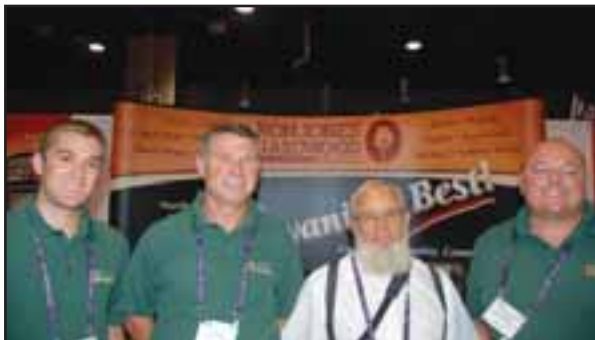
Greg Hubble, Prime Lumber Co., Thomasville, N.C.; Lenny Shibley, Inter-Continental Hardwoods, Currie, N.C.; and Fred Teague, Prime Lumber Co.



Wade Mosby, The Collins Cos., Portland, Ore.; Kevin Slabaugh, McKillican, Austin, Texas; Paul Eastman, The Collins Cos., Kane, Pa.; and Mike Shuey, The Collins Cos., Portland, Ore.



Cami Waner, The Collins Cos., Portland, Ore.; and Stephani Bisignano, The Collins Cos., Scottsdale, Ariz.



Brett Smith and Steve Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.; Atlee Kaufman, 77 Coach Supply Ltd., Millersburg, Ohio; and Trevor Vaughan, Ron Jones Hardwood Sales, Inc.



Gary Miller, Import/Export Wood Purchasing News, Memphis, Tenn.; Linda Jovanovich, Hardwood Manufacturers Assoc., Pittsburgh, Pa.; and Steve Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.



Greg Ritchie, Banks Hardwoods Inc., White Pigeon, Mich.; and Alexander Flatischler and Vladimir Kucera, Frischeis, Stockerau, Austria



Kevin Kahila, Banks Hardwoods Inc., White Pigeon, Mich.; Barry Bennett and Greg Grimes, Hartselle Plywood & Lumber, Hartselle, Ala.; and Spencer Lutz, Banks Hardwoods, Inc.



Luis Ramirez, Inversiones LeI Libano, Villanueva, Guatemala; Ruben Gonzalez, Banks Hardwoods, Inc., White Pigeon, Mich.; and Boris Moran, Deposito Sinal, San Marcos, Guatemala



Kevin Kahila, Spencer Lutz, and Mike Middleton, Banks Hardwoods, Inc., White Pigeon, Mich.



Geoff Hillenmeyer and Richard Wilson, Middle Tennessee Lumber Co., Inc., Burns, Tenn.



Jim Higgins and Dave Sondel, UoC Coatings Corp., Buffalo, N.Y.; Alfred Mayo, Parton Lumber Co., Rutherfordton, N.C.; and Norm Murray, Pam Przybylski-Ladue, and Tom Johel, UoC Coatings Corp.



John Biedermann, and Scot Whittington, Hardwoods Inc., Mableton, Ga.; Jim Howard, Atlanta Hardwood Corp., Mableton, Ga.



Dwight Kratzer, Walnut Creek Planing, Millersburg, Ohio; and Alfred Mayo and Norman Atchley, Parton Lumber Co., Rutherfordton, N.C.



Bo Hammond, Northwest Hardwoods, Inc., Mount Sidney, Va.; Randy Brown, Northwest Hardwoods, Inc., Erie, Pa.; and Scott Linton, Northwest Hardwoods, Inc., Kansas City, Mo.



Tony Triolo, Inter-Continental Hardwoods, Currie, N.C.; Thomas Owens, Northwest Hardwoods, Inc., Little Rock, Ark.; Bonnie Camarena, Northwest Hardwoods, Inc., Valencia, Calif.; and Fred Coffrin, Inter-Continental Hardwoods

Additional photos on page 14

IWF -
Continued from page 1

attendees are connected to the wood products industry on various levels, and early registration figures topped those posted in 2010 by 40 percent. IWF show officials stated that the increased attendance and interest in the event can be attributed to demand for new machinery, supplies and services that the show exhibitors offer. In addition to the large volume of exhibitors, attendees were offered more than three dozen educational courses at IWF, from basics in wood finishing and production to marketing strategies, business management and best practices in lean manufacturing. Also, educational seminars were available in business management, manufacturing, furniture, marketing, sales and wood. Expanded versions of the educational seminars were also available in IWF's five symposiums, and The Cabinet Makers Association offered certification sessions at the IWF. In addition to education, the 2012 Challenger Awards were presented to winners from a field of 50 competing companies. The Challenger Award rewards companies for entering for competition their most innovative product developments. For post-show information about IWF, visit its website at www.iwfatlanta.com.

IWPA -
Continued from page 1

cent over the 2010 show. IWPA staff members also met with its members in their respective exhibition booths during IWF. Additionally, IWPA hosted a reception, which was attended by more than 120 of its members and their guests. The reception was sponsored by Pollmeier. The IWPA's mission is: Advancing international trade in wood products through education and leadership in business, environmental and public affairs. Established in 1956, IWPA is the leading international trade association for the North American imported wood products industry, representing 220 companies and trade organizations engaged in the import of hardwoods and softwoods from sustainably managed forests in more than 30 nations across the globe. 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. IWPA serves the needs of the entire industry by developing programs and providing services that will increase public acceptance and greater use of imported wood products in the U.S. marketplace. IWPA's registered lobbyists and volunteer leaders meet frequently with members of the House and Senate and regulatory officials to make sure they are aware of industry's top priority issues and concerns. Various industry sectors of the Association meet regularly to discuss the latest trade issues impacting their sector, develop product standards or other common areas of interest.

If you have questions regarding IWPA membership, please call (703) 820-6696, fax (703) 820-8550, or info@iwpaewood.org.

AMERICAN HARDWOODS -
Continued from page 1

ifications for U.S. hardwoods. AHEC commissioned a third-party objective evaluation of the state of the U.S. hardwood inventory, as well as assessing the risk of illegally harvested U.S. hardwood entering the marketplace. Known as the Seneca Creek Study, the report concludes that there can be high confidence regarding adherence to national and state laws in the hardwood sector and that stolen timber is likely to represent less than 1 percent of total U.S. hardwood production. The authors of Seneca Creek Study also have shown that U.S. hardwood can be considered Low Risk in all five "risk categories" of the FSC controlled wood standard. In other words, in addition to low risk of illegal logging, it is very unlikely that

any American hardwood is derived from forests where human rights or high conservation values are threatened by management activities, or from forests being converted to plantations or non-forest use, or from genetically modified trees. Known as the Seneca Creek Study, the specific findings of the study are that the hardwood inventory standing of timber is growing at an even greater rate (in advance of removals) than previously indicated by the U.S. Department of Agriculture. Shortly after this, AHEC commissioned another study through a different third-party independent organization with EU and UN credentials. PE International, a renowned sustainability authority, is based in Germany but has offices virtually the world over. They were commissioned to do a two-part study, focusing on U.S. hardwood production from "seedling to gate." The first part of the study involved an in-depth look at the life cycle of U.S. hardwoods in order to come up with an environmentally-credentialed life cycle assessment, or LCA. Following completion of the LCA, PE

International conducted a Life Cycle Inventory, or LCI, in which they compiled the complete range of all U.S. hardwood lumber products from what they referred to as "point of extraction" to the point of delivery in the importers' yard. Using this data, PE International then conducted a Life Cycle Impact Analysis. This study employed special software known as Gabi 4, which took in data such as the processes used to harvest, saw, kiln-dry and transport the lumber. The software also analyzed outputs of product, emissions and waste—so it didn't just consider what was created, but also what was put out into the environment. From all this data, PE International charted the Global Warming Potential, or GWP, of 19 different species of U.S. hardwoods and included data such as forestry management practices, sawmilling, transportation from the processing site, and carbon uptake. They found: "irrespective of species, carbon storage in product is more than sufficient to offset the GWP of all emissions....during forestry,"

Continued on page 15



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Curt Wolfhope, Lewis Lumber Products, Inc., Picture Rocks, Pa.; and Paul Eastman, The Collins Cos., Kane, Pa.



Steve Arnold and Jason Boman, Missouri Walnut LLC, Neosho, Mo.



Bill Buchanan, Doug Fikes, and Mike Owens, Buchanan Hardwood Flooring, Aliceville, Ala.



Jeremy Rentschler and Roy Rentschler, Indiana Dimension, Inc., Logansport, Ind.



Jeremy Rentschler, Indiana Dimension, Inc., Logansport, Ind.; Michael Ruhlin, Mike's Woodworking & Renovation LLC, Maumee, Ohio; Richard Peters, Banks Hardwoods, Inc., White Pigeon, Mich.; and Roy Rentschler, Indiana Dimension, Inc.



Dave Warne, guest, Mooresville, N.C.; and Peter Casey, Lewis Lumber Products, Inc., Picture Rock, Pa.



Tim DiGuardi, Conestoga Wood Specialties Corp., East Earl, Pa.; and Mike Mamrak, Lewis Lumber Products, Inc., Picture Rock, Pa.

IWPA PHOTOS - Continued from page 1



Gregg Wilkinson, Liberty Woods International, Carlsbad, Calif.; Lenny Shibley, Inter-Continental Hardwoods, Currie, N.C.; and Sean Testar, Liberty Woods International



Jim McGuffin, Shamrock Building Materials, Inc., Portland, Ore.; Sergei Kotov, SGK Nordic, Riga, Latvia; Monica Davidson, Shelter Forest International, Xuzhou, China; and Rod Loe, Shelter Forest International, Portland, Ore.



Boris Dzhunusov, Woodbridge International, Russian Federation, Moscow, Russia; Olga Tikhonova, Murom Plywood Mill, Russia; Georgy Krapivin, Woodbridge International, Russian Federation; and Gary Miller, Import/Export Wood Purchasing News, Memphis, Tenn.



Nick Böhlke, M. Böhlke Veneer Corp., Fairfield, Ohio; Brent McClendon, International Wood Products Assoc., Alexandria, Va.; Lukas Schmid, M. Bohlke Veneer Corp.; and Jim Picha, Samling USA, Mount Pleasant, S.C.



Zack Overstreet, Bobby Slaton, Ken Roscoe, and Albert Halthcock, Patrick Industries, Inc., Elkhart, Ind.



Scott Hilmen, Liberty Woods International, Carlsbad, Calif.; Lance Clark, International Wood Products Assoc., Alexandria, Va.; Matt Bunner, Robert Weed Plywood Corp., Bristol, Ind.; and Ashley Amidon, International Wood Products Assoc.



Annette Ferri, International Wood Products Association, Alexandria, Va.; Omar Linares and Joel Linares, Beacon Hardwoods, Miami, Fla.; and Richard Hering, Brookside Veneers Ltd., Cranbury, N.J.



Juhana Haikala, Plywood & Door Manufacturing Corp., Union, N.J.; Norman Roberts, Roberts Plywood Co., Deer Park, N.Y.; and Heath Saunders and Jerry Leonard, AkzoNobel, High Point, N.C.



Phil Leupold and Eric Anderson, Weyerhaeuser Corp., Federal Way, Wash.



Ken Stephens, Associated Hardwoods, Inc., Granite Falls, N.C.; Robert Wilhite and Doug Martin, Pollmeier, Inc., Portland, Ore.; Norm Murray, U-C Coatings Corp., Buffalo, N.Y.; and Tim Wooley, Pollmeier Inc.



Mark Barford, National Hardwood Lumber Association, Memphis, Tenn.; Herb Jenkins, Gibson Guitar, Nashville, Tenn.; Rick Ekstein, Weston Forest Products, Mississauga, Ont.; Michael Shapiro, Weston Premium Woods, Brampton, Ont.; and Steve Rhone, Weston Forest Products



Dan Wilson, Dongwha USA, Portland, Ore.; Craig Smith, Ike Trading Co., Atlanta, Ga.; Brian MacDonald, Ike Trading Co., Boston, Mass.; and David Weed, Robert Weed Plywood Corp., Bristol, Ind.

AMERICAN HARDWOODS -

Continued from page 13

sawmilling, kiln drying and all stages of transport to deliver 1-inch lumber to the European market." This study also proves that local materials are not necessarily more environmentally friendly.

• **TECHNOLOGY FOR MANUFACTURERS.** PE International has also developed what they call an "i-Report" tool for U.S. hardwood lumber, to make this information available to lumber manufacturers. With the i-Report tool, users can input their own data (including hardwood species, energy used to treat the hardwood, mode and distance of transport), and from this information, can see the environmental impact expected as a result.

• **IMPLICATIONS.** In an interview, AHEC Director Mike Snow went into more detail on this latest "green" news and what it means not only to U.S. lumber manufacturers, but for the global market. "Through its partnership with PE International," he said, "AHEC will be producing the first 'generic' EPDs for American hardwood Lumber and veneer."

He explained that EPD stands for "Environmental Product Declaration," according to the International Standards Organization, based in Geneva, Switzerland.

Snow went on to explain the ramifications for U.S. hardwood lumber manufacturers. "AHEC has arranged for AHEC members to use PE's patented 'i-Report' software to produce their own specific EPDs based on their own kiln efficiency, power efficiency and other considerations. This will provide incentives for companies to look for ways to become more efficient for competitive reasons, which is of course the whole point of doing this in the first place. Not only is it important to see how wood compares to other materials, but LCA pinpoints 'hot spots' where environmental performance can be improved."

He went on to add, "There is pending legislation in many parts of the world, beginning with Europe, that will require EPDs for all building products by 2015 and for all consumer products shortly thereafter. Many companies, including some automakers, are already using EPDs. The main benefit for U.S. hardwood exporters (especially AHEC members) is that they will be able to provide wood delivered to overseas manufacturers with an ISO-compliant EPD. The manufacturers then only need to add the EPDs for their own additional processing (machining, finishing, etc.). Our competitors cannot yet provide that information, and even when they can in the future, the advantages of our sustainable forestry and efficient industry taken together will give U.S. suppliers an advantage. The other immediate advantage will be an increased use of wood in 'green' building systems, which are almost all based on LCA (except, of course, LEED in the U.S., but that is changing.)"

• **TIMELINE.** Snow said that by this November these new Hardwood credentials should be a reality. The implications for all U.S. hardwood exporters is that those who are not in a position to have access to certified raw materials will soon have the same standard of verifiable sustainability as

those companies already now certified. Also, for those hardwood businesses for which obtaining and maintaining individual certification has been cost-prohibitive, the new environmental credentials will do away with all that.

• **REACTIONS AMONG MANUFACTURERS.** Paul Dow with Rolling Ridge Woods, Ltd. in Millersburg, Ohio, offered his comments about this latest news.



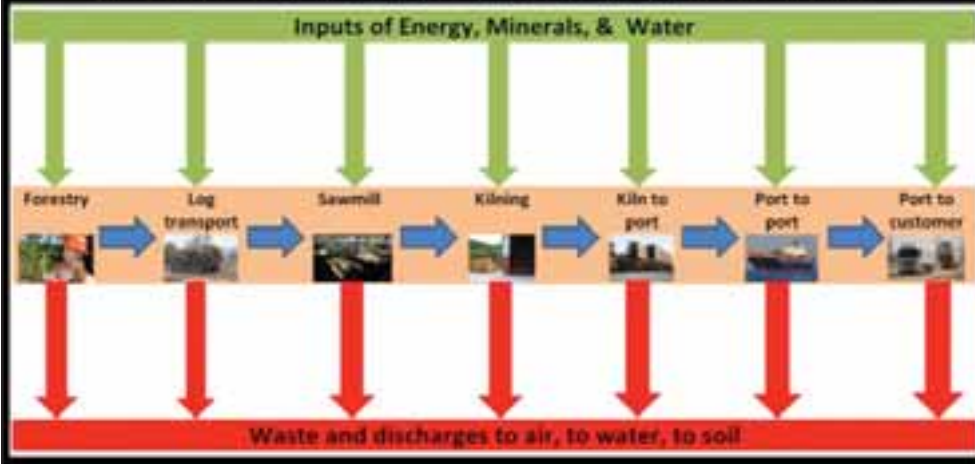
Paul Dow

"Through dedication and perseverance," he said, "AHEC has been successful in telling the science-based story of North American hardwoods. The fact-based, third-

party studies have proven the sustainability of our hardwood forests. With EPDs now being possible through the work of AHEC, U.S. lumber manufacturers will have a substantial advantage in the global marketplace wherever verification of sus-

Compiling Life Cycle Inventory data

- Identify and describe unit processes, gather data on wood flow, energy/material inputs & outputs of product, waste and emissions
- Data sources include questionnaires returned by AHEC Members, existing LCA studies (e.g. CORRIM), USDA Kilning Manual, existing data from public and PE databases



tainability of the timber resources and the carbon footprint are a concern." Dow concluded by saying, "I hope that this is just the beginning of an understanding that American hardwood

lumber and products manufactured using them have a positive impact on our environment."

Eugene A. Walters, Certified Forester

Continued on page 16

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AMERICAN HARDWOODS -

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and the General Manager of Rolling Ridge Woods Ltd., had this to say about this latest news. "As a professional forester, I am delighted that AHEC has advanced the issue of the sustainability of American hardwoods to the global marketplace. The hardwood forest community and hardwood industry in the USA have long been misunderstood with regards to the management of our hardwood resources. Not only do our hardwood forests provide a sustainable raw material for many beautiful and useful products, but they also enhance our lives by providing a clean atmosphere, clean water, and habitats for a variety of wildlife species." He added, "The hardwood



Eugene A. Walters

forest community has advanced the 'green agenda' for years with little recognition and it is indeed overdue that the message of our stewardship of this vital resource is promoted."

In Utica, Miss., from the corporate headquarters of Kitchen Brothers Manufacturing Co., Sales Manager John Clark had this reaction to the new certification of U.S. hardwoods. "The 'green' movement has threatened our access to markets around the world as well as in the USA and there have been many laws enacted around the world in response to the 'green' movement. For example, in many cases the different 'green' building codes that were enacted by law dictate the use of non-hardwood materials because they award points for those materials and do not award points for hardwood use. The truth is, there is only a small percentage of hardwood timber lots that



John Clark

can economically certify under the Forest Stewardship Council (FSC) scheme (the only one recognized by LEED). Taxpayers spend hundreds of millions of dollars each year to operate the U.S. Forest Service. Its purpose is to manage our Federal timberlands as well as to maintain a complete inventory of both public and private timber lands. The Seneca Creek Study revealed an ever-increasing timber base in the USA, and confirmed that there is low risk of it being illegally harvested. Now the Life Cycle Assessment is complete and, combined with the Environmental Product Declarations that are now available, provides to all consumers real science to prove American hardwoods are sustainable and use of them are better for the environment than using plastic (from petroleum), as well as concrete and steel. This now negates the need to have a third party certify anything so we will now see if the 'green' movement is about the environment or if it is about the money that can be siphoned from our industry."

History may prove that AHEC's long term effort to clarify environmental

credentials of U.S. hardwoods will be as significant as the establishment of the NHLA grading standards of 1898—maybe more. Based on where this trend is going, they are setting themselves up to be the pioneer in the industry, raising the bar to create a new "green" gold standard.

(About the author of this article: T. Jensen Lacey's work has appeared in many publications, including *Vanderbilt*, *Good Housekeeping* and *Southern Living*. Lacey's current specialties are history, technical and travel writing. She has more than 12 books and novels to her credit; this is her 800th article. She may be contacted at TJensenLacey@yahoo.com; her website is www.tjensenlacey.com.)

WASHINGTON SCENE -

Continued from page 2

Oregon's (Decker v. Northwest Environmental Defense Fund) and industry's (Georgia-Pacific West v. NEDC). The questions the Supreme Court has asked the appellants to address in their briefing focus on whether runoff from logging roads should be regulated as industrial storm water and whether the Ninth Circuit should have deferred to EPA.

Oral argument is likely to be scheduled in late November or early December. The Court's ruling is likely to be announced in the spring of 2013.

Forestry Provisions for Farm Bill

The House Agriculture Committee completed its work on legislation reauthorizing the Farm Bill, which includes several important forestry provisions that apply to federal lands. The markup contained several forest related amendments, including a successful amendment from Representative Kristi Noem (R-SD) that would allow the Forest Service to categorically exclude forest health treatments on lands identified as "critical areas" for projects up to 10,000 acres. The underlying legislation originally limited that categorical exclusion to 1,000 acres. Other significant provisions in the bill include:


- Stewardship contracting, which is due to expire in 2013, would be extended to 2017.
- Expansion of the Good Neighbor Authority, which is currently a pilot in Colorado, will expand to include all National Forest System lands. This would allow for the Forest Service to contract with states to do hazardous fuels reduction and other projects on the National Forests.
- Authorizes expedited treatments for "critical areas" designated as suffering from "insect infestation, drought, disease, or storm damage," or at "future risk of insect infestations or disease outbreaks." The Noem amendment brought this authority to 10,000 acres.
- Authorizes the Forest Service to hire back retirees to "provide technical services for conservation-related programs and authorities on National Forest System lands."

Officials indicated Schrader's Farm Bill amendment attempt was a sign of growing frustration with the House


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WASHINGTON SCENE -

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Natural Resources Committee, which to date has not taken any action on the legislation.

WHO'S WHO - Adams

Continued from page 2

bution yards, reloads, and mill direct offerings, they can assure prompt delivery at competitive prices. Their sales team provides a full range of services. For international buyers, they have skilled traders versed in several international languages and experience in all world markets.

Adams is responsible for sourcing material, coordinating with international offices and handling selected accounts. "Our objective is to exceed customer expectations so we focus on the customers' needs tailoring a program specific for each account," Adams said.

Bridgewell's main international office is located in Shanghai, China, allowing greater opportunities in importing and exporting. "It is an advantage to have this structure – an office overseas – which allows us to deliver on our promises of prompt turns on quotes, real time inspections and accurate market information," Adams noted. "We have local roots, but a global reach. Our responsiveness and attention to our customers reflect that."

Adams is a graduate of Oregon State University's Wood Science and Engineering program and has worked in the forest products industry for more than 20 years. Adams has worked his way from production to sales to management.

Adams called Newnan, Georgia home until 14 months ago when he was recruited to join the Bridgewell team. The International Wood Products Association and Forest Product Association member is a hunting, fishing and golf enthusiast – taking full advantage of the Oregon recreation opportunities. He has settled back in Oregon with his wife, Trisha, and daughters Caitlin, 13, Bailey, 10, and Arlene, 8.

Bridgewell offers port-to-port service, an in-house logistics and compliance team that handles international documentation, customs compliance and personalized service with one point of contact. It is an operating company of Atlas Holdings LLC, a Connecticut-based company that owns and operates businesses in a number of industrial sectors. More information about products and services can be found at www.BridgewellResources.com.

WHO'S WHO - Gustin

Continued from page 2

operation with one million board feet of dry kilns. The firm has an annual production of approximately 25 million board feet of hardwood lumber. Species produced include, Ash, Cherry, Hard and Soft Maple, and Red and White Oak.

Services include export preparation and packaging and container loading. FSC certified products are available.

Gustin has been employed by RAM Forest Products for 29 years and in his current position for the past 22 years. He began his career at an Ethan Allen plant in Eldred, PA. He also worked as a maintenance mechanic for Tree Sweet Orange Juice Co. based in Fort Pierce, Fl. Next, Gustin worked at Joslyn Manufacturing Co., a manufacturer of electrical insulators based in Lima, N.Y., as he finished acquiring his degree from Elim Bible Institute, also located in Lima.

Gustin began his career with RAM Forest Products as a lumber handler. He went on to gain six years of lumber inspection experience with the company before he moved into the sales department.

He and Karen, his wife of 32 years, have two children and one grandchild. In his spare time Gustin enjoys watching and participating in sports, is an active Sunday school teacher at his church and plays guitar in the worship band.

RAM Forest Products, Inc. is certified by the Forestry Stewardship Council and a member of the National

Hardwood Lumber Association, the Appalachian Hardwood Manufacturers, Inc. and the American Hardwood Export Council.

WHO'S WHO - Kassis

Continued from page 2

ally. Special services offered by Kretz include: kiln drying, surfacing, ripping, moulding and gluing.

Kassis has been in his current position for 25 years. He began his career in the forest products industry in 1973 as a lumber inspector for Wisconsin Forest Products, also located in Antigo.

A graduate of Antigo High School, Kassis attended Northcentral Technical College, located in Wausau, Wis. He is a member and president of the City of Antigo's City Council; on the City of Antigo's Board of Review; chairman of the City of Antigo's Park and Recreation; a member of City of Antigo Personal and Finance; Lake States Lumber Association; National Hardwood Lumber Association Rules

Committee and a board member of American Hardwood Export Council. Kassis and his wife Becki have two children and three grandchildren. In his spare time he enjoys playing golf and hunting.

Kretz Lumber is an employee-owned, vertically integrated, global forest products company. The firm's hardwoods are harvested from the abundant resources of the Great Lakes region. Their foresters manage 9,000 acres of company-owned forestland and thousands of acres of privately owned forestland. As good stewards, Kretz promotes and practices sustainable forest management.

WHO'S WHO - McMaster

Continued from page 2

laminators since 1979. Species offered include Meranti, Birch, Poplar, Red Oak, Fuma, and Okoume.

In his current position full-time for the past two years, MacMaster has been working summers for the family-

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WHO'S WHO - MacMaster

Continued from page 17

owned company for the past 10 years. A graduate of Mandeville High School, Mandeville, La., he obtained a Bachelor of Science degree in business administration with a marketing minor.

Married to Rebecca he enjoys hunting and fishing in his spare time. He and his wife also enjoy attending New Orleans Saints games regularly.

Argo's product line offers specialty lengths of 70", 80", 81", 90", 99", 100", 102"; as well as the standard lengths of 7', 8', 9', and 10'. With Meranti plywood truckload orders, they offer mixed sizes and lengths.

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For more information visit www.argofineimports.com.

CANADIAN/U.S. PROFIT -

Continued from page 2

and we still have Japan," he said.

West Fraser's British Columbia and Alberta mills operated at full capacity in the second quarter, the company said on a conference call last month. The Vancouver-based company's earnings before one-time items will more than double to C\$59.8 million

(\$59.8 million) this year, according to the average of four analysts' estimates compiled by Bloomberg. Profit will advance to C\$191.5 million next year, the highest since 2006, according to the analysts.

Strandboard Demand

"We're price takers and we run our business on cost control," West Fraser Chief Financial Officer Larry Hughes said by telephone recently. He declined to comment on the outlook for earnings.

The company mostly harvests trees in British Columbia's interior. Western Forest, which operates in the province's coastal forests, will see its earnings climb 52 percent this year and more than double in 2013 to the highest since at least 2004, according to analysts.

Stronger U.S. demand for building materials is also helping Toronto-based Norbord, Inc. (NBD) and other makers of oriented strandboard, a plywood substitute. Norbord, which has its biggest operations in the southern U.S., has doubled this year to C\$16.21 this year in Toronto on higher prices for the material.

Norbord executives weren't immediately available for comment.

Lumber futures in Chicago fell 0.4 percent to \$291.90 per 1,000 board feet on August 24. They traded at \$309.50 on August 13. One board foot of wood is 1 inch thick and 1 foot square.

Pine Beetles

Oriented strandboard rose 24 percent through July, according to monthly

price data from the U.S. Bureau of Labor.

While U.S. housing starts fell 1.1 percent in July versus June, the number of building permits climbed to an annual rate of 812,000 last month, the most since August 2008, according to Commerce Department data.

That suggests residential construction activity in the largest export market for Canadian lumber may extend gains in the second half of the year. Historically low borrowing costs are among reasons that demand for homes in the U.S. is increasing.

About 36 percent of British Columbia lumber was exported to the U.S. in the first six months of this year, according to FEA's Jannke.

Canada ships higher-quality lumber to the U.S. for use in new-home building and residential renovations, according to Elstone. Much of the lumber destined for China is lower-quality wood from trees killed by mountain pine beetles, he said. The infestation in the interior of British Columbia is the world's worst. The affected lumber is used in residential construction and for making concrete forms.

China Exports

Canadian lumber exports to China were about 1.2 billion nominal board feet in the second quarter, the second-highest quarterly tally on record, FEA's Jannke said. By comparison, the quarterly average in 2009 was about 400 million board feet.

Most of the Chinese imports are comprised of Spruce, Pine and Fir -- known in the industry as SPF -- that

comes from British Columbia, ERA data show.

"The Chinese consumer, they are essentially in love with our SPF product," ERA's Elstone said.

Chinese demand for British Columbia lumber is showing signs of easing, said Bryan Yu, Vancouver-based economist at Central 1 Credit Union, a trade association for credit unions in British Columbia and Ontario.

Pulp Demand

"China has really stepped up in recent years to support our forest industry," Yu said in a telephone interview. "We are now seeing some cresting of lumber exports to both China and the U.S."

Canfor, North America's second-largest softwood lumber producer by production capacity, will have a loss of about C\$14 million this year, according to the average of four analysts' estimates. That partly reflects expectations for the company's 50 percent-owned Canfor Pulp Products, Inc. (CFX) amid weak demand and falling prices for pulp used to make paper tissue and printing and writing paper, ERA's Elstone said.

Next year will probably be better. The analysts surveyed expect Canfor to swing to a profit C\$72.7 million in 2013, according to the average of their estimates. Canfor has risen 19 percent this year to C\$12.72 in Toronto trading.

Patrick Elliott, a Canfor spokesman, didn't immediately return a call for comment.

"There are risks to the lumber recovery, such as the U.S. election and the

Continued on page 19



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