



American Hardwoods Represented In Multiple Southeast Asian Furniture Shows

By Michael Buckley

Singapore – March welcomed furniture shows in six countries of Southeast Asia, squeezed into 13 days in six cities, thousands of miles apart, just prior to a round of major shows in China. This set both buyers and exhibitors a Herculean task to cover them all, but one way or another U.S. hardwoods were represented throughout, main-

ly through the efforts of the American Hardwood Export Council. The regional furniture industry continues to face soft demand in many of its key export markets, not least in Europe and not yet much improved in the USA. New

Additional photos on pages 12 & 14

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Di Nguyen, AHEC, Reston, Va.; and Shigeki Tanaka and Bryan Chua, Northwest Hardwoods Inc., Tacoma, Wash.



At MIFF, Chad Cotterill, Tioga Hardwood Inc., Berkshire, N.Y.

WWPA Guest Speakers Deliver Timely Information

By Wayne Miller

Portland, Oregon – Members and guests of the Western Wood Products Association (WWPA) convened here recently at the Embassy Suites for the organization's annual meeting.

The three-day event was packed with speakers as well as networking opportunities. WWPA President and Chief Economist Kevin Binam welcomed attendees to begin

the traditional WWPA Industry Forecast Breakfast, and Hampton Affiliates CEO Steve Zika later closed the speaker agenda.

Similar observations shared at the meeting both by Binam and later Zika, included: 2012 was a much-improved year for many lumber businesses with markets both in the U.S. and Asia showing positive signs. Housing is on the mend and even with

Additional photos on pages 10 & 12

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Rock Belden, Sierra Pacific Industries, Redding, Calif.; Rick Northrup, Ahren Spilker and Erol Deren, Idaho Forest Group LLC, Grangeville, Idaho



Kathleen and Chris Hughes, Idaho Forest Group LLC, Athol, Idaho; Russ and Beverly Tuvey, WWPA, Portland, Ore.; and Steve Swanson, Swanson Group Inc., Glendale, Ore.

Montreal Welcomes Gathering of Canadian Hardwood Bureau

By Terry Miller and Wayne Miller

Montreal, Quebec – Approximately 125 members and guests of the Canadian Hardwood Bureau (CHB) gathered here recently at the Hyatt Regency Hotel for an organizational meeting.

The two-day event is organized yearly to provide those in the CHB an opportunity to come together, learn and network. An industry hockey game at the Complexe Sportif Bell, in Brossard, Que., opened this year's CHB event.

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Don Tardie, Maine Woods Company LLC, Portage Lake, Maine; Andrew Schafer, Cut Rite Lumber Ltd., Toronto, Ont.; and George Evarts, G.H. Evarts & Co. Inc., Springfield, N.H.

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Who's Who in Import/Exports



CHARLES CRAIG

Charles Craig is vice president of **AHC Craig Imports** and a sales executive for **AHC Export Lumber**, located in Huntersville, N.C.

The team at AHC Craig Imports has been importing tropical lumber since 1977 and distributing to customers throughout North America and Mexico. Their import division sells import lumber, from a single pack to container load quantities, shipping directly to their customers. Import

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DENIS LEBLANC

Denis Leblanc has been handling sales and purchasing for **Primewood Lumber Co.**, located in Drummondville, Que., since 1995. The company was founded in 1988.

Primewood maintains an inventory of 4 million board feet of lumber and operates a VOG state-of-the-art sawmill. With a ground surface of 10,000 square meters, Primewood storage capacity allows the company to store, import and export several species. These include: Hard and

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GRAZIANO PASQUALETTO

Graziano Pasqualetto is the Board Member of **Romea Legnami Group**, a family owned company with over 300 years of history in timber, headquartered in Mira, Venice, Italy. Romea Legnami S.p.A. manufactures and processes timber products, utilizing state-of-the-art technologies such as square-edged, cut-to-size dimension, flooring, strips, squares, flitches and sawn.

Romea Legnami handles a variety of products species such as : African Mahogany,

Continued on page 18



DAVID WHITTEN

David Whitten is the director of exports for **Bingaman and Son Lumber Inc.**, headquartered in Kreamer, Pennsylvania, holding that position for 17 years. He is a 1978 graduate of the Wood Harvesting VoTech school in Calais, Maine. Whitten holds a bachelor's degree in Communication/English from Geneseo State University in New York, and in 1989 Whitten graduated as president of the 100th class of the National

Continued on page 18

Save The Date For AHEC European And Greater China/SE Asia Conventions

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

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

The American Hardwood Export Council (AHEC) will hold its next European Convention in the historic Hungarian city of Budapest on October 24-25, 2013.

After a very successful meeting in Warsaw in October 2011, AHEC wanted to stay in Central Europe but take the event to a new country and city. Budapest is an exciting cultural center and should provide easy access for European importers to attend. The convention will be held in the Intercontinental Hotel in a great central location right on the banks of the river Danube.

The proposed theme for the event will once again center on the environmental credentials of U.S. hardwoods, and how marketing and promotion opportunities can help strengthen the trade of U.S. hardwoods in Europe.

According to AHEC's Director David Venables, "We wanted to keep the convention focused on new business potential as we believe that despite the current tough trading conditions, the long term prospects could see significant growth for U.S. hardwoods in both existing and emerging European markets. It was good to see many new faces in Poland and we really hope the Budapest event will also attract new delegates as well as the many regulars that support us."

The convention is open to U.S. hardwood exporters and European traders, distributors and manufacturers who import U.S. Hardwoods

AHEC has also announced the location of the next Greater China/SE Asian Convention in Harbin. Harbin is the capital of Heilongjiang and other neighboring Northeastern provinces, such as Jilin and Liaoning provinces and Northeastern cities as Xu Fang

He, Changchun, Shenyang and Dalian. Being the heart of the northeastern frontier of China and Russia, Harbin has become an important strategic city for the Heilongjiang provincial government to accelerate development collectively with its neighboring cities and hence become an important component of north-eastern provinces' modernization and economic development. Harbin and Xu Fang He of the cities of Heilongjiang are known for China's timber trade hub with millions CUM of timber shipments to China. There are over 2000 solid timber products enterprises located in Heilongjiang and its neighboring provinces producing furniture, flooring, doors and joinery to meet the growing demand of China's domestic as well as the overseas markets. The Convention is confirmed to be held in Harbin on June 20, 2013. This year's Convention will continue to provide a platform for the U.S. hardwood industry to promote U.S. hardwood applications further to furniture, door and flooring and joinery manufacturing and interior design. The convention will also help to promote U.S. hardwood for the consumer market in the most dynamic environment and economic development zones in the Northeastern region of China. ■



THE WASHINGTON SCENE

ILA Releases Details of the Master Contract Draft

Subject to the drafting of final contract language and acceptance by the International Longshoremen's Association (ILA) membership, United States Maritime Alliance Ltd. (USMX) and the ILA have agreed as follows:

- The new Master Contract will expire on September 30, 2018.
- The new Master Contract will not take effect until all local bargaining is concluded.
- There will be a \$1 per hour wage increase on October 1, 2014; another \$1 increase on October 1, 2016 and another \$1 increase on October 1, 2017.
- New employees will start at \$20 per hour.
- The wage progression formula, which was in the Master Contract extension, has been shortened from 9 years to 6 years.
- There will be a minimum coast wide guarantee of \$211 million in container royalty for each year of the contract.
- In addition, up to \$14 million of administrative expenses will also be covered.
- All container royalty over these amounts will be evenly split between USMX and ILA.
- Container royalty will be centrally collected according to a plan that has yet to be finalized.
- The Container Freight Station Fund will continue for both the operation of container freight stations and training with a contribution of 25¢ per ton in the first three years and subject to review in the last three years and a CFS subsidy adjustment in each of the six

years.

- The local fringe benefit contribution will increase by \$1 per hour.
- Random drug testing will be used in New York and New Jersey only if the Waterfront Commission agrees to stop testing ILA members.
- New language has been negotiated to protect those who have been displaced due to new technology and automation.
- Additional language has been negotiated to preserve chassis maintenance and repair work.
- New language has been negotiated to beef up enforcement by the Jurisdiction Committee of ILA jurisdiction including a \$10,000 fine in certain circumstances.
- Additional jurisdiction language has also been negotiated.
- Major damage criteria and maintenance jurisdiction have been expanded.

House Subcommittee Reviews NEPA

New chairman of recently recast House Natural Resources Subcommittee on Public Lands and Environmental Regulation, Rob Bishop (R-UT), announced plans to take a closer look at the laws that are stymieing land management activities on much of the federal lands in the west.

The new subcommittee will have jurisdiction over environmental reforms including The National Environmental Policy Act (NEPA), which has plagued land managers and their ability to quickly move projects forward on public lands including timber sales, grazing permits, and oil and gas leasing. Oversight over NEPA was previously maintained within the jurisdiction of the full Natural Resources Committee.

Bishop's plan to change the act may be

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Forest Certification Will Be Key Tool In Efforts To Crack Down On Illegal Logging

(From information gathered by Canada NewsWire via COMTEX)

Washington and Stockholm – Kathy Abusow, president and CEO of the Sustainable Forestry Initiative® Inc. (SFI), recently applauded the European Union Timber Regulation (EUTR), which took effect March 3 and prohibits illegally harvested timber or products derived from such timber to be brought in the European Union.

"Illegal logging undermines responsible forest governance, damages wildlife habitat, and reduces the potential for forests to provide stable supplies of products and support local communities," Abusow said. "The EUTR, just like the U.S. Lacey Act, is an important regulatory tool to address illegal logging and enable legal global trade in forest products."

Abusow, a speaker at The Economist World Forests Summit in Stockholm, Sweden, addressed the timely topic of timber regulations that prohibit the sale of illegally harvested timber. On this panel, Abusow applauded timber regulations as one of many important mechanisms to combat illegal logging. She also asked the audience to remember that while illegal logging is a global problem, responsible forestry is the solution given the many economic, environmental and social values that working forests support.

"The European Commission has recognized that forest certification programs can be an important tool to help suppliers meet EUTR requirements," Abusow said. "Products certified to forest certification standards, including PEFC and SFI, are demonstrating they have mechanisms in place to avoid illegal fiber in the supply chain, and are committed to

promoting responsible forestry."

While forests certified to the SFI Standard exist only in the U.S. and Canada where there is negligible risk of illegal logging, and 98 percent of the fiber sourced by SFI Program Participants for their North American facilities comes from the U.S. or Canada, SFI has mechanisms to assess and address risks to avoid illegal sources of supply. In addition, in recognition that it takes a variety of interests, mechanisms, policies and tools to address illegal logging and more importantly, to promote sustainable development, SFI has been supportive of tools to assist purchasers of forest products in securing products from legal sources, including the Forest Legality Risk Information Tool developed by the World Resources Institute.

The SFI Program is internationally recognized and has been endorsed by the independent Programme for the Endorsement of Forest Certification (PEFC). Ben Gunneberg, PEFC Secretary General, said, "PEFC International has undertaken measures to revise its PEFC Chain of Custody standard to be fully aligned with the due diligence requirements of the EUTR. The EUTR is expected to drive increased market interest in forest certification as the simplest and most credible tool currently available for demonstrating legality and minimizing risk."

While forest certification is not accepted as automatic proof of EUTR compliance, as the European Commission cannot formally endorse non-regulatory instruments, forest certification is referenced in the EUTR and supporting regulations

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New Executive Director Embraces Opportunities

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



The delivering of exceptional customer service has been an important focus of my association career – I want our mem-

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The approach of spring has me thinking about new beginnings. While I was writing this column, the U.S. Park Service announced the peak bloom time for the Nation's Cherry Blossoms (March 26th – 30th). I am always surprised by the announcement. The prediction comes when the weather is chilly, even snowing and yet, it is usually accurate. Washington is transformed during this week, tourists flock to the city, D.C. residents shed layers, go outside and the whole spirit of the city is renewed. I am embarking on my own renewal this year. I am excited to join the International Wood Products Association (IWPA) as its new Executive Director - just as those Cherry blossoms are at their peak.



I come to IWPA as a past collaborator. For nearly 10 years I have directed the regulatory affairs and legal advocacy for the National Marine Manufacturers Association (NMMA). It is through my work at NMMA that I came to know IWPA and its work on our common issues regarding the Lacey Act and the importation of wood. I have been impressed over the years with the way IWPA has built coalitions of like-minded associations on its issues. That work

has helped it reach much farther and have more influence than it could have done on its own.

Trade associations have the same power for their individual members. Individually, one company can rarely yield the kind of influence to stop or change a pending regulation, alter a bill or successfully sue a federal agency. Associations can also be what my Coast Guard friends would call a "force multiplier." Association staff can be your eyes and ears in Washington and beyond, alert you to new threats or opportunities, and give you time to adjust

to changing market conditions. One of the best ways to take advantage of what an Association can offer is by attending its meetings. The face-to-face interaction is important for business intelligence gathering, personal networking and get up to speed on the latest developments quickly.

IWPA's World of Wood Annual Convention in Vancouver (April 17th – 19th) will be my first. I am looking forward to getting to know this industry. But most importantly, I am looking forward to asking attendees what is important to them, what issues are keeping them up at night, and what services IWPA can provide to help their businesses grow?

ARMANY: Paving The Way For American Oak Flooring In Indonesia

By Michael Buckley



Armany is owned and operated by Roberto Hidajat.



Solid American Oak is featured in this designer staircase in North Jakarta, Indonesia. Armany Parquet, which is a leader in usage of American solid hardwoods in Indonesia, manufactured and installed the staircase.



Indonesians appreciate solid White Oak for designer bedroom furniture.



This is a photo of some of the high quality American White Oak solid flooring in stock at Armany in Jakarta.

Jakarta, Indonesia – Armany Parquet, located here, is a wood flooring supply and installation company, owned and run by Roberto Hidajat a 40-year-old ex-banker. Its current activities could have a large effect on the Indonesian market for American hardwoods. Armany stands as a beacon to the fast-emerging wealthy class among Indonesia's 240 million population, in a nation increasingly establishing its place on the world economic stage. By promoting solid American Oak flooring to a well-networked community of successful homeowners who show off their residences to others, Armany is paving the way for temperate Oak in a country formerly dependent on or obsessed with tropical species.

Today the Indonesia high-end market is increasingly demanding solid wood flooring installed to an equivalent

high standard as everything else in the house. A tour of Jakarta's new residential areas, such as Pearl Beach, surrounded by golf courses, marinas, designer shops and a plethora of crowded restaurants confirms this new Indonesian confidence. Many of Armany's clients travel the world on business to the USA and Europe and come back having seen temperate hardwoods for the first time; and Oak is what they now want. Residential installations of solid American White Oak flooring have risen to nearly 20 percent of Armany's contracts in under a year. In the commercial sector, Armany has supplied a couple of boutique shops in the Pacific Place complex in central Jakarta and will shortly install about 50,000 square feet of flooring at the newly constructed Galeries Lafayette. Generally, Indonesians prefer American Oak for its color, flat cut grain patterning and limited knots. Many of Armany's clients consider that solid hardwood is in keeping with the fine quality of other materials in their opulent residences, rejecting engineered flooring as unacceptable. This calls for serious expertise in dealing with all the challenging problems of temperate wood in a tropical climate, albeit mainly in air-conditioned interiors. Armany is addressing this issue of movement with moisture changes by its designs, technical experience and by appropriate sealing of the material.

Armany now employs eight sales staff, around 30 installing carpenters and has an office and small showroom at the well known Jakarta Design Centre, much frequented by specifiers and their clients; and another in Bali. The company, now a leader in the industry, also exhibits at shows such as the recent furniture fair at the Jakarta Conference Centre and planned to participate at the International Furniture Fair (IFFINA) also in Jakarta this spring. American hardwoods was well in evidence there as furniture prototypes in Red Oak and Black Cherry, designed at a recent Indonesian workshop sponsored by AHEC, were planned to be on display at the show's 'Design Space.' This is supported by ASMINDO, curated by HDMI and promoted by AHEC.

Meanwhile Armany continues to focus and concentrate on a vibrant home flooring market at the very highest end in Indonesia – offering flooring and staircases in American Oak.

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Armany installed this American White Oak flooring and skirting.



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HERMITAGE HARDWOOD Supplies Quality, Service and Reliability

By Terry Miller



The Hermitage Hardwood Lumber Sales team includes: (L to R): Wesley Boles, domestic sales; Lawson Maury, export sales; Steve Gunderson, domestic sales; Junior Kessler, lumber procurement; Parker Boles, CEO and sales and Adam Moran, export sales.



Millie Petty handles accounting for Hermitage Hardwood Lumber Sales and Wilma Love is responsible for logistics.



A bundle of Red Oak lumber is tallied on Hermitage's state-of-the-art picture tally and weighing scales.



Pictured are two of the company's inspectors grading kiln-dried lumber.



Hermitage recently installed two more dry kilns, which will provide an additional 100,000 board feet of kiln capacity.



The firm has 4.5 million board feet of covered air-drying capacity and five million feet of dry storage capacity.

Cookeville, Tennessee — Hermitage Hardwood Lumber Sales Inc., located here, is a full-service lumber processing operation. The company produces all Appalachian hardwood species in 4/4 through 12/4 thicknesses with width sorts available

Hermitage's family-owned business has a reputation for excellent service and quality Appalachian hardwoods.

President and CEO Parker Boles said, "My father was a lumber inspector throughout the majority of his career. As the natural evolution of our industry took hold, he became involved with the purchasing effort of a couple of furniture factories back in the 1970's."

His father's career influenced Boles to pursue a similar path in the forest products industry. "I attended the National Hardwood Lumber Association (NHLA) inspection school after college and graduated with the class of 1977. The inspection school and the education I received as a lumber inspector opened doors and some new opportunities," he continued, "I started working for a hardwood export company who needed someone to check on shipments, which allowed me to become familiar with the U.S. ports and the fundamentals involved in exporting, which led to making contact with the green sawmills, many of which I still have a partnership with today."

In 1979 Boles and another lumberman

Continued on page 19



Shade drying Oak hardwood lumber occurs in Hermitage's covered sheds.

Hermitage Hardwoods products are loaded onto containers for export shipment.



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MISSOURI-PACIFIC LUMBER CO. — Building A Successful Reputation as The Walnut Specialists

By Terry Miller



Concrete foundations in the air-dry yard, and proper stick placement, ensures flat lumber for Missouri Pacific Lumber Company's customers.



The company's four lumber inspectors maintain the quality of the lumber that keeps them one of the only NHLA Grade Certified Walnut mills in the world. (Left to Right:) Troy Williams, Frank Hook, head inspector, George Simmons, and Vince Pescaglia (Bucky's youngest son).



Standing in front of 4/4 10-inch and wider FAS and F1F Walnut are Grafton Cook III, Sales Manager, and Bucky Pescaglia, President.



Johnny Agnew, Log Purchasing and Sales Manager, has been with the company for 33 years. Agnew sells an average of 300,000 feet of high quality veneer logs each year to markets all over the world.



Pictured are third and fourth generation family members Ryan Pescaglia, vice-president and Tony Pescaglia, (Bucky's oldest son), who both manage their 500,000 board feet of dry kilns.



Fayette, Missouri — The people at Missouri-Pacific Lumber Co. (MOPAC), located here, have been producing American Black Walnut, Red and White Oak, Soft Maple and other hardwoods for over half of a century.

The company exports its lumber to over 30 countries including China, Italy, Germany, Japan, the Philippines, Great Britain, Mexico, Korea, Canada, the Netherlands, Ireland and Saudi Arabia.

While Missouri-Pacific was established in 1980, the family operation began in

Continued on page 20



Silver Leaf Soft Maple is being loaded into a kiln. Missouri-Pacific also carries Red and White Oak, Ash and aromatic Cedar.



With over 1.5 million feet of covered air dry storage, Missouri-Pacific dries its thicker stock Walnut and Oak in these buildings.

Pictured is some of the company's 2 million feet of kiln-dried inventory that is available for prompt shipment. Construction of another 200,000-square-foot storage building started in February 2013.



Quality and just in time shipment are our strength.



Salamanca Lumber Co., Inc. is situated in the most northern part of the North Appalachian region. This geographical location ensures Salamanca Lumber Co. a steady supply of fine-texture, slow-grown, high quality Hardwoods.



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Rebirth Of Montreal Wood Convention Deemed Successful

Photos By Terry and Wayne Miller



Dale Chaffee, Plateau Forest Products, Bend, Ore.; Brian Hawrysh and Randi Walker, BC Wood Specialties Group, Vancouver, B.C.; and Sylvain Labbe, Quebec Wood Export Bureau, Quebec City, Que.



Andre Beaulieu, J.D. Irving Ltd., St. John, N.B.; Wayne Miller, The Import/Export Wood Purchasing News, Memphis, Tenn.; and Brian Hawrysh, BC Wood Specialties Group, Vancouver, B.C.



Jim Irving, J.D. Irving Ltd., St. John, N.B.; Melissa Laflamme, Boscus Canada, Montreal, Que.; and Andre Beaulieu, J.D. Irving Ltd.



Bruce Liu, Phoenix BR International Corp., Toronto, Ont.; Danny Karch, Sustainable Forestry Initiative Inc., Arlington, Va.; and Mark Arseneault, New Brunswick Forest Products Association, Fredericton, N.B.



Gary Vitale, North American Wholesale Lumber Association, Rolling Meadows, Ill.; Agnes Flinn, Brandon Desyatnik and Dustin Wood, Weston Forest Products Inc., Mississauga, Ont.



Dale Chaffee, Plateau Forest Products, Bend, Ore.; Rick Ekstein, Weston Forest Products, Mississauga, Ont.; Terry Ratkovsky, Goodfellow Inc., Toronto, Ont.; and Don Tardie, Maine Woods LLC, Portage Lake, Maine

Montreal, Quebec – The Quebec Wood Export Bureau, in collaboration with the Quebec Forest Industry Council, the Maritime Lumber Bureau

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Florian Thambipillai, Kuehne + Nagel, Mississauga, Ont.; Mike Morgan, Midway Lumber Mills, Thessalon, Ont.; Rose Ann Loranger, Goodfellow Inc., Delson, Que.; and Karl Seger, Falcon Lumber Ltd., Toronto, Ont.



Rick Ekstein, Weston Forest Products Inc., Mississauga, Ont.; and Don Craig, Bramwood Forest Products, Toronto, Ont.



Jessy Ross, VAB Solutions Inc., Quebec City, Que.; and Chris Pederson, IBC International Bar Coding Systems & Consulting, Penticton, B.C.

David Jara and Rick Fortunaso, INTERFOR, Bellingham, Wash.



Additional photos on page 16

ROMEA VENICE Tropical & European Hardwoods Producer and Exporter

Romea is a family company with over 300 years of history in the processing of timber, our timber history has led us build the right know-how to help our customers find the right timber and solution for their projects, building a long lasting relationship and mutual trust with them. We are specialized in delivering full service and we are flexible to respond to any custom-made enquiry. Our main products are: African Mahogany (Khaya), Afrormosia, Black/White Limba, Bubinga, Chestnut, Doussie, Edinam, Sycamore Maple, European White Oak, Iroko, Kosipo, Shedua, Padouk, Pearwood, Sapele, Sipo, Teak Burma, Wenge, Venetian Walnut, Zebra wood, European Beechwood, and much more.



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Surfaces 2013 Grows With Increase In Exhibitors; Announces News For 2015

Photos By Todd Lussier



Laidi Yao, Tracy Zhang and Tony Wong, Changzhou Hengxiang Decoration Materials Co. Ltd., Changzhou, China



Raymond Zhu, Wayne Hultgren and Rory Boothe, Jiangsu Lodgi (Nature Flooring Industries), Exton, Pa.



Alice Dong, Duke Yang and Sandy Luo, Nanjing Minglin Wooden Industry Co. Ltd., Nanjing, China



Wei Li, Qiang Li, Jane Wang and Tian Chen, Anhui Suzhou Dongda Wood Company, Suzhou City, China



Tracy Shieh, Ben Benjamin, Katie Su and Stan Wang, UA Floors, Walnut, Calif.

Las Vegas, Nevada – Approximately 600 companies exhibited at Surfaces 2013, held here recently at Mandalay Bay Convention Center, an increase over the 546 represented in 2012. At presstime, final attendance figures had not yet been released, however reports from the show indicated attendee traffic was noticeably greater than in recent years, topping 27,000 visitors.

Next year, Surfaces will be held Jan. 27-30, also at the Mandalay Bay Convention Center.

In addition to growth in exhibitors, Surfaces 2013, which is co-located with StonExpo/Marmomacc Americas, announced it will co-date with the International Builders Show (IBS) and the Kitchen & Bath Industry Show (KBIS) in 2015 to join Design/Construction Week in Las Vegas. This will occur the week of Jan. 21-23, 2015, at the Mandalay Bay Convention Center for Surfaces, and the Las Vegas Convention Center for IBS/KBIS. Each show will remain separate and distinct, however, the co-date arrangement will allow attendees from all four events the opportunity to attend all.

The World Floor Covering Association (WFCA) is the official sponsor of



Surfaces. WFCA has become the floor covering industry's largest advocacy organization representing floor covering retailers, contractors and allied service providers throughout North America.

This year's Surfaces event spanned four days, attracting thousands of floor covering retailers, distributors, installers, architects, designers and builders from around the world.

Additionally, Surfaces hosted more than 40 workshops, seminars and mini-sessions led by industry experts in the fields of business, sales, marketing, installation and design. Show floors feature departments at Surfaces included: cleaning and restoration pavilion, artisan avenue, tool alley, new product marketplace and business enrichment center.

For information about Surfaces, visit online at www.surfaces.com. ■

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Photos By Terry Miller



David Jeffers, PPG Machine Applied Coatings, Raleigh, N.C.; and Terry Miller, The Import/Export Wood Purchasing News, Memphis, Tenn.



Rich Viola, Boise Cascade LLC-EWP, Westfield, Mass.; Phil Bannos, Boise Cascade LLC-EWP, Chicago, Ill.; and Seth Donnohue, Arrow Lumber Co., Stillwater, Minn.



Meelis Kajandu and Maret Puskar, Brenstol, Tallinn, Estonia; Tom Flynn, Thermory USA, Los Angeles, Calif.; and Kevin Demars, Thermory USA, Buffalo, N.Y.



Dave Farley, BC Wood Specialties Group, Vancouver, B.C.; and Wayne Brown, Bigfoot Log and Timber Homes, Tappen, B.C.



Durand Darbyshire, Viance, Dublin, Ohio; Don Danko, Viance, Santa Maria, Calif.; Barb Stewart, Chris Kollwitz, Leda Johnson, and Tim Schrader, Viance, Charlotte, N.C.



Jean-Marc Dubois, Nordic Engineered Wood, Albany, N.Y.; and Albert Renaud and Tony Saad, Nordic Engineered Wood, Montreal, Quebec

Las Vegas, Nevada – The 2013 National Association of Home Builders (NAHB) International Builders' Show® (IBS) welcomed a full house of attendees and exhibitors (approximately 50,000 was the projected combined total) at the Las Vegas Convention

Continued on page 25



Lou Trottier, Simpson Door Co., Webster, Mass.; and Stacie Conkle, Simpson Door Co., McCleary, Wash.



Brian Stowell, Crown Point Cabinetry, Claremont, N.H.; Terry Hillery, Connor Homes, Middlebury, Vt.; and Debra Foster, Crown Point Cabinetry



Catherine Ping Yan, EP Global Inc., Santa Ana, Calif.

Lou Pitzel, Nick's Building Supply, Crown Point, Ind.



Additional photos continued on page 16

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Sam Pope and Jeff Falk, USNR, Woodland, Wash.



Donnie Woodruff, P.J. Smith and David Gully, Taylor Machine Works Inc., Louisville, Miss.



Duane Vaagen, Vaagen Brothers Lumber Inc., Colville, Wash.; Bob Banchemo, Stimson Lumber Co., Forest Grove, Ore.; and Rock Beldon, Sierra Pacific Industries, Redding, Calif.



Rick Northrup, Idaho Forest Group LLC, Grangeville, Idaho; Pat Grady, Bennett Lumber Products Inc., Princeton, Idaho; and Thomas Love, WWPA, Culesac, Idaho



Jim Vandegrift, Bennett Lumber Products Inc., Princeton, Idaho; Robert West, Sierra Pacific Industries, Redding, Calif.; and Shauna and Art Andrews, Malheur Lumber Co., John Day, Ore.



Hector Dimas, Boise Cascade LLC, Boise, Idaho; and Rick Palmter, Idaho Forest Group LLC, Coeur d'Alene, Idaho



Ted Roberts and Cyndee Johnson, Roberts & Dybdahl Inc., Des Moines, Iowa; Aaron Sulzer, Sierra Pacific Industries, Anderson Calif.; and Mark Corso, Roberts & Dybdahl Inc.



Rick Fortunaso, Interfor U.S. Inc., Bellingham, Wash.; Mark Corso, Roberts & Dybdahl Inc., Des Moines, Iowa; and Kevin Paldino, Collins Cos., Portland, Ore.



Eric Schooler, Collins Companies, Portland, Ore.; and Tom Elliott, Signode Packaging Systems, Pendleton, Ore.



Scott Elston, Forest City Trading Group, Portland, Ore.; and Aaron Sulzer, Sierra Pacific Industries, Anderson, Calif.



Jim Vandegrift, Bennett Lumber Products Inc., Princeton, Idaho; Bob Mai, Potlatch Corp., Spokane, Wash.; and Chris Thoms, Blue Book Services, Carol Stream, Ill.



Craig Larsen, Softwood Export Council, Portland, Ore.; and Adrienne and Kevin Binam, WWPA, Portland, Ore.



Bruce Daucsavage, Ochoco Lumber Co., Prineville, Idaho; Frank Pearson, Contact Industries, Clackamas, Ore.; and Art Andrews, Malheur Lumber Co., John Day, Ore.



Chris Ketcham, Warm Springs Forest Products Inc., Warm Springs, Ore.; Tom Searles, American Lumber Std. Committee, Germantown, Md.; Natalie Macias and Craig Larsen, Softwood Export Council, Portland, Ore.



Russ Vaagen, Vaagen Brothers Lumber Inc., Colville, Wash.; Ted Roberts, Roberts & Dybdahl Inc., Des Moines, Iowa; Frank Stewart, WWPA, Portland, Ore.; and Janet Corbett, Warm Springs Forest Products Inc., Warm Springs, Ore.



Marshall Lauch, Stimson Lumber Co., Portland, Ore.; and Lee Jimerson, Collins Cos., Portland, Ore.



Laurie Creech, Simpson Lumber Co. LLC, Tacoma, Wash.; and Paul D. Owen, Vanport International, Boring, Ore.



Terry Neal, ISIS Wood Product Solutions, Vancouver, B.C.; and James R. Olsen, Realty Sales Training, Portland, Ore.



Jim Moses, Kop-Coat Inc., Pittsburgh, Pa.; Gary Pittman, Roseburg Forest Products Co., Roseburg, Ore.; and Steve Brandt, Kop-Coat Inc.

Additional photos on page 12

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WWPA PHOTOS - Continued from page 10



Tony Colter, Sun Mountain Lumber, Deer Lodge, Mont.; and Chris Thoms, Blue Book Services, Carol Stream, Ill.



Tricia Kilrain, Pennsylvania Lumbermen's Mutual Insurance Co., Philadelphia, Pa.; and Ron Hanson, Pelican Bay Forest Products, Bend, Ore.



William B. Conerly, Conerly Consulting LLC, Lake Oswego, Ore.; Steve Zika, Hampton Affiliates, Portland, Ore.; Jonny Wilford, Woodgrain Millwork, Fruitland, Idaho; and Thomas Lovlien, Boise Cascade LLC, Boise, Idaho



Grant Phillips, Collins Cos., Portland, Ore.; David Heldoorn, Simpson Lumber Co. LLC, Tacoma, Wash.; and Kevin Dodds, Collins Cos., Portland, Ore.



Randy Strutin and Terry Neal, ISIS Wood Product Solutions, Vancouver, B.C.; and Scott Stormoen, Columbia Vista Corp., Vancouver, Wash.



Kip Burns and Ilene Young, Kop-Coat Inc., Pittsburgh, Pa.; and Rock Beldon, Sierra Pacific Industries, Redding, Calif.



Rose Braden, Evergreen Building Products Association, Portland, Ore.; and Kevin Paldino, Collins Cos., Portland, Ore.



Leonard Greer, Bridgewell Resources, Tigard, Ore.; Matt Dierdorff, Buckeye Pacific LLC, Portland, Ore.; Tom Reynolds, Bridgewell Resources; and David Durst, Taupo and Fletcher Wood Solutions, Catonsville, Md.



Dyanne Martin, Von Porter and Diane Schander, WWPA

SOUTHEAST ASIAN PHOTOS - Continued from page 1



Maurice Vialette, Lumbermen's Underwriting Alliance, Portland, Ore.; Daniel Lavinder, Matthew Goughnour and Peter Johnson, AON Risk Solutions, global headquarters London, England; Chuck Roady, F. H. Stoltze Land & Lumber Co., Columbia Falls, Mont.; and James T. Trenter, Lumbermen's Underwriting Alliance



At MIFF, a group of APP Timber importers with Spider Bulyk (center), WT Hardwoods Group, Lebanon, Pa.



Pictured at IFFS, Dr. Casey Loo, APS, Singapore; Mark Morrison, Cypress Creek Hardwoods, Austin, Texas; John Chan, AHEC, SE Asia, Hong Kong, Japan; Tony Lin, Eurosa Furniture, Singapore; and Voravuth Koothavomrerk, Thai Furniture Industry Club, Thailand



At IFFS, John Chan, AHEC, SE Asia, Hong Kong, Japan; Paola Giovani, CISL, Cosenza, Italy; and Ernie and James Koh, KODA, Singapore



Pictured are some of Japara designers from the AHEC sponsored design camp 'Hands of Japara', in which hardwoods from America were among the woods transformed into new design products.



Joel Lefebvre, Philippe Perrodin, Eric Julien and J.F. Guilbert, French Timber, Les Grandes Ventes, France, attending IFFINA



Frank Wu and Vincent Low, HKT International, Malaysia, with a bed made from North American Yellow Poplar and on display at MECC.



The AHEC booth displaying products of North American hardwoods at MIFF in Kuala Lumpur.



Also at IFFS, Gary Israelstam, Industrial Timber & Land Co., Beachwood, Ohio; and Michael Hermens, APP Timber, Malaysia



In March at VIFA, Gutches International Inc., Cortland, N.Y., displayed multiple North American hardwood species.

Additional photos on page 14

CHB HOCKEY 2013



Kicking off the Canadian Hardwood Bureau was the annual hockey game, which this year marked its 15th year. Transit King City/Northway Forwarding (pictured here) won, 7-6, after a hard fought two hour battle on ice at Complexe Sportiff Bell, Brossard, Que. Pictured for the winning team are: (Front from left): Claude-Henri Lapointe, Bois Poulin, Shawinigan, Que.; Patrick Gagne, Primewood Lumber, Drummondville, Que.; Marc Legros, PG Model, St. Edouard Lotbiniere, Que.; Patrice Carrier, HUB International, Montreal, Que.; Mike Greetham, Canadian Wood Products, Toronto, Ont.; and Mario Brunet, Nationwood, St. Andre Avelin, Que.; and (Back from left) Assistant coach Jacques Cyr; coach Lloyd Lovett, Transit King City/Northway Forwarding Ltd., Montreal, Que.; Dave Williams, Champlain Hardwoods Inc., Essex Junction, Vt.; Darren Lindsay, Empire Forest Products, Burlington, Ont.; Marco Vachon, Bois Poulin, Shawinigan, Que.; Denis Daviault, Produits de bois Pft., Prevost, Que.; Dany Houde, PG Model, St. Edouard Lotbiniere, Que.; Brent Stief, Huron Forest Products, Alliston, Ont.; Charles Pepin, Bois Poulin, Shawinigan, Que.; Andre Warnet, Moulures 4th Dimension (1992) Inc., Blainville, Que.; and Richard Keeso, J.H. Keeso & Sons, Listowel, Ont.

Members of the white team include: (Front from left): Mario Walsh, Ecole Forestiere, Duchesnay, Que.; Claude Cadrin, C.A. Spencer Inc., Laval, Que.; Jean Gaudreau, guest; Martin Vaillancourt, USNR, Plessisville, Que.; Vincent Caron, Groupe Savoie Inc., St. Quentin, N.B.; and Eric Porter, Abenaki Timber Corp., Kingston, N.H.; and (Back, from left) Yvon Lambert, formerly Montreal Canadien; Marc-Olivier Laflamme, Boscus, Dorval, Que.; Mathieu Sioui, Premontex, Wendake, Que.; Frederic Malo, Bois Malo, Ste. Melanie; Michel Ferron, C.A. Spencer Inc., Laval, Que.; Daniel Hebert, Sechoir St. Roch, St. Roch, Que.; Eric Vigneault, Vexco, Princeville, Que.; Tommy Beaudry, Bois Saxby, Sherbrooke, Que.; Jason Somer, Groupe Savoie Inc., St. Quentin, N.B.; Michel Berard, manager and coach; and Jean-Paul Lupien, MKM QC Inc., Repentigny, Que.

Additional photo on page 15

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increasing lumber prices in the U.S., businesses have seen Japanese and Chinese lumber customers pay up to continue to receive western wood products.

U.S. lumber demand increased 8 percent in 2012 over 2011 and 2013 has started off extremely strong. Western lumber production climbed 10 percent to nearly 13 billion board feet in 2012.

Zika added, "While western Canadian sawmills are running at capacity, they have continued to sell significant volumes into Asia, which is leading to a situation where our customers in the U.S. are very worried about where future lumber supplies will come from. We still have not seen much demand from Southern California and the Home Depot/Lowe's volumes have not picked up, despite a slowly improving U.S. economy. You can also expect that one day India will be a big buyer of softwood lumber products. I am also serving on the Softwood Lumber Board where we are hopeful of increasing the market share of wood products in the U.S. and growing the market for all North American lumber producers.

"The unfortunate part of the story is that western producers will likely not play a big role in the growth in global lumber markets. Landowners in the PNW are under attack from radical environmental lawsuits that threaten to not only reduce state timber harvests, but also threaten the sustainable harvests of private lands. While we struggle to maintain the anemic harvest levels of federal forestlands, the preservationists have moved on to new targets. We must all work together to show the public that we are good stewards of the land and ensure we have a future in wood products manufacturing."

The other shared concern is the surge in raw log exports to China. At recent rates, raw log exports to China will exceed 1 billion board feet in 2013 from western states. This is enough volume to operate 10-15 large sawmills and is the primary reason many don't operate sawmills at normal capacity despite surging demand.

Additionally, the WWPA Speakers Forum was introduced by Eric Schooler, of Collins Companies, Portland, Ore., who announced the speaker forum guests. "Lumber markets are not where we want them to be, but they are moving in the right direction. Today's experts on log supply, check-off, wood markets and the U.S. housing industry are here," he said.

President of Wood Resources International, LLC Hakan Ekstrom centered his speech on supply and demand.

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SOUTHEAST ASIAN PHOTOS - Continued from page 1

CHB PHOTOS - Continued from page 1



U.N. Ambassador to Thailand Kristie A. Kenney admires North American White Oak cabinetry on display at TIFF.



At IFFINA, Amir Limyadi, guest; and Phil Fenwick, Baillie Lumber, Hamburg, N.Y.



Andre Poulin and Marie-Eve Nadeau, Les Produits Forestiers, Becesco Inc., St. Georges, Que.; and Serge Robichaud, C.A. Spencer Inc., Laval, Que.



Alain Thibeault and Annie Fournier, Preverco Inc., Daveluyville, Que.; and Philippe LeBlanc, Ressources Lumber Inc., Quebec City, Que.



Jean-Francois Audet, Primewood Lumber Inc., Drummondville, Que.; Normand Yelle, Maski Inc., Louiseville, Que.; Yves Lapointe, Prolam, Cap St. Ignace, Que.; and Martin Lefebvre, Bois Nordex Inc., Mont Laurier, Que.



Mario Chicoine, Scierie Arbotek Inc., Saint-Just-de-Bretenieres, Que.; Vincent Roy and David Jacques, Les Bois Poulin Inc., Sawinigan-Sud, Que.; and Mario Legros, Scierie Arbotek Inc.



Denis Sarrazin and Sonia Pelchat, D.M. Sarrazin Inc., La Conception, Que.; Nancy Beaulieu, Maski Inc., Louiseville, Que.; and Mike Bartlett, G.H. Evarts & Co. Inc., Springfield, N.H.



Shawn Calver, D&S Calver Lumber Ltd., Pembroke, Ont.; Douglas Thajer, Kuehne + Nagel Inc., Toronto, Ont.; Elizabeth Lancaster, Kuehne + Nagel Inc., Montreal, Que.; and Eric Trepanier, Kuehne + Nagel Inc., Quebec City, Que.



Loren Voyer, Champlain Hardwoods Inc., Essex Junction, Vt.; Denis Dube and Daniel Couturier, J.D. Irving Ltd., Clair, N.B.; and Marco Morin, Giguere & Morin Inc., Saint-Felix-de-Kingsey, Que.



Dave Williams, Champlain Hardwoods Inc., Essex Junction, Vt.; Don Tardie, Maine Woods Company LLC, Portage Lake, Maine; John Goodfellow, J.W. Goodfellow Forest Products Inc., Hemmingford, Que.; Greg Patenaude, Peladeau Lumber Inc., Laval, Que.; and Chris Castano, Champlain Hardwoods Inc.



Richard Lavallee, Husky Lumber, St. Therese, Que.; Lloyd Lovett and Michel Berard, Transit King City/Northway Forwarding Ltd., Montreal, Que.; Louis Lavallee, freelance, and Terry Miller, Import/Export Wood Purchasing News, Memphis, Tenn.



Raymond Langelier, Bois Langelier Ltd., Montreal, Que.; Mark Barford, National Hardwood Lumber Association (NHLA), Memphis, Tenn.; Wayne Miller, Import/Export Wood Purchasing News, Memphis, Tenn.; and Richard Lipman, Wood Manufacturing Council, Ottawa, Ont.



Claude Cadrin, C.A. Spencer Inc., Laval, Que.; Simon Larocque, NHLA, Memphis, Tenn.; and Luc Tremblay and Mario Welsh, Ecole de foresterie et de technologie du bois de Duchesnay, Sainte-Catherine-de-la-Jacques-Cartier, Que.



Howard Moldaver, Bramwood Forest Products, Toronto, Ont.; Stephanie Van Dystadt, DV Hardwoods, Fassett, Que.; and Lloyd Lovett, Transit King City/Northway Forwarding Ltd., Montreal, Que.



Martin Vaillancourt, USNR, Plessisville, Que.; Marco Morin, Giguere & Morin Inc., Saint-Felix-de-Kingsey, Que.; and Dennis Cuffley, J.D. Irving Ltd., Clair, N.B.



Randy Bowers, Tioga Hardwoods Inc., Berkshire, N.Y.; Dave Williams, Champlain Hardwoods Inc., Essex Junction, Vt.; and Shawn Collins, Tioga Hardwoods Inc.



Eric Porter, Abenaki Timber Corp., Kingston, N.H.; Michel Ferron, C.A. Spencer Inc., Laval, Que.; and Peter Duerden, U-C Coatings Corp., Buffalo, N.Y.



Martin Vigneault, Forcewood Canada, Plessisville, Que.; Alain Poirier, Boa Franc, St. Georges, Que.; and Sebastien Morasse, Nordex Wood Inc., Mont Laurier, Que.



Mario Brunet, Nationwood Inc., St-Andre-Avellin, Que.; Howard Moldaver, Bramwood Forest Products, Toronto, Ont.; and Darren Lindsay, Empire Forest Products Ltd., Burlington, Ont.

CHB HOCKEY 2013- CONTINUED FROM PAGE 13



Sponsors for the annual CHB hockey game were: Patrice Carrier, Hub International, Montreal, Que.; Martin Vaillancourt, USNR, Plessisville, Que.; Mario Welsh, Ecole Forestiere, Duchesnay, Que.; and Michel Berard, Transit King City/Northway Forwarding, Montreal, Que.

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"First I'll review logs and then we'll move into chip markets," he began. "Log exports are a percentage of harvest in the Pacific Northwest. That percentage increased 15 percent in the 1990's.

Then it took a dip and now it's returning to where it was during the mid-1990's. China is now the bigger market over Japan. Logs account for about 70 percent of exports and lumber is at about 20 percent while wood chips make up the other 5 to 10 percent in raw material exports.

"The value of U.S. exports has changed

in the last eight years," he continued. "Business picked up in 2011 and dropped back off in 2012. Japan is still a major importer of logs and lumber but has declined since the 1990's. The goal for Japan is to self-supply their own logs by 50 percent in 2020.

"Chip prices have fallen a lot lately and we are getting close to the bottom. Overall we have a total increase from around the world for all wood products. This year it is likely to be up again."

Sierra Pacific Industries Vice President of Operations George Emmerson focused on the check-off program's progress report. "The goal of The Softwood Lumber Board is to sell more appearance and structural softwood lumber through the check-off program. Objectives include: increasing the use in the non-residential and multi-family sectors; defending and rebuilding share in the residential and outdoor living markets; protecting access to the markets for solid wood products through ongoing codes and standards work; and growing demand through solid wood-based building system improvements. Total approved funding in 2013 is \$7.1 million and in \$3.3 million in uncommitted program funding."

Gary Stanley, director of Forest Products & Building Materials Program for the International Trade Administration of the U.S. Department of Commerce's speech was entitled, "The National Export Initiative and U.S. Forest Products Export Opportunities."

He opened with a reference to President Obama's 2010 State of the Union Address, "So tonight, we set a new goal: We will double our exports over the next five years, an increase that will support two million jobs in America," he quoted President Obama.

Stanley explained the five pillars of the National Export Initiative: To robustly enforce trade rules; increase access to export financing; promote policies that lead to economic growth; reduce trade barriers and improve trade advocacy and trade promotion.

In part two of his presentation Stanley explained how U.S. housing starts, import markets and growth in U.S. building product exports play a critical role in the world import trends.

Part three included U.S. lumber and wood products export data and trends and in part four he gave an overview of a sample approach to a specific country such as China.

Economist for Conerly Consulting, William Conerly, Ph.D. spoke about: 'Housing in an Uncertain Economy.' In his presentation he covered growth rates from 2007 through 2014. "My 2014 is more optimistic than the average person's," he said.

Conerly discussed the risk of another recession both in the U.S. and in Europe. Consumer spending; housing starts; non-rental vacancy rates; rental vacancy rates; U.S. population growth and average size of new homes were all a part of his agenda.

Concluding, he spoke about interest rates and overall forecasts for the remainder of 2013 and 2014. "Our primary areas of concern should be sales and marketing; inventories; capital spending; staff; working capital and lines of business. People are going to take the flexible stance and a cheaper route, holding off on the more expensive items."

For more information about WWPA, visit the association's website at www.wwpa.org.

SEASEAN -

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import regulations (EUTR) to eliminate illegally logged material from entering the European and Australian markets added to the uncertainties of the recently celebrated New Lunar Year of the Water Snake – one which started with predictions of improved business. Nevertheless, enough buyers from all over the world found their way to national shows in Singapore, Jakarta, Saigon, Manila and Bangkok as well as three competing venues in Kuala Lumpur.

Starting in Malaysia, AHEC exhibited simultaneously at booths at the privately owned Malaysian International Furniture Fair (MIFF) and the Export Furniture Exhibition run by the Malaysian Furniture Entrepreneurs Association (MFEA). Much of Malaysia's furniture is manufactured from Rubberwood, stained dark in colour for markets in the USA, Middle East and to a lesser extent to Europe. American hardwood shipments to Malaysia have made progress in recent years (lumber up 50 percent in volume in 2012 over 2011) but still represent a small percentage of the market. They were not strongly in evidence at the Malaysian furniture shows – but not all manufacturers exhibited. Despite the import figures which show White Oak as their leading U.S. species, there seemed to be less Oak on display than in previous years. Yellow Poplar/Tulipwood, as number two species imported from the USA, is making inroads into the Rubberwood sector and despite staining was identifiable in more furniture offerings than usual.

The International Furniture Fair Singapore (IFFS), by contrast displayed huge amounts of American White Oak and Black Walnut in particular, in both solid and veneer. The offering ranged from the extensive collections of leading manufacturer KODA, to a set of custom-made White Oak furniture by Jarrod Lim and exhibited by AHEC. The Singapore Furniture Industries Council (SFIC), with which AHEC works closely, makes huge efforts to promote design-led furniture and this year was no exception. Off-

Continued on page 17

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CHB PHOTOS - Continued from page 14



Randy Bowers, Tioga Hardwoods Inc., Berkshire, N.Y.; Patrick Gagne and Jean-Francois Audet, Primewood Lumber Inc., Drummondville, Que.; and Jean-Paul Lupien, MKM QC Inc., Repentigny, Que.



Gordon Duplain, Planchers Des Appalaches Ltee., Cowansville, Que.; Mario Legros, Arboteck Inc., Saint-Just-de-Bretenieres, Que.; Louis Laneville, Cambiumex Inc. International, Mont St. Hilaire, Que.; and Hud Caldwell, Gutches Lumber, Latrobe, Pa.



Marco Vachon, Poulin Hardwood, Lac Drolet, Que.; Richard Lavallee, Husky Lumber, Division of Commonwealth Plywood, Sainte Therese, Que.; Michael Bernatchez, J.W. Goodfellow Inc., Hemmingford, Que.; and Vincent Roy, Poulin Hardwood



Serge Lamarre, guest, Wickham, Que.; and Christian Clavel and Greg Patenaude, Peladeau Lumber, Laval, Que.



Mathieu Robitaille and Yvon Millette, Vexco Inc., Plessisville, Que.; Marie Eve Nadeau, Becesco Inc., St. Georges, Que.; and Eric Vigneault, Vexco Inc.



Martin Crete, Patrice Carrier, Jacques Gagnon and Pierre Hamelin, HUB International Quebec Ltee., Montreal, Que.

MONTREAL PHOTOS - Continued from page 7



Brent Stief, Huron Forest Products, Alliston, Ont.; Stephanie Van Dystadt, DV Hardwoods, Fassett, Que.; Mike Bartlett, G.H. Evert & Co. Inc., Springfield, N.H.; and Chris Castano, Champlain Hardwoods, Essex Junction, Vt.



Michael Giroux, Canadian Wood Council, Ottawa, Ont.; and Marc Brinkmeyer, Idaho Forest Group, Coeur d'Alene, Idaho



Michel Lessard, Tembec Forest Products Group, Montreal, Que.; Pierre Morency, Comact, Saint-Georges, Que.; and Andre Tremblay, Quebec Forest Industry Council, Quebec City, Que.



Dante Diorio, Diorio Forest Products Inc., Ashland, Va.; Rose Ann Loranger, Goodfellow Inc., Delson, Que.; Karl Seger, Falcon Lumber Ltd., Toronto, Ont.; Mike Morgan, Midway Lumber Mills Ltd., Thessalon, Ont.; and Terry Ratkovsky, Goodfellow Inc.



Ted Ellis, Idaho Timber Corp., Boise, Idaho; and Terry Miller, Import/Export Wood Purchasing News, Memphis, Tenn.



Mike Jones, Conifex Fiber Marketing, Vancouver, B.C.; and Kip Fotheringham, Hampton Lumber Sales, Vancouver, B.C.



David Hutson, Universal Forest Products, Windsor, Colo.; Leo Colantunono, Beaver Lumber, St. Clair, Mich.; and Robert Jette, Weston Forest Products Inc., Toronto, Ont.



Bob Miller, M.C. Gutherie Lumber, Livonia, Mich.; and Mark Porter and T.R. Cauthorn, Hampton Lumber Sales, Portland, Ore.



Ray Stewart, Dakeryn Industries Ltd., North Vancouver, B.C.; Colin Ayers, Ram Forest Products Inc., Aurora, Ont.; and Peter Medichkov, Ramfor Lumber Inc. Aurora, Ont.

IBS PHOTOS - Continued from page 9



Cory Anthony, Norelco Cabinets Ltd., Kelowna, B.C.; Wendy van Donkelaar, Kettle Valley Moulding and Millwork, Kelowna, B.C.; and Peter Raja, Norelco Cabinets Ltd.



John Fitton, Ashley Vanderwall, and Chris Camfferman, Universal Forest Products, Grand Rapids, Mich.



Blair MacLeod, Marwood Ltd., Halifax, N.S.; George McCart, AFA Forest Products Inc., Toronto, Ont.; and Ray Sheepwash, Marwood Ltd., Fredericton, N.B.



Luis and Sol Corona, Fatima Dur and John Garcia, Corona Custom Doors, Houston, Texas

SEASEAN -

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show design events took place all over Singapore under the banner "SingaPlural," including a materials workshop on a Green Pavilion at which Michael Buckley presented the environmental credentials of wood. So in this show, design rules and variety is the name of the game of over 400 exhibitors from 26 countries, many of which are Asian. Singapore companies now represent almost 1.5 percent of global furniture production, most of which is made off-shore, thus exerting an inversely proportional regional influence by this tiny island state. Footfall was brisk at this slightly smaller show than last year, but many exhibitors reported good results. Many of them are turning their attention to Asian markets including Japan, Korea and China, from where there came significant numbers of buyers and exhibitors, making this a more Asian-focused show than ever before.

The Indonesian Furniture and Craft Fair (IFFINA) held in Jakarta is much more geared to local plantation species, especially Teak, than American hardwoods. In fact most U.S. hardwoods imported by Indonesia are used in flooring, doors, picture frames and interior joinery rather than furniture. Sawm lumber shipments in 2012 were up 23 percent in volume, valued at \$20.5 million - up 14 percent on the previous year. Thus for some years AHEC has been focused on promoting to the furniture industry through its relationship with ASMINDO, the furniture association, which organizes the fair. Two long term initiatives by AHEC are the Indonesian Furniture Design Completion (IFDC), sponsored by AHEC and dedicated to American hardwood, and its annual participation at IFFINA. This year the winners of IFDC III and some designer prototypes from a recent AHEC-sponsored Design Camp, "Hands of Jepara" formed an important part of AHEC's presentation. At IFFINA there were clearly many more overseas visitors than in any previous year reflecting an increasingly greater interest in Indonesia as a furniture manufacturing country. This development will undoubtedly offer opportunities for imported hardwoods, especially as the industry becomes more aware of legislation to eliminate the use of illegal wood. With that in mind there were more wood suppliers exhibiting in Jakarta than at any other furniture show in SE Asia this year, including AHEC, French Timber, Baillie Lumber, Sonoking Corporation, APP Timber and Missouri Walnut.

In Thailand the Thai International Furniture Fair (TIFF) is generally smaller than other ASEAN shows and focused heavily on Japan, one of its main markets. As such, American hardwoods are more popular and in 2012 Thai imports of U.S. hardwood lumber rose well over 60 percent in volume and value to become the second Southeast Asian market after Vietnam. As in previous years, the U.S. Foreign Agriculture Service in cooperation with AHEC and the Thai Furniture Industries Association funded a furniture design camp providing a valuable display of 20 pieces of American hardwood furniture, on which AHEC is able to develop substantial publicity. This was greatly enhanced at the show by the participation of Kristie Kenny, U.S. Ambassador to Thailand, who attended the official opening, later toured the AHEC exhibit and engaged with the designers and huge press corps present.

Finally AHEC exhibited at the small Vietnam International Furniture Fair (VIFA) in Saigon although some leading Vietnamese manufacturers were only at IFFS in Singapore; and most of the large-scale Taiwanese producers traditionally do not participate, thus rendering the show as rather unrepresentative of the industry. However this show seemed more positive than last year and reported an increase in overseas buyers, who were more optimistic about the market. In 2012 U.S. hardwood shipments to Vietnam were valued at \$131 million - up 32 percent on 2011. ■

CHB -

Continued from page 1

Afterward, CHB attendees gathered at the Hyatt Regency for a reception, luncheon and presentations. Michael Burt, associate director in the Industrial Economic Trends Group, Conference Board of Canada, served as a guest speaker.

His presentation was entitled "Implications for Hardwood Products Manufacturers." To follow are excerpts from his address.

Regarding the global outlook, he noted:

- Continuing weakness in global growth;
 - Sustained but slower growth in emerging markets - China appears to be turning the corner;
 - Numerous countries in western Europe in recession due to an austerity, weakened confidence;
 - Japan's economy affected by strong yen, high debt, aging population and tensions with China;
 - U.S. recovery sluggish but should pick up if government stabilizes and confidence improves.
- Burt's observations regarding the U.S. outlook, included the following:
- Sustained but tepid near-term growth in the 2.5 percent range - picking up in 2014;
 - Recover in labor and housing markets ongoing, but not robust;
 - Growth in 2013 depends on govern-

ment reaching an agreement on cuts in spending and extending the debt ceiling;

- Fed continues to push transparency on monetary policy - short-term rates are frozen until unemployment drops below 6.5 percent, with another round of quantitative easing in effect.
- Burt offered the following observations regarding the Canadian lumber market outlook. He expects:
- A soft domestic economy and export weakness slowed by GDP growth to 2 percent last year - and at 2.2 percent, gains will remain modest in 2013;
 - Consumer debt and modest income growth will limit consumer spending growth;
 - Fiscal restraint will continue through the medium term;
 - External risks have moderated since mid-2012 but they remain unusually high;
 - Fed's promises to keep rates exceptionally low through 2015 couple with upward pressure on the dollar will keep the Bank of Canada sidelined.
- The overall implications for the lumber industry were summarized as:
- Structural changes (China, strong dollar, shift to multifamily units) are here to stay;
 - However, these were one-time shifts that have largely run their course;
 - Canada will see a near-term correction in home building, though a collapse is not expected;
 - U.S. home building activity will contin-

ue to recover, offering some upside potential.

Mark Barford, executive director, of the National Hardwood Lumber Association, spoke briefly at an attendee gathering during the CHB, inviting members to submit any ideas about rules changes they may have in the coming year. Next year's location for the CHB meeting was announced as Las Vegas, Nev.

CHB's Richard Lipman introduced the final guest speaker who wrapped up the information portion of the CHB meeting, which was Ennio Vita-Finzian experienced international speaker whose 40+-year career ranges from Senior Government Trade Commissioner in Milan, Sao Paulo, Brussels, Paris and Dallas to bank executive and motivational author. At the CHB meeting he introduced a new software program entitled: "Going Global: A dynamic e-learning system to prepare you and your staff to take on the world." Vita-Finzian emphasized the importance of establishing relationships with people of prime importance in the industry, and noted "Going Global" aids in succeeding in that endeavor. He encouraged working through local contacts and building a solid line of communication so that in all business negotiations it's a win-win situation for all parties.

The Canadian Hardwood Bureau is a national trade association representing manufacturers and wholesalers of

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CHB -

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hardwood lumber and hardwood flooring, as well as their suppliers.

Brent Stief is chairman of CHB, with offices located in Ottawa, Ont. For more information visit online at www.canadian-hardwoodbureau.com or email info@canadianhardwoodbureau.com. ■

WHO'S WHO - Craig

Continued from page 2

lumber is mainly available in Select and Better grades in random widths and lengths. Sister company AHC Export Lumber offers domestic lumber for export in container load quantities throughout the world and currently has three sales offices in China.

Craig has been in his current position for three years. Previous owner of Craig Lumber Corp., Craig sold the operation to Atlanta Hardwood Corporation in 2010. He served as CEO of Craig Lumber Corp., Collierville, Tenn., from 2002 to 2010. From 1996 to 2010 he also served as CEO of Charles Craig Timber Group, located in the United Kingdom.

A graduate of Sedbergh School, located in Cumbria, U.K., he obtained a Bachelor of Science degree in timber technology from Buckingham University, also located in the U.K. Craig also graduated from Manchester Business School and received his master's in business administration from Manchester University, U.K.

From 2005 to 2007 he served as director of the import division for U.K. Timber Trade Federation and has been a member of the Memphis Lumberman's Club since 1993.

Craig and his wife, Caroline, have two children, Emma, 15 and Sam, 11. For more information visit www.hardwood-web.com. ■

WHO'S WHO - LeBlanc

Continued from page 2

Soft Maple, Red and White Oak, Cherry, Aspen, Basswood, Ash, Walnut, Yellow Birch and Poplar.

Primewood is a member of the National Hardwood Lumber Association, Quebec Wood Export Bureau and Montreal Hardwood Club.

Leblanc began his career in 1986 at Piling Lumber, where he learned about kilning, grading lumber, accounting and marketing. He is a graduate of Université Du Quebec A Trois-Riviers with a Bachelor's degree in business marketing. His secondary education was completed at Seminaire De Trois-Rivieres.

His hobbies include traveling, golf and reading. He has a son and a daughter.

For more information visit the company's website at www.primewood-lumber.com. ■

WHO'S WHO - Pasqualetto

Continued from page 2

Afrormosia, Aniegre, Ayous, Bubinga, Iroko, Kosipo, Makore, Moabi, Mansonia, Shedua, Padouk, Palissander Santos, Purpleheart, Sapele, Sipo, Tiama, Wenge, Black and White Limba, and Zebrawood. The company also offers European hardwoods such as Beechwood, White Oak, Chestnut, English Maple and Venetian Walnut. Other species are available upon request.

The policy of Romea Group is to select carefully the products they buy with a high focus on the quality side, in order to resell them to their customers. Since 1976 Pasqualetto has sought suppliers, which guarantee that the product comes from sustainable forests ensuring quality and respect for the environment.

Romea Legnami is a member of the International Wood Products

Association, Association Technique International des bois Tropicaux, National Hardwood Lumber Association and the Tropical Forest Foundation.

Pasqualetto has been in his present position since 1983. Quality, product's care, customized solutions and innovation is the motto that Pasqualetto has brought to company Romea. During these years Romea's products have been successful, in particular in the international markets, thanks to the trust and relationships Pasqualetto has with the different importers.

Pasqualetto received a degree in international marketing and business administration. He is married with two daughters, enjoys Japanese culture and gardens. For more information visit www.romealegnami.com. ■

WHO'S WHO - Whitten

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Hardwood Lumber Association Inspection School in Memphis, Tennessee.

Prior to joining Bingaman's export team in 1990, Whitten was part owner of a small logging/sawmill operation in western New York, and an independent logger working in northern Maine, the Adirondacks of New York, and in the Rocky Mountains in the state of Wyoming.

Bingaman Lumber owns and operates four large hardwood manufacturing facilities in Pennsylvania, and specializes in producing consistent quality and color hardwood species native to the Northern Appalachian Mountain region. Bingaman's products are EUTR compliant and all production locations are certified Forest Stewardship Council (FSC hardwoods available). Bingaman also has NHLA and Controlled Wood certifications, and they strongly support the Sustainable Forest Initiative.

Whitten enjoys woodworking and outdoor activities year-round, and he is an elder at his Christian church. He and his

wife, Lynn, have been married 30 years and have four children, as well as one grandson. For more information visit www.bingamanlumber.com. ■

WASHINGTON SCENE -

Continued from page 2

opposed by Subcommittee Ranking Member Raul Grijalva (D-AZ) who has strongly defended NEPA, according to sources.

Regardless of the final outcome from this Committee, American Forest Resource Council (AFRC) said having a review of NEPA and the problems that are resulting from its implementation would be a good endeavor. Currently taking about 70 percent of the Forest Service's land management budget to comply with planning and environmental review for projects, AFRC said it leaves only 30 percent for implementation and work on the ground.

Wildfire Hides Cost

A recent report by the National Oceanic and Atmospheric Administration provided evidence that 2012 was the warmest year on record in the U.S. According to sources wildfires burned over 9 million acres in 2012 with a suppression price tag of almost \$2 billion.

The National Fire Protection Association Journal recently reported, "The federal government will soon announce its 2013 budget for wildfire management activities, and there is no reason to think that the price tag will be any less than it was last year. One of the problems associated with this very large number is that it's often interpreted as the 'cost' of wildfire, when in fact it's more like the tip of the iceberg of what wildfire actually costs. Focusing solely on suppression costs can blind us to a long list of additional direct, indirect and associated costs, including timber and agricultural losses, evacuation aid to displaced residents,

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