

2014 Inter-Industry Annual Hockey Match



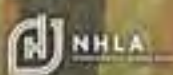
Members of the green team (Sechoir Mec Inc.) that played at the 4 Glaces in Brossard, QC, in conjunction with the recent Canadian Hardwood Bureau (CHB) meeting, held in Montreal QC, included: (Front row, from left) Mario Brunet, Nationwood Inc., St-Andre-Avelin, QC; Patrice Carrier, Hub International Ltd., Montreal, QC; Marc Legros, PG Model, Saint-Edouard-de-Lotbiniere, QC; Patrick Gagne, Prime-wood Lumber, Drummondville, QC; Charles Pepin, Les Bois Poulin Inc., Shawinigan, QC; Dave Williams, Champlain Hardwoods Inc., Essex Junction, VT; Richard Keeso, J.H. Keeso & Sons Ltd., Listowel, ON; and (Back row, from left) Lloyd Lovett (coach), King City/Northway Forwarding Ltd., Montreal, QC; Jacques Cyr (coach), Les Bois Jacques Cyr Inc., Boucherville, QC; Brent Stief, Huron Forest Products Inc., Alliston, ON; Dany Houde, PG Model, Saint-Edouard-de-Lotbiniere, QC; Patrick Fortin, Bois Maron Ltee., St-Eustache, QC; Eric Vigneault, Vexco, Princeville, QC; Christian Pelegi and Peter Gean-noumes, King City/Northway Forwarding Ltd., Montreal, QC; Audet Jean Francois, Primewood Lumber, Drummondville, QC; and Dion Jean Francoise, Scierie Dion et Fils Inc., Saint-Raymond de Portneuf, QC



The score was 14-14 in the annual green/white match-up played during the CHB this year. Members of the white team (King City) were: (Front row, from left) Jean-Paul Lupien, MKM QC Inc., Repentigny, QC; Jean Francois Bouchard, Goodfellow, Delson, QC; Vincent Caron, Groupe Savoie Inc., St-Quentin, NB; Denis Maheux, UCGE, Trois Rivi-eres, QC; Eric Porter, Abenaki Timber Corp., Kingston, NH; Claude Cadrin, C.A. Spencer Inc., Laval, QC; and Mario Welsh, Ecole Forestiere, Duchesnay, QC; (Back row, from left) Michel Hamel, La-combe Planing Mill, Laval, QC; Denis Daviault, Bois PBF, Prevot, QC; Jason Somers, Groupe Savoie Inc., St-Quentin, NB; Tommy Beaudry, Bois Saxby Inc., Sherbrooke, QC; Martin Vaillancourt, USNR, Plessisville, QC; Michel Ferron, C.A. Spencer Inc., Lachute, QC; Marc-Olivier Laflamme, Boscus, Montreal, QC; Frederic Malo, Bois Malo, Sainte-Melanie, QC; and coaches not pictured: Yvon Lambert, Con-cept Yvon Lambert, Montreal, QC; and Daniel Hebert, Les Sechoirs a bois St-Roch Inc., St-Roch-de-l'Achigan, QC



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IWPA - Continued from page 1

fronts with EPA, the California Air Resources Board regulations, and investigations into the plywood trade. She and her team are lobbying for commonsense reforms of the Lacey Act and renewal of the Generalized System of Preferences.”

She continued, “The Board began a strategic planning session to ensure that the IWPA grows its influence and membership while remaining committed to our mission and guiding principles. Through our strategic planning process we reached out and interviewed members and stakeholders to understand the challenges and opportunities for our industry. Our members are primarily involved in the direct import and distribution of imported wood products. The remaining segments of membership support our efforts through providing ports, transportation, insurance and other services.”

Newman added, “IWPA members are resolute in their conviction that the forests of the world are better off because of the trade of wood. ‘Wood is good’ isn’t just a slogan for a bumper sticker. It is a fact.”

Following Newman as IWPA president is Chris Connelly, who is associated with Wood Brokerage International.

IWPA hosted attendees in two days’ worth of informational sessions that included various topics, such as: an Economic Forecast, an ITC Hardwood Plywood Case Debrief, Lacey Act Update and Global Strategies and Challenges for Legal, Sustainable Wood Supply.

Networking opportunities were plentiful as well during the IWPA meeting. Receptions, fishing expeditions, and a 3K Fun Run/Walk were among the extracurricular planned activities.

IWPA is headquartered in Alexandria, VA. For more information visit online at www.iwpawood.org. ■

S.E. ASIA - Continued from page 1

niture Fair Indonesia (IFFINA) deposed from its usual venue and date to take place later and on the edge of the city. The new UBM launch of the inaugural Indonesia International Furniture Expo (IFEX) in Jakarta claimed, in pre-show publicity, to be an extension of the old show, but the only obvious continuity seemed to be the Indonesian organizing company, which has jumped ship from IFFINA to IFEX. Vietnam’s international show VIFA clashed exactly with the IFEX dates, but the International Furniture Fair Singapore (IFFS) changed to a slightly later slot. This was presumably to minimize that clash and also to link closer to upcoming shows in China for the convenience of visitors from outside Asia planning to travel on. IFFS co-located with “The Décor Show and Hospitality 360°” to widen the appeal of the offering to interior designers and developers. The Thai International Furniture Fair (TIFF) managed to overlap with four other shows at the end of the round and may have risked the absence of buyers and media suffering either from furniture fatigue or the inability to be in four places at once.

EFE & MIFF, Malaysia: Malaysia ranks as 8th largest exporter of furniture in the world and exports around 80 percent of its production, valued at RM7.4 billion (US\$2.27 billion) in 2013. With large markets in USA, Japan and Australia, it has

a strong position in the global furniture industry. With tremendous growth in exports to UAE, Saudi Arabia, the Philippines and Russia, Malaysia is now eyeing countries like Algeria, Greece, Puerto Rico and Libya. It has always been known for its wood based, low-end furniture, based on abundant natural resources of natural species and plantation Rubberwood. The government has set an annual growth target of 6.5 percent for wood based furniture, targeted to reach up to RM53 billion (US\$16 billion) by year 2020. The government also plays an important role in nurturing the industry, providing Pioneer Status for tax exemption and Investment Tax Allowance, and it claims the pro-business environment makes doing business easier and faster. Despite numerous economic downturns, the industry is still supported by strong demand from most of its target markets but has suffered from the downturn in USA. With lower priced Chinese and Vietnamese furniture posing strong competition, some Malaysian furniture continues to try to set itself apart with original design that places importance on aesthetics - through using high value species such as American hardwoods. AHEC has been a long-term hardwood promoter at MIFF – as also this year.

VIFA, Vietnam: Always a smaller show than the others in the region, this Saigon show is never representative of the whole furniture industry with many of the larger companies elsewhere engaged; and none of the Taiwanese manufacturers present, who are estimated still to control more than 50 percent of the manufacturing capacity. Nevertheless AHEC remains a regular exhibitor, promoting generic American hardwood species, given the huge market that Vietnam has rapidly become, dominating all other US hardwood shipments to SE Asia, valued at US\$195 million in 2013. John Chan and his staff attended the show again and took the opportunity to engage in other furniture industry events in Saigon.

IFEX, Indonesia: This is the new face in the Asian furniture event circuit created by UBM and supported by the Indonesia Furniture Association (AMKRI) and the government of Indonesia, but not ASMINDO which still organizes the now later IFFINA show. In this case AHEC decided to go with IFEX as the more likely international show. A good turnout of foreign and local visitors was reported for the first day and the exhibitors, mainly Indonesian, seemed pleased with the level and frequency of buyers. The majority of furniture collections were wood-based – featuring Teak, reclaimed material, plywood, veneer, a small amount of American hardwood as well as bamboo and rattan. Noticeable trends on display focused on sustainability, outdoor collections including rattan and some high-end furniture. Promoting young designers, within every hall there was an area dedicated to them exhibiting anything from chairs to lighting.

IFFS, Singapore: This is the top of the tree for higher end furniture, of superior quality and design; generally well presented by producers from 35 countries around the globe showing to a very international audience from 100 countries. Singapore companies account for SD\$6 billion (US\$4.7 billion) in sales and growing, many with design at the heart of their success. At the show American hardwoods were well in evidence with Black Walnut and White Oak most prominent, but surprises were also there to be found, such as one Malaysian manufacturer using Tulipwood (Yellow Poplar) painted to look like metal! Good design was everywhere in a huge array of design events across the city under the brand of “SingaPlural” including the opening of the National Design Centre by the deputy

Continued on page 23



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5/4 FAS 18m'

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4/4 FAS 5" 20m'
4/4 FAS 7.5" wider 18m'

WHITE OAK

4/4 FAS 40m'
4/4 FAS R2E 4.5" 6m'
4/4 FAS R2E 5" 10m'
4/4 FAS R2E 5.5" 8m'
4/4 FAS R2E 6" 4m'
5/4 FAS 55m'
6/4 FAS 60m'
6/4 FAS 5-6" 12m'
6/4 FAS 6-7" 11m'
8/4 FAS 12m'

POPLAR

4/4 FAS 17m'
4/4 FAS 15/16 15m'
5/4 FAS 17m'
6/4 FAS 20m'
7/4 FAS 40m'
7/4 FAS 12" wider 22m'
8/4 FAS 50m'
8/4 FAS 12" wider 23m'
9/4 FAS 14m'
10/4 FAS 8m'
10/4 FAS 12" wider 14m'

RED OAK

4/4 FAS 7.5" wider 15m'
4/4 FAS 10" wider 30m'
5/4 FAS 10" wider 18m'
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6/4 FAS 10" wider 35m'
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2 x 40' 4/4 Hard Maple #1 Com Sap & Better
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Forward thinking.

Prime Minister.

AHEC arranged the supply of American hardwood material to the Singapore Furniture Industries Council (SFIC) to decorate this year's IFFS opening ceremony backdrop. It took center stage at the design seminar area in Hall 6 at the Singapore Expo where the Trade & Industry Minister, Lim Hng Kiang as Guest of Honor, officiated the opening.

The structure of American Black Cherry veneer was designed by the award winning local designer Jarrod Lim, who spoke about his structure saying, "I wanted to use the American Cherry veneer in an unusual way, rather than just as a surface, giving it real texture, which I believe we have achieved." And that was not the only AHEC backdrop hanging around town during Singapore's Design Week under the "SingaPlural" design week brand. Right down the iconic Orchard Road, were banners bearing the AHEC logo as supporter for the design week linked to the furniture fair. AHEC's relationship with the Singapore's Furniture Industries Council as sponsor of events goes back many years, and this was no exception.

American hardwoods at the shows: In the final analysis these furniture shows have perhaps displayed less American hardwood lumber than in previous years, at a time when U.S. exports to Southeast Asia have continued to rise significantly. The explanation here appears to be a greater use of veneer, coupled with the absence from the shows of many manufacturers using U.S. hardwood lumber for leisure and residential projects, which do not exhibit. Furthermore, the increased use of American species in flooring and other products accounts for a significant part of the increased consumption of U.S. hardwoods in Southeast Asia. Overall an air of returned confidence presided at the shows, buoyed by increasing demand from within Asian domestic markets for furniture. ■

CHB - Continued from page 1

from eastern Canada and the northeastern U.S. Brent Stief, Huron Forest Products, the Chairman of the Canadian Hardwood Bureau, presided over the event, which is organized yearly to provide those in the Canadian Hardwood industry with the opportunity to get together, learn and network. Sponsorship support was provided by HUB International Quebec Ltee and by U-C Coatings. The 16th annual Industry Hockey Game, organized by Jean-Paul Lupien, MKM QC Inc., ended in a 14-14 tie.

The program featured an impressive line-up of presentations that included:

Denis Staples, President, Deslaurier Custom Cabinets presented "That Will Never Work- Recognizing When Opportunity Knocks." He touched on the challenges and opportunities resulting from the devastating fire the company faced in 2009, along with some environmental and kitchen industry trends and developments.

"Global economic outlook and investment opportunities" was presented by Martin Roberge, Portfolio Strategist and Quantitative Analyst at Canaccord Genuity. Roberge is responsible for providing tactical asset mix and sector rotation research and recommendations to the firm's retail and institutional clients. He holds the CFA designation

and is a member of the Montreal Society of Financial Analysts.

Dr. Nigel Roulet spoke on climate, trees and carbon with "Adventures in Carbon and Climate – Trying to see the Forest for the Trees." He is a James McGill Professor of Biogeosciences in the Department of Geography and is a former director, McGill School of Environment (2003 to 2008) and director, Centre for Climate and Global Change Research, McGill University from 1996 – 2002. Dr. Roulet was a contributing author to the 2nd - 4th scientific assessments of climate change by the UN's Intergovernmental Panel on Climate Change.

The Canadian Hardwood Bureau meets next on October 10, 2014, at the National Hardwood Lumber Association Convention in Las Vegas, NV. ■

AHEC NEWS - Continued from page 2

Scale Infinite is not just an exciting wood sculpture, it is also part of a unique research project that is advancing the knowledge of timber construction and sustainability. This project is the first-ever use of hardwood for cross-laminated timber, which is usually made from softwood. American Tulipwood (*Liriodendron tulipifera*), whose name is derived from its distinctive tulip-shaped flowers, is an abundant and relatively inexpensive American hardwood. Crucially for this project, it is incredibly strong and stiff for its weight. Testing carried out in Italy last year during the production of the original Endless Stair structure, has shown that Tulipwood is up to 3 times stronger in rolling shear than typical construction softwood, such as Spruce. Therefore, the three-ply CLT panels that make up the treads and balustrades only need to be 60mm thick. According to AHEC's European Director David Venables, "This project is helping to demonstrate that hardwoods, with their high performance and attractive appearance can add a new dimension to future timber construction. We are really excited about bringing the structure to this important event in Milan and believe it will be a major attraction and talking point." The latest reincarnation Scale Infinite pushes the design of the CLT elements even further by using performance data gathered from the London installation. Experimenting with the re-arrangement of landings and extending the cantilevering top flight to its limit has lifted the engineering design to a new level.

Scale Infinite is a deliberate contrast in material, scale and composition to its harmonious new backdrop in Milan. It is an aesthetic provocation and, as ever, adds a new dimension to the context in which it stands. ■

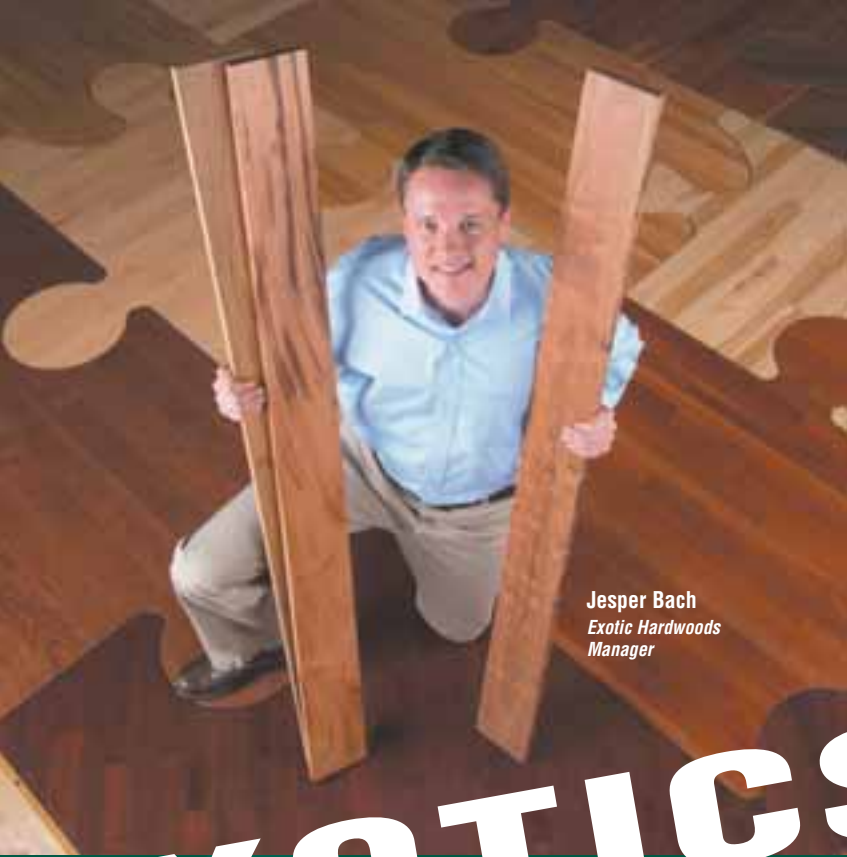
WASHINGTON SCENE - Continued from page 2

Government Spending Bill Passes

Congress recently passed a \$1.1 trillion omnibus spending bill, which will fund the Government for the remainder of this fiscal year. The spending package is good news for most agencies and removes the sequestered funding levels that were put into place in 2013 when the Government failed to reach agreement on a package of long-term spending cuts and tax reforms.

Continued on page 24

THE FINAL PIECE TO THE



Jesper Bach
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The Import/Export Wood Purchasing News April/May 2014

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WASHINGTON SCENE - Continued from page 23

According to officials the U.S. Forest Service will receive \$5.5 billion, which \$3.077 billion will go to the wildland fire account, which includes suppression, preparedness, and hazardous fuels reduction activities. Funding for the Forest Products program is \$339 million, an \$18 million increase from the sequestered level. Hazardous fuels reduction funding, which helps fund pre-fire mechanical treatments is \$306 million, up substantially from the President's proposed 2014 budget. The Appropriations Committees included language noting that it expects the Forest Service to increase vegetative and timber management activities and believes there needs to be dramatic improvement in forest management to improve forest health, increase timber production and restore jobs.

The Integrated Resource Restoration (IRR) program, which combines all funds into one pool of money, will continue to be used as a pilot program. The Forest Service is also directed to report on the program's performance to the Appropriations Committees within 90 days and outline its plan of action for 2014.

The bill provides \$40 million for the Collaborative Forest Landscape Restoration (CFLR) fund, which funds the 20-plus CFLR projects nationwide. The Forest Service must report to the Committees within 60 days on the implementation and outcomes of the CFLR funded projects to date. ■

American Wood Council Develops Wood Resource List

To assist North American wood products companies in identifying specialists and experts on combustible wood dust, the American Wood Council (AWC) has developed a new web page listing consultants offering services on the subject.

This new resource was developed in response to member requests for additional assistance in providing greater safety in wood manufacturing facilities. According to a 2006 study, there were 281 combustible dust incidents in all types of manufacturing facilities between 1980 and 2005. Then in 2008, the Occupational Safety and Health Administration (OSHA) placed combustible dust on its National Emphasis List, resulting in increased OSHA enforcement activities, but without clear guidance on regulatory expectations.

"The wood products industry always wants to do more to ensure the safety of its employees and facilities. We expect the industry will find this resource helpful to identify professionals who can provide additional assistance with navigating OSHA requirements and dust issues will be useful."

The list will be updated as new consultants are identified. Industry representatives are encouraged to suggest additional listings by emailing info@awc.org. For more information or to access the AWC resource list, visit www.awc.org/fire/wooddust/index.php. ■

CFCS - Continued from page 2

dorsement for a national certification system, and the Indonesian Forestry Certification Cooperation (IFCC) submitted its scheme for PEFC assessment in November 2013. A range of other countries in the region, including India, Japan, Myanmar, Nepal, Philippines, South Korea and the Thailand are advancing in national system development

and exploring options for eventual international recognition by PEFC.

There are already about 2 million hectares of forests in China CFCS-certified, and more than 200 professionals have participated in the CFCC auditor training over the past years to be able to respond to the expected increase in demand for certification services following the endorsement by PEFC. ■

SQUIRES - Continued from page 3

(IWPA) conference it would be holding a public hearing in April 2014 and reopening the public comment period. This is to get additional views regarding how laminated products will be treated under the rule. The proposal would establish a formaldehyde emission performance standard of 0.13 ppm for laminated products. EPA and CARB have been busy working together to craft the new rules. California Air Resources Board (CARB), which already has emission rules formaldehyde held another workshop on its proposed changes on March 18, 2014. EPA pledges to get its rules done by the end of 2014 and CARB will quickly follow suit. Silly season or not – a lot is going on in Washington. This is an excellent time to get to know your member of Congress and Senators and vote in the primary and general elections. ■

POLYTECH - Continued from page 4

specialized types of wood flooring, in just a few key species – American Oak and Walnut, Pyinkado (local 'Rosewood'), Acacia and Rubberwood. The choice of these species is largely driven by the markets served by Polytech and that has seen real changes since the economic crisis. In effect, it has meant a shift from 90 percent export to 70 percent domestic sales – perhaps also in reflection of the recent development of Vietnam's home market for residential and hospitality real estate. With a population of 90 million, Vietnam is developing a stronger domestic consumption of wood products as its standard of living increases and as tourism grows.

In past years the company was focused almost entirely on export for the European and other markets with American Oak and Walnut. But now exports are restricted to specialized products for the Spanish, Japanese and a few other markets, whereas the local market looks for a different range of species with Pyinkado and White Oak preferred. Solid flooring is restricted to imported American Oak and Walnut, and African Doussie, as well as local Pyinkado, Teak and Rubberwood from Vietnam and neighboring Indochinese countries. Vietnamese-grown Rubberwood and Acacia are also used for decking products. The company prides itself on procuring only legally harvested timber. Engineered flooring products are based on sustainable tropical hardwood plywood from Malaysia and Birch from Russia, with face material in American Ash, Cherry and Maple and African Makore in the standard range. Engineered flooring is all produced with WBP adhesive plywood and finished in UV coating for high durability and scratch resistance, or natural oil/wax, according to customer requirements.

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Continued on page 25



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POLYTECH - Continued from page 24

and health for our customers for wood floors,” promises Sales Manager, Nguyen Lan Anh. The company uses about 50 M3 per month of American hardwood material, mainly sourced through local Vietnamese importers, and while it depends on Laos for supplies of Pyinkado, all its Rubberwood and Acacia is bought from plantations in Vietnam itself.

Polytech products are manufactured on a mass production synchronized line, equipped with modern automatic woodworking machines from Japan and other Asian suppliers. The automatic UV coating line gives the finished product a harder, less scratchable and waterproof finish.

“Polytech’s quality attains EU standards with strict production and quality control procedures and combined with the professional skill of its workforce. The ‘Polytechfloor’ brand always has been a high reputation brand in both domestic and overseas markets, such as France, UK, Belgium, Greece, America, Korea and Japan,” says Nguyen.

Solid flooring is offered in standard thicknesses from 14mm to 24mm, whereas engineered flooring is produced from 12mm up to 21mm only. Widths of solid flooring range from 70mm to 150mm, whereas engineered widths start at 120mm up to 220mm. The company will also consider customized specifications. Engineered flooring is produced in different constructions from two-layer to multi-layer, with faces from 3mm to 6mm depending on total thickness and customer requirements. Mosaic flooring is produced in standard 7.5mm x 305mm x 305mm squares in several species, including White Oak. Square deck tiles in Acacia or Teak are produced in standard thicknesses of 12mm, 15mm and 18mm including a PE plastic base of 10mm in a full range of sizes. Flooring accessories such as skirting, T-moulding, reducers and stair noses are also offered in matching species.

Within Vietnam there are plenty of project references where Polytech flooring is installed. The Sofitel hotel in Saigon, the Novotel in Da Nang, and prestige apartments in Hanoi are just some that the company quotes. Much of its local sales are secured through working with developers such as the huge VINGROUP real estate operator – one of Vietnam’s leading construction and real estate companies, as can be seen in the Vincom Centre in Saigon. Also created in 1993, VINGROUP now owns and controls almost 30 large-scale real estate and tourism properties in prime locations across the country and at the same time possesses the largest charter capital in Vietnam’s stock market of nearly \$USD3 billion. It is recognized as one of the most powerful, dynamic and sustainable private enterprises in Vietnam with high potential for international integration and is yet another example of where Vietnam may be heading as an economy. So it is small wonder that Polytech (www.polytechfloor.com) has turned its attention to local demand. ■

HOA MAI - Continued from page 11

ketability, aesthetics, creativity and eco-friendliness. All agreed that the standard of entries for this completion is improving.

Winner of VD20 million (US\$950) was a set of Tulipwood stacking stools by Nguyen

Thi Phuong Linh of Linh Design. Second, was an extensive set of children’s furniture in unstained Tulipwood, designed for use in many different lay-outs. A retro-Danish inspired design for a stained American Oak glazed table narrowly took the third prize.

Speaking to the participants, Chan congratulated all the shortlisted entrants for their efforts and talked about American hardwoods as providing solutions for designers. Buckley stressed the importance for designers to understand the material with which they work and said that the uniqueness of wood, especially American hardwood will often reward good designs. ■

WWPA - Continued from page 15

the association celebrated its 50th annual meeting.

WWPA President and chief economist Kevin Binam opened the meeting with his presentation “Getting Back To Normal.” In it, Binam was cautiously upbeat in his forecast for the industry in the coming year. He noted demand is anticipated to peak next year at 46,461 billion board feet. That’s an increase from this year’s projections of 41,868 bbf and last year’s 39,451 bbf.

Binam added that while obstacles remain to overcome, the good news is “we’re hiring more people. It’s a mixed picture, but generally, we’re looking at a growing economy.”

Additionally, Ivan Easton, director for the Center for International Trade in Forest Products (CINTRAFOR), served as a guest speaker. Part of his focused address regarded CINTRAFOR’s application to have Douglas Fir added to the list of approved species with the Wood Use Points Program, which was approved by Japan’s National Land Afforestation Program. Easton said Douglas Fir represents over 90 percent of the Softwood logs and lumber exported to Japan from the U.S.

He pointed out that Japan is the third largest importer of wood in the world and the U.S is the fifth largest supplier of wood to Japan. Easton said that there are five national-level subsidy programs being used to promote the use of domestic over imported wood. These subsidy programs include:

- 200 Year House Program;
- Wood Use in Public Buildings Law;
- Forest and Forestry Revitalization Program;
- Wood Use Points Program;
- Feed-in Tariff Program.

Easton outlined future steps to be taken by CINTRAFOR and the lumber industry.

These include:

- Actively working to gain prefectural approval of Douglas Fir listing as “local wood”;
- Estimate competitive impact of subsidy programs on domestic wood prices;



Hector Dimas, Boise Cascade LLC, Boise, ID; Craig Larsen and Natalie Macias, Softwood Export Council, Portland, OR; and Jim Vandegrift, Bennett Lumber Products Inc., Princeton, ID

Continued on page 26

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WWPA - Continued from page 25

- Determine competitive impact on U.S. wood exports to Japan and identify markets where U.S. wood products could gain a competitive advantage;
- Develop timber legality certificate.

Also represented at the WWPA meeting was the Softwood Export Council (SEC). Craig Larsen delivered an associational update about how SEC budgets expenditures for such items as seminars, publications, travel and reports. He provided an update about activities in China, Japan and Mexico in regard to trade shows and SEC's participation.

Other presenters at this year's WWPA annual meeting included: Kevin Chung, WWPA-Japan; Bob Lewis, WWPA president, who gave an overview of the association's 50-year history; Jonathan Smoke, chief economist, Hanley Wood LLC; Jeffrey Howe, Dovetail Partners Inc.; Brooks Mendell, Forisk Consulting; and Nick Smith, Healthy Forests Healthy Communities.

Additionally, seven lumbermen received the Master Lumberman Award at the 2014 WWPA annual meeting. This award is presented to outstanding lumbermen who have demonstrated knowledge, competence and dedication in fostering the principles of quality lumber manufacture. Award recipients have been Certified Lumber Graders for a minimum of 20 years and have comprehensive knowledge of the lumber manufacturing process.

These award recipients included: Michael Cook, Potlatch Corp.; Michael McGee, Stimson Lumber Co.; Rick Northrup, Neil Ousnamer and Timothy Schultz, Idaho Forest Group LLC; Richard Sager, Vaagen Bros. Lumber Inc.; and Rodney Ward, Plum Creek Manufacturing.

For more information, visit online at www2.wwpa.org. ■

LACEY - Continued from page 18

penalties for companies and individuals. In addition to civil fines and forfeiture of goods, criminal penalties may also attach to individuals or companies found to have knowingly and, in some cases with lack of due care, violated the Lacey Act.



Benjamin Cote

A misdemeanor violation of the Lacey Act, punishable by one year in prison and a fine of \$100,000 (\$200,000 for companies), may be found if, in the exercise of due care, the individual or the company should have known the wood it purchased was illegally taken, possessed, transported or sold. Felony culpability, punishable by five years in prison and a \$250,000 (\$500,000 for companies), may lie for knowing violations of the Lacey Act. See 16 USC § 3373.

The Lacey Act is not limited to direct importers of wood products. The Lacey Act broadly prohibits a company from selling, acquiring, or transporting products that were illegally taken under foreign law. The definition of plant contained in the Lacey Act broadly implicates essentially every commercial wood product. This definition is applicable to manufacturers, wholesalers, distributors and even construction companies utilizing wood products in their building materials.

A Path To Compliance

The most effective way for companies to manage their risk against potential Lacey Act violations is to implement structured compliance programs that establish policies and procedures for procurement personnel, a means of reporting violations of those procedures, routinized training, as well as periodic audits of the compliance process. Absent such provisions, companies that are selling, importing, buying or manufacturing with wood products are at heightened risk for government investigation and enforcement actions.

The overarching standard for Lacey Act compliance is "due care." Stated another way, companies must make objectively reasonable efforts to ensure that their wood products are being legally sourced, transported and imported. While the definition of "reasonable" is murky in this developing area of the law, at a minimum, compliance should include due diligence of the suppliers, an inquiry of the supply chain to the forest level, inquiry into the foreign law applicable to the supply chain and documentation of the compliance efforts. In addition, the compliance program should include elevated levels of diligence if any hot spot regions or wood species are implicated and a system for procurement personnel to identify such higher risk products.

Importers of record must also make reasonable efforts to ensure that the information contained on the import declarations, including the identification of the wood species, is accurate. Notably, criminal liability only attaches for knowingly false import declarations. Willful blindness to potential red flags may, however, be sufficient to satisfy this standard.

Additional Considerations

In addition to Lacey Act compliance, companies that are sourcing and manufacturing in foreign markets should also consider compliance efforts aimed at:

- Similar requirements under foreign laws, such as the EU Timber Regulation;
- Foreign Corrupt Practices and anti-bribery issues;
- Sanctions administered by the Office of Foreign Assets Control;



Thomas Allen

Continued on page 27

LACEY - Continued from page 26

- Child and forced labor prohibitions;
- Products safety (mainly for children's products);
- FTC labeling requirements (typically for leather products);
- Formaldehyde emissions requirements (for wood products);
- Customs and import requirements; and
- Applicable state and local laws.

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Additional information about the Lacey Act may be found on the Hardwood Federation website: www.hardwoodfederation.wildapricot.org. ■

BUSINESS TRENDS ABROAD

Vancouver, British Columbia—Canfor Corporation, headquartered here, recently announced that it has entered into a letter of intent with Groupe Lebel Inc. to sell the Daaquam sawmill located in Saint-Just-de-Bretenieres, Quebec. The Daaquam mill produced 120 million board feet of lumber (approximately 283,000 cubic meters) in 2013.

Canfor's CEO Don Kayne said, "Daaquam was sold because it was not core to our Western Canadian operations. Groupe Lebel is a well-respected company and Daaquam is a good strategic fit for it. We wish Groupe Lebel and all the employees of the Daaquam mill good luck in the future."

The proceeds of sale of the Daaquam sawmill and working capital combined with the sale of other associated properties related to Daaquam to other third parties are expected to amount to approximately \$25 million. ■

Sweden—RusForest AB, located here, recently announced the sale of the non-core Boguchany sawmill in Eastern Siberia for \$8 million. The company has also agreed to sell the related Boguchany harvesting company for \$5.8 million.

After repayment of the Boguchany harvesting and sawmilling debts, RusForest expects to receive a total net amount of \$4 million in cash.

RusForest has sold the Boguchany sawmill, Boguchansky LPK, in the Krasnoyarsk region for \$8 million. The Boguchany sawmill has an annual capacity of 120,000 cubic meters of sawn wood.

RusForest has also signed a Memorandum of Understanding to sell the related Boguchany harvesting company, RusFores Angara LLC, to the same buyer for \$5.8 million. The harvesting company holds forestry leases with 748,400 cubic meters of annual allowable cut (AAC). The sale of the harvesting company is expected to close on or around September 30, 2014. The net cash received by RusForest after repayment of the harvesting company's debts is expected to be approximately \$2.5 million.

Following the sale, RusForest has total sawmilling capacity of 210,000 cubic meters of sawn wood and forestry leases with approximately 2.6 million cubic meters of AAC. ■

Ghana—The Timber Inspection Development Division of the Forestry Commission of Ghana has released export data for 2013. The report shows that between January and November 245,652 cubic meters of solid wood products were exported earning €108.3 million.

This performance represents an increase of eight percent in terms of volume and 21 percent in terms of value. The success of 2013 exports up to November is attributed to improved exports of sawn wood (both air and kiln-dried) and the 34 percent jump in exports of sliced veneer.

However, overland export of plywood to neighboring countries plummeted almost 35 percent from 81,788 cubic meters in the same period of 2012 to just 52,677 cubic meters in the year to November 2013. Export earning from this product dropped from €25.62 million in 2012 to €17.15 million in the year to November 2013.

Ghana's export markets included Germany, Italy, France, United Kingdom and Belgium, China, India, Thailand, South Africa, Morocco and Cape Verde. ■

Europe—A recent analysis from WhatWood.ru (WW) showed Russian softwood timber deliveries to Europe totaled 4.36 million cubic meters in 2013. Russia exported mostly to countries in the Baltic and North Sea region, with the largest destinations being: Finland, Germany, Estonia, France, the United Kingdom and the Netherlands.

"Russia mainly exports non-planed Spruce to Europe; to lesser extent, non-planed Pine and Larch," said the WW report.

Average prices in ports had some regional differences depending, of course, on the delivery distance. They range between EUR 160 in the Netherlands to EUR 190 in France. Products delivered by trucks to Central European countries average from EUR 175 in the Czech Republic to EUR 200 in Italy and Switzerland.

WW notices stabilization in demand in some key Russian export partners such as Germany and the United Kingdom, making possible for Russian producers to raise prices by the end of 2014. As compared to January, now average delivered prices have increased by EUR 10-15 in most cases, said WW. ■

Austria—Kronospan Ltd. is going to build a new OSB plant in Poland and also plans to set up a research and development center to strengthen its operations in the Katowicks region, WBPI (Wood Based Panels International) reported.

The OSB plant will be built near an already operating Kronospan facility in Strzelce

Continued on page 28

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BUSINESS TRENDS ABROAD - Continued from page 27

Opolskie. Kronospan's investment is expected to reach PLN 432 million (EUR 102.9 million), from which 29 percent of the overall amount is covered by a grant approved by the European Commission and contracted from the EU's Regional Development Fund.

The Austrian company's new OSB plant will create 200 new jobs and moreover, a spokesperson of the company says "if everything goes according to plans, production will be launched in 2015."

Kronospan owns Polish facilities in Szczecinek, Szczecin, Mielec, Dobroszyce, Rudawa, Pustkow and Pozan. The company's storage facilities are located in its two Polish plants in Strzelce Opolskie and Mielec, said the WBPI report.

Regarding the R and D center, Kronospan will establish collaboration with the Wood Technology Institute, a research institute based in Poznan, Poland. The R&D center has the purpose to strategically back-up Kronospan's operations in a number of markets. ■

Stockholm, Sweden—Holmen Skog, headquartered here, recently agreed in principle to sell just over 10,000 hectares of forest with a wealth of natural assets to the Swedish Environmental objective of "Levande Skogar" (Living Forests), the Riksdag (Swedish Parliament) resolved in June 2010 that 100,000 hectares of state-owned forest would be used to compensate Sweden's major landowners for an increase in the proportion of state-protected forests in Sweden.

"It feels very positive that Holmen is making an active contribution to achieving the 'Levande Skogar' objective. Increasing the proportion of formally protected forests in Sweden through the state offering land in exchange is an excellent model. A larger share of forest with significant natural assets will acquire nature reserve status while Holmen is able to purchase land where it can actively work with sustainable forestry," said Soren Petersson, CEO at Holmen Skog. ■

United Kingdom—A recent Statistics Digest issued by the United Kingdom Furniture Industry Research Association suggests a small recovery for furniture manufacturing in the United Kingdom. However, the sector continues to suffer from loss of market share to Chinese product in the domestic market and poor export market performance.

The significance of imported furniture is reflected by the fact that, at between 4.3 and 4.5 billion, it comprises 40 percent of the home market.

United Kingdom furniture exports, however, have remained relatively static for many years, and struggle to reach 1 billion each year. There were 6,131 furniture manufacturers in the United Kingdom in 2012. This number has changed little in recent years. The industry is dominated by micro-businesses and SMEs, with only 260 companies (4 percent) operating at turnovers in excess of 5 million in 2012. Eighty-three percent of companies turned over less than 1 million.

A high proportion of United Kingdom furniture companies are extremely small. Fifty-eight percent have annual turnover of less than 250,000. Furniture manufacturing is quite evenly spread around the United Kingdom, although there is a higher concentration in London and the Southeast, which together account for 24 percent of all United Kingdom furniture manufacturers.

The United Kingdom has traditionally targeted its exports at the Republic of Ireland and the USA and this continued to be the case in 2012 (16 percent and 13 percent respectively). Trade with leading European nations such as Germany, France, the Netherlands and Belgium was the other main source of income from exports. ■

Vietnam—Wood and timber product exports recently surged 8.4 percent in Vietnam.

The country's Ministry of Agriculture and Rural Development said that wood exports hit USD769 million in the period.

Vietnam's largest wood and timber products importer was the U.S. at around USD186.67 million worth of products were exported to the U.S., accounting for 30 percent of total exports.

Vietnam exported wood products worth USD90.56 million to China, increasing 60.3 percent from the same period a year ago and making it the second largest importer of Vietnamese wood and timber products.

Last year Vietnam's furniture and wood industry posted record-high exports of USD\$5.7 billion and the outlook is even brighter for this year, a senior official from the industry association said.

Nguyen Ton Quyen, general secretary of the Vietnam Timber and Forest Products Association, told news website Saigon Times that the industry performed very well last year amid a slowdown in the agriculture sector.

He said demand in the U.S., the major export market for Vietnam's wood products, had recovered after years of decline and translated into a shipment of \$1.7 billion in 2013. This represented a 16 percent rise from the previous year.

Wood exporters have also expanded to new markets like India, Russia and the Middle East.

Despite large increases in exports, the products, which have little value added, brought in small profits due to high input costs, Quyen said.

Quyen is also concerned about exports to China, which have seen robust growth in recent years since the market mainly imports timber and unsophisticated wood products from Vietnam.

This brings wood growers and processors little to no profits and raises concerns about illegal logging, he said.

He also suggested local firms prepare to catch up with new requirements brought by the Trans-Pacific Partnership deal, which is set to be finalized this year. Vietnam is among the 12 negotiators, including Australia, Canada, and the U.S.

There would be fierce competition among wood exporters joining the trade deal, he concluded. ■

Europe—According to sources the recession in Europe has created many challenges for the European furniture sector. However the sector remains globally significant as a driver of design and production innovation.

There are also signs that the international competitiveness of the European furniture sector is improving.

Europe's imports of wood furniture have been falling over the last three years, while exports have been rising.

With consumption staying in domestic markets, European furniture companies are

Continued on page 29

BUSINESS TRENDS ABROAD - Continued from page 28

seeking to increase sales in other parts of the world.

This strategy seems to be working for EU manufacturers. Exports of wood furniture are rising, particularly in Russia, North America, China and the Middle East.

Manufacturers in Italy, Germany and Poland are leading the rise in exports. Meanwhile EU imports of wood furniture have been falling, a trend which strengthened in 2013 and affected all the external suppliers including China, Vietnam, Indonesia, Malaysia and Turkey.

Overall these trends suggest a revival in the relative global competitiveness of European wood furniture manufacturers over the last three years. ■

Germany—A German business group from Darmstadt City and the Envira Municipality State of Amazonas have established a joint venture to invest some R\$300 million in the wood-processing sector in the municipality. The first sawmill production line will begin operation in April of this year and will create about 120 new jobs.

The proposal submitted by the German business group was assessed by state environmental technicians who looked at the proposed management and quality performance system to be applied in forest operations, the level of local processing, the use of technological innovations and the impact on the local community.

This investment will represent an important addition to the economy of the municipality and will generate high tax revenues.

After recording a 140 percent growth between 2009 and 2011, the timber industry in the municipality grew only six percent in 2012, but this dropped sharply in 2013 because of reduced logging and consequent rising prices for raw materials.

This new investment aims to reverse the decline in output from the timber sector in the municipality. ■

BUSINESS TRENDS CANADA

ONTARIO TRENDS

Contacts commented that over the winter months, and for the first time in quite some time, demand drove business. Increases were noted in domestic lumber, industrial and export market sales. Business was reported as being on the rise for Red Oak, with production continuing into the normal shift to whitewoods. The strengthening demand for hardwoods, such as Hard Maple, left this species in short supply, which brought on price pressures. With the very cold temperatures of mid-January to end of February, which caused disruptions to sawmill production schedules, supplies of Hard Maple and other whitewoods were only marginally adequate to feed demand. It was noted that usually at this time of year, the whitewood production bolstered inventories.

Market demand for Ash is reported as strong for this species' developing green and kiln-dried production. Contacts noted sales were mostly to exporters rather than domestic markets. For domestic sales, its broad grain and light colors were the selling features.

Contacts noted a gap in the supply and demand for Hard Maple. Over the early winter, it was Red Oak that was selling well and so sawmills produced more of this species than the whitewoods, which are normally sawn at this time. Production was hampered by the very cold winter weather with some sawmills having to be idled temporarily. The rising demand included all grades of developing lumber, which is also affecting pricing. Industrial markets are also vying for raw materials.

Recently, the federal Budget was announced, and it will provide \$90.4 million over four years starting in 2014-2015 to continue to support the Investments in Forest Industry Transformation (IFIT) program. The forestry sector directly employs over 200,000 workers in all regions of the country, including in 200 communities that rely on the sector for at least 50 percent of their economic base. Established in Budget 2010, the IFIT program has been successful in enabling Canadian forestry companies to lead the world in demonstrating the viability of innovative technologies that improve efficiency, reduce environmental impacts, and create high-value products from Canada's forest resources.

An Oakville forestry services manager said that the coldest temperature during the winter was insufficient to have any significant impact on the Emerald Ash Borer (EAB). The cold did not kill off the EAB. Despite freezing temperatures, the invasive insect population is expected to survive largely unharmed in the city. He pointed to research by Western University's Brent Sinclair, which found temperatures have to drop to -30 C (without the wind chill) for just half the EAB population to die.

The EAB has devastated Oakville's Ash trees, from which the city has removed hundreds of infested trees from woodlots. For 2014, Oakville has set aside \$3.6 million for its EAB Management Program. Last year, it treated 75 percent of the public Ash canopy (approximately 6,000 city-owned trees) with TreeAzin, a biological insecticide. Oakville has some 180,000 Ash trees, however, 80 percent are on private property and are the responsibility of the property owner. ■

QUEBEC TRENDS

The very cold weather conditions hindered logging and sawmill production schedules, which affected log supplies and green lumber production. Manufacturers of finished goods competed for supplies, as shortages were more pronounced for whitewoods. It was noted that consumers bolstered demand for whitewoods. Contacts noted a rise in price for Ash, Hickory, Hard Maple and Soft Maple.

Demand for Birch remains strong. Log decks declined over the winter months for this species. There was firm pricing for colour and sorted and unselected stocks.

Cherry markets have been bolstered by improved U.S. residential construction and exports as well. Green and kiln-dried supplies are limited due to the controlled production, which has been going on for some time for this species.

The demand for interior finished goods and furnishings has increased, fuelled by the rise in U.S. residential construction. American housing starts climbed up to over 900,000 starts and there is cautious optimism within the industry that this economy will continue to recover, and demand for Canadian hardwood lumber and finished products will once again be in greater demand. With the loonie (the Canadian currency) in a sustained downward trend, economists forecast that it will likely last the year, making Canadian export products cheaper in export markets.

CIBC's World Markets predicts that U.S. housing starts will come in at approximately 925,000 to 930,000, based on data from 2013, which is an improvement over 2012 figures, but far from normal. It is also noted that housing starts will improve gradually,

Continued on page 30



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BUSINESS TRENDS U.S.A. - Continued from page 30

In New York, a supplier said conditions are extremely strong. "The global economy is improving," he said. "The Chinese domestic market and their demand for lumber have increased demand to the point where supply can not keep up. It's forcing other markets to chase the price because China is willing to pay for it."

When asked about species he said, "Red Oak is in high demand and Walnut is number two. White Oak is a third and then you have Ash and Hard and Soft Maple that are fairly strong. It looks like Cherry is slowly making a rebound. I think we're looking good in 2014. Now if we can only play catch up with supply."

A Connecticut supplier noted his inventory is down considerably from this time last year. "We've got more orders and less supply," he explained. "Weather has played a huge part in logging activity this year. We're beginning to see some warmer weather and things should be improving. Transportation is always difficult but it was extremely tight in the winter because you can't get drivers to take the routes with weather on the radar."

Going forward he said he expects availability to continue to tighten and prices to increase. ■

Southeast Trends

Hardwood lumber suppliers in the southeast region report good market conditions. In Tennessee, a supplier said, "Business has been really good for us this year. Sales are up and supply is low so prices are continuing to rise. It's a nice change. China's demand has continued to pick up and I think that's definitely having an impact."

When asked about the factors involved in today's hardwood market he said, "There is a shortage of kiln-dried lumber. We've lost loggers and mills during the downturn that make it difficult for supply to come back as fast as it has in other downturns."

The contact said No. 1 and 2 Common Oak is moving well. "The flooring plants are still buying up as much lumber as they can so Oak is moving really well. Green 2 and 3A is moving well. It may have leveled off some but its still moving. In fact, most everything is moving well. Pecan and Hickory is hot and going strong. Cottonwood is moving well and railroad ties are going up in demand so the prices will be going up on those. It's a good time to have a sawmill if you have logs."

In Georgia a source said he isn't experiencing transportation problems. "We're not having a hard time getting our hardwood lumber moved but the weather has slowed down the loggers. It's rare but the only complaint we have right now really is that we'd like to have more lumber. Upholstery furniture and frame stock supply is really tight. Everything that we're selling right now is priced at an all time high."

As for the coming six months he said, "I don't see much of a change. I don't think that air-dried inventory is going to be able to catch up. I think the demand for green lumber is going to be just as strong for flooring plants and supply will remain tight."

A supplier in North Carolina also said his markets are very strong. "Supply is down and demand continues to pick up," he said.

Handling Red and White Oak and Poplar he said Red Oak is moving the strongest. He did indicate he is having availability issues. "The only problem we are having right now is we need more logs. We could produce more if we had more logs."

He said weather has a lot to do with the shortages in supply but he also noted, "Weather has a lot to do with it but the fact that people are not putting timber on the market also is a primary factor. They are waiting for prices to get better."

As for prices he is paying he said logs are trending upward in price.

In reference to what lies ahead in the near term he said, "I think the demand is out there but the supply is inadequate. We hope to see that change but don't look for it in the next few months even." ■

West Coast Trends

Some hardwood lumber suppliers on the West Coast accounted for difficult market trends. "Prices are continuing on an uptrend across most domestic species," a contact in California said. "Right now, White Oak is the hottest species with Red Oak a close second. Inflation that everyone has experienced over the past five years in every other area of life is finally appearing in hardwood lumber prices."

He continued, "The smart money in our industry has been loading up on inventory in the first quarter of 2014. It has become much more difficult to spot buy hardwoods lately. Companies trying to manage just-in-time inventories are frequently out of stock for extended periods or forced to pay top dollar. We are getting many unsolicited requests for quotes from companies that have received price hikes from their current suppliers. They don't share that information but we know why they're calling."

In Washington, a source said his hardwood lumber activity is increasing and he needs more supply. "We're unable to fill our orders as fast as we'd like to because we don't have the supply we need."

As for logistics, the contact said he isn't experiencing any fuel cost add-ons but he is having availability issues. "So many of the truckers are hauling other products for more money. Compile that with the fact that there are now fewer of them running and what you have is a need for more drivers."

Looking at the coming months he said, "I believe we'll pick up hot and heavy by the summer. I also think that if we are having problems with supply now, it's going to be twice as bad when we really get up to swinging in the summer."

An Oregon supplier noted his customers' markets are greatly improved. "Nobody's running as fast as they'd like, because we don't have the supply," he said. "If we had the logs we needed, and if our customers had the lumber they needed, we'd all be at full capacity and probably working overtime."

Marketing to flooring and moulding and millwork manufacturers he said, "Flooring is the hot spot right now. The flooring manufacturers are really putting it out and asking for more. They want the lumber as quick as you can get it to them."

Overall, the source expects a strong year in 2014. "I think we'll all do well this year. The only thing that may hold some people up is the supply issue. If you've got a good log deck for the spring and the summer, it's definitely going to be a good year." ■

NEWSWIRES

Philadelphia, PA—East Teak Fine Hardwoods Inc. recently announced the hiring of Andy Nuffer as general manager for Thompson Mahogany Company, located here. Nuffer, a 2005 graduate of Clemson University, previously was involved in sales and operations for Baillie Lumber Company at their facility in Donalds, SC, from 2005 to 2011.

"Andy brings a wealth of experience to our Thompson Mahogany division and we are

Continued on page 32

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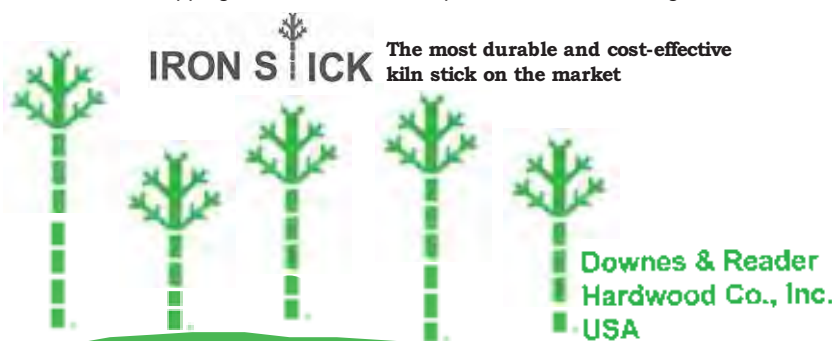
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NEWSWIRES

Continued from page 31



Andy Nuffer

very excited he has joined our team," said Wayne Rogers, president, East Teak Fine Hardwoods Inc., Donalds.

Thompson Mahogany Company was founded in 1843 and merged with East Teak Fine Hardwoods in 2009. Together the companies import Teak lumber, exotic decking and flooring, as well as a diverse mix of imported exotic hardwoods and have milling facilities at all locations. More information can be found at www.eastteak.com and www.thompsonmahogany.com. ■

Thomasville, NC—The North Carolina Department of Agriculture & Consumer Services recently recognized Prime Lumber Company, located here, as the 2014 North Carolina Exporter of the Year.

The Exporter of the Year award acknowledges agribusinesses that have excelled in exporting agricultural products around the world. Agriculture Commissioner Steve Troxler recognized Prime Lumber's partners Bill Graban and Jeffrey Neidert at a ceremony held during the Agricultural Development Forum at the State Fairgrounds. The Thomasville-based company processes and sells hardwoods for use in furniture, architectural millwork, cabinetry, flooring, musical instruments and decorative items. Prime Lumber was founded by Graban and Neidert in 1988. Over the past 25 years the company has grown its international business. In 2013, Prime Lumber shipped over 8.5 million board feet overseas, which is over 600 (40') shipping containers. Prime Lumber has recently added three new kilns to increase its capacity and to support further domestic and international growth.

In presenting the award to Graban and Neidert, Commissioner Troxler acknowledged Prime Lumber's success internationally and the increased interest in agricultural and forestry products overseas.

"North Carolina exports \$3.9 billion of agricultural products annually. When you add forestry products, such as those exported by Prime Lumber, the numbers top the \$5 billion mark," Troxler said. "Prime Lumber is a great example of the growing number of North Carolina companies finding success on an international stage."

Graban and Neidert stated that Prime Lumber's success wouldn't be possible without the 110 percent support from their wives, families, dedicated hard working employees and their loyal customers and vendors.

For more information about Prime Lumber Company visit www.primelumber.com. ■

San Francisco, CA—MacBeath Hardwood Company, headquartered here, recently announced the addition of two new sales representatives, David Whitehouse and Christopher Heagan.

With 21 years of experience buying and selling domestic and exotic hardwoods, Whitehouse previously worked for Curtis Lumber Company, Ballston Spa, NY. He will handle sales at the company's Elkhart, IN, location.

A graduate of Ballston Spa High School, located in Ballston Spa, he attended Hudson Valley Community College, Troy, NY.

Whitehouse and his wife of 15 years, Lisa, have two children, Frances, 19, and Bradley, 26. Whitehouse's son Bradley, an 8-year member of the United States Air Force and his wife Monica have one son.



David Whitehouse

Whitehouse is a 20-year member of the North Eastern Woodworkers Association, International Wood Collectors Society, and the First Baptist Church of Ballston Spa.

National Hardwood Lumber Association certified, he is also a building materials specialist and earned the 2002 Employee of the Year Award from Curtis Lumber.

In his spare time he enjoys family time, reading non-fiction, music and considers himself a burger connoisseur.

Christopher Heagan is based from the company's San Francisco, CA, operation and has over 25 years experience in the industry. His previous experience includes Beacon Hardwoods, Miami, FL, Banks Hardwoods Inc., White Pigeon, MI, and Jeld-Wen Corporation, Coral Springs, FL. Heagan began his career in the forest products industry at Trail Builders, Miami, FL. A graduate of Christopher Columbus High School, Miami, FL, he attended the Community College of the Air Force at Dover Air Force Base Delaware, Wesley College, Dover and Florida International University, Miami, FL. A former United States Air Force Sergeant, he is a member of the Elks Club and enjoys diving, fishing and woodworking in his spare time.

MacBeath Hardwood was established in 1954. The company offers domestic Hardwood lumber, imported lumber, panels, manufactured wood products, finishes, adhesives, hardware and tools. MacBeath Hardwood is Forest Stewardship Council certified and a

Continued on page 32



Christopher Heagan

IMPORT/EXPORT CALENDAR

APRIL

DUBAI WOODSHOW 2014, Dubai International Convention and Exhibition Center. Dubai, India. For more information: www.dubaiwoodshow.com. Apr 8-10.

NATIONAL WOOD FLOORING ASSOCIATION, ANNUAL CONVENTION AND WOOD FLOORING EXPO, Music City Center, Nashville, TN. For more information: www.nwfa.org. Apr. 16-19.

MAY

WOOD GUANGZHOU 2014, China Import & Export Fair Pazhou Complex, Guangzhou, China. Contact: grandeurhk@yeah.net. May 12-14.

HARDWOOD PLYWOOD & VENEER ASSOCIATION, SPRING CONFERENCE, Waldorf Astoria Naples, Naples, FL. For more information: www.waldorfastorianaples.com. May 18-20. ■

NEWSWIRES Continued from page 32

member of the Hardwood Plywood and Veneer Association, Indiana Hardwood Lumbermen's Association and the National Hardwood Lumber Association. For more information visit www.macbeath.com. ■

Memphis, TN—Buckman Laboratories International Inc., headquartered here, recently announced that Kathy Buckman-Gibson has been named president and chief operating officer. In assuming her new position, Buckman-Gibson will step away from her role as chairman of the board of Buckman, a position she has held since 2000. Assuming the chairman's role will be Buckman board member Otto Heissenberger Jr.

Buckman-Gibson joined Buckman Laboratories in 1993 as vice president, legal and corporate secretary. In assuming the chairmanship of the parent company in 2000, she succeeded her father, Robert Buckman, as chairman of the company her grandfather, Stanley J. Buckman, created in 1945. Buckman-Gibson is actively involved in a variety of charitable organizations.

Otto Heissenberger Jr., a Buckman board member since 2010, has more than 30 years experience in the forest products industry.

Heissenberger becomes the first non-Buckman-family member to chair the board. "This combination of Kathy in the international president/COO position, and Otto serving as board chairman creates a strong leadership, operation, strategic and experience combination that no other company in our industry can match," said Steven B. Buckman, Buckman chief executive officer and president. "Buckman is a company poised and prepared to grow into the next era of specialty chemical leadership and corporate sustainability, and this team will strategically and operationally lead the way."

Buckman Laboratories International Inc. is a privately held, global specialty chemical company serving the forest products industry. The company is committed to safeguarding the environment, maintaining safety in the workplace, and promoting sustainable development. For more information visit www.buckman.com. ■

Emporium, PA—Emporium Hardwoods has successfully shipped to the European Union (EU) solely with the National Hardwood Lumber Association (NHLA) Kiln Drying Certificate. A division of the Rossi Group, headquartered in Cromwell, CT, Emporium Hardwoods shipped containers of hardwood lumber to the United Kingdom with no incident.

In late 2013 the EU implemented the Memorandum of Understanding (MOU) between NHLA and the United States Department of Agriculture Animal and Plant Health Inspection Service as the NHLA Kiln Drying Certificate replaces the need for a Phytosanitary Certificate.

The current list of countries that accepts the NHLA Certificate as an equivalent to the Phytosanitary Certificate are as follows: Australia, Brazil, European Union (Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden and United Kingdom), Venezuela and Vietnam.

According to the NHLA China and Mexico are currently reviewing acceptance of the NHLA Certificate.

The program involves regular inspections of subscribing hardwood facilities in the U.S. by other NHLA contracted inspectors and APHIS inspectors to ensure continuing performance to the Kiln Drying Sawn Hardwood Standard.

For more information contact NHLA Chief Inspector Dana Spessert at d.spessert@nhla.com or by phone at 901-339-7551. ■

New Orleans, LA—Robinson Lumber Company Inc., headquartered here, recently supplied Ipe Decking at the historic Royal Opera House, Valletta, Malta.

Since its construction in 1866, the Royal Opera House was one of the most admired iconic buildings in the Maltese capital of Valetta. Then in 1942 a German air raid left the building in a state of ruin. For almost 70 years, this has remained a reminder of the devastation of World War II.

Today the ruins have been remade into a tribute to the original structure; designed by world-renowned architect Renzo Piano, an open-air theater now sits within the ruins. According to a company representative, Robinson Lumber Company is proud to have contributed to the rebirth of this national monument by supplying the Ipe



Robinson Ipe Decking Installed At Royal Opera House
Photo courtesy of Josef Cassa

decking, which makes up the stage and the amphitheater floors and stairs.

The decking installation was completed by the Vassallo Group located in Malta. The Vassallo Group was established post World War II as a construction company that focused on "rebuilding the nation" following the devastation caused by the war. Fast forward six and a half decades and the Group's expansion and success continues with major investments in a number of economic sectors. For more information about the Vassallo Group visit www.vassallogroup.com.

Jack, Tizo and Charlie Robinson, the third generation of Robinsons to own and operate Robinson Lumber Company, all fought in World War II in both European and Pacific theaters of operations. According to the representative they would have been proud to see their company helping in the rebuilding effort so many years later. Founded in 1893, Robinson Lumber Company is a family-owned company selling

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NEWSWIRES

—Continued from page 33

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Portland, Oregon—The Softwood Export Council (SEC), headquartered here, is seeking a new president with the position becoming available September 1, 2014. The purpose of the SEC is to promote the expansion of the U.S. export markets for primary and secondary softwood products manufacturers. The president serves as the chief executive and financial officer of SEC and, subject to the board, supervises and manages day-to-day business and affairs.

For detailed information regarding the position and its requirements visit www.softwood.org/about.php. ■

Japan—Douglas Fir has recently been recognized as a domestic species in Japan. According to sources the species obtained designation at the end of 2013 as “local wood” species under Japan’s Wood Use Points Program, a development that many analysts say could give Douglas Fir suppliers an advantage in some segments of the Japanese market.

In related news Japan’s Forestry Agency introduces its Wood Use Points Progam to encourage the use of domestic wood products, including Sugi, Hinoki and Japanese Larch, in lieu of imported species.

The program will provide a subsidy of as much as 600,000 yen equivalent points when new home buyers use more than 50 percent domestic species for structural components. Subsidies also are available for specified volumes of domestic species used in non-structural applications.

Representing U.S. exporters, a group applied to have Douglas Fir included in the list of approved species within the Wood Use Points Program late last year. Japan’s National Land Afforestation Promotion Organization approved an application.

Agencies representing producers in other countries that commonly export to Japan, including Canada, New Zealand and many European nations, filed similar applications, but Douglas Fir was the only foreign species approved.

Douglas Fir satisfied two conditions to obtain its domestic species designation. Petitioners demonstrated that Douglas Fir represents a sustainable resource by showing that the inventory of timber is increasing in the U.S. Second, Japanese officials were convinced that consumption of Douglas Fir has a positive economic impact in rural agriculture, forestry and fisheries communities in Japan. ■



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