

import/export timber products' stock exchange

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

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Millersburg, OH 44654
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#1 Sawlogs - 3 Sides Clean
5 x 40' Cherry, 12" /up
5 x 40' Red Oak, 15" /up
2 x 40' White Oak, 13" /up

Northern Appalachian Lumber - Kiln Dried
2 x 40' 3/4 Ash unselected FAS (prime), #1 Com, #2 Com
2 x 40' 4/4 Ash unselected FAS
2 x 40' 4/4 Ash unselected #1 Com
2 x 40' 4/4 Ash Brown #1 Com, #2 Com
2 x 40' 4/4 Cherry FAS (prime) and #1 Com
2 x 40' 4/4 Hard Maple FAS (prime) #1+2 White
2 x 40' 4/4 Hard Maple #1 Com Sap & Better
2 x 40' 3/4 Red Oak FAS (prime), #1 Com, #2 Com
2 x 40' 4/4 Red Oak FAS (prime) and #1 Com
2 x 40' 5/4 Red Oak #1 Com

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Basswood	4/4 - 8/4	Gen. Mahogany 4/4 - 10/4
Birch	4/4 - 8/4	Iruba 4/4 - 8/4
Cherry	4/4 - 12/4	Jatoba 4/4 - 8/4
Hickory	4/4 - 8/4	Purpleheart 4/4 - 8/4
Hard Maple	4/4 - 12/4	Sapele 4/4 - 12/4
Poplar	4/4 - 12/4	Spanish Cedar 4/4 - 12/4
Red Oak	4/4 - 12/4	Tigerwood 4/4 - 8/4
Soft Maple	4/4 - 12/4	Wenge 4/4 - 12/4
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White Oak	4/4 - 12/4	

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DELIVERING EXPECTATIONS
WORLDWIDE

Our Hardwood concentration yard in Maiden, NC is near Highway 321 and Interstate 40 where we process quality kiln dried Appalachian Hardwood lumber in these four species Red Oak, White Oak, Poplar and Ash. We:

- sell kiln dried Red and White Oak in 4/4 through 8/4 thicknesses; Poplar in 4/4 through 12/4 thicknesses; and Ash in 4/4 through 8/4 thicknesses. The grades of lumber we sell are No. 2 Common and better.
- We are now a direct importer of African Mahogany lumber and can furnish you with kiln-dried 4/4 - 8/4 thicknesses of this species.
- have 800,000 board feet per charge of dry kiln capacity counting our new predryer/dry kiln and five dry kilns. We also have two fan sheds totaling 500 MBF capacity.
- have dedicated employees with many years of experience who are getting your orders prepared to your exact specifications.
- inspect our lumber after kiln drying.
- offer many services like export prep, mixed truckloads, container loading, dipping our lumber in ISK Biocides' chemicals, S2S, S1R1E, and width sorting.
- process and sell 18 to 20 million board feet a year of the lumber species we deal in.



GBM -

Continued from page 15

and Bronze Partners: the Department of Foreign Affairs and International Trade (DFAIT), HSBC and BC Hydro. GBM Corporate sponsors this year included The Teal Jones Group, the Waldun Group, BFL Insurance and BDO.

Pre-qualified international buyers came from Australia, Austria, Belgium, Eastern Canada, China, India, Japan, Jordan, Korea, Pakistan, Mexico, the Netherlands, Taiwan, Vietnam, Russia, the United States, the United Kingdom and Vietnam. GBM organizers were pleased that the majority of buyers were new to the GBM again this year, offering excellent opportunities for Canadian manufacturers to build new business.

GBM also hosted over 90 North American architects, designers, contractors, developers, engineers and specifiers this year, to participate in the Wood First and ReThink Wood Programs, and via the Wood First display on the show-room floor for the rest of the event. Architects & Designers also participated in "speed learning sessions" with 20 manufacturers exhibiting at the GBM. This was the second year of delivering this activity and it once again received high marks from both the architect community and participating exhibitors.

Products on display at the 2012 GBM included timber frame structures, engineered wood products, treated lumber, stair systems, windows and doors, mouldings, cabinetry, building systems, flooring, Western Red Cedar products and a variety of other value-added wood building products. Twenty-six percent of the companies were new to the GBM, offering returning buyers some additional resources and products not seen at the GBM in the past. Exhibitors have reported a record breaking \$50+ million in estimated sales from business generated at the GBM this year.

For the past eight years, BC Wood has organized pre-and-post event site visits

and tours for incoming delegates. This year, the GBM Extended Mission Program included eight groups that once again toured production facilities and visited construction sites in the lower mainland and Northern B.C. to meet manufacturers. Besides helping buyers immediately source high quality, innovative and competitively priced wood products, the tours helped build future business relationships by familiarizing potential customers with B.C.'s wood species.

Then next Global Buyers Mission is scheduled for Whistler September 5-7, 2013.

For more information, visit online at www.bcwood.com

AHEC NEWS -

Continued from page 2

with the designer, helping to shape the outcome. Every project must set out to deliver new information or highlight key messages that will help us inform and educate.

This year's project with RCA Design Products students Out of the Woods: Adventures of 12 Hardwood Chairs was truly ground breaking for us. Sean Sutcliffe of Benchmark Furniture invited the 15 students to camp for a week at his workshop and make their prototypes with the support of his skilled craftsmen. As Sean says, "the best designers understand making" and this awareness of manufacturing processes and wood-working made the project so exciting for the students. But the project was given added poignancy as it was able to draw upon brand new, ISO conformant Life Cycle Assessment (LCA) research into 19 American hardwood species. During the making process the students recorded all inputs and energy consumption allowing them to create a Life Cycle Impact assessment for each chair. By introducing the science of life cycle

into the project we deliberately did not try to make environmental comparisons with other materials. Comparing environmental performance will come later as more industries create LCA tools in response to "green" policy development. Out of the Woods gave us an insight into how our LCA data can be practically applied to product design and manufacturing. In addition, the impact assessments for the 12 chairs provide us with a tangible message that can now be taken forward to the wider industry as an indicator of just what can be assessed and achieved with relatively simple modelling, provided accurate data exists for the primary raw material. This kind of investment needs to happen across the wood sector and other industries so that policy makers can establish environmental frameworks that have real meaning and therefore deliver real change.

We believe this collaborative demonstration is essential if we are to provide meaningful criteria for assessing true sustainability and continue to successfully market our products and inspire architects and designers to specify wood.

If you are still not convinced, I urge you to spend a few moments reviewing some of the recent videos of these projects--which have generated literally millions of dollars worth of publicity in some of the most prestigious architectural and design titles in the world-- on the AHEC website www.americanhardwood.org.

SUSTAINABLE FORESTRY -

Continued from page 2

ber stands, and time scales.

Given what costs could be compared, Medjibe and Putz concluded that three case studies demonstrated lower costs for reduced-impact logging (RIL); six lower costs for conventional logging (CL); and one comparable cost of RIL and CL.

RIL clearly demonstrates long-term

benefits for timber yields and a full range of environmental and social impacts; "forest owners and other stakeholders should be concerned about...longer-term and more diverse costs of poor harvesting," the researchers state. The cost comparisons did not include "road construction, road maintenance and log hauling to markets or mills," which are areas of significant cost and the potential for significant environmental degradation. "RIL road construction and maintenance techniques reduce erosion and minimize other deleterious environmental impacts such as impoundments, landslides, fires, carbon emissions, poaching, forest colonization by people and invasive species, and population fragmentation."

The study leads Medjibe and Putz to emphasize the need for synergy among political economic, environmental and social initiatives to encourage the adoption of sustainable forestry practices, because "enlightened self-interest" alone will not suffice for every operator, in every locale, and when short-term profits are affected. "Where adoption of...improvements reduces logging profits, financial subsidies, incentives, or other forms of motivation might be needed" from programs like REDD+ for carbon conservation or funds available for biodiversity conservation.

WHO'S WHO - Jobe

Continued from page 2

offered by American Lumber Co. include: African Mahogany, Aniegre, Bubinga, Makore, Sapele, Utile, Wenge, Zebrawood, Teak, Caribbean Rosewood, Genuine Mahogany, Brazilian Cherry, Ipe, Purpleheart, Santos Mahogany, Spanish Cedar, Tigerwood and Yellowheart. Domestic species include: Alder, Basswood, Beech, Cherry, Hard and Soft Maple,

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THE FINAL PIECE TO THE



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Jesper Bach
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Manager

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WHO'S WHO - Jobe
Continued from page 18

Hickory, Red Elm, Red and White Oak, Sap Gum, Yellow Birch, Yellow Poplar, Walnut and White Ash. Special services offered include: custom grades, mixed loads, sorting solutions and ripped to width products.
Jobe has been in his current position for 11 years. He obtained a bachelor's degree in forestry management from Pennsylvania State University, located in University Park, Pa. He and his wife have one son and one daughter.
For more information visit www.alumber.com.

WHO'S WHO - Walters
Continued from page 2

ence includes Division Manager at Wescor Forest Products, located in Clarksburg, W. Va., and Forester for Mead Paper, headquartered in Dayton, Ohio. He began his career in the forest products industry with Westvaco Timberlands, located in Parkersburg, W. Va.
Walters obtained a Bachelors of Science degree along with a master's degree in forestry from West Virginia University, located in Morgantown, W.Va. Married to Amy, Walters enjoys bird dogs and bird hunting in his spare time.
He is a past president of the Ohio Forestry Association, past chairman of the Ohio Society of American Foresters, past chairman of the Ohio Tree Farm



Committee, and a member of the West Virginia Forestry Association, and the West Virginia District Export Council.
For more information visit www.rollingridgewoods.com.

WHO'S WHO - McGill
Continued from page 2

Purpleheart, Santos Mahogany, Sapele, Sipo, Tigerwood, Yellowheart, Wenge and Zebrawood. Value-added services include: next day shipment, S2S, resaw, straight line ripping, and pulled to width lumber.
McGill has held his present position for more than 10 years. He began his career in the forest products industry at EAC Timber Inc. in 1996. A graduate of Ragsdale High School, located in Jamestown, N.C. He obtained a bachelor's degree in business management at North Carolina State University, located in Raleigh, N.C.
He and his wife Korina have two children. In his spare time he enjoys spending time with his family, outdoor sports and antique cars.
For more information visit www.ichardwoods.com.

WHO'S WHO - Wood
Continued from page 2

Midwest Walnut include all grades of veneer and lumber logs in several different species.
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.
Wood has been in his current position for about three months. Previous experience includes Legacy Wood Products, located in West Plains, Mo., Concannon

Lumber, West Plains, Mo., and North Pacific also located in West Plains, Mo. A graduate of West Plains High School, based in West Plains, Mo., he is married to Bobbie Wood.
Midwest Walnut is a member of the National Hardwood Lumber Association, Indiana Hardwood Lumbermen's Association, American Hardwood Export Council, and American Walnut Manufacturers Association.
For more information visit www.midwestwalnut.com.

WASHINGTON SCENE -
Continued from page 2

as well as employment in forest industries.
U.S. Forest Service Announces \$3.5 Million to Support Community

The U.S. Forest Service announced \$3.5 million in grants as part of a new program to support jobs and healthy forests in communities across the U.S.
The Community Forest and Open Space Conservation Program provides financial assistance grants to local governments, tribes and qualified nonprofit organizations working to establish community forests with a focus on economic and environmental benefits, education, and forest stewardship and recreation opportunities.
The federal grants will be matched with an additional \$8.5 million in funding from other partners on the projects, and represent a strategic investment in local communities, a key component of the President's America's Great Outdoors Initiative.
"These truly are community forests: envisioned by the local community, supported by the local community and it is the local community who will reap the economic and environmental benefits," said Agriculture Under Secretary Harris Sherman. "This program will give thou-

sands of Americans better access to the great outdoors, while fostering the next generation of American conservationists."
All projects must ensure public access to the protected lands, and the communities must be involved in the process of developing a forest plan and determining long-term goals for the forests. Implementing the Community Forest Program is a priority in the President's America's Great Outdoors Initiative, and supports the creation, expansion and enhancement of community green spaces.

Continuing Resolution Passes Congress

A "Continuing Resolution" (CR) has been recently passed by Congress to fund the government through March 27, 2013. The CR was made necessary by lack of action on the 12 individual spending bills. This year, the House passed six of the 12 spending bills while the Senate did not bring any of the bills to the floor.
The CR will avoid a government shut-down and will give Congress more time to focus on solutions to the long-term deficit problem and the debate over extending the soon to expire Bush-era tax cuts. A recent report from the Government Accountability Office showed the debt limit cost the federal government \$1.3 billion as the Treasury Department paid premium-borrowing rates to keep funds flowing. Management agencies like the Forest Service and BLM did not receive a firm budget for the coming year and they must take a conservative approach to hiring people and contracting work for the short-term.
According to the American Forest Resource Council (AFRC) the CR is disappointing from a forest management perspective since many positive provisions were in the House Appropriations bill, including increased funding for timber management activities. The bill

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WASHINGTON SCENE -
Continued from page 19

would also have provided broader use of sivicultural tools like designation by description and designation by prescription, expansion of the good neighbor policy, and a continuation of the prohibition on Clean Water Act permits for forest roads.

Overall the CR will fund the government at a spending level of \$1.047 trillion, about \$8 billion above FY12 levels, which equates to a 6 percent increase to agency budgets.

McCLENDON -
Continued from page 3

Let's look at a recent study commissioned by the National Retail Federation on the Impact of Imports from China on U.S. Employment. It found every U.S. state has a net positive number of jobs related to imports from China, meaning trade with China adds jobs, not the reverse. It also found that U.S. consumers enjoy price levels that are 1.4 percent lower thanks to imports from China. The study concludes that nearly 1 million U.S. jobs benefit from imports from China alone.

In the wood industry, many U.S. consuming industries use products that were originally exported from the U.S. for value-added manufacturing and then imported for final processing or distribution. Flooring, kitchen cabinets and furniture are a few of the product industries benefiting from free trade. U.S. wood exporters and manufacturers will be harmed by this legislation as well as importers. Others will also be impacted should this legislation move forward. Overseas trade provides jobs to people directly associated with moving the imports along the U.S. supply chain. Dockworkers, customs agents, truckers, rail workers, distributors, wholesalers, and retailers handling imports will experience diminished revenue.

The "Movement Act 2009" deserves our serious scrutiny and unified work by the entire U.S. wood products industry. After all, the Trojan Horse was made of wood.

FORECASTS - Spilker
Continued from page 4

don't see that easing at this point. I think as the domestic market improves, getting mills to continue to cut the export product and basically being able to produce the products that are standard for the export market will be among the challenges we will all face in 2013. Products for the export market are harder to make, and whether the export markets are going to be able to keep up with pricing may be a challenge.

Overall we are expecting things to continue on a good path in the near future. I think the new decision point will come in 2014 and 2015 in the export market. We see the export market as improving substantially in those years, and mills will continue to want export products based on what they can get domestically will be the true decision point.

FORECASTS - Conwell
Continued from page 4

For 2013, despite challenging economic conditions worldwide, SFPA aims to keep export volumes of Southern Pine lumber steady and growing. SFPA is working to expand its promotions in Central and South America. Markets in the Middle East and North Africa show promise but growth has been hampered by political turmoil in those regions. SFPA's team of international consultants maintains key contacts with importers and government officials around the

Import/Export Wood Purchasing News

world.

Throughout 2012, the lumber industry experienced a global economic softening. China has been slowing down for many months. Due to credit and debt problems, volumes shipped to European markets are also down.

The challenge from 2012 remains: creating export demand for SFPA member producers to help offset a soft domestic market.

The Caribbean Basin region is the largest market for Southern Pine exporters, mostly for treated lumber. China has been a regular customer for treated lumber, as well, for building municipal facilities – public boardwalks and structures for the recent Olympics, among other outdoor applications. The United Kingdom has become a market for treated decking. Other European countries import high-grade boards and timbers for millwork and joinery applications. Mexico remains a market for industrial items to make pallets and crates, with some lower-grade material used for upholstered furniture framing.

SFPA's international portal, www.SouthernPineGlobal.com, is the overseas customer's link to all information related to Southern Pine products. Publications are available in 10 languages. There's also a comprehensive directory of exporters on this website. SFPA provides the ability for an importer to post a purchase inquiry; SFPA services some 150 trade leads annually from importers looking for Southern Pine products in various grades and sizes.

SFPA sponsors trade missions to promising regions of the world to make contacts and investigate opportunities for producers of Southern Pine and other American softwoods. SFPA exhibits at major international trade fairs and other events throughout the year to increase awareness of U.S. wood products.

FORECASTS - Boles
Continued from page 4

Demand from the Middle East should improve through the winter into spring for KD lumber as "shipping dry" will most likely be down also.

The export markets were better for us in 2012 than 2011. We contribute that to the stabilization of the product prices in early 2012.

Looking ahead to 2013 our major concerns are stable raw materials' availability and pricing. The industry in the last 3-5 years has been devastated with the 2009 collapse and the large deviations of value from 2010-2012. The large price swings are very difficult to manage for us.

Our export products are all domestic species, as we process a broad realm of species and thicknesses. This past year we found more specialty sorts have benefited our sales than just lower pricing.

We are exporting mostly to the areas of Asia/Pacific, primarily China, western Europe and the Middle Eastern countries.

We are making no intentional attempts to limit our inventory. We always prefer working from a broad base, and our production methods prefer slower, non-accelerated production, which we feel in most ways lends to offering a more stable product to our customers. We have continued to position ourselves to be as close to the markets as possible while expanding our production capacities.

Shipping this past year has been the "nightmare" for us in our region. Continued container availability and price fluctuations have been impossible to predict or control – by far the most problematic issue from the production side of things.

We have continued to make variety, as in colors, widths, sorts, the salvation of our company the last few years, and will continue to work to these solutions in the future for our customers, which creates a more successful Hermitage Hardwood Lumber Sales.

Happy New Year and to a prosperous 2013!

FORECASTS - Herga

Continued from page 4

ness mode.
Our major imported hardwood products rough sawn are Sapele/African Mahogany/Utile/Jatoba/Aniegre and FSC certified hardwood decking. These species have sold well for us. We specialize in importing 100% FSC certified hardwoods from our own sawmills in the Congo basin. We are importing into the USA and Canada. We are importing from West Africa (Congo basin) Ghana, Ivory Coast and most South American countries.
Shipping issues are now an everyday occurrence. Problems vary from container inspections, demurrage to freight rates, bunker surcharges and availability of containers or lack of breakbulk service.
Olam Wood Products through the Olam group owns its own sawmills in West Africa that are mainly FSC certified. With the uncertainty of some supply sources, we feel that certification and responsible forest management is the only path to future success in this business.

FORECASTS - McMaster

Continued from page 4

as a Challenging Global Supply causing more time and efforts to find quality and consistent suppliers.
Argo Fine Imports specializes in importing hardwood plywood products from Indonesia, China, Africa, Brazil and Ecuador. Our products range from 2.7mm to 28mm for various applications throughout our country delivering to wholesale distribution, OEM manufacturers and retail.
Argo has continued with our model and (inventory) stock is based on market and programs in place.
Shipping continues to be a challenge based on volume availability depending on shipping methods. Increased container rates have been a problem for most of 2012.
Argo now offers all products that meet Carb Phase 2 requirements as long as they are FSC certified materials. Florcore Underlayment is a domestic green product that Argo has developed to diversify in these challenging times.

FORECASTS - Carlsson

Continued from page 4

Oak and Black Walnut. We expect 2012 sales to meet or exceed 2011 and 2010, although every day is a new challenge, and we are taking nothing for granted for the balance of the year or for 2013.
The sawmills that we do business with continue the challenge of purchasing White Oak logs at prices that make business sense. The mills compete with export log buyers (who are not just purchasing veneer logs - but also saw logs) and stave mills. I am writing this in early November, 2012, and many mills have low log and green/air drying inventory, which will affect the availability for the balance of 2012 and for the 1st quarter of 2013.
Since the global economic recession, we have had to switch our focus and attention from Spain, Italy and other European markets to the Southeast Asia and China markets.
In 2012, we increased our sales dramatically into Southeast Asia with some sales into China, and project this will continue 2013 onwards. Price vs. quality continues to be the ongoing battle in these markets.
The challenges continue month-to-month to keep updated on the inter-modal ocean freight rates which seem to go up much, much faster than down. 40-foot container availabilities for reasonable rates is also an issue. We are sometimes forced to use higher ocean freight rates just to get equipment. It is a moving target.
I guess if exporting was easy, everyone

would be doing it.
We are in a global economy in challenging times, but I expect that exporting of North American hardwoods will continue to increase in 2013. The prices of the species will be subject to supply and demand. I believe that many overseas buyers do not have much on the ground inventory, so they will continue utilizing the 'just in time' purchasing policy.
To summarize everyone needs to keep a careful eye on the ball, and stay very focused. Be careful. It is a jungle out there.

FORECASTS - Burnett

Continued from page 4

improved prices and steady enquiries.
The market has been up and down all year so we can't say that 2012 has been better for us than 2011.
Challenges I see in 2013 include log decks remaining low and production low in the major species needed as demand begins to be steady.
We export all species of domestic hardwoods and Poplar, White Oak and Basswood have been very steady.
We primarily export to the UK, Ireland, Spain, Germany, China, Vietnam, Thailand, Indonesia and Malaysia. Our inventories are limited in the items needed due to lack of production.
The issues with shipping we experience result from fluctuations in ocean freight rates, high inland freight rates due to fuel surcharges and potential uncertainty about the potential Longshoreman's strike.



Dan Lennon Robinson Lumber New Orleans, La.

Our forecast is for moderate growth based on stable exotic lumber prices, a substantial, well balanced inventory, as well as confidence about increasing activity in the home renovation market.
The import market in 2012 was very similar to 2011. We had challenges with maintaining appropriate inventory levels due to both unpredictability of demand and extremely long transit times for most of our best selling imported lumber species.
Freight costs continue to be a major challenge, both ocean freight and inland freight from our warehouses to our customers.
We import rough lumber and solid hardwood flooring as well as some lpe decking, Jatoba lumber and flooring.
We export domestically produced hardwood and softwood lumber to several dozen countries in Europe, Asia and the Caribbean.
We are buying more aggressively for inventory in 2013 after having cut back each of last four years.
Our biggest problem is increasingly frequent U.S. Customs and USDA intensive inspections on containers of imported wood products. You get charged by Customs or USDA for drayage to a warehouse of their choice, the inspection itself, handling and storage plus demurrage during time of inspection charged by the shipping line. They take your packages apart and you have to pay someone to recoup them. We even had one case where we had to pay over \$2,000 to have some mud rinsed off the outside of the container. It was handled as hazardous waste.
We continue to strive to provide any service our customers require. We ship flooring samples to endusers for our customers every day. We ship job lot quantities when needed and handle all LTL arrangements. We are providing services such as width sorting hardwood lumber as well as customizing length tallies to best suit our manufacturer customers.

Continued on page 22

For more than 20 years, **Primewood Lumber** has built a solid reputation as a manufacturer and exporter of Northern Appalachian hardwood. Our ultra-modern facilities, which include pre-drying, air drying and kiln drying installations as well as our band sawmill, air drying shed, warehouse, and concentration yard, ensure the utmost in quality and product reliability. Thanks to our highly specialized team and customer-first philosophy, we surpass our clients' expectations, time and again.

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FORECASTS -

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Matt Duprey
Hancock Lumber
Casco, Maine

Our export business plans for 2013 is to be at least the same if not a bit more with some new products and ventures we are working on. If the new ventures do not work out we still plan to be in line with what our export market has been in 2012.

The export market was better for us in 2012 than 2011. Challenges in the export and/or import wood industry in general for 2013 are currency changes, freight costs and exposure to surcharges and union strikes. Global supply is in question if the U.S. market gets stronger. We have good consistent programs in our exports but nothing is certain if costs of things other than the lumber force them to look elsewhere.

We export all grades of softwood and it has all sold very well – specifically, Industrial grade to SE Asia and Standard and Better to Canada. We primarily export to SE Asia and Canada.

We are keeping our inventory as low as we can have it to operate and supply the products to our customers with little turn around time. Our inventory has been stable to the low side for 2-3 years.

In regard to shipping the Longshoreman strike for the NE did not happen, which saved our bacon. That would have been devastating. The shipping companies are just a tough nut to feel comfortable with. Usually things are ok but I do not have much trust in them.

Can you describe any new services or products that you now have that's directly related to creating new ways to continue doing business during these recessionary times? Exporting has been a big part of it. We now produce specific programs in metric sizes for a very specific end use. We have been able to keep our mills at capacity with our exporting ventures. Really what exporting has done is allowed us to venture into new products, with new customers globally to keep the demand for our products higher and raising return at the same time.



Jon Pappas
Sitco Lumber
Co.
Dallas, Texas

Our forecast for 2013 includes plans to be up by 10-15 percent. It's a slow recovery. Overall the import market was better for us in 2012 than

2011.

Procurement will present a challenge for us in the import wood industry in the coming year. We see shut downs or cut backs by many sawmills, mainly due to conditions in Europe and China.

What products do we import and what has sold well for us recently? That would be RWxL and over 40 species Africa, South and Central America, and SE Asia. We import from too many countries to list, but among them are Cameroon, Congo, Ghana, CAR, Gabon, Brazil, Bolivia, Peru and Mexico.

Regardless the market currently, we are pretty much stocking and maintaining inventory at the same levels we've always stocked.

Doug Newman
Newman Lumber Co.
Gulfport, Miss.

After four and a half years of reduced economic activity in the lumber industry things are poised for a return to near normal. There should be increased eco-

nomics activity in virtually every sector of the economy.

The U.S. economy has been held down long enough. The surge of pent up demand is there and throbbing to be set free. The people of the U.S. are ready and willing to get to work restoring our economy to its former greatness.

All that is required is removal of onerous regulation that has deepened and extended this great recession. Even without wholesale change in Washington, D.C., if our politicians would just stop, things will improve. Give us certainty that what we invest in today will be allowed tomorrow. Give us certainty that the expense we take on today of hiring someone will be the same tomorrow. Give us certainty that you are with us and not against us.

The market for us in 2012 was about the same as in 2011. Going forward, in 2013 I see challenges to the market continuing due to excess regulations.

We do import Tropical hardwoods and all of these markets are down. Primarily we import from Bolivia, Peru, Guatemala and the Congo and due to the ongoing economic challenges we are limiting our inventory.



Alfredo Hernandez Medley
Hardwoods
Medley, Fla.

First of all, we're buying an assortment of species since these days customers don't just buy straight loads of one species or one thickness. Now days, when you sell a truckload of lumber they include three to five different species and also require different thicknesses as well.

Our numbers in the import market were about the same for 2012 as 2011, but we did see a strong 1st and 2nd quarter.

One challenge facing us in 2013 will be trying to source more Spanish Cedar since this species has been a tough find in South America and Central America. Species that have sold well for us that we have imported are: Genuine Mahogany, Sapele, African Mahogany, Spanish Cedar, Ipe, Cumaru, Santos Mahogany, Jatoba, Teak, Peruvian Walnut (Nogal) and Banak (Cumala).

Genuine Mahogany is our best seller, with African Mahogany, Sapele and Jatoba right behind it.

We also do some exporting to the Caribbean, Dominican Republic, Barbados, Bahamas.

We are trying to stock what our customers are buying, not the huge volumes that everybody was buying five years ago.

Ray Wheeland
Wheeland Lumber Co.
Liberty, Pa.

"The Perfect Storm", aka Hurricane Sandy, with perfect conditions, I'm writing this forecast at my home tonight with a full moon, the East Coast is under siege of a 1,000-mile wide storm that is tracking northeast directly in the path of North Central Pennsylvania. Many states have been declared "States of Emergency" and news reports are to buckle down and ride this storm out. With wind gusts of 80 mph+ and no electricity, the house is now pitch black.

The Reality of our industry is very much like this storm, but the effects have last-



ed over five years. The size of the "economic storm" is not just the east coast USA, but rather global. Every month and year we continue to lose more and more manufacturers and endusers. The ones left standing are waiting for the "calm of the storm" to begin, yet should be proud to have survived this economic downturn. With challenges that our industry faces daily, will change be on the horizon?

For 2013, I feel that we will bounce along at a moderate pace and should see signs of improvement by second quarter. Low interest rates are encouraging homeowners to remodel and hopefully purchase more new homes. The northeast weather conditions have been extremely wet and now will dampen further log shortages. Lack of loggers in Pennsylvania and southern New York due to the Marcellus gas industry has also created a shortage at the log decks. This alone, with winter months approaching, will help firm lumber prices for 2013.

Wheeland Lumber Co. (WLC) is now in the fourth generation with our two sons, Damen and Derek, actively involved in the business handling log sales, lumber sales and the day-to-day activities of 100 employees, including logging, and hauling contractors. WLC has earned the reputation of manufacturing the finest Cherry, Red and White Oak, Ash and Maples in thicknesses from 4/4-12/4 and shipping to over 25 countries. Even with serious competition, our markets are ever-changing and we are willing to work with our customers to nurture them in long lasting relationships. Our services are not only KD lumber, but finished products of ready ripped strips, cut-to-length components, dimensional and moulded products and veneer logs and sawlogs. We have increased export sales over 25 percent in 2012. We are situated close to New York and Baltimore ports where we can make fast inland container shipments.

Major capital improvements have been initiated and will be completed in 2012 in the sawmill. Improvements include installing a 62-inch McDonough Horizontal Resaw and MAXX infeed/out-feed return system. The lumber flow will then proceed onto the new automated trimline system, manufactured by TS Manufacturing. This will help reduce labor and operating costs.

Much of our success has been contributed to the longevity of our employees with over 50 percent that have been with the company over 20+ years.

We at Wheeland Lumber Company wish all our friends the best in 2013.

Brent McCLENDON
International Wood Products Association
Alexandria, Va.

As we look ahead to 2013, IWPA believes that government issues will continue to play a central and even more critical role in business decisions than in 2012.

The election will determine a lot, but issues like Lacey, the cases before the International Trade Commission, and the national EPA formaldehyde rule will all dominate the discussion. These regulations impact businesses in huge ways, far more than changes in our Representatives.

We also see social media becoming increasingly interconnected with all of our businesses. In an effort to be on the forefront of that industry movement, IWPA has taken the lead and invested time in Facebook, LinkedIn, Twitter, as well as constantly improving our website. Social media can be used very effectively to educate our membership, as well as help reach a broad customer base in North America. We want to help customers everywhere find our members, and grow everyone's business as a result. Social media helps make those connections, and through our outreach, we hope to familiarize our members with



all of these new ways to interact.

Looking ahead to the market next year, we polled our 20,000 subscribers to International Wood magazine and the vast majority of them are projecting an increase of 5% or more in their business. To help them achieve that growth IWPA will be spending more resources on marketing, education, and promotion of wood and wood products in the industry. We are starting to see the industry as a whole devote similar time and resources as well. Our International Wood magazine continues to grow every year, and we have also seen growth in our Special Projects Fund, which helps to educate the industry on pertinent issues.

In the coming year, you will see IWPA in print, online, in the halls of Congress and at tradeshow across the country and the world. We are looking forward to keeping up with the industry's drive to educate consumers about the wonderful world of wood.



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

We are looking for exports to be similar in 2013 or to see a small increase over last year. We see the demand in China slowing a bit but the market getting better in Vietnam and also the Mideast.

The market in 2012 was better by about 25 percent in sales and this was due to the fact that demand overseas was on the increase due to the increase in Vietnam and also the Mideast region.

The issues that we face in this region are due in part to our shipping location. We have higher than normal inland freight as compared to the companies based on the coast. We are also going to face a lack of lumber to export if the weather does not cooperate this winter. Last year was a mild winter and if we have another mild winter it would be a problem.

We export Basswood and Ash lumber as well as Red Oak and Hard Maple in smaller quantities. We also export Red Oak, Cherry and Walnut veneer logs.

We primarily export to Vietnam, Pakistan, Europe, China and South Korea. We are limiting our inventory.

In regard to any new services or products we now have that's directly related to creating new ways to continue doing business during these recessionary times, we are making hardwood flooring.

WEST HARTFORD -

Continued from page 5

everything in-house," said Letourneau. "We have exceptional control over everything that goes into our products and a very good handle on our quality and workmanship."

A member of the National Association of Home Builders (NAHB), the Hartford Home Builders and Remodelers Association (of which it's been a member for 66 years), and the Better Business Bureau, West Hartford Stairs & Cabinets has been grappling with a number of new industry and governmental regulations lately. The EPA, OSHA and the DEP are all imposing new regulations and making the manufacturing business that much more difficult.

Letourneau said he and his team deal with the challenge by putting in extra hours and handling queries and filing requirements on a case-by-case basis. "When I got into this business I thought I'd be making stairs and cabinets," said Letourneau, "but I found myself doing a lot more federal and state governmental paperwork than anything else. It takes up a lot of our time and has actually become a drag on our company's success."

WEST HARTFORD -

Continued from page 22

With a few tough years under their belt, the team at West Hartford Stairs & Cabinets is looking forward to the slow-but-sure economic and housing market recovery that economists and analysts are talking about. "We certainly don't want to see another three years like we just had," said Letourneau, who is confident that his 85-year-old firm will come through the crisis intact and ready to serve even more customers. "We're heading in the right direction, although it will be probably a few years before we see another 2005 on our books."

For more information on this company, visit online at www.stairsandcabinets.com, or phone 860-953-9151.

WT HARDWOODS -

Continued from page 6

merged into one company. The merged company enabled operating and sales synergies between Taylor and Weaber to offer hardwood products. According to Weaber's president/chief operating officer, Matt Weaber, the company is now positioned for significant growth when the building and construction industry comes back.

"The new company is committed to bringing you the same quality products and service that have been guaranteed during Weaber's 70-year history and Taylor Lumber's 126-year history," he said.

Resilience Capital Principal, Ronald Cozean is the CEO. Taylor and Weaber's experienced sales team has remained in place.

"Management is committed to earning your loyalty and respect by working closely with you to provide the highest quality products at the best value," Cozean said.

"A stronger balance sheet with ample credit combined with a broader product mix makes us a strong long term partner for your business. In turn, our customers can be assured that our dedicated workforce is focused on delivering quality and value on time while meeting and even exceeding your expectations," Weaber explained.

"Matt and I have had many discussions and we are very focused on value-added products. We're exploring options in relation to finishing and painting. One of our goals is to manufacture a finished product that is not so commodity based," Cozean said. "Our focus through both companies is to offer even more value-added products and services, whether it is through the supply chain or the end product."

Weaber added that the concept of the merger is to operate as one company. "We've consolidated accounting, IT and HR. There are certain areas where it just makes sense to consolidate. Then there are other factors, like how one facility operates versus the other," he explained. "The two locations operate individually and independently. Each facility has its own specialty. Taylor's specialty is rift and quartered lumber and Weaber's is S4S boards, moulding and flooring."

On a 125-acre facility, Weaber Inc. is among the nation's leading hardwood lumber suppliers. From forestry to the final product Weaber's operation is geared towards the needs of their customers. Committed foresters are dedicated to the conservation and management of Weaber's renewable Appalachian timber resource. Making sure the lumber supply is dependable today and in the future is top priority.

Many qualified employees adhere to a strict code of ethics during the manufacturing process to ensure high quality products and services. Continuing to change and meet the demands of the market, Weaber offers rough lumber and S4S boards, mouldings and flooring products or finished lumber S4S boards, moulding and cut-to-size products. The company services its customers with small quantities through their distribution

center and multiple truckloads from the mill.

Serving North America as well as global markets, Weaber's location is ideal for exporting. "We ship out of the ports of Baltimore and Port Elizabeth," Cozean explained. "Our geographical advantage over most of the southern manufacturers of lumber and flooring is the ability to go into New England and Canada."

Taylor Lumber Inc. is located in the heart of the Appalachian Mountains in McDermott, Ohio, where fine hardwoods are easily accessed. Taylor Lumber Inc. specializes in 4/4 through 8/4 Rift & Quarter sawn **Red** and **White Oak** hardwood lumber. Taylor's quality manufactured lumber is produced from the highest-grade Appalachian forest logs, known for their clarity and excellent grain. Rift & Quartered lumber is also available in Ash, Cherry, Hard Maple and Walnut. Plain sawn lumber is available in all of the species. The company also produces Taylor Brand Solid Flooring and McDermott Engineered Flooring, which is manufactured in 3, 4 and 5-inch widths and available in **Red** and **White Oak, Maple, Ash, Hickory, Cherry** and **Walnut**.

On 85 acres of land, the company inventories approximately 2 million board feet of logs and 3.5 million board feet of green hardwood lumber. WT Hardwoods also stocks 1,200,000 board feet of kiln-dried hardwood lumber at this location.

Taylor maintains three West Coast warehouse locations, which are located in Portland, Ore., Long Beach, Calif., and Sacramento, Calif. "Finished products are shipped from our warehouses to our distributors," Cozean explained. The firm keeps approximately 200,000 board feet of lumber at each of its West Coast facilities.

The entire Taylor plant is operated with Corley Manufacturing equipment. "All of our computerized equipment is manufactured by Corley Manufacturing in Chattanooga, Tenn., and Lewis Controls out of Cornelius, Ore.," said Cozean.

Taylor Lumber has 20 dry kilns, which gives them a total dry kiln capacity of 1.2 million board feet and the company's annual production is 18 million board feet.

The company uses Hyster brand forklifts and Caterpillar log loaders.

Additional services offered by Taylor include surfacing, straight-line ripping, width sorting, ripped to width blanks, and export preparation. Twenty-five percent of the company's hardwood lumber production is traded on the export market.

The company produces 9 million square feet annually of hardwood flooring with its two flooring lines. McDermott's Engineered Flooring's specialty features include square edges; nail, staple or glue installation options; and several color finishing combinations; 9-ply engineered construction; and 5 mm wear layer for durability.

WT Hardwoods is a member of National Hardwood Lumber Association; National Wood Flooring Association; Hardwood Manufacturers Association; and the Indiana Hardwood Lumbermen's Association. The Lebanon facility is third party certified by the Sustainable Forestry Initiative. For more information visit www.weaberlumber.com or contact 800-745-9663.

JOHNSON -

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top of the list. "We are going to make more boards and less sawdust. Our material handling and grading systems are certainly more efficient, which enables us to provide even more consistency for our customers. This mill provides maximum recovery out of every log that goes through it."

He indicated the benefits of the new mill include the ability to be more flexible in their product offerings. "In the past we couldn't produce railroad ties or switch ties for example," said Johnson. "We will also be able to do more rift and quartered lumber because the new equip-

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JOHNSON -
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ment allows us to do it easier and faster.”

Hard Maple is currently the most popular species for JBL. “Our primary species include: Hickory, Hard and Soft Maple, Ash, Birch, Black Cherry, Walnut, Red and White Oak, and Basswood. We’ve developed a Hickory market that has been good for us,” Paul said. “With the new mill we will probably saw more Red and White Oak. We are increasing our product offerings and diversifying more and more. You have to carry many products today because the days of trailer loads with one or two items are in the past. With numerous species that are native to the area, trucks and containers we load can have a multitude of species and products from 4/4 to 16/4.”

“If somebody calls with a special request, we have the capability to fill it,” third generation owner and General Manager Michael Johnson said. “Our sorting line has increased from a one-side, 40-foot pull chain to a two-sided, 200-foot pull chain, which gives us the ability to specialty sort for width, color, etc.

“We worked with Progress Engineering out of Maine for our automation and controls,” claims Michael. “Our entire plant’s information is driven and shared through a central PLC. We can pinpoint problems and get back online, eliminating costly downtime with this system. It also enables us to gain valuable information regarding each and every board that enters and exits our facility. We then process this information for grade reporting, log overrun analysis, and inventory control.”

Johnson Brothers Lumber can fulfill almost any hardwood lumber order regardless of size or custom requirements. “Our sawmill is large enough with the capacity to produce large quantities of wood under tight time constraints, yet small enough to handle custom orders without interrupting our daily operations,” states the company website.

JBL specializes in custom sawing and can handle almost any request including: quarter and rift sawing, large thickness orders, custom beams and specialty lengths. The company has the capacity to custom sort most species of lumber. “We understand that our customers’ needs today are different than they were just a few years ago. Your order can be configured to meet your needs and ensure a quality product with a maximum yield,” states Paul.

With access to over 500,000 acres of timber within a 25-mile radius, their facility processes wood to meet customer specifications. JBL ships more than 750 truckloads of lumber each year to customers around the globe.

The family-owned and operated company was established as an addition to a farm many years ago. “My father and his brother had a farm right here where we are located today,” Paul explained. “They began dabbling in the sawmill industry in the mid ‘30’s but learned most of what they knew in sawing from the hurricane that hit New England in September of 1938. Paul’s father and uncle went to Rhode Island, post hurricane, to process trees that were blown down. The man they worked for owned an estate where he started a little sawmill to get rid of the trees. That’s where they really learned the business. When they came back here they were still into farming but started committing more of their time in the mill.”

He continued, “They took care of the farm, and then as soon as they got time, they went over to the sawmill. They just kept working at it and decided to diversify into the pallet business. When I came here my father and uncle were dividing the business up. My uncle took the farm across the road and quite a bit of property and my father took the sawmill. After graduating from college from Penn State, getting drafted by the Washington Redskins and a short stint in the NFL and Canadian Football League, I decided to pursue the lumber business with my father.

“I learned everything about this business the hard way. So I developed

Import/Export Wood Purchasing News

some new customers that purchased upper grade hardwoods and overtime, slowly stepped away from the low grade and pallet business. With the decision to manufacture high grade hardwoods, I knew I needed to build dry kilns. Today we have 375,000 board feet of dry kiln capacity, all of which we built ourselves,” states Paul.

The staff at JBL has a combined experience in the forest products industry of more than 100 years. Including Michael and Paul, key personnel are: Sales Manager Joel Struebing, Secretary Heather (Johnson) Mitchell, and Office Supervisor Kara (Johnson) Connellan.

Johnson Brothers Lumber is a member of the National Hardwood Lumber Association, Hardwood Manufacturers Association, Indiana Hardwood Lumbermen’s Association and the Empire State Forest Products Association. JBL is certified by Forest Stewardship Council, Sustainable Forestry Initiative and Programme for the Endorsement of Forest Certification.

For more information visit www.johnsonbrotherslumber.com.

GLOBAL WOODMART-
Continued from page 8

Director of NHLA Mark Barford, President of IWPA Warren Spitz and Executive VP of IWPA Brent McClendon. The Hardwood States Export Group (HSEG) was represented by Joel Stopha of the Virginia Department of Agriculture and Regina Todd from the State of Mississippi. Jennifer Brand, Vice Chairman of AHEC officiated at the opening ceremony and at the MTC Gala Dinner for exhibitors and buyers.

Other U.S. industry participants were Tom Walthousen of Downes & Reader Hardwood and Norm Murray from U·C Coatings Corp. Christian Mengel of VM International was at the show, and participated at the “International Conference on Market Requirements for Timber & Timber Products” that preceded the Global WoodMart.

During the show an inspirational free seminar entitled “Timber Talk” hosted by MTC was well attended by delegates who heard reference to many iconic American and other hardwood projects by Kevin Hill, a leading wood specialist contractor based in Singapore. Ken Yeh architect with Marra & Yeh in Sydney, Australia, also gave an inspiring view of the possibilities for wood, which is his passion.

Reviewing the show, Mike Snow said, “The strong focus on wood is what sets the GWM apart from most other shows in Southeast Asia where wood suppliers are often lost amidst the myriad of other products and services on display. The number of visitors may be smaller than many other shows, but those visitors are there for one reason and one reason only: to buy or sell wood!”

The next Global WoodMart is scheduled for 2014.

BUSINESS TRENDS (ABROAD)

United Kingdom—A ban on the import of Ash trees to combat the threat of the tree disease Ash dieback is being imposed with immediate effect, Environment Secretary Owen Paterson said.

The disease, caused by the fungus Chalara fraxinea, leads to leaf loss and has already affected trees in England and Scotland, and killed trees in parts of mainland Europe. A rapid eight-week consultation was launched, which has shown that there is strong support for an import ban.

The ban was being put in place before the main planting season got underway in late November. Movement restrictions will also be imposed, so that trees from infected areas will not be able to be moved to other locations within the U.K.

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**BUSINESS TRENDS
(ABROAD)**

Continued from page 24

Announcing his decision on a visit to Cannock Chase, Staffordshire, Owen Paterson said: "This is a very serious disease that demands action to stop its spread. I have ordered both an import ban and movement restrictions on trees from infected areas. This comes into force immediately.

"Work is already underway to tackle the disease. Plant Health Authorities have been monitoring trees in infected areas to ensure early detection and trade bodies have been encouraging their members to impose voluntary import bans. By working together we can protect our native trees from this devastating disease."

The Plant Health Authorities will remain on high alert across the country and will continue to look for signs of Chalara, ensuring infected trees are dealt with effectively.

Suspected cases of the disease should be reported to the Forestry Commission or Food & Environment Research Agency (FERA) so that appropriate action can be taken to prevent the disease from spreading.

The legislation has been passed following a FERA led consultation based on the Pest Risk Assessment carried out by Forest Research on managing the threat to the UK's Ash trees.

Myanmar—Myanmar will suspend its wood log export in 2014 in a bid to eradicate wood log smuggling and conserve forest, local media recently reported. The suspension will be effective from April of 2014, reported the 7-Day News, quoting an announcement of the Ministry of Environment and Forestry. Myanmar exported Teak mostly to neighboring India and China at a rate of 1.6 million tons annually, earning U.S. \$522 million U.S. dollars, the London-based Environment Investigation Agency was cited as saying. According to the agency, Myanmar exported 18 million cubic meters of wood log in a decade from 2000 to 2010, gaining 5.7 billion dollars.

There are over 16.32 million hectares of forest reserve area, of which Teak plantations cover 24,300 hectares while hardwood area is 324,000 hectares, according to statistics. The forest area accounts for nearly half the country's total area of 67.6 million hectares.

Meanwhile, Myanmar is able to produce nearly 283,000 cubic meters of Teak and 1.98 million cubic meters of hardwood annually.

A major exporter of Teak in the world, Myanmar takes up 75 percent of the world market.

Myanmar exports Teak most to India, followed by China, Bangladesh, Thailand and Malaysia.

Canada—The Ontario Wood Products Export Association recently hosted Timber Expo for its members. During the event Discovery Dream Homes made its first attempt to establish a distributor base in the U.K.

This family business has been manufacturing and building aspirational post and beam timber homes in Ontario and North America for the past 10 years. Company Vice President Raymond King said the company is now looking for new markets.

"Timber Expo gives us a step out there," he said. He described the homes more as recreational than residential. "One or two buildings per year in the U.K. would be sustainable," he said.

Another exhibitor, Eric Bos of wood coatings manufacturer Sansin, also saw Timber Expo as a method of building a customer base in the U.K.

In business since the early 1900s, Sansin manufactures water-based wood coatings and stains based on natural ingredients.

"We specialize in very natural looking coatings to support the natural beauty of wood," Bos said. "Our approach is

through wood science, working out which is the most appropriate coating for which species."

He also said that the company has developed a film coating for windows and outdoor furniture and that it had become involved in the thermally-treated wood market. "Platowood uses Sansin exclusively," he said.

Sansin markets into Europe direct from Canada but is also looking for distributors in the U.K.

Asia—Asia is forecast to consume more wood pellets and energy wood chips in the future. The governments in Japan and South Korea recently announced definite plans to increase their usage of green and low carbon energy alternatives. South Korea is taking steps to reduce its dependence on imported fossil fuels and instead invest in domestic renewable-energy share from less than four percent in 2011 to 6.1 percent in 2020, and then to 11.5 percent in 2030. As part of this effort the government has initiated a program, which has included building eight new pellet plants, as well as exploring opportunities to import large volumes of pellets in the future. The goal is to consume five million tons of pellets by 2020, a huge increase from the less than a few hundred thousand tons used in 2011.

South Korea has access to wood residues from the domestic sawmilling industry, which could be used for the manufacturing of pellets. This domestic supply, however, will not be sufficient, so South Korea will need to increase pellet imports in order to meet the ambitious 6.1 percent goal only eight years from now. The government estimates that by 2020, 75 to 80 percent of pellets consumed in the country will need to be imported. Some of the major energy companies in South Korea have reportedly been exploring the opportunities to import pellets from Australia, Vietnam, Indonesia, the Philippines, Canada and the U.S.

Japan is another Asian country expected to increase importation of energy chips and wood pellets, due in part to the nuclear power plant accident in Fukushima last year. Following the disaster, the Japanese government decided to close down all nuclear plants, at least temporarily. Even if a few plants eventually reopen, nuclear energy will never again be as important for energy production as it once was.

In the future, Japan will increasingly rely on renewable energy sources, with biomass likely to be one important supply source. Up until this year, Japan has imported only very limited volumes of wood pellet, primarily from Canada, but it is likely that import volumes of both pellets and energy chips will increase in the coming years.

China—The reduction in construction activities in China during 2012 has resulted in reduced demand for lumber, and as a consequence, a sharp decline in the importation of softwood logs and lumber to the country. During the first eight months this year, China imported logs and lumber worth \$4.3 billion, or 19 percent less than the same period last year, as reported in the Wood Resource Quarterly (www.woodprices.com). By volume, log imports were down 17 percent and lumber imports down five percent.

Canada and Russia are the two dominant suppliers of softwood lumber to China, together accounting for 84 percent of the total imports, with the U.S., Chile and New Zealand making up most of the remaining import volume.

During the first eight months of this year, Russia, Chile and New Zealand have increased their shipments to China, while volumes from North America have declined. Exports from the U.S. are down as much as 41 percent as compared to the same period in 2011.

In August, the average import value for all softwood lumber imported to China was down nine dollars to \$203/m3 from a year ago, according to Customs data. The cost for Russian lumber fell as much as \$19/m3, while Canadian aver-

Continued on page 26

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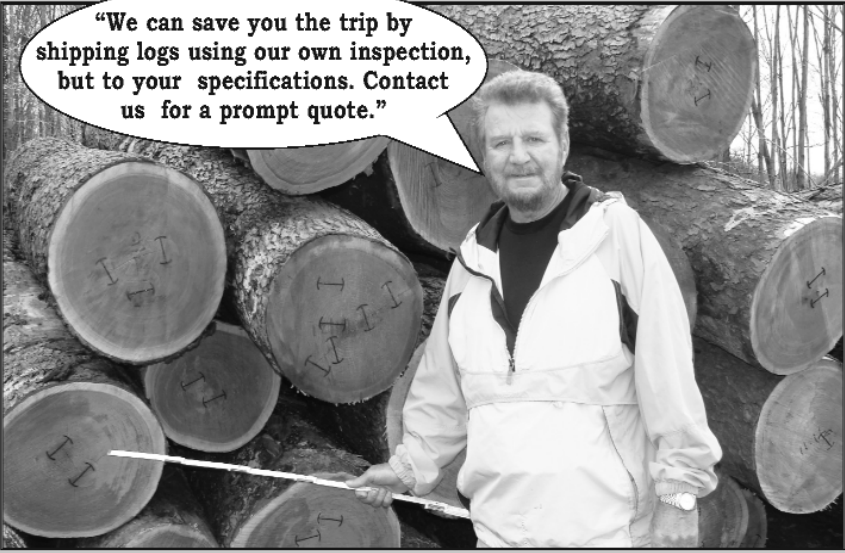
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**BUSINESS TRENDS
(CANADA)**

Continued from page 26

ing of its own. Demand remains solid, and sales operations indicate activity has been keeping pace with supply.

Demand increased for low grade Oak in early fall. Residential flooring manufacturers benefited from improved housing construction in the U.S. U.S. Census Bureau data showed continued growth in the coming months. It is hoped this growth will maintain itself into the new year.

With hot weather conditions passed, there was an increased production of whitewoods, with a decrease in Oak production. The shift in species mix was seen as causing some imbalances and was pressuring prices.

Log supplies have improved for Poplar, though not at the rate most anticipated. Contacts report green lumber production is not meeting buyers' needs for all grades and thicknesses.

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

NORTHEAST

Hardwood suppliers in the Northeast describe the current market conditions as challenging. "I've had conversations with a lot of people in the business and we just can't seem to find a good phrase other than stagnant," a contact in New York said. "Our margins are razor thin—if there are any. Everybody is just muddling along. Conditions are unchanged for the most part."

Handling Red and White Oak, Ash, Cherry and Walnut he indicated Red Oak as the fastest moving species and Cherry and Walnut as the slowest. "Availability has loosened up since the summer," he explained. "Our inventory levels are unchanged and our prices are slightly up."

The contact also mentioned he is having a difficult time with trucking availability. "Trucking is tough. Trying to find flatbeds isn't easy right now," he explained.

As for the year ahead, in 2013 he said he doesn't expect much change. "It took a while to get where we're at and it's going to take longer to get out."

A Pennsylvania hardwood supplier said that the current market is hard to describe. "It's been better but it's definitely been worse. If we weren't doing a fair amount of exporting we would be very slow," he added.

Supplying Red and White Oak, Hard and Soft Maple and Cherry the contact said Red Oak is moving the best and Cherry is the slowest. "I think everybody you talk to will have that same opinion. I've seen business a lot better in my lifetime and I've seen it a lot worse. So for me I think it's right in the middle."

"We're all in the same playing field," he continued. "Diesel prices are high but everybody has the same problem."

Marketing to lumber exporters and component manufacturers, the supplier said his customers' markets are status quo.

The Emerald Ash Borer quarantines have not had a negative impact on his operation. In fact, according to the source, it's quite the opposite. "Ash is still moving. There hasn't been increased production of it due to the EAB but it's still moving well."

Going into 2013 he expects similar conditions overall. "I see activity in the next year to mirror what we experienced in 2012. I don't see a lot of big changes ahead."

A New Jersey hardwood supplier noted, "We've actually had decent activity since May. The last few weeks have fallen off some but we expect a pick up soon based on what we've heard from our customers."

"I think the market is in flux right now," he continued. "There is a low availability of green lumber and kiln-dried demand has waned temporarily with some signs of pick up coming in the near future. But all of that is a guessing game."

Handling Cherry, Hard and Soft Maple and Red and White Oak he indicated Soft Maple is selling the best and the others are about the same across the board. "We are having a hard time finding Soft Maple as a result of the pick up in demand for that particular specie."

The contact also said his inventory levels are lower than expected for this time of year and the prices he is paying are higher. "We hope that there is some leveling off but we're not sure. We've lost close to 60 percent of our suppliers here in the Northeast along with about the same percentage of our customers that are no longer in business. At some point and time some of the sawmills will be more in the driver's seat and hopefully these prices will come up. If prices do come up where they need to be it will be to everybody's benefit. From the sawmills to the concentration yards and on down to the end use customers, price increases will help the margins get better for everyone."

•

LAKE STATES

Hardwood suppliers in the Lake States region reported steady business activity. A source in Indiana said, "Market activity as a whole really hasn't changed much in the last sixty days. There is still a great deal of uncertainty on the consumer end. We haven't seen any major decreases but at the same time there haven't been many increases either."

Supplying Red and White Oak, and Hard and Soft Maple, the contact indicated Maple is in better demand than the other species. "The slowest specie we have right now is the upper grade Oaks. We haven't had any availability issues but our inventory levels are higher," she explained.

She also indicated freight costs are having an impact on her operation. "With the rising diesel prices, we are having a difficult time adjusting."

Serving hardwood flooring and cabinet manufacturers, the source said her customers markets "are simply staying afloat."

Approaching 2013 she said, "We don't feel like there will be many changes in the year ahead. If we have a year similar to 2012 we will be doing okay."

In Wisconsin a hardwood lumber buyer noted, "Housing is getting better in many areas. Our hardwood flooring customers have picked up considerably this year. The cabinet manufacturers are not as strong, but overall business has increased by at least 15 percent this year."

A wholesaler in Minnesota expects a traditional slow down due to the seasonal change. "This is the time of year when everybody in this industry is slowing down. By the winter in the lumber business you've either made your dollar or you haven't. There are occasional spotty trends during the winter but nothing exceptional. Last season was an exception for many regions around the country because warmer weather prevailed for most of the winter allowing projects that were slated for the spring to continue."

When asked about availability issues he said, "Maple has seen a pick up in demand in the last few weeks. I don't think that many mills were prepared for even the slightest increase and as a result we're having a difficult time locating it."

With 80 percent of his company's hardwood lumber going to end users and the other 20 percent to other wholesalers, he said his customers account for improved conditions overall in 2011. "When you look at it from the prospective of 2010 numbers, everybody is doing better."

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SOUTHEAST

Hardwood lumber suppliers in the Southeast region are experiencing busier times. "The last few months have been extremely busy for us," a contact in Tennessee noted. "I would have to think back probably two or three years before I could think of a month that started out as strong as October did this year. Our prices are firm and from what I am hearing from my customers they have been

Continued on page 28

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BUSINESS TRENDS
(U.S.A.)

Continued from page 27

running pretty lean on inventory and some of them are purchasing extra loads in anticipation of possible shortages over the winter.”

As for the factors involved in the improved conditions, he said, “I think a lot of it is that people have realized that winter is coming and there is not a lot of logs on the log decks. There are a few people that have a lot of logs but most people don’t. So people are looking for extra loads here and there when they can find the opportunity.”

Handling Poplar, Red and White Oak, Hard and Soft Maple, Hickory, Cherry, and Ash, a supplier in Mississippi said he expects shortages in every specie except Cherry. “At this point I’m not having any availability issues. There are some people out there looking for things but we are not having any issues right now. One of the challenges that has come up in the last month or two is that freight rates are on the rise. It seemed to level off for a while but in the last few weeks there has been a lot of pressure for increases on freight.”

He indicated his inventory levels are normal and the prices that he’s paying are up. “Over the last three or four months our prices have trickled up a bit but overall we’re staying pretty close to where we need to be. If we have a rough winter prices will go up but if we have a mild winter similar to 2011 prices will stay the same. If we experience shortages this winter there are some people out there that will drive the prices up to keep their plants going.

“The only bubble that I have seen in the overseas markets was a couple of months ago during the longshoremen’s strike. There was a period of about three weeks where nothing went out. As soon as it was resolved there was a week or two of heavy shipping due to catch up orders. Since then it has leveled back off.”

“We have been pleasantly surprised that things are going well and we feel good about 2013. I think the market will be stable and we have a better feeling than we’ve had in two or three years.”

In North Carolina a hardwood supplier said business activity is fair. Handling Red and White Oak, Poplar and Eastern White Pine, he said Poplar is the fastest moving specie and White Oak is the slowest. “Our inventory is probably about 1 million feet in Poplar and a half million feet in White Oak and only about 250,000 feet of Red Oak,” he said. “Our log prices are up and we don’t see that changing for a while.”

He also indicated his export markets have increased and domestic transportation has been good. “Our fuel rates haven’t really gone up that much in the last six months and we are finding trucks pretty easily.”

Supplying hardwood to furniture and door and millwork furniture manufacturers, he said his customers’ markets are stagnant. “There isn’t a whole lot going on right now because we’re heading into winter. We look for 2013 to be identical to 2012.”

WEST COAST

On the West Coast hardwood suppliers reported spotty market conditions. “We had some great months up until August,” a Washington source said. “Things really slowed down marketwide for us in August but picked back up in October and have been steady since. As far as the mills that we buy from, their business is off.”

Handling Ash, Birch, Maple, Alder, Cherry, Hickory, Poplar, African Mahogany, and Sapele, he said Cherry is his fastest moving specie and Red Oak is the slowest. “The majority of what we do is in the uppers and heavy to 4/4. We haven’t had any availability issues yet but the rumors are out that things are going to tighten up in the near term and it could be a long cold winter.”

He indicated the prices he’s paying are stable but expects some changes in the months ahead. “If the winter starts out wet in other regions the prices will go up.”

As for other issues he said, “Our biggest issue is the availability of trucks to haul the product. The cost and the availability have become very difficult.”

Serving millwork, cabinet and furniture manufacturers he said his commercial casework and store fixture customers are doing moderate business. “Everybody has downsized and downscaled. If they were running 30 people in the past, they’re running 15 now. People have figured out how to make money at a lower level of busi-

ness. So the commercial casework and fix-
ture companies are still busy just on a
smaller scale. The biggest complaint from
them is that there are no margins in what
they’re doing.”

When asked about the New Year and
what he expects in 2013 he said, “I think
it’s still going to take a couple of years to
recover but you have to start somewhere.”

In California a hardwood distributor
commented, “The market seems to be slowing
in every area of the country and it makes
us uncomfortable sitting in our chairs. There
is business to be had in California but
between the rules, regulations and taxes
it’s challenging. The business is out
there but there are way too many people
chasing it. Our specific situation is different
than most of the lumber companies out
here in that not only do we distribute lum-
ber but we also manufacture cabinets, mill-
work and mouldings and furniture. So we
have several markets that we depend on.”

As for species availability he said, “We are
anticipating some shortages in the oncom-
ing months. After winter sets in across the
country availability will tighten up. In antici-
pation of that we are carrying a little more
inventory than we have in the previous two
years at this time of year.”

The source doesn’t expect much of an
uptick in 2013. “I think the year ahead of us
will be close to what we’ve had for the past
two years. Until we see some heavy
increases in housing, we can expect to just
trickle along.”

NEWSWIRES

Tokyo, Japan—A major producer of tropi-
cal timber, Sarawak, has expressed con-
cerns on some emerging market require-
ments, many of which are backed by legis-
lation by certain major consumer markets,
according to a recent article in the Borneo
Post online edition.

“Sarawak has been observing the ever-
evolving definitions of legality and sustain-
ability by various international organiza-
tions and consumer countries. All of these
are challenges facing the industry,” said
Chief Minister Pehin Sri Abdul Taib
Mahmud at the opening of the 48th
Session of the International Tropical
Timber Council (ITTC).

He also said that the problems were fur-
ther complicated by each consumer coun-
try having its own set of requirements that
were extremely challenging to meet on a
global scale.

Recommendations by officials are for
Sarawak to increase permanent forest
estates in the mixed dipterocarp forest to
six million hectares, including one million
hectares of industrial tree plantation. This
contributes to 58 percent of Sarawak’s
landmass of 12.2 million hectares.

Cookeville, Tennessee—Hermitage
Hardwood, based here, recently began
installation on two dry kilns, providing an
additional 100,000 board feet of kiln capac-
ity.

Hermitage Hardwood Lumber Sales pro-
duces all Appalachian hardwood species in
4/4 through 12/4 thicknesses with width
sorts available. Established in 1979,
Hermitage Hardwood has boasted the
experience of a wide variety of industry
experts. The company’s staff is skilled in
many aspects of production and customer
service, including (but not limited to): archi-
tectural millwork; hardwood flooring; cabi-
netry; furniture; furniture dimension; trans-
portation and international distribution.

For more information visit www.hermitagehardwood.com.

Neosho, Missouri—Missouri Walnut
L.L.C., headquartered here, recently



(L to R): Stan Smith, Steve Arnold, and Jason Boman stand in front of new dry kilns provided by SII Dry Kilns.

installed five new dry kilns and a new
steamer. Provided by SII Dry Kilns, located

in Lexington, N.C., each dry kiln will add an
additional 100,000 board feet of kiln capac-
ity and the steamer will hold 50,000 board
feet per charge.

Missouri Walnut is a member of the
National Hardwood Lumber Association,
and the American Walnut Manufacturer’s
Association. For more information visit
www.missouriwalnut.com.

Waynesville, North Carolina—At Joe
Pryor’s company, Oaks Unlimited, Inc.,
located in Western North Carolina, they
recently installed a new ProfiRip KM
310 Raimann Ripsaw manufac-
tured by the Weinig Group located in
Mooresville, N.C.

Oaks Unlimited’s
new ripsaw will
make Hardwood
strips that the firm
will export to various
overseas customers.
Presently the firm



Joe Pryor



ProfiRip KM 310 Raimann Ripsaw

ships about 70 percent of their lumber in
the export market and the remaining 30
percent is sold to customers located in
North America.

Oaks Unlimited exclusively represents
both Powell Industries, Inc., which is a
band mill operation located right down the
street from Oaks Unlimited’s hardwood
concentration yard, as well as Canton
Hardwood Company, Inc., which is a band
mill operation in nearby Canton, N.C.

For more information visit www.oaksunlimited.com.

Maiden, North Carolina—Lawrence
Lumber Company,

located here, recently
announced that
they are now directly
importing African
Mahogany for their
customers. Steve
Saryak, who is in
charge of hardwood
lumber sales at
Lawrence said, “At
our hardwood con-
centration yard with
dry kilns we are now
bringing in kiln-dried
4/4 through 8/4 thick-
nesses of African Mahogany for those in
need.”

Lawrence Lumber Company has 800,000
board feet per charge of dry kiln capacity
counting their new predryer/dry kiln and
five dry kilns all made by SII Dry Kilns
located in Lexington, N.C. They also have
two fan sheds totaling 500 MBF capacity.
Lawrence Lumber Company offers many
services to their customers like export
prep, mixed truckloads of lumber, contain-
er loading, dipping their lumber in ISK



Steve Saryak

Import/Export Wood Purchasing News

Biocides’ chemicals, S2S, SLR1E, and
width sorting.

The company also recently joined the
American Hardwood Export Council. For
lumber sales Steve Saryak can be
reached at (828) 428-5601 or emailed at
ssaryak@nc.rr.com. For more information
about Lawrence Lumber Company visit
www.lawrencelumber.com.

China—The U.S. Department of
Commerce has launched anti-dumping
and countervailing duty investigations of
imported hardwood and decorative ply-
wood from China.

The investigations are at the behest of
U.S. producers who claim that China is
dumping hardwood plywood in the U.S.,
giving Chinese manufacturers an unfair
advantage. In recent years, China’s
share of the U.S. hardwood plywood
market has grown from single digits to
about 50 percent. U.S. producers allege
that this has occurred through dumping
product into the U.S., government-pro-
vided subsidies, and manipulation of
currency exchange rates.

Chinese product prices undercut
domestic prices by 50 percent or more,
according to the Coalition for Fair Trade
of Hardwood Plywood. The coalition
seeking antidumping and countervailing
duties of at least 300 percent.

Coalition members are Columbia
Forest Products of Greensboro, N.C.;
Commonwealth Plywood of Whitehall,
N.Y.; Murphy Plywood of Eugene, Ore.
State Industries Inc. of Eugene, Ore.;
and Timber Products Co. of Springfield,
Ore.

Marathon City, Wisconsin—Welter
Forest Products, Inc. (dba Granite Valley
Forest Products), headquartered here, has
entered into an agreement with
GreenStone Farm Credit Services to pur-
chase the assets of Wolf Investment
Acquisition LLC, (dba Wolf River Lumber),
located in New London, Wisconsin.
Granite Valley Forest Products and
GreenStone are working together to final-
ize the agreement with the intent of closing
the transaction by the end of 2012.

GreenStone, a member of the Farm Credit
System headquartered in East Lansing,
Mich., acquired Wolf River Lumber in the
summer of 2010. After acquiring the prop-
erty, GreenStone opted to keep the com-
pany open, helping preserve the jobs of 65
workers while seeking a potential buyer.
After the completion of the purchase,
Granite Valley Forest Products will contin-
ue to operate the Wolf River Lumber facili-
ty.

“Everyone at Granite Valley Forest
Products is happy to welcome the hard
working and dedicated staff of Wolf River
Lumber to our organization,” said Gus
Welter, president of Granite Valley Forest
Products. “We look forward to continuing
operations at Wolf River and being active-
ly involved in the local community.”

“When we acquired Wolf River in 2010,
we thought it was very important to keep
as many employees as possible employed,
even during the difficult economic times
experienced by the timber industry,” said
Dave Armstrong, GreenStone President
and CEO. “We are happy to have reached
an agreement with Granite Valley Forest
Products, a company with the expertise to
lead Wolf River as part of Wisconsin’s
vibrant timber industry for many years to
come.”

“Wolf River Lumber and its employees are

Continued on page 30

IMPORT/EXPORT CALENDAR

JANUARY

NAHB International Builders Show, Las
Vegas Convention Center, Las Vegas,
Nev. For more information: www.BuildersShow.com. Jan. 22-24.

SURFACES 2013, Mandalay Bay
Convention Center, Las Vegas, Nev. For
more information: www.surfaces.com. Jan.
29-31.

FEBRUARY

Canadian Hardwood Bureau, Meeting,
Hyatt Regency Montreal, Montreal, Que.
Contact: 613-567-5511 or info@canadian-hardwoodbureau.com. Feb. 12-13.

The Montreal Wood Convention,
Fairmont The Queen Elizabeth, Contact:
info@montrealwoodconvention.com. Feb.
13-15.

MARCH

Western Wood Products Association, Annual Meeting, Embassy Suites,
Portland, Ore. Contact: info@wwpa.org.
March 3-5.

CIFM/Interzum, Guangzhou, China Import
and Export Fair Complex, Guangzhou,
China. Contact: k.lee@koelnmesse.cn.
March 27-30.

APRIL

International Wood Products Association, Convention, Westin
Bayshore, Vancouver, B.C. Contact: 703-
820-6696. April 17-19.

Classified Opportunities

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NEWSWIRES

Continued from page 29

excited to be joining the Granite Valley Forest Products family and would like to thank GreenStone for their efforts over the past two years that allowed us the opportunity to continue serving our valued customers,” said John Olson, chief financial officer of Wolf River Lumber. “Everyone at Wolf River Lumber looks forward to continuing our tradition of producing top-quality lumber for a variety of customers around the United States and the world.”

Granite Valley Forest Products operates a lumber concentration yard offering hardwoods from the Lake States region of the United States. Granite Valley provides custom products to meet customers’ exact specifications for a variety of widths, lengths and colors. The experienced sales staff at Granite Valley has more than 150 years of combined hardwood and softwood sales experience specializing in tailoring products and quality to the customers’ needs, including custom designed grades and custom manufacturing.

Wolf River Lumber is a state-of-the-art hardwood manufacturing facility and is one of the largest such facilities in the United States. The Wolf River facility has the ability to dry and process a variety of hardwood species for manufacturers of cabinets, doors and trim, blinds, furniture, and flooring.

Richmond, British Columbia—Epicor Software Corporation, a business software solutions for manufacturing, distribution, retail and service organizations, recently announced that it has completed its previously announced acquisition of Solarsoft Business Systems, the parent company of Progressive Solutions, headquartered here.

Since 1989 Progressive Solutions has created innovative business software solutions for the wood products industry. With geographic and product line expansions, the company extended its business software solutions to serve other sectors in the wood products and building materials supply chain worldwide.

Current product offerings include inventory software management services that address the needs of log yards, hardwood and softwood sawmills and panel mills, value-added manufacturers, lumber wholesalers and brokers of building materials distributors and dealers.

“This acquisition strengthens our leadership in the manufacturing and distribution segments worldwide,” said Pervez Qureshi, CEO and president of Epicor. “The addition of Solarsoft extends our innovative software offerings to a broader range of customers and industries—from automotive parts to packaging to life sciences, from food and beverage to electrical components to lumber and building materials. We are pleased to have completed this acquisition slightly ahead of schedule and excited to begin the process of integrating Solarsoft with Epicor.”

For more information visit www.solarsoft.com.

Tacoma, Washington—Northwest Hardwoods’ western hardwood operations

Import/Export Wood Purchasing News

have achieved Programme for the Endorsement of Forest Certification (PEFC) Chain-of-Custody Certification, one of the highest standards of ethics and sustainability in forest products.

Northwest Hardwoods Vice President of Sales and Marketing David Weyerhaeuser noted that PEFC’s focus on inclusiveness in recognizing qualified certification standards around the world gives PEFC unequaled respect in the area of sustainable forestry.

“We embrace the idea that sustainability makes good sense from a business and corporate responsibility perspective – it’s a path we’ve been on for years-but certification to the highest globally recognized standard helps us meet customer demand for certified products in furniture, cabinet, millwork and flooring markets around the world,” Weyerhaeuser said.

Geneva-based PEFC is the world’s largest forest certification system; establishing standards that transform the way forests are managed, with the goal of ensuring a broad range of environmental, social and economic benefits.

For Northwest Hardwoods, the process of gaining PEFC certification involved a six-month process of detailed documentation and independent third-party review to verify compliance with PEFC ecological, social and ethical standards addressing practices from forest management through sawmilling.

Northwest Hardwoods can provide certified Alder, Pacific Coast Maple, Birch, Ash and Hemlock from its five western U.S. facilities.

Founded in 1967, Northwest Hardwoods specializes in producing hardwood lumber from all commercial species, including Alder, Ash, Red and White Oak, Hard and Soft Maple, Cherry and Walnut. For more information visit www.northwesthardwoods.com.

Russia—Russian domestic log prices did not decline long-term as the Russian government had hoped when they increased log export tariffs to 25 percent in recent years. Initially domestic log prices fell when the tariffs were implemented, but the average softwood saw log price went up by 24 percent, according to the Wood Resource Quarterly.

When Russia joined the World Trade Organization (WTO) in 2012 the government was forced to reduce these export taxes to 13 percent and 15 percent respectively, for Spruce and Pine logs.

Sawmills in Western Russia have kept up production relatively well during the summer months this year despite the weak lumber demand in Europe because markets in Western Europe account for a fairly small share of the Russian export volumes. Instead, Egypt and former CIS countries are the major destinations for softwood lumber produced in the Western provinces of Russia, and these markets have stayed fairly healthy and even improved during 2012.

The steady demand for saw logs by the sawmills in Northwest Russia coupled with the fairly tight log supply resulted in close to record-high price levels (in Ruble terms) throughout the year, a development in contrast to many log markets in Europe where log prices have fallen the past six months.

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OBITUARY

James Ralph Taylor recently passed away in the Memphis, Tenn. area. Born in Calhoun City, Miss., on September 6, 1929 to Jim and Clara Taylor, he is survived by his wife Ila Faye Taylor, sons James Phillip Taylor and his wife Ema, John Jeffery Taylor and his wife Mary as well as a daughter Donna Faye Weeks and her husband Eric. He also leaves his six grandchildren, Adam Taylor and his wife Mary, John Taylor and his wife Julieanna, Kristi Taylor, Zack Taylor, Susan Steffens and Taylor Steffens; and three great-grandchildren Howell, Tallulah and Clementine Taylor.

Taylor married in 1949 and celebrated his 63rd anniversary this year. He began his lifelong passion for the hardwood lumber industry at the E.L. Bruce Lumber Company located in Bruce, Miss. He began his career there stacking lumber and worked his way up through the company. Eventually he became a hardwood lumber inspector, a skill that served him well throughout his career.

Taylor moved on from the E.L. Bruce Lumber Company and was hired by the

softwood lumber wholesale firm, Chenault Lumber of Memphis, Tenn. He was hired to start and develop a hardwood lumber wholesale division. In 1968, Taylor decided to take a leap of faith and started a company of his own. This company, Ralph Taylor Lumber, is in operation today. It is now owned and operated by his two sons, Phil and Jeff, as well as his two grandsons John and Adam.

A long time member of the Lumbermen's Club of Memphis and a member of the National Hardwood Lumber Association for 44 years, he founded the Arkansas Squares Company with locations in North Little Rock and Heber Springs, Ark. As well as Taylor and Sons Sawmill Co. in Clarendon, Ark.

One of Taylor's other passions was thoroughbred horse racing. He and his wife, Faye, were members of the Jockey Club at Oaklawn Park in Hot Springs, Ark., and owned and raced several horses throughout the years. He was also an avid bird hunter.

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