

**WASHINGTON SCENE -**

Continued from page 18

long-term rehabilitation costs to watersheds and other affected impacts from smoke and in some cases, the tragic loss of human life.”

In addition to the huge losses of timber, watershed, wildlife and other values on national forest lands, there are at least six grazing permittees and 38 landowners in Oregon that were directly affected, with property in or adjacent to the fire perimeter. Private economic losses included livestock, (including injury, death of animals and loss of animal body weight), timber, fences and corrals.

**Vilsack Stays and Salazar Goes**

Secretary of Agriculture Tom Vilsack and Interior Secretary Ken Salazar let President Obama know their intentions for service to the President in his second term. Former Governor of Iowa from 1999 to 2007, Vilsack made a short run for presidency in 2007. He recently announced he would return as Secretary of Agriculture.

A Colorado native, Ken Salazar recently told the President that he plans to return home following eight years of work in Washington, D.C., four years as Secretary of Interior and four years as a U.S. Senator from Colorado. Salazar also served as Attorney General of Colorado prior to his election to the United States Senate.

Overseeing the Forest Service, Vilsack has been a supporter of getting more forested acres treated to avoid large catastrophic fires, and has encouraged the agency to accomplish more with flat or declining budgeted dollars by finding management efficiencies and streamlining processes. The Forest Service hopes to ramp harvest targets up from 2.4 billion board feet in 2010 to a projected 3.0 billion-harvest level by FY14.

Leaving the Department of Interior Salazar made minor progress addressing the paralysis affecting the management of the Bureau of Land Management

forestlands in western Oregon. Salazar attempted to withdraw the Western Oregon Plan Revisions that took five years and millions of dollars to develop earlier in his tenure. The BLM has lacked any direction from Washington since then and has attempted to manage forests to prevent any and all controversy.

**Kitzhaber Urges Board of Forestry To Take Aggressive Role**

Governor of Oregon John Kitzhaber recently urged the Board of Forestry to take a more aggressive role in managing Oregon's federal forests.

The governor feels strongly about the state having a role and has proposed putting \$4.5 million in lottery-backed bonds to help fund local and federal forest collaborative and on the ground projects. These dollars will be allocated to three elements: staffing, science and technical assistance and small grand programs for helping individual forests fund projects. ■

**FOREST CERTIFICATION -**

Continued from page 2

and guidance as a potential tool for risk assessment and mitigation. The European Commission has specified that certification or other third-party verified schemes may be taken into account where they meet certain criteria, all of which PEFC and SFI Standards meet.

The PEFC and SFI Programs have taken significant steps to promote legal and responsible forest management and procurement worldwide. For more information on EUTR and illegal logging, see SFI's fact sheet, "Addressing EUTR Requirements through SFI Certification" at the organization's website: [www.sfiprogram.org](http://www.sfiprogram.org). ■

**SQUIRES -**

Continued from page 3

bers to know that we are on their side;

that we are doing everything in our power to help their business thrive, and beyond that, that we are listening to them. That constant push to be better than we were yesterday is a quality I hope all of you find in your associations. Associations, like your own businesses, must be constantly evolving themselves to ensure they are meeting the needs of their members.

If your path takes you to IWPA's convention in Vancouver April 15th-17th, please introduce yourself to me and tell me about your business. Connect with me on LinkedIn or follow my twitter feed (@iwpawood). Until then, I am going to put on my walking shoes and get outside to enjoy the Cherry blossoms before the wind takes them away. ■

**ARMANY -**

Continued from page 4

The company, which started life in 2004, has concentrated in the past on installing mainly engineered flooring made locally in Teak and Merbau, as well as decking in local hardwoods Bangkirai and Ulin (Ironwood). Its first major project was the Hard Rock Cafe in Jakarta and it also received a "People's Choice Award" based on a survey by two interior magazines. Now things are changing in this newly dynamic domestic market. The engineered flooring companies in Indonesia, which have depended largely on exports, are reported to have suffered badly in the recent global market downturn. With the construction and housing depression in the USA and Europe, some have gone under and others reduced production. At the same time the Indonesian economy is having a bull run and is gaining hugely in confidence, which is driving the luxury home market where developers are creating extensive residential satellite complexes around Jakarta and elsewhere. The rapid urbanization of other provincial cities, such as Surabaya and Semarang, and resorts such as Bali and

Lombok, are also adding to the growth of a healthy market for quality flooring. Incidentally, Armany refuses to participate in what it deems to be the low-end laminate flooring market and always stands up for real wood, for that is what luxury home developers and owners in Indonesia now want – if not the ever popular marble. Typically their home entrances are adorned with marble from pink to grey, but the bedrooms and sometimes the living areas demand wood, and not just Indonesian wood.

For more information about this company, email [armany\\_homes@yahoo.com](mailto:armany_homes@yahoo.com). ■

**HERMITAGE -**

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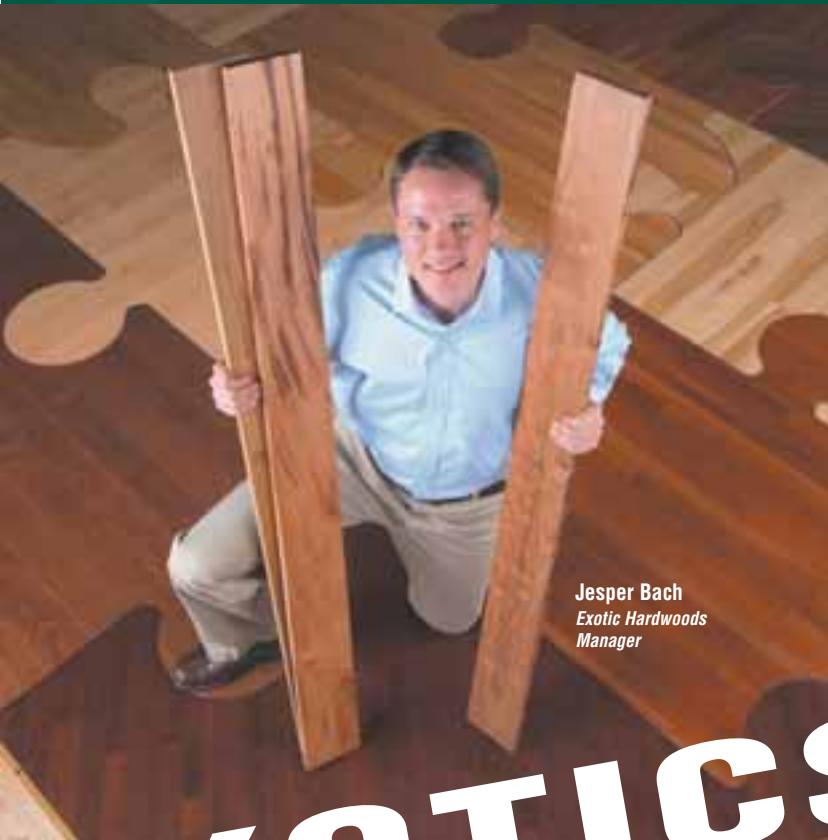
established Hermitage Hardwood Lumber Sales Inc.

Realizing a need for better quality control, Hermitage Hardwood purchased its first dry kiln facility in 1985. In a five-year period of time the company outgrew its Nashville, Tenn., facility, and moved in 1985 to its current location. "In '85 we started with seven employees with one stacker and a grading line," Boles explained. Twenty-two years later, Hermitage consists of 15 dry kilns; two primary and one secondary inspection lines; a planing mill and secondary rip line; 4.5 million feet of covered air drying capacity and five million feet of dry storage capacity. The company sits on approximately 50 acres and it is utilizing about 30 acres, leaving room for future expansion.

"Our primary shipping warehouse that we built three years ago gives us the ability to load four containers simultaneously regardless of weather conditions. The majority of our high grade lumber is stored in this facility, which provides the room to stage, load and expedite our shipments. The species inventoried are: Ash, Poplar, White Hard Maple, Soft Maple, Red and White Oak, Hickory, Basswood, Cherry and Black Walnut. "Our customers are large residential and

Continued on page 20

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**HERMITAGE -**  
Continued from page 19

commercial architectural millwork manufacturers, furniture plants, kitchen cabinet and hardwood flooring manufacturers. Our high-grade lumber is going into appearance grade applications, therefore, we are heavy to FAS, and then No.1 and No. 2 Common products."

Another very important market Hermitage serves is the distribution yards throughout North America and importer yards overseas. "Due to the nature of our business we carry a highly diversified product line in thicknesses from 4/4 through 12/4. This allows us the ability to respond promptly to the distribution centers and give them the flexibility to supply the custom manufacturers an array of lumber products in a timely fashion. The distribution yard market that we support plays a vital role in our success moving our high grade hardwoods to those firms that are purchasing truckloads and less than truckloads," said Boles.

He continued, "The mills we buy from and the customers we market to are considered partners at Hermitage Hardwood Lumber Sales. It works well when we can offer our suppliers and customers alternatives such as 7/4 when they have been buying 8/4 for years. Both products work, but there is less waste and a higher yield factor with 7/4 products we supply.

"We are trying to provide SOLUTIONS to our mills and customers. The ultimate goal is to help our customers solve their problems and become more competitive in their markets. As we continue maintaining our customer relationships, we are asking what we can do to help them save money. We try to help them see other products outside of the ordinary that they can utilize. What is good for the customer is also good for our suppliers. It helps our suppliers develop new markets and markets that will keep buyers needing their supply of wood."

Hermitage Hardwood markets their

products globally primarily into Southeast Asia, the Middle East and Europe. Adam Moran, who heads up the Southeast Asian market, started in 2005, after graduating from the University of the South, located in Sewanee, Tenn., with a Bachelor of Arts degree in Asian studies. He later moved to Shanghai, China and lived for a period of time to learn the culture and further develop the markets for the company, along with the help of a young man who is a native of Southeast Asia who is a sales assistant and continues to maintain Hermitage's office. Lawson Maury is responsible for European communications and markets. Parker Boles also travels abroad on a regular basis to develop and maintain the company's international relationships and these responsibilities are beginning to be shared by his son Wesley Boles. Wesley, a third generation lumberman is a graduate of the University of Tennessee, with a degree in marketing and a minor in logistics; he is also a graduate of the 161st class of the NHLA's inspector training school. He is involved in both operations and sales for the firm.

"The success of our international sales in part is due to our network of highly respected agents we work with around the globe. They know our products, and know what the customer can expect load after load," Parker Boles explained. "Based and focused as an eastern U.S. producer, the majority of the Appalachian hardwood we ship goes through eastern ports, being Charleston, S.C., and Savannah, Ga.

"The majority of our lumber is put on grooved sticks to help prevent sticker shadow in the whitewoods. We also wax the ends of all of our No. 2 Common and Better green Oak lumber, supplied by U-C Coatings Corp., to prevent end splits as the lumber begins the drying process on the yard under cover, which keeps the lumber bright and fresh, before it goes to the dry kilns where it is dried and conditioned to a 6 to 8 percent moisture content. Once the lumber is dry

it is regraded. Hermitage provides color sorts for Ash and Hard Maple. We provide some width sorts in both Red and White Oak and Hickory on a limited basis.

Domestically, Hermitage utilizes common carriers for logistics and tarping all loads is mandatory. The company also has two curtain side trucks on hand for emergency situations, should one of their close proximity customers run short of lumber. "We will go to great lengths to meet our customer's needs," Parker Boles said.

Hermitage Hardwood Lumber Sales Inc. is made up of 47 hardworking team players. Key personnel in addition to those already mentioned are: James Kessler who is in charge of lumber procurement and Steve Gunderson.

Hermitage Hardwood is a member of the American Hardwood Export Council, Hardwood Manufacturers Association, Appalachian Hardwood Manufacturers Inc., and National Hardwood Lumber Association, which Boles participates on one of the committees.

"Hermitage Hardwoods' goal is to develop procurement solutions for our customers," Boles said. "Our valued customers can rely on us to help them maximize their potential in an increasingly challenging market. We work a fair margin, procure a reasonable cost and ultimately work to provide our customers and mills with solutions to their problems. The company is committed to consistently providing a wide range of high quality Appalachian hardwoods—on time—as ordered with a quality guarantee. By increasing efficiencies, keeping current with technological advances, and staying focused on our customers ever changing needs, Hermitage Hardwood Lumber Sales Inc. is well positioned for the future."

For more information visit [www.Hermitagehardwood.com](http://www.Hermitagehardwood.com). ■

**MISSOURI-PACIFIC -**  
Continued from page 6

1935. "My grandfather, 'Louie' Pescaglia started in the lumber business with a small sawmill that cut pallet material. My dad 'Jim' Pescaglia, Sr., joined him in 1960 and led the company into a new direction of furniture grade lumber. From there, they grew into a larger mill in Pekin, Ill., which was an automatic versus the manual mill they had. Dry kilns were installed and the evolution of the company really began," said company President Bucky Pescaglia.

Around 1969 his uncle, Jerry, joined the family business and the operation began cutting "basically every specie in the woods," Pescaglia explained. "We had 16 or 18 different species that we sawed as our family business grew." Once Bucky and Jerry's son, Ryan, entered the business, they wanted to expand. "We wanted to find something to specialize in so that we could obtain a 'niche' market. We knew that Missouri had more Walnut than any other state, so that became our focus. We started searching for a place to start a mill in Missouri," said Pescaglia.

Jim and Bucky Pescaglia made a commitment to move from their family's home state of Illinois into Missouri. "I graduated from the National Hardwood Lumber Association Inspection School in 1980," Bucky Pescaglia explained. "While I was there, my dad made the decision to purchase the mill in Missouri and so basically when I graduated I went to Missouri instead of Illinois and it became my home."

The family continued to grow the business in Missouri by updating the mill to a bandsaw in 1986. "That move increased our production and made us more efficient," he said. "We started on five acres in New Franklin, Mo., and developed it into a 36-acre facility."

In 1993 that sawmill was devastated by a record setting flood. "We had 14 feet

Continued on page 21



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**MISSOURI-PACIFIC -**

Continued from page 20

of water in our mill for 30 days and we lost about a third of our inventory. So we decided to get out of the river bottom and we relocated here in Fayette," said Pescaglia.

On 50 acres of flat ground they designed the new mill with the future in mind. "Our flow of material is wonderful here. We have concrete roads that lead us everywhere, which makes handling material so much more efficient. To be able to build a mill from the ground up was a dream come true for my dad and Jerry. Installing state-of-the-art technology secured our business for the future. We now operate a McDonough band-mill, and an American Wood Dryer steamer. We have eight dry kilns, which provide a total capacity of 800,000 board feet. Our covered air drying capacity is 2 million board feet.

"We had the unique opportunity to design everything from scratch with future growth in mind," he continued. "We've grown in several areas since we started here and the important part is that we have the room to do it. It's worked out really well."

Pescaglia said MOPAC's tag line, 'Specializing in Walnut,' defines the company's experience and education about the species. "We know the ins and outs of the Walnut business," he explained. "We understand the grades from saw logs to veneer logs—we have a tremendous amount of experience. It isn't something that we handle just when the market gets hot—it's our mainstay."

National Hardwood Lumber Association grade certified, Pescaglia said the company is proud to offer consistency to the customer. "Several people from customers to competitors look to us as an expert in the Walnut field. Ultimately we've had different associations and competitors that have said they use our Walnut as a comparison. The bottom line is we know how to handle our logs;

we know how to saw the log to get the most value out of it. From beginning to end we know how to properly steam, air dry, kiln dry and grade the product.

"Another advantage of specializing in Walnut is that there is a tremendous amount of Walnut spread out all over the Midwest and on the Eastern states, but with each state and each region comes a little bit different color and quality and that's another one of the things that we've pushed," he continued. "Our reputation has been based on: you're going to get consistent color; we're going to buy all our trees, all of our logs from this area; and we're not going to go into other regions that have mixed colors. The grade's going to be the same, the thicknesses are going to be the same and the manufacturing process is the same. The color, which, again, is so important, the appearance grade manufacturer doesn't want to make this beautiful piece of furniture and have it look like it has two different species in it, it has to be consistent."

Pescaglia said MOPAC protects the value of the resource by taking every measure to ensure the quality exceeds their customers' expectations. "We wax all of our logs when they come in with products from U-C Coatings Corp. in Buffalo, N.Y. It helps to slow down the cracking and drying process. We want our logs to be as fresh as possible when we run them through our mill. We also cover them in the summertime with shade dry material that we put on top of the logs to keep them from drying out, which is also supplied by U-C Coatings Corp.

"It goes back to that philosophy that this is a premium product, you should handle it like it's a premium product and that's our philosophy with everything we're doing. Customers are not buying, just some run of the mill hardwood, they are buying a premium product.

He continued, "When people buy Walnut, they expect to pay more for it so it should meet their expectations or exceed them. And that's the way we try to handle everything we do; take care of

it; take care of your logs, wax the ends, make sure a customer can use that board all the way to the end."

MOPAC's Walnut has gone into some fascinating applications. "We have supplied Walnut for the Rolls Royce interiors, which like Walnut is a high-end, prized product," Pescaglia noted. "A Rolls Royce is not like a Ford—everybody doesn't have one."

Other product lines MOPAC has supplied include luxury Lear jets and massive yachts. "We had an order last year for two truckloads of 4/4 through 16/4 rift sawn Walnut to a company that was building a yacht. The 28,000 feet of Walnut went strictly into the trim parts of the yacht. The customer had no idea and was surprised to find that we had that much Walnut in inventory for his application."

MOPAC currently has about 45 employees. Key personnel including Bucky Pescaglia are: Ryan Pescaglia, co-owner and vice president; Johnny Agnew, log purchasing and veneer log sales representative; Grafton Cook, sales manager; Lou Hart, sales representative; Scott Schrader, head sawyer; Tom Gatzemeyer, maintenance supervisor; Lori Kopp, logistics manager; and Linda Hayes, accounts payable.

Missouri-Pacific Lumber Company's hardwood lumber is available in a variety of thicknesses, including 4/4 through 12/4 in most species, and up to 16/4 in Soft Maple and Walnut and Aromatic Cedar 4/4 through 10/4 in Sycamore, and 4/4 through 8/4 in Red and White Oak. In Red Oak and Walnut, the business does rift and quartered, and custom cuts 12-inch and wider Red Oak. Shipments are available in mixed loads, surfaced or straight line ripped to customer specifications and delivered throughout the United States and around the world.

In addition to lumber, Missouri-Pacific markets veneer logs in Walnut, Red and White Oak and Cherry.

Missouri-Pacific Lumber Co. is a member of the National Hardwood Lumber Association, Missouri Forest Products

Association, American Hardwood Export Council and the American Walnut Manufacturers Association.

For more information visit [www.mopac-lumber.com](http://www.mopac-lumber.com). ■

**MONTREAL -**

Continued from page 7

and the Ontario Forest Industries Association recently served as hosts to the Montreal Wood Convention 2013 at the Fairmont The Queen Elizabeth, located here.

Spokespersons for the event noted that the rebirth of this meeting between producers and wood products buyers enhances the key business contacts that lead to the creation and maintenance of sustainable alliances.

This event primarily focused on: North American buyers, including manufacturers, remanufacturers, distributors, wholesalers, builders (retailers); overseas buyers including importers, distributors agents and manufacturers; Canadian lumber producers and regional and national economic development officers.

Guests speakers and conferences during the three-day event provided attendees current information and insight into today's market trends. Speakers included: Don Roberts, vice chair and managing director, CIBC World Markets; architect Michael Green, consultant Frank Dottori; and Dr. Gustavo Grodnitzky.

Additionally, a panel discussion was held entitled 'Light in the tunnel for the wood products industry?'. The panel was led by Marc Brinkmeyer, Idaho Forest Group, Rick Doman, EACOM Timber Corp., and Richard Garneau, Resolute Forest Products.

For more information about this event, visit online at [www.montrealwoodconvention.com](http://www.montrealwoodconvention.com). ■

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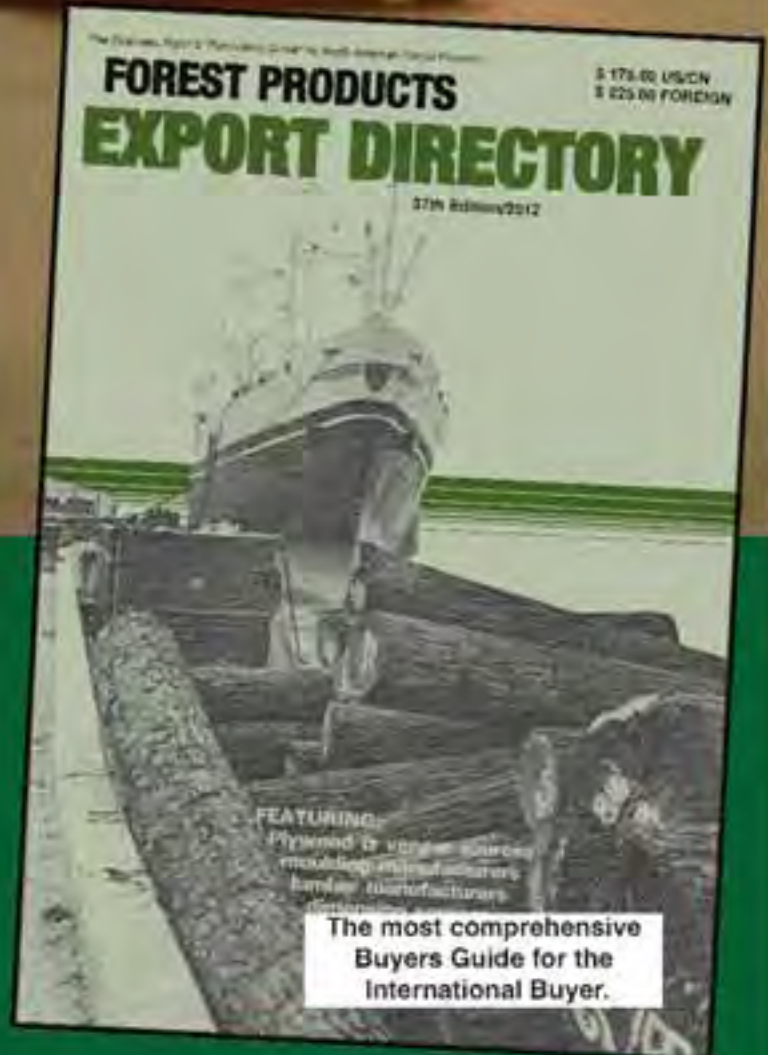


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**IBS -**  
Continued from page 9

Center recently. Builders, remodelers, developers, architects and other industry professionals from more than 100 countries attend IBS to see the latest products and services from nearly 1,000 exhibitors in more than 200 construction categories, attend dozens of cutting-edge education sessions, visit show homes featuring the latest trends and innovations and network with peers. Now in its 69th year, IBS is organized, produced and managed exclusively by NAHB.

Michael Eisner, past chairman and CEO of the Walt Disney Company and founder and CEO of The Tornante Company, served as opening ceremonies keynote speaker. Additionally, a keynote panel of speakers featuring Robert Bowman of Charter Homes & Neighborhoods, Eric Lipar of LGI Homes and Timothy Sullivan of Meyers LLC, a Kennedy Wilson Company, addressed the topic of "How New Builders are Remaking Themselves & Retaking the Market."

IBS made many changes to the education schedule of the event. The total number of education sessions decreased from 165 to just under 100, plus more advanced-level sessions for seasoned industry veterans were added. Additionally, master sessions consisting of in-depth intensive programs and speed learning sessions were offered.

The NAHB held several association meetings during the event and the IBS closed with a concert and party for exhibitors and attendees.

During this year's IBS, NAHB announced plans for next year. The National Association of Home Builders and the National Kitchen & Bath Association (NKBA) announced an agreement to co-locate the International Builders' Show and the Kitchen & Bath Industry Show (KBIS) in Las Vegas beginning in February 2014.

The two events will remain separate and distinct shows held simultaneously at the Las Vegas Convention Center through 2016, creating Design and Construction Week, one of the world's largest gatherings focused on new ideas, products and technologies to design, build and remodel homes.

"This new format allows exhibitors to reach a full range of design and construction professionals who buy, specify and influence the products that go into American homes," said NAHB Chairman Barry Rutenberg, a home builder from Gainesville, Fla. "For attendees, it means access to two expansive trade show floors and hundreds of additional suppliers to meet." "Two shows, two associations and one place to see and connect with every aspect of residential construction and remodeling," said John Morgan, NKBA 2013 president and president of Morgan Pinnacle, a manufacturer's representative for cabinetry and technology brands. "We couldn't be more excited to deliver this special event for the industry."

The new mega-event will be held Feb. 4-6, 2014 in Las Vegas, with each show occupying a separate hall. Kitchen and bath brands that have participated in both shows can choose to exhibit in the KBIS or IBS hall. One pass will provide access to both exhibits. NKBA and NAHB will continue to produce separate educational programming and special events. Future show dates are Jan 20-22, 2015 and Jan 19-21, 2016 at the Las Vegas Convention Center.

Design and Construction Week 2014 is expected to draw more than 75,000

specifiers, builders, dealers and suppliers and 2,000 exhibiting brands, based on recent trends for both shows.

Held annually for the last 49 years, KBIS is the largest event in North America focused on the kitchen and bath segment, attracting more than 700 exhibitors. The 2013 show, to be held in New Orleans, April 19-21, is expected to attract more than 20,000 buyers and specifiers from more than 50 countries, as well as 300 members of the media. Attendees include dealers, designers, architects, remodelers, wholesalers and custom builders. KBIS is owned by NKBA, sponsored by *K+BB Magazine* and produced by Nielsen Expositions.

"Co-locating IBS and KBIS will enable kitchen and bath professionals to benefit through a greater understanding and familiarity with related products, such as windows, doors, flooring, and mechanical systems, all of which are critical to overall consumer satisfaction with project outcomes," Morgan said.

"Consumers are, indeed, the common ground between NAHB and NKBA," Rutenberg said. "Co-locating our shows and educational conferences brings together every segment of the industry to advance our collective professionalism and expertise in serving homeowners."

In 2015, Design and Construction Week will expand further with the addition of SURFACES and StonExpo/Marmomacc Americas, Jan. 21-23 at the Mandalay Bay Convention Center in Las Vegas. SURFACES is sponsored by the World Floor Covering Association and is the largest floor-covering industry event in North America for retailers, distributors, installers, designers and home builders. StonExpo/Marmomacc Americas is the only show in North America solely focused on the natural stone industry and is sponsored by the Marble Institute of America and the Natural Stone Council. Both events are produced by Hanley Wood. Shuttle buses will run between the convention centers to allow approximately 25,000 additional attendees to tour all three exhibits.

For more information about this year's show, as well as information in the future for the 2014 IBS, visit online at [www.BuildersShow.com](http://www.BuildersShow.com). ■

**BUSINESS TRENDS (ABROAD)**

**TRENDS ABROAD**

**Finland**—Finnish Forest Industries Federation member companies purchased 28.2 million cubic meters of wood from private forests. The industry's raw timber costs are high when compared to the prices end products receive on the market.

Timber sales activity was boosted by storms in the early part of 2012. Timber sales were, however, slower to start after the summer than they have been in earlier years and the latter half of 2012 was slower than average. Purchases by all buyers from privately owned forests totaled 34 million cubic meters in 2012. Compared to 2011, wood purchases were up 11 percent, but the volume was still 10 percent below the average amount procured in the last 10 years. Sawlog purchases were up 16 percent and pulpwood purchases 8 percent from the previous year. Total sawlog purchases came to 11.9 million cubic meters and pulpwood purchases to 15.2 million cubic meters.

Continued on page 26

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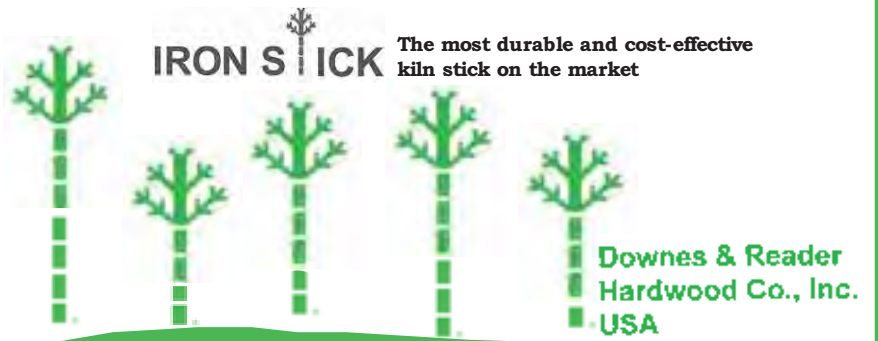
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## BUSINESS TRENDS (ABROAD)

Continued from page 25

Stumpage prices were down 2-7 percent from the previous year. The price of Pine sawlogs fell 3 percent, Spruce sawlogs 5 percent and Birch sawlogs 2 percent. The price of Pine and Birch pulpwood was down 2-3 percent and Spruce pulpwood fell 7 percent.

In December, Pine and Spruce sawlogs fetched an average of €54 per cubic meter, but the price ranged between €42 and €57 depending on region. The average price of Birch sawlogs was €40 per cubic meter and it ranged correspondingly from €21 to €44. The average pulpwood price was €16-18 per cubic and the range was from €12 to €20.

In a purchase for delivery, the forest owner delivers the wood to a pick-up point by a transport route. A total of 5.1 million cubic meters of wood were acquired through purchases for delivery and their share remained at 18 percent, the same level as in the previous year. Pulpwood accounted for almost three quarters of all purchases for delivery. Timber harvesting was hampered by heavy rain in summer and autumn. Furthermore, the delayed arrival of freezing weather in autumn 2012 shortened the normal winter harvesting period. ■

**Germany**—Pfleiderer AG in Düsseldorf has decided to convert its legal form from that of a public limited company (German "Aktiengesellschaft" or AG) to a limited liability company (German "Gesellschaft mit beschränkter Haftung" or GmbH).

The background to this decision is that in 2012 Pfeleiderer successfully completed its financial reorganization and strategic refocusing process. In this regard, trade in Pfeleiderer AG's shares was terminated. The new sole owner is the investment company Atlantik S.A. in Luxemburg.

The conversion of the legal form will result in a considerable simplification in structures and internal processes and therefore save time and money. Due to the size of the company that employs more than 2,000 people in Germany, the future Pfeleiderer GmbH will remain a company subject to German employee co-determination law with a supervisory board made up of 12 members, half of which will be employee representatives. The change in legal form will be recorded in the commercial register shortly.

Michael Wolff, spokesman for the Pfeleiderer AG board of management, said, "The conversion to a limited liability company will considerably simplify cooperation between the shareholders and the board of management. Nothing will change Pfeleiderer GmbH's function as a pure investment holding without any operational business." ■

**Myanmar**—Analysts report that the market situation for Teak and non-Teak hardwoods is stable and trading is following the usual pattern for the beginning of a year. Teak logs are being sold easily but, in the case of non-Teak hardwoods, only freshly harvested logs are of interest to buyers. Logs, which were harvested during past cutting seasons, are not attracting buyers and can be sold only at lower prices.

In Myanmar, felling and skidding are carried out during the monsoon rains from May to September and trucking takes place from late November when forest roads become dry.

If not trucked during the dry season following felling logs must be left until the next dry season a year later and

such logs deteriorate and do not attract good prices.

Buyers hasten to ship out logs in anticipation of log export ban.

The pace of shipments from Myanmar normally reflect the market and stock positions in the importing countries, but since the announcement of a log export ban in Myanmar beginning April 2014, buyers are seeking faster shipment of the logs they have paid for. ■

**Indonesia**—The Ministry of Forestry recently hosted a press conference for the Secretary General of the Ministry of Forestry and the head of EU Delegation for Indonesia, Brunei Darussalam, and ASEAN Ambassador Julian Wilson. The press conference underscored the cooperation between Indonesia and EU in respect of the adoption by Indonesia of its new policy for trade in verified legal wood products.

Both parties agreed to continue to work together to combat trade in illegally harvested and manufactured wood products through the implementation of Indonesia's V-Legal certification scheme for wood product exports. Ambassador Wilson encouraged exporters of certified Indonesian wood products to be confident of the Indonesian scheme and diversify into international markets.

He further reiterated that the EU member states recognize the credibility of the Indonesian Timber Legality Assurance Scheme (TLAS) in meeting the market requirements for the proof of legality of wood products entering the EU V-Legal certificates for export to 94 countries.

Recent Ministry of Forestry data for exports suggest that from January 1-22 a total of 3,427 V-Legal certificates were issued covering more than 1 million cubic meters of logs and wood products. Some of these certificates were issued for plywood and sawn wood, which was exported to some 90 countries.

The Secretary General of the Ministry of Forestry hopes Indonesian wood products exports to the EU will increase to more than US\$1.2 billion this year. ■

**Brazil**—Seven furniture companies in Solo, Central Java, have applied for group SVLK/TLAS certification under the new scheme set out in the Ministry of Forestry Regulation Number 38/Menhut-II/2009 amended by Regulation No. P.68/Menhut-II/2011, as well as the additional amendment in P.45/Menhut-II/2012. This will be the first experience in-group certification for furniture manufacturers.

An official of the Ministry of Industry, Benny Wahjudi, said that the government would initiate the development of "wood terminals/clearing houses" for verified legal wood products.

He pointed out that the forestry and timber sectors are strategic industries and contribute significantly to the Indonesian economy. Over the past five years, however, wood product exports have been falling, most notably for pulp, added value products and wooden handicrafts.

The purpose of developing the "wood terminals" for certified legally logged timber is to strengthen efforts in curbing illegal logging.

It is proposed that wood product manufacturers will be required to purchase raw materials from the terminals. The Ministry of Forestry official asserted that some manufacturers might still be tempted to buy illegally harvested timber because it is cheaper.

With clear regulations and the building of wood terminals to supply logs to the timber industry the risk of illegal

Continued on page 27

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**BUSINESS TRENDS  
(ABROAD)**

Continued from page 26

logs entering the supply chain will be minimized, said the official.

The Strategic Affairs Secretariat (SAE) of the Brazilian government is developing ideas on mechanisms to stimulate more private financing in the forest sector.

The SAE is investigating a variety of models appropriate for the long-term investment that is necessary for plantation development.

The SAE says that it is necessary to identify or develop a credit mechanism offering a grace period for repayments for borrowers. At the same time the SAE recognizes that there is a need to provide guarantees to investors since plantation development requires substantial investment for periods that can range from 7 to 35 years before income is generated.

The SAE Secretariat for Sustainable Development has held a series of meetings with financial analysts to assess options for financial instruments related to private financing for forest plantations.

According to an SAE advisor, at present there are a variety of financial models being applied in the agricultural sector, but these often only address the short-term financing needs for agricultural crops. The key difference between the agricultural and forest plantation sectors is the time until harvesting generates income. According to the SAE a research program will be undertaken on possible private investment financing models for the development of forest plantations in Brazil. The aim of the SAE is that a new financing model should be included in a National Policy for Planted Forests, which is also being formulated by the SAE. ■

**BUSINESS TRENDS  
(CANADA)**

**ONTARIO**

The decreased production combined with improved demand of hardwoods has affected the availability of most prominent species in this region. The most affected by the strain is the Number 1 Common and Better grades for volume production thicknesses. Prices reportedly moved higher as a result, and continue to show signs of pressure. Activity has shown no indications of price volatility, even when entering the spring break-up period. Some sawmills have already increased log receipts and lumber output. At this time it is not certain whether green lumber production will be increased as well, as the added additional volume has not eased the supply strains to date.

Ash is in tight but adequate supply, with demand slipping in near proportion with green and kiln-dried Number 2A and Better production. This is resulting in stable prices for this species. Aspen demand has remained steady, even though Aspen supplies are affected by the general downturn in sawmill production across the region.

Demand for Basswood remains steady and is reported to have benefited from increased residential construction. At the same time, production declined for green and kiln-dried items over the winter. It was reported that spot shortages for this species

emerged, with supplies tightening for most grades and thicknesses.

Contacts report an increase in demand for Hard Maple – the regionally important species – for Number 1 Common and Better grades, as well as Number 2A related to component markets. Demand for flooring products on the other hand is lagging. The demand from industrial markets is reported to be even with residential flooring production, therefore easily absorbing developing production.

The Ontario forest industry is mourning the loss of long time Minister Michael Gravelle, Thunder Bay MPP, as Minister of Natural Resources. Gravelle was appointed Northern Development and Mines Minister in a recent Ontario Cabinet shuffle. He had a deep understanding of the forest industry, its players, the root causes of industry issues. Sault Ste. Marie MPP David Oraziotti has been appointed the new Minister of Natural Resources, a post that not many MPPs covet as it is in a remote area, and fraught with many problems.

Despite the appointment, Oraziotti will continue to serve Sault Ste. Marie as he moves forward with its local priorities and continues to lobby on behalf of the community and its needs. While every ministry has its challenges, Oraziotti expects the forestry sector will pose the greatest challenge to ensure that jobs are created and the balance to maintain Ontario's natural resources are preserved.

It was noted that MPP Oraziotti had little direct interest in the forest industry, and was not known to stand up to anyone. He will be in a tough position, given his government's bad rap in the north in forestry communities, and the preferential treatment given to the "remote tourism" and its wealthy clientele. The new Minister will be in touch with local citizens. It is hoped he will represent his new constituents and not just his party and "tow the line."

On another matter, the Ontario government may be moving closer to officially recognizing that the Crown Forest Sustainability Act (CFSA), legislation that governs the province's forest industry, is consistent with the legislation contained in the Endangered Species Act (ESA).

Recently, the Ministry of Natural Resources (MNR) outlined its preferred transition measures for various economic development sectors, including forestry, under the ESA. The regulations include measures that would recognize that the CFSA legislation already provides for the protection of species at risk and their habitat, and as such, already meets the purposes of the provincial Endangered Species Act.

The proposed regulations for the various sectors are the result of a government-appointed panel tasked with providing recommendations on how to improve the implementation of the ESA.

The Ontario Forest Industries Association (OFIA) says that the CFSA already provides for the management and protection of species at risk and their habitat, and want it recognized formally via regulation. The two sides have five years to compare the ESA and the CFSA.

OFIA president and CEO, Jaime Lim says it is absolutely critical that the forest industry makes their voice heard regarding this regulation. There is a 30-day period while the posting is on the environmental registry and urged everyone in the sector to respond to it. Work in northern and rural communities has been going on for six years to get this regulation in place and they want to make sure this

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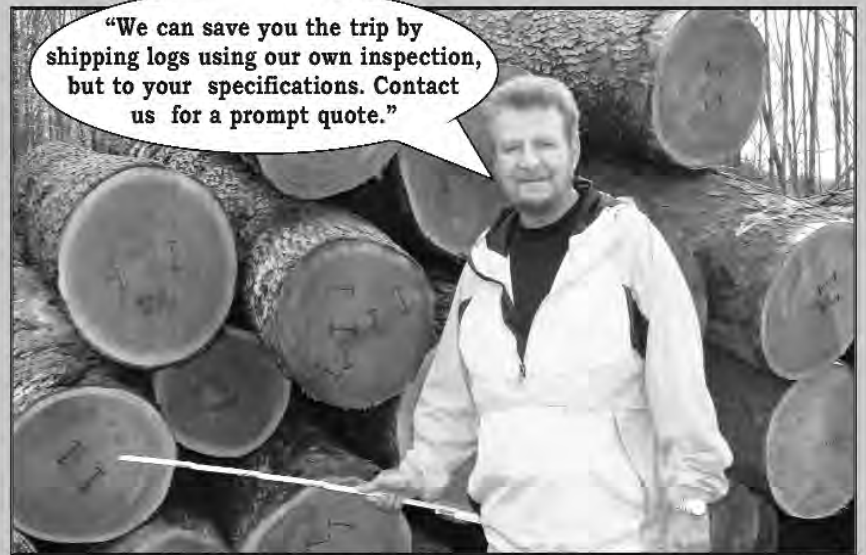
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**BUSINESS TRENDS (CANADA)**

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regulation gets passed, and that the conditions that are referred to don't work against the intent of the regulation. The OFIA is calling on everyone in the forest sector to respond to it, and to call their local MPP's office and say this needs to get done.

The OFIA stresses that the regulation cannot get "watered down" any more than it already is.

It is about providing the forestry sector with the certainty it needs to ensure that it will invest and capitalize on the opportunities that are in front of it in the very short term.

"The government has long recognized that the CFSA already meets the purposes of the ESA and, as such, committed to providing our sector with a regulation that would acknowledge that the CFSA is equivalent in its protection of species at risk, and that would ensure that the forest sector would not be subject to the redundant and unnecessary prohibitions of the ESA," said Lim. "Ontario has a world-class regulatory framework in place for forestry that provides for a variety of values, including the mandatory protection of species at risk and their habitat." ■

**QUEBEC**

Contacts comment that supply is a concern. The inventories cushioned supply strain for lumber yards and secondary manufacturers, but now inventories have declined. The contracted sawmill production may have more to do with logging companies that are faced with limited timber or financial resources and, in some cases, both.

There may be more market energy for Soft Maple than even Hard Maple. Both species are experiencing increased demand, due to improved residential construction as well as the strong consumer interest in white-woods. Both are also affected by lower than expected sawmill production, which is leaving green and kiln-dried lumber supplies tight. However, Soft Maple is comparatively lower priced to Hard Maple, which in some cases swayed buyers' purchasing decisions.

Red Oak business is feeling the effects of increasing demand and declining production as well. Most of the market's energy involves the Number 1 Common and Better grades; used in mouldings, dimension, and components that followed the rise in residential construction. Supply strains have caused prices to move forward.

Contacts reported that White Oak is consistent, and sawmills indicate having no difficulty moving developing green Number 3A and Better production at firm prices. Wholesalers say they are covering their needs without facing significant price pressures. Not much price movement is seen in reported kiln-dried activity either, they add.

Ash log supplies are reported as lean. The decline in sawmill production affected green lumber availability, and over time, has impacted kiln-dried inventories. Since mid-last year, the demand for Ash has declined and is relatively balanced with the current rate of green and kiln-dried production. Prices are reported to range from stable to firm.

It is reported that Basswood log inventories have not improved, despite favourable weather condi-

tions. Some felt there is still time to bolster Basswood log supplies to boost winter-cut production. Others felt that a meaningful increase would not occur before spring break-up. Several reasons cited for this issue are: lack of logs; a resource issue for mills that rely on harvests from government lands; a lack of confidence in business; and lack of cash to increase production.

According to a Conference Board of Canada study released February 21, Canada could experience a shortage of 25,000 to 33,000 for-hire truck drivers by 2020, disrupting not only the trucking industry, but the Canadian economy and ultimately affecting the well-being of consumers as well.

The study finds that tens of thousands of current drivers are approaching retirement age and there are "a very small number of young drivers taking their place."

The Canadian Trucking Alliance (CTA), which commissioned the study titled, "Understanding the Truck Driver Supply and Demand Gap and Implications for the Canadian Economy," says the findings reflect what the industry has been warning for years — that Canada is on the cusp of a serious shortage of truck driver capacity, which, considering all goods produced are delivered in part by truck, could hamper the Canadian supply chain and drive up prices on store shelves.

The challenges of the trucking industry aren't always at the top in media circles and among decision makers. With \$17 billion in GDP directly tied to the for-hire trucking industry and the indirect impact being far greater, there's little question a driver shortage of this size is a threat to the health and competitiveness of the Canadian economy.

The study estimates that the total economic footprint of the for-hire trucking industry was almost \$37 billion in 2011, resulting in an economic multiplier, which is "significantly higher than that of many other business services." Moreover, for-hire trucking supports almost 480,000 jobs in Canada resulting in around \$24 billion in personal income, which in turn generates \$4.2 billion in personal income taxes and \$4.1 billion in indirect taxes.

Although the entire Canadian workforce is aging, the Conference Board finds the average truck driver (44.2 years-old, with 20% being over the age of 54) is older than the average Canadian worker (40.2) and the driver population is aging more rapidly than the rest of the labour force. As well, the for-hire trucking industry is faring worse than other sectors, including similar occupations, when it comes to attracting young workers as only 12 percent of for-hire drivers are under the age of 30.




If productivity improvements are lower than expected in the next seven years, the shortage could exceed 33,000 drivers (not counting private trucking activity). Historically, productivity gains achieved by the highly competitive trucking industry have been quickly passed along to customers, which in turn have been felt by consumers in the form of lower prices for goods, the study notes. However, rising operational costs, increased traffic congestion and delays, more stringent hours-of-service rules in the U.S. and other regulatory challenges mean further contraction of the driver population and "productivity gains in the future will be muted."




In the face of increasing demographic pressures, a number of factors could help bridge the supply and demand gap for truck drivers, the


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**BUSINESS TRENDS  
(CANADA)**

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Conference Board concludes, including: a significant improvement in industry working conditions and wages; mandatory entry level driver training and upgraded license standards to achieve a skilled occupation designation; a reorganization of trucking activity and supply chains in order to reduce pressures on long-haul drivers and make better use of their time. Many of those proposals echo the recommendations made by the CTA's Blue Ribbon Task Force (BRTF) on the Driver Shortage in its whitepaper released last year. The report examined the labour market challenges in the trucking industry and outlined core values that, if implemented by carriers, could help boost the level of professionalism in the industry and alleviate some capacity pressures. The BRTF whitepaper also said truck driving needed to become recognized as a skilled occupation and called for mandatory entry-level driver training and ongoing skills upgrading; paying drivers for all the work they do and making compensation packages more transparent, among other solutions. ■

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

**LAKE STATES**

Activity in the hardwood market is being described as "very strong" for the Lake States region. "Our markets are as much as 100 percent better from this same time period last year," a contact in Wisconsin offered. "Different than last year where any increase was initiated by supply shortages, this year we are also seeing some increase in demand. So it's a little bit of both a supply shortage and an increase in demand. The economy is improving but supply is still tight."

The supplier said Hard and Soft Maple, Yellow and White Birch are moving strong currently. "Red and White Oak are also getting stronger. Aspen is kind of flat but Basswood is improved."

He expects his prices to continue to increase on logs and fuel. "All those variables will increase as we head into a warmer time of year. Logs are already very tight and we expect they will be tighter in the coming months."

When asked about his customers' markets he said, "Everybody seems to be getting busier. It looks like activity is going to continue to get stronger and we're going to have a real good year." A hardwood lumber supplier in Minnesota said business is better today than it has been since 2007. "We are actually working 50 hours a week now. We haven't done that since the beginning of the recession. All we can do is keep up with orders right now. We have a build up of lumber but it's flushing out pretty quickly."

As for the factors involved he said, "A lot of our recent sales are domestic and the end user customers order files are full. Everybody seems to be busy. Last year our customers were saying they were working minimum hours and receiving very few orders. This year I have even heard some of them say that they are turning down work. We haven't heard that much optimism in a long time."

Handling Hard and Soft Maple, Red and White Oak, Yellow and White Birch, Aspen and Hickory the source said Hard and Soft Maple is moving well. "The Maples are basically sold before they even hit the kilns in some

instances. The Hickory that we do, and we don't get a lot of it up here, but it's also sold as soon as it comes out of the kilns. Red Oak is hot in all grades right now. Ash has tapered off but you don't hear many people talking about it because we're all busy with the other stuff. That hasn't been a good mover for us along with Aspen." An Indiana wholesaler said, "The mainstay right now is Hard and Soft Maple. I'm already expecting the market to go up \$100 because demand has increased. Our inventory levels are about the same depending on the species. Overall we try to maintain our inventory levels at the same pace. We're up a little right now because the green lumber has been coming in fairly well from the sawmills. We won't see an inventory decrease until we hit spring break-up and the mills start running out of logs. Some of them already are. Others are fairing 'okay' but they're not where they want to be." ■

**NORTHEAST**

Hardwood activity in the Northeast is relatively good according to sources. A New York contact said, "Our prices are up and we do expect that to change in the coming months. Business is good, which means there is a supply shortage. We actually turned down a few orders and I'm trying to keep the customers going that have always bought from us. There is not enough supply to meet demand right now."

Exporting about 20 percent of his products, he indicated markets in China were down slightly. "It's the time of year for China to slow down a little so it's not anything unusual," he said. "We also ship to Pakistan and those orders are at a steady pace right now, they haven't gone up or down."

When asked about transportation issues he commented, "Trucking costs are up and availability of trucks is going to become a larger issue quickly. What few truckers that are left in the business are swamped with work. They're not only hauling lumber so the competition is heavy. We ran our own trucks in 2008 and there was no profit being made. Your fuel expenses and maintenance costs on the newer trucks with emissions requirements are expensive to run."

A contact in New Jersey also mentioned availability of trucks as a primary concern. "I've had three loads that I've been waiting to get hauled since the beginning of March," he explained. "These particular loads aren't time sensitive but the problem is that they could have been."

"I think we're kind of in a bubble," he said in reference to the current lumber market activity. "I don't think we're quite finished with the recession. I hate to say it but I think Oak is going to crash by June or July because the South is going to start putting more wood on the market. The reason Oak is going up right now is because all of the mills up here are not cutting Oak. They're all cutting whitewoods. So everybody's inventory is going to get to the point where people have to start buying it and the only way they're going to get the mills to cut it is if they throw a little money at it. I don't think Oak is going to last real long. Maple will remain strong through the summer months because production is going to go down."

In Pennsylvania a contact said hardwood lumber activity is better overall than six months earlier. "A lot of items are moving better for us. Even upper grade Cherry is starting to move. A lot of items, including Hard and Soft Maple and especially Red Oak, have been going up in demand and going



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up in price. So we've been able to raise prices on those items. Ash is still hot going into China. So knock on 'wood' things are finally looking up." ■

**SOUTHEAST**

Hardwood lumber suppliers in the Southeast region reported fair market conditions. "Business activity is about 15 percent better than it was at this time last year," a contact in Alabama said. "About 50 percent of the increase can be attributed to supply issues and of course the other is a demand increase."

Handling Red and White Oak, Poplar and Ash, the supplier said Red Oak is his best moving item and Ash is currently the slowest. "We are having a hard time finding Ash and Poplar logs right now," he said. "Our inventory levels are about the same as they were a few months ago and prices are up. We are speculating that the prices will continue to rise because weather conditions have been so wet and everybody is running out of logs."

Marketing to furniture manufacturers and other end users, he said his clients account for stable activity. "Everybody seems to be doing better than they were at this point last year. There seems to be a steady flow. Our order files are about 10 percent better this year."

As for transportation costs he mentioned, "Freight rates are rising because fuel is rising. As the spring and summer progresses we expect them to spike even further."

When asked about the remaining months in 2013 he said, "We are running out of logs as we speak. In the last couple of days we have had about eight inches of rain. So it looks like it's going to be tougher to get logs. The good logs come from the swamps and right now they're standing in water."

A source in Tennessee also commented about supply issues. "We're feeling a tight supply right now. We started off the year pretty close to a record amount. Right now there is a lack of log supply from the mills. It's certainly more of a supply problem than there is an increase in demand. There is some increase in demand but mostly I believe it's a supply issue."

Handling Red and White Oak, Ash, Pecan and Poplar, the contact said Oak and Pecan are moving the best. Concurring with others in the region he said Ash is his slowest moving item. "FAS Oak is hard to find right now and we have less inventory now than we had earlier in the year," he said.

As for the prices he's paying he said they are up and he anticipates minor improvement if any in pricing over the coming months.

He said his export markets are fairly active. "The majority of our lumber has gone into the export markets," he said. "Normally we would only export about 15 percent of our products, but this year we are up over 40 percent so far."

The contact expects tight supply until the middle of the year. "I believe things will be tight until around June or July," he said. "By that time the kilns will be turning faster and there will be more lumber available which will also kick the price back down unfortunately."

Elsewhere in the Southeast a hardwood supplier said general business is spotty. "There are some things that are doing better than others," he explained. "Poplar and Soft Maple seem to be pretty strong. But the local economy is still pretty weak so sales are inconsistent."

The contact is also having availability issues. "There are supply issues at the mill level. And we've heard prices are expected to rise on replacement costs at the mills. Red Oak and Maple are specifically difficult at the moment. The supply was tight in the winter, which is surprising because generally availability is better in our area during the winter months. I think the fact that so many sawmills have gone out of business in recent years is still having an impact on the industry."

Going forward the supplier said he expects activity to improve in the summer months but does have concerns about the availability issues. ■

**WEST COAST**

West Coast hardwood lumber suppliers indicated not only improved sales activity, but also noted an improvement in business practices overall.

A California supplier said, "We're seeing gradual but steady pricing upticks among Red Oak uppers and No. 1 Common, Hard and Soft Maple and Poplar. Walnut seems to be moving pretty well but pricing is still flat. In gen-

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**BUSINESS TRENDS  
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eral, there's a smaller pool of inventory available for prompt shipment and suppliers are holding firmer on pricing."

He also noted a positive change in operating trends. "A few years ago, many companies treated southern California as a bit of a dumping ground for slow moving inventory. Now the same companies are much more cautious with what they send. They're concerned about losing sales on the East Coast because the stock they need to fill those orders is sitting in a warehouse out here. To me, it all signals a healthier operating environment."

Another source on the West Coast mentioned China as a huge factor in his markets. However, he is seeing improvement in domestic markets. "Obviously China is always going to be a huge factor in our industry," he explained. "But the domestic markets are seeing some improvement so far this year. The cabinet shops, flooring manufacturers and also the distribution yards are picking up. We're receiving more orders from all of them. So I think that is helping kick things up a notch. China has been there for us but it looks as though housing is continuing to recover and domestic business is improving."

When asked about availability issues the contact said, "The logs are very

competitive as far as green lumber; it's definitely tighter and harder to find specific items. We're holding our own on our inventory. I guess it's one of those things where a lot of things are moving right now and you wish you had more of them and could dry them faster to capitalize while the sun is shining. So if there is a problem—it's a good problem."

A contact in Oregon noted his customers are reporting improved market conditions. "Everyone that I talk to seems to have a more positive outlook this year. Optimism is high and it looks like the hardwood business is continuing to slowly improve."

As for pricing he said, "We've raised our prices and I think they are probably going to go up again. Based on the way Oak prices and the Maples are jumping it only makes sense that we're going to have to pay more for the logs soon."

The source anticipates an increase in transportation costs as business continues to pick up. "That's one of the things that I talked about with a vendor last week. As things continue to improve, trucks could become an issue. We're doing okay right now but fuel costs could definitely go up. Our overseas shipping costs are going to take a rate increase from what I understand. It's not going to be a dramatic change but it will be in the range of \$200 to \$300. That amount shouldn't cripple anybody."

Looking towards the summer months he said, "I think there is going to be solid demand for the Oaks and the Maples. The bright spot is the upper grades of Cherry are starting to move. Overall I think we'll have a good season." ■

**NEWSWIRES**

**Alexandria, Va.**—The International Wood Products Association (IWPA) recently announced Cindy Squires as its new executive vice president. Squires will replace Brent McClendon.

Previously Squires served as chief counsel for public affairs and director of regulatory affairs for the National Marine Manufacturers Association, where she directed regulatory, legal and trade programs. In her capacity, she also was active within the Lacey Coalition.

"I am delighted to join IWPA and to lend my voice in support of the many businesses who make up the international wood products industry. I look forward to continuing to build upon IWPA's strong programs and membership in the coming years," Squires said in a statement.

Warren Spitz, president of IWPA stated, "Cindy will utilize the tremendous skills that she has developed throughout her career in helping us build a broader and stronger membership and communicate to the market the intrinsic value, sustainability and beauty of wood products."

Established in 1956, IWPA represents the North American imported wood products industry. Its members include 200 companies and trade associations engaged in the import and export of hardwoods and softwoods from sustainably managed forests.

For more information visit [www.iwpa-wood.org](http://www.iwpa-wood.org). ■

**Gladstone, Michigan**—Besse Forest Products Group, based here, recently announced the addition of a new export lumber sales director to the Besse Forest Products Group Hardwood Lumber Division: Hunter



Hunter Shanks

Shanks, Director of Hardwood Lumber Sales - Western U.S. and Asia

"As a new member of the kiln-dried hardwood lumber sales team, Hunter will be responsible for supporting, identifying, developing and growing

the export sales of kiln dried hardwood lumber produced at the Besse lumber production facilities. Hunter has spent his career in the hardwood lumber business, and will bring to Besse specific experience, customer contacts and growth strategy," said Greg Besse, company president and CEO.

Shanks comes to Besse with over 20 years in the hardwood lumber business, primarily in the Pacific Northwest and China. In addition to being a partner over the years with several hardwood manufacturing, investment and trading companies in China, Shanks was responsible for the start-up of a new sawmill located in Zhengzhou, China. In this role, he and his team worked with the Chinese government to build a joint-venture mill from the ground up, including the procurement of logs, production, drying and shipping of lumber and hardwood flooring. Prior to his time in the Far East, Shanks sold commodity lumber and plywood as a sales and product manager with Weyerhaeuser, working in Southwest Washington and Oregon. Shanks began his hardwood career with Wood Castle Forest Products as a branch manager for a hardwood distribution company.

Shanks studied business management at the University of Oregon in Eugene, as well as industrial technology at Humboldt State in California. Shanks is married, is the father of a school-age son and daughter, and lives in Lake Oswego, Oregon. He is a life-long supporter of Oregon football and the Green Bay Packers. Shanks also loves sports, the outdoors, is a hunter and fisherman and spending time with his family.

Continued on page 32



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According to Greg Besse, "Hunter has over 20 years of experience in hardwood lumber sales, and brings us a unique perspective and background regarding the development and growth of existing, new and emerging hardwood lumber markets across the country and beyond. We welcome him to our team."

As part of the Besse Forest Products Group, the Besse Lumber Division is currently operating four sawmills, along with a dry kiln concentration yard with 10 kilns located in the Upper Peninsula of Michigan and northern Wisconsin, and produces over 30 million board feet of primarily northern Hard and Soft Maple, Red Oak, Basswood, Birch and Ash. For more information visit [www.bessegroup.com](http://www.bessegroup.com) ■

**Kenner, Louisiana**—The Southern Forest Products Association (SFPA), located here, recently announced the U.S. Department of Agriculture



(USDA) has approved funding for SFPA's activities under the Market Access Program (MAP) and Foreign Market Development (FMD) campaign for the current fiscal year.

"This is great news for SFPA members wanting to grow their business in the global marketplace," commented SFPA President Steve Conwell. "Now that our level of funding is known, the staff is working to maximize the effectiveness of scheduled trade missions and other Southern Pine promotions overseas."

Richard Kleiner, SFPA's senior director of international markets, is preparing an updated calendar of upcoming international events. "SFPA is now prepared to serve all members and companies interested in participating in our comprehensive activities, supported by our team of consultants in key markets," Kleiner said.

For complete information about SFPA's international programs, contact Kleiner at 504-443-4464 ext. 211 or e-mail to [rkleiner@sfpa.org](mailto:rkleiner@sfpa.org) or visit [www.southernpineglobal.com](http://www.southernpineglobal.com). ■

**Reston, Virginia**—The 47th edition of the Where to Buy Hardwood Plywood, Veneer and Engineered Hardwood Flooring Buyer's Guide and Membership Directory is now available from the Hardwood Plywood & Veneer Association (HPVA), a trade association that promotes and supports the use of high-quality, environmentally sound, decorative wood products manufactured in North America.



According to HPVA, the 'Where to Buy' is designed to allow its audience to find products quickly and easily. The directory includes: made/cut-to-size and stock panel manufacturers;

finishers of Hardwood plywood; engineered hardwood flooring manufacturers; sliced, spliced and rotary veneer manufacturers and sales agents; wholesale distributors; and suppliers to these industries. Each company's sales contact is listed with the complete address, telephone, e-mail, website and fax numbers.

This comprehensive guide also includes a description of HPVA's member services and HPVA laboratories testing services, including ISO 65 Certification and Quality Assurance, fire testing, product emissions testing and variable environmental testing.

Copies can be ordered free of charge (\$7.50 shipping and handling) from HPVA's secure publications page at [www.hpva.org](http://www.hpva.org) or through the mail. A downloadable PDF version is available free on the website. HPVA, 1825 Michael Faraday Dr., Reston, Va., 20190, 703-435-2900. ■

**Memphis, Tennessee**—The National Hardwood Lumber Association (NHLA), headquartered here, announced the launch of its first Chinese Inspector Training School



class. The class will be held July 15 through August 15, 2013, at NHLA in Memphis, with the use of Chinese language interpreters.

The Chinese summer program will deliver the same knowledge and opportunities as the 14-week program but the enhanced schedule and streamlined curriculum will make the most of the Chinese students' time while here in the United States.

The program will be taught by veteran Inspector Training School Instructor Rich Hasher and assisted by National Inspector Randy Wilson.

For more information about the program contact Chief Inspector Dana Spessert at 901-399-7551. ■

**Finland**—UPM, based here, has announced plans to curtail production at four plywood plants for up to 90 days. The company cited declining demand and rising log costs as the primary reason for the curtailment.

Curtailments will affect locations in Joensuu, Jyväskylä, Ristiina and Savonlinna mills. ■

**Washington, D.C.**—The U.S. Department of Commerce announced recently its preliminary affirmative determination in the countervailing duty



investigation of hardwood and decorative plywood from China. As a result of this affirmative determination, the vast majority of imports of the product will be subject to a cash deposit requirement for estimated countervailing duties of either 22.63 or 27.16 percent as a condition for entering product into the U.S. market.

Based on the Department's preliminary finding that the Government of China is providing unfair and illegal subsidies to producers and exporters

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## NEWSWIRES

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of the product in that country, imports from all but three Chinese producers are now subject to the cash deposit requirement for estimated countervailing duties.

The unfair trade investigations of imports from China result from a petition filed in September 2012 by the Coalition for Fair Trade of Hardwood Plywood (CFTHP), an organization composed of U.S. manufacturers of hardwood and decorative plywood.

The countervailing duty rates announced are preliminary, and subject to change in the final determination, which will be issued this summer. Between now and then, Commerce Department officials will conduct an intensive on-site verification of the information presented in questionnaire responses by the Chinese producers. There will also be opportuni-

ties for all parties to the investigation to present additional factual information, as well as legal arguments, to the Department.

The preliminary determination in the parallel anti-dumping investigation of these same imports could further increase the liability for cash deposits by U.S. importers of the Chinese products.

For more information on the petition and investigation, visit [www.hardwoodplywoodfairtrade.org](http://www.hardwoodplywoodfairtrade.org). ■

**Brazil**—The Strategic Affairs Secretariat (SAE) of the Brazilian government is developing ideas on mechanisms to stimulate more private financing in the forest sector.

The SAE is investigating a variety of models appropriate for the long-term investment that is necessary for plantation development.

The SAE says that it is necessary to identify or develop a credit mechanism offering a grace period for repayments for borrowers. At the same time

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## NEWSWIRES

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the SAE recognizes that there is a need to provide guarantees to investors since plantation development requires substantial investment for periods that can range from 7 to 35 years before income is generated.

According to an SAE advisor, at present there are a variety of financial models being applied in the agricultural sector, but these often only address the short-term financing needs for agricultural crops. The key difference between the agricultural and forest plantation sectors is the time until harvesting generates income.

According to the SAE, a research program will be undertaken on possible private investment financing models for the development of forest plantations in Brazil. The aim of the SAE is that a new financing model should be included in a National Policy for Planted Forests, which is also being formulated by the SAE. ■

**France**—INTERPOL's first international operation targeting large-scale illegal logging and forest crimes has resulted in almost 200 arrests as well as in the seizure of millions of dollars' worth of timber and some 150 vehi-

cles across Latin America.

Operation Lead undertaken in 12 countries in Central and South America under the auspices of INTERPOL's Environmental Crime Program and its Project Leaf, brought together law enforcement agencies to combat forestry crime in Bolivia, Brazil, Chile, Colombia, Costa Rica, Dominican Republic, Ecuador, Guatemala, Honduras, Paraguay, Peru and Venezuela.



Under the operation, officials carried out inspections and investigations on transport vehicles, retail premises, and individuals, as well as surveillance and monitoring at ports and various transport centers.

The resulting seizures of wood and related products during the operation are estimated to amount to more than 50,000 m3 of seized wood, equivalent to some 2,000 truckloads of timber. The total value of the seized timber is estimated at around US\$8 million.

Along with the seizures, participating countries reported a total of 194 arrests, with 118 individuals currently under investigation, and several cases of deportation.

One of the key aims of Operation Lead was the development of practical cooperation and communication among national environmental law enforcement agencies, including forest authorities, police, customs and specialized units as well as with international organizations such as INTERPOL. ■

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