



Record Number Of AHEC Members Participate At SEAsia Convention

Provided By Michael Buckley

Tianjin—China is currently the world’s largest importer of hardwoods and the USA is the world’s largest producer and exporter of sustainable hardwoods. A global panel of experts discussed how this is beneficial for both countries as well as for the environment during the American Hardwood Export Council’s 19th Southeast Asia & Greater China Con-



(Left) Adam Moran, Hermitage Hardwood Lumber Sales, Cookeville, TN, assists a guest at Hermitage’s exhibit booth during the mini trade show held during the SEAsia & Greater China Convention.

vention. A record number of 80 members from 40 companies participated with 350 delegates from all over China and Southeast Asia, including representatives from 37 regional trade and design associations. The convention took place at the St. Regis Hotel in Tianjin, where importers, distributors and manufacturers from China and across Southeast Asia



Jennifer Brand, Bridgewell Resources LLC, Tigard, OR, addresses attendees during the convention’s market session.

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Turkish Importers Tour Southern Lumber Operations

The global demand for U.S. softwood lumber is on the increase. Importers around the globe are sourcing American lumber species, recognizing its high quality and suitability for a wide range of applications. Exports of Southern Pine lumber were up dramatically during the first quarter of 2014, when compared with last year. According to the USDA’s Foreign Agricultural Service, export volumes of Southern Pine increased by 50 percent, when compared with the first three months of 2013. During 2013, approximately 445 million board feet of Southern Pine lumber was exported to offshore destinations, an increase of 13 percent over 2012 volumes.



Almond Brothers Lumber Company executives Ardis and William Almond (blue shirts) field questions about producing high-quality products for world markets at their mill in Coushatta, Louisiana.

Beyond structural framing for housing, importers from the furniture, veneer and packaging industries all appreciate the strength and durability offered by American materials. Recently, the Southern Forest Products Association (SFPA) hosted a delegation from Turkey for a week-long tour of Southern lumber production facilities, one leg of an extensive national overview of the U.S. wood products industry. The delegation included representatives of varying backgrounds. Zeki Sahin is the general manager of Mobipan Company in Inegol, Turkey. His firm is one of the country’s leading finger-joint panel producers. As an importer, he made the journey to learn more about American quality standards, with an interest in using more American



Danny Hanlon with Aljoma Lumber hosts Turkish delegation at the company’s mill at Millry, Alabama.

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Who's Who in Import/Exports

Wesley Boles is a sales and operations assistant for **Hermitage Hardwood Lumber Sales Inc.**, located in Cookeville, TN.

Hermitage Hardwood has 1.1 million board feet of dry kiln capacity and offers surfacing and grading. The company has 4.5 million board feet of capacity of sheds for air-drying lumber and currently has 5 million board feet of storage for kiln-dried lumber. Additionally, the company offers ripped strips.

Species include Red and White Oak, Walnut, Hard Maple, Poplar, Cherry, Ash, Hickory and Basswood. Truckload and container shipments are offered.

Boles' responsibilities include expanding new customer bases in locations across the United States and the world. He is also in charge of production and kiln planning. He graduated from the University of Tennessee in 2009 with a degree in marketing and a minor in logistics. Boles also graduated from the National Hardwood Lumber Association's 161st Inspector Training School class in 2010.



WESLEY BOLES

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THOMAS ROGERS

Thomas Rogers is vice president of sales and new product development for **G.H. Evarts & Co., Inc.**, located in West Springfield, NH.

G. H. Evarts & Co., Inc. manufactures North American hardwood lumber for domestic and export markets. Additional products and services include straight-line ripping, S2S or S4S and moulder-ready flooring strips. The company operates a sawmill located in nearby Grantham, NH, and is presently rebuilding their mill in Lebanon, NH.

Rogers began his career in the forest products industry at Bird-in-Hand Woodworks, Lancaster, PA, in 1998 as plant engineer. His most recent position was as sales manager for Highland Lumber Sales Inc.,

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Andy Watt is the Asian sales and marketing manager for **J & J Log and Lumber Corp.** in Dover Plains, NY, and Asian sales representative for Blue Ridge Lumber Company in Fishersville, VA.

J & J Log and Lumber Corp. and Blue Ridge Lumber manufacture kiln-dried North American hardwood lumber (4/4 through 16/4). The companies have surfacing and ripping facilities, and offer ripped and sorted width shipments and quality control from standing timber through shipping.

Watt has been involved in the import/export industry for 42 years. He began his career in 1972 handling lumber at the Dover Plains facility.

Watt received a Regents diploma from Dover High School in Dover Plains, NY. He received a bachelor's degree in environmental sciences from the State University of New York in Oswego, NY, and continued in silvicultural



ANDY WATT

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JAYME WILSON

Jayme Wilson is a sales representative at **Legacy Wood Products LLC**, located in West Plains, MO.

Legacy Wood Products is a manufacturer, wholesaler and exporter, also operating five concentration yards in Missouri and northern Arkansas. The company produces in excess of 36 million board feet of all American hardwoods per year in 4/4 to 8/4.

Legacy Wood Products offers all products internationally, specializing in Red and White Oak, Ash and Soft Maple. Additional products and services offered include door to door delivery, pulled-to-width products, S2S and

Straight-Line Ripping.

Wilson handles sales strategies for export markets to China, Malaysia, Indonesia and Vietnam, as well as domestic markets and the procurement of green and kiln-dried lumber. His first position in the industry was as a green lumber buyer for North Pacific Lumber Co. in 2000. He has spent three years in the import/export market industry.

Legacy Wood Products is a member of the National Hardwood Lumber As-

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AHEC Works With Cutting Edge Designers To Showcase American Hardwoods

By Michael Snow
Executive Director
American Hardwood Export Council
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The American Hardwood Export Council collaborated this summer with five teams from design collective OKAY Studio to produce an eclectic mix of innovative designs for Clerkenwell Design Week 2014 (considered by many as the UK's leading independent design festival). The project celebrated the fifth edition of Clerkenwell Design Week and demonstrated the versatility of five American hardwood species. Mathias Hahn, Liliana Ovalle, Ed Swan, Andrew Haythornthwaite and Peter Marigold (collaborating for this project), and partnership Hunting & Narud, each approached the project with their own unique style and the finished result is a diverse collection of fresh and invigorating pieces culminating in the exhibition, 'FIVE'. The exhibition design itself is the brainchild of Andrew Haythornthwaite and was open at The SCIN Gallery, the only materials gallery on Old Street.

In February this year, the design teams were presented with the five timbers - American Ash, Cherry, Hard Maple, Red Oak and Tulipwood and were asked to present a design inspired by these timbers and the number

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Washington Scene

Superior Court Judge Keith Harper refused to grant an injunction against operations on the Department of Natural Resources' (DNR) Goodmint and Rainbow Rock timber sales on the Olympic Peninsula in Jefferson County, Washington. Sought by the Olympic Forest Coalition, Seattle Audubon and Sierra Club, who were represented by the Washington Forest Law Center, the environmental groups appealed the decision of DNR and the Board of Natural Resources to sell timber in 45-60 year-old stands based on the grounds that an Environmental Impact Statement (EIS) should have been prepared under the State Environmental Policy Act (SEPA). Their stated position was that the environmental analysis was done for DNR's State Trust Land Habitat Conservation Plan (HCP) Marbled Murrelet Management Area (MMA) under a 2008 study done for DNR by marbled murrelet biologists from several agencies. The timber to be harvested is neither occupied nor adjacent to occupied habitat. DNR is currently negotiating a Marbled Murrelet Long Term Conserva-

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Wood-waste Biofuel to Transform Shipping Industry

Norway-A sustainable biofuel made from Norwegian forest wood waste could help transform the shipping industry and reduce global greenhouse gas emissions. Alternative sustainable fuels are urgently needed in the marine transport sector due to stringent upcoming regulations demanding reduced sulphur and carbon content in diesels and oils from January 2015, says International Forest Industries in a report (IFI).

Aston University (UK) scientists are involved in a research called "The ReShip Project", which will use low quality wood waste, chippings and unmerchantable wood left in forests after logging has occurred to produce new biofuels. Via the process of fast pyrolysis, where material is heated in the absence of oxygen, the wood will be converted into crude pyrolysis oil. Compared to petroleum-based oil, however, crude pyrolysis oil cannot be used for direct use in diesel engines as it is too unstable.

To counter this, the Aston team, led by Professor Tony Bridgwater, will look to stabilize freshly produced pyrolysis biofuel through mild, rapid, low temperature catalytic hydrogen treatment. In cooperation with the Paper and Fibre Research Institute in Norway, they will also seek to blend the

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Efficiency as Strategy

By Cindy Squires
Executive Director
International Wood Products Association
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It is cheaper and often faster to share. If we recognize this we can open up enormous opportunities for our businesses. A recent blog post by Seth Godin got me thinking about how IWPA works to help its members share resources. Seth Godin is a bestselling author who writes about marketing, the spread of ideas and managing customers and employees. Seth noted, "since we can share resources, expanding to use all of something (a car, a boat, a vacation home) isn't just inefficient, it's wasteful."



We talk with our members daily and encourage them to use IWPA as a resource. We may not always have an immediate solution to a problem – but we can tap into our network, resources and other members' experiences to find a path or solution more efficiently in most cases than can be done individually. Additional benefit comes when individual members lend their leadership, resources and expertise to a project or challenge affecting the entire industry.

Recently, IWPA members formed a task force to figure out how to trade in Myanmar-sourced wood after April 2014, when the export of round logs is prohibited. Recognizing that the issue could be more effectively handled as a group, a handful of importers worked with IWPA to look into the issue. The group crafted a solution that was a win/win and

sought the necessary relief. Because of these efforts, all IWPA members now have a solid path to establish responsible trade in

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SISKIYOU FOREST PRODUCTS Continues To Innovate Its Facilities

By Wayne Miller

Anderson, California—For more than 40 years Siskiyou Forest Products has been a family-owned business committed to providing customers with quality lumber products and service. Redwood, Cedar and Alder product specialists, the company continues to make innovations and additions to their facilities. Available stock includes a reserve line of primed siding and trim boards, as well as glued panel stock, pattern stock and Clear lumber.

General Manager Darren Duchi explained, “We’ve added three additional moulders recently. Today we have a total of five moulders. One is high speed for prepping lumber, the other four are finish moulders, primarily for running either prep, or going to run finish patterns. We will be running S4S, S1S2E or a siding pattern.”

Duchi indicated one of the primary reasons for Siskiyou’s success is



Siskiyou Forest Products recently added three additional moulders. Material is run through the moulder and resaw.



Dean Duchi and Darren Duchi, Siskiyou Forest Products, Anderson, CA.

12 people. As for future plans for the new operation he noted, “Our plans will change as time goes on and as the market demands it. The new building is massive and we have plenty of room to grow in it.”

With covered storage on site at Cottonwood, Duchi said plans are to install moulders and a paint line. “Installing these will allow us to do several of our processes without transferring it from one facility to another. The long-term plan is to finish the product and ship it directly from one facility. Currently we are using it as a feeder operation for our main facility.”

He continued, “The two facilities are very similar if not



Inbound green shop lumber ready for processing.

“The decisions that we make allow us to become more efficient and therefore more profitable.”

—General Manager Darren Duchi, Siskiyou Forest Products

conservative, logical growth. Duchi explained, “We’ve grown slowly and carefully. We didn’t borrow a lot of money to do it either. The decisions that we make allow us to become more efficient and therefore more prof-

exactly the same with slightly different equipment.

We are getting the same production here and most of it is Redwood.

This Cottonwood operation has basically doubled our production of in-

bound product. So ultimately we’ve been able to catch up orders with shorter lead times. The amount of production that we are able to do now is a tremendous help.”

Currently in their 40th year of operation,

itable.”

He continued, “Over time we located equipment that we liked, and instead of buying brand new machinery, we purchased Weinig 22AL type machines. This equipment allows us to get a very high quality product. Since all the machines are the same, symmetry makes repairs easier because everything is interchangeable. We have saved a lot of money buying used equipment.”

In addition to the moulders Siskiyou Forest Products also installed a new finger jointer.

“Basically we took the finger jointer that we had previously and moved it to our new Cottonwood, CA, plant. We had it upgraded and redeveloped, then moved it to Cottonwood, just a few minutes from our main plant.”

The new facility at Cottonwood is a former Thunderbird moulding plant,

which produced a lot of the same items as Siskiyou. “We purchased the plant specifically for its cut line. We now have the ability to produce more inbound products for our main facility without having to construct additional buildings and receive new permits,” Duchi explained.

Located about seven miles from Siskiyou’s main facility, the Cottonwood plant operates on approximately 17 acres and currently employs about



The company is able to supply a customer base with products ranging from 1x4 to 2x12, and any siding pattern (pattern 433 shown) they need.

Siskiyou Forest Products markets directly to wholesale distributors. “One hundred percent of what we sell goes into wholesale distribution,” Duchi said. “We’ve always preferred it that way. With our second facility coming online we are welcoming new inquiries from new distributors.”

Most of Siskiyou’s current customers have buying programs. “Once we sell the product to the customer, we work with them to get a feel for their buying habits and ultimately to support their needs,” Duchi said.

When asked what sets Siskiyou apart from other suppliers Duchi offered, “We are a manufacturer of high-end finger joint siding and trim. We offer Redwood and primed Cedar, and the benefit of having both of those species produced in one factory is in the cost. When the Cedar market is challenging, we’re able to run Redwood and vice versa. So we are able to pull from both pockets. We are able to supply a customer base with products ranging from 1x4 to 2x12, and any siding pattern they need. Our customers can count on our performance consistently. Siskiyou is interested in their business for the long-term.”

Located close to I-5, which spans the entire West Coast, Siskiyou Forest Products primarily ships to their customers by flatbed trucks domes-

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Syarikat Malaysia Wood Industries (Unilin): A Truly American Owned, Multinational Flooring Producer

By Michael Buckley

Kedah, Malaysia—Located in the State of Kedah, close to Penang in Peninsular Malaysia, is Syarikat Malaysia Wood Industries (MWI) under the company name Unilin®. MWI focuses on fewer surface species than



Unilin's Sales Manager-Asia Pacific Teek Leng Sow, and Product Development Manager Joyce Van Waeleghem.

some other Asian producers, namely in local Kempas and Merbau, plus imported American and European Oak, European Ash, American Walnut, African Iroko and others. What the range lacks in species choice MWI makes up several times over by offering a whole gamut of grades and structures, surface treatments, stains, lacquers and finishes; lengths,

“Unilin has strong markets in Australia, Japan, Russia, Brazil, as well as the USA through the Mohawk distribution.”

**—Teek Leng Sow,
Sales Manager -
Asia Pacific**

North American White Oak lumber is among the species used in Unilin's flooring products.



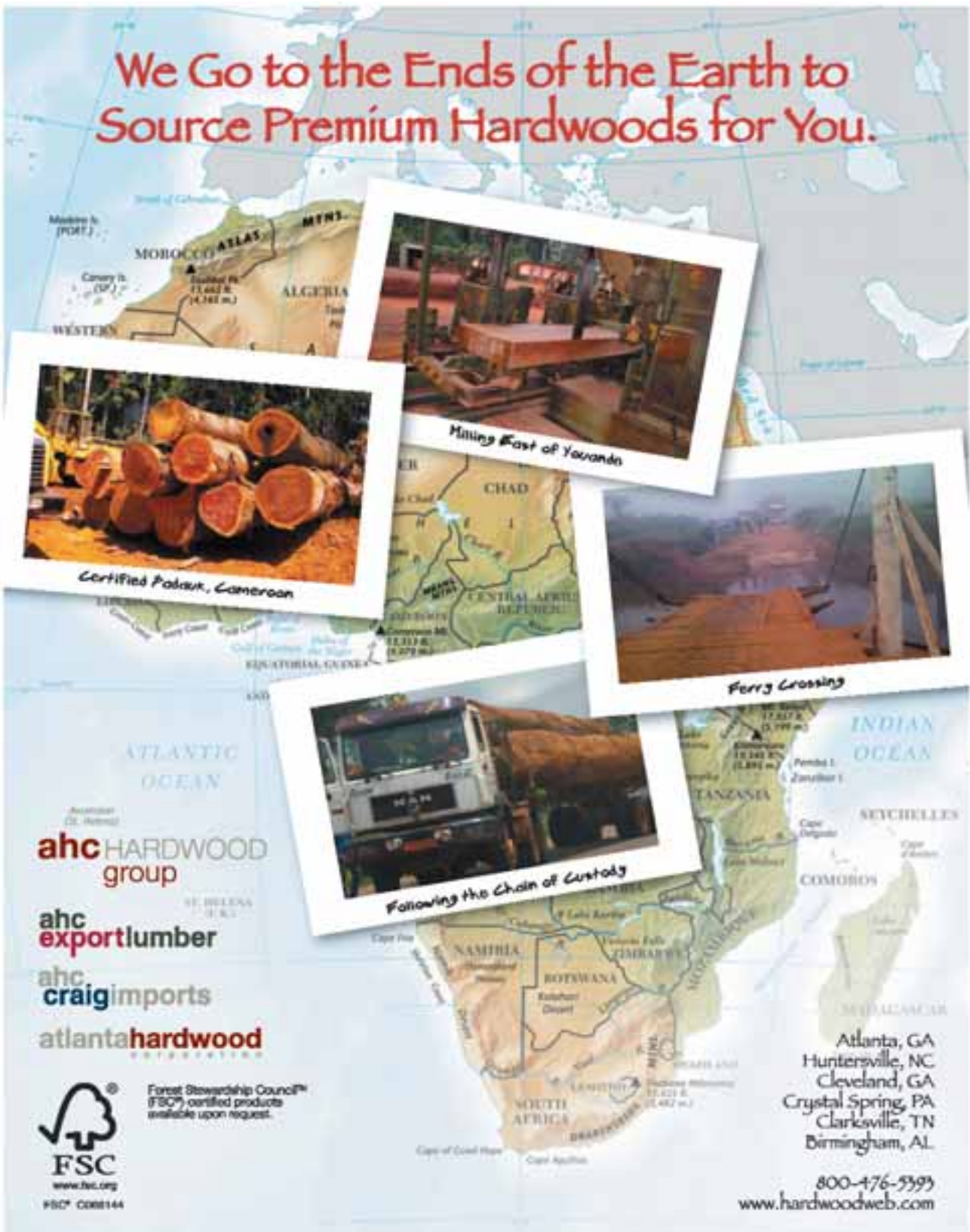
Unilin's emphasis on quality is apparent as employees check product at all stages of production.

widths and thickness, patterns and bevelling as well as specialized choices of flooring structures.

The Marina collection, for example, consists of one strip floors with a special groove of 5mm wide decorative rubber strip creating a nautical deck appeal. The range of standard finishes on offer is myriad – stained

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were welcomed by Ralph Bean, Director U.S. Agricultural Trade Office in Beijing and by Kou Wei Ping, president of Tianjin Furniture Trade Association.

Kou said that, "The convention provides an excellent platform for the two industries to exchange opinions and networking and welcomes AHEC members to come to Tianjin to do business and invites AHEC and members to participate in the Tianjin Furniture Exhibition in May 2015."

Members of the Chinese media interview convention guest speakers Scott Bowe, professor and wood products specialist, University of Wisconsin, and Rupert Oliver, president of Forest Industries Intelligence Ltd., United Kingdom.

As a trading and business platform, the AHEC convention is an important annual event for the hardwood industry to meet old friends and network with new contacts.

Sharon Shek, AHEC's Assistant Director of Compliance and Operation, said, "The record-breaking attendance of AHEC members this

globe are focusing increased attention on reducing carbon emissions and finding measurable, actionable ways, such as Life Cycle Assessment (LCA) and Environmental Product Declarations (EPDs), to drive environmental and

year indicated that the convention is a resourceful occasion for their business development."

With an estimated 7 billion people now sharing this planet, it is no surprise that governments, institutions and policy-makers around the



(Left) John Chan, AHEC's director for SEAsia and Greater China, gives a presentation during the convention's market session.

globe are focusing increased attention on reducing carbon emissions and finding measurable, actionable ways, such as Life Cycle Assessment (LCA) and Environmental Product Declarations (EPDs), to drive environmental and



AHEC Executive Director Michael Snow meets with a Tianjin media group at the 19th Southeast Asia & Greater China Convention.

industrial policies. In recent months, both China and the USA have made public pledges to curb carbon emissions. A series of convention speakers discussed ways in which sustainable wood products, such as hardwoods from the United States, can be an important tool to help reach these goals, addressing topics related to Global Environmental Policies and Life Cycle Assessment (LCA) of American hardwood. In addition, design in American hardwood and the National Hardwood Lumber Association (NHLA) Lumber Grading rules were also presented, which have a direct influence on yield and thus the environment.

Commenting on behalf of the NHLA Mark Barford, executive director/CEO, from Memphis, Tennessee, said, "We are pleased to participate in this annual event as a great opportunity to reinforce the requirement to learn and understand the NHLA Lumber Grading Rules." He also spoke about the NHLA Kiln Dried Lumber Certification program, which is now being used by the U.S. industry to replace the phyto-sanitary certificate needed to transport hardwoods from the USA. Barford detailed a meeting held earlier in the week with U.S. and Chinese officials regarding China accepting the certificate, which is vital to the expansion of business between the countries. During the convention, NHLA Chief Inspector Dana Spessert detailed the grading system and introduced the two staff members NHLA employs in China, confirming that NHLA will continue to increase their presence in the markets throughout China and Southeast Asia.

Keynote Speakers

Michael Snow, AHEC's executive director from Washington, DC, gave a statistical background on U.S. exports to China highlighting

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America's expanding forests as good news for the Chinese furniture and building industries, which depend on a stable source of raw materials to satisfy growing Chinese demand. Exports of American hardwood products to Greater China in 2013 were valued at more than US\$1.1 billion, an increase of 33 percent compared to 2012. Snow also gave a brief "AHEC - Around the World" presentation showing key AHEC activities and promotional projects.

Rupert Oliver, president of Forest Industries Intelligence Ltd. in UK, provided an overview of environmental and "Green Building" policies around the globe, and explained how Life Cycle Assessment, including the AHEC LCA for kiln dried lumber and sliced veneer, is encouraging the ongoing movement towards a more science-centered approach to green specification and design. He emphasized that efficient use of wood as a material greatly reduces its environmental impact and long-life timber products have a much better carbon footprint.

Snow welcomed the move towards science-based LCAs by stating: "A natural, renewable, legally harvested and sustainably sourced product with very low embodied energy—like American hardwood—has much to gain from increased market focus on environmental issues. The marketplace is overwhelmed with 'green washing' and dubious environmental claims, usually based on only one specific attribute such as 'rapid renewability' for bamboo, or 'recyclability' for steel or plastics. The true environmental impacts of materials cannot be summed up by

one single attribute, and it is time consumers and policy makers had the ability to truly compare the environmental footprints of the different products and materials they source."

Prof. Scott Bowe from the University of Wisconsin presented forest area data and ownership patterns of the U.S. resource and addressed questions of sustainability and legality. "Hardwoods," he said, "are growing at a rate of 2.4 to 1 harvested, with 304 million m3 grown in 2012, while 128 million m3 were harvested and 109 million m3 removed by mortality." One challenge, he concluded, was to increase harvesting to reduce the effects of mortality. He also posed the question as to the necessity of forest certification and suggested that American hardwoods meet environmental trade regulations.

The convention was also addressed by designer Patrick Fong who gave examples of his work including the use of American hardwoods as well as examples of some of the world-renowned designers' projects; including the use of American hardwoods in the Timber Wave project for the London Design Festival.

Judd Johnson from the Hardwood Market Report, also in Memphis, highlighted the increase of hardwood lumber exported from the U.S. to China and presented the American hardwood lumber supply stream stating that the growing economic affluence of China's large population should fuel strong demand for U.S. hardwoods in the months and years ahead.

New Mini Trade Show

The new format of this year's convention was well received with the introduction of a mini trade show and separate regional market briefings. Individual AHEC members were given the opportunity to showcase their company to delegates. "The mini trade show was a great

addition this year. It made it really easy to interact with potential customers and to get the word out about our hardwood products and services," said Mike Caruso from Matson Lumber, Brooksville, PA.

John Brown, president of Pike Lumber Co. Inc., Akron, PA, and AHEC's Immediate Past Chairman, stated, "This year's new format allowed U.S. exporters in attendance a chance to meet and find contacts of interested Asian importers which worked very well. It proved to be an excellent way to meet new contacts and to distribute company information."

Hu Yongjie, Director of Asian sales at Allegheny Wood Products, Princeton, WV, said, "The AHEC convention is always a great platform for the U.S. hardwood lumber manufacturers to meet with the Asian academic institutions, distributors and end users in a large scale."

Closing the event, AHEC's Director for Southeast Asia and Greater China, John Chan thanked all the speakers and said, "This convention in Tianjin has successfully provided the platform to AHEC members as well as the timber users/traders and designers to exchange opinions on the market and design trend, supply and demand of U.S. hardwood situations and the most concerning issues — U.S. hardwood sustainability and environmental credentials."

Next Year - Nanning

AHEC's 20th Southeast Asia and Greater China Convention venue will be in Nanning, Guangxi province in June 2015. Nanning is the capital of Guangxi province, an ASEAN and China summit venue city and trading hub for the South/West of China sharing the border to Vietnam. ■



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TURKISH IMPORTERS – Continued from page 1

lumber in his operation.

Eser Guven is on the board of Guven Lumber Company, a producer of both hardwood and softwood products. American grading rules and quality control procedures were of key interest to him on the tour, and he benefitted from meeting producers that export to Turkey.

Goksel Korkmaz is a managing partner for Onel Forest Products Company, a producer of lumber, furniture parts, flooring and mouldings. In addition to meeting with exporting companies, he is researching American wood-frame construction techniques, including the use of glued laminated beams.

Gorkem Sever is the general manager of Severler Wood Veneer. She joined the delegation to learn more about the U.S. wood products industry and veneer production operations.

Kenan Sarac is the managing partner of Metropol Forest Products, a leading importer of both softwood and hardwood lumber. He also serves as the head of the Turkish Forest Products Importers Association. Product quality and measurement systems used in American operations were among his key interests on this tour.

Ibrahim Sirtioglu, an agricultural specialist with the USDA's Foreign Agricultural Service (FAS), stationed in Turkey, and Crystal Collier, a consultant representing American Softwoods, directed an itinerary that included stops at four sawmills, a pair of treating plants and two export warehouses. The trip had three primary objectives: to improve the im-

porters' understanding of U.S. wood products, foster relationships with the U.S. wood industry, and ultimately increase sales of U.S. wood products to Turkey, while expanding the global market for softwood exports.



Turkish importers examine quality and grade characteristics of Southern Pine lumber while visiting Aljoma Lumber's mill at Millry, Alabama.

The delegation's first stop was at Almond Brothers Lumber Company in Coushatta, Louisiana, a family-owned business that sends the great majority of its Southern Pine production to export markets. Ardis and William Almond provided a guided tour of the mill. A representative of the Southern Pine Inspection Bureau (SPIB) was on hand to deliver a presentation on Southern Pine grading rules.

The following day, the group visited Great Southern Wood Preserving's plant in Mansura, Louisiana, where they observed the process of pressure treating Southern Pine lumber for long-term protection against rot, fungal decay and termite attack.

The group discussed important quality control steps and how the final application determines the preservative type and retention level used.

Richard Kleiner, SFPA's senior director for international markets, discussed the latest wood products trading statistics between the U.S. and Turkey, as well as market conditions in both countries. In the course of their travels, the group visited various construction sites, showcasing the uses of wood products in multi-level residential construction, flooring and other interior applications, plus treated lumber for outdoor pedestrian walkways.

Next on the agenda: stops in southern Alabama at Mauvila Lumber and Klumb Lumber Company, distributors of Southern Pine lumber destined for markets overseas. At both locations, the group inspected a variety of products from several different producers, noting the characteristics of different grades. The Turkish importers discussed the four main wood species classified as Southern Pine, as well as the relationships distributors have with mills and treaters supplying them.

While in the Mobile area, the delegation visited Aljoma Lumber's mill at Millry, Alabama, where all Southern Pine production goes to export markets. Here, as well as at other locations on the tour, U.S. measurement standards and metric sizes were discussed.

McShan Lumber Company in McShan, Alabama, was the next opportunity for the Turkish importers to observe the operation of a smaller-capacity mill, featuring high-grade materials. McShan representatives explained their relationships with export agents and the important role of agents in the lumber export business.

The final stop on the tour took the group to Westervelt Lumber's

Continued on page 11

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TURKISH IMPORTERS – Continued from page 10

sawmill at Moundville, Alabama, near Tuscaloosa. Here, the delegation enjoyed the opportunity to see a large, high-volume Southern Pine sawmill in operation.

“This tour was a successful introduction of the products and services available to these influential Turkish importers,” noted SFPA’s Richard Kleiner. “There’s no doubt that global demand for U.S. softwood lumber is on the rise,” he added. Export sales of American softwood lumber have nearly doubled over the past five years, reaching \$1.1 billion, and stand at the highest level in 16 years.

Turkey represents a very promising market. For more than 30 years, SFPA has leveraged USDA Foreign Agricultural Service (FAS) grants to promote Southern Pine lumber exports. FAS-administered grants, including both the Foreign Market Development (FMD) and Market Access Program (MAP), allow SFPA to reach emerging markets that have remained, until recently, untapped. ■

WHO’S WHO – Boles – Continued from page 2

An avid sports fan, he enjoys playing golf and tennis in his spare time. Boles is engaged to be married in 2015. For more information visit www.hermitagehardwood.com. ■

WHO’S WHO – Rogers –

Continued from page 2

Anaheim, CA.

Rogers obtained a degree in forestry from Paul Smith’s College, Paul Smiths, NY, and a bachelor’s degree in wood products engineering from SUNY College of Environmental Science and Forestry, Syracuse, NY.

In his spare time Rogers enjoys hiking and mountain biking, wood-working projects and restorations, and spending time with his wife and their five-year-old daughter.

For more information visit www.ghevarts.com. ■

WHO’S WHO – Watt –

Continued from page 2

studies for one year in Syracuse University’s graduate program.

J & J Log and Lumber Corp. and Blue Ridge Lumber are members of the National Hardwood Lumber Association, New England Lumbermen’s Association, American Hardwood Export Council and the Empire State Forest Products Association.

Watt and his wife of 32 years, Mary-Kay, have three children. He enjoys biking, coaching youth sports and spending time with his family. For more information contact 845-832-6535. ■

WHO’S WHO – Wilson

– Continued from page 2

sociation, Missouri Forest Products Association and American Hardwood Export Council.

In 2013 Wilson was awarded the Broker of the Year award by Legacy Wood Products

Wilson enjoys golfing, fishing, football, basketball and baseball. For more information visit www.mc-clainforestproducts.com/legacy-woodproducts. ■

AHEC NEWS – Continued from page 2

five. Demonstrating OKAY Studio’s creative flair, the designs are unique and inspired, studying the beauty, texture, color and performance of American hardwoods through sculptures, furniture and tableware.

Kent-based maker, Adam Kershaw, was integral to the project, offering guidance during the design process, and eventually making three of the five projects – Apex Tables, Shift Series and Claroscuro. The fabrication of Tulou and Runcible was outsourced. Adam Kershaw, who is renowned for his craftsmanship and skill with wood commented, “Working with OKAY Studio has been an extremely refreshing experience; their perception of materials is intuitive and untainted by tradition and practicality, resulting in challenging and innovative designs. It was interesting to work with timber species that are not commonly specified by clients, yet are the most abundant and versatile timbers in the U.S. hardwood forest and have the potential to make a much greater contribution to 21st century product design. It’s important that we share this knowledge with designers.” The material was provided by Morgan Timber based in Rochester, one of the biggest suppliers of quality timber in South East England.

David Venables, European Director of the American Hardwood Export Council commented, “The vast temperate hardwood forests of the Eastern United States provide an abundance and diversity of timber species. Given current furniture fashion you may be forgiven for thinking our forests are all about White Oak and Walnut. This is not the case; White

Continued on page 12



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AHEC NEWS – Continued from page 11

Oak is not the most abundant Oak species and Walnut is less than 1 percent of the standing hardwood trees in the forests. The five species we selected for this project (Ash, Maple, Red Oak, Tulipwood and Cherry), account for over 50 percent of the resource. Establishing a balance between market demand and the dynamic of the forest is essential to achieve true sustainability. I love the enthusiasm that OKAY Studio brought to this project and hope we have inspired them to use these sustainable hardwoods in future product design.” ■

WASHINGTON SCENE – Continued from page 2

tion Strategy with the U.S. Fish and Wildlife Service (FWS). Judge Harper’s oral ruling agreed with DNR that state statutes and the Forest Practices Rules make the timber sales exempt from the EIS requirements of SEPA. He said that the sales are in compliance with DNR’s HCP and the recommendations of the 2008 science team report. Because the appellants were unlikely to win if the lawsuit went to trial, which would not be until late 2014, he refused to issue the injunction.

DNR Timber Sale Update

According to the American Forest Resource Council (AFRC), reported volume of the Department of Natural Resources (DNR) timber sale program is 355 million board feet or about 68 percent of the targeted 539 million board feet reported earlier this year. As AFRC reported, with the decade coming to a close, in addition to an update for the next decade, DNR is tasked with identifying if there is an arrearage and how to dispose of the arrearage volume. DNR staff has given updates to the Board of Natural Resources regarding the arrearage volume. Currently, the number has continued to be in flux and ongoing analysis is taking place to determine what the Westside arrearage is and how to dispose of it in the best interest of the trusts.

**American Wood Council Responds To Report
Recommending Structural Wood**

American Wood Council president and CEO Robert Glowinski has


made the following statement regarding the US Global Change Research Program’s recommended use of structural wood in its Third National Climate Assessment, which noted that “the carbon emissions offset from using wood rather than alternate materials for a range of applications can be two or more times the carbon content of the product” and that “forest product-use strategies include the use of wood wherever possible as a structural substitute for steel and concrete, which require more carbon emissions to produce.”

“We’re pleased that wood products have again been recognized for their inherent carbon sequestration qualities. Wood products facilities use all parts of the raw material not only in the manufacture of carbon-sequestering products used in everyday life, but also do so using carbon-neutral biomass energy, offsetting any CO2 that would have otherwise been released to the atmosphere from more carbon intensive products produced using fossil fuels,” said Glowinsky. “Use of our products also creates an economic incentive for private landowners to re-plant trees, making an additional positive contribution to the carbon cycle, rather than result in conversion of land for development. Moreover, the U.S. Department of Agriculture recently recognized wood products as ‘one of the most advanced’ building materials in the world. All told, we believe our products are part of the solution in mitigating for climate change.”

Farm Bill Under Management

In recent months Forest Service Chief Tom Tidwell testified in front of the Senate Interior Environment and Related Agencies Appropriations Subcommittee that his agency was going to use the recommendations they received from 36 governors under authorization of the Farm Bill to help prioritize projects, which would reduce the susceptibility to insect and disease infestations in high risk watersheds.

Also key to getting more acres treated will be how widespread the categorical exclusion (CE) will be used. Under the Farm Bill, collaboratives that choose to treat a watershed of 3,000 acres or less can request that an expedited CE be used. The new authorities should provide the agency additional cost savings, but the extent of use of this new authority may depend on increasing the Forest Service budget to plan additional projects. This is a new tool in the Forest Service’s toolbox for getting more acres treated, according to sources. ■



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Forward thinking.

BIOFUEL – Continued from page 2

bio-oil with conventional diesel and surfactant to form a multi-component fuel. The most promising fuels will then be engine tested to assess their quality and use for potential marine transport.

In Scandinavia, fast pyrolysis oil production is rapidly becoming commercialized. Energy company Fortum is to invest €20m in an integrate bio-oil plant, while Swedish packing firm, Billerud, received €32m from the European Commission to build a new biofuel plant based on forest residues.

The ReShip project is being led by the Paper and Fibre Research Institute in Norway, who are partnered with Aston University and the Norwegian University of Science and Technology. The £321,000 project is funded by Norwegian industry partners and the Research Council of Norway and will run until 2017. ■

IWPA/SQUIRES – Continued from page 3

Burmese wood. It would have been costly and as Seth Godin pointed out, a waste of resources for an individual company to do this on its own.

Problems and opportunities pop up in our businesses every day -- a shipment is stalled at the port by an inspector, business costs soar due to a new tariff, a new regulation forces changes to procedures. Our industry will continue to be under the global microscope by policymakers, regulators and non-governmental organizations. As a valued member, think about how your association can work with you to address those problems and reach out to them. By working with your association, you will be able to tap into critical assistance that puts you ahead of your competition.

In the category of critical information – refunds on liquidated entries of Chinese Plywood covered by the antidumping and countervailing duty deposits were due on June 18th. Importers have until December 18, 2014 to file a protest to avoid forfeiting their refunds. Check each entry and file an appeal if your refund hasn't come.

If you are attending the International Woodworking Fair in Atlanta, August 20-23rd please stop by the IWPA booth and our reception on Thursday from 5-6pm in room A408 (Building A) and get updates on the latest developments. We look forward to seeing you there! ■

SISKIYOU – Continued from page 4

tically. "We also ship overseas into Europe, New Zealand and to other offshore buyers," Duchi said.

As for how the products are finished he said, "Ninety-five percent of our products are primed with two coats, one oil and one water. We are proud of the product that leaves our gate. We want it to be of the highest

quality and give the best performance. But, we also want it to have a fine appearance as well."

Established by Fred Duchi in 1974, key people at the family-oriented company include Darren Duchi, his father Bill Duchi, and cousins, Monte Acquistapace, Aaron Duchi, Dean Duchi, and Larry Scott.



Siskiyou's finished products are paper wrapped protecting them from the elements and prepared to ship.

For more information visit www.siskiyouforestproducts.com. ■

UNILIN – Continued from page 7

silk, satin and matt, oiled, fumed, brushed or deep brushed, saw-cut, crafted, and a new "timeworn" option of a floor that has gracefully aged over the years. Unilin manufactures engineered wood flooring and trading under the Quick Step®, Pergo and Universal® brands, and has a workforce of about 1,100 mainly Malaysian (80 percent) nationals. Backed by international finance and marketing, the real success of MWI is its high tech production and passion with innovation. The result is a phenomenal choice of products for its global marketplace.

The history and management of MWI and its workforce is drawn mainly from locally born Malaysians, but the company is now the product of sophisticated international cooperation. MWI traces itself back to a 1969 sawmill supplied by its own forest concessions for production of sawn

Continued on page 16

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