

## Import/Export Timber Products' Stock Exchange

Veneer Logs – 4 sides clear  
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2 x 40' Ohio White Oak 16"+  
2 x 40' Cherry 14"+

Veneer Logs – 3 sides clear  
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3 x 40' Northern Red Oak 14"+  
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3 x 40' Cherry 14"+

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4/4 #1C #1C&Btr Qtr&Rift KD Rgh  
White Oak

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4/4 Sel&Btr Qtr KD Rgh  
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2 x 40' 4/4 Ash unselected #1 Com  
2 x 40' 4/4 Ash Brown #1 Com, #2 Com  
2 x 40' 4/4 Cherry FAS (prime) and #1 Com  
2 x 40' 4/4 Hard Maple FAS (prime) #1+2 White  
2 x 40' 4/4 Hard Maple #1 Com Sap & Better  
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Wenge  
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A team of Unilin employees engages in the finish matching process of flooring product.

timber furniture and doors. In 1988 the world-renowned furniture innovator Larry Mo, then pioneering products using discarded Rubberwood, introduced engineered flooring production to the company. MWI is now a

wholly owned subsidiary of the Unilin Company based in Belgium with global employees of over 5,000 and 21 production units, making MWI one of the largest. Unilin has over 40 years of experience in wood processing. Since then Unilin has joined the American Mohawk Group, the largest flooring producer of carpet, ceramic tiles, laminates, wood, stone, vinyl and rugs in the world with 32,500 employees, US\$7.4 billion sales and is quoted on the New York Stock Exchange. Mohawk's international presence includes operations in China, Europe, Malaysia, Mexico, Brazil and Russia.



An employee oversees production of American Oak as it is processed in Weing equipment. Oak accounts for as much as 60 percent of shipments from MWI-Unilin.

Unilin "has strong markets in Australia, Japan, Russia, Brazil as well as the USA through the Mohawk distribution," according to Teek Leng Sow, Sales Manager - Asia Pacific, based in Kedah.

Production at MWI is now running at 2.05 million M2 per year in three co-located plants and the latest stock-take of raw material held was 7,700 M3 of solid wood.

MWI became the first engineered flooring plant in Asia, also producing mosaic parquet to recover small pieces. This Rubberwood availability, as well as the modern use by MWI of some Pine and Spruce cores, enables such engineered flooring producers to compete with higher cost solid flooring by using less face material.

Main products are 3-layer flooring, "multilayer parquet," in three-strip, two and single-strip, as well as Pattern planks in various combinations at 12.5mm and 14mm overall thickness and standard lengths up to 2.2 M in some products. Four grades, from the top, are Finesse, Nature, Marquant-Accent and Character. When Unilin took over MWI it introduced both Uniclic and the dropdown click Multifit in most of its standard long planks. Later the Cadenza range was developed, which has smaller planks (1,150 X 145mm) on HDF core with Uniclic Multifit click for the do-it-yourself (DIY) or home improvement market.



North American long length kiln-dried Oak is ready to be used at Unilin's Kedah, Malaysia, facility.

Combinations of species are also available and not surprisingly, given the close corporate connections with the European market and the USA, Oak is the major species accounting for as much of 60 percent of shipments from MWI.

At the entrance to MWI's Kedah plant is a new installation training center that also acts as a showroom for visiting specifiers and customers, where all possible flooring combinations are displayed. This project of Joyce Van Waelegheem, Product Development Manager Wood, "gives us the opportunity to show all the combinations in wood that we are capable of for markets all over the world. It showcases multiple options." However innovation is not confined to the technical, for changes are taking place in the market too, so MWI also supplies own brand flooring to major global distributors.

Unilin confirms that it uses both E1 and E0 (non-formaldehyde) adhesive, depending on customer requirements. In the depths of the plant is the laboratory where glue adhesion and a whole range of other tests are

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conducted, as would be expected from such a company. However the separately located color control facilities and disciplines are second to none. Control samples are logged and stored in dark and air conditioned storage, and are matched against each production run from color samples, which are also stored. The company also offers a sampling service of well-presented samples rather than relying on distributors, who offer their customers cut-up pieces from stock, which may not be fully representative of the grade produced.

MWI is committed to a range of environmental policies and is certified to FSC and PEFC with careful selection of its sources of raw materials from sustainable and legal forest resources. Unilin says it “advocates certification of forests” and is “committed to purchasing all our timber from legal sources.” Its HDF core is PEFC-certified and the Rubberwood

“is recycled, sourced solely from plantations” and the company is confident that all wood materials are legal and sustainable. The local non-plantation species such as Merbau and Kempas, and locally produced veneers for core material, are PEFC-certified through endorsement of the Malaysian Timber Certification Scheme (MTCS). The company also converted two years ago to production of water-based lacquer stains and finishes supplied by leading international manufacturers, except where oils or other specialized finishes are required. Unilin states that it “only uses adhesives corresponding to the E1-standard which fulfils the highest international environmental standards approved by accredited laboratories.” The plant is well equipped with chippers and boilers to process all wood waste, which produces sufficient energy to power all the kilns and presses without drawing on the national grid.



Four grades of American Oak product options are offered: Finesse, Nature, Marquant-Accent and Character.

The conclusion from visiting Unilin and touring the manufacturing facilities is a company with a high-tech, clean and efficient plant, well run with a passion for innovation and an ambassador for Malaysian industrial production in the wood industry. For more information, visit online at [www.unilin.com](http://www.unilin.com). ■

## BUSINESS TRENDS ABROAD

**Myanmar**—After the log export ban, which entered into force this spring, Myanmar is now working with the European authorities to export finished wood products to the EU, according to Eleven Myanmar e-newspaper.

To legally export wood products to the EU, the government has to become a member of the Forest Law Enforcement Governance and Trade (FLEGT) and through a voluntary partnership or VPA that includes commitments and action to halt trade in illegal timber.

Myanmar's minister for Environmental Conservation and Forestry, Win Tun, recently met with the EU representative Isabel Faria de Almeida to request technical aid and open more training courses.

The government will sell 60,000 tons of Teak this fiscal year and invite an open tender system to local entrepreneurs to export plywood and finished wood rather than exporting the raw product, said Eleven Myanmar.

Myanmar's exports of Teak, hardwood and other timber reached US\$947 million in the fiscal year 2013-2014, according to figures released by Myanmar's Ministry of Commerce.

A recent report from the Environmental Investigation Agency (EIA) shows that between 2001 and 2013, Myanmar's illegal timber exports amounted 6.5 million cubic meters with a net worth of US\$ 5.7 billion. This means that only 28 percent of Myanmar's timber exports were done legally, while the remaining 72 percent was done illegally. In the last 14 years, 8 million cubic meters of wood was traded without the permission of the Myanmar Timber Enterprise (MTE), which is the country's only body supervising local timber extraction.

Uncontrolled and illegal exports of lucrative Teak and other hardwood has led to increased deforestation in Myanmar, leading the government to halt timber exports.

Despite these difficulties, international firms are now eyeing to invest in local wood based furniture and industry and the government is keen on being able to expand local timber industry. ■

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## BUSINESS TRENDS ABROAD - Continued from page 17

**Europe**—The European Commission expects the use of biomass for energy in the EU to increase significantly to meet a legally binding target of at least 20 percent of the EU's total energy use from renewable sources in 2020. In response to the increased demand, the EU member states have estimated the direct supply of biomass from their forests to increase by 45 percent on a volume basis between 2006 and 2020.

A new study, led by Kristina Blennow from the Swedish University of Agricultural Sciences (SLU), shows for the first time that European private forest owners are not as ready to increase the supply of woody biomass for energy as assumed.

According to the European Forest Institute, 50 percent of the forest area in Europe is privately owned. The private forest owners' attitudes towards supplying biomass for energy so that the targets can be met and the related economic policy instruments are extremely important. Considering the beliefs and desires of the landowners in designing land-use policies is crucial for their effectiveness. This study shows that the future supply of woody biomass for energy from privately owned forests in Europe and the effectiveness of economic policy instruments to mobilize woody biomass from them have been overestimated.

An international team of scientists from the Swedish University of Agricultural Sciences, the European Forest Institute, the Technical University of Lisbon (Portugal), and the Swiss Federal Research Institute WSL base their report on survey data from 800 private forest owners operating across Europe. The data shows that although the forest owners generally asserted strong belief in a persistent and strong demand for woody biomass for energy use, their readiness to change the management objective to woody biomass for energy in forest stands currently managed for stemwood is low, even if it would lead to higher financial return. This shows that the attitudes of those who make decisions at the local level strongly influence the supply of woody biomass for energy from the European forest sector.

The findings of the team of researchers have strong implications for meeting the forest biomass share of the legally binding 2020 target for renewable energy in the EU and for the design of effective renewable energy policy. ■

**Switzerland**—According to sources a new lumber sorting line made by Springer started up operations at Despond mill, located here.

Lumber with lengths ranging from 4 to 5 meters is graded and sorted with a system capacity of 60 cycles. The package also comprises the MiCROTEC M3 scanner for moisture detection with a downstream VIS-can for strength measurement—the first of its kind in Switzerland, as the company said in the press release received by Lesprom Network.

"Thanks to the high degree of automation, we are able to cut our production costs significantly and our customers are given added value through this new system combination," said Despond owner Jean-François Rime.

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

**Canada**—Canadian forestry giant TimberWest Forest Corporation is considering a \$60-million pellet plant Vancouver Island Nanaimo, the Business in Vancouver (BiV) reported.

Construction on the project should start in the fourth quarter of this year and production is expected to begin in the next twelve months. It is estimated that the pellet plant will produce around 200,000 tons of wood pellets per year, made from leftover fiber material sourced from the forestry and manufacturing sectors, including the company's own forestry operations.

"It's a pretty complex project and we're in the process of doing our due diligence," said CEO Brian Frank, quoted by BiV. "We've commenced our engineering and design, but we have not gone to a final investment decision yet. So it's not a certainty, but we're working very hard to make it a reality."

Frank added that the company would likely make a final decision in the third quarter of this year. If the project goes ahead, it will be the first of its kind in coastal British Columbia. Unlike other plants that produce pellets, the facility would use exclusively 'residual' materials, such as tree-tops, branches and other waste that would otherwise be burned. Frank said the facility would also use materials, such as hog fuel and sawdust, from other producers.

TimberWest is among Western Canada's largest private managed forestland owner with 325,400 hectares/804,200 acres on Vancouver Island. The company also owns renewable Crown harvest rights to 700,000 m<sup>3</sup> per year. ■

**West Africa**—The upward movement in prices for the premium species continued into recent weeks and the new price levels seem well established. Producers have been emphasizing that they are currently close to the maximum log production limit in their government approved forest management plans and that it will be almost impossible to increase out-

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## BUSINESS TRENDS ABROAD - Continued from page 18

put any further.

The tight log supply is impacting local mills cutting for export and some are struggling to maintain full production. The rainy season is already beginning in some areas and mills are earnestly trying to stockpile logs in anticipation of the disruption to logging.

Producers report market demand continues firm and exporters have full order books for deliveries through to the third quarter. Buyers for the Chinese market are actively making regular and consistent purchases of Okoume logs, in particular from Congo Brazzaville.

Middle East markets are also said to be active and firming with sawn Okoume being the preferred species. Some exporters also report good business with mixed red timbers especially as these mixed parcels can be offered at prices that compete well with Malaysian mixed light hardwoods (MLH).

Exporters in Cameroon report that log exports are still well behind schedule because of the huge backlog of cargo at the port. Shipments have been hampered recently because of a delay in issuing a new contract for port operations.

A new port operator has been appointed and exporters are hoping that work will begin shortly to ship out a very large stockpile of well over 250,000 cubic meters of logs that has built up over the past weeks. Some observers speculate that, possibly next year, Cameroon may begin to tighten up on log exports by further restricting the number and/or volumes of particular species that can be exported. ■

**Ireland**—As in France, in 2013 the price of wood rose sharply in Britain and Ireland. In the first five months of 2014, this trend seemed to continue. In 2013, Irish prices of logs and softwood lumber increased by 20 percent. In early 2014, prices remained firm as demand remains at high levels. Ken Worrell operates 100,000 m<sup>3</sup> of wood per year in Ireland and United Kingdom. According to Worrell, the roadside prices of Sitka Spruce in Ireland are as follows: 60-90€/m<sup>3</sup> for sawnwood, 30-50 €/m<sup>3</sup> for pallet wood, and about 25 €/m<sup>3</sup> for pulpwood.

In the UK, the trend is the same. "Domestic demand for all species and all grades is currently very strong," said Oliver Combe, who is responsible for organizing computerized timber sales at the company Timber Auctions. On foot and per ton, white Spruce is marketed on average between 30 and 35 pounds per ton (approximately 37-43 €). All sawing qualities and pallet wood are in high demand.

The situation is similar in the case of softwood harvested in thinnings that sells for between 10 and 20 pounds per ton (12-24 €), on foot. On the other hand, hardwood from Beech, Ash and Birch is sold between 15 and 25 pounds per ton (18-30 €), on foot.

In both countries, the strength in demand and firmness of Roundwood prices can be explained by the sustained activity of the sawmills, as well as a good request for construction and packaging products. The market of exterior and garden wood (a British specificity) is trending upward since early 2014.

Due to high demand, manufacturers are increasingly trying to secure their supply. According to sources, this is driving prices up. ■

## BUSINESS TRENDS CANADA

### ONTARIO

While warmer summer weather affected business by causing changes in whitewood production and purchasing to a controlled rate, some contacts in the hardwood industry feel that this tightened purchasing could possibly affect pricing, causing supplies to be too lean throughout the summer. This changeover in species production could bolster the drying of Red Oak, which is a normal occurrence for this time of year. The other concern is whether supplies measure up against the rising demand, and how that would affect prices. As a result, changes made now could affect Red Oak's future.

Improved domestic activity and overseas exports are increasing demand for Ash, however, developing production is readily being absorbed on the market. Prices remain firm for this species.

With precautions taken in the spring and early summer to prevent stain in Basswood logs and green lumber it directly affected the volume of material entering the marketplace. As industry representatives are well aware, nature is not always cooperative, and so material flow was disrupted. Some contacts foresee supplies could be stretched thin before summer's end. Others noted a higher demand for this species. With U.S. residential construction picking up speed, the ongoing activity for Basswood is generally seen as steady for both green and kiln dried stocks, with prices mostly firm.

Birch continues to be a popular favorite as a light colored hardwood with consumers this year. Cost has also played a factor over other species for buyers. Sawmills advised that demand is keeping pace with production.

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FSC SMARTWOOD Limited Forestry PARTNER PA Sustainable Forest Initiative

The Minister of Natural Resources, Greg Rickford, announced on June 27th that a call for proposals is now open for companies to submit applications to benefit from the renewed Investments in the Forest Industry Transformation program. The deadline for submissions is October 30th.

"It has a particular emphasis on bringing innovative, commercial sale technologies to small to large-size companies in the forestry sector focusing on innovation to diversify the products they make and to improve their production capacity and efficiency," he said.

Rickford also announced funding of \$90.4 million to be allocated to projects that support jobs and implement highly innovative commercial-scale technologies. The Minister made the announcement in advance of meetings with his provincial and territorial forest minister counterparts.

The IFIT program was renewed under Economic Action Plan 2014 as a key component in the Government of Canada's continuing support for innovation in the forest industry. Since 2010, 11 projects have been announced under the IFIT program.

The Wood Manufacturing Council (WMC) launched in mid-June a project to conduct a new national Labor Market Information (LMI) Study for the Advanced Wood Processing Sector. The Council will work with sector stakeholders to produce a comprehensive LMI sector study to identify short- medium- and long-term Human Resources issues and challenges, which will serve as a basis for the development of a Human Resources strategy for the future of the sector. The project will also include a second component, which is the updating of five of the Council's National Occupational Standards (NOS), to support standardization and labour mobility.

These two initiatives are much-needed updates of past, successful endeavors that were used by Canadian wood manufacturers, governments, equity groups and associations to understand the industry and its HR challenges and to work more effectively. Previous WMC LMI studies have been utilized extensively throughout the sector, and the updating of the standards for such occupations as finisher, wood machinery operator and supervisor will benefit employers, employees and educators alike.

For more information on the WMC, its members, programs and activities, please visit <http://www.wmc-cfb.ca/>. ■

**QUEBEC**

The end of the spring run on the regionally important species Hard Maple bolstered green Hard Maple supplies. Logging and green lumber production were reported as being more controlled heading into the summer months, noted some contacts. Some in the industry have doubts that Hard Maple inventories will be sufficient to cover the market's needs. Therefore, many are restricting purchases to manageable quantities. The decision is based on purchased quantities involving coordinating receipts with stacking and drying capabilities. There are some price fluctuations reported for this species for selective grades and thicknesses of green stocks. There is a similar pattern developing for Soft Maple logs and green lumber. Mills are controlling the pace, but are keeping up with demand. Again, there is the concern of kiln-dried inventories covering market needs without stretching too thin. Overall, activity is stable.

Sawmills focused on Red Oak production and other species more tolerant of stain. Sawmills and concentration yards have more kiln-dried Red Oak available for sale compared to earlier in the year. Contacts feel there may be price corrections should supplies surpass market needs.

According to reports, market activity for pallet and lumber cants remains brisk, with availability noted as tight, with some pallet manufacturers having a hard time to come up with adequate quantities from local suppliers. It was reported that board road materials in the spring were adequate to support construction activity. Since then, production has maintained a sufficient supply availability.

According to a Conference Board of Canada report released in the spring, the Board expects that real GDP will grow further in 2014, due in large part to a rise in business investment and stronger exports. Nevertheless, Quebec's economy will continue to underperform relative to that of the rest of Canada. This underperformance also affects nominal GDP growth (the broadest measure of the province's tax base). As a result, revenues are projected to grow modestly over the next few years. In order to balance its books, the previous Parti Québécois (PQ) government set forth a budget that would hold program spending growth to roughly the pace of inflation—a target that is unlikely to change given recent news that the deficit for 2013–14 was larger than previously estimated and that the newly elected Liberal government remains committed to its promise to balance the books in 2015-16 and address Quebec's chronic debt problem. At 50 percent, Quebec's debt as a share of GDP is the highest in the country.

Based on the latest Conference Board forecasts of economic growth,

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**Import/Export Wood Purchasing News**

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**Softwood Forest Products Buyer**

[www.softwoodbuyer.com](http://www.softwoodbuyer.com)

**Imported Wood Purchasing Guide**

[www.importedwoodpurchasing.com](http://www.importedwoodpurchasing.com)

**Forest Products Export Directory**

[www.forestproductsexport.com](http://www.forestproductsexport.com)

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## BUSINESS TRENDS CANADA - Continued from page 20

Quebec's own-source revenues (total revenues less transfers from the federal government) are likely to be significantly weaker over the next two years than the estimates contained in the PQ's February budget. Overall, the Board's projections suggest that the government will fall approximately \$800 million short of balancing its books in 2015-16 even if it does manage to achieve the optimistic spending targets laid out in the February budget.

The outlook for growth over the next two years, notes the report, is a bit brighter. Annual growth is expected to average just 2 percent this year and next, trailing most other provinces. Residential investment has been weakening over the past year, and more declines are expected in the near term. In addition, weakness in business non-residential construction is holding back growth this year. However, there are some major projects that will support spending. For example, a diamond producer is set to begin construction on its new diamond mine in the north-central part of the province, and construction is ongoing at Ericsson's new high-tech research and development center near Montréal and at McInnis Cement's brand-new cement plant in the Gaspé region.

Machinery and equipment investment get a boost from new provincial tax credits for the upgrading of manufacturing equipment, which will help the provinces' industries become more competitive (an area where they have lagged behind the Canadian and U.S. averages). The manufacturing industry exports more than half of its production, and with the improvement in the U.S. economy and the lower dollar, Quebec's trade deficit should improve significantly over the near term and add to bottom-line growth for the province.

On the downside, continues the report, the government sector will continue to contribute very little to real GDP over the near term. Also hampering economic growth is the housing market. With fewer immigrants arriving and fewer people buying new homes, consumer spending on durable goods (which includes appliances and furniture, and accounts for the largest single component of goods consumption) is down. This presents a major risk to the forecast over the next few years, as the weakness in housing starts will likely continue. ■

## BUSINESS TRENDS U.S.A.

### LAKE STATES

Raw materials like White Oak, Hickory and Ash are popular hardwood items in the Lakes States region. "Activity is good in our area," a contact in Michigan noted. "Everybody is busy and demand is good. Ash is moving on the export market, Hickory is hot on the domestic side and White Oak is popular with both markets, but probably heavier to the domestic side.

He continued, "Inventory levels are average and our prices are up. I anticipate prices to flatten out as we move out of the summer months. Transportation costs have been tough because trucking availability is down. Competition from other industries is making it tough. Certain areas also don't have anything nearby for a backhaul. So there a lot of options for truckers and they are reluctant to go into those areas that they can't bring something back from."

When asked about his customers comments he said, "Everybody seems to be pretty strong overall. We are only hearing positive outlooks for the remainder of the year."

A hardwood supplier in Minnesota said his business activity is 15 percent better than the same time period in 2013. "Our predominate species here is Hard and Soft Maple, Red Oak and White and Yellow Birch. Currently there isn't enough supply to go around and the wood basket isn't big enough to feed us all."

When asked about his biggest challenge today he said, "It's hard to keep a decent inventory without paying too much for it. That's the biggest battle we have in front of us right now."

When asked about transportation he said, "We're in the best place in the world for some of the best hardwoods but the worst spot to ship it anywhere. Lake Superior is to the north of us so we are really dealing with a landbase that's east, west and south. We're not surrounded by land as much as others so it does make it difficult."

He said his customers indicated they expect conditions to soften over the next few months. "We have some Maple users who are saying the price keeps creeping up and they are backing off their orders a bit. We have several customers that order consistently so it's not really a concern for us but they are saying that finished goods are seeing a slower market."

A source in Indiana said, "I think our region is going to see a pick up a little bit. There were tough winters and tough break ups for everybody throughout Indiana, Ohio, Michigan and Wisconsin. When the inventories drop for all the larger producers I believe we'll see a pick up in business. ■

Continued on page 22



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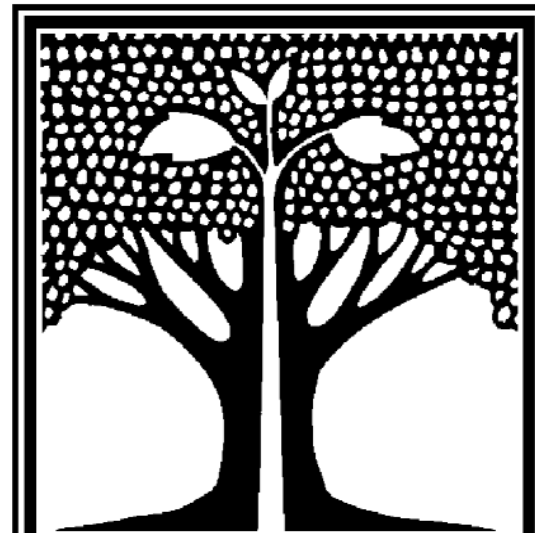
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**NORTHEAST**

Every market has its highs and lows. The Northeast lumber activity has slowed. In New Hampshire, a contact said, "Things are sluggish right now. It's definitely a little quieter than it has been in recent weeks."

He attributes the lull to the summer season. "A lot of people took vacations and that's typical for this time of year," he noted.

Handling Hard and Soft Maple, Red and White Oak, Cherry, Hickory and Yellow Birch he indicated some slight log availability issues. "Logs have been difficult. People are paying high prices for the logs that are available and we're just not having a lot of offers coming to us on logs right now."

When asked about inventory levels he said, "Our inventory is medium to low and our prices are holding their own. We have seen a lot of 'no stock available' in the past few weeks. Ash is the primary species that is moving right now and we just don't have any to offer. All thicknesses and all grades of Ash are moving faster than we can get them."

He said his export markets have cooled off. "The requests for Red Oak have been reduced. Our overseas markets continue to ask for Ash, which is unavailable."

Trucking availability is a constant challenge as one source in Massachusetts said, "Finding trucks to haul the lumber out of the sawmill is challenging. If you order one you might see it in three or four days. It's very rare that you'll get one the next day. Other products are offering a higher dollar to haul as opposed to lumber."

He said his customers are reporting quieter markets overall. "They do have steady business, it's just a little quieter with a lower volume than in the beginning of the year."

As for what remains in 2014, the source said, "We expect things to pick up. Activity will pick up in the fall and we'll see a strong finish."

In Pennsylvania a hardwood supplier said business conditions are good. "Business is not fantastic but we've had shipments going out and we're encouraged about the market. The people that we've been talking to, especially in the U.S., are looking forward to business picking up. The exports have slowed down a little but I think that domestics will pull back up. Asia seems to have slowed down but the domestic market is going to keep it strong."

When asked about specific species movement he said, "Hickory has been strong along with Walnut, Hard and Soft Maple and Cherry. Red Oak has tapered off but the prices just got too high for everybody in the supply chain."

He continued, "Our inventory in front of the dry kilns has increased by three turns. That's where we want it to be right now. The available inventory that we have to sell is down 70 percent from what we used to have. So our particular company is inline for a good market. Others in this region may not have the same projections, but we've bought smart and we're in a good place." ■

**SOUTHEAST**

The Southeast region is experiencing good hardwood lumber market activity, according to sources. In North Carolina a contact said, "Business has improved by about 10 percent from last year. Supply is beginning to increase a little bit. I think that is related to the weather improving."

He said transportation issues are a primary concern for his operation. "Transportation is a real problem. People are cautious about letting their inventory run down. I think trucking lines are also having a hard time finding qualified drivers."

As for export markets he said, "Exports to Asia are not as strong as they used to be. But we are seeing the domestic market strengthen."

When asked about individual species he noted, "Right now White Oak and Poplar are our best moving items. We don't buy much green lumber but our log prices are about the same as they have been."

In Mississippi, a supplier said, "Our customers expect their demand to remain the same. Their inventories are getting in better shape and they are not as anxious as they were in the first part of the year."

He continued, "We've had better weather lately, which has sped up the drying process for Red and White Oak. Four-quarter FAS Red Oak is picking up and prices are reflecting the demand increase. Poplar is moving well and Ash has hit the international market by storm. Green lumber availability has loosened enough to ease price pressures for No. 2 A and Better."

When asked about transportation issues he said, "Trucking availability is tight right now. I expect it will loosen up as we move into the fall because produce will cool off a little and competition for trucks will be lower."

A hardwood supplier in Tennessee said Pecan and Hickory are moving on both domestic and international markets. "Export markets are showing a lot of interest in these species. But some of the mills are more cau-

Continued on page 23



## BUSINESS TRENDS U.S.A. - Continued from page 22

tious about handling them because of stain and degrade possibilities.”

The source noted that new home construction has not increased as analysts forecasted in the beginning of the year. “Secondary manufacturers built their raw material inventories to meet demand, not exceed it,” he explained.

When asked about pricing he said, “Prices are steady. Poplar production has increased and pricing is adequate. Kiln-dried supplies are steady but we are seeing limited availability of green lumber.”

As for the remaining months in 2014, the contact said he expects flat conditions. “We don’t expect a big jump one way or the other. We’re on par with last year at this point. If we do anything we may see small gains.” ■

### WEST COAST

Energy on the West Coast is high for hardwood lumber suppliers. According to a source in Oregon, increased sawmill production and faster dry kiln turns have been the reason for improved market activity. He said, “The market kicked off in our area on a good note in the beginning of the year. Prices are holding firm and each quarter continues to bring improvements.”

When asked about supply he said, “Supply issues have improved marginally. Demand is growing momentum both domestically and on an international level. Exports are at record levels right now and industrial grade lumber is moving. Overall business is good across most sectors. Our customers continue to report positive outlooks.”

A hardwood supplier in Washington said transportation is a focus of his concern. “Logistic issues are tough right now. Getting the orders is not the problem, getting them shipped is. We may have a load on the ground for seven days before it leaves our facility. We’ve lost some business because of the delays. Not a considerable amount, but all the same we have lost some.”

As for species movement he offered, “Alder and Hard and Soft Maple are moving well. Poplar has trended down along with Oak because the prices got so high.”

He indicated activity has been spotty but good overall. “We’ll have a cycle for 60 days where we see increased activity and then it will drop off again. We specialize in the higher end markets and as such our markets are different than the general building trade. We’ll see a pick up again around October.”

In California, a hardwood supplier said, “We do a lot of importing and there are a lot of containers coming through the ports. Inspections continue to tighten up and the rules seem to continue to change.”

As for his customers’ markets he said, “Most of our customers are in a good position this year. Everyone seems to be positive and orders have increased all around. The water is still a little tepid and nobody is buying inventory based on projection of sales going up. We’re still keeping our inventories steady and ordering just-in-time, which is how our orders continue to come in.”

When asked about the remaining months in 2014 he said, “We have experienced better activity this year than in the last three years. Everyone that I talk to is excited and positive.” ■

## NEWSWIRES

**Liberty, Pennsylvania**—Wheeland Lumber Co. Inc., based here, recently installed a new Cleereman linear carriage, and upgraded their existing headrig Innovec 3-D scanning to the new USNR YieldMaster G3. Derek Wheeland also indicated more changes are on the way. “During the latter part of 2014, we will be installing a 33 bay bin sorter with a complete stacker system,” he explained. “This system will integrate flawlessly with the new trimline and controls recently added. We will also install an 80,000-board-foot capacity kiln from SII Dry Kilns.”



Derek Wheeland

Wheeland Lumber Co. is a member of the National Hardwood Lumber Association, Hardwood Manufacturers Association, Penn-York Lumbermen’s Club, Wood Products Manufacturing Association, American Hardwood Export Council, the International Wood Products Association, Sustainable Forestry Initiative of Pennsylvania and the Pennsylvania Forest Products Association.

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

**Union City, Pennsylvania**—Ron Jones Hardwood Sales Inc., headquartered here, continues to make upgrades and additions to its facilities in Franklin, Pennsylvania. The company is scheduled to begin installation on two additional pre-dryers from SII Dry Kilns, Lexington, North Carolina by the end of September. “We just inked a deal to have a few more pre-dryers constructed by SII in late September,” President/Sales Steve Jones said.

Continued on page 24

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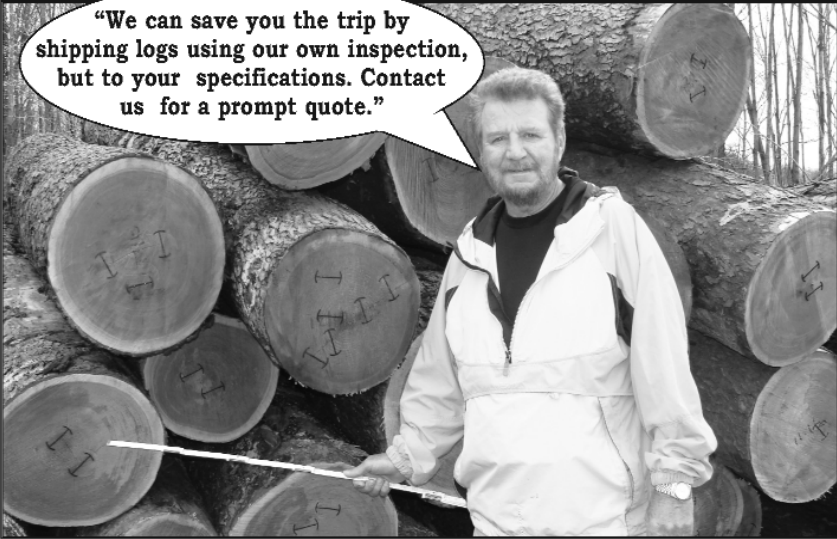
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**NEWSWIRES** -Continued from page 23

With a heavy-duty aluminum fan wall, the pre-dryers are custom designed by SII to meet the desired size and airflow needs. The center fan wall with reversing fans allows loading from both sides and larger holding capacities. The pre-dryers are also equipped with humidity sensor controls that monitor climate changes and shut down fans when required.

Jones added, "These additional SII pre-dryer fan bays will continue to keep our lumber bright, help reduce the natural degrade that can occur on an air drying yard and will aid in shortening the amount of time our lumber is drying in the dry kilns."

In addition the company recently completed construction of a t-shed, which is 45'x160' to enhance the air-drying of their lumber.

According to Jones the new pre-dryers will also increase the operation's monthly footage volumes of lumber available for sale. "We are always evolving and seeking ways to increase our drying efficiencies and production volume," he said. "More importantly we continue to look for ways to improve the quality of the Hardwood lumber we dry, manufacture and package."

Ron Jones Hardwoods Sales Inc. is a family-owned and operated business. Located in Northwestern Pennsylvania, the company specializes in domestic and export sales of Northern Appalachian kiln-dried and green Hardwoods.

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

SII Dry Kilns, Lexington, North Carolina, manufactures conventional package-loaded kilns, single and double track-loaded kilns, various types of fan sheds, as well as multi-zoned pre-dryers. For more information visit [www.siidrykilns.com](http://www.siidrykilns.com). ■

**Memphis, Tennessee**—The Hardwood Forest Foundation, located here, recently partnered with Western Hardwood Association (WHA) to host more than 60 children for a day of learning at World Forestry Center (WFC), located in Portland, Oregon. The event was in conjunction with WHA's International Convention & Exposition.

"From the first time I visited the World Forestry Center, I've believed it to be amazing. It has always been a goal to one-day partner WFC with the Foundation and there's no organization better than WHA to help this partnership happen. As I expected, the children we hosted crawled over the place from the second they entered the facility. WFC offers so much for them to explore and consequently learn about the marvels of sustained forestry," said Charley Fiala, Foundation Vice President, WHA Member and West Coast Salesman for GMC Hardwoods Inc.

"WFC is built for kids of all ages. There are multiple exhibits and rides that I knew would excite and delight youngsters. There's a wet-free raft ride and even a canopy lift where you can get a birds-eye view of the forest. The museum inspires curiosity and encourages active learning. The end result is a better informed child about people working in the forest

Continued on page 25



Steve Jones



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**SEPTEMBER**

**Global Buyers Mission (BC Wood), 11th Annual Meeting**, Whistler, BC. For more information: www.bcwood.com. Sept. 4-6.

**FMC China 2014, Furniture Manufacturing & Supply China**, Shanghai World Expo Exhibition & Convention Center, Shanghai. For more information: www.fmcchina.com. Sept. 10-13.

**OCTOBER**

**National Hardwood Lumber Association Annual Convention & Exhibit Showcase**, Red Rock Casino Resort & Spa, Las Vegas, NV. For more information: www.nhla.com. Oct. 8-10.

**NOVEMBER**

**APA-Engineered Wood Annual Meeting and Info Fair**, JW Marriott, San Antonio Hill Country Resort & Spa, San Antonio, TX. Contact: mliley@engineeredwood.org. Nov. 8-11.

**North American Wholesale Lumber Association, Traders Market**, Hyatt Regency Chicago, Chicago, IL. Contact: www.nawla.org. Nov. 12-14. ■

## NEWSWIRES Continued from page 24

and how the forest regeneration cycle works," Fiala added.

In a world where technology is at the forefront of education, WFC provides a virtual experience and the Foundation supports this type of learning.



HHF and WHA Host Learning Event At The World Forestry Center

"One of the exhibits lets visitors simulate being a smoke jumper, descending to fight a forest fire. Who wouldn't want to do that one? Another favorite is the virtual feller buncher, where visitors not only harvest trees, they have to do it in a way that is timely and appropriate to guidelines," Fiala said.

In addition to the WFC visit, Fiala and Foundation Executive Director Crystal Oldham presented Truth About Trees to the children and served them a pizza lunch.

Looking ahead, the Foundation seeks to expand its range of education through partnerships similar to the one created with WHA.

"The best way to spread the word about the great success story of our regenerating North American forests is by joining in with other groups who have a shared interest in our forests. The WHA Annual International Convention and Expo is an ideal place for the Foundation to network and get others energized about our mission. We get to tell the story of growing trees in the United States and Canada and how they are used in our everyday lives. Attendees were from around the world and we had many conversations about how they can take our teaching tools back with them to their home countries," Fiala said.

Founded in 1989, the Foundation, a 501c3 organization, has been involved in a variety of educational programs and activities throughout the United States and Canada. Since its creation, NHLA has supported its efforts and hosted its office in the NHLA headquarters, located in Memphis, Tennessee. ■

**Morton, Washington**—TMI Forest Products and Welco Lumber Company USA recently announced the formation of Alta Forest Products LLC, a partnership between two of the longest standing and premier Western Red Cedar manufacturers in the forest products industry.

Alta Forest Products will take over ownership and all operations of the assets of TMI Forest Products and Welco Lumber Company USA, including the four manufacturing facilities located in Morton, Washington, Shelton, Washington, Amanda Park, Washington and Naples, Idaho. This agreement will help secure employment to the local communities and strengthen the regional economy built on the growing lumber industry. Alta Forest Products will provide continued employment for over 400 individuals and have an annual production that will exceed 300 million board feet of finished goods.

"Alta Forest Products is in a position to provide our customers with the best products available through the most efficient manufacturing facilities and supply chain," a representative said in a press release. "Our team will utilize our unique synergies to effectively deliver the best renewable resource based building products in the most environmentally conscious manner."

Alta Forest Products will be governed by a Board of Directors and managed by an executive group that will consist of Mike Pedersen as President and CEO, Jeffrey Cood as VP of Sales, Peter Stroble as COO and Brian Cox as CFO. For more information visit [www.altafp.com](http://www.altafp.com). ■

**Vancouver, British Columbia**—International Forest Products, based here, recently proposed formally changing the company name to its trademarked nickname, Interfor Corp.

"The change will provide a direct link to our traditional trade name and build on the successful rebranding efforts undertaken in recent years using the Interfor name and logo," said President/CEO Duncan Davies. "The new name will also be consistent with the formal names of our U.S. subsidiaries, which now account for more than 50 percent of our production."

Shareholders approved proposals to change the company's name to Interfor Corporation from International Forest Products Limited, and to simplify the company's share structure.

Interfor is a growth-oriented lumber company with operations in Canada and the United States. The company has annual production capacity of 2.6 billion board feet and offers one of the most diverse lines of lumber products to customers around the world. For more information about Interfor, visit [www.interfor.com](http://www.interfor.com). ■

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## A guide to U.S./CANADIAN SOFTWOOD FOREST PRODUCT EXPORT SUPPLIERS

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# A guide to U.S./CANADIAN SOFTWOOD FOREST PRODUCT EXPORT SUPPLIERS

Import/Export Wood Purchasing News' worldwide circulation is distributed to companies that purchase both Hardwood and softwood products

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