



AHEC Celebrates 20th SE Asia & Greater China Convention

By Michael Buckley

Nanning, China—Speaking at a meeting of members and media during the American Hardwood Export Council's (AHEC) 20th SE Asia



Nicolaas de Lange, Chamber of Furniture Industries of the Philippines, San Juan City, Philippines; Ernie Koh, Singapore Furniture Industries Council, Singapore; Maria Wong and Dave Hunter, Robinson Lumber Co. Inc., New Orleans, LA; Greg Devine, Abenaki Timber, Kingston, NH; and James Joa, Philippine Institute of Interior Designers, Philippines

and Greater China Convention, held here in Southwest China, Executive Director Michael Snow said, "AHEC's strategy is now to focus on China's inland cities. The huge coastal cities, such as Shanghai, Guangzhou and Tianjin near Beijing are mature markets well supplied and familiar with American hardwoods. But there are dozens of newer, inland markets that AHEC needs to develop, such as Nanning."



John Hester, National Hardwood Lumber Association (NHLA), Memphis, TN; and Dave Bramlage, Cole Hardwood Inc., Logansport, IN, and AHEC vice chairman

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Sylvawood: Dedicated To Wood, Successfully Launched

By Michael Buckley

Shanghai, China—The Asian show circuit recently got a new exhibition — Sylvawood — recently dedicated entirely to the wood industry.



(Left) Norm Steffy with Cummings Lumber Co. Inc., of Troy, PA, visits with customers at Cummings' booth during Sylvawood 2015.

The event was held at INTEX Shanghai. Attractions included more than 70 exhibitors from major supply regions of the world — led by the U.S. — and many Chinese wood-based companies. Opening the show, organizer William Pang said, "China is the world's largest buyer of timber and consumes an

estimated 510 million cubic meters every year, trading at an expected value of US\$170 billion by the end of 2015. A growing middle



Michael Snow, American Hardwood Export Council (AHEC), Reston, VA; William Pang, Pablo Publishing Pte. Ltd., Singapore; Greg Fitzpatrick, Fitzpatrick & Weller Inc., Ellicottville, NY; and Michael Hermens, APP Timber, Malaysia

Additional photos on page 14

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Hanoi Welcomes Sustainable American Hardwoods Forum

By Michael Buckley

Hanoi, Vietnam—Over 170 delegates recently attended a program of four expert speakers on sustainable American hardwoods, jointly organized by the American Hardwood Export Council (AHEC) and the Vietnam Architects Association (VAA),



Tim Kassis, Kretz Lumber Co. Inc., Antigo, WI; Sharon Shek, American Hardwood Export Council (AHEC), SE Asia & Greater China; Tom Inman, Appalachian Hardwood Manufacturers Inc., High Point, NC; and Dana Spessert, National Hardwood Lumber Association (NHLA), Memphis, TN

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Who's Who in Import/Exports

Simone Bedin is the European salesman for **Simon Lussier Ltee.**, located in Blainville, QC.

Simon Lussier's products are available to national and international markets, and they include Hard and Soft Maple, Red and White Oak, Walnut, Yellow and White Birch, Aspen and Cherry lumber.

The company offers pulled-to-width products in different species and can re-grade after surfacing to offer a premium color consistency. In addition, Simon Lussier has a business program where consistent volume can be guaranteed to the customer for three months at a fixed price.

Bedin graduated from I.T.C. "A. Fusinieri," located in Vincenza, Italy, in 1999 with a degree in accounting. He has been involved in the import/export industry for 16 years, starting as an administrative and stock controller at a timber importer. In February 2015, Bedin joined the Simon Lussier team. Other positions he has held within the forest product industry include import and logis-



SIMONE BEDIN

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MATTHIJS BRUNS

Matthijs Bruns recently joined **Robinson Lumber Company Inc.**, headquartered in New Orleans, LA.

Robinson Lumber has been an importer and exporter of domestic and imported hardwoods and softwoods for over 122 years. The company believes their customers are partners and works hard to match their supply requirements with the optimal vendor mix of quality and value. In addition to domestic species such as Yellow Poplar, Red and White Oak, Hickory, American Walnut, and Hard Maple, the company provides imported African and South American hardwoods.

Robinson Lumber also offers solid hardwood flooring manufactured to set specifications available in volume from its U.S. inventories with direct shipment from the company's overseas facilities.

Bruns has joined the Robinson team with a focus on servicing import clients in the Netherlands and Germany, as well as assisting with sales

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Bruce Goodfellow is vice president of **J.W. Goodfellow Forest Products Inc.**, located in Hemmingford, QC.

J.W. Goodfellow is a wholesaler and exporter of North American hardwood products, carrying an average inventory of 4 million board feet. Species offered include Red and White Oak, Hard and Soft Maple, Yellow and Red Birch, Basswood, White Ash, Cherry, Butternut, Aspen and Birdseye Maple.

J.W. Goodfellow exports 90 percent of its production to the U.S., Europe and the Pacific Rim. Additional company offerings include kiln drying, a planer mill, and Breeze Dried kiln sticks.

Goodfellow graduated from Howard S. Billings Regional High School,



BRUCE GOODFELLOW

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PATRICK HENNEBICQUE

Patrick Hennebicque is the manager of lumber sales and production planning for **Bradford Forest Inc.**, located in Bradford, PA.

Bradford Forest is a manufacturer of kiln-dried Northern and Appalachian hardwoods, including Hard and Soft Maple, Cherry, White Ash, Red Oak and Yellow Poplar. The species listed above are offered to both domestic and export markets.

Throughout the manufacturing process, the company maintains complete control of the production process under one roof, from the Green sawmill to container

loading.

After high school and technical school in France, Hennebicque immigrated to Canada at 22 years old. In 1971, he attended the National Hardwood Lumber Association inspection school in Memphis, TN, and graduated with the 47th class. He then continued his education in Nicaragua, Colombia and the U.S., while also working in the lumber industry.

Hennebicque's first experience in the forest products industry was from 1965 to 1966 as an intern in a German factory (Gegewerke, Weeze) that

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American Hardwood Export Council Celebrates Two Decades of Supplying Sustainable Timber to the Chinese Market

The American Hardwood Export Council (AHEC) recently celebrated its 20th annual Greater China and Southeast Asia Convention in the city of Nanning, capital of Guangxi Zhuang Autonomous Region, and pioneer city of the China – ASEAN Free Trade Area. The event brought together an estimated 400 professionals and guests from around the region, including nearly 40 U.S. hardwood exporters and members of the association. Our aim was not only to introduce U.S. hardwood exporters to Asian importers, but to also help foster the relationships between those importers and local end users, specifiers, manufacturers and distributors of American hardwoods. In order to emphasize the business-to-business potential of the event, this year's convention also included a "mini trade show" format where each participating American exporting company was given a booth/tabletop where they displayed company literature and met with Chinese buyers during an extended networking reception.

Since the first AHEC Greater China and Southeast Asia Convention was held in 1996, China has emerged as the world's largest importer of hardwoods while the United States solidified its position as the world's largest

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Washington Scene

USDA Awards Funds To Expand Wood Energy And Wood Product Markets

Agriculture Secretary Tom Vilsack recently announced the award of over \$9 million to expand and accelerate wood energy and other wood product markets. The federal funds will leverage \$22 million in investments from partners, resulting in a total investment of \$31 million in 23 states.

"Working with our partners, the Forest Service is promoting deployment of new technologies, designed to support new market opportunities for wood energy and innovative wood building materials," said Vilsack. "This funding also supports forest management needs on the National Forest System and other forest lands throughout the United States."

"The Forest Service recognizes the need for a strong forest products industry to help accomplish forest restoration work," said Forest Service Chief Tom Tidwell. "One of the best opportunities for reducing the cost of restoration treatments is to ensure strong markets for the byproducts of

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Chinese Demand For U.S. Hardwood Soars To \$1.53 Billion

The export value of United States hardwood to China jumped 34 percent year-on-year in 2014 as the country increased its demand for more sustainably sourced materials for its urbanization program and for environmental projects.

The value of U.S. hardwood products sold into China reached \$1.53 billion last year, according to data from the Foreign Agricultural Service of the U.S. Department of Agriculture.

The most popular timber was Red Oak, Tulipwood and Ash, mainly for furniture, veneers, flooring, and decorative plywoods. The market now accounts for 42.6 percent of total export volume of U.S. hardwoods, by far the world's largest single customer.

Chinese demand for U.S. wood had been focused on the large population centers along the coast - cities such as Shanghai, Guangzhou, Tianjin and Beijing – with considerable amounts then re-exported as manufactured goods, as well as consumed locally.

The figures showed that the nation shipped furniture worth \$54 billion to the global market last year.

But Michael Snow, executive director of the American Hardwood Export

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A Bi-Monthly newspaper serving the International wood trade.
Published by
International Wood Trade Publications, Inc.
P. O. Box 34908
Memphis, TN 38184
Tel. (901) 372-8280 FAX (901) 373-6180
Web Site: www.woodpurchasingnews.com
E-Mail Addresses:
Advertising: wpm@millerwoodtradepub.com
Editorial: editor@millerwoodtradepub.com
Subscriptions: circ@millerwoodtradepub.com
Publisher: Paul J. Miller - 1922-2010
Gary Miller - President
Wayne Miller - Vice President/Executive Editor
Paul Miller, Jr. - Vice President/Editor
Terry Miller - Vice President/Associate Editor
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Canadian Correspondents: Toronto
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The **Import/Export Wood Purchasing News** is the product of a company and its affiliates that have been in the publishing business for over 89 years.
Other publications edited for specialized markets and distributed worldwide include:
Forest Products Export Directory • Hardwood Purchasing Handbook • National Hardwood Magazine • Dimension & Wood Components Buyer's Guide • Imported Wood Purchasing Guide • Green Book's Hardwood Marketing Directory • Green Book's Softwood Marketing Directory • The Softwood Forest Products Buyer
Annual subscription rates - 6 bi-monthly issues
U.S. \$75 - 1 year; \$90 - 2 years; \$100 - 3 years;
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Send address changes to:
Import/Export Wood Purchasing News
P.O. Box 34908, Memphis, TN 38184-0908.

The publisher reserves the right to accept or reject editorial content and Advertisements at the staff's discretion.

Trade Victories Pave Way For Historic Agreements

Many wood products traders have been following the sometimes ridiculous machinations of the U.S. Congress over the last two years in search of the answer to a simple question: when will Washington see fit to return the money paid in extra duties during the lapse of the Generalized System of Preferences (GSP) program? Thankfully, with passage of the Trade Preferences Extension Act of 2015, we are finally starting to see U.S. Customs and Border Protection begin the refund process. As important as GSP renewal is to many traders, Congress in this legislative package also set the stage for further action on a number of trade agreements that could boost global trade and hopefully spur further economic growth here in the U.S. and around the world.



Alongside the Trade Preferences Extension Act of 2015, Congress also granted the President Trade Promotion Authority, or "Fast-track Authority." This authority gives Congress the ability to approve or deny, without amendment, future trade agreements. Because negotiators would not put forward their last, best deal if any final agreement was subject to changes on the House or Senate floors, this authority has been seen as crucial to wrapping up negotiations on agreements that have been in development for years, including the Trans-Pacific Partnership (TPP), the Transatlantic Trade and Investment Partnership (TTIP), the WTO Environmental Goods Agreement (EGA), and the Trade in Services Agreement (TISA).

By Cindy Squires
Executive Director
International Wood Products Association
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Of particular interest to many in the global wood products trade are TPP and EGA, each of which seeks to boost global trade in different ways. TPP would reduce

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Quality, Consistency and Flexibility – Thompson Appalachian’s Culture

By Terry Miller



(Left to Right): Rob McConnell, Mary Lee T. McConnell, Nick Thompson, Mary Claire Thompson, Nordeck Thompson, Laura Ann T. Howell, Todd Nelson, Claire T. Getty, and William Faircloth.



Thompson Appalachian Hardwoods procures logs from a 200-mile radius. The company stores logs on a wet deck with a self-propelled Tigercat 250D and A16 carrier.



Thompson Appalachian’s sales team William Faircloth and Todd Nelson.



Sam Terry, Charles Edwards, and Drew Getty handle procurement for the company.



K.C. Cardines and Nordeck Thompson stand next to the operation’s double-cut headrig.



Vice President of Thompson Transport Laura Ann T. Howell.



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Huntland, Tennessee—Thompson Appalachian Hardwoods Inc., headquartered in middle Tennessee, manufactures kiln-dried Appalachian hardwood lumber in a variety of thicknesses, grades and species. As a National Hardwood Lumber Association (NHLA) Certified mill, the company is committed to quality in the production of its lumber.

“Whether customized sawing to meet specific market demands or ensuring prompt deliveries using our company-owned fleet of trucks, we’re constantly assessing market potential and evaluating what we do and how we can do it better.”— Claire T. Getty, CFO, Thompson Appalachian Hardwoods Inc.

Manufacturing 17 million board feet of hardwoods annually through its sawmill, and kiln drying 12 million board feet at its drying facility, the company specializes in four main species: Red and White Oak, Poplar, and Ash. The com-

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Thompson recently added three Nyle dry kilns.



Additional photos on page 17

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North American Hardwoods Comprise 90 Percent Of Business For AM Forest Products

By Michael Buckley



James Xu, founder of AM Forest Products Co. Ltd. in Shanghai, stands with a pallet of U.S. Red Oak, his company's top selling wood species.

Shanghai, China—James Xu is well known in wood circles here, and is one Chinese national with a deep understanding of the American hardwood resource, which was his original motivation for founding AM Forest Products Co. Ltd. (AMFP) in China. While working in the U.S., he realized the extent of the eastern hardwood forests and he anticipated China's vast and growing market, as well as lack of domestic hardwoods. The opportunity and solution was obvious to him: exploit both with a trading company – "Shanghai AM" – as he likes to call AM Forest Products,



AM Forest Products provides 24-hour service in regard to lumber deliveries, and even has staff live on site to ensure that orders are promptly processed.


which he founded in 2003. AM Forests Products is solely an importer and lumber distributor, selling 100 percent in the Chinese market, but has changed in recent years. Originally the company set up 12 depots all over China – a costly exercise. Today, it concentrates on a radius centered on Shanghai with five depots, although it retains and services customers beyond. While the market in mid-2015 has been extremely challenging, Xu is confident of the ongoing demand in China for quality hardwoods for at least the fore-

seeable future, once the current market improves.

"I am a firm believer that American lumber has a steady growth future as living standards of consumers continue to improve."— James Xu, founder of AM Forest Products Co. Ltd., Shanghai, China

In a recent article published in the Asian trade media, he said, "In 2013, China had a huge demand for hardwood lumber due to a hot real estate market then," and went

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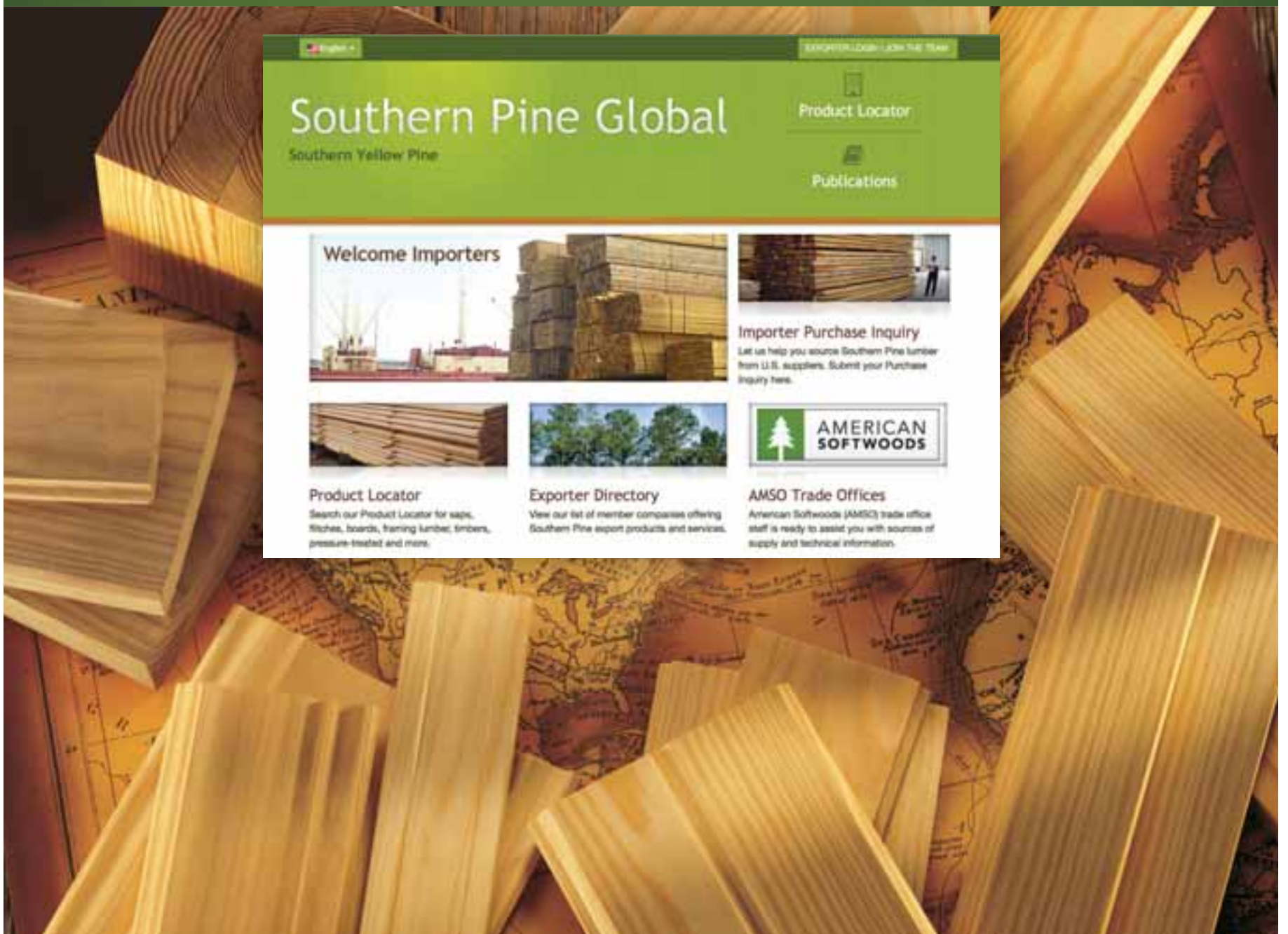


Pictured behind James Xu are pallets of 4/4 No. 1 Common American Soft Maple.

A representative of AM Forest Products recently manned the company's booth at SylvaWood 2015 in Shanghai.



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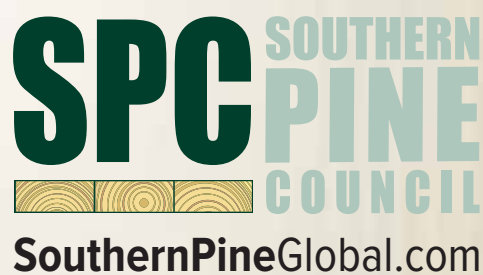
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SFPA Expo Grows 45 Percent

Photos By Terry Miller



John and Jan Rees, Ram Forest Products Inc., Shinglehouse, PA; and Fred Oleson and Mike Pickard, Oleson Saw Technology Inc., York, PA



(Back row) Ted Smith, TS Manufacturing, Lindsay, ON; Tony Nash, AJD Forest Products, Grayling, MI; Riley Smith, TS Manufacturing; (Front row) Ken Burttram, TS Manufacturing, Albertville, AL; Geoff Gannon, TS Manufacturing, Plymouth, NH; and Patrick Sullivan, TS Manufacturing, Lindsay, ON



Chris Rollins, Lucidyne Technologies Inc., Corvallis, OR; Burt Craig, Collins Pine-Kane Hardwood, Kane, PA; Kenzie Church, Lucidyne Technologies Inc.; and John Rhea, Lucidyne Technologies Inc., Bossier City, LA



Dan Mathews, Ken Matthews, Thom Brown and Paula Turlington, SII Dry Kilns, Lexington, NC; Eric Schooler, Collins, Wilsonville, OR; and Todd Laitinen and Robert Jackson, Collins, Klamath Falls, OR



Steve Spears, Taylor Machine Works Inc., Louisville, MS; Craig Foster, Larry Addikson, Luke Ballard, Abel Laguna, Derick Metts and Robert Taylor, Taylor Machine Works Inc.



Matt Tietz, Mike McAvoy and Hugh Hawley, McDonough Manufacturing Co., Eau Claire, WI; and Rhonda Kendrick and Kirby Kendrick, Kendrick Forest Products, Edgewood, IA

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Atlanta, Georgia—The Georgia World Congress Center, located here, welcomed 2,206 visitors and exhibitors to view the latest tech-



nology, equipment and services for the wood industry during the 33rd Forest Products Machinery & Equipment Exposition, sponsored by the Southern Forest Products

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Bill Buchanan, Buchanan Hardwoods Inc., Aliceville, AL; Vincent Grondin, Lico Machinery Inc., Saint-Georges, QC; and John Hubbard, Buchanan Lumber & Hardwood Flooring, Aliceville, AL



Mark Bartoe, American Lumber Co., Hamburg, NY; Dewey Swift, Baillie Lumber Co., Titusville, PA; Jon Swift, Clendenin Lumber Co., Greenwood, SC; and Bob Steiner, Baillie Lumber Co., Smyrna, NY

Chuck Boaz, Corley Manufacturing Co., Chattanooga, TN; Bruce Elliott, Canfor Corp., Thomasville, GA; Tommy Edmonds, Canfor/Beadles Lumber Co., Moultrie, GA; and David Burns, Corley Manufacturing Co., Gastonia, NC



Additional photo on page 14

In 2001 there were just over 1 million people in Nanning, a city relatively unknown in the west, close to the Vietnam border and nestled among hills in this sub-tropical region. Today, there are almost 7 million residents and construction is robust. About 300 delegates traveled here to attend the recent two-day convention, which included about 40 AHEC member companies. Most of these companies had small booths at a mini-trade show to promote their products during the networking reception that ended the event.

The convention started with a “full house” press conference of 75 with presentations from AHEC’s Snow and Jennifer Brand, AHEC chairman, An Di Nguyen, president of American Softwoods, and Mark Barford, CEO, National Hardwood Lumber Association (NHLA). John Chan, SE Asia/Greater China regional director of AHEC, welcomed the media from all over China and SE Asia, saying that in 2014 China had become the largest furniture exporter in the world and was the largest export market for American hardwoods. He predicted a bright future. Brand pointed out that China has grown from importing 40 containers a year from the U.S. to 160 per day. Snow said that half of all graded lumber is now exported from the U.S., of which half goes to China, with urbanization the main demand driver. Barford confirmed the NHLA mission, activity and commitment to China as part of its “Global Reach” and Nguyen discussed the structural advantages of American softwoods.

The convention theme, “Designed in Asia and made in Asia with American hardwood,” extended a campaign that AHEC launched in Singapore earlier in the year to recognize and inspire Asian talent in design and manufacturing. Nanning kicked off with “Asia Market Panel Discussion,” moderated by Michael Buckley, Turnstone Singapore, and introduced by Snow, who jointly presented market data and trends in SE Asia and China. The panel was comprised of Ernie Koh, president of Singapore Furniture Industries Council (SFIC); Harry Bai, AM Forest Products Co. Ltd., China (distributor); Michael Hermens, APP Timber, Malaysia (importer and distributor); Eddy Budiono, PT Abadi Indorono, Indonesia (veneer trader), Nguyen Chanh Phuong, Handicraft and Wood Industry Association (HAWA), Vietnam (contractor).

Buckley quoted the old Chinese saying, “We live in interesting times,” and cited the currency crisis in Europe, economic and political tensions that affect all, but that one thing is certain – China needs wood. The two-hour session then drew many questions from the AHEC membership about species, promotion initiatives, the importance of the ASEAN population of 630 million in SE Asia, branding and hang tags, the check-off program and, last but not least, the current inventory surplus of U.S. hardwood lumber in China.

Panelist Hermens felt that the market in China is changing and urged closer relationships with manufacturers. Koh was convinced of the ongoing demand for high value (imported) wood products by Chinese consumers, and Chan was not so pessimistic as some, given the furniture exports from China running at \$55 billion in 2014. There was much talk of the important role of designers

and trend setting in driving demand, and a final call for AHEC to develop more projects in Asia, as it has done in Europe.

Additionally, a full program of speakers was prefaced by welcome speeches by Bruce Zanin, Acting Minister Counsellor, FAS, U.S. Embassy, Beijing and Hoa Huynh, U.S. Agricultural Trade Office, Guangzhou; Jennifer Brand, chairman AHEC; Pei On Dao, president of Guangxi Forestry Industry Trade Association; and John Chan, Regional Director, AHEC.

Snow gave a comprehensive presentation on “American Hardwoods around the World,” their benefits and the importance of China to the U.S. hardwood industry. “There are lots of cities in China still growing,” he said.

David Venables, AHEC European Director, presented an array of projects executed by AHEC in recent years, including the Red Oak “Wave,” the “Wish List,” “Out of the Woods” and the “Endless Stair” in CLT (cross-laminated timber) Tulipwood, which may lead to new markets for CLT in American hardwoods. This work by AHEC gives a better understanding of the material that has relevance in more than just one region, he suggested.

NHLA’s Executive Director Mark Barford and Dana Spessert, chief Inspector of NHLA, presented the mission of NHLA and explained the NHLA Grading Rules. They extended a welcome to NHLA’s annual convention this year in Nashville, TN, in October. Barford led a group of NHLA members touring China, which included participation at the Nan-

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ning Convention, where he stressed the relationship and cooperation between AHEC and NHLA. ■

SYLVAWOOD – Continued from page 1

class has also seen a growth in demand for furniture, interior finishing, flooring, doors and windows. The future here is very exciting, with much to do and explore. The inaugural SylvaWood may be small, but it is significant as a highly-focused expo on solid wood materials and brings a vision of the latest happenings in wood design, architecture and technologies in engineered wood structures in Asia. Many projects and seminars will inform and educate. It brings key personnel and high quality visitors from around the world together to trade and network and we have here many of the world's most important wood associations."

The opening ceremony recognized VIP guests from AHEC, American Softwoods, Canada Wood, French Timber, Sweden, Malaysia and several Chinese organizations, including the Shanghai Timber Trade Association, its National Hardwood Council and the Branch Wood Association of Fujian Companies.

Throughout the show there was a series of seminars on a range of technical subjects, and five National Hardwood Lumber Association (NHLA) hardwood grading demonstrations in a special area. These were led by NHLA grader Roman Matyushchenko and translated by NHLA China-based representative Jonny Wang.

The largest national pavilion was led by the American Hardwood Export Council with 25 of its members exhibiting. These were: Concannon Lumber, Somerset Wood Products, Hermitage Hardwood Lumber Sales Inc., Nina Co. LLC, Shannon Lumber International, MacDonald & Owen Lumber Co., Hardwood States Export Group, Cole Hardwood Inc., Robinson Lumber Co. Inc., Allan Forest Products Inc., Sonoking Corp., Rolling Ridge Woods LLC, Kretz Lumber Co. Inc., Cummings Lumber Co. Inc., Graf Brothers Flooring & Lumber, Baillie Lumber Co., Northwest Hardwoods Inc., Linden Lumber LLC, Cersosimo Lumber Co. Inc., Thompson Hardwoods Inc., FTI America, Hardwoods of America, CLC Hardwoods and Northland Forest Products. Many of these companies were represented by their local Chinese staff or agents.

The show also included a booth manned by NHLA staff, and the American Softwood Council staged a pavilion in softwood, led by recently appointed President An Di Nguyen, and five member companies.

There were many Chinese importers, stockists and distributors offering American material, as well as from elsewhere, although tropical hardwood was notable by its absence, except from Malaysia. A number of niche suppliers extended the range on offer, such as those from Luxembourg, Chile, Uruguay, Latvia and Japan.

The organizing company has confirmed to hold the second SylvaWood show in Shanghai in June 2016. Complete dates and location to be determined.

For more information, visit www.sylvaWoodexpo.com. ■

HANOI FORUM – Continued from page 1

and supported by the Vietnam Timber and Forest Product Association

(VTFPA) as well as several others, including the Vietnam Chamber of Commerce (VCCI), HAWA (Handicraft and Wood Industry Association) and ViFores.

The hardwood trade "is a win-win model for the USA and Vietnam," said Mark Dries, Agricultural Counselor, Office of Agricultural Affairs, U.S. Embassy, Hanoi, Vietnam, opening the seminar. He suggested that the US\$6.2 billion level of furniture exports by Vietnam had greatly contributed to the rapid increase in U.S. hardwood exports to Vietnam, now the number two market in the world after China. He pointed out that this was the 20-year anniversary of normalized relations between the USA and Vietnam. Formerly it was the furniture industry that drove the business, but now interiors and construction are also increasing.

Responding, Nguyen Tan Van, chairman, Vietnam Architects Association, said that the Vietnamese had a long-term tradition to use wood in family life and this would increase as the economy and standard of living improved. "We have the processing facilities in place and now we look forward to better understand American hardwoods in this forum," he concluded.

Welcoming delegates, John Chan, SE Asia & Greater China Regional Director of AHEC and based in Hong Kong, pointed out that this was the third event held by AHEC in Hanoi. He thanked VAA President Van and ViFores Vice Chairman Nguyen Ton Quyen, and all the supporters for their involvement and attendance at this latest seminar.

The presentations were opened by Jennifer Brand, chairman of AHEC, with "U.S. Hardwood In The Global Market," in which she gave data on the leading position and

Continued on page 11

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HANOI FORUM— Continued from page 10

expected growth of the U.S. as producer and exporter of hardwood lumber and veneer. “AHEC closes the gap between six sectors in this industry, especially in less well informed markets,” Brand said.

Tom Inman, president of Appalachian Hardwood Manufacturers Inc. in High Point, NC, provided his presentation of the “U.S. Hardwood Resource.” He described the forest resource in detail and its 610 million m3 growth yearly, much greater than any other country, he added.

Dana Spessert, chief inspector of the National Hardwood Lumber Association (NHLA), gave a detailed explanation of the NHLA Grading Rules, and he confirmed the availability of grading advice and inspection services from NHLA. He advised that the NHLA Grading Rule book will be translated into Vietnamese in the coming year and invited delegates to attend the next NHLA Convention in Nashville, TN, in October.

Making his debut presentation in Vietnam, David Venables, European Director of AHEC, provided inspiration with “Architectural Applications of U.S. Hardwood.” He first discussed the reasons why he believes in the material as the right choice for sustainable design and is the material for this 21st century. He noted U.S. hardwoods are growing much faster than harvested volumes and they are versatile and perform in terms of strength and durability. “And, of course, they are low impact and store carbon,” he concluded.

In fact, while showing many successful architectural projects undertaken by AHEC in Europe, he was able to illustrate the actual impact with the help of American Hardwood Environmental Profiles (AHEPs) and Life Cycle

Analysis (LCA) models that AHEC has pioneered for individual American species. Venables suggested that the drivers of hardwood consumption are threefold: environmental performance, technical innovation and fashion, all of which he demonstrated with AHEC projects. They included “The Wave,” “The Endless Staircase,” “The Wish List,” “Out of the Woods” and many others – each demonstrating a particular attribute of individual species. With regard to architectural development, he felt that “furniture design sets wood fashion” and discussed some of the current trends.

Commenting after the event, John Chan said, “The seminar provided an excellent platform for networking with the trade and the specifiers in the Northern region of Vietnam. I was glad to hear three architects in the audience say the seminar was useful for architectural design professionals who are not familiar with U.S. hardwood.” ■

AHEC NEWS – Continued from page 2

supplier. This has proven to be very beneficial to both nations, as the increasing supply of American hardwoods has helped to feed tremendous growth in the Chinese furniture, flooring and building industries, creating millions of jobs and helping to bolster GDP growth in both nations.


The results have been impressive. In 2014, total exports of American hardwood lumber to Greater China (Mainland China, Hong Kong and Taiwan) reached an all-time high of US\$1,533.6 million, an increase of 34 percent over 2013 levels. In addition, China imports nearly US\$18 million in U.S. hardwood veneer. Currently, the consumption of hardwood lumber in China ac-

counts for 42.6 percent of the total export volume of American hardwoods, by far the largest single market in the world.

Similarly, U.S. hardwood exports to neighboring Southeast Asian countries have also seen strong growth in recent years, with lumber sales reaching US\$249 million in 2014, increasing more than 16 percent from the previous year. Vietnam, with its vast furniture manufacturing industry is the largest importer in the region, taking in US\$184 million, while Indonesia, Malaysia and Thailand also remain strong markets.





For the Chinese market Red Oak is the most popular species, followed by Ash, Tulipwood, White Oak, Cherry, Black Walnut, Maple and Alder. In addition to lumber, U.S. suppliers also provide other products such as veneer, flooring, decorative hardwood plywood, dimension lumber and millwork.

John Chan, AHEC Regional Director for Southeast Asia and Greater China, sums up the organization’s goals and strategy in the region as follows: “The strong real estate markets in Mainland China, Hong Kong and Taiwan are helping to stimulate domestic demand, furniture, flooring and interior fittings. With architects and designers beginning to understand the environmental benefits of wood versus almost all other materials, this should bring tremendous business opportunities to American hardwood producers, as well as Chinese manufacturers of these products. AHEC has confidence in the future development and growth of the Chinese market and is looking forward to working with the Chinese hardwood industry to create a ‘win-win’ cooperative environment.” ■




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CHINA DEMAND – Continued from page 2

Council, said China’s biggest cities away from the east coast – such as Chongqing, Sichuan province’s capital Chengdu, and the capital of Hubei province Wuhan – which were traditionally less well-equipped to process timber, are now offering the U.S. industry opportunities.

“All the new homes, hotels, shopping centers, restaurants and office blocks being built need flooring, cabinetry, doors and windows, as well as building materials made using wood products,” said Snow. “The potential is immense.”

Headquartered in Reston, VA, AHEC is a nonprofit trade association representing over 100 U.S. hardwood exporters and trade associations.

John Chan, its regional director for China and Southeast Asia, said before the 2008 global financial crisis, much of the wood bought by China was re-exported in the form of furniture, flooring or other finished products.

Following the collapse of the U.S. housing market and others in Europe, however, many Chinese manufacturers have been looking domestically for sales.

“The result has been ever higher demand for U.S. hardwood,” Chan said. “Rising wages in China have created an exploding middle class, and new, additional demand for U.S. hardwood products.”

China began to protect its forests in 1998 after facing timber shortages of around 60 million cubic meters per year.

The country depended on imported timber from the U.S., Russia, New

Zealand and timber-producing countries in Southeast Asia and Africa. A study by the State Forest Administration shows that its wood demand is expected to rise to 800 million cubic meters by 2020.

The government plans to have more than 30 percent of its buildings at that time considered environmentally friendly, and 20 percent of new urban building construction eco-friendly by the end of this year.

Deng Huafeng, a professor at Beijing Forestry University, said other conditions that have stimulated China’s U.S. hardwood imports include the government’s protection of its own still-limited wood resources, as well as dwindling timber shipments from Brazil, Myanmar, Ghana and Gabon, because of tightening export restrictions there over the past four years.

U.S. hardwood exports to Southeast Asian countries have also seen strong growth with lumber sales rising 16 percent year-on-year to \$249 million in 2014.

Vietnam is the largest regional buyer with orders worth \$184 million, with sales to Indonesia, Malaysia and Thailand also remaining strong.

– Content Provider: ChineDaily.com.cn via LBM Daily ■

WASHINGTON SCENE –

Continued from page 2

these treatments.”

This year over 100 proposals were received for the Wood Innovations grant program, highlighting the expanding use of wood as a renewable resource and as a building material. The awarded funds will stimulate the use of hazardous fuels from National Forest System lands and other

forested lands to promote forest health while simultaneously generating rural jobs.

For more information on the grant and cooperative agreement program visit www.na.fs.fed.us/werc/wip/2015-rfp.shtm.

The House and Senate Extend Transportation Funding

According to officials, the House and Senate recently passed an extension of highway funding that will keep the current highway bill authorized. This extension will likely be followed by another extension this summer through the end of the year.

Sources said this action will buy at least a little more time for advocates of truck weight reform to work the House and Senate to include truck weight reform language in any long-term highway authorization bill that materializes.

Shippers are putting pressure on the Department of Transportation (DOT) to release its truck size and weight study that is now complete and is allegedly sitting in a desk at the DOT. The study’s findings will largely support claims that allowing 97,000 pound trucks with a sixth axle on federal interstates may improve safety and wear and tear on pavement.

Congress Requests EPA To Clarify WOTUS Rule

Both Houses of Congress are requesting the Waters of the U.S., or WOTUS, rule the Environmental Protection Agency’s (EPA) regulatory effort be clarified as to which water bodies fall under federal permitting jurisdiction.

Just before the House recessed in recent months, it passed Energy and Water appropriations measures, which contained a pro-

Continued on page 13



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WASHINGTON SCENE – Continued from page 12

vision blocking implementation of the rule in FY 16. Following that, the House passed H.R. 1732, a bill, which requires EPA to withdraw the current rule package and propose an alternative.

Meanwhile in the Senate, legislation blocking the rule is also pending. A number of moderate Democrats in the Senate have signed on as cosponsors, leading to some speculation that the bill may secure the 60 votes needed to pass.

Administrator Gina McCarthy signed the final WOTUS rule.

On first review, it appears that EPA made a number of concessions to address forestry and agricultural concerns.

Litigation Affects Federal Forest Management

The House Natural Resources Subcommittee on Federal Lands recently held an oversight hearing on the impact of litigation on forest management, the Forest Service’s response to the growing challenge of litigation and related impacts upon forest health.

Subcommittee Chairman Tom McClintock (R-CA) began the hearing by outlining the fact that “Between 1989 and 2008, 1,125 lawsuits were filed against the Forest Service.”

Further, the Committee found in a 1999 report by the National Academy of Public Administration that planning consumed an estimated 40 percent of the workload at the local level. Forest service personnel estimate that the amount has grown to 60 percent of field level employees’ time spent

solely on planning, which includes environmental analysis and other procedural requirements. Timelines for analysis have also increased from several months to several years for a typical forest management project. According to the American Forest Resource Council (AFRC), the expense of preparation has also increased dramatically. “Line officers who were involved in forest management projects in the 1980’s recall three to six month timeframes to complete environmental assessments for modest sized forest management projects have increased from 14.7 to 20.1 months,” AFRC stated in a recent newsletter.

“Litigation continues to play a big role in the management of our federal forests,” said AFRC. “If the agencies that manage these forests are ever going to get ahead of the catastrophic fuel loading and unhealthy stands across the landscape, a solution to the rampant litigation must be found.” ■

WHO’S WHO – Bedin –

Continued from page 2

tics assistant and buyer/product manager for Cora Legnami (Italy) and product manager/salesman for Roger Mitchell Ltd. (U.K.) until 2014.

Simon Lussier is a member of the National Hardwood Lumber Association, Penn-York Lumbermen’s Club, New England Lumbermen’s Association and the Montreal Hardwood Club.

In his spare time Bedin enjoys reading, cooking, running, swimming and travelling.

For more information visit www.simonlussier.com. ■

WHO’S WHO – Bruns – Continued from page 2

throughout Europe. He has 15 years of experience in the timber industry and is looking forward to growing Robinson Lumber’s business in Europe.

Robinson Lumber has three supply locations in Central and South America and sales offices in Asia, along with this newest location in Europe.

For more information visit www.roblumco.com. ■

WHO’S WHO – Goodfellow – Continued from page 2

Châteauguay, QC, in 1979 and obtained a business administration degree from St. Lawrence College, Kingston, ON, in 1983.

In his spare time Goodfellow enjoys hunting, fly fishing, skiing and hockey. He has one son and a daughter.

For more information visit www.jwgoodfellow.com. ■

WHO’S WHO – Hennebique – Continued from page 2

processed African hardwood logs into veneer, plywood, lumber, particle-board and furniture.

Hennebique has been working at Bradford Forest for the past 37 years and prior to that he worked at the David R. Webb Company Inc. He has

Continued on page 16

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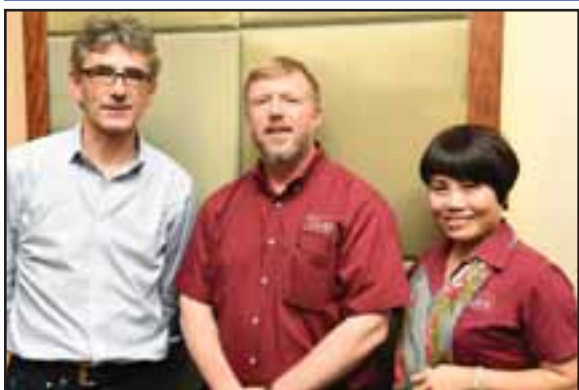
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AHEC Photos – Continued from page 1



David Venables, American Hardwood Export Council (AHEC), Europe; and Scott Snyder and Sunny Lin, Tioga Hardwoods Inc., Berkshire, NY



Dana Spessert, NHLA, Memphis, TN; Eddy Budiono, PT Abadi Indorona, Indonesia; Mark Barford, NHLA; and Nguyen Chanh Phuong, HAWA (the Handicraft and Wood Industry Association), Vietnam



AHEC representatives Jennifer Brand (chairman-2nd from left), Michael Snow (executive director-3rd from right) and John Chan (SE Asia/Greater China office, 2nd from right) visit with officials from the Chongqing Banan regional government.

SYLVAWOOD Photos – Continued from page 1



An Di Nguyen, Softwood Export Council, Portland, OR; Brad Rose, Rose Research Co., Boca Raton, FL; and Dr. Kevin Cheung and Xu Fang, American Softwoods-China



At SylvaWood 2015, a representative for the National Hardwood Lumber Association gives a grading demonstration.



Representing CX Joy Hardwoods, whose many products are made of American wood, including Walnut, are Suping Jiang, Joy Wany and Yenling Chen. CX Joy Hardwoods is located in Qingdao, China.

HANOI Photos – Continued from page 1



Michael Snow, John Chan, Anne Pennington, Sharon Shek, Rita Mak and Tripp Pryor, all representing AHEC at SylvaWood.



Jennifer Brand, chairman of AHEC, also with Bridgewell Resources LLC, Portland, OR; John Chan, AHEC, SE Asia & Greater China; Nguyen Chanh Phuong, Handicraft And Wood Industry Association (HAWA), Ho Chi Minh City, Vietnam; and Michael Ward and Mark Dries, U.S. Dept. of Agriculture, Washington, DC



More than 170 delegates recently filled the Hanoi meeting that focused on sustainable American hardwoods, jointly organized by the American Hardwood Export Council and the Vietnam Architects Association, and supported by the Vietnam Timber and Forest Product Association, as well as several others, including the Vietnam Chamber of Commerce, the furniture association HAWA, and ViFores.

SFPA Photos – Continued from page 8



Theo Leonov, Brunner-Hildebrand Lumber Dry Kiln Co., Ottawa, ON; and Jeff Cowley, Brunner-Hildebrand Lumber Dry Kiln Co., Nashville, TN



Peter McCarty, PHL Equipment Inc./Comact, Eau Claire, WI; Aaron Schulte and Keith Trask, Hancock Lumber Co., Bethel, ME; and Dan Wetmore and Bruce Buzzell, Hancock Lumber Co., Casco, ME



Yvan Rainville, Autolog Inc., Blainville, QC; Chris Rider and Jim Howard, Atlanta Hardwood Corp., Mableton, GA; and Sylvain Magnan, Autolog Inc.



Jim Lansdell, Devereaux Sawmill Inc., Pewamo, MI; Jeff Krueger, Bonnie Lewis and Rob Kittle, Cleereman Industries, Newald, WI; and Aric Pitchford, Devereaux Sawmill Inc.



Bob Pope, USNR, Montpelier, VT; Gary Middleton, USNR, Thomasville, GA; Sonia Perrine, USNR, Woodland, WA; Alan Robbins, USNR, Jacksonville, FL; and Jason Clay, USNR, Philippi, WV

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David Whitten, Director of Exports
Bingaman and Son Lumber, Inc.
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Penn-Sylvan International, Inc.
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Hardwood Lumber Sales, Inc. a growing concern in the hardwood concentration yard business.”

Parker Boles, Owner/President
Hermitage Hardwood Lumber Sales, Inc.
Cookeville, TN



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of our customers and prospective customers. We’ve gotten calls and continue to receive calls from customers who tell us they have seen our Ads. So, we feel the advertising we do is a good investment for Newman Lumber.”

Doug Newman
Newman Lumber Co.
Gulfport, MS



“My partner, Doug Morris, and I decided to carry an Ad program in **National Hardwood Magazine**, **Import/Export Wood Purchasing News** and the **Forest Products Export Directory** in 2012. We are both very pleased with the number of inquiries we received from our Ad program, and we are continuing it. We like our company’s name, products and services to be in front of our customers, potential customers, and lumber suppliers on a regular basis, so they’ll think to contact us when they are

ready to do business, and, your publications are doing a good job of achieving that for us.

Our Full Page Ad in your **Forest Products Export Directory** fulfilled our goal of being contacted by many overseas buyers of different species of Appalachian Hardwood lumber. We’ve gotten numerous inquiries from foreign buyers that want to buy lumber from us that we’ve never heard of before through our Ad in your ‘**Export Directory**.’

I would recommend to any Hardwood lumber company that wants to expand their buyer contacts, through advertising, should contact you folks!”

Stacey Treat
Treat Hardwood Lumber Co.
Lenoir, NC



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WHO'S WHO – Hennebicque – Continued from page 13

spent 20 years in his current position as manager of lumber sales and production planning, as well as handling all export sales at the Bradford, PA, location for Bradford Forest. He is uniquely qualified in this regard because he is able to communicate in four languages. Other previous positions held within the industry include: lumber inspector, kiln operator, veneer sales representative, yard manager, lumber processing manager and lumber sales manager.

Hennebicque has been married for 40 years to Wendy, a California native and the couple has two sons, Derrick and Mark. Both sons are graduates of Pennsylvania State University, located in Erie, PA, with degrees in plastics engineering.

For more information visit www.bradfordforest.com. ■

IWPA NEWS – Continued from page 3

barriers to trade between the U.S. and eleven nations that span the Asia-Pacific region, including Australia, Canada, Japan, Malaysia, Peru and Vietnam. While U.S. barriers to imports are generally low by global standards, the Obama administration is betting that closer economic ties across the Pacific will boost U.S. exports and secure America's leadership in the region. The EGA, alternatively, is an attempt to reduce trade barriers for environmentally sustainable goods. As I shared in this space previously, it is IWPA's view that sustainably sourced wood products represent "the ultimate green good," and it is for this reason that we have urged the Office of the U.S. Trade Representative to argue that duties for such goods should be eliminated as part of these negotiations.

It is not surprising that countries around the world are looking for new ways to access American consumers. While China's reported GDP has finally overtaken that of the U.S., the U.S. market remains the premier destination for high quality products from around the globe. It is encouraging that the Obama Administration, as well as bipartisan majorities in both the House of Representatives and the Senate agree, if seemingly only on this one issue, that increased global trade is in our shared interest. ■

THOMPSON APPALACHIAN – Continued from page 4

pany also produces limited quantities of Walnut and Cherry.

In addition to producing NHLA grades in standard thicknesses from 4/4 to 16/4, Thompson Appalachian offers numerous manufacturing services to increase yield for customers, including S2S, gang ripping, custom sawing, width, length and color sorting, and customer-specific proprietary grades.

The team at Thompson Appalachian is committed to excellence. "We have a very talented group of employees who we can thank for the success of Thompson Appalachian Hardwoods," said Nordeck Thompson.

Thompson's team includes: Todd Nelson, vice president sales; Nick Thompson, vice president operations; Claire T. Getty, CFO; Laura Ann T. Howell, vice president Thompson Transport; Randy Whitaker, procurement manager; William Faircloth, domestic sales; and Mary Lee T. McConnell, human resources manager, among many others.

Key markets for the operation include distribution yards and end users, both domestic and international. "Approximately 40 percent of our production is distributed in North America and 60 percent into Europe, the Middle East, Australia and Asia. We ship product to distributors around the world. Our lumber will end up at high-end furniture, millwork, moulding, flooring and cabinet manufacturers," said Vice President Sales, Todd Nelson.

Nelson said the quality of Thompson Appalachian's products speaks for itself. "From the production standards at the sawmill, to packaging and shipping prep, the team pays attention to every detail. We want our customers to know that they can depend on the Thompson Appalachian Hardwoods brand every time. Since we only sell what we cut at our sawmill, we maintain control over the entire process, and the result is brand consistency."

Claire T. Getty explained, "Whether customized sawing to meet specific market demands or ensuring prompt deliveries using our company-owned fleet of trucks, we're constantly assessing market potential and evaluating what we do and how we can do it better. We are not afraid of new ideas and change."

Thompson Appalachian takes specific measures to ensure the quality of the product from start to finish. "We've learned from other companies how we can improve the lumber we manufacture, from the color to the

Continued on page 17

1979
Started as a wholesale trade company

1982
Began processing our own inventory at custom facilities

1985
Purchased first concentration yard/dry kilns

1988
Began international shipments

1995-2000
Expanded all facilities three times

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Manufacturing 17 million board feet of hardwoods annually through its sawmill, and kiln drying 12 million board feet at its drying facility, the company specializes in four main species: Red and White Oak, Poplar, and Ash. The company also produces limited quantities of Walnut and Cherry.

flatness in drying,” Nick Thompson said. “We use products from companies like U•C Coatings, Buffalo, NY, which produces wax to help prevent end splitting in our lumber, and ISK Biocides, Memphis, TN, to dip our lumber to keep it bright and prevent mold and fungus. We are continually identifying the specific things that we can do to bring the quality up another notch. We want to limit the exposure of our lumber to the elements. When we do have to yard lumber, especially thick stock Red and White Oak, we use shade cloth, supplied by U•C Coatings, and tops that we custom built at the plant. The packs are also end-wrapped going into the kiln so that end-checking is limited.”

Nordeck Thompson was raised in the lumber industry. "My father's career began in the 1950s in the logging industry, then he added a small sawmill, which eventually grew into a much larger operation. He experienced continued growth throughout his career," said Thompson.

He continued, "I worked with him from a young age, through college and after. After several years, my wife and I decided to relocate our growing family a little closer to her parents in Tennessee. In 1993, we purchased

a small band mill in Huntland, TN. Drawn primarily to the high quality resource basin and the color and texture this region is known for, we started cutting about 20,000 board feet of lumber per day with a small crew. In those days, I did everything from maintenance to sales. We are so thankful for the opportunity we've been blessed with to grow our business in Huntland."

The original mill included a straight line band mill with a 6-foot Klamath head rig on a Corley carriage with a 230 Tyrone Berry feed, a small two-saw Corley edger and a Canadian style Corley pop-up saw trimmer. Thompson Appalachian has made several upgrades over the years. “We replaced the old straight line band mill system and installed a Salem linear positioning carriage and a Tyrone shotgun feedworks. Other upgrades include a USNR G3 StereoScan optimization system and a Comact 7-foot double cut band mill that we’ve been very pleased with,” said Thompson.

He continued, "We operate Armstrong grinders on our small and big bands. We installed a thin kerf Sherman gang with a linear in-feed positioning system. We upgraded our board edger, took out the Corley and installed a Sherman 4-saw optimized edger with a Nelson Brother's optimizing package and Joe Scan scanner heads. Next, we did away with the Fulghum debarker and put in new log decks and an A2 Nicholson ring debarker with a 35-inch ring. We built a trimmer in our shop from scratch, and Tridelta Systems, Abbeville, AL, optimized it for us. Finally, we added a new pull chain with up to 60 separations."

The company also added a West Plains thin kerf horizontal re-saw in 2013. "We wanted more dimensional control in thickness by grade, and that one machine center allows us to get more throughput in conjunction with the double-cut bandmill," Thompson said.

In 2012, Thompson Appalachian Hardwoods acquired a concentration yard and dry kiln facility near its sawmill in Huntland, TN. Since then, the company has grown from 120,000 board feet to 800,000 board feet of kiln drying capacity. The company continues to expand its manufacturing capacity. This fall, Thompson Appalachian will also bring online a Weinig optimizing gang rip.

Thompson Appalachian Hardwoods procures logs from a 150-mile radius. “We take great care to merchandise and protect our logs. We store logs on our wet deck with a self-propelled Tigercat 250D mounted on an A16 carrier. This machine helps us go vertical with our logs piles; thus, helping better utilize our yard space,” said Claire T. Getty.

The team at Thompson Appalachian Hardwoods is always looking for

Continued on page 18

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THOMPSON APPALACHIAN – Continued from page 17

new growth opportunities, according to Nordeck Thompson. He added, “We’re growing in so many areas, from the addition of three Nyle dry kilns, to our new transportation and logistics company, and now a dimension plant.”

Transportation and logistics presented itself as an obvious growth area because of the company’s need for more supply chain control. For years Thompson Appalachian Hardwoods operated a few company trucks for local lumber deliveries and log hauling, but with the growth of the Dry Kiln and Procurement divisions, the company needed consistent flatbed equipment availability. Thompson Transport was formed to not only service Thompson Appalachian’s growing logistics needs, but to also provide services for other national brokers and lumber companies in the Southeast, Northeast, Midwest and Pacific Northwest.

When asked about the effects of the economic downturn and how his operation survived when many others did not, Nordeck Thompson said, “We buckled down and worked through it. Every day was different and every day we got up and met that day’s challenges with Faith in God’s divine plan and an open mind. It certainly wasn’t an easy time for any of us in this industry, but we worked through it and we’re better off for it.”

Thompson Appalachian Hardwoods Inc. is a member of the National Hardwood Lumber Association, Hardwood Manufacturers Association, American Hardwood Export Council, Tennessee Forestry Association, Alabama Forestry Association and Southeastern Lumber Manufacturers Association.

For more information visit www.thompsonappalachian.com. ■

AM FOREST – Continued from page 6

on to explain the subsequent, current fall in demand. He continued, “The current situation can be alluded to the darkest time before dawn – the sunrise will not be that far off. According to the State Forestry Administration, beginning in 2016, China will restrict the harvest of forest reserves, which means that China’s dependence of foreign hardwoods will rise further, and the imported hardwood lumber business will be promising in the next 15 to 20 years.”

In the case of AM Forest Products, confidence is borne out of experi-

ence of standards, of service, in quality control, and efficient buying. The company imports about 3,000 containers a year with a full range of North American hardwoods, which represents approximately 90 percent of the business, and some European Beech. Currently the inventory includes its number one species, Red Oak, plus Ash, Yellow Poplar (Tulipwood), Cherry, White Oak, Red Alder, Pacifica Maple, and Hard and Soft Maple.

Any customer ordering up to the close of business on any of 365 days a year can expect delivery the next day. A team of 10 staff, including security, actually live on site at the company’s headquarters to ensure such service. The company’s customer base today is 80 percent end users and manufacturers, and 20 percent re-sale distributors. The bottom line for AMFP is “team motivation,” which Xu believes is “so important, especially in such difficult times as we have now,” he said. With 110 employees in total, 48 are in sales, and of the future he expects to “solidify” and keep competitive.

When asked what future options the company has, he is clear that better sourcing is one, but adding value is another, a route he expects to take in the coming years. Xu also thinks that solid wood in China has an excellent future. “I am a firm believer that American lumber has a steady growth future as living standards of consumers continue to improve. The use of solid wood products will be seen to be more environmentally acceptable and healthy compared to engineered wood products.” Having said that, he admits that environmental issues are not yet very important in China where the market wants price and quality first. In fact, AMFP was the first wood trader in China to certify Forest Stewardship Council Chain of Custody, which has now been allowed to lapse due to lack of demand. However, the government is seen to be moving forward on sustainable issues.

Some time ago, Xu initiated the National Hardwood Council, of which he remains chairman. It now has 100 domestic members and 15 overseas members and is administered under the umbrella of the Shanghai Timber Trade Association. The Council has not been highly active or proactive he admitted, but wants to hold an open Summit at which overseas suppliers would be invited for dialogue.

AMFP exhibited with a prominent booth at the recent SylvaWood show in Shanghai and AMFP provided Red Oak lumber for a series of five National Hardwood Lumber Association grading demonstrations throughout the show.

For more information, visit online at www.amwoods.cn. ■



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Green lumber vendors please contact Steve Leonard at (828) 446-0845, or email him at sgleonard@bellsouth.net



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Our Hardwood concentration yard in Maiden, NC is near Highway 321 and Interstate 40 where we process quality kiln dried Appalachian Hardwood lumber in these four species Red Oak, White Oak, Poplar and Ash. We:

- sell kiln dried Red and White Oak in 4/4 through 8/4 thicknesses; Poplar in 4/4 through 12/4 thicknesses; and Ash in 4/4 through 8/4 thicknesses. The grades of lumber we sell are No. 2 Common and better.
- have 800,000 board feet per charge of dry kiln capacity counting our new predryer/dry kiln and five dry kilns. We also have two fan sheds totaling 500 MBF capacity.
- have dedicated employees with many years of experience who are getting your orders prepared to your exact specifications.
- inspect our lumber after kiln drying.
- offer many services like export prep, mixed truckloads, container loading, dipping our lumber in ISK Biocides’ chemicals, S2S, SLR1E, and width sorting.
- process and sell 18 to 20 million board feet a year of the lumber species we deal in.

