



AHEC Hosts Delegates, Members At Vegas Meeting

Photos By Gary, Terry and Paul Miller Jr.

Las Vegas, Nevada—The annual meeting of the American Hardwood Export Council (AHEC) in conjunction with the annual convention and exposition hosted by the National Hardwood Lumber Association was held here recently at the Red Rock Casino Resort & Spa.



Ron Jones, Ron Jones Hardwood Sales Inc., Union City, PA; Wendell Cramer, W.M. Cramer Lumber Co., Hickory, NC; Arnie Hogue, Anderson-Tully Lumber Co., Vicksburg, MS; Eric Wang, Anderson-Tully Lumber Co., Shanghai, China; and Scott Wesberry, Fred Netterville Lumber Co., Woodville, MS

This year's meeting welcomed a delegation of self-funded Chinese importing companies and AHEC celebrated delegates from the emerging Guanxi regions, including the

president of the Guanxi Furniture Association and the Guanxi Timber Trade Association.

AHEC also hosted an International Markets Panel, and membership reviewed highlights from 2014 programs and fielded the 2015 funding request. A meeting relevant to the 2015 board of directors was also held, as well as a presentation of proposed AHEC programs for next year.

For more information, visit online at www.ahec.org. ■



DanDong Lu, Shanghai Keerun Industrial Co. Ltd., Shanghai, China; Richard Conti, Matson Lumber Co., Brookville, PA; Wesley Boles, Hermitage Hardwood Lumber Sales Inc., Cookeville, TN; Burt Craig, Collins, Kane, PA; and Kuro Ma, Jiangsu High Hope Corp., Shanghai, China

Additional photos on pages 8 & 10

Guests Enjoy IWPA Reception

Photos By Wayne Miller

Las Vegas, Nevada—The International Wood Products Association (IWPA) welcomed 55 members and guests to a reception in conjunction with the recent Na-



Joe O'Donnell, International Wood Products Association, Alexandria, VA; Christian Mengle, VM International LLC, Greensboro, NC; Cindy Squires, International Wood Products Association; Tom Herga, Hardwoods Import Lumber Division, Leland, NC; and Tony Jackson, Sitco Lumber Co., Desoto, TX

tional Hardwood Lumber Association Convention and Exposition at Red Rock Casino Resort & Spa.

Established in 1956, IWPA is the leading international trade association representing the North American imported wood products industry, with over 200

companies and trade organizations engaged in the import of hardwoods and softwoods from sustainably managed forests in more than 30 nations across the globe. Association members consist of three key groups involved in the import

Additional photo on page 10



Wesley Robinson and Steve Stuffed, Robinson Lumber Co., New Orleans, LA; and Dan Caldwell, Atlanta Hardwood Corp., Mableton, GA

Continued on page 18

Thai Importers Tour Southern Lumber Operations

The global demand for U.S. softwood lumber is on the increase. Importers around the globe are sourcing American lumber species, recognizing its high quality and suitability for a wide range of applications. Exports of Southern Pine lumber were up dramatically during



Operations Manager Wayne Edwards (left) and Unit Manager Doug Hays (third from right) of Weyerhaeuser hosted a delegation from Thailand for a tour of the company's sawmill at McComb, Mississippi.

2014, when compared with the previous year. According to the USDA's Foreign Agricultural Service, export volumes of Southern Pine lumber through September 2014 increased by 23 percent, when compared with the first three quarters of 2013. Once the final numbers are calculated, the export volume for all of 2014 is expected to set a

Additional photo on page 10

Continued on page 20

PRSRST STD
U.S. POSTAGE PAID
NASHVILLE, TN
PERMIT NO. 781

The Import/Export Wood Purchasing News
P.O. Box 34908
Memphis, TN 38184-0908
Address Service Requested

Who's Who in Import/Exports

Cole Hardwood, headquartered in Logansport, IN, recently announced the addition of **Jennifer Buttice** to its sales team.

Cole Hardwood is among the nation's leading hardwood suppliers. The company offers domestic and imported hardwoods in up to 20 different species with 12 million board feet of inventory.

Buttice was born and raised in Logansport and obtained a degree in criminal justice from Indiana University, Bloomington, IN. She became a police officer for IUPD, while attending college. While she was involved in fundraising for the Cass County Humane Society, Buttice met Cole Hardwood President Milt Cole who saw her overwhelming potential and solid motivation to work with people. After listening to her presentation for the Humane Society, he took immediate action and offered her a position on the sales team.

Buttice spent three months in the lumberyard, learning how to grade lumber, general operations, eventually working her way into sales.

Cole Hardwood is a member of the National Hardwood Lumber Association, Indiana Hardwood Lumbermen's Association, Appalachian Hardwood Manufacturers Inc., the Hardwood Distributor's Association, Kentucky Forest Industries Association, Lake States Lumber Association, and the American Hardwood Export Council. For more information visit www.cole-hardwood.com. ■



JENNIFER BUTTICE



MICHAEL CARUSO

Michael Caruso is an export sales representative for **Matson Lumber Co.**, Brookville, PA.

Matson Lumber Co. manufactures Red and White Oak, Poplar, Ash, Hard and Soft Maple, and Cherry lumber (No. 2 through Face and Better, 4/4-8/4, KD). The company has over one million board feet of kiln capacity, as well as operating three sawmills dedicated to production.

A graduate of Clarion University of Pennsylvania, Clarion, PA, where he obtained his bachelor's degree in communications, Caruso is also a graduate of the NHLA Lumber Grading Short Course and NHLA Hardwoods 101.

Prior to joining Matson Lumber, Caruso held a position as sales engineer for a capital equipment manufacturer for 10 years.

Matson Lumber is a member of National Hardwood Lumber Association, American Hardwood Export Council, and Penn-York Lumbermen's Club.

He and his wife of 20 years, Gretchen, have one daughter. In his spare time he enjoys hunting, fishing, broadcasting local high school sports and watching his daughter play sports. For more information visit www.matsonlumber.com. ■

Israel 'Izzy' Gonzalez recently joined the International Wood Products Division of **Bridgewell Resources**, located in Beaverton, OR.

Bridgewell Resources, headquartered in Tigard, OR, is a premiere global supplier of domestic and international wood products, as well as food, agricultural, utility and construction products. The company also offers an in-house logistics and compliance team, to help take the hassles out of importing and exporting some of the world's highest quality wood material and deliver it reliably.

Gonzalez brings more than 18 years of export experience to Bridgewell's International Wood Products Division. Growing up in the border town of Laredo, TX, Gonzalez was immersed in the Mexican language and culture. His bilingual and multicultural background has helped him build and maintain relationships throughout his career. Before he was recruited by Bridgewell, Gonzalez worked for Concannon Lumber.

Gonzalez is married to Tina and the couple has two dachshund dogs. He enjoys music, splitting his spare time between being a disc jockey at local weddings/events and practicing his skills as a classically trained cellist. For more information visit www.bridgewellresources.com. ■



ISRAEL GONZALEZ



DAVID SEGERLIND

David Segerlind handles export sales for **Devereaux Sawmill Inc.**, located in Pewamo, MI.

Devereaux Sawmill specializes in products derived from Michigan resources. The firm's largest volume of production has been with White Hard Maple. They also process Red and White Oak, Hickory, Soft Maple, Ash, Walnut, Cherry, and other hardwood species. While all logs the company harvests are from within a 150-mile radius of their mill, they currently process 17 million feet through their kilns and ship to a wide base of customers both domestically and internationally.

Segerlind is a graduate of Portland High School and he obtained his bachelors degree in forestry from Michigan State University, East Lansing, MI.

Segerlind and his wife, Cia, have one son and a daughter. In his spare time he enjoys woodworking, running, hunting, traveling and making Maple syrup. For more information visit www.devereauxsawmill.com. ■

American Hardwood Export Council Sponsors Wood Excellence Prize At World Architecture Festival In Singapore

At the recent World Architecture Festival (WAF) the Alex Munroe Studio by DSDHA in London, UK was awarded the inaugural Wood Excellence Prize chosen from a shortlist of projects from around the globe with the only criteria being wood as an integral part.

The shortlist included "The Tent" a delightful leisure facility in Nha Trang, Vietnam, by a21studio and the new Regional Terminal at Christchurch Airport by DVN Donovan Hill in New Zealand. Others were drawn from China, Netherlands, France and Australia. After presentations by all the architects, the jury of four eminent judges awarded the prize to the London studio "for embracing innovation and for what it had achieved in a tiny, tight and challenging location with the use of CLT."

Chairing the jury, Matteo Thun, Milan-based architect commented, "Wood, as a renewable resource material, is indispensable in architecture and design. Our daily challenge is to achieve projects and products that are sustainable, of timeless beauty, pure and simple, but at the same time technically and environmentally innovative. The new Wood Excellence Prize has reinforced this intention and I am very pleased to be involved in this very prestigious event."

David Venables, AHEC's European Director and member of the jury, said, "There was an excellent spread of shortlisted projects all showing good variety of wood application. There was some really engaging and deep thought process about wood as a material. We had a hard debate as to which should win."

In the winning project the structure was entirely made of pre-fabricated structural panels and was calculated to have removed 27.1 tonnes of CO2 from the atmosphere. Internally, according to the designers DSDHA, the simple timber finish is left exposed, providing a robust setting for the bespoke built-in furniture all made of the same timber. Over time, the interior will reveal a patina of use, recording day-to-day life. The design team and contractor successfully met the challenges of a tight building program, some very demanding planning constraints and complex construction details.

AHEC also demonstrated at WAF its commitment to promoting wood for the built environment with an exhibition of its latest science-based research on Life Cycle Assessment (LCA). This now enables U.S. hardwood exporters to provide American Hardwood Environmental Profiles (AHEPs) for individual shipments of 21 different species from forest to end-use product manufacturer. This LCA has resulted in quantitative assessment of cradle-to-grave impact across six environmental impact categories to indicate carbon footprint.

The exhibit also included The Wish list - AHEC's most recent collaboration with Benchmark Furniture and Sir Terrence Conran, teaming up ten leaders in design and architecture, including Richard Rogers, Norman Foster, Zaha Hadid and John Pawson, with emerging designers to create the object they have always wished for but could not find. A kitchen stool designed by Alison Brooks and Felix de Pass was brought to Singapore for display at the event.

WAF is the largest annual festival and live awards program for the global architecture community. ■

By Michael Snow
American Hardwood Export Council
Reston, VA
703-435-2900
www.ahec.org

Washington Scene



BioPreferred Program Opens To Wood Products

American Wood Council (AWC) President and CEO Robert Glowinski has issued the following statement regarding the recognition of wood products under the U.S. Department of Agriculture (USDA) BioPreferred Program. The 2014 Farm Bill states that forest products previously considered to be ineligible because they were "mature market," are now eligible products to be recognized in USDA bio based programs.

USDA is recognizing innovation in the wood products industry by accepting wood products into the BioPreferred Program. Innovative technologies are found throughout the wood products manufacturing chain, from optimized processing that ensures little to no resources go to waste to new product technologies that allow taller buildings to be built efficiently and safely.

Wood products manufacturers can now apply for a BioPreferred label using interim guidelines by demonstrating that they utilize any of a number of recognized "innovative approaches" during the life cycle of their product. One of the possible innovative criteria applicants can meet is through Environmental Product Declarations (EPDs). The wood products industry has produced EPDs for all major product lines and took the process one step further by ensuring each EPD was third-party verified.

"EPDs are the nutrition labels of the building products and wood represents the wholesome fruits and vegetables. Consumers now have science-based, third-party-verified tools to weigh the environmental impacts of a material to guide their final choices. When comparing materials, wood products will often be found to have a smaller environmental impact because they are renewable, manufactured using a majority of biomass for energy needs and provide long-term storage of carbon that otherwise contributes to greenhouse gases," an AWC representative stated.

"We look forward to seeing the first wood products listed under the USDA program."

New Directive Improves Agency's Role In Assessing Resources

U.S. Forest Service Chief Tom Tidwell recently outlined the role of the agency's draft internal groundwater directive before the House Agriculture Committee's Subcommittee on Conservation, Energy and Forestry.

"Water on national forest system (NFS) lands is important for many reasons, including resource stewardship, domestic use and public recreation.

'Our goals for the proposed directive are to improve the quality and consistency of our approach to understanding groundwater resources on NFS lands, and to better in-

Continued on page 18

Table of Contents

FEATURES:

- AHEC Hosts Delegates.....1
- Guests Enjoy IWPA Reception.....1
- Thai Importers Tour So. Lumber Operations....1
- SWANSON GROUP.....4
- DOWNES AND READER.....6
- 2015 Forecasts.....7
- Hup Chong Furniture9
- "Wood Is Good" Impresses Thailand ..11
- Malaysian Tour13
- Furnipro14
- GBM Grows with 22% New Exhibitors 15

DEPARTMENTS:

- Who's Who in Imports/Exports.....2
- AHEC News2
- Washington Scene2
- IWPA News3
- Stock Exchange..... 16 & 17
- Business Trends Abroad22
- Business Trends Can., Hardwoods24
- Business Trends U.S.A., Hardwoods25
- Newsires.....27
- Import/Export Calendar28
- Obituary29
- Advertisers Index30
- Classified Opportunities30
- U.S. & Canadian Softwood Forest Products Export Suppliers30 & 31



IMPORT/EXPORT WOOD purchasing news

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
- Secretary/Treasurer
Sue Putnam - Editorial Director
Michelle Keller - Associate Editor
Walter J. Lee - Production/Art Director
Rachael Stokes - Production/Asst. Art Director
Rachel Lawson - Advertising Manager
Lisa Carpenter - Circulation Manager
U.S. Correspondents: Chicago, Ill., Grand Rapids, Mich., High Point, N.C., Los Angeles, Calif., Portland, Ore., Memphis, Tenn.
Canadian Correspondents: Toronto
Foreign Correspondents: Brazil, Philippines, Malaysia, Chile, Bangkok, Thailand, Singapore, New Zealand.
The **Import/Export Wood Purchasing News** is the product of a company and its affiliates that have been in the publishing business for over 88 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;
CANADIAN & FOREIGN ORDERS MUST BE PAID BY CHECK DRAWN ON U.S. BANK, CREDIT CARD, OR BY WIRE TRANSFER Canada \$90 (U.S. dollars) - 1 year; \$105 - 2 years; \$130 - 3 years; Foreign (airmail) \$140 - 1 year; \$224 - 2 years (U.S. dollars)

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.

Continued Growth Ahead

Steady as she goes. Many IWPA members have found that 2014 has brought increased sales, new market opportunities and a fair amount of optimism. IWPA members report conditions are favorable for continued growth in 2015 – that is assuming an unexpected detour isn't in the offing. IWPA is working to make sure policymakers in Washington, D.C., understand how legislative and regulatory changes impact our industry as well as the industries that depend on it. A detour, if it comes, could be in the form of additional costs associated with the new formaldehyde regulations or further tensions putting the brakes on Russian trade.

On the bright side housing starts are up strongly, with September's numbers up 6.3 percent over August and nearly 18 percent over September 2013. However, the share of first-time homebuyers in the market continues to lag behind historical averages due in part to banks' stringent lending requirements. In October we welcomed an announcement by the Federal Housing Finance Agency, which oversees Fannie Mae and Freddie Mac, that it will incentivize mortgage banks to sell additional loans with more lenient terms to Fannie and Freddie, thereby freeing up additional funds for new mortgages. FHFA also announced plans that will allow borrowers to receive government-backed mortgages with smaller down payments.



While no one wants to see the re-emergence of a mortgage bubble, policies that allow financially stable families to move to home ownership helps them build capital and leads to new construction and remodeling spending. This step is important for a true housing recovery as it will be difficult to get any meaningful traction without attracting the first-time homebuyer.

October also saw IWPA's successful mid-year Meeting. Attendees received briefings from experts on topics ranging from prospects for GSP renewal, to trade remedy reform, to the latest on the EPA's formaldehyde rule. We heard from the Environmental Protection Agency that we aren't likely to see the new EPA rule to

By Cindy Squires
Executive Director
International Wood Products Association
www.iwpawood.org



regulate formaldehyde emissions from composite panel products until June of 2015. If you trade in these products be sure to keep your ear to the ground. We also expect the California Air Re-

Continued on page 14

ROMEA VENICE

Tropical & European Hardwoods Producer and Exporter



Romea is a family company with over 300 years of history in the processing of timber, our timber history has led us build the right know-how to help our customers find the right timber and solution for their projects, building a long lasting relationship and mutual trust with them. We are specialized in delivering full service and we are flexible to respond to any custom-made enquiry. Our main products are: African Mahogany (Khaya), Afrormosia, Black/White Limba, Bubinga, Chestnut, Doussie, Edinam, Sycamore Maple, European White Oak, Iroko, Kosipo, Shedua, Padouk, Pearwood, Sapele, Sipo, Teak Burma, Wenge, Venetian Walnut, Zebra wood, European Beechwood, and much more.



ROMEALIGNAMI S.p.A.

Italy-30034 Gambarare di Mira (Venice)- S.S. 309 Romea – Ang. Via Onari – Ph. +39 041 562 9811 – Fax +39 041 562 9810
www.romealignami.com – info@romealignami.com

For any enquiry please contact our Sales Team at +39 041 562 9816

Family-Owned Swanson Group Now In Third Generation

By Wayne Miller

Glendale, Oregon—Swanson Group Inc., headquartered here, has been manufacturing quality wood products since 1951. While the company does not maintain an ex-

port department, sales of lumber and panel products are made to buyers in the U.S. who concentrate service to export customers around the world. mill. It's a good stud mill today and probably at the bottom of the top quartile but when we're finished it will be at the top."



(From left to right, front row) Swanson's sales staff includes Terri Collins, Meaghan Cheney, Angela Rondeau, Kathy Lindsay, Nancy Daniels, Samantha Cline and Christy McDowell. (Back row, left to right): Chris Swanson, Bob Hourigan, Ken Munyon, Jimmy Swanson, Josh Renshaw, Brian Johnson, George Hewitt, Matt Campbell.

"At the Glendale sawmill we never completely stopped upgrading of course, but we did slow things way down for a long period of time. We've made constant upgrades to the bucking system, primary breakdown system, and more recently we've done a major revision of the grading system at the planer. We installed a fully automated grading system where before it was a grader-assist system, and it is a state-of-the-art system. It took a fair amount of time to work the bugs out and to get it to where it is today but we're happy with where it's at now."

Steve also said the company is investing in a multi-million dollar boiler and dry kilns at the Glendale facility. "Adding dry kilns at our Glendale sawmill will allow us to offer both green and dry dimension lumber in Hemlock, White Fir and Douglas Fir specie options," he said. "We are pleased that we will be able to offer an even more diverse array of products to our customers."

"We market our plywood to a variety of wholesale operations, stocking distributors, pro dealers, and basically anyone from small office wholesalers through large distribution chains."

"On the lumber side we're probably producing close to 35 million board feet of lumber a month between the two mills," Chris added. "We produce about 20 million feet of dimension a month from the mill in Glendale and about 15 million feet per month from the stud mill in Roseburg."

port department, sales of lumber and panel products are made to buyers in the U.S. who concentrate service to export customers around the world.

Currently in its third generation, the family-owned and operated business offers Douglas Fir, Hemlock Fir, and White Fir dimension lumber, plywood, veneer and studs. "We're a family-owned company, with Chris Swanson being third generation," President and CEO Steve Swanson said.

Chris Swanson, VP of sales and marketing, spearheads the Swanson Group sales team. He began his career in the sales department but then worked his way up through manufacturing where he spent time managing each of the company's two sawmills (the stud mill in Roseburg, OR, and the dimension sawmill in Glendale, OR). "Our goal is to forge mutually beneficial long-term partnerships with our customers," stated Chris. "This means we have to understand their precise needs, and provide high quality products and exceptional service." Based on its commitment to expanding its product lines and on improving the level of service from its sales staff, Swanson appears poised to do just that.

Steve explained, "We started from humble beginnings with one sawmill in Glendale. The company grew fairly rapidly through the 1990's and well into the 2000s. Over the years we acquired two stud mills and two plywood mills. In the process we also



Russ DeVoogd and Aaron Humbert in front of green Douglas Fir studs.

"Our goal is to forge mutually beneficial long-term partnerships with our customers. This means we have to understand their precise needs, and provide high quality products and exceptional service."

—Vice President Sales and Marketing, Chris Swanson, Swanson Group Inc.

dale. The company grew fairly rapidly through the 1990's and well into the 2000s. Over the years we acquired two stud mills and two plywood mills. In the process we also

Steve Swanson added, "That's on a two-shift basis. We expect the stud mill to produce about 20 million feet a month in the next year with the revisions we are making to that location. On the plywood side we are producing about 15 million square feet per month."

Chris continued, "In plywood we offer commodity sheathing underlayment from 3/8 up to and 1-1/8. Our specialty items include sanded, sidings, and overlays."

Swanson Group Aviation has four helicopters for logging use. "Aviation is a significant part of our business," Steve explained. "We are logging for ourselves and for others. We have two Kmax helicopters, which are type one on the lighter end of heavy lift. We also have what is known in the aviation industry as a Huey, which is a UH1 and a Jet Ranger, which is a light utility aircraft."

He continued, "We entered the aviation business during the 1990's. Almost every single timber sale offered by a government agency had a component of helicopter log-

started an aviation division."

He continued, "The recession hit our industry and our operation pretty hard. We retracted and divested ourselves of a couple of mills. One was shut down and we sold another one. We pared back our aviation division, changed our focus and we're growing again."

With two remaining sawmills, one plywood plant and an aviation division, Swanson noted, "We're doing a lot of things within these plants to make them not just top quartile, but top of the top quartile. We have added drying capacity at Glendale, which is brand new to the dimension side of our business. We've gone through a major overhaul on our planer by adding a Transverse High Grader. All of the equipment we've installed is truly state-of-the-art and has made significant changes. We invested tremendous amounts of human and financial capital into the plywood mill in Springfield, OR, and it paid off. Unfortunately we lost that mill by fire in July of this year. Our plans for the Springfield site remain to be determined as we work through the human and economic impact



Swanson produces about 15 million square feet of plywood per month.

of such a catastrophe."

Steve also indicated more changes are to come for the operation. "Our finish and green stackers will be expanded, not just in green and dry but also multi-species here at Glendale. The stud mill at Roseburg, OR, is on a multi-year platform of continual improvements. When it's complete, that operation is going to be a very, very nice stud



The family-owned and operated business offers Douglas Fir, Hemlock Fir and White Fir dimension lumber, plywood, veneer and studs.

ging when we started. When you think about the delivered log, you pay for the log on the stump, the yarding costs, the loading costs and the trucking costs. The largest price component is the logging. We couldn't get a good estimate on what the actual cost was. There were certainly major companies out there that were providing that service but they were unwilling to give us a firm price until we actually owned the sale. So we decided that wasn't going to work and teamed up with a local logger and set out to decide what was the best platform and we picked the Kmax. We bought our first one and started helicopter logging in 1996."

Member of both the APA—The Engineered Wood Association and Western Wood Products Association, Swanson Group Manufacturing is certified under the Sustainable Forestry Initiative (SFI). The sales department is a member of North American Wholesale Lumber Association, West Coast Lumber and Building Materials and the Lumbermen's Association of Texas and Louisiana, wholesale and dealer associations. For more information about Swanson Group Manufacturing and its products and services, visit them online at www.swansongroup.com. ■

Why Choose Hancock Eastern White Pine?



"Hancock Lumber has a firm understanding of what our customers need, and the flexibility to deliver. Regarding shipments and lumber quality, Hancock is the most reliable mill I've worked with in 30 years."

**-Chris Harrett, Purchasing + Sales Agent
Western Lumber Company**

Contact Matt Duprey for more info:

(207) 627-6113

mduprey@hancocklumber.com

Visit our mobile pine site for a full menu of options:

www.WhitePine.ME

Eastern White Pine (*Pinus Strobus*) is grown primarily in the Northeastern United States. Maine's four seasons create the perfect climate conditions to grow tall, straight pine trees, ensuring the strength and character that make it the gold standard of soft woods.

90%

of the state of Maine is covered in forest. That's over 17 million acres! This is an abundant and sustainable species!



Request your free pine sample pack and product brochure online at:

www.hancocklumber.com/PineSamples



DOWNES & READER HARDWOOD Brings Stacking Sticks Worthy Of The Name IronStick™ To Market

By Gary Miller

Stoughton, Massachusetts—Downes & Reader Hardwood Company Inc., headquartered here, is a supplier of softwoods, domestic hardwoods, figured hardwoods, exotic hardwoods, plywood and accessories, decking and mouldings and treads. The IronStick™ is among the company's long line of existing products.

"A kiln/stacking stick manufactured from durable wood worthy of the name 'iron'," states the company slogan for their new product. Manufactured from mixed South American species, William von der Goltz, the import/export manager said, "Today we use a combination of high density South American species to produce durable stacking sticks able to withstand the kiln drying process."



William von der Goltz, Downes & Reader's import/export manager, is the product developer of the Ironstick™.

mills in Brazil. The early stacking sticks were a combination of Ipe, Massaranduba, Angelim Pedra, and whatever high-density species strips were left from the manufacturing of decking and other products.

Von der Goltz soon realized that some species did not work well with Pine. Today the product is a result of constant refinement and attention to detail as well as special attention to Downes & Reader's customers' comments.

Most importantly, IronStick™ is completely backed by proven documentation of the legal origin of the raw materials used in its manufacturing. "We visit our suppliers periodically to make certain that basic principles, including the safety of those involved in the process, are always in place," said Von der Goltz.

"In the last 10 years we've learned a great deal about the species most suitable to be used in the

drying of American softwoods and hardwoods. It's important that the stick stays straight, has the correct moisture content and be free of resin. These are the basics for a stick that can be used either manually or by automatic stackers."

Von der Goltz continued, "Packaging is also very important. We take into consideration the handling a bundle of sticks may receive during its journey. To have a broken bundle containing 2,000 sticks is a nightmare. We want to be sure that there is enough strapping to cover any eventuality."

Downes & Reader markets the IronStick™ to both soft and hardwood sawmills. "We are shipping this product throughout North America," von der Goltz explained. "We supply this product to Pine manufacturers as well as to very fine hardwood mills. The sticks are imported through the ports of New Orleans and Houston. Their country of origin determines the port used."

The name "IronStick" is well deserved. Von der Goltz noted that a particular customer inadvertently tested the IronStick™ for durability. "In this instance our customer accidentally ran over the sticks with a

forklift—and they were fine. He called to say he ran over a lot of sticks, some domestic and some IronStick™. The domestic sticks broke but the IronStick™ stayed intact."

Sold by the truckload, the IronSticks™ are covered with tarps before they are shipped. "This is a top-notch quality product and as a result we protect it." Manufac-



Manufactured from kiln-dried clear straight grain wood, the IronStick™ has natural resistance to humidity and decay. It is available flat and fluted in traditional sizes as well as custom sizes, which are available upon request.

tured from kiln-dried clear straight grain wood, the IronStick™ has natural resistance to humidity and decay. It is available flat and fluted in traditional sizes as well as custom sizes, which are available upon request.

Downes & Reader customers agree. "We have found that the profiled IronStick™ from Downes & Reader Hardwood is the best kiln stick on the market as far as durability and prevention of sticker shadow," said Dick Buchanan, Buchanan Lumber Mobile



Downes & Reader visits its suppliers periodically to make certain that basic principles, including the safety of those involved in the process, are always in place.

Inc., Mobile, AL.

Coming to the United States in 1979, von der Goltz is the second generation in the lumber business. Previous experience includes exporting Brazilian Parana Pine.

"Parana Pine was my primary species when I was a sales manager in Rio de Janeiro and Sao Paulo before coming to the United States," he continues, "I know the

business. I helped my father plant Pinus 'pinus elliotti' at 14 years old, and after college I left the business for only a short time while I worked as an economist, so my experience is virtually lifelong... directly or indirectly involved with the lumber business. My father Harry was instrumental in establishing a company called Timbraz, and that was my entry into the United States."

Von der Goltz has been with Downes & Reader for over 13 years. "We also market Spanish Cedar and other species imported from South America.

"I am also involved in exporting Southern Yellow Pine to Europe and shipping veneers and pre-manufactured wood products to Brazil as well."

Established more than 30 years ago by Ed Downes and Rod Reader, Downes & Reader Hardwood Co. Inc. has around 30 employees, two distribution yards, and a combined kiln-dried inventory of 4 million feet,

six ten-wheel trucks, an 18-wheeler and a facility equipped with state-of-the-art equipment. The company is a member of the National Hardwood Lumber Association, Appalachian Hardwood Manufacturers Inc., Northeastern Lumber Manufacturers Association, Wood Product Manufacturers Association, and the Penn-York Lumbermen's Club. Downes & Reader is active in promoting the forest product industry as a sustainable resource and contributes to the Hardwood Forest Foundation to educate children in grade school about the dynamics of the forest and the important role it plays in society today.



Moisture content inspection is performed on all materials at Downes & Reader Hardwood Company, located in Stoughton, MA.



Flat sticks being prepped for shipment.

FORECASTS For 2015

Dave Whitten
Bingaman and Son Lumber Inc.
Kreamer, PA



We're all followers in this business so what are the leading issues and where will they draw us? What's the big picture? On the upside, we will enjoy a very healthy resource in our forests. Forestry statistics prove more volume of mature timber in all North American species is coming available from almost every hardwood timber region in the nation (except for White Ash in the Midwest/Northeast, which will boom next year then quickly decline, due to Emerald Ash Borer). North American hardwood forests are the most healthy and prolific than they've ever been in modern times and so landowners big and small will be interested to sell standing timber if prices are reasonably high enough. Primary manufacturers (loggers and sawmills) are ready to work if their income is reasonably high, high enough to offset the energy sector (gas/oil drilling), which has drawn a large number of our loggers/sawmills away. Many committed loggers and sawmills have upgraded equipment and are ready to produce more.

The down side, on which all of our businesses depend, is organic consumer demand, the availability of household disposable income. Global demand will stagnate in 2015 due to all of the reasons we're well aware; high government debt, low wages, low productivity (low number of workers in good jobs), and a lack of genuine leadership from government financial policy makers worldwide. These factors will continue to limit the percentage of the disposable income each household has to buy wood products. The folks just won't have much money to build or renovate homes and buy significant volumes of hardwood products. We'll have the supply, but not the demand.

Continued on page 12

supply chain.

2014 has been a good year for export transportation because it seems to be very stable. The domestic side is a bit more complicated because getting local trucks is spotty. ■

Jack Matson
Salamanca Lumber Co.
Salamanca, NY



We expect an increase in shipments of lumber to China, with Red Oak and Poplar leading the way. We expect demand for White Oak in China to increase as well. We expect shipments to Europe to remain flat. We expect margins to remain poor with sawmills and yards paying too much for raw material than the market will bear KD. White Oak Supply will remain tight because of stave demand.

The market was better for us in 2014 than 2013.

We export 4/4-12/4 Red Oak, White Oak, Poplar and Ash. White Oak has sold best for us.

Some of the challenges we anticipate for 2015 are: the Emerald Ash Borer, EU import restrictions, margins and White Oak supply.

Primary countries we export to are: United Kingdom, Lebanon, Saudi Arabia, Malaysia and China. These customers produce joinery, doors, moulding, millwork and kitchens.

In 2015, we expect shipping rates to increase, available trucks and containers to remain tight, and customers expecting more but paying less. ■

Continued on page 12

Eric Lacey
Middle Tennessee Lumber Co.
Dickson, TN

We expect White Oak to Europe to remain strong until at least late Spring due to reduced availability/competition for logs from stave business. Asia will slowly recover from the summer 2014 slowdown and remain very important for the foreseeable future.



2014 was better than 2013 for us,

although the rapid run up in Red Oak prices predicted the bust that came just as high production season started and the fall out hasn't been fully dealt with.

In our export sales, White Oak, high grade, strips have sold well really all year.

Going forward in 2015 a challenge that we anticipate will be maintaining enough green White Oak receipts to keep yard inventories steady/serve existing customers. If the dollar increases in value rapidly, maintaining current pricing will be

Continued on page 12

David Boythe
Lawrence Lumber
Maiden, NC


We anticipate a slow steady improvement during the year of 2015. Our 2014 was better in volume than 2013. We export Ash, Poplar, Red Oak and White Oak. Ash remains very hot while the other species are very steady.

The biggest challenge ahead is the bark issue for export products. Each market provides a different challenge so it is difficult when sorting and shipping products.

We ship to Asia, Europe and South America. The products they produce vary from furniture to windows and doors to mouldings, flooring and distribution.


We have not changed inventory levels; our production depends on a constant





Yoder Lumber
COMPANY INC.

Lumber Sales - Paul Dow
 Phone 001-330-893-3121
 Fax 001-330-893-3031
 pauld@yoderlumber.com



Rolling Ridge Woods, LTD

Log Sales - Eugene A. Walters, CT
 Phone 001-304-464-4980
 Fax 001-304-464-4988
 genew@yoderlumber.com

Lei Zhao
 Shanghai Office
 Phone 86-13917588857
 Email leizhao.105@gmail.com

AHEC Photos – Continued from page 1



Paul Miller Jr., Import/Export Wood Purchasing News, Memphis, TN; Zhiyong Lin, GUANGXI YIHuaHengLin Industrial Corp., Shanghai, China; John Chan, American Hardwood Export Council, Kowloon, Hong Kong, China; and Li Peixin, Shanghai Timber Trading Association, Shanghai, China



Terry Miller, Import/Export Wood Purchasing News, Memphis, TN; Bill Miller, Collins, Richwood, WV; Lee Jimerson, Collins, Portland, OR; and Bill Reese, Penn-Sylvan International Inc., Spartansburg, PA



Greg Fitzpatrick, Fitzpatrick & Weller Inc., Ellicottville, NY; Steward McBride, NHG Timber Ltd., London, United Kingdom; Jack English, National Hardwood Lumber Association, Edinburg, NY; and Mike Putnam, Trico Enterprises LLC, Millersburgh, OH



Kelly Hostetter, Hartzell Hardwoods Inc., Piqua, OH; Scott Cummings, Cummings Lumber Co. Inc., Troy, PA; Bill Rosenberry, Carl Rosenberry & Sons Lumber Inc., Fort Loudon, PA; and Norm Steffy, Cummings Lumber Co. Inc.



Grafton Cook, Missouri-Pacific Lumber Co. Inc., Fayette, MO; and Nils Dickmann, Bridgewell Resources LLC, Tigard, OR



Doug Zimmerman, Matson Lumber Co., Brookville, PA; Jack Matson, Salamanca Lumber Co. Inc., Salamanca, NY; and Robb Hetrick, BWP Hardwoods Inc., Brookville, PA



Nick Nakamura, Pacific Rim Export Inc., Phoenix, AZ; Guy Genest, Prime-wood Lumber Inc., Drummondville, QC; Bill Reese, Penn-Sylvan International Inc., Spartansburg, PA; and Jack Hatfield, Jim C. Hamer Cos., Kenova, WV



Terry Miller, Import/Export Wood Purchasing News, Memphis, TN; Darwin Murray, Legacy Wood Products, West Plains, MO; and Ted Rossi, Rossi Group LLC, Middletown, CT



Richard Wilson, AHEC, Dubai, United Arab Emirates; Tania Vasavilbaso, AHEC, D.F., Mexico; Anne Pennington, AHEC, Washington, DC; Tamsin Marshall, AHEC – Europe, London, United Kingdom; and (Back Row) Michael Buckley, Turnstone Communications Pte. Ltd., Singapore, Singapore; Hugh Overmyer, Linden Lumber LLC, Linden, AL; and Michael Snow, AHEC, Reston, VA



Norm Steffy, Cummings Lumber Co. Inc., Troy, PA; Kelly Hostetter, Hartzell Hardwoods Inc., Piqua, OH; Wendell Cramer, W.M. Cramer Lumber Co., Hickory, NC; and Jim Steen, Pike Lumber Co. Inc., Akron, IN



Nils Dickmann, Curtis Noteboom, Jennifer Brand and Israel Gonzalez, Bridgewell Resources, Tigard, OR; and Jamie Hursh, Linden Lumber LLC, Linden, AL



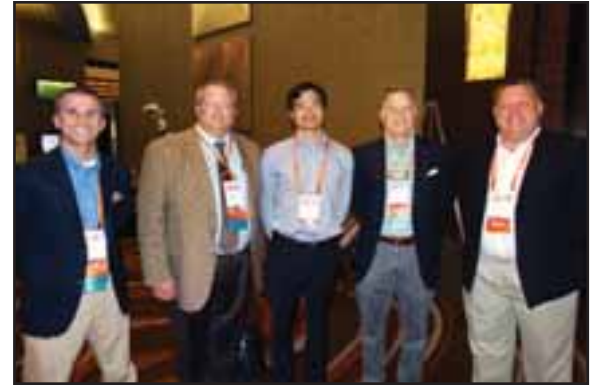
Michael Buckley, Turnstone Communications Pte. Ltd., Singapore, Singapore; Ron Carlsson, USA Woods International Inc., Germantown, TN; Nick Nakamura, Pacific Rim Export Inc., Phoenix, AZ; and Criswell Davis, Frank Miller Lumber Co. Inc., Union City, IN



Scott Wesberry, Fred Netterville Lumber Co., Woodville, MS; Bennie Buckles, J.M. Jones Lumber Co. Inc., Natchez, MS; Hugh Overmyer, Linden Lumber LLC, Linden, AL; and Charlie Netterville, Fred Netterville Lumber Co.



Shixing Zhang, Shanghai Zheng Shan Wood Co. Ltd., Shanghai, China; Garner Robinson, Robinson Lumber Co., New Orleans, LA; Ting Li, Shanghai Jihe International Trade Co. Ltd., Shanghai, China; and Xiaofang Li, China Railway Material Trade Co. Ltd., Shanghai, China



Brian Killingsworth and Dean Alanko, Allegheny Wood Products Inc., Petersburg, WV; Zhiqiang Chen, Shanghai Han Qiang Wood Industry Co. Ltd., Shanghai, China; and Kris Palin and Gerry Van Veenendaal, Allegheny Wood Products Inc.

Additional photos on page 10

Hup Chong Furniture Capitalizes On Tulipwood In Manufacturing Success



On a recent Malaysian tour, Chua Soon Heng, Hup Chong Furniture explains manufacturing processes to: Anand Vivakar, India; Pan Chunfang, China; Suria Zainal, Malaysia Timber Council (MTC), Malaysia; and Wei Siyau, China.



Among Hup Chong's popular furniture items are these bedroom pieces with textured Tulipwood.



Hup Chong Furniture also offers American veneers in wood species such as Walnut.



Hup Chong's furniture is manufactured in three facilities, such as this 150,000-square-foot facility.



Another Hup Chong facility handcrafts products in this 120,000-square-foot facility.



Hup Chong Furniture's team at their headquarters in Selangor.

Selangor, Malaysia—Hup Chong Furniture, making a full range of solid wood furniture, is located close to Port Klang on the west coast of Peninsular Malaysia, not far from Kuala Lumpur International Airport (KLIA).

The company started in 2001 specializing in manufacturing and marketing residential furniture, mainly from Rubberwood at that time, entirely for export. Most important has been the USA market with sales also to Australia, UK and the Middle East centered on the United Arab Emirates. These account for 98.5 percent of all shipments.

Today, American Tulipwood (Yellow Poplar) and European Beech, Pine and other wood-based materials are heavily used in products manufactured by Hup Chong. Rubberwood, a by-product secured from local plantations, has length and width limitations, requiring finger-jointing and edge gluing. These processes are an efficient way to maximize yield. However, that does not change the nature of the Rubberwood raw material supply, which will never produce long lengths or wide boards. Accordingly, several years ago, the company turned to American Tulipwood and European Beech as alternative hardwoods to improve the buying specification. Now Hup Chong imports about 10 containers a month, of which Tulipwood is growing and Beech reducing. "We found that the Tulipwood stains better according to our requirements and we like its grain," said Alison Too, Senior Marketing Executive. Tulipwood also provides Hup Chong with a diversified material supply and its customers with a choice that extends their range of furniture. It is mainly used as "show wood" for bed headboards and fronts as well as for chests.

Being 100 percent Malaysian-owned and a private limited company, Hup Chong's manufacturing activities are operated from its three factories, with all plants located strategically in Jalan Kapar, Klang, in the State of Selangor within 30 minutes driving distance from Malaysia's biggest and busiest container and bulk cargo port, Port Klang.

The company has carved out a strong niche in the household furniture segment, specifically bedroom for adult and youth range and living furniture sets. From its humble beginnings as a manufacturer of component furniture parts for bedroom and pool table sets, the company has now grown into a complete high and medium-end bedroom manu-

Continued on page 19

oregon Grown

Oregon-grown softwood is the strongest, most versatile building material in the world.

Oregon is the largest exporter of softwood products in the United States and is second to none in the quality of raw material and production expertise.

Oregon produces high quality softwood products in efficient, high-tech, low waste mills from timber grown primarily from its 30.5 million acres of private forest lands.

Softwood moldings, fabricated structural wood, windows and doors top the list of Oregon value-add wood products.

Oregon. Where business and forests grow together.



business oregon®

www.oregon4biz.com

AHEC Photos – Continued from page 8



Mark Bennett, Brenneman Lumber Co., Mt. Vernon, OH; Curtis Noteboom, Bridgewell Resources LLC, Tigard, OR; Sharon Froedge, Froedge Machine & Supply Co. Inc., Tompkinsville, KY; Nils Dickmann, Bridgewell Resources LLC; and Jamey Hurst, Linden Lumber LLC, Linden, AL



Nelson Ochs, Tuscarora Hardwoods Inc., Elliottsburg, PA; Lee Stitzinger, BWP Hardwoods Inc., Brookville, PA; Pem Jenkins, Turn Bull Lumber Co., Elizabethtown, NC; and Joe Snyder, Fitzpatrick & Weller Inc., Ellicottville, NY



Judd Johnson, Hardwood Market Report, Memphis, TN; Rod Wiles, AHEC-Middle East-India-Oceania, Singapore; Stuart McBride, NHG Timber Ltd., Sanderstead, UK; and Greg Fitzpatrick, Fitzpatrick & Weller Inc., Ellicottville, NY



Mark Cifranick, Baillie Lumber Co., Hamburg, NY; Burt Craig, Collins, Kane, PA; and Mark Herskind, Baillie Lumber Co.



Ed Downes, Downes & Reader Hardwood Co. Inc., Stoughton, MA; Charlie Netterville, Fred Netterville Lumber Co., Woodville, MS; Wendell Cramer, W.M. Cramer Lumber Co., Hickory, NC; Jack Hatfield, Jim C. Hamer Co., Kenova, WV; and Jim Higgins, U-C Coatings, Buffalo, NY



Tim Kassis, Kretz Lumber Co. Inc., Antigo, WI; Stephanie Van Dystadt, DV Hardwoods Inc., Fassett, QC; Jimmy Jones, J.E. Jones Lumber Co., New Bern, NC; and Parker Boles, Hermitage Hardwood Lumber Sales Inc., Cookeville, TN

IWPA Photos – Continued from page 1



Criswell Davis, Frank Miller Lumber Co. Inc., Union City, IN; Tania Vasavilbaso, AHEC-Mexico, Mexico City; and David Olah, Allegheny Wood Products Inc., Petersburg, WV



Jesper Bach, Baillie Lumber Co., Hamburg, NY; Cindy Squires, International Wood Products Association, Alexandria, VA; Tom Escherich, GL Veneer, Huntington Park, CA; and Bob Smith, Thompson Mahogany Co., Philadelphia, PA



Stuart McBride, NHG Timber Ltd., Sanderstead, United Kingdom; Andy Nuffer, Thompson Mahogany Co., Philadelphia, PA; Jessica Somera, Arca World Logistics LLC, Charlotte, NC; and Jordan McIlvain, Alan McIlvain Co., Marcus Hook, PA



William Von der Goltz, Downes & Reader Hardwood Co., Stoughton, MA; Michael Snow and Anne Pennington, Atlanta Hardwood Export Council, Reston, VA; Hal Mitchell, Atlanta Hardwood Corp., Mableton, GA; and Ed Downes, Downes & Reader Hardwood Co.



Doug Newman, Newman Lumber Co., Gulfport, MS; Nate Tretiak, Rex Lumber Co., Acton, MA; Steve McKeever, Sitco Lumber Co., Desoto, TX; and Wayne Miller, Import/Export Wood Purchasing News, Memphis, TN



Wesley Robinson and Toto Robinson, Robinson Lumber Co., New Orleans, LA; and Doug Newman, Newman Lumber Co., Gulfport, MS

SFPA Photos – Continued from page 1



Craig Forester, Rex Lumber Co., Acton, MA; Charlie Craig, AHC Craig Imports, Huntersville, NC; Hal Mitchell, Atlanta Hardwood Corp., Mableton, GA; Norman Roberts, Roberts Plywood Co., Deer Park, NY; Dan Caldwell, Atlanta Hardwood Corp.; and Rod Reader, Downes & Reader Hardwood Co. Inc., Stoughton, MA



Drew Dunnam (center) of Weyerhaeuser explains the sustainability of Southern Pine timberlands to a delegation of Thai importers, at the company's Pine nursery in Camden, Alabama.



During a tour of McShan Lumber Company, Thai importers inspected Southern Pine boards.

“Wood is Good” Impresses Thailand

By Michael Buckley



This American Ash collection was on display at “Wood Is Good”, the Bangkok Design Festival, by designers Rebecca Asquith and Tim Wigmore of designtree, Wellington, New Zealand.

Bangkok, Thailand—As part of the Bangkok Design Festival, the American Hardwood Export Council recently participated with an exhibition under the theme “Wood Is Good” and a seminar with the title “Design with Wood” in cooperation with leading Thai design journal ART4D.

The Thailand Innovation and Design Expo (TIDE) is supported by the Department of International Trade Promotion (DITP) under Thailand’s Ministry of Commerce, aiming to showcase the advancement of design and innovation in Thailand covering a range of raw materials and industries. The event for AHEC kicked off for American hardwoods at the Queen Sirikit Convention Center in the heart of Bangkok with a visit

by the new Thai Prime Minister, General Prayuth Chan-ocha, to the AHEC display – greeted by AHEC Director John Chan and his team from Hong Kong. A number of specialist Asian designers also exhibited their furniture in a range of different materials. Previously the U.S. Department of Commerce had supported the annual Bangkok Furniture Design Camp working with AHEC. American hardwood lumber imported into Thailand



The American hardwoods booth at the “Wood Is Good” event stayed busy with interested visitors.

for the first six months in 2014 was valued at US\$9 million.

Opening the seminar, Rey Santella, Agricultural Attaché at the U.S. Embassy in Bangkok, referred to the growth of American hardwood in Thailand and welcomed over 150 delegates. John Chan also welcomed delegates, referring to AHEC’s relationship with Thai industries for the last 23 years. Moderator Jirawat Tangkijhgamwong of Deesawat (furniture) Industries and long-time friend of AHEC then moderated the seminar “Design with Wood”, jointly organized by AHEC, the Foreign Agricultural Service of USDA, ART4D and the Thai Timber Association.

Keynote speaker was Hong Kong-based designer Professor Patrick Fong, who holds a bachelor’s degree in Fine Arts from the Columbus College of Art and Design, and who works mainly on interior design projects in China and Hong Kong. Fong is the former Chairman of the Hong Kong Design Association and he provided inspirational thoughts and images of his own work with interiors

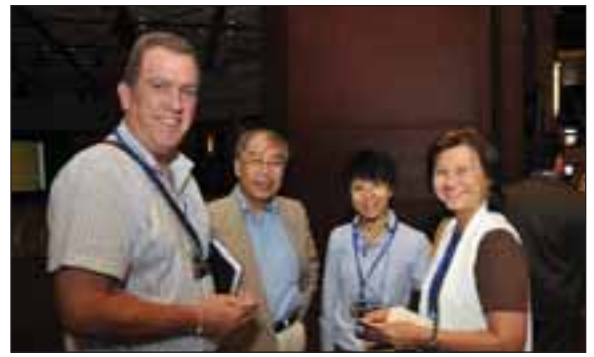
Continued on page 21



This American hardwood mosaic table by Deesawat Industries was a hit at the Bangkok Design Festival.



A playful saddle rocker made of American Ash was on display at the Bangkok Design Festival.



David Hunter III of Hunter Brothers International, headquartered in Greensburg, PA, visits with John Chan and Rita Mak of AHEC and Khum Srisuman, representing the USDA, Bangkok office.

Checkmate... We are the Walnut solution

Council Bluffs, IA
Larry Mether: Larrym@midwestwalnut.com
Les Schmitz: less@midwestwalnut.com
Ph: 712-325-9191; Fax: 712-325-0156

Willow Springs, MO
Scott Wood: scottw@midwestwalnut.com
Kelly Sutherland: kellys@midwestwalnut.com
Ph: 417-469-0640; Fax: 417-469-0081

American Black Walnut Lumber • Logs All Grades • 4/4 - 20/4

www.midwestwalnut.com



The company takes extra measures to ensure the quality of the product remains intact during shipment.



A load of Ironsticks™ is ready for prompt shipment.



Materials are heat treated before they are used in production of the Ironstick™.

FORECAST – Whitten – Continued from page 7

Another reason is the wrong perception that using wood is bad for the environment. We've let others define us as the bad guys ruining the environment. Studies show that women worldwide make the decisions about decorating home interiors, flooring, cabinets, furniture and the like, and our industry as a whole has been missing in action to tell these decision makers the wonderful truth about our healthy forests and incredible hardwood products that are manufactured in local community companies. We have got to unite as an industry, a global industry, to let people know the amazing environmental facts such as how 1 cubic meter of hardwood stores 1 ton of CO2, or that North American forests grow more than twice as much volume of timber each year, than is harvested. Did you know that wood is the "greenest" building material on the planet? Check out AHEC's website for the facts about hardwood's Life Cycle Analysis. Nonetheless, using words attributed to the author Mark Twain, "rumors of the wood industries death are greatly exaggerated" (italics mine). Our industry will adjust, and find the volume and quality that still reasonable numbers of consumers worldwide, want to buy. We've faced harder times, and learned tough lessons. Now to apply them.

A favorite joke is about two campers being chased by a bear, when one of them stops to tie his sneaker... "You don't have time for that. We have to out-run the bear," said one camper. "I don't need to outrun the bear, just you," said the other. So each of us has a lot of competitors... who's got their sneakers tied, or not?

Bingaman will adjust. We'll continue to market White Oak, Cherry, Red Oak, Hard Maple, White Ash, Soft Maple, Hickory, Tulipwood Poplar logs, KD lumber, strips, dimensions and gluLam to as many world markets as we can manage. We'll get by in the next year or two until Gov't policy leaders learn to lead and free up disposable income for consumers worldwide. Until then, our sneakers are tied! ■

FORECAST – Lacey – Continued from page 7

a challenge. With costs so high, the margins could go negative rapidly.

Northern Europe is our primary target customer, mostly distributors selling to small millwork/moulding producers. We keep the yard as full as possible at all times.

Inland container availability is always an issue. More exports overall in other industries are competing for the inland pool of containers. Of course, a rapid rise in freight rates is always hard to cover while having program business. ■



Doug Newman
Newman Lumber Inc.
Gulfport, MS

I think things are going to improve in 2015. I think there's finally some stability in the economy and some vision going forward.

There was some improvement in business in 2014. Not much, but some.

We mostly import, but we do some exporting. Spanish Cedar is our biggest mover, followed by Sapele and then Mahogany. None of them are moving like they were, but they are all moving.

The one that's picked up the most for us is the Genuine Mahogany. The reason for that is that a lot of people are remodeling.

The same recurring themes will challenge us in 2015: increased government regulations. That's the wildcard and you never know what to expect, especially with this administration.

Our customers are located in the U.S. and Canada. It's a host of millwork, including doors, cabinets and trim.

We are dealing with the same shipping/transportation issues as everybody! The trucking industry through this recession... I don't know what percentage has disappeared but it's got to be somewhere between 30 and 50 percent. The slightest uptick in demand for trucking will send the prices through the roof. Even with increased pricing there is still scarcity. ■

Jesper Bach
Baillie Lumber Co.
Hamburg, NY

I don't look for any big changes, but hopefully the housing starts will increase a little bit and our business will pick up a little bit along with it. It's been a pretty good year, so

if we could just do another year like this and grow it that would be very nice. 2014 has been way better for us than 2013 was.

The rest of the side of Baillie Lumber does the exporting. On the American side we're in the import division. By far the majority we import these days are Sapele, African Mahogany, Cedar and then Genuine Mahogany. They've all been moving pretty good. The ones that are lagging are the Brazilian species that cater to the flooring industry, those have been really slow.

If it just stays steady with a small increase we'll probably be adjusting our inventory down a little bit. It looks like the exchange rate is going to work itself out really well. It's softening. That's going to help curb some of the price increases that we weren't expecting before. It really looks like we were going to have to add or increase it over 12 or 13 percent over where we are today based on contracts for early next year and where the Euro was at. Now it's still going to be a 4 or 5 percent increase, but nothing near as drastic as we thought.

The majority, by far, of our lumber comes from Cameroon and the Congo. A lot of it goes into doors and windows, but also furniture and architectural millwork. Some flooring also, but not as much as it used to be.

We are not limiting our inventory. We actually increased our inventory considerably over last year just to get a feel for where the market is really at. Now we're running at maximum so we can adjust it a little bit so we can lower it in some places and increase it in one or two others.

Because we do so much volume and it's mostly air-dried, we're able to handle how and when we dry it, transportation hasn't been an issue for us. For someone who's relying on maybe kiln-dried supply from Africa they would have issues for sure with all of the delays we've seen over there. I've had buyers that were over there in the last few weeks and it hasn't improved yet. The reason we haven't seen the issues with transportation is because of our inventory stateside. ■



Rick Burnett
W. M. Cramer Lumber Co.
Hickory, NC

The first six months of this year were strong. Business is slowing down for the remainder of the year, but I think it will pick up by the first of the New Year.

We are exporters of Red Oak and White Oak, Poplar, Basswood, Ash, Cherry, Soft Maple and Walnut. Right now Red and White Oak have slowed down, Poplar and Ash are firm, with Ash and Walnut getting stronger.

We are so reliant on the Chinese market and now they are running their higher priced inventories down, hoping to cause our market price to fall. I believe this winter we will see a shortage of lumber. The Chinese will have to start buying again after the Chinese New Year and the prices will firm up. This is going to be true for the whole Far East.

The situation that might hurt us the most is the value of the dollar. If the dollar goes up it will have an impact on the European markets, which are currently so, so.

Other than the value of the dollar, the supply and cost of the green lumber logs are still remaining high and have leveled off high. This makes the supply a problem for next year.

Our European customers use our lumber for furniture, doors, millwork, stair treads and stair parts and flooring. The importers in the EU bring in our lumber to sell from their distribution yards.

Transportation is a constant battle. There does not seem to be enough availability of dray truckers. And Chassis charges/ rentals are adding up. The ship lines are adding mega cargo vessels soon and ports are working to digging out and widening the ports of Savannah and Charleston to accommodate these mega vessels. We are having problems now with availability of truckers, empty containers and chassis; I fear this will hamper shipping in the future unless the ship lines start gearing up. It might push prices of containers down.

This we could see in the later part of 2015. Right now ocean rates are low and reasonable. ■



Continued on page 18

Tour Examines How Malaysia Sustains Forest Resources

By Michael Buckley



On a recent Malaysian tour, Chua Soon Heng, Hup Chong Furniture explains manufacturing processes to: Anand Vivakar, India; Pan Chunfang, China; Suria Zainal, Malaysia Timber Council (MTC), Malaysia; and Wei Siyaou, China.



(Center) Michael Buckley, Turnstone Singapore, discusses timber grading with tour guest Zoey Chong.



British forester David Marsden of Samling guides the MTC group in Segan, Sarawak.

A recent tour of forests and forest industries in Peninsular Malaysia and Sarawak on Borneo demonstrated the extent of the effort that Malaysia has been making to sustain its forest resources and plantations; to develop and maintain its forest industries through innovation, efficiency and even imports and re-cycling.

The tour week, organized by the Malaysian Timber Council (MTC), started with a briefing from the Forestry Department and the Malaysian Timber Certification Council (MTCC), both of which have longstanding standards that pre-date the current environmental debate. Much of the Forest Department's work came out of colonial times. The first

Forestry Officer in Peninsular Malaysia was a British, appointed in 1901. While no country has a perfect forestry record, Malaysia was the first tropical country to establish its own forest certification scheme and gain international, independent endorsement by the Programme for the Endorsement of Forest Certification (PEFC). Equally important is the fact that 81 percent of Malaysia still has green cover, of which 61 percent remains natural forest, way exceeding its commitment to maintain a minimum of 50 percent forest cover, pledged at the Rio Summit.

In Port Klang's impressive new modern Westports Terminal, the Malaysian Timber Industry Board's (MTIB) officers play a role in cargo-checking to ensure legal trade. In fact, wherever we went for the rest of the week there were Forestry Officers everywhere checking and monitoring in a way that was clearly routine and not set up for us.

Weng Meng's door production in Olak Lempit, just close to the Kuala Lumpur International Airport, is an example of how high-tech Malaysian wood products are based on both local and imported material. Its factory revealed stocks of MDF from Thailand, Red and White Oak, Ash, Walnut and Maple lumber and veneer from USA, several African species, Radiata Pine from New Zealand and more. The company meets stringent ISO and Fire Rating Standards for door sets supplied to development projects and markets, locally and around the world; and is certified for FSC Chain of Custody. Production capacity is 56,000 doors per month in a whole range of species, specifications, special finishes, standards and sizes, with or without door furniture fitted.

Down the road in Telok Gong is Gunung Seraya, which buys in lumber for kiln drying, grading and re-sizing for export, mainly to Australia where it has a huge market share developed over many years. About 70 percent is local wood and all is certified. The company gained MTCC certification in 2002, was endorsed by PEFC in 2009

Continued on page 22



Pictured is a plantation nursery at Samling's operations, in Segan, Sarawak.



(Left to right) Yen Chin of Gunung Seraya is presented with a Token of Appreciation Award by Suria Zainal, MTC's senior director of communications.

COLE HARDWOOD inc.



EXPORTERS OF QUALITY

APPALACHIAN & NORTHERN HARDWOODS

RED OAK
CHERRY
ASH
WALNUT



WHITE OAK
HICKORY
HARD & SOFT MAPLE

COMPLETE EXPORT PREPARATION DONE AT OUR YARD
WITH MILLING AND DRY KILN FACILITIES



FAX: 574-753-2525
or call 574-753-3151
Logansport, Indiana 46947

e-mail: dave@colehardwood.com
web: www.colehardwood.com



Their sister company is Indiana Dimension Incorporated (IDI)

FAX: 574-739-2818 Phone: 574-739-2319

Strong Participation By US At Furnipro

By Michael Buckley



American hardwood was well-represented recently at Furnipro, a large exhibition and conference hosted by Singapore.



American softwoods were on display at this manned booth, which included Di Nguyen (far right), president of the Softwood Export Council.



John Chan (far right), director of AHEC Hong Kong, discusses AHEC furniture on display at Furnipro.

Singapore—Furnipro, the second exhibition and conference in Singapore for the furniture industry, featured exclusively wood-working machinery and wood materials with Southeast Asia as its main focus. The American participation by AHEC and American Softwoods was extensive and comprehensive.

AHEC presented two exhibits “Excellence in Wood” and separately a collection of fine furniture “Designed in Asia and made in Asia with American hardwood” for the soft launch of its 2015 promotion campaign in the region. “Excellence in Wood” gave voice to the beauty of American hardwoods through several recent high profile projects from the European office of AHEC, including the “Endless Stair” and the “Wish List.” Species included Oak, Cherry, Ash and Walnut and donors were KODA, AIR Division,

Deesawat Industries, Star Furniture, Karsa and Wigmore & Asquith, from New Zealand, qualifying as Asia/Pacific. Its intention was to inspire other local designers and manufacturers with successful pieces conceived in Asia as a demonstration of the possible rather than the theoretical. The plan is to repeat the exercise at the International Festival Fair Singapore (IFFS) in March 2015 with an even wider range of species and to develop a promotion program on this theme.

In addition AHEC was selected to display part of its “Wish List” project – two American Cherry stools – in the Furnipro Asia Showroom for Technology, Functionality and Design. The show, held at Singapore’s iconic Marina Bay Sands, aimed to “unlock opportunities for the woodworking, furniture and panel production industries in the Association of Southeast Asian Nations (ASEAN).” It attracted 100 exhibitors from 32

countries with six national pavilions, including the U.S.

Opening the event, President of the Singapore Furniture Industries Council (SFIC), Ernie Koh, said that the synergies between Singapore and Southeast Asian countries are set to grow. Show organizer Michael Dreyer of Koelnmesse stated that intra-ASEAN trade is now huge, in a trading block of 800 million people. Furnipro was attended by all members of the ASEAN Furniture Industries Council (AFIC) who held their own meetings within the program. In the Sustainability and Green Forum, Rupert Oliver, consultant to AHEC, gave a comprehensive update on the work of AHEC in science-based Life Cycle Assessment (LCA) and Environmental Product Declarations (EPDs) using AHEC’s latest projects as an example of the availability of accurate data on environmental impact of American hardwoods, when measured as part of the project. The end result is the ability now of the exporters to provide their overseas customers with impact data for any individual consignment of most export species.

American Softwoods were also exhibitors, combining the show with group visit to Muar, Johor in Malaysia for members. The group was led by newly appointed Di Nguyen in his first return to Asia since leaving AHEC. ■

Miller

*Miller Wood Trade Publications
proudly serves the Forest
Products Industry with
the following publications
and online directories*

National Hardwood Magazine

www.nationalhardwoodmag.com

Import/Export Wood Purchasing News

www.woodpurchasingnews.com

Softwood Forest Products Buyer

www.softwoodbuyer.com

Imported Wood Purchasing Guide

www.importedwoodpurchasing.com

Forest Products Export Directory

www.forestproductsexport.com

Dimension & Wood Components Buyer’s Guide

www.dimensionwoodcomponent.com

Hardwood Purchasing Handbook

www.hardwoodpurchasinghdbk.com

Greenbook’s Hardwood Marketing Directory

www.millerwoodtradepub.com

Greenbook’s Softwood Marketing Directory

www.millerwoodtradepub.com

Forest Products Stock Exchange

www.forestproductsstockexc.com



P.O. Box 34908
Memphis, TN 38184-0908
(800) 844-1280 or
(901) 372-8280
Fax: (901) 373-6180
www.millerwoodtradepub.com

PLEASE VISIT US ONLINE FOR MORE INFORMATION ABOUT OUR PUBLICATIONS

IWPA NEWS -

Continued from page 3

sources Board to amend its rules as soon as EPA goes final. IWPA will be keeping its members briefed on these developments.

As I have travelled to visit our members across the country and hosted members and their colleagues at IWF in Atlanta and the NHLA Convention in Las Vegas I have been struck by the optimism many feel as the economic downturn recedes in our collective rearview mirror and new opportunities become apparent. Our members mention how excited they are to attend IWPA’s World of Wood Convention next March 18-20 at the Cosmopolitan of Las Vegas. As 2014 winds down and we look toward 2015, IWPA is honored to work with our members to grow the imported woods industry. ■

GBM Grows With 22% New Exhibitors

Photos By Wayne Miller



Scott and Jody Boates, The Teal Jones Group, Surrey, BC; and Mary and Mike McInnes, Terminal Forest Products, Vancouver, BC



Mike Chong, Carol Bulych, Jason Mann and Chris Boyd, Probyn Group, Vancouver, BC



Jameson Craig, Christian Owens, Tyler Moore and Addison Ross, Skana Forest Products Ltd., Richmond, BC; Chris Sainas, Dakeryn Industries, North Vancouver, BC; and Kent Beveridge, Skana Forest Products Ltd.



Helena Jehnichen, BC Wood and WRCLA, Vancouver, BC; Jack Draper, WRCLA, Vancouver, BC; and Monica Alvarez and Lily Wang, BC Wood



Wendell MacLoud, Thorlynn PTY Ltd., Sydney, Australia; Russ Nixon, Western Forest Products, Vancouver, BC; Barry Ford, Canada Wood Group, Vancouver, BC; and Archie Rafter, Andersen Pacific Forest Products Ltd., Maple Ridge, BC



J.C. Lee, BC Wood, Korea Office; and Tyson Palmer and Dennis Wight, Pacific Western Woodworks Ltd., Delta, BC

(Story Provided by GBM)

The 11th Annual Global Buyers Mission (GBM), held recently, welcomed over 750 delegates to Whistler this year. The organization thanked its funding Partners whose support made the event possible. Partners included Natural Resources Canada Wood Export Program (CWEP), Forestry Innovation Investment Ltd. (FII), the Government of Alberta and the De-

Continued on page 21



Dick Jones, The Teal Jones Group, Surrey, BC; and Brian Hawrysh, BC Wood, Langley, BC



Haoyu Wang and Xiaoqiang Hua, Shanghai Jinheng Building Material Ltd., Shanghai, China; Cameron Cook, Gorman Bros. Lumber, Westbank, BC; and Tianna Roberts, Boise Cascade, Houston, TX




David Cheng, Yi-Tsai Wood, Taiwan; Susan Chen, Buildtech International Co., Taiwan; Curtis Walker, The Waldun Group, Maple Ridge, BC; Venus Chen, Canadian Trade Office, Taipei, Taiwan; and Kirk Nagy, The Waldun Group

Brian Hawrysh (left) with GBM visits with Tuan Bui and Clark Roberts from British Columbia's Ministry of International Trade and Asia Pacific Strategy.




Additional photo on page 21




NEWMAN LUMBER COMPANY


IMPORTED HARDWOODS SINCE 1947



Genuine Mahogany
Spanish Cedar
Sapele
Mara Macho
Carijeira
Santos Mahogany
Peruvian Walnut
Jatoba




1-800-647-9547
228-832-1899 | fax: 228-831-1149
Contact: Bill, Doug or Pam
www.newmanlumber.com
Gulfport, Mississippi USA






Stay Connected!

Join our mailing list! Follow us on Social Media!



Text NEWMAN to 22828
or Scan our QR code

 www.facebook.com/NewmanLumber
 @NewmanLumber



Import/Export Timber Products' Stock Exchange

FOR SALE

36,000 bf 4/4 African Mahogany KD
42,000 bf 5/4 African Mahogany KD
28,000 bf 6/4 African Mahogany KD
43,000 bf 8/4 African Mahogany KD
11,000 bf 10/4 African Mahogany KD
18,000 bf 12/4 African Mahogany KD
14,000 bf 16/4 African Mahogany KD
21,000 bf 4/4 Spanish Cedar KD
28,000 bf 5/4 Spanish Cedar KD
24,000 bf 6/4 Spanish Cedar KD
19,000 bf 8/4 Spanish Cedar KD
11,000 bf 10/4 Spanish Cedar KD
14,000 bf 12/4 Spanish Cedar KD

92,000 bf 4/4 Sapele KD
66,000 bf 5/4 Sapele KD
78,000 bf 6/4 Sapele KD
112,000 bf 8/4 Sapele KD
36,000 bf 10/4 Sapele KD
29,000 bf 12/4 Sapele KD
27,000 bf 16/4 Sapele KD

Alan McIlvain Company

501 Market Street • Marcus Hook, PA 19061
Phone: (610) 485-6600 • FAX: (610) 485-0471
www.alanmcilvain.com
sales@alanmcilvain.com

Quality Hardwood Lumber & Mouldings since 1798

FOR SALE

| | |
|---------------------------|----------------------------|
| 3 T/L 6/4 S&B Beech | 5 T/L 6/4 #2 Com Hickory |
| 5 T/L 8/4 S&B Beech | 2 T/L 6/4 S&B Hickory |
| 2 T/L 5/4 S&B Cherry | 5 T/L 8/4 #1 Com Hickory |
| 5 T/L 6/4 S&B Cherry | 5 T/L 9/4 S&B Poplar |
| 5 T/L 8/4 S&B Cherry | 3 T/L 16/4 S&B Poplar |
| 3 T/L 4/4 #2 Com H. Maple | 1 T/L 16/4 #1 Com Poplar |
| 2 T/L 6/4 S&B H. Maple | 5 T/L 4/4 #2 Com Sassafras |
| 3 T/L 6/4 #1 Com H. Maple | 3 T/L 5/4 #2 Com Sassafras |
| 5 T/L 8/4 S&B H. Maple | 5 T/L 6/4 S&B Soft Maple |
| 5 T/L 5/4 #2 Com Hickory | 5 T/L 8/4 S&B Soft Maple |
| 5 T/L 5/4 S&B Hickory | 5 T/L 10/4 S&B Soft Maple |
| 5 T/L 5/4 #1 Com Hickory | |

Cole Hardwood Inc.

P. O. Box 568
Logansport, Indiana 46947
574-753-3151 Fax: 574-753-2525
e-mail at: dave@colehardwood.com
home page: www.colehardwood.com



Hermitage Hardwood Lumber Sales, Inc.

105 Ridgedale Drive
Cookeville, TN 38501 U.S.A.

P.O. Box 698
Cookeville, TN 38503 U.S.A.
931-526-6832 • 931-526-4769 Fax
E-mail: info@hermitagehardwood.com
lawson@hermitagehardwood.com
Website: www.hermitagehardwood.com
Contact: Parker Boles, Adam Moran,
Steve Gunderson
Lawson Maury - Export
www.hermitagehardwood.com

FOR SALE

ASH

4/4 FAS W1F 15/16 8m'
5/4 FAS 6m'
6/4 FAS 15m'
8/4 FAS 15m'

BASSWOOD

4/4 FAS 13m'
5/4 FAS 15m'

CHERRY

4/4 FAS 8.5" wider 20m'
5/4 FAS 18m'

HICKORY

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'

RED OAK

4/4 FAS 7.5" wider 15m'
4/4 FAS 10" wider 30m'
5/4 FAS 10" wider 18m'
6/4 FAS 50m'
6/4 FAS 10" wider 35m'
7/4 FAS 20m'
7/4 FAS 10" wider 15m'
8/4 FAS 50m'
8/4 FAS 10" wider 20m'

WALNUT

4/4 FAS 12m'
6/4 FAS 15m'

Kiln Dried Lumber

Walnut
4/4 - 20/4
Cherry
4/4 & 8/4
Red Cedar
4/4 & 6/4



MIDWEST WALNUT CO.

P.O. Box 97
Council Bluffs, IA U.S.A. 51502
Call: 1-712-325-9191 Fax: 712-325-0156
E-Mail: larrym@midwestwalnut.com
www.midwestwalnut.com

All Lumber is KD HT

White Fir/Hem Fir
Custom Metric Sizes
38mm Low grade
45x90 Custom Export Grades
45x105 Custom Export Grades
Douglas Fir
Custom Metric Sizes
38mm Low grade
27mm DF Lamina L-3 Btr S4S
34mm DF Lamina L-3 Btr S4S
38mm DF Lamina L-3 Btr S4S
45x90 Custom Export Grades
45x105 Custom Export Grades
FSC, SFI & PEFC Certifications Available.



IDAHO FOREST GROUP

Grangeville • Chilco • LaCleda • Moyie Springs
WWW.IDAHOFORESTGROUP.COM
Contact: Ahren Spilker
Export Sales Account Manager
Email: aspilker@idahoforestgroup.com
Tel: (208) 762-6623 • Toll Free: (877) 434-6455
Fax: (208) 762-6631

We are pleased to offer material below for prompt sale from our locations across the US:

5/4x6 KD Apitong/Keruing S4S – Approx. 50,000 BF
5/4x8 KD Apitong/Keruing Shiplap – Approx. 12,500 BF
5/4x8 KD Apitong/Keruing S4S – Approx. 30,000 BF
5/4x8 KD Apitong/Keruing Shiplap – Approx. 17,000 BF
6/4x6 KD Apitong/Keruing S4S – Approx. 22,000 BF
8/4x6 KD Apitong/Keruing S4S – Approx. 30,000 BF
8/4x7 KD Apitong/Keruing S4S – Approx. 3,700 BF
8/4x7.5 KD Apitong/Keruing S4S – Approx. 9,000 BF
10/4x8 KD Apitong/Keruing Rough – Approx. 6,000 BF
12/4x8 KD Apitong/Keruing Rough – Approx. 1,000 BF
5/4x6 KD Angelim Pedra Rough – Approx. 3,300 BF
5/4x8 KD Angelim Pedra Rough – Approx. 7,700 BF
6/4x6 KD Angelim Pedra Rough – Approx. 5,000 BF
6/4x8 KD Angelim Pedra Rough – Approx. 7,200 BF

Call us at (360) 690-8532 for detailed tally information, location, and price. All stock offered subject to prior sale. Additional stock on water and/or shipping soon.

Aztec International Timber & Trading, Ltd.

1104 Main Street, Suite M-150
Vancouver, WA 98682-0012
Fax: (360) 690-0035
Website: www.aztecintl.com
Email: davidx@aztecintl.com

FOR SALE

GENUINE MAHOGANY

CEREJEIRA
SPANISH CEDAR
SAPELE
SANTOS MAHOGANY
PERUVIAN WALNUT

NEWMAN LUMBER CO.

Gulfport Sales Staff: Doug, Bill, Pam
Phone: 1-800-647-9547 or (228) 832-1899
FAX: (228) 831-1149
Website: newmanlumber.com
Mailing Address:
P.O. Box 2580 - Gulfport, MS 39505-2580



Transportation Management eXperts

SHIPPING

www.tmxship.com

Detail minded.

**Servicing U.S. Lumber and Log Exporters from all U.S. Ports:
East Coast, Gulf and West Coast**

We pride ourselves in providing an individualized service, custom designed to each customer's requirements. We are committed to the best possible service; utilizing our extensive experience and skills, coupled with our sophisticated computerized traffic management and documentation system.



TMX Shipping Company, Inc.
Corporate Headquarters
727 Arendell Street
PO Box 747
Morehead City, NC 28557 USA
Phone: 252.726.1111
Toll Free: 800.631.7447
Fax: 252.726.9097

TMX Shipping Company, Inc.
2020 General Booth Blvd., Ste. 220
Virginia Beach, VA 23456 USA
Phone: 757.563.6200
Fax: 757.563.0300

Forward thinking.