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5/4 Sel/Bet 6,411
6/4 Sel/Bet 7,096
8/4 Sel/Bet 3,598

Cumala
5/4 1C/Bet 3,370
8/4 1C/Bet 3,530

Genuine Mahogany
4/4 FEQ 1,882
6/4 FEQ 2,361
6/4 Sel/Bet 477

Jatoba
4/4 Sel/Bet 14,085
5/4 Sel/Bet 8,553

Santos Mahogany
4/4 Sel/Btr 2,569
6/4 Sel/Btr 2,322
8/4 Sel/Btr 4,828

Sapele
4/4 Sel/Btr 3,470
8/4 Sel/Btr 6,305

Spanish Cedar
4/4 1&2 COM 1,150
5/4 1&2 COM 131
6/4 1&2 COM 5,102
8/4 1&2 COM 3,053
8/4 Sel/Btr 11,395

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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
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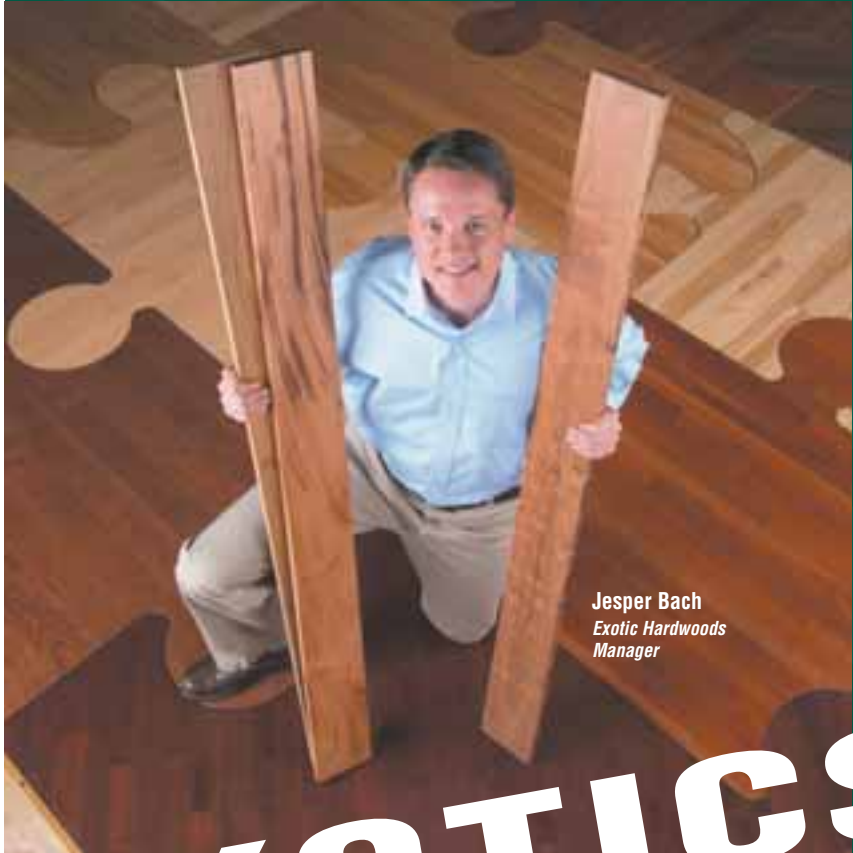
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Ash	4/4 - 12/4	Alegrero	4/4 - 6/4
Basswood	4/4 - 8/4	Am. Mahogany	4/4 - 10/4
Birch	4/4 - 8/4	Irako	4/4 - 8/4
Cherry	4/4 - 12/4	Jatoba	4/4 - 8/4
Hickory	4/4 - 6/4	Parishheart	4/4 - 8/4
Hard Maple	4/4 - 12/4	Sapele	4/4 - 12/4
Poplar	4/4 - 12/4	Spanish 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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AHEC NEWS - Continued from page 13

in addition to its Reston, VA, headquarters, to serve the needs of the global community. For additional information on the Convention, as well as additional overseas activities, please contact AHEC by phone at 703/435-2900 Ext. 114, or by email at msnow@ahec.org. ■

WHO'S WHO - Anderson- Continued from page 2

including store management, LBM merchant and institutional sales manager, with Irving's retail building supply chain, Kent Building Supplies. Most recently Anderson's responsibilities include open market sales and retail coordinator for the Pine division at J.D. Irving, managing the mix of products the mills make for their retail contractual obligations and selling tens of millions of board feet annually of Eastern White Pine to valued customers.

Anderson is married to Lori and they have two children, Georgia and Mack. He enjoys many sports, especially golf.

For more information visit online at www.jdirving.com. ■

WHO'S WHO - Fenwick- Continued from page 2

Fenwick is a graduate of Houghton College, Houghton, NY, with a Bachelor of Science degree in international business. Working at Baillie Lumber was his first job in the industry. He has been with the company for 16 years, and in his current position for the past 12 years. For more information visit www.baillie.com. ■

WHO'S WHO - Schmitz- Continued from page 2

tribution yards, wholesalers, furniture manufacturers, makers of sporting firearms, and other users of specialty products.

Schmitz is a graduate of Bonesteel Fairfax High School, Bonesteel, SD. He obtained a degree in drafting and drafting technology from Lake Area Vocational Institute, Watertown, SD. He has 20 years of experience in the lumber/lumber yard industry (retail, wholesale and now sawmill) and six years combined experience in the import/export industry.

Midwest Walnut is a member of the National Hardwood Lumber Association, the American Hardwood Export Council and the American Walnut Manufacturers Association.

Schmitz enjoys fishing. He has been married to his wife, Chris, for 25 years and they have one daughter, Annabelle. For more information visit www.midwestwalnut.com. ■

WHO'S WHO - White- Continued from page 2

Treat Hardwood Lumber specializes in 4/4 and 5/4 kiln-dried Poplar lumber that is flat, bright and white in appearance, and it is processed at their hardwood concentration yard in Wilkesboro. The firm has modern lumber handling equipment and dry kilns that are

modern. Furthermore, Treat Hardwood Lumber has a second hardwood concentration yard located in Lenoir, NC, that also has modern lumber handling equipment and dry kilns. The Lenoir facility processes 4/4, 6/4 and 8/4 kiln-dried Poplar, along with 4/4 kiln-dried White Oak and Hickory.

Treat Hardwood Lumber wholesales most Appalachian species in all grades and can offer either green or kiln-dried lumber to those in need. Monty Minton, David Dixon and Sheldon White handle lumber sales in the domestic market. Export lumber sales for Treat Hardwood Lumber are handled by Stacey Treat and Fiona Ho, who lives in Taiwan and travels China for the firm.

Treat Hardwood Lumber can be reached by calling 336-984-0032 or emailing Stacey Treat at Streat@treathardwoodlumber.com. ■

BKB - Continued from page 4

ees, which speaks volumes for employee conditions and remuneration. The company's past and present have consistently been linked to the recycling of plantation woods, such as Rubberwood, after the trees have passed their economic life in the supply of latex, but its development has been based on the use of many other species suitable for use in flooring. In fact, despite the name of the company (Hevea), Oak is said to be the 'bread and butter' species, accounting for as much as 50 percent of its face material to meet export market demand for this preferred flooring hardwood. The company places emphasis on investing in high tech equipment and people.

The company is a wholly owned subsidiary of Kuala Lumpur-Kepong Bhd (KLK), a publicly listed company on the Bursa Malaysia Securities Bhd. It commenced production in 1994 with the factory located in Ipoh on the west coast of Peninsular Malaysia. The manufacturing facilities have a built-up area of more than 28,000 square meters and feature some of the latest state-of-the-art engineered hardwood flooring technology from leading European wood machinery and equipment manufacturers. Its core product is European-style parquet with 3-layer construction, normally engineered with sustainable hardwood on the top and supported by Rubberwood (Hevea) hardwood or Pine in the middle and softwood veneer as backing.

"As a testimony of our commitment to quality, BKB has been certified to MS ISO 9001:2008 and offers environmental certification such as PEFC and FSC, as well as Green Label accreditation," said Executive Director N.K. Lee. The company is also working towards ISO 14001:2004 standards of environmental management. Claims on quality are said to be well within the accepted norms in the industry.

Besides producing low formaldehyde emission products with E1 specifications, the company also produces for special markets formaldehyde-free products meeting the F4 Star of Japan and CARB of the U.S. The product also received National Technical Approval by DIBt Germany on meeting emission test requirements of formaldehyde, VOC (Volatile Organic Compound) and SVOC (Semi-Volatile Organic Compound). Since 2008 all finishing has been based on water borne lacquers from Bona, a world-renowned brand. In recent years the fashion in many markets has changed and BKB now places more emphasis on one-strip flooring rather than three-strip, which was the previous norm.

The markets that BKB supplies are diverse. Exports to Europe have always been im-

Continued on page 17

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BKB - Continued from page 16

portant, but the economic downturn in Europe has put a damper on sales there. Japan, China, Australia, India, Middle East and the SE Asia markets are becoming important quality markets and the recent upturn in the U.S. market is causing some new interest in exports there. BKB is a member of the National Wood Flooring Association. For the home market, projects are the main areas where BKB's engineered wood floors are specified.

The traceability of material in BKB's production is the key to the company's ability to give comfort to environmentally-concerned buyers, which must now place it ahead of less well organized competitors. All wood material is color-coded and computer-classified with a unique traceability code and number at every step of the production, according to its source. BKB is a model for the Due Diligence process necessary in purchasing and tracking material, especially now for products destined for the EU, U.S. and Australia. The audited tracking system, through bar coding, gives total traceability. In the case of Rubberwood, bought locally from approved suppliers, that is relatively easy. For raw material PEFC-certified in Europe, or MTCC-certified Malaysian material endorsed by PEFC, that is also plain sailing. All material gets marked blue for certified or yellow for uncertified, but of known source. Red is used for unproven, although responsibly-sourced material, as far as is possible.

As the company representative said, "Responsible use of natural resources is our way, and frankly the only way to go forward." While the new laws of the U.S., EU and Australia require all suppliers to tick the boxes of legality and sustainability, BKB is ticking a lot more boxes than just those two.

For more information about this company, visit online at www.bkbhevea.com. ■

DEER PARK - Continued from page 5

sales manager. "We rotate the inventory as quick as we can, but we have a generous log supply and the heat is on in the summer so we use the black Shade-Dri®. Black actually reduces the heat by 10 to 15 degrees in a log pile, which stops checking and staining. We also use U-C Coatings Corporation's Anchorseal® on the lumber to wax and seal, and as we're drying it we use 8-inch concrete rooftops that run through the drying process to keep the lumber flat. This is especially important for the top packages, the bottom packages get weight from all the other packages. The ones on top don't have any weight unless we put these rooftops on them.

"In the manufacturing process we also have our lumber cut 2-inches over for 8 footers, 2 1/2 inches for 10's, 3-inches for 12 footers, 3-1/2 for 14-footers and 4-inches in the final product for 16-footers," he continued. "This offers the customer more trim length if they need it, or more yield, which is very important today."

Deer Park Lumber has a total dry kiln capacity of 410,000 board feet and an annual production of approximately 12 million board feet. The average lumber inventory available is 2.5 million board feet. Log inventory is approximately 800-950,000 board feet to allow about a three-week turnaround, preventing defects and staining in log form. The kiln-dried warehouse will hold about 3.5 million board feet.

The Deer Park Lumber Construction Company purchased D & K Lumber Co. in Au-

gust of 1972. The partnership incorporated in 1978 and became Deer Park Lumber Inc. By 1982 the firm was purchased by Ronald Andrews, who, according to the company's website, would forever change the dynamics of the operation by leading the way for it to become the prosperous business it is today.

Andrews and his family manage the business by promoting self-growth, customer service, harvesting quality timber, which in turn enables Deer Park to produce quality lumber. Because of his dedication to sustainable forestry for both the state of Pennsylvania and the rest of the country, Andrews purchased and donated a truck and trailer for the WoodMobile, which travels Pennsylvania as an educational exhibit. This exhibit is displayed at schools and county fairs where people can learn about the forest and how it plays a part in our everyday lives.

Organizing and participating in several Cameron County Outdoor Youth Activities that focus on sustainable forestry and protecting the environment, Deer Park Lumber is involved in educating youth on a large scope.

Deer Park Lumber Inc. is a member of the National Hardwood Lumber Association, Penn-York Lumbermen's Club, Keystone Wood Products Association, Indiana Hardwood Lumbermen's Association and Northern Tier Hardwood Association. For more information visit www.deerparklumberinc.com. ■



STAIRWORKS - Continued from page 6

1990s.

In 2007, a new company direction was introduced. By using the latest technologies and a passion for design, unique and interesting products for stair, railing, kitchen, and other miscellaneous interior design components, were developed. "The market responded with great exuberance," said Uhrig.

In 2009, the company invested in new technology to "increase production and expand our market," said Uhrig, whose management team includes General Manager of Stairworks and Division President of Flourish Design Elements Scott Uhrig (Bruce's son), Division Vice President of Flourish Design Elements Jia Uhrig (Scott's wife), Office Manager Janis Uhrig (Bruce's wife), and Purchasing Agent Brian Jennings.

The new technology allowed Uhrig to start Flourish Design Elements. "Since opening that division in 2009 we've been able to develop relationships with distributors across North America," said Uhrig, "who sell our designer newel posts." In January 2013, for example, the company was awarded "Best Of Houzz" 2013 by Houzz, an online platform for residential remodeling and design.

According to Houzz, Flourish Design Elements was chosen by the more than 11 million monthly users that comprise the Houzz community. "We're delighted to recognize Flourish Design Elements among our 'Best Of' professionals for exceptional customer service as judged by our community of homeowners and design enthusiasts who are actively remodeling and decorating their homes," said Liza Hausman, vice president of community and marketing, in a press release.

Uhrig said Flourish Design Elements has allowed Stairworks to expand its reach to a worldwide market. "Our designer newel posts and custom carved elements are catch-

Continued on page 18

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STAIRWORKS - Continued from page 17

ing the eyes of top designers and homeowners all over North America,” said Uhrig. “As we continue to strive for the global market, we’ve increased our client base from Southwestern Ontario to shipping all over North America.” To expand on that success, the company is currently in the process of developing its own sales force.

Some of Stairworks’ international recognition comes from its web strategies, social media efforts, and the ads that the company places in national design magazines like Canadian House & Home and Style at Home. The firm maintains a Facebook presence for both Stairworks and Flourish Design Elements – a strategy that sets it apart in an industry where Web 2.0 technologies like social media have yet to fully catch on. “We enjoy engaging customers and endusers via Facebook,” said Uhrig, “and keeping everyone updated on what’s going on at our companies and in our industry.”

According to Uhrig, the manufacturer’s biggest challenges right now include maintaining competitive pricing in an industry where raw material costs are on the rise and building a brand that endures. “To get around these obstacles we’re basically just buying smarter, offering unique products, and providing outstanding service,” said Uhrig, who is optimistic about the future of both Stairworks’ divisions. “We’re looking to achieve steady growth in new markets by coming up with even more unique and exciting designs that our customers have come to love.”

For more information, visit online at www.stairworks.ca or phone 519-823-1921. ■

IWPA/SQUIRES - Continued from page 3

formaldehyde requirements. Such a “reminder” would also make it possible for non-certified or non-compliant product to be held at the port.

One of the most challenging parts of the proposal is the quick effective date. EPA has proposed a one-year roll out period, even for laminated products that aren’t currently covered by the CARB rules. Third Party Certifiers capacity will be stretched very thin by expanding coverage so broadly in such a short period of time. This is especially since TPCs will also be going through an entirely new EPA certification process during this one-year period.

It all adds up to a new way of doing business. I hope you take a moment to let EPA and your Congressional representatives know what you think of this proposed rule. One of the advantages of participating in your trade association is getting this kind of game changing information early in the process. I encourage you to take advantage of the information that IWPA and others have made available on the proposed rule. IWPA held a webinar with EPA on July 25, which was recorded and is available on our website (iwpaewood.org.) In addition, Travis Snapp with Benchmark International and Professor Chris Knowles of the Oregon Wood Innovation Center, Oregon State University produced an introductory webinar explaining the proposed rule that is available at www.benchmark-intl.com.

IWPA will continue to keep an eye on this proposal and serve as a source of early information on this and other issues for the wood industry. ■

BUSINESS TRENDS ABROAD

New Zealand—The New Zealand Herald recently reported high export requests for New Zealand’s wood products. As wood processors are trying to secure supply, prices are pushing up, according to the source. In recent years, exports to China have gone up considerably and are further expected to increase this year.

Since the beginning of the year, timber prices rose by 5-10 percent. “The current increase is due mainly to the increasing cost of logs to sawmills and also it is driven by demand from Asia, combined with reduced log supply to China from North American sources,” said Paul Taylor, ITM Building Centre’s, general manager of marketing and operations.

The New Zealand’s Ministry for Primary Industries (MPI) reported that log export volumes would be seven percent higher in the year ending June 30 than the previous year. At the same time, log exports are expected to increase to \$4.29 billion in the year, from \$4.27 billion a year earlier. ■

Germany—Total price-adjusted value of orders received by the building construction and civil and underground engineering enterprises in Germany increased 2.1 percent over the same time period last year.

The Federal Statistical Office reported building construction demand rose five percent, meanwhile civil and underground engineering decreased by 0.9 percent.

The number of employees amounted to 732,000 at the end of April 2013, a decrease of 16,000 compared with the same month of 2012.

In the first half of 2013, new orders in the construction industry fell at a price-adjusted value of 2.9 percent, over the corresponding period last year. The total turnover in the construction industry from January to April 2013 was off about 21.1 billion euros, an increase of 6.5 percent from the level of the first half of 2012. The average number of employees decreased by 0.8 percent during this period. ■

Canada—The Alberta Forest Products Association (AFPA) recently issued a press release presenting the values of production of its member companies. The value of production was up \$126 million (23 percent) from the same period last year. Compared to the fourth quarter of 2012, production values climbed \$69 million (11 percent).


“These prices are the result of some of the best lumber and panel board markets that we have seen in several years,” said AFPA President and CEO Brady Whittaker.

“Strong revenues translate into investments in facilities, communities and our forests.” Whittaker also noted that while prices have moderated during the second quarter of 2013, the industry remains in an excellent competitive position.

AFPA members are significant social and economic contributors to over 50 communities around the province. The industry continues to innovate by increasing the efficiency of facilities, improving water and energy use, and developing markets in Asia and other emerging economies.

AFPA member panel board operators produced 278 million square feet of 7/16-inch equivalent product in the first quarter of 2013 valued at \$100 million. Compared to the first quarter of 2012 production was down approximately 10 million square feet, while values increased \$26 million. In comparison to the fourth quarter of 2012, production rose by 9 million square feet or 3.5 percent, and values increased by \$10 million or 11 percent. ■

Continued on page 19



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Forward thinking.

BUSINESS TRENDS ABROAD - Continued from page 18

United Kingdom—SCA Timber Supply UK recently signed an agreement to provide a range of planed softwood products to one of Britain's largest builders' merchants, the Travis Perkins Group.

According to the company press release the agreement will begin in 2014. "We will be investing immediately in new facilities on Humberside, dedicated to producing builders' merchant products," said Neil Emsley, managing director of SCA Timber Supply UK. "These will house two production lines and further investment later will create a third. This underlines the depth of our commitment to the whole builders' merchant sector. It will consolidate our position as a leading supplier to existing and new customers, such as the Travis Perkins Group."

SCA Timber Supply UK provides wood products to builders' merchants, DIY retailers and manufacturing businesses across Britain. The company has two distribution centers in Stoke-on-Trent, wood refining operations in Stoke and Welshpool and whole-sale operations in Hull. ■

Europe—The European Parliament, Irish presidency recently received a letter from Copa-Cogeca stressing that the new EU Rural Development Policy must strengthen the competitiveness of the forest sector to help boost the economies of rural areas.

According to sources the move came as the three EU Institutions intensify talks in order to get a deal on the future Common Agricultural Policy (CAP) and new EU Rural Development Policy. Copa-Cogeca Secretary General Pekka Pesonen stressed that the forest sector has a huge economic potential to boost growth and employment in rural areas across the EU. Forests largely contribute to the EU's growth strategy Europe 2020 and to the green economy. Forests play a key role in maintaining biodiversity while producing wood, cork and Pine cones. They provide renewable resources and ensure clean water and air alongside other ecosystem services. Furthermore, they offer a great place for recreation and leisure for European citizens.

He continued, "EU Rural Development Policy is the EU's main instrument to boost the contribution of forestry to these overarching targets, supporting the economy and contributing to the well-being of society particularly in rural areas." Consequently he urged the EU Institutions to take the economic potential of forestry into account in the objectives and priorities of the new Rural Development Policy, saying it must improve the competitiveness of both the agriculture and forest sectors. ■

Scandinavia—Lumber exports from the Nordic countries have changed drastically in recent years according to sources. About five years ago, sawmills in Finland and Sweden exported as much as 73 percent of their total export lumber volumes to countries within Europe. By 2012, this share had fallen to 57 percent.

Finnish sawmills currently export over 55 percent of their shipments to non-European markets, with Japan and Egypt having become the two largest markets in 2012, ahead of the traditional markets of the United Kingdom, France and Germany. During the first four months of 2013, Finland was the second largest softwood lumber supplier to Japan behind Canada, but ahead of Sweden, Russia and the U.S.

The Middle East and North Africa have become large and very important regions for Swedish sawmills over the past 10 years, with the export value increasing from \$160 million in 2002 to \$730 million in 2012. This region accounted for 28 percent of the total export volume (23 percent of the value) for Sweden in 2012. Even though demand for lumber has fallen during the first few months of 2013, the countries will con-

tinue to be major buyers of wood products from Sweden in the future.

Another interesting development for shipments from Sweden is that although volumes are still relatively small, exports during the first four months to China were up 130 percent. Volumes shipped to the improved U.S. wood market were more than four times higher this year than in the same period in 2012, as reported in the Wood Resource Quarterly. China and the U.S., the world's two largest lumber-importing countries, are likely to increase the import volumes of softwood lumber from both Finland and Sweden in the coming years as the demand for wood products is expected to rise. ■

BUSINESS TRENDS CANADA

ONTARIO

According to contacts, demand for hardwoods is favorable due to the industrial markets being healthy, along with export volumes to China and Asia also picking up again following a spring slump. The rise in residential construction in the U.S. is also assisting sales of Canadian hardwoods. With the rainy weather over the spring and into the first of summer, logging activity was harder to get done, thus slowing sawmill production as well.

Reports on Ash production vary according to region contacted, with demand also being varied from endusers, with business not being as strong. Wholesalers note, however, that supplies are manageable.

Basswood sales are ongoing, with green lumber being available to supply market needs, although some feel there could be difficulty having adequate supplies going into the third quarter. Again, the residential construction boost is helping to move this species.

Supply of Hard Maple has improved note contacts. With the cooler weather at the end of spring, sawmills were able to saw logs before the weather was too hot. With this availability, prices were also stabilized.

The consensus-based recommendations presented in January by members of the Endangered Species Act (ESA) to the Government considered and the regulatory changes were reflected in the Government's announced improvements to the Act, by removing the threat of duplication in Species-At-Risk legislation.

These improvements to the ESA will simplify its implementation for Ontario's forest sector by harmonizing requirements under the ESA with the Crown Forest Sustainability Act (CFSA) to maintain protection for species at risk. Mandatory requirements exist within the CFSA and its associated Forest Management Plans (FMPs) that provide for the protection of species at risk.

These changes recognize that mandatory processes established through the CFSA provide for conservation for species at risk and their habitat through forest management planning, and which the forestry sector has been managing for over two decades.

The improvements to the ESA maintain Ontario's high standard for the protection of species at risk and their habitat, while recognizing the potential to grow Ontario's renewable resource – forestry.

On another front, Canadian Food Inspection Agency (CFIA) has approved the release of two wasps from northern China to eat the tree-killing Emerald Ash Borer, which have no natural enemies in North America, in the hopes of saving Ash trees. The CFIA

Continued on page 20



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INTERNATIONAL WOOD PRODUCTS ASSOCIATION

BUSINESS TRENDS CANADA - Continued from page 19

has approved the eulophid and braconid wasps. A third candidate won't be released because there isn't enough information to know whether it would be harmful to insects the country wants to keep.

The wasps are so small they are barely seen, and they don't sting humans. Eulophids are a little over a millimetre long, while braconids slightly larger. Both lay their eggs inside other insects such as moths, butterflies and beetles. The young wasps hatch and eat their way out of the host insect, killing it. The wasps won't kill every beetle but should bring the population to a more manageable presence in the environment.

Until now, the only defense against the Ash Borer was to inject a beetle-killing chemical into each tree at two-year intervals, a slow and expensive process. In Michigan, the wasps tested there seem to be working. Researchers sampled trees for wasp broods at six forest sites near Lansing, MI, and by the fall of 2012, they found a fast-growing population of the eulophid wasps. The number of Ash Borer beetles that were "parasitized" by wasps grew from 1.2 percent in the year when wasps were first released (2007) to 21.2 percent last year. These results were published recently in the Journal of Economic Entomology.

Importing one non-native species to kill another is called biological control, but it brings risks. The main one is that the species brought in as a saviour starts feasting on plants or animals that we don't want it to eat, or that its population spirals out of control. ■

QUEBEC

Sawmill production saw its regular slowdown in July as the construction industry took its break. Demand for kiln-dried and green Birch is keeping pace with production, with higher prices being noted for enhanced lengths and color characteristics.

Toronto-Dominion Bank (TD) reported recently that lumber prices fell more than 25 percent since their peak in mid-April, but it expects prices will rebound by 40 percent by the end of next year. Their new report predicts the recent slump in lumber will reverse course by next year.

North American lumber prices reached a nine-and-a-half year high this spring, boosted by increasingly more optimistic numbers from U.S. housing. But several factors conspired to wipe away most of the price gains seen in the past 12 months.

"While several commodities have been in the spotlight in recent months, lumber has not been one of them," said an economist at TD Economics. "However, some light should be cast on the market given that prices have been tumbling quite rapidly over the past nine weeks."

North American lumber was one of the hardest hit commodities during the 2009 recession, given its dependence on the U.S. housing market. But a rebound in building there, combined with ongoing demand from China, helped prices recover in 2012 and through to 2013.

The recent price crash, said the economist, is not due to macro-fundamentals, and that's why prices are expected to rebound soon and continue climbing. The recent run-up in prices has increased output at many lumber plants, but that has coincided with a sudden drop in demand. Bad spring weather in many regions of the U.S. delayed housing projects, causing a drop in single-family housing starts. That was combined with softening demand from China, which sought lumber elsewhere as higher North American prices made the commodity less attractive to import. The trends, however, should start moving back into lumber's favor later this year.

A forest products analyst noted that several regions across Canada would experience limitations in their wood supply over the next few years. In Quebec, the allowable annual cut is being reduced by 10 percent over the next five years in keeping with provincial recommendations to maintain the future sustainability of its forests. This will reduce the amount of fiber available to sawmills. However, the industry will have the opportunity to ramp up to that ceiling, noted the analyst. That is why Quebec has recently surged, leading the country in terms of relative growth of lumber exports to the U.S. Ontario may also face reductions with government acquiescing to environmentalists' continuing demands to preserve larger areas of the boreal forest.

With all these factors, lumber producers can expect to see periods of price volatility with demand running ahead of supply and then supply catching up (such as what happened throughout May). The analyst also predicts up-and-down pricing in the oriented strandboard sector, and expects OSB prices will decline before year-end caused by an oversupply. ■

BUSINESS TRENDS U.S.A.

Hardwood supplier sources in the **Lake States** credit pent up demand as the reason for better business activity. A Hard and Soft Maple, Cherry and Red Oak supplier in Indiana said Soft Maple and Red Oak are his best moving items. "For us Hard Maple is moving slow but all it takes is one new customer and that would change overnight," he explained.

The contact said the prices he's paying are up. "Prices on everything are going up. I think the increases just need to get pushed through the supply line and everything will be fine. If it's all pushed all the way through to the customer it's not a huge deal."

As for his customers markets he commented, "Everybody that I've talked to in this industry is busy. I haven't talked to a sawmill or a flooring manufacturer that is slow at this point."

Cautiously optimistic about the remaining months in 2013 he said, "I feel like it's going to be full steam ahead for the rest of the year. However, in a market like we've experienced in the last few years it's hard to predict what the near term holds."

A source in Michigan said, "The market has become spotty for us. Our activity is a little worse right now but two weeks ago it was in good shape. In particular a lot of our domestic clients have stopped inquiring as much."

Handling all domestic hardwoods the supplier mentioned Walnut as his best moving species and upper grade Cherry as his slowest. "Our inventory levels are about the same as they have been but Walnut is becoming harder to find because it's in higher demand."

He mentioned his export markets are quiet. "Things have been subdued in the overseas markets for about three weeks now. They're not as active in China as they were in the spring. Our shipping manager said that overseas containers are also getting harder to come by.

"In spite of things being a little slow right now," he continued, "we are hopeful that things will pick back up. We're running extra hours as much as we can to get lumber back on the shelf. There might be a few weeks of slow down but overall we're feeling

Continued on page 21

pretty positive about the next six months.”

A contact in Ohio also noted “spotty” business activity. “There are plenty of mills in certain areas that are running overtime right now. But there are also mills that are struggling to get a full week’s work in this region. The end result of a market like that is mixed pricing.”

As for his own individual operation, he said, “We’re on a month-by-month basis and have been since the beginning of this year. We’ll have a good month followed by a bad month. In recent weeks it’s gone to a good week followed by a slow week.”

The source is hopeful that activity will stabilize by 2014. “Overall we are preparing for good conditions in 2014. We’ve seen some positive signs in housing and are looking for steadier business.” ■

Market conditions in the **Northeast** region have slowed down in recent weeks according to sources. “There really aren’t any logs up here right now,” a contact in New Hampshire said. “The timber will show up once it dries out but we’ve lost probably 30 to 45 days of what would be marginal logging at this time in New England.”

Handling Red and White Oak, Red and Yellow Birch, the contact said Red Oak is his best moving item. “Yellow Birch is our slowest mover but that particular species is always a fits-and-starts kind of species. Prices are up across the board and I expect them to continue to rise.”

He said trucking availability is tight and his export markets are slow. “There’s a disconnect right now. We’re not selling much lumber offshore right now.”

As for certified products the source said, “We still get people occasionally scratching around the edges looking for it, but as soon as you start talking about prices the interest goes away.”

Going forward the contact said, “It’s not going to take a lot of increased demand in the general economy to make the hardwood lumber business good. That’s what we’ve seen the last six months. There are enough people needing a little bit of wood and there’s not a lot of wood out there right now.”

In Pennsylvania a hardwood lumber supplier said, “The market is very nice right now. I’m very happy with the way things have been moving. Business has been pleasant for the last five months. We are encouraged by what the markets bring and we think the rise in the housing starts have been a great influence. It has enabled the domestic market to find resurgence and has enabled some sawmills to be able to get higher prices, which translates to higher prices for everybody. When you have a lot of species that were running on 20-year lows for pricing, it was making it difficult for a lot of people to survive. Fortunately the snap-backs happened at the right time. Hopefully it can sustain itself.”

In Connecticut a hardwood supplier mentioned No. 1 Common 4/4 Red and White Oak has been moving well. “The Maples have also been moving well. We’ve seen a pick up in Cherry, which is incremental but it has been nice. We’ve been able to find everything that we need but there is no excess. What’s making it tough is that the margins are tight. Although business is increasing, margins are still very tight. The prices we’re paying for green raw material have certainly risen. We’re here in the middle of the season and they’re not falling off and there is no over production going on. When that starts happening prices for green lumber start declining. So it seems like it’s going to hold its own.” ■

Hardwood suppliers in the **Southeast** region accounted for stable market conditions. “Supply is better and demand is about the same as it has been in the last few months,” a contact in North Carolina commented. Handling mostly Poplar, he said there is still a slight sense of panic on a week-to-week basis in reference to supply, but overall it has improved. “Over a several month average we do fine but the weather has made conditions spottier than we would like. As soon as it dries up the loggers are able to get plenty. There is plenty of timber available but getting it logged with the wet season has been a challenge.”

He continued, “Most buyers are a little nervous because prices have increased over the last year. A lot of our overseas customers don’t want to plan too far in advance because they are afraid prices will fall. However, the overall demand hasn’t changed and they are willing to pay the current prices. So as long as we as an industry don’t panic I think conditions should remain stable.”

A hardwood supplier in Mississippi indicated transportation issues have improved. “It seems like in the last month it has been much easier to book trucks than it has been,” he explained. “Even just a couple of months ago you had to plan 30 to 60 days in advance and now we can get a booking at the drop of a hat, which has been nice.”

As for overseas shipping he said, “We are having a few problems shipping into Mexico. The regulations are getting stricter into Mexico and there are some problems at the border.”

Supplying mostly endusers, he said, “There’s really no consistency to our customers’ markets right now. Some people say the furniture market is horrible and others say it’s just fine. So there is not really a rule or a trend of news that is consistent among endusers right now.”

The source expects moderate softening on prices in the weeks ahead. “We won’t be surprised if there is a bit of price softening, but overall we expect business to remain status quo for awhile.”

A contact in Kentucky said his markets are steady. “Low inventories and supply have factored in and improved our markets since the beginning of the year,” he explained.

Handling mostly Red and White Oak and Walnut he said White Oak is his best moving item. “Supply is tough right now. Weather has been wet and it has made logging difficult.”

He also said his export markets have changed in recent weeks. “The overseas markets are not buying as much product in advance. They are pretty much buying to fill orders as they come.”

Marketing to high-end woodworking operations he said his customers report steady market conditions. “I don’t think we’ll have many changes throughout the rest of the year. Our markets and those of our customers should remain steady.” ■

Contacts on the **West Coast** noted supply conditions have improved with emphasis on kiln-dried availability. “Prices are still inching upward on Red Oak, Hard Maple and Poplar,” a southern California Hardwood supplier said. “Walnut and Cherry are the only hardwood species that haven’t moved much in the past six months.”

The source also indicated growth in his area of the region. “Several distribution companies have entered the southern California market in 2013. We’re taking this as a

Continued on page 22

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BUSINESS TRENDS U.S.A. - Continued from page 21

sign that our market is poised for growth."

"Drier weather has improved harvesting conditions for the loggers in our region," said a Washington source. "We're heavy into the export market and we've been selling a lot into those markets. Prices continue to gain for No. 1 Common Red and White Oak."

As for transportation and trucking availability he said, "We're able to get what we need and move what we need to move. Transportation has improved greatly in the last few weeks. Trucks were tight at the beginning of the season, but we're getting a nice break now."

A hardwood supplier in Washington commented on Forest Stewardship Council and Sustainable Forestry Initiative certified products. "We haven't obtained certification from either organization nor do we plan on it. I saw an increase in demand for those products five years ago before the market crashed. After the market crashed that concern dissolved. It's not a major issue unless it pertains to government projects."

Marketing to hardwood flooring manufacturers he said his customers mentioned increased demand, which is consistent with production. "Housing has taken a couple of big steps in the right direction, which has allowed us to increase production. Every part of our industry is tied directly to housing and when it improves, it's felt from a production standpoint in the homebuilder sector from doors and windows to cabinets and flooring, etc."

The contact expects market conditions to improve at a gradual pace. "I think we'll see a nice gentle pull in the marketplace. That's a good thing. We don't need things to get too crazy. A nice gentle pull on the market would be great."

In Oregon a source said his markets are 'status quo.' "We haven't seen much change in the last few weeks. Cherry is not moving as well as the other species and production is up. We're not having any availability issues and most species seem to be selling. Over the past couple of weeks we've seen the market flatten out a bit. The phones are not ringing quite as much."

He said his inventory levels are the same as in previous months. As for what lies ahead in the remainder of 2013, he said, "We're not expecting much of an increase beyond this month but we don't look for a decrease either. Business will probably stay flat." ■

NEWSWIRES

China—The 6th Annual China Yiwu International Forest Products Fair will be held in Yiwu City of Zhejiang Province Nov. 1-4, 2013.

China Yiwu International Forest Products Fair, hosted by the State Forestry Administration and the People's Government of Zhejiang Province, has been held since 2008 in Yiwu International Expo Centre.

China Forest Fair covers seven categories of products including wood, wood handicrafts, forest leisure products, forest food, forest products machinery, flower and gardening products and bamboo.

Last year the Fair had 3,329 exhibition booths with over 1,418 domestic and foreign enterprises to display their products and services. Buyers from 88 countries and regions attended the Fair in 2012.

The 6th Forest Fair to be held this November will be a meeting to showcase China's famous forestry enterprises, the essence of China's forest products and the latest in forestry development. According to sources it will also be a good place for professionals of the forest industry worldwide to tap into the Chinese forestry and forest product market.

For exhibitor information contact Yiwu China Commodities City Exhibition Company Ltd. by email at wtw@chinafairs.org or by phone at 0086-579-85415333 and fax at 0086-579-85415244. For more information visit www.oldforestryfair.com/en/. ■



China Yiwu International Forest Products Fair

Continued on page 23

IMPORT/EXPORT CALENDAR

SEPTEMBER

Global Buyers Mission (BC Wood), 10th Annual Meeting, Whistler, BC. Contact: gbm@bcwood.com. Sept. 5-7.

FMC China 2013, Furniture Manufacturing & Supply China, Shanghai World Expo Exhibition & Convention Center, Shanghai. For more information: www.fmcchina.com. Sept. 11-14.

Vietnam International Woodworking Industry Fair, Saigon Exhibition and Convention Center, Ho Chi Minh City, Vietnam. For more information: www.vietnamwoodexpo.com. Sept. 25-28.

OCTOBER

National Hardwood Lumber Association Annual Convention & Exhibit Showcase, Omni Fort Worth Hotel, Fort Worth, Texas. Contact: 901-377-1818 or exhibitors may contact j.hester@nhla.com. Oct. 2-4.

North American Wholesale Lumber Association, NAWLA Traders Market, The Mirage Resort & Casino, Las Vegas, NV. For more information: www.nawla.org. Oct. 23-25.

NOVEMBER

The APA-Engineered Wood Association annual meeting and Info Fair, Ritz-Carlton, Amelia Island, FL. Contact: kim.sivertsen@apawood.org. Nov. 10-12. ■

The Import/Export Wood Purchasing News August/September 2013

NEWSWIRES - Continued from page 22

Bellingham, WA—International Forest Products Ltd. (Interfor), headquartered here, recently announced two stewardship partnerships with Deschutes National Forest in Oregon. The company said it would yield 25 million board feet of timber to support jobs in central Oregon and generate approximately \$3.3 million in revenue that will contribute to future restoration projects in the Deschutes National Forest.

Interfor's Gilchrist Division was recently awarded the Fine Integrated Resource Timber Contract (IRTC), the third of three projects offered to complete a research project led by the Forest Service's Pacific Northwest Research Station. The Fine IRTC will result in 13 million board feet of timber and \$1.5 million in retained receipts. IRTCs are a means to pay for stewardship work through the sale of commercial forest products.

Deschutes National Forest was established in 1908, and Gilchrist was founded as a company in town in 1938 by the family-owned Gilchrist Timber Company. Interfor purchased the mill in 2004, and the mill employs 137 people, producing a line of high-quality Pine specialty lumber products. The U.S. Forest Service and environmental organizations have recognized the mill as a critical component of infrastructure supporting forest restoration activities in the Deschutes, Fremont-Winema, and other National Forests in central Oregon. ■

Langley, BC—Hardwoods Distribution Inc., located here, recently acquired the operating assets of tropical lumber and decking importer Olam Wood Products (OWP), Leland, NC.

The \$2.8 million deal includes inventory, equipment and the lease of OWP's 40,000-square-foot office/warehouse. Hardwoods Distribution also hired OWP's employees. Hardwoods Distribution Inc. is one of North America's largest wholesale distributors of hardwood lumber and related sheet good products, operating a network of 31 distribution centers in the U.S. and Canada.

Olam Wood Products imports tropical lumber and decking material from Africa and South America. For more information visit www.hardwoods-inc.com. ■

Russia—The Russian government recently announced intentions to invest \$13 billion to finance upgrades in the country's forest products industry. According to President Vladimir Putin the money will fund 118 projects designed to make the sector more attractive for investment and address long-term issues such as illegal logging. Putin said illegal logging has increased 66 percent in Russia over the last five years.

"First of all, we need to streamline a system of accurate monitoring and define tougher measures for those who barbarically destroy the forest," he said.

Over 7,000 people were fined in 2012 for illegal felling and only two percent of these funds have been recovered. "The forest also needs to be rescued from illegal felling, which has increased by 66 percent in the past five years and the amount of this felling remains colossal," he continued.

The forestry project selection system currently in place favors large production facilities for timber processing. Putin said the system should also cater for small and medium businesses adding that Russia needs universal methods of support for all businesses, which could bring economic and social benefits. ■

Bonn, Germany—The International Board of Directors of the Forest Stewardship Council (FSC) has decided to disassociate from the Danzer Group of forest product companies. After in-depth research by an impartial complaints panel concluded that the former Danzer subsidiary SIFORCO had been involved in unacceptable activities, as specified in FSC's Policy for Association, in the Democratic Republic of Congo (DRC) in 2011, while it was still part of the Danzer Group.

"Based on the unanimous recommendation of the Complaints Panel, which spent several months analyzing the case, and whose work was also reviewed by a Board Complaints Resolution Committee, the Board of Directors decided that Danzer was in violation of FSC's Policy for Association," said Kim Carstensen, Director General of FSC. "Our continued association with the Danzer Group clearly puts FSC's credibility and reputation at risk."

According to sources the disassociation results from a formal complaint filed by Greenpeace, that SIFORCO was involved in the violation of human rights of forest communities. The alleged events occurred in 2011 in and around the Yalisika in the DRC. The Danzer Group and Greenpeace both agreed on the experts who comprised the Complaints Panel.

"We respect the right of FSC to impose disassociation under conditions that could represent severe reputational risk to its system," noted Danzer Group CEO Hans-Joachim Danzer. "Though this imposes substantial financial consequences on our company, we believe in the principles for responsible forest management defined by FSC and will seek re-association as quickly as possible after our fulfillment of the conditions for re-association has been verified by an independent third-party monitor approved by FSC," he added. ■

OBITUARY

LOUIS G. 'DINK' HATAWAY JR.

Louis G. 'Dink' Hataway Jr. recently passed away. Hataway was born on March 13, 1929, in Memphis, TN.

A graduate of Carr Central High School, Vicksburg, MS, in 1947, he obtained a degree in industrial engineering in 1951 and was a member of Pi Kappa Alpha fraternity. Hataway served as lieutenant in the U.S. Navy Reserves from 1952 to 1955. He retired from the Anderson-Tully Lumber Company, also in Vicksburg, after more than 50 years.

He was a surrogate father to his sister's children after her death in 1964, Paula Louise, Fred Louis and Elizabeth Allison Newcomb.

He was preceded in death by his parents, Louis Grady Hataway and Jennie Moreland Hataway, his sister, Shirley Louise Hataway and his son Louis Grady Hataway III.

Hataway is survived by his daughters, Cheryl Hataway Lineberger (Todd of Cornelius, NC), Janie Moreland Hataway (Memphis), Rachel Hataway Bednarski (Tim of Memphis); and several nieces, nephews and a grandnephew.

Donations can be made to St. Jude Children's Research Hospital, 262 Danny Thomas Place, Memphis, TN, 38105 or Memphis Boys Town, 7410 Memphis Arlington Road, Memphis, TN, 38135. ■



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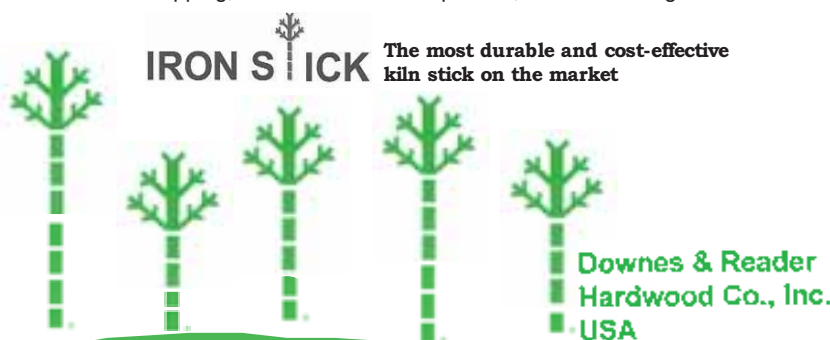
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A guide to

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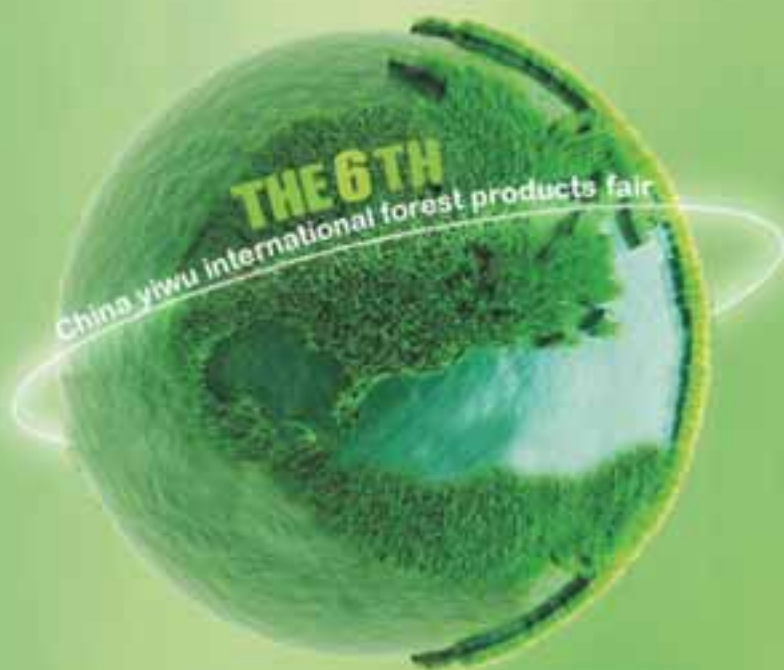
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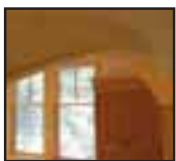


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3. Versatility & Workability. Light-weight, soft and even-textured, choose Hancock C-select Pine for its easy workability and versatility, perfect for high quality interior/exterior trim, mouldings, furniture and cabinet work.



4. Chemical-Free. From the forest to your warehouse, no chemicals are used on or added to this natural and truly green product.



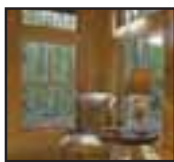
5. Time-Tested. Eastern White Pine ages gracefully in any environment. In New England it's not uncommon to find 200-year-old homes with Pine trim and flooring still beautifully intact.



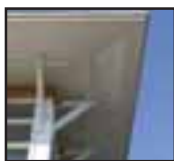
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8. Climate Creates Character. Short Northeastern summers lead to tight growth rings and a superbly straight and durable Pine product, grown in naturally regenerating, mixed use forests.



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10. Every Board Counts. Hancock's company pledge promises that every board is manufactured precisely to its customers specifications, every time.

6-Layer Pack Preview

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Layer 1



Layer 2



Layer 3



Layer 4

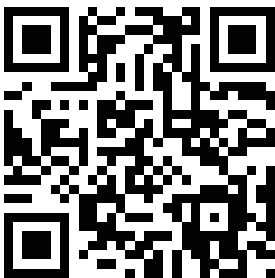


Layer 5



Layer 6

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