



American Hardwood Grading Seminars Serve Key Emerging Markets

Java, Indonesia—September saw an event jointly held by the American Hardwood Export Council (AHEC) and the National Hardwood Lumber Association (NHLA) in one of Southeast Asia's key emerging markets. 'American Hardwood



Michael Buckley, Turnstone, Singapore; Dwight Kiswandono, woodworking, Hong Kong; John Chan, American Hardwood Export Council, (AHEC), Hong Kong; Dana Spessert, National Hardwood Lumber Association (NHLA), Memphis, TN; and Ariel Odon, Wood Magazine, Jakarta, Indonesia at the jointly sponsored event in Semarang, Java.

Lumber Grading' half day seminars were held here in Semarang and Surabaya, being two of the most important wood processing hubs in the country, which still has huge potential to grow its hardwood imports from the USA, despite its own massive forest resources.

Dana Spessert, NHLA's Chief Inspector, conducted both seminars prior to going on to the VietnamWood show in Saigon where AHEC was hosting an all-time, record-sized American hardwood pavilion and an "American Hardwood Technical Seminar." The seminar in Semarang was opened by John Chan, Regional Director for AHEC based in Hong Kong, who referred to the growing market for American hardwood lumber in In-



Dana Spessert, NHLA, Memphis, TN; and Yenny Gunawan, APP Timber, Malaysia, at the Surabaya lumber grading event.

Additional photos on page 22

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Global Buyers Mission Attendance Surges 15 Percent

Photos By Wayne Miller

Whistler, BC—The recently held 10th Anniversary Global Buyers Mission (GBM) welcomed over 800 delegates to Whistler, surpassing record attendance in 2012 by a good 15 percent.

GBM organizers expressed many thanks to their funding partners this year, including Platinum Partners: Natural Resources Canada Wood Export Program (CWEP) and Forestry Innovation Investment Ltd. (FII); Silver Partner: the Government of Alberta, and the Bronze Partners: HSBC and the Department of Foreign Affairs and International Trade (DFAIT). GBM organizers were pleased to again have the collaborative effort made by the Western Red Cedar Lumber Association (WRCLA) in recruiting participants and assisting BC Wood with the organization and delivery of the event. Pre-qualified international buyers came from Australia, Austria, Belgium, Eastern Canada, China, Germany, Hong Kong, India, Ireland, Japan, Korea, Malaysia, Mexico, Pakistan, Panama, the Philippines, the Russian Federation, Taiwan, the United Arab Emirates, and many more.



Bryan Hawrysh, CEO, BC Wood Specialties Group, Langley, BC; The Honorable Ed Fast, Federal Minister of International Trade, Abbotsford, BC; Peter Sperlich, Sperlich Log Construction, Enderby, BC; and John Weston, Member of Parliament, West Vancouver-Sunshine Coast-Sea to Sky Country, West Vancouver, BC

Tom and Shirley Haker, The Teal-Jones Group, Surrey, BC; Kyle Chuang, Cambridge Mercantile Group, Vancouver, BC; and Bob Bell and Jamie Patterson, Bolen-Brunson-Bell, Memphis, TN



Tom and Shirley Haker, The Teal-Jones Group, Surrey, BC; Kyle Chuang, Cambridge Mercantile Group, Vancouver, BC; and Bob Bell and Jamie Patterson, Bolen-Brunson-Bell, Memphis, TN

many, Hong Kong, India, Ireland, Japan, Korea, Malaysia, Mexico, Pakistan, Panama, the Philippines, the Russian Federation, Taiwan, the United Arab Emirates, and many more.

Additional photos on pages 10 & 14

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WRCLA Addresses Marketing Via Technology At Annual Meeting

Photos By Wayne Miller

Whistler, BC—The Western Red Cedar Lumber Association (WRCLA) hosted its annual Cedar Summit with a reception/dinner and business session in conjunction with the Global Buyers Mission recently. WRCLA began their gathering at the Kypriaki Norte Restaurant and the next day, held their business session at the Whistler Confer-



Jack Draper, Western Red Cedar Lumber Association (WRCLA), Vancouver, BC; Al Fortune, Mid-Valley Lumber, Alder Grove, BC; Larry Petree, Mary's River Lumber Co., Montesano, WA; Helena Jehnichen, WRCLA, Vancouver, BC; and Paul Mackie, WRCLA, Mill Creek, WA

Additional photos on pages 14, 16 & 20

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Who's Who in Import/Exports



GRAFTON H. COOK

Grafton H. Cook is Sales Manager for **Missouri-Pacific Lumber Co.** in Fayette, MO.

Missouri-Pacific is one of the largest producers of Black Walnut lumber and veneer logs in North America. The company specializes in 4/4 through 16/4 No. 2 Common and Better Walnut including 10" and wider, 13" and wider, high-figure; and rift and quartered. Missouri-Pacific also manufactures 4/4 through 8/4 No. 2 Common and Better Red Oak; 4/4, 6/4 and 8/4 No. 1 Common and Better Aromatic (Eastern) Red Cedar; and 4/4 through 12/4 No. 2 Common and Better Soft Maple.

Cook has been with Missouri-Pacific for 11 years. In his role, he works alongside company ownership to for-

Continued on page 11

Robert MacMaster is a sales representative for **Argo Fine Imports** in Metairie, LA.

Argo Fine Imports supplies a wide variety of fine imported plywood to distributors and laminators. The company specializes in importing Lauan/Meranti, Hardboard, Virola, Sande, TECO-certified Elliottis Pine and also provides American Red Oak and Birch. Argo Fine Imports handles thicknesses from 2.7mm to 28mm. The company has expertise and knowledge of the plywood market that includes industry manufacturers, wholesale and chain retail yard distributors and home centers.

Argo Fine Imports has a combined staff with over 100 years of experience in the industry.

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ROBERT MACMASTER



JORDAN S. MCILVAIN

Jordan S. McIlvain has been with **Alan McIlvain Co.** in Marcus Hook, PA, since 2008. In addition to sales in New Jersey and New York, Jordan has recently stepped into lumber purchasing, as well as working with his cousin Lan McIlvain and brother, Weld, on other improvement projects throughout the company.

Alan McIlvain Co. specializes in hardwood lumber, custom mouldings, millwork and quick turnaround for custom orders. The company has 7 million board feet of FAS lumber in inventory, and has been in the industry for 213 years.

Alan McIlvain Co. is a 100-year member of the National Hardwood Lumber Association, and a member of the Appalachian Hardwood Manufacturers Inc., International

Continued on page 12

Mark Miller is over export sales and sales into the North-Central and New England states of the U.S. for **Frank Miller Lumber Co.**, a sawmill and exporter, located in Union City, IN.

"We are a hardwood sawmill specializing in quarter-sawn hardwoods," Miller said. "We also offer plain-sawn. Our quarter-sawn hardwoods go into some of the highest end architectural projects throughout the world, as well as extremely high-end furniture and millwork."

Quarter-sawn hardwoods are available in Red and White Oak, Walnut, Cherry, Hard Maple and Hickory, available in 4/4 to 8/4 thicknesses.

Export loads can be export-prepped, phyto-

Continued on page 12



MARK MILLER

EC Names Two EUTR Monitoring Organizations

The first two EU Timber Regulation (EUTR) Monitoring Organizations (MOs) have been named by the European Commission as the not-for-profit bodies, says the European Timber Trade Federation (ETTF) in a press release.

The MOs have the role of helping EU operators (companies which first place timber on the EU market) to meet their obligations under the EUTR to undertake due diligence supplier illegality risk assessment. The MO does not exempt companies that use their services from liability. But it provides them with a ready-made due diligence system to implement, and advises and monitors them in its use.

"The main benefit for companies of engaging with an MO is the help in navigating the EUTR, safe in the knowledge that they can trust the quality of the provided system, as well as the due diligence evaluations," said NEPCon executive director Peter Feilberg.

NEPCon's due diligence system is branded LegalSource, and is already in use by companies internationally.

"The EC's recognition of the robustness of our due diligence system is good news not only for us, but also for the companies we already work with," said Feilberg. "We have taken care that our system is user-friendly, while being aligned with the EUTR and other legal frameworks of key timber markets."

NEPCon has worked closely with the ETTF in helping the industry meet the demands of the EUTR. It helped devise the ETTF's own pan-European EUTR-aligned due diligence system, which has been implemented by a number of member federations for their own membership, and has also been involved in the Federation's Eastern Outreach Programme, to provide Eastern European timber companies and organizations

Continued on page 11



AHEC's Promotional Strategy: An Executive Summary

By **Michael Snow**
Executive Director
American Hardwood Export Council
Reston, VA
703-435-2900
www.ahec.org

The
Ameri-
can
Hard-
wood
Export
Council



recently submitted its funding application for 2014 to the United States Department of Agriculture. As part of that application, AHEC submitted an "Executive Summary" of our promotional strategies and goals. With all of the current discussions underway on the need to expand promotion for U.S. hardwoods domestically, I wanted to share that summary with you:

Background

While the United States remains the world's largest producer and exporter of sawn hardwoods—representing nearly one quarter of global production—recent developments have taken a devastating toll on the industry. Production in 2012 was less than half of 2001 levels, leading to large numbers of sawmill closures and job losses as furniture and other manufacturing industries have moved offshore and the domestic housing sector has seen a protracted downturn. In fact, production has declined to such an extent that in its 2012 Forest Products Annual Market Review, the United Nations Timber Committee concluded that "...there is growing concern that the U.S. hardwood resource is now being severely underutilized."

In these difficult times, the lifeline that has kept the industry afloat has been the export markets, which now represent more than one-half of all graded lumber production. This is important not only for the volumes involved, but as pointed out in a recent cover story from the Hardwood Market Report, "Strong Export Sales Help Maintain Profitability on Domestic Sales," this trend is the result of several factors, including declining volumes being absorbed by the domestic U.S. furniture and flooring industries, an increasing volume of secondary hardwood products (often made with American hardwood lumber) that are being imported into the U.S., and the

Continued on page 12



Washington Scene

American Wood Council Responds To President Obama's Climate Strategy

American Wood Council President and CEO Robert Glowinski recently issued the following statement regarding President Obama's climate change strategy.

"While President Obama raised many climate issues in releasing his Climate Action Plan, one issue that deserves greater attention is for the U.S. Environmental Protection Agency (EPA) to continue recognizing the carbon neutrality of the biomass energy produced by wood products manufacturers.

"The agency is poised to issue a world-leading framework for measuring the carbon impacts of biomass energy. By investing in highly efficient biomass energy, wood products facilities have continually reduced greenhouse gas (GHG) emissions by displacing fossil fuels with woody residues that would have decayed anyway.

"Even some of the greatest critics of carbon neutrality have recognized that the use of biomass residues for energy should be treated as carbon neutral, and we hope that EPA will do the same in its upcoming accounting framework and GHG regulations.

"Further, the president called for cuts in what he called carbon pollution, and greater use of wood products provides just such an opportunity. Their manufacture is steeped in the use of biomass energy, and wood sequesters a considerable amount of carbon not only in forests (as recognized in the plan) but also in finished products."

For more information visit www.awc.org. ■

Board of Natural Resources Approves Management Fee Increase

The Board of Natural Resources recently voted to approve a management fee increase. This increase in the fee retained by the Department of Natural Resources (DNR) from timber sale receipts will bring the Resource Management Cost Account Fund to 29 percent and the Forest Development Account Fund to 25 percent. It is anticipated that this will generate approximately \$10.1 million in additional revenue for DNR management funds. These funds will be used for silvicultural activities, access acquisition to trust lands, strategic investment in data (LiDAR, inventory, etc.) and capital investments (agriculture, commercial real estate, etc). Additionally, those funds will be used to help with the Marbled Murrelet Long-term Conservation Strategy, Sustainable Harvest Calculations and the Olympic Experimental State Forest Plan.

According to the American Forest Resource Council, these three major planning activities are currently ongoing simultaneously and the increase in revenue to the management funds should help with the challenges created by running these at the same time. ■

AWC and CWC Release Two New Environmental Product Declarations

The American Wood Council (AWC) and Canadian Wood Council (CWC) recently announced the release of four new environmental product declarations (EPD's) for North American wood products including softwood lumber, plywood, oriented strandboard and glue-laminated lumber.

EPD's are standardized tools that provide information about the environmental footprint of the products they cover. The North American wood products industry has taken its EPD's one step further by obtaining third-party verification from the Underwriters Laboratories Environment (UL), an independent certifier of products and their

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GSP Renewal Around the Corner?

As I write this, fall has begun without Congress renewing the GSP program. The U.S. Generalized System of Preferences (GSP) promotes economic growth in the developing world by providing preferential duty-free entry for up to 5,000 products when imported from one of 127 designated beneficiary countries and territories. U.S. businesses imported \$19.9 billion worth of products under the GSP program in 2012 -- many of which were inputs for U.S. manufacturers. Unfortunately, Congress did not renew the program before it expired on July 31, 2013, forcing importers and exporters to adjust to the increased tariffs.

IWPA has been working as a member of the Renew GSP Coalition to press Congress to renew the program. In addition, twenty countries have formed the Alliance of GSP Countries (A-GSPC) to advocate for GSP renewal. Countries that make up the alliance include: Algeria, Bangladesh, Brazil, Ecuador, Egypt, Fiji, Georgia, Indonesia, The Republic of Macedonia, Moldova, Mongolia, Nepal, Pakistan, Philippines, Sri Lanka, Thailand, Tunisia, Ukraine, Uruguay, and Yemen.

The Obama Administration supports GSP extension. However, Senator Coburn (R-OK) put a hold on the bill stopping its passage. Before Coburn's action, it was expected that Congress would pass an extension of the program and work to reform it in the coming year. Coburn is a supporter of the GSP program, but objects to how the costs of the program have been offset in the legislation.

Sadly this isn't the first time Congress has let this important program expire. Congress when renewing the program typically will also provide for it to be retroactive, which is a good thing. Unfortunately, Congress also tends to think that failure to renew on time does no lasting economic harm, which certainly underestimates the frustration of companies that use the program and need to know how to price their products.

When Congress extended the program in the past, it applied the duty-free treatment to GSP-eligible products retroactively, allowing importers to seek refunds of duties paid. However, retroactivity is not guaranteed, so we won't know until Congress re-

By Cindy Squires
Executive Director
International Wood Products Association
www.iwpawood.org



news the program if it will also make it retroactive.

I encourage you to take a moment to reach out to your Congressional representatives to let them know you care about GSP renewal. The Renew GSP Coalition has made it easy for you on its RenewGSPToday.com website.

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WHEELAND LUMBER CO. Updates and Innovates

By Paul Miller Jr.



(Left to Right): Ray, Derek and Damen Wheeland of Wheeland Lumber Co., located in Liberty, PA.



Along with shipping kiln-dried lumber, some specialized services include: Clear strips, S2S, gang ripping, straight line ripping, optimized cross cut, molding and millwork, edged and face-glued products and end matching.



The company accommodates 3 million board feet of dried lumber.



With nine dry kilns, Wheeland Lumber has a total capacity of 500,000 board feet.



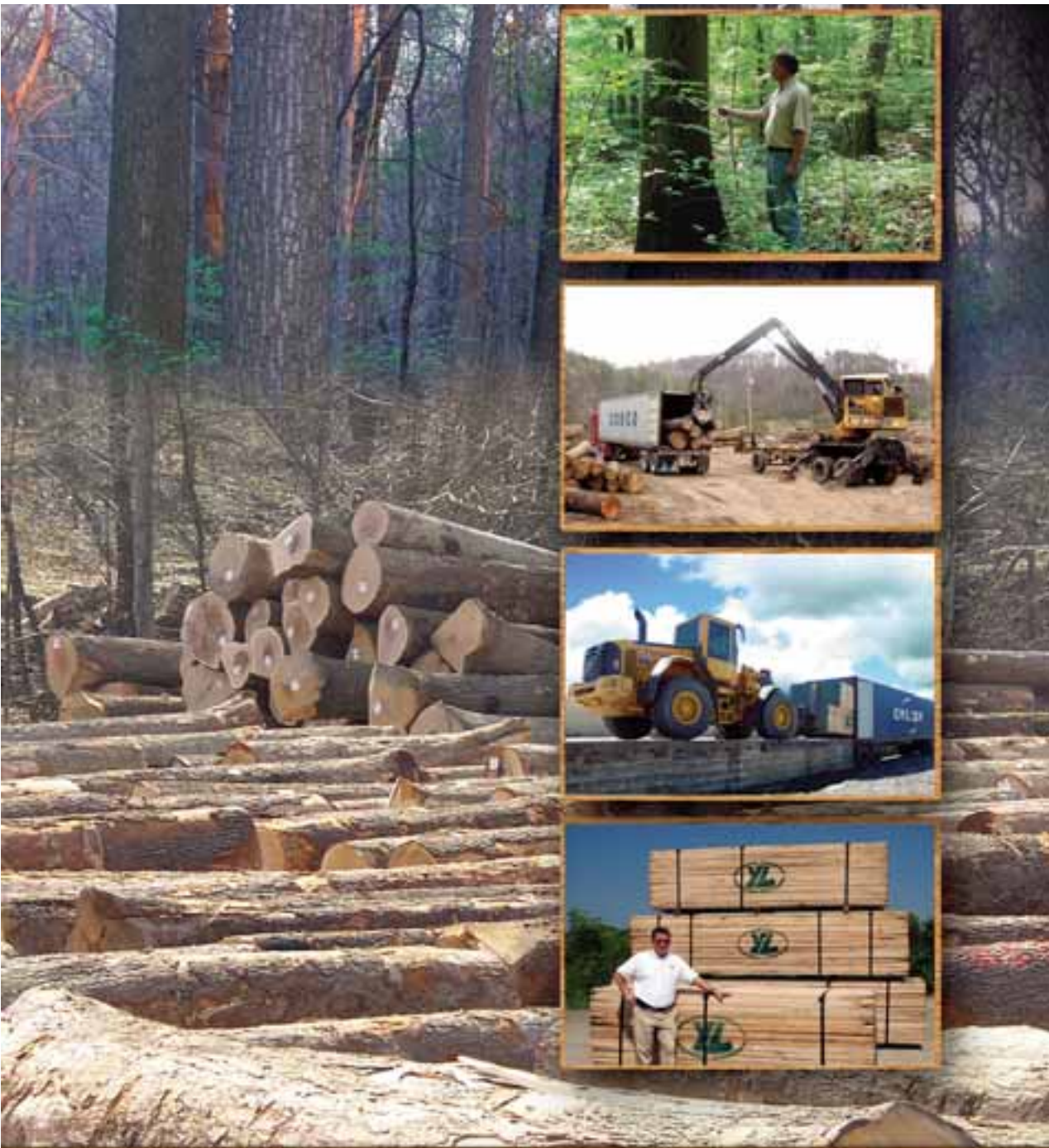
Located on a 40-acre facility in the Appalachian Mountains, Wheeland Lumber Co., Liberty, PA, produces 4/4 through 12/4 Cherry, Oak, Maple, Ash and Poplar.



A 100-plus-mile procurement range centered in some of the best hardwood forests of the Appalachian chain gives the company access to the highest quality timber sources to be found, according to Ray Wheeland.

Liberty, Pennsylvania—Located on a 40-acre facility in the Appalachian Mountains, Wheeland Lumber Co. has come a long way in the hardwood production industry. A fourth generation family-owned and operated sawmill, the company is a manufacturer of lumber products, servicing the world markets and constantly growing with the demands of the wood industry. Lumber is produced in thicknesses, from 4/4 to 12/4, with nearly 30 percent of the company's Cherry, Oak, Maple, Ash and Poplar being exported to more than 20 countries around

Continued on page 15



Located in the lumber-history rich mountains of North Central Pennsylvania, close to the Susquehanna River, the company produces more than 8 million board feet of hardwood lumber cut from some of the finest Cherry, Hard and Soft Maple, Ash and Oak logs in the world.



Quality lumber begins with Wheeland's fully computerized double-cut band headrig equipped with USNR 3-D scanning and linear positioning.



The company also focused on its trim line by developing a solution that would eliminate two positions by automating and improving material flow.

Wheeland Lumber recently installed a 62-inch McDonough horizontal resaw with McDonough MAXX In-feed and Tipple Outfeed system.



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

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

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

Alan McIlvain Company Advances With 7th Generation Onboard



Standing (Left to Right): Gordan McIlvain, Alan McIlvain Jr., (Sitting) Jordan McIlvain, Alan (Lan) McIlvain III, and Weld McIlvain, Alan McIlvain Co., Marcus Hook, PA



Kiln-dried lumber moves to the grading line from the kiln.



Moulder operators check the details of a custom moulding order.



Custom African Mahogany mouldings manufactured at Alan McIlvain Co.



Thirty percent of Alan McIlvain Co.'s inventory is African Sapele (shown here), Mahogany, Spanish Cedar and Ipe.



African Sapele is among the 5 million board feet of imported and domestic hardwood and softwood lumber the firm stocks.

Marcus Hook, Pennsylvania—The Alan McIlvain Company, headquartered here, has a rich history of distributing and importing hardwood lumber and

“We’ve got some of the strongest roots in the world and I believe we’re going to do really incredible things. We’ve been born into a legacy and we’re proud of it. We’re going to do really well carrying the torch for our generation.”

—Weld McIlvain, Alan McIlvain Company

manufacturing mouldings for over 210 years.

The company keeps over 5 million board feet of domestic and imported hardwood and softwood lumber in stock. Species include rift and quartered White Oak, Walnut, Cherry and Maple on the domestic side and imports in Sapele, African Mahogany, Spanish Cedar and Ipe.

As they continue to offer long-time and new customers quality service and products through new technology, the family-owned company also makes perhaps a larger investment—time.

“As our generation starts to transition

Continued on page 23



A Joulin vacuum lift feeds 5/4 12-inch and wider Red Oak into a Raimann KR450 4 moving blade optimizing rip saw.

With 275,000 square feet of warehouse space, Alan McIlvain Co. is equipped with a 30-bin MIC sorter, a Softac laser/scanner/optimizer, a GBI automatic stick placing stacker and five Weinig moulders, equipped to accommodate up to 12-inch profiles.



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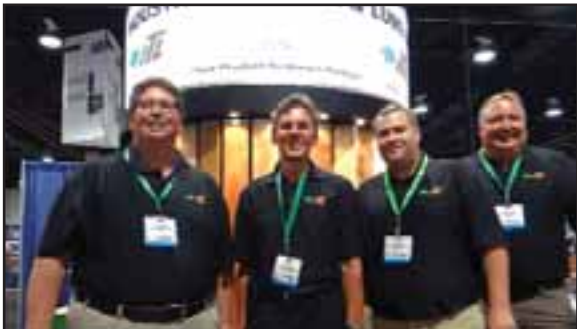
Mike Stump and Brian Graham, Hardwoods Specialty Products, Renton, WA; and Brady Banks and Steve Banks, Banks Hardwoods Inc., White Pigeon, MI



Brett Smith and Ron Jones, Ron Jones Hardwood Sales Inc., Union City, PA; Tom Hibdon, AHC Craig Imports, Huntersville, NC; and Steve Jones, Ron Jones Hardwood Sales Inc.



Robert Stuart, TruStile Doors LLC, Denver, CO; Mike Bowler and Sean Testar, Liberty Woods International Inc., Carlsbad, CA; and Ken Peabody, Global Plywood & Lumber, Poway, CA



Ed Armbruster, Larry Evans, Jason Green and Dave Gutowski, Industrial Timber & Lumber Co., Beachwood, OH



Jeffrey McCabe, Lincoln East High School, Lincoln, NB; John Griffin, Paxton Hardwoods LLC, Denver, CO; and Joyce Conkin-Wilson, Patrick Gillespie and Brook Miller, Midwest Hardwood Corp., Maple Grove, MN



Alan Toney, Ben Sciolino, Eddie Lopez, Chris Antley and John Waning, Valspar, High Point, NC

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Las Vegas, Nevada—Thousands were in attendance recently at the Las Vegas Convention Center for the 2013 Association Of Woodworking & Furnishings Suppliers (AWFS®) Fair.

Companies exhibiting most recent products in their booths did not disappoint attendees seeking out new products and

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Lewis Reed and Troy Jamieson, Somerset Wood Products Inc., Somerset, KY; and Terry Miller, Import/Export Wood Purchasing News, Memphis, TN



Paul Dow, Yoder Lumber Co. Inc., Millersburg, OH; and Amy K. Snell, Wood Component Manufacturers Association, Minneapolis, MN



Shawn Dougherty, Northwest Hardwoods Inc., Tacoma, WA; Todd Walker, Inter-Continental Hardwoods Inc., Lenexa, KS; Joey Perot, Northwest Hardwoods Inc., Houston, TX; Lenny Shibley, Inter-Continental Hardwoods Inc., Currie, NC; and Robert Santoro, Northwest Hardwoods Inc., San Diego, CA

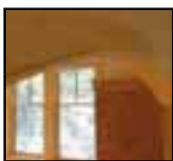


Chris Busch and Mike Couture, Hardwoods Specialty Products, Livermore, CA; and Tom Herga, Hardwoods Specialty Products, Leland, NC

Additional photos on page 20

Hancock C-Select Pine Boards

Top 10 Reasons to Choose Hancock C-Select Pine



1. Clear, Consistent Product. Our C-Select grade is knot-free, making it perfect for high quality interior and exterior applications.



2. Tallies that Work for You. All our products are pulled to order, based on what you need. 8', 10', 12' packs available in any combination you choose.



3. Versatility & Workability. Lightweight, 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.



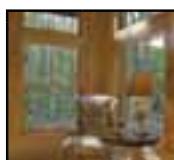
5. Time-Tested. Eastern White Pine ages gracefully in any environment. In New England it's not uncommon to find 200-year-old homes with Pine trim and flooring still beautifully intact.



6. Protective Packaging. Custom packaging solutions provide you with the choice to deliver Pine to your customers in banded and wrapped packs or shrink wrap bundles.



7. Sustainable. Hancock Lumber has been practicing sustainable forestry for over 150 years. We grow and manufacture products meant to last, leaving nothing to waste.



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.



9. Perfect to Prime, Paint & Stain. The natural grain and no chemical treating ensure a product that will accept and retain finish solutions perfectly.



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

Here is what you can expect from Hancock C-Select Eastern White Pine packs



Layer 1



Layer 2



Layer 3



Layer 4

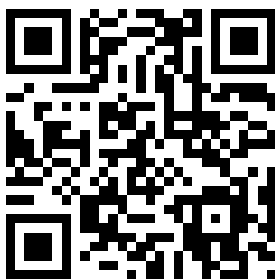


Layer 5



Layer 6

Matt Duprey
VP of Sales
(207) 627-6113
WhitePine.ME/Mobile



The Choice is Clear: Hancock C-Select Eastern White Pine
NOT ALL WOOD IS CREATED EQUAL. LEARN WHAT MAKES EASTERN WHITE PINE THE TIME-TESTED INDUSTRY LEADER.

Shelter Forest International Welcomes AWFS Guests

Photos By Terry Miller



Ryan Loe and Monica Davidson, Shelter Forest International, Portland, OR; Rod Loe, Shelter Forest International, China office; (kneeling) Gurhan Hudson and Robert Baldwin, Shelter Forest International, Portland, OR; Melissa Richardson, Shelter Forest International, Las Vegas, NV; and Mike Stringfellow, Shelter Forest International, Portland, OR



Melissa Richardson, Ryan Loe and Stacia Loe, Shelter Forest International, Portland, OR



Ryan Loe, Shelter Forest International, Portland, OR; Brian Weekly and Anna-Lee Beephan, Oakcraft Manufacturing Inc., Corvallis, OR; and Mike Stringfellow, Shelter Forest International



Sandi and Dave Geier, Priority Wood Products LLC, Marinette, WI; Monica Davidson, Shelter Forest International, Portland, OR; and Terry Miller, Import/Export Wood Purchasing News, Memphis, TN



Rudy Rogers, COSCO Container Lines, Seattle, WA; Russ McCall, Integra Ply, Charleston, SC; and Rod Loe, Shelter Forest International, Portland, OR



Darrin and Kelly Martin, Hood Industries, Hattiesburg, MS; and Sarah and Robert Baldwin, Shelter Forest International, Portland, OR

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Las Vegas, Nevada—In conjunction with the recent AWFS Fair 2013, held here, Shelter Forest International hosted a TigerPly banquet and reception at Vinoly Grand Ballroom at the Vdara Hotel & Spa. Shelter Forest International, with of-

Continued on page 23



Brad Schneider and Karin Bates, Bear Forest Products, Riverside, CA; and Gurhan Hudson, Shelter Forest International, Portland, OR



Drew Dippold, Rugby IPD Corp., Phoenix, AZ; Eddie Thompson, Rugby IPD Corp., Las Vegas, NV; Mark Donimari, Rugby IPD Corp., Phoenix, AZ; Dick Brice, Rugby IPD Corp., Los Angeles, CA; and Dean Donimari, Rugby IPD Corp., Phoenix, AZ



Will White, David Cunningham and Steve Yezarski, Wurth Wood Group, Charlotte, NC



Golan Levy, Monica Levy and Sharone Levy, West Wood Products Inc., Rancho Dominguez, CA; Peter Solberg, Wieland & Sons Lumber Co., Winthrop, IA; Donnie Ivancovich, Ideal Drawer Box Inc., Huntington Beach, CA; and Mike Stringfellow, Shelter Forest International, Portland, OR

Additional photos on page 22

NHLA Completes International Bilingual Inspector Training School

Memphis, Tennessee—Recently, the National Hardwood Lumber Association’s (NHLA) Inspector Training School, located here, completed its first International Bilingual Program with nine students in attendance. Wally Fields of Walter M. Fields Lumber Co. delivered the commencement address to the graduates of the 171st Class. Graduates included:

- Johnathan Michal Darocha, Hughes Lumber Mills Inc., Fall Branch, TN
- CoCo Huang, Big Tree Lumber Co. Ltd., Guangdong, China
 - Ping Jiang, Dongguan Yisen Wood Co. Ltd., Guangdong, China
 - W. Paul Wyatt, MJB Supply Dalian (MJB Wood Group), Dalian, China
 - Sasha Xie, TianRun International Co. Ltd., Shandong, China
 - Ariel Yin, Sungem Lumber Co., Guangdong, China
 - Jin Hua Yu, Hehe Lumber Co. Ltd., Guangdong, China
 - Lishan Zhong, TianRun International Co. Ltd., Dunhaung, China
 - Grove Zhu, TianRun International Co. Ltd., Dunhaung, China



A student conducts lumber grading exercises that she learned during this summer’s first International Bilingual Program, hosted by the National Hardwood Lumber Association in Memphis, TN.

International Co. Ltd., Dunhaung, China

Jin Hua Yu, president of Hehe Lumber and Grove Zhu, general manager of TianRun International Co. Ltd., planned to attend the NHLA Annual Convention this month as well. Zhu will serve as a member of the American Hardwood Export Council International Buyer’s Panel



Attendees enjoyed networking with peers at the recent NHLA summer program. Among those in attendance were Jin Hua Yu, president of Hehe Lumber Co. Ltd., and Grove Zhu, general manager of TianRun International Co. Ltd. Both planned to attend this month’s NHLA Annual Convention.

GBM - Continued from page 1

rates, the United States, the United Kingdom and Vietnam. The majority of buyers were new to the GBM again this year, offering excellent opportunities for Canadian manufacturers to build new business. An estimated \$40+ million in new sales were generated from the GBM this year.

The GBM hosted over 100 North American architects, designers, contractors, developers, engineers and specifiers this year, to participate in the Wood First Program, and via the Wood First display on the showroom floor for the rest of the event. Architects & Designers also participated in a mini-seminar series with 16 of the manufacturers exhibiting at the GBM. This activity again received high marks from both the architect community and participating exhibitors. Federal Minister of International Affairs, the Honorable Ed Fast, along with BC’s Minister of Forests, Lands and Natural Resources, the Honorable Steve Thomson, and MP for West Vancouver—Sunshine Coast—Sea to Sky Country, John Weston, joined delegates and officially opened the showroom. Global News was on

Continued on page 11



Nine students were in attendance in the recent NHLA International Bilingual Program, with all but one traveling to the school from China.

Donoho of Classic American Hardwoods; David Caldwell and Judd Johnson of the Hardwood Market Report; Dr. Adam Taylor, University of Tennessee Forest Products Center; Rick Barrett, Midwest Hardwood Corp., Maple Grove, MN; and Norm Murray of U-C Coatings Corp., Buffalo, NY.

NHLA’s mission is to serve NHLA members engaged in the commerce of North American hardwood lumber industry by: maintaining order, structure, rules and ethics in the changing global Hardwood marketplace; providing member services unique to the Hardwood lumber industry; driving collaboration across the hardwood industry to promote demand for North American hardwood lumber and advocate the interest of the hardwood community in public/private policy issues; and building positive relationships within the global hardwood community. For more information visit www.nhla.com. ■

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GBM PHOTOS – Continued from page 1



Jiekun Wang and Yiwei Chen, Vanport Canada, Vancouver, BC; and Eric Chen, Vanport International Inc., Boring, OR



John and Sarah Quast, Patrick Lumber Co., Portland, OR



Ilona and Frank Miebach, UBC Canada, Vancouver, BC; Raza Wazir, Global Wood, Dubai, United Arab Emirates; Amir Wazir, Wazco, Toronto, ON; and Josh Radcliffe, HSBC Bank Canada, Vancouver, BC



David Tracy, MTS, The Wood Components Company, Wicklow, Ireland; Gerry Mongey, Canadian Embassy, Dublin, Ireland; Curtis Walker, The Waldun Group, Maple Ridge, BC; and Justin Dutton, MTS, The Wood Components Company



Kevin Merriam, Maritime Lumber Bureau, Amherst, NS; Jocelyn Taylor, Taylor Lumber Co. Ltd., Middle Musquodoboit, NS; Diana Blenkhorn, Maritime Lumber Bureau; Bob Lennon, Thermalwood Canada Inc., Bathurst, NB; and Lou Clancy, Nova Scotia Economic and Rural Development and Tourism, Halifax, NS



Larry Petree, Mary's River Lumber Co., Montesano, WA; Ryan Kline, Disdero Lumber Co., Clackamas, OR; Rick Palmiter, Idaho Forest Group, Coeur d'Alene, ID; Brad and Sharon Kirkbride, Mary's River Lumber Co., Corvallis, OR; and Mike Herrema, Disdero Lumber Co.



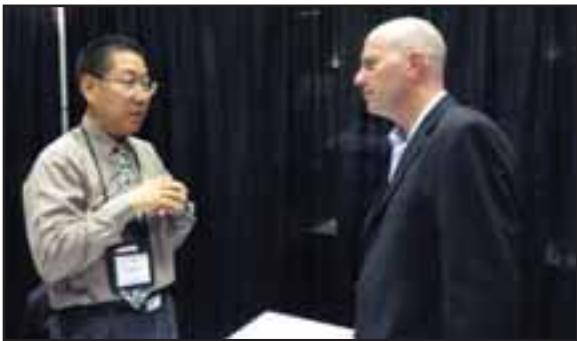
Dean Pedorak, Triad Forest Products Ltd., Delta, BC; Sam Satosono and Janine Luce, Andersen Pacific Forest Products Ltd., Maple Ridge, BC; K.K. Sangara, Sawarne Lumber Co. Ltd., Vancouver, BC; and Mike Herrema, Disdero Lumber Co., Clackamas, OR



Kirk and Mary Ann Nagy, The Waldun Group, Maple Ridge, BC



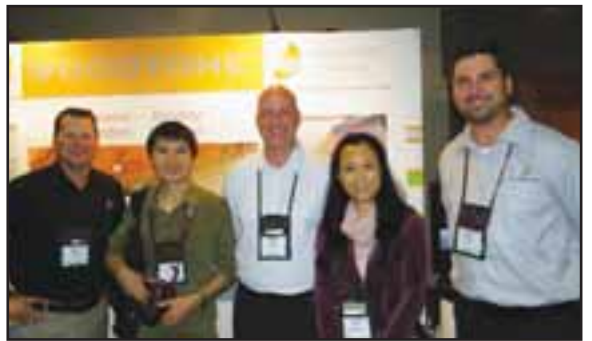
Mike McInnes, Terminal Forest Products, Vancouver, BC; Dave Cochenour, Probyn Group, Morton, WA; and Ted Dergousoff, Terminal Forest Products, Richmond, BC



Robin Lu, representing the Montreal Wood Convention from Montreal, QC, and Michael Loseth, Forestry Innovation Investment, Vancouver, BC



Chris Boyd, Jason Mann, Probyn Group, Vancouver, BC; Bob Bell, Bolen-Brunson-Bell, Memphis, TN; Eile Xu, Canada Export Centre, Vancouver, BC; and Rod McKay, Probyn Group



Mike Pidlisecky, Woodtone, Chilliwack, BC; Gongwei Wu, Tianjin TMJD, China; David Hughes, Woodtone; Xuemei Du, Chengdu Crown Home Co. Ltd., China; and Wade Davies, Woodtone



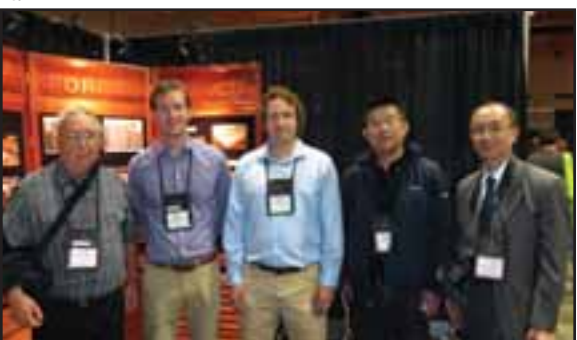
Dennis Wight, Pacific Western Wood Works Ltd., Delta, BC; Tom Pearsons, Nu Forest Product (Canada) Inc., Beamsville, ON; Susanne Doise, Sensitive Design, Vancouver, BC; and Tyson Palmer, Pacific Western Wood Works Ltd.



Martin Hagarty, Martin Hagarty Architects Ltd., Comox, Vancouver Island, BC; Mark Mathiasen, Graham, Moffatt, Mathiasen Architects, Surrey/Kelowna, BC; and Scott Boates, The Teal Jones Group, Surrey, BC



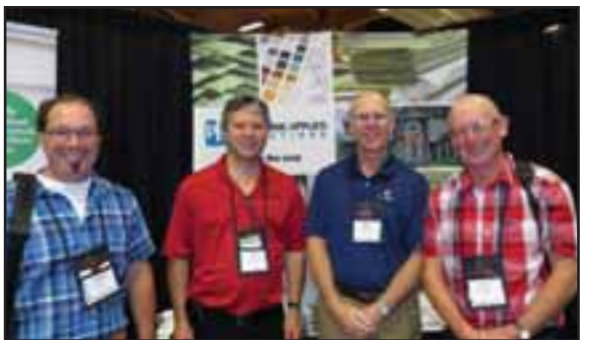
J.C. Lee, BC Wood Specialties Group, Korea; Corey Scott and Hal Hanlon, Kootenay Innovative Wood Ltd., South Slokan, BC



Richard Gukelsen, Sprenger Midwest Inc., Sioux Falls, SD; Scott Lindsay, Skana Forest Products Ltd., Vernon, BC; Christian Owens, Skana Forest Products Ltd., Richmond, BC; and Hongyui Guo and Dehua Zhu, Shanghai Shuren Co., Shanghai, China



Archie Rafter, Andersen Pacific Forest Products Ltd., Maple Ridge, BC; Don McGregor, Van Port Canada Co., Boring, OR; Janine Luce, Andersen Pacific Forest Products Ltd.; and Tom Barenberg, Split Rail Fence Co., Denver, CO



Stephane Laroye, Dialog, Vancouver, BC; Patrick Power, PPG Machine Applied Coatings, Vancouver, BC; David Jeffers, PPG Machine Applied Coatings, Raleigh, NC; and Martin Hagarty, Martin Hagarty Architects Ltd., Comox, Vancouver Island, BC

Additional photos on page 14

GBM - Continued from page 9

hand to capture the excitement of the opening and featured the GBM in its two evening news reports on Friday. To see the story, visit <http://www.youtube.com/watch?v=TBhkXI7IztQ&feature=youtu.be>

Products on display at the 2013 GBM from exhibitors from across Canada, represented by over 215 participants included timber frame structures, engineered wood products, treated lumber, mouldings, cabinetry, building systems, flooring, Western Red Cedar products and a variety of other value-added wood building products. 22 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 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 seven groups that once again toured production facilities and visited construction sites in the lower mainland and the interior of BC to meet participating 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 BC's wood species. GBM organizers thanked the many local companies that made the effort to open their mills and plants for these informative and productive tours.

Held at the Whistler Conference Centre, the GBM continues to be Canada's largest event dedicated to promoting value-added wood producers.

The next GBM is scheduled for Whistler, September 4-6, 2014.

For more information about GBM, visit online at www.bcwood.com. ■

WRCLA - Continued from page 1

ence Center. The session was titled: The Case Study of the Embracing Interactive Website Technology & Optimizing the Social Media Experience, presented by John Thomas and Simon Cameron of Bare Advertising and Communications Inc., located in Vancouver, BC.

Jack Draper, WRCLA managing director, opened the meeting with a brief associational overview. He said the WRCLA plans to use more technology, such as website promotions, to reach new members and inform current members.

He added that the WRCLA has invested \$30 million in the last 10 years in the U.S. market and that non-wood competitors have made Cedar even more of a "specialty product." Draper noted that the Cedar industry must engage key industry players, such as retailers and distributors, and utilize technology to leverage extensive resource bases. He explained that over the past year, the organization developed the WRCLA Strategic Plan for 2012 and engaged technology professionals for assessment and online strategy. WRCLA also launched the new website, RealCedar.com.

Thomas and Cameron with Bare Advertising jointly addressed the business session, citing an upturn for building products and online interest. They stated that over 80 percent of North Americans are now online. They advised that a generational shift needs to occur in order to reach a broader audience, specifically to reach out to the younger market of buyers. They recommended Cedar businesses optimize social media, such as Facebook and Twitter, which gives online users the opportunity to recommend websites to mutual friends and family, thus furthering marketing efforts.

Western Red Cedar Lumber Association's mission is to serve as the voice of the Cedar industry, representing both manufacturers and distributors. It seeks to inspire, inform and instruct architects and discerning consumers about Western Red Cedar as a green building material.

The overriding objective is to enhance the demand and to support the species' value proposition by profiling its benefits, its uses and its applications in a comprehensive market development program.

For more information about the Western Red Cedar Lumber Association, visit online at www.wrcla.org. ■

EUTR - Continued from page 2

information on the demands of the EUTR.

Conlegno is an independent body established by FederlegnoArredo, the

Italian wood, furniture and cork sector association, of which ETTF member Fedecomlegno is a part. Its due diligence system is based on the tools and guidelines provided by the ETTF.

In a previous ETTF Newsletter report, Fedecomlegno chief executive Domenico Corradetti said that Conlegno was the right organization for the job.

"It has created an illegality due diligence risk assessment structure and already worked as an MO in the enforcement of the wood packaging phytosanitary regulation ISPM 15," he said.

ETTF Secretary General André de Boer said it would have made more sense for the EC to have appointed MOs prior to the EUTR coming into force in March, but welcomed the news that NEPCon and Conlegno had come successfully through the approval process.

One issue the ETTF still has with the system, however, is that companies using an MO still face possible checks to ensure they are meeting EUTR obligations by their country's Competent Authority (CA) for the Regulation.


"It would be better if the CAs did not check on companies using an MO, and that the EC relied solely for this on the MOs expertise instead," said de Boer. "This would leave CAs to concentrate their limited capacity on operators which stand alone." ■

WHO'S WHO Cook - Continued from page 2




mulate and implement marketing strategies and plans including company web design, Internet communications, and sales plans which include identifying prospective market opportunities.



Cook is also president of the American Walnut Manufacturers Association. He began his career in the forest products industry in 1982 as a salesman with G.H. Cook Lumber Co., Dowagiac, MI, his father's hardwood wholesale company. Cook has been involved in the hardwood lumber export industry for over 20 years. During this time Cook worked as a dry kiln operator for Sanders Lumber Co. in South Bend, IN, and as an export sales representative for Suntree Hardwoods Inc. in Dowagiac and Oaks Unlimited Inc. in Waynesville, NC.

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Email: reinier.taapken@salamancaalumber.com

WHO'S WHO - Cook - Continued from page 11

Hardwood Export Council, American Walnut Manufacturers Association, and the Missouri Forest Products Association.

Cook is a graduate of Lakeshore High School in Stevensville, MI, and attended Central Methodist University in Fayette, MO. He also graduated from the Defense Language Institute Foreign Language Center in Monterey, CA.

Cook and his wife of 17 years, Anne, have one grown son, Grafton Cook IV. Cook enjoys hiking, fishing, carpentry and travel. For more information visit www.mopaclumber.com. ■

WHO'S WHO - MacMaster - Continued from page 2

Argo Fine Imports is a member of the International Wood Products Association. MacMaster has been involved in the import/export industry for five years, and has held his current position for four years. He received a bachelor's degree in small business administration from the University of Southern Mississippi in Hattiesburg, MS. MacMaster also obtained a track-selling certificate from Max Sacks International in Minneapolis, MN. He enjoys fishing, hunting and golf. For more information visit www.argofineimports.com. ■

WHO'S WHO - McIlvain - Continued from page 2

Wood Products Association, Hardwood Manufacturers Association, Penn-York Lumbermen's Club and the Architectural Woodwork Institute. McIlvain and his wife, Gillian, have a one-year-old son named Jackson. McIlvain enjoys water sports, playing with his son, as well as hunting and fishing in his free time. For more information visit www.alanmcilvain.com. ■

WHO'S WHO - Miller - Continued from page 2

certified, legalized (if needed) and FSC-certified. "Our quarter-sawn White and Red Oak is available FSC-certified," Miller said. "Quarter-

sawn lumber is, by its nature, a unique product in the lumber industry." Frank Miller Lumber is FSC-certified. The company is a member of the Indiana Hardwood Lumbermen's Association, National Hardwood Lumber Association, American Hardwood Export Council and Hardwood Manufacturers Association.

Frank Miller Lumber received the Indiana Hardwood Lumbermen's Association's Spirit of Excellence Award in 2003 to celebrate its 100th anniversary.

Mark Miller is past-president of the Indiana Hardwood Lumbermen's Association. He has worked for Frank Miller Lumber since 1994, and held his current position for four years.

"I grew up in our family company and worked while in high school," Miller said. "I got into sales after college."

A graduate of Union City Community High School, Union City, IN, Miller went on to earn a Bachelor of Science degree (graduating summa cum laude) from Ball State University, Muncie, IN.

With his wife of 10 years, Tammy Miller, Mark has a son, a stepson and a stepdaughter. In his free time, Miller enjoys riding motorcycles, fishing, riding roller coasters and spending time with his family. For more information visit www.frankmiller.com. ■

Washington Scene - Continued from page 2

sustainability. "Our industry has long been committed to transparency regarding the environmental impact of its products and encourages other building material producers to do the same," said AWC President & CEO Robert Glowinski. "For the first time, users have a science-based and third-party verified tool to understand and weigh what environmental factors are important to them when making their product selections."

According to AWC business-purchasing decisions will likely require the kind of environmental information provided by EPDs in the future to account for factors such as carbon footprint. By choosing wood, builders can reduce carbon footprints from materials used during construction, contributing to a reduction in global warming. According to the Intergovernmental Panel on Climate Change, "Wood products can displace

more fossil-fuel intensive construction materials such as concrete, steel, aluminum and plastics, which can result in significant emission reductions." ■

AHEC- Continued from page 2

slowdown in the domestic housing industry. However, just as important is the fact that much of the increased demand for hardwood products—including finished products—is coming from outside the U.S., especially in the rapidly growing economies of Asia. Whatever the reasons, there is little doubt of the growing importance of exports to the short and long-term viability of the U.S. hardwood industry.

U.S. Hardwood Industry: Dominated by "SMEs" (Small/Medium Enterprises)

Despite its global significance, the U.S. hardwood industry is not made up of big faceless industrial conglomerates. It is very much a community affair. Some 4 million individuals and other private entities own the 110 million hectares of hardwood and mixed Oak-pine forest types in the U.S. Of the private hardwood timber produced in the U.S., only 17 percent derives from company owned lands and the remainder comes from non-corporate, family forest owners. There are over 14,000 hardwood businesses in the U.S., mainly small and family owned. Strong markets for lumber products help maintain strong ties between the hardwood industry and these private forest owners. As the U.S.DA itself points out, "a healthy wood products industry leads to healthy forests."

AHEC Global Strategy

As noted above, globalization has meant not only the migration of manufacturing, but has also led to unprecedented growth in global purchasing power. In terms of promotion, therefore, it is very important that our industry recognize and target not only the high-volume re-export manufacturing sectors of today and tomorrow (the search for the "next China"), but we must also identify new market opportunities and niches within well-established, so-called "mature" markets. The AHEC programs are designed to do both, as we provide a wide array of information to overseas importers, distributors, specifiers and endusers of wood products. Knowledge is the key to the effectiveness of the

Continued on page 13

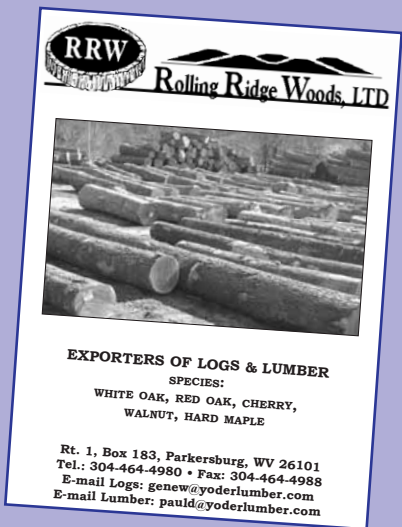
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AHEC programs. Without the knowledge of the material, markets cannot make informed decisions and therefore U.S. hardwood products will not get a fair representation or chance to compete.

In short, AHEC's goal is to "grow the export pie" in a generic sense. The basket of activities we use to accomplish this goal varies widely, and depend on the current conditions in each target market. For example, in new or potentially new markets such as India or South America, there is a very low understanding of U.S. hardwoods and their applications. In those markets, our goal is to "push" demand by providing technical information through literature distribution, trade servicing and seminars (grading, working properties etc.) at the importing and distribution level before moving on to specifically target manufacturers and specifiers. This helps to ensure a minimum quantity of product on the ground and lays the groundwork for "demand pulling" activities down the road. Recent examples of AHEC activities along these lines include our participation in trade shows and seminars in Turkey, India, the Middle East, Brazil, and Australia, just to name a few. In many of these markets, current demand is quite low, which limits the incentive for individual exporters to expend valuable resources now in the hope of reaping the benefits of expanded demand in the future. By representing the entire industry, however, AHEC can play a lead role in helping to develop these future markets.

In more mature markets, such as Japan or the European Union, a good solid understanding of U.S. hardwoods already exists within the importing/distributing communities. Therefore, the focus of AHEC programs is to "pull" demand by targeting specifiers (architects/interior designers) and manufacturers through a multi-pronged basket of activities that include (but are not limited to) design/architectural seminars, a targeted PR campaign and through the provision of technical materials. In mature markets, AHEC is also actively involved in identifying and exploiting potential niche market segments, such as hardwood use in structural applications in Europe or "character marked" hardwoods in the Japanese built-in custom furnishings market.

We recognize the importance of not only informing and educating architects, designers and specifiers about the range of U.S. hardwoods available and their characteristics and potential, but also inform the joinery industries, that supply standard and customized products that these decision makers specify. AHEC has significant written and anecdotal evidence, through inquiries fielded by our overseas offices that many joinery manufacturers are still not sufficiently informed about American hardwoods and may provide misleading information and guidance to architects and specifiers. Another potential weak link in the chain is building contractors who generally are not wood knowledgeable but who can have significant influence on project budgets and choice of materials. Therefore PR and specific activities, such as workshops and seminars, will continue to be developed and aimed at this target audience. AHEC's strategy of pulling demand through the decision-makers and down the line to the importers cannot function effectively if there is a knowledge gap anywhere within that chain.

A similar example of how AHEC can help create new opportunities within existing markets is the work we have carried out on structural and exterior applications for U.S. hardwoods. AHEC has identified that there is a growing opportunity for structural use of hardwood within building and product design. Structural use of wood is growing in many markets, helped by high profile architects promoting its use, and new construction techniques such as Cross Laminated Timber (CLT), which is already providing new competition for concrete and steel. Similarly, advances in wood modification technologies, such as heat treatment, are opening new doors for American hardwood usage around the globe, and AHEC has been working closely with technical experts and building officials to open these potential market applications to U.S. producers. The timing is particularly relevant as there is currently a wood revival taking place within the design and architectural sector around the globe, and many specifiers are looking for materials that can perform structurally but also have strong aesthetic qualities to improve design.

Promoting the "green" credentials of U.S. Hardwoods

With the introduction of the EU Timber Regulation in March 2013, the Japan-

ese "Gojo Wood Law", the strengthening of the Lacey Act for imported wood products (often made with U.S. hardwoods) and the development of policies to reduce CO2 emissions, especially in the building sector, the need to promote strong "environmental credentials" of American hardwoods is more important than ever. Effective promotion should help create new opportunities but there are challenges. Development of sustainable and legal wood policies is also being actively promoted by suppliers of certified wood products keen to see a return on their investment. Certification advocates are creating a policy environment in which "sustainability" is increasingly equated with "independent (for profit) certification" and "traceability". These barriers must be addressed. The AHEC program will address this issue head on with a broad inclusive (not just forest sustainability) environmental strategy. For example, AHEC has been successful in assisting the U.S. hardwood industry to develop a long-term action plan, designed to promote sustainability, legality and Life Cycle Assessment (LCA) benefits of using American hardwoods. AHEC LCA work with PE international has already produced an ISO conformant LCA report for 19 U.S. hardwood lumber species for "cradle to gate" impact. The veneer report will be published and approved during FY13. This unique LCA data and modeling system will be used to develop an environmental profile "tool" that will combine legality information (EUTR requirement), sustainability data from the U.S. Forest Service and LCA impacts from the AHEC research. The aim is to make it possible to produce, at the push of a button, a two-page profile specific to every container of U.S. hardwood exported.

These types of market expanding activities would be very costly and very difficult for any single U.S. exporter to carry out on their own. Working together through AHEC, however, our industry is well placed to identify and benefit from not only newly emerging markets, but also through new opportunities within our existing markets. Whether it is exploring market potential for modified American hardwoods in Europe, bringing the word of American hardwoods to the rapidly developing interior cities of China, or providing a high-value alternative to rubberwood for Southeast Asian furniture manufacturers, our joint strength is much greater than the sum of our parts. ■



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GBM PHOTOS – Continued from page 10



Vincent Leung, University of British Columbia, Vancouver, BC; Matthew Burke, Western Forest Products Inc., Vancouver, BC; Jason Chiu, University of British Columbia; and Ryan Furtado, Western Forest Products Inc.



Greg Barnes, Thai Hardwoods, Bangkok, Thailand; Kirk Nagy and Curtis Walker, The Waldun Group, Maple Ridge, BC; Gerry Mongey, Canadian Embassy, Dublin, Ireland; and John Brissette, The Waldun Group



Gary Gill and Dan Griffiths, FraserView Cedar Products Ltd., Surrey, BC; Carlos Furtado, Sawarne Lumber Co. Ltd., Vancouver, BC; and Ted Roberts, Roberts & Dybdahl Inc., Des Moines, IA



Michael Liu, Qingdao Huade Wood Co., China; Cameron Cook, Gorman Bros. Lumber Ltd., West Bank, BC; Randi Walker, BC Wood Specialties Group, Vancouver, BC; and Brent Callaghan, Interpro Forest Products, North Vancouver, BC



Paul Saini, Dick Jones, Tom Haker, Len van Ryswyk, and Scott Boates, The Teal Jones Group, Surrey, BC



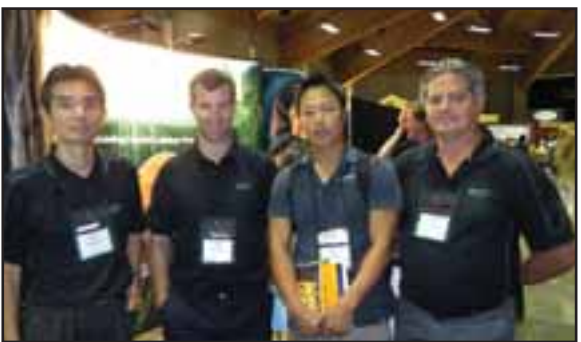
Wendell McCloud, Thorlynne Pty, Sydney, Australia; and John Quast, Patrick Lumber Co., Portland, OR



Steve Horvath, Meeker Lumber Ltd./Errington Cedar Products, Mission, BC; Weiqing Lin, Wuxi Zenithal Wood Company Ltd., Wuxi, China; and Ken Laven and Brad Meeker, Meeker Lumber Ltd./Errington Cedar Products



Samuel Hui, Gigi Zhou, and Jennifer Raworth, Interfor, Burnaby, BC; and Mohammed Amir, SPF Precut Lumber, Port Coquitlam, BC



Peter Zhao and Jamey Dunse, Western Forest Products Inc., Vancouver, BC; Perry Lee, Pacific Cedar Supply, Los Angeles, CA; and Russ Nixon, Western Forest Products Inc.



Dan Wilkinson, Alberta Government, Edmonton, AB; and Frederick Nott and Ann Macleod, UNB Wood Science and Technology Center, Fredericton, NB



Dave Gardner, StructureLam Products, Pentiction, BC; Ken Hori, BC Wood Specialties Group, Vancouver, BC; Colin Chornohus, StructureLam Products, Vancouver, BC; and Brian Harwysh, BC Wood Specialties Group



David Eaton and Evelyn Eaton, David Eaton Architect Inc., Vancouver, BC; Christoph Loesch, Brisco Manufacturing Ltd., Brisco, BC; and Todd Dempsey, Brisco Manufacturing Ltd., Golden, BC



Jonathan Yardley, Jonathan Yardley Architect Inc., Salt Spring Island, BC; Tasha Samuels and Bill Dumont, Taan Forest Products, Haida Gwaii, BC



Pictured from this year's GBM are representatives from the five companies that were in attendance at the original GBM a decade ago. Each has attended yearly. The plaques they hold were individually hand-carved by a local First Nations artist in Squamish, BC. Pictured (from left) are: Dennis Wight, Pacific Western Woodworks Ltd., Delta, BC; Kirk Nagy, The Waldun Group, Maple Ridge, BC; John Burch, The Teal Jones Group, Surrey, BC; Bob Elkington, Cowichan Lumber, North Vancouver, BC; and Stewart Clark, Powerwood Corp., Surrey, BC

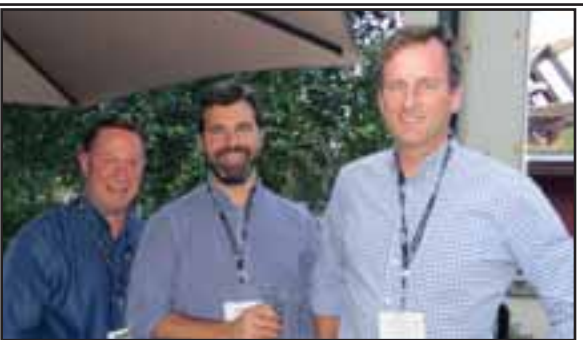
WRCLA PHOTOS – Continued from page 1



Darren Raynard, Taiga Building Products Ltd., Calgary, AB; Carlos Furtado, Sawarne Lumber Co. Ltd., Vancouver, BC; Ross Elgert, Taiga Building Products Ltd.; and Rob Burton, The Cedar Shop, Calgary, BC



Jeff Derby, Western Forest Products Inc., Vancouver, BC; and Beth Hird and Tim Raphael, WRCLA, Vancouver, BC



Larry Petree, Mary's River Lumber Co., Montesano, WA; and John Thomas and Simon Cameron, Bare Advertising & Communications, Vancouver, BC



Bernd Florin, Forestry Innovation Investment, Vancouver, BC; Helena Jehnichen, WRCLA, Vancouver, BC; Randi Walker, BC Wood Specialties Group, Vancouver, BC; and Phillipa Sanderson, Forestry Innovation Investment

Additional photos on page 16

SQUIRES - Continued from page 3

According to a 2005 U.S. Chamber of Commerce study, over 80,000 American jobs are associated with moving GSP imports from the docks to farmers, manufacturers, and retail shelves. IWPA will continue to work for GSP renewal. For late breaking news on the GSP program be sure to join the IWPA LinkedIN Group and follow the coalition's twitter feed @RenewGSPToday.

Also in case you were wondering, if you import into the U.S. from African nations, GSP-eligible imports from beneficiary countries of the African Growth and Opportunity Act (AGOA) will continue to be eligible for duty-free entry, despite the lapse in GSP authorization.

A closing note, we have been busy preparing an exciting program for the next IWPA Convention in St. Petersburg, Florida. Be sure to save the date: March 5-7, 2014. You can count on GSP renewal to be on the agenda. ■

AWFS FAIR- Continued from page 6

services. Historically the AWFS Fair, which is held every two years, has been a mecca for connecting senior level business owners with manufacturing representatives. Approximately 75 percent of AWFS' attendees are owners, presidents and senior managers ready to spend money on solutions that make their operations more productive and profitable, according to the AWFS.

Additionally, AWFS Fair is an educational hub. Literally dozens of education seminars and key guest speakers bring current knowledge and information to share with AWFS attendees. Some examples of key speakers at this year's Fair include the following: Mark Alster, regional sales manager for Leitz Tooling Systems Inc.; Farid Bichareh, software and integration project manager for Stiles Machinery Inc.; Don Bigelow, 25 years experience with CNC machinery and software sales and worked as product specialist for Stiles Machinery and CMS; Tim Celeski, owner of Celeski Studios; Christiane Erwin, owner and CEO of Crestview Doors Inc.; Doug Gilbert, president of

Elipticon Wood Products Inc.; and Sharene Rekow, vice president of business development for the Green Building Initiative.

Among the many seminars offered attendees, some tackled critical concerns of cabinet and architectural millwork shops and shops with less than 10 employees. These played a prominent role in the 2013 College of Woodworking Knowledge, the education program of the AWFS Fair.

The business management track of the education program featured a variety of Lean Manufacturing, marketing and sales seminars. Additionally, AWFS offered a variety of seminar topics geared toward keeping industry professionals working within the bounds of industry regulations. Seven sessions dealing with dust, sustainability, safety and maintenance were presented under the Safety & Environment and Small Shops Ten & Under education tracks.

For additional information, contact AWFS at 800-946-2937 at their offices in Anaheim, CA, or visit online at www.awfs.org. ■

WHEELAND - Continued from page 4

the world.

A clear focus on secondary wood manufacturing and value-added marketing has kept the firm in the forefront of the world marketplace.

Located in the lumber-history rich mountains of North Central Pennsylvania, close to the Susquehanna River, the company produces more than 8 million board feet of hardwood lumber cut from some of the finest Cherry, Hard and Soft Maple, Ash and Oak logs in the world.

"Our company continues to grow 10-fold," President and CEO Ray Wheeland said. "I attribute much of our success to key personnel like my wife, Gina, vice president; my sons Derek Wheeland, who handles domestic and international sales as well as day-to-day operations, Damen Wheeland, who handles log and by-product sales; Bill Smith, lumber purchasing and yard manager; Bill Baker, domestic hardwood and dimension sales; Dave Andrews, yard manager; Tony Massaro, operations manager; and Gary Confair, log yard manager. Our procurement is handled by four foresters."

Wheeland Lumber recently reinvested in new equipment and operations to ensure efficient, quality products. Derek Wheeland said 2013 has been a year of

improvements and upgrades.

"We recently installed a new 62-inch McDonough Horizontal Resaw with the McDonough MAXX Infeed and Tipple Outfeed system. This system was designed to replace our existing 54-inch McDonough and Pinheiro Vertical Resaws. With the new McDonough resaw system we went from running two resaws to operating and maintaining current production through one saw. After the operator chooses which face to saw and makes the thickness decision, the width scanning and PLC take over. At that point, the cants index automatically and the feed speeds through the saw change depending on cant size. We are achieving speeds up to 300fpm. We looked at various options when deciding on which direction to take. Our main objective was to eliminate personnel and reduce the amount of downtime or hang-ups associated with our vertical resaws. All of our cants are sized through our resaws, and without having a gang-edger, we are left with a thin shim that created many problems down stream. With the Horizontal Resaw, the shim is left on top of the cant and then is automatically discharged into the waste conveyor.

"Our Trim-line was another area we focused much of our attention too. After evaluating and speaking with Riley Smith at TS Manufacturing, we developed a solution that would eliminate two positions just by automating and improving material flow. First of all, we moved our existing HMC Drop-Saw Trimmer downstream an additional 50 feet and elevated it to over 10 feet high. This allowed the needed room to add the necessary equipment to feed material to a lug loader and then onto the sloped grading station at which point the boards are graded and read by the grade mark reader and the automatic fence positioning system positions the boards accordingly to the grader's marks. The controls of this system are provided by Automation & Electronic (AE USA), based out of Ruston, LA. We have had great success with the guys from Automation & Electronic as they did a complete upgrade to our Edger scanning in 2011.

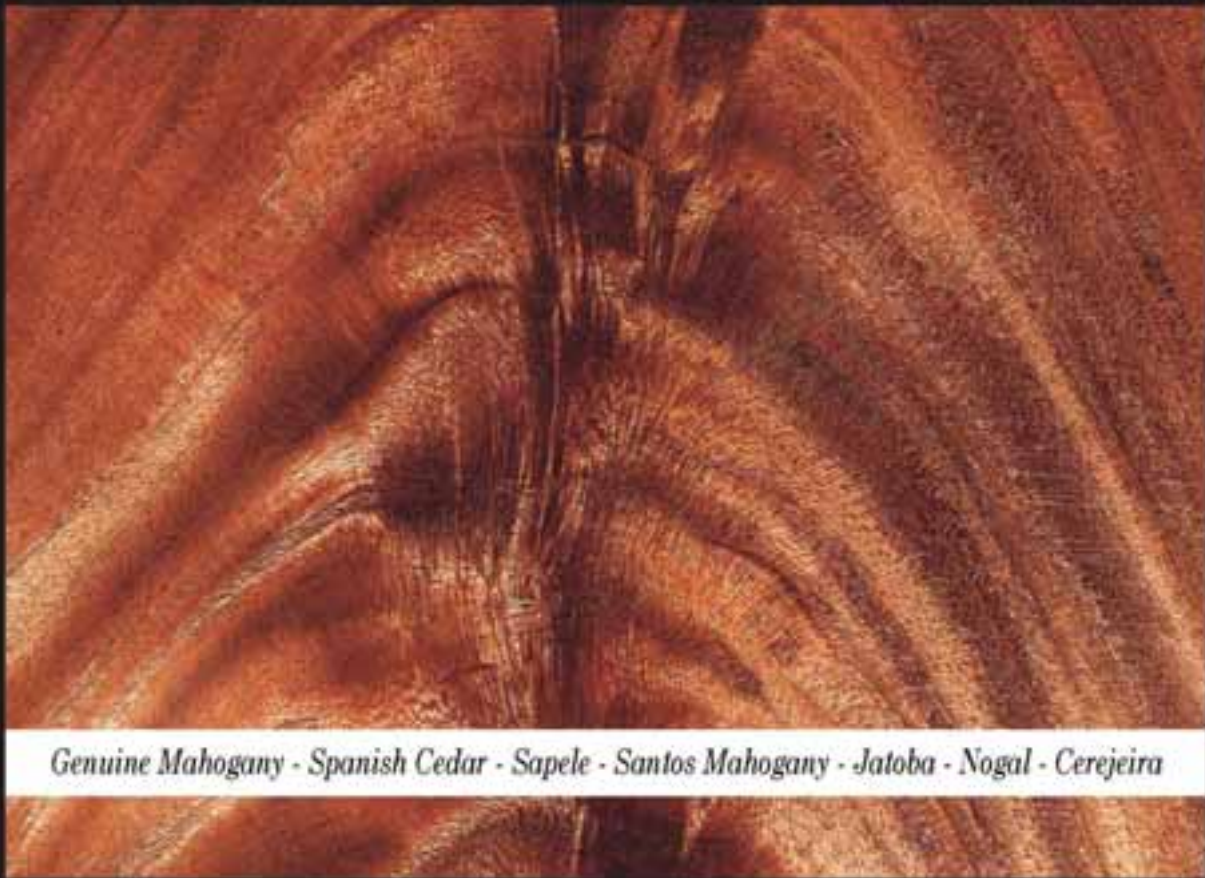
"In addition to our sawmill overhaul, later this year we will be upgrading our existing Headrig INOVEC 3-D scanning to the new YieldMaster G3 upgrade. The system that's currently running is becoming outdated quickly, and spare parts either are not available or difficult to get."

Located in an area heavily affected by the Marcellus Shale, Derek said finding quality

Continued on page 17

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Carlos Furtado, Sawarne Lumber Co. Ltd., Vancouver, BC; Bruce Tays, Olympic Industries Inc., North Vancouver, BC; and K.K. Sanga, Sawarne Lumber Co. Ltd.



Ryan Furtado, Western Forest Products Inc., Vancouver, BC; and Jamie Patterson and Bob Bell, Bolen-Brunson-Bell, Memphis, TN



Jim Gillis, Haida Forest Products Ltd., Burnaby, BC; Brad Meeker, Meeker Lumber Ltd./Errington Cedar Products Ltd., Vancouver Island, BC; Jeff Derby, Western Forest Products Inc., Vancouver, BC; and Simon Cameron, Bare Advertising & Communications, Vancouver, BC



Brad Flitton and Matthew Burke, Western Forest Products Inc., Vancouver, BC; and James Singer, Leslie Forest Products Ltd., Delta, BC



Tom Pearsons, Nu-Forest Products, Beamsville, ON; Michael Erskine and Marie Pearson, Still Creek Forest Products Ltd., Coquitlam, BC; and Ben Meachen, Western Forest Products Inc., Vancouver, BC



Tiana Roberts, Boise Cascade, Easton, TX; and Aaron Snodgrass, Boise Cascade, Tulsa, OK



Wayne Miller, The Softwood Forest Products Buyer, Memphis, TN; and Dave Cochenour, TMI Forest Products Inc., Morton, WA



Kent Beveridge, Skana Forest Products, Richmond, BC; Al Fortune, Mid-Valley Forest Products, Alder Grove, BC; Paul Mackie, WRCLA, Mill Creek, WA; Doug Clitheroe, Interfor, Burnaby, BC; and Carlos Furtado, Sawarne Lumber Co. Ltd., Vancouver, BC



Matt Yates and Phillip Floyd, Capital-Tacoma, Tacoma, WA; Mary and Mike McInnes, Terminal Forest Products, Richmond, BC



Brad Meeker, Meeker Lumber Ltd./Errington Cedar Products Ltd., Vancouver Island, BC; Alain Lavoie, Prorez Enterprises, Montreal, QC; and Dustin Elliot, PowerWood Corp., Surrey, BC



David Jeffers, PPG Machine Applied Coatings, Pittsburgh, PA; David Hughes, Woodtone, Chilliwack, BC; Brent Stuart, Russin Lumber Corp., Montgomery, NY; and Garth Williams, Idaho Forest Group, Coeur d'Alene, Idaho



Gary Young, Dixie Plywood, Dallas, TX; Stephen Geistweldt, Dixie Plywood, San Antonio, TX; Shane Harsch, Interfor, Burnaby, BC; Eric Boycott, Pacific Forestry Inc., Vancouver, BC; and Doug Clitheroe, Interfor



Russ Nixon, Western Forest Products Inc., Vancouver, BC; Cal Dyck, Quadra Wood Products Ltd., Abbotsford, BC; and Nathan Tullis, Western Forest Products Inc.



Jack Draper, WRCLA, Vancouver, BC; Douglas Nelson, Capital Lumber, Denver, CO; Bruce St. John, Western Forest Products Inc., Vancouver, BC; and Garth Williams and Rick Palmiter, Idaho Forest Group, Coeur d'Alene, Idaho



Brad Kirkbride, Mary's River Lumber Co., Corvallis, OR; and Carlos Furtado, Sawarne Lumber Co. Ltd., Vancouver, BC



Mike and Mary McInnes, Terminal Forest Products Ltd., Richmond, BC; Michael Erskine, Still Creek Forest Products Ltd., Coquitlam, BC; and Alain Lavoie, Prorez Enterprises, Montreal, QC



Neil van Swearingen, Independent Dispatch, Portland, OR; Colleen Picard, Terminal Forest Products Ltd., Vancouver, BC; Jennifer Rouse, guest; and Andy Rielly, Rielly Industrial Lumber Inc., West Vancouver, BC



John Shuck, Western Forest Products Inc., Vancouver, BC; Carl Bobler, Taiga Building Products, Burnaby, BC; and Brad Flitton, Western Forest Products Inc.

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