

Import/Export Timber Products' Stock Exchange

Veneer Logs – 4 sides clear
 2 x 40' Northern Red Oak 15"+
 2 x 40' Ohio White Oak 16"+
 2 x 40' Cherry 14"+
 Veneer Logs – 3 sides clear
 3 x 40' Hard Maple 14"+
 3 x 40' Northern Red Oak 14"+
 5 x 40' Ohio White Oak 16"+
 3 x 40' Cherry 14"+
Cherry
 5/4 Prime KD Rgh
 6/4 Prime KD Rgh
 4/4 SEL KD Rgh
 8/4 Prime KD Rgh
 4/4 Sel&Btr KD Rgh
Yellow Poplar
 4/4 #1C KD
 4/4 #2C KD
Sycamore
 4/4 #1C #1C&Btr Qtr&Rift KD Rgh
White Oak
 4/4 Sel&Btr Rift 4" Strips KD Rgh
 4/4 Sel&Btr Qtr KD Rgh
 4/4 #2C Rift&Qtr KD Rgh

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 Telephone (814) 827-8271 Fax (814) 827-8272
 E-mail PennSylvanUSA@aol.com
 www.Penn-Sylvan.com

#1 Sawlogs - 3 Sides Clean
 5 x 40' Cherry, 12" /up
 5 x 40' Red Oak, 15" /up
 2 x 40' White Oak, 13" /up
Northern Appalachian Lumber - Kiln Dried
 2 x 40' 3/4 Ash unselected FAS (prime), #1 Com, #2 Com
 2 x 40' 4/4 Ash unselected FAS
 2 x 40' 4/4 Ash unselected #1 Com
 2 x 40' 4/4 Ash Brown #1 Com, #2 Com
 2 x 40' 4/4 Cherry FAS (prime) and #1 Com
 2 x 40' 4/4 Hard Maple FAS (prime) #1+2 White
 2 x 40' 4/4 Hard Maple #1 Com Sap & Better
 2 x 40' 3/4 Red Oak FAS (prime), #1 Com, #2 Com
 2 x 40' 4/4 Red Oak FAS (prime) and #1 Com
 2 x 40' 5/4 Red Oak #1 Com

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 Tom Herga tom.herga@hardwoods-inc.com
 Matt R. Bean mbean@hardwoods-inc.com
 Debbie Smith Debbie.smith@hardwoods-inc.com

Sapele 100% FSC Certified
 4/4 – 10/4 235,000bft
Sapele
 4/4 – 10/4 262,000bft
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 4/4 – 8/4 52,000bft
African Mahogany
 4/4 – 8/4 55,000bft
Utile/Sipo 100% FSC Certified
 4/4 – 8/4 30,000bft
Afrormosia
 4/4 & 8/4 15,000bft
Anigre 100% FSC Certified
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Santos Mahogany (Cabreuva)
 4/4 15,000bft

Cumaru
 4/4 5000bft
Iroko
 4/4 6/4 & 8/4 30,000bft
Jatoba
 4/4 – 8/4 68,000bft
Jatoba Fixed 6"
 4/4 20,000bft
Padauk
 4/4 6/4 & 8/4 30,000bft
Purple Heart
 4/4 & 8/4 25,000bft
Tigerwood (Goncalo Alves)
 4/4 7,000bft
Wenge 100% FSC Certified
 4/4 8,000bft
Wenge
 4/4 & 8/4 20,000bft
Yellow Heart
 4/4 5,000bft
Ipe Decking
 4/4 x 4" 8 – 20' 10,000bft
 5/4 x 6" 8 – 20' 25,000bft
Mocha Decking (Mukulungu) 100% FSC Certified
 5/4 x 4" 7 – 18' 10,000bft
 5/4 x 6" 7 – 18' 30,000bft

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IWPA – Continued from page 1

process: U.S. importers and consuming industries, offshore manufacturers and the service providers that facilitate trade.

For more information visit online at www.iwpawood.org. ■

WASHINGTON SCENE – Continued from page 2

corporate consideration of those resources to inform internal directive with the Subcommittee and receive feedback from members. We look forward to continuing to work with state, local and tribal governments and the public through the ongoing comment period.”

The Forest Service published for public comment a proposed directive on groundwater that will help the Agency to establish a more consistent approach to evaluating and monitoring the effects on groundwater from actions on National Forest System (NFS) lands. The proposed directive does not specifically authorize or prohibit any uses, and is not an expansion of authority. Rather, it provides a framework that would allow the Forest Service to clarify existing policy and better meet existing requirements in a more consistent way across the NFS. Specifically, it would:

- Create a more consistent approach for gathering information about groundwater systems that influence and are influenced by surface uses on NFS land and for evaluating the potential effects on groundwater resources of proposed activities and uses on NFS lands;
- Bolster the ability of Forest Service land managers to make informed and legally defensible decisions, with a more complete understanding of the potential impacts for activities on NFS lands to and from groundwater;
- Support management and authorization of various multiple uses by better allowing the Forest Service to meet its statutory responsibility to fully analyze and disclose the potential impacts of uses or activities; and
- Emphasize cooperation with State, Tribal and local agencies and compliance with their applicable requirements.

The Forest Service continues to respect state authorities for water management, and the groundwater directive does not impose new restrictions on mineral or oil and gas development. The proposed directive does not change the existing authority of the states to allocate water, and has no bearing on state law presumptions for purpose of use allocation. ■

DOWNES AND READER – Continued from page 6

For more information about IronStick™ visit ironsticks.com or contact William von der Goltz at williamv@downesandreader.com. For further details about Downes & Reader Hardwood Co. Inc., visit downesandreader.com. ■

FORECAST – Herga – Continued from page 12



Tom Herga
Hardwoods Import Lumber Division
Leland, NC

With tropical imports, we expect shortages in all the main Redwood species such as Sapele, African Mahogany, Genuine Mahogany, Cedar and Sipo. Forestry regulations and the exposure of illegal logging combined with the Lacey Act has weeded out a sizeable amount of lumber coming in from the tropics. Any increased demand from China and the major European buyers will create an even bigger shortage of raw material.

The second half of 2014 is looking much stronger than 2013. There seems to be much more optimism in the overall hard-

wood industry.

Our biggest imports are hardwood lumber from West Africa, being Sapele, African Mahogany and Sipo.

Finding adequate raw material will be our major challenge in 2015.

The USA and Canada comprise the majority of our customers, who manufacture mill-work/doors and windows/flooring/musical instruments and furniture.

Shipping from West Africa remains extremely difficult. The main port of export is Douala and the port has been congested for over a year with some vessels having to wait weeks to load. It will take many months to catch up.

Contract trucking in North America will continue to be a problem with much fewer carriers available and high freight rates. ■

Graziano Pasqualetto
Romea Legnami S.p.A.
Rome, Italy

For 2015, in my opinion, I foresee an ongoing and continuous trend in particular of the species stated below: White Oak; Steamed European Beechwood, mainly S2S, African Mahogany, Sapele and Sipo. In the global markets we can notice also an increased consumption trend of White Oak and other Hardwoods, such as Ash and an increased demand for FSC certified lumber. I also expect an ongoing and increased demand of Burma Teak and Wenge, very high quality and fashion timbers.

Considering the global market for our company – Romea Legnami – the year 2014 can be defined as better in comparison of 2013. In particular the extra EU markets have been very important. We observed and recorded an increased demand and consumption.

We can also state that 2014 was, and still is, a very important year for the constant enlargement of the Asia Pacific consumption.



Continued on page 19



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FORECAST – Pasqualetto – Continued from page 18

We particularly and mainly export in large quantity FSC certified European and African Hardwoods.

If we consider recently, as in past few months, I can say that the European FSC Beechwood and White Oak were the most in demand for our company; but also FSC certified African Hardwoods had a great percentage.

For 2015, I foresee for the global market an increased demand of our products, in particular steamed FSC Beechwood and White Oak, following an increased demand of: Sapele, Sipo, African Mahogany, Burma Teak, Black Walnut, and Red Oak.

We are a global group and present globally; we work mainly with importers, distributors of our products all over the world.

All of our products are used in the different sectors of the wood manufacturing industry (furniture, yacht, music instruments, joinery, public projects, etc)

Our mission is to satisfy our customers with “Just in Time” and fast shipment, we always predict and have an inventory on the basis of the trends and on the species always requested and demanded.

On this basis, we are constantly working on maintaining and increasing the quantity in our inventory in order to give a higher security for our importers and distributors, whose relationship is fundamental for us.

Regarding the shipping and transportation, we are not suffering from shipping delays neither via sea nor via road. Our logistic system is working well with support from our partners, that are our allies from many years, which are continuously following us globally.

For the year 2015 we are not seeing any shipping or transportation problems for our group. ■

Cindy Squires
International Wood Products Association
Alexandria, VA



IWPA expects 2015 will see continued growth in the imported wood products industry. With strong growth in industries that rely on wood products such as housing construction and remodeling as well as recreational vehicles, the demand for many kinds of wood products is growing. While demand is critical, IWPA will continue to work with our members and industry partners to prevent over-regulation.

IWPA has been very active in engaging with policy makers on issues of critical importance to our industry. We submitted extensive comments to EPA about their proposed regulation that will expand the California CARB limits on formaldehyde emissions from composite wood products nationally and also sweep in some currently unregulated products. During our frequent meetings with EPA staff we have shared how a rule, if poorly designed, could impose unnecessary costs on U.S. businesses that import wood products as well as their customers. We have also urged the Obama Administration to include certified wood products as a “green good” as it moves forward with negotiation of proposed Environmental Goods Agreement that would eliminate tariffs on environmentally-preferred goods. 2015 will also see the first direct imports of wood products from Burma under the conditional license IWPA mem-

bers received from the Department of the Treasury.

The 113th Congress, which spanned 2013 and 2014, saw continued partisan gridlock. As the 114th Congress is sworn in this January and President Obama moves into his final two years in office, we are hopeful that the desire by Republicans in Congress to show that they can be trusted to govern will finally lead to passage of bipartisan bills such as the retroactive renewal of the Generalized System of Preferences program.

One issue that has not yet been resolved which IWPA continues to weigh in on is the inability of the Pacific Maritime Association and the International Longshore and Warehouse Union to reach agreement on a labor contract for America's West Coast ports. While ILWU leadership has pledged that their workers will continue to work as negotiations move forward, shippers are seeing delays. Disruptions in the West Coast Ports will have significant ramifications and we continue to press both parties to remain at the negotiating table until a deal can be reached. ■

HUP CHONG – Continued from page 9

ufacturer for adult and youth, living and entertainment furniture manufacturer:

Total production floor space is more than 550,000 square feet, with a management team and trained work force of more than 600 staff, coupled with computerized facilities. So Hup Chong Furniture is capable of expanding its market worldwide ensuring quality products with “Just-In-Time” delivery and prompt service. With these current facilities, the company strives to be a “Furniture One Stop Center”, to cater to the ever-growing demand for customers to develop a furniture collection. The company also provides warehousing and “direct or mixed container” services. With the company's manufacturing expertise and facilities, it is well-positioned to develop products that meet customers' requirements and tastes in different markets.

As an entity, the company is an integral part of a community and the environment within which it operates. With regard to corporate integrity and responsibility, the company takes a holistic approach toward the marketplace, workforce, community and environment. The success of Hup Chong in the marketplace hinges on how its activities are carried out at each level of the value-add chain. In the procurement of business, the company interacts with both prospective and actual customers and endusers, a majority whom require assurance that it operates in an ethical and environmentally sustainable manner. These requirements encompass the sustainable use of environmentally friendly raw materials, safe and conducive working environment and product safety. As a major wood-based furniture manufacturer, Hup Chong believes in the sustainable use of environmentally friendly materials. The company complies with Chain of Custody (CoC) requirements and a majority of its products are certified as CoC compliant. CoC is regarded as an information trail about the path taken by products from forest or, in the case of recycled materials reclamation site, to the consumer, including each stage of processing, transformation, manufacturing and distribution with a view of providing a credible guarantee to the consumer that the products originated from well-managed, sustainable forests or controlled sources of reclaimed wood/fiber based materials.

Hup Chong's management said, “We are also working to further reduce the impact of our operations on the environment and to contribute to the realization of a recycling-

Continued on page 20

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

2006
Created more steaming capacity

2007
Added new material handling and sorting systems

2008
Added more warehousing and a shipping location

2012
Increased kiln capacity, surfacing facility, and ripping operations

2014
Finished major raw product handling facility and production expansion

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HUP CHONG – Continued from page 19

based society by achieving the targets set by world environment panels and organizations, such as California Air Resources Board (CARB).”

The company also feels a fundamental responsibility and commitment to ensure that all employees work in a safe and healthy environment. A Safety, Health and Environment Committee have been set up to lead the activities in accordance with the company-wide Safety, Health, Accident Prevention and Environmental Action Policy. This emphasizes development of technical competency and enforcement of safe work practices for its workers in the production areas. Production layout and workflow are organized in an orderly manner to ensure optimum workers’ movement, safety and a sustainable work rate. Production debris and hazardous materials are handled and disposed of in accordance to the safety requirements and regulations to ensure a safe workplace and minimum harm to environment. In compliance with the Occupational Safety and Health Administration (OSHA) requirements, First Aid training sessions are organized to help staff and workers understand their role as Emergency First Responders.

Finally, Hup Chong recognizes the importance of product safety and quality assurance as a competitive edge in the marketplace. In this regard, it continuously emphasizes the “Quality” and “Customer-focus” watchwords that reflect its quality commitment, using guidelines:

- No compromise on the quality on incoming raw materials
- Total involvement at all company levels to commitment in quality awareness
- Total customer satisfaction as the main priority, by striving to make products more reliable and functional through continuous improvement.

Quality assurance of furniture products are performed at specific check-points by incoming material inspections, process QC and pre-shipment inspection. Hup Chong is a regular exhibitor at Export Furniture Exhibition (EFE) held annually in March in Kuala Lumpur.

For more information about this company, call 603 32914232 or email Alison@hup-chongfurniture.com. ■

SFPA – Continued from page 1

record. During 2013, some 445 million board feet of Southern Pine lumber was exported to offshore destinations, an increase of 13 percent over 2012 volumes.

Importers recognize the strength and durability offered by American materials, not just for structural framing for housing, but also for applications including furniture, millwork and industrial packaging.

Recently, the Southern Forest Products Association (SFPA) hosted a delegation from Thailand for a week-long tour of Southern lumber production facilities, one leg of an extensive national overview of the U.S. wood products industry. The five-member delegation included importers and manufacturers, interested in learning more about American lumber grading rules and quality-control procedures. Wood-frame construction techniques and treated lumber applications were also of interest to the group.

Crystal Collier, a consultant representing American Softwoods, directed an itinerary that included stops at four sawmills, a pair of treating plants and two export warehouses.

In the course of their travels, the group visited residential construction sites, reviewed interior uses of wood, and saw the application of treated lumber for pedestrian walkways.

This trip had three primary objectives: to improve the importers’ understanding of U.S. wood products, foster relationships with the U.S. wood industry and, ultimately, increase sales of U.S. wood products to Thailand, while expanding the global market for softwood exports.

The delegation’s first stop was at McComb, Mississippi, to tour one of the largest Southern Pine sawmills, a facility operated by Weyerhaeuser. The group was most interested in lumber grading procedures and how the lumber was packaged for shipment. Later in the tour, the delegation had the opportunity to visit one of Weyerhaeuser’s Pine nurseries in Camden, Alabama, and learn about forest management practices, the challenges of growing high-quality sawtimber and the sustainability of timber resources in the Southern United States.

Traveling to the Mobile, Alabama area, visits to three exporters were on the agenda. The group toured the facilities of Klumb Lumber, Mauvila Lumber and Blue Water Lumber. With the opportunity to inspect a mix of products from several different producers about to be exported, the Thai importers discussed relationships the exporters had with sourcing mills. A representative of the Southern Pine Inspection Bureau (SPIB) was on hand to explain details of American lumber grading rules.

While in Alabama, the delegation also visited McShan Lumber Company for further insights into relationships mills have with export agents and to see a production facility specializing in high-grade boards for the export market. A tour of the Westervelt Lumber sawmill at Moundville provided an overview of the technology and capacity of a high-volume dimension lumber facility.

At several stops on this tour, the topic of measurement standards was addressed. Comparing U.S. measurements with metric standards, it was learned, was often an important step in the import order process for the Thai visitors to fully understand.

The final stop on this tour took the group to Conyers, Georgia, and a visit to Great Southern Wood Preserving’s plant, where they observed the process of pressure treating Southern Pine lumber for long-term protection against rot, fungal decay and termite attack. The group discussed important quality-control steps and how the final application determines the preservative type and retention level used. The Thai importers reported that other species of lumber are treated in their country, and that problems with wood-destroying pests remain an issue.

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

Thailand represents a very promising market. Through September of 2014, exports of Southern Pine lumber to Thailand have doubled, to some 3.7 million board feet (MMbf) when compared with the same period in 2013.

For more than 30 years, SFPA has leveraged USDA Foreign Agricultural Service (FAS) grants to promote Southern Pine lumber exports. FAS-administered grants, including both the Foreign Market Development (FMD) and Market Access Program (MAP), allow SFPA to reach emerging markets that have remained, until recently, untapped. Extensive online resources are available to importers and producers at www.SouthernPine-Global.com. ■



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- 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.



GOOD WOOD – Continued from page 11

projects and from others who have shaped his abiding passion for wood as a material. His diverse references include the Pacific Place, Time Square, the Hang Seng Bank HQ, the China World Trade Centre in Beijing, Penang Holiday Inn in Malaysia and the Labor Bureau in Ohio. The theme of his presentation was about the “soul” of wood and he gave chapter and verse on the human relationship with this most inspiring of all materials. He talked about new ways to use and think about wood from the most traditional to the very contemporary.

“We want to live inside, but our heart is outside,” he said and suggested that wood provides that link between the two. Fong also demonstrated the work of AHEC with the Red Oak “Timber Wave” and the Tulipwood (Yellow Poplar) “Endless Stair,” both of which had pushed the boundaries for wood in construction and drawn much attention at the London Design Festivals in 2012 and 2013.

Also presenting was Jarrod Lim from Singapore, a young designer who has established his reputation for a range of furniture and interior products predominantly in wood, inspired by training in Italy and work in Asia. He outlined the design influences that have led him so far to establish his own design studio and develop his own Hinika brand. Lim regards wood, he said, “as a friendly and emotional material” and suggested that antique and old designs can be developed to provide contemporary interpretations, “provided you do not go too far!” He had a number of pieces from Hinika on display at a designer’s corner that also included custom designed furniture from Indonesia and New Zealand in American species.

AHEC’s latest high profile promotion for American hardwood in London, the “Wish List” just completed with international design guru Sir Terence Conran, was illustrated on the AHEC exhibit “Wood is Good.” In this project, eight of Sir Terence’s famous designer and architect friends, such as Norman Foster, Richard Rogers and Zaha Hadid, were asked what they wished for their homes that they could not find. These items were then designed and made in various American hardwood species by craftsmen working with young designers in the UK – one of which was young Thai designer Win Assakul. He designed and made an extendable 3m long Walnut serving dish for Amanda Leveté. Another was Japanese born Norie Matsumoto who created the perfect set of Tulipwood pencil sharpeners for Norman Foster.

The event concluded with a luncheon hosted by AHEC for the Speakers, Thai supporters of AHEC and the key contacts from the timber and design communities in Thailand. In attendance at the Bangkok event was David M Hunter III of Hunter Brothers International LLC, an AHEC member living in Thailand. ■

GBM – Continued from page 15

partment of Foreign Affairs and International Trade (DFAIT). Main Corporate Sponsors this year included The Waldun Group, Jazz Forest Products and the

Teal Jones Group.

BC Wood CEO Brian Hawrysh and Board President John Gillis welcomed the Opening Ceremony guest speaker Clark Roberts, Assistant Deputy Minister of BC’s Ministry of International Trade and Asia Pacific Strategy, to the podium. Minister Teresa Wat joined the event that evening and met with many industry members and international delegates.

Registered international buyers came from Australia, China, Japan, India, the United States, Korea, Taiwan, the Netherlands, Canada, Mexico, Belgium, Hong



Archie Rafter, Andersen Pacific Forest Products Ltd., Maple Ridge, BC; Tom Jones, Teal-Jones Group, Surrey, BC; and Russ Nixon, Western Forest Products, Vancouver, BC

Kong, Pakistan, Germany, the Russian Federation, Switzerland and Vietnam. Many thanks must go to the Trade Commissioner service in many international markets that greatly assisted with qualified buyer recruiting again this year.

Most of the buyers were new to the GBM this year, offering excellent opportunities for Canadian manufacturers to build new business opportunities. An anticipated estimate of \$30+ million in new sales were generated from the GBM this year.

The GBM also hosted North American architects, designers, contractors, developers, engineers and specifiers this year, to participate in the Wood First Program, the majority of which also participated in a mini-seminar series with 16 of the manufacturers exhibiting at the GBM. This activity again received high marks from both the architect community and participating exhibitors. The extensive program ended with a successful trip to the new Passive Haus construction plant in Pemberton.

Products on display at the 2014 GBM from exhibitors from across Canada, represented by over 240 participants included timber frame structures, engineered wood products, treated lumber, reclaimed wood, building systems, Western Red Cedar products and a variety of other value-added wood building products. 22% of the exhibiting companies were new to the GBM, offering returning buyers some additional resources and products not seen at the GBM in the past year.

For the past nine years, BC Wood has organized extended mission programs or incoming delegates including site visits and factory tours around the province. This year, 84 pre-qualified buyers once again toured production facilities and visited construction sites in the lower mainland, the interior of BC and Northern Alberta to meet participating manufacturers. Besides helping buyers immediately source high quality, innovative and competitively priced wood products, the tours helped build future business relationships by familiarizing potential customers with Western Canada’s wood species.

Held at the Whistler Conference Centre, the GBM continues to be Canada’s largest event dedicated to promoting value-added wood producers.

The next GBM is scheduled for Whistler, September 10-12, 2015. ■



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and FSC certified in 2012. But when buyers want Australian species specially treated, such as Jarrah or Spotted Gum for example, the company imports, processes and re-exports. It also supplies Weng Meng with components.

Hup Chong Furniture in Jalan Kapar is a furniture producer, mainly of solid wood bedroom sets, and the story is much the same. Main material is Rubberwood, but since 100 percent of production is exported, it bows to market demands for colors, grains, finishes and other species. Recently the company has developed the use of American Tulipwood (Yellow Poplar) perhaps a reflection of its 60 percent sales to the USA, and the company also imports European Beech – all totalling about 10 containers per month. Exports of furniture, however, run to 200 containers monthly. Recovery of small pieces, particularly of Rubberwood, by finger-jointing and laminating, is one of the keys to Hup Chong's successes and its contribution to maximizing forest yield.

Samling's massive joint venture with Masonite Corporation of America in Bintulu, Sarawak was a revelation. The entire operation, a US\$70 million capital investment in High Density Fiberboard (HDF) production, is based completely on recovery of forest and industrial wood waste from all over Bintulu. Off-cuts and sawdust from sawmills, log ends from plywood mills and all other re-cycled wood and biomass is used to produce high-tech HDF door-skins, all for export. Some of its material comes out of its own sawmill Magna-Foremost in Bintulu and also from forest waste from its own Acacia plantations nearby. The company now claims 60 percent of the Indian market having altered course after the 2008 crisis. Its ability to produce higher value "moulded" profile, primed door skins is matched only in four other plants –two in China and one each in Australia and Thailand.

Samling's forest plantation operations in Segan, Sarawak covering 10,800 ha (26,687 acres) have just become the first to be PEFC certified in Malaysia. Based mainly on Acacia they demonstrate very well the complexities of pioneering plantations and the need for, and cost of, constant research and development and nursery establishment and experimentation. Planting began in the early 2000s and now saw logs are beginning to be harvested. There are 23,000 hectares planted with Acacia mangium, Acacia hybrid, Eucalyptus pellita, Gmelina arborea and Paraserianthes falcataria. Malaysia is committed to plant 375,000 ha (926,644 acres) of forest plantations by 2020.

The Sarawak Timber Industry Development Corporation (STIDC), based in the capital Kuching, has the problem of very sparse population, so not much local market, and remoteness from export markets. Nevertheless it is active in promoting the timber trade with Sarawak. Total log production (8.2 million m3 in 2013) and exports are still a major part of the trade, but so, too, are the many plywood mills and wood processing factories centered on the key towns of Miri and Bintulu. Sarawak's "Systematic Management of Forests" dates back to 1919, but today much of the re-afforestation through planting is undertaken to relieve pressure on its natural forests. Sarawak's plantation log harvest in 2013 was 537,752 million m3. Tax incentives and soft loans have encouraged investment, but labor and land issues still have to be overcome to speed up planting to achieve the target set by government. Wong Siong Kuan, Senior Assistant Director of the Forest Dept Sarawak, called on all plantations to be certified, much supported by the State Government.

One of the striking things about Malaysia is the sheer number of national parks and protected forest areas, from the famed Taman Negara Forest Reserve in Peninsular Malaysia to the Mulu National Park in Sarawak with its massive caves and indigenous tribes. Protection of flora, fauna and the local people is a sensitive issue. Despite the protestations of some ENGOs, the government is evidently putting great effort into striking a balance between allowing the traditional way of life to continue and providing education and healthcare infrastructure to offer choice of lifestyle to people, such as the Penans in Sarawak. What is equally striking is the density of forest from the air, the few roads and frequent rivers in Sarawak, which simply does not reconcile with the often ill-informed reputation and public perception of depletion of Malaysia's tropical forest. ■

BUSINESS TRENDS ABROAD

Germany—The German sawmill machinery company Linck, located in Oberkirch/Germany, will be the supplier for SCA Timber's new saw line at the Tunadal sawmill in Sundsvall, Sweden. Among others, the line will be equipped with profiler units (Linck VPM) and a new sawing division (Linck MKS) to ensure high-quality wood products, high throughput and high yield.

Linck ensures the equipment will bring a lot of innovation in terms of preventive maintenance and diagnostics.

In total, SCA will invest SEK 500 million (EUR 54.3 million) for the new saw line. This investment will allow an increase in production up to 540,000 cubic meters of Spruce wood products per annum.

The new saw line will replace the sawmill's present three saw lines, and will be operative by autumn of 2016.

Tunadal sawmill produces Spruce wood products. The production capacity is 500,000 cubic meters annually, of which 80,000 is planed products.

Brazil—Wood products exports (except pulp and paper) increased 22 percent in value terms compared to the same time period last year, from US\$195.7 million to US\$238.8 million. Tropical sawnwood export volumes in the same period were up 6.4 percent, from 28,300 cu.m in 2013 to 30,100 cu.m in 2014.

In terms of value, exports increased 11.5 percent from US\$14.8 million to US\$16.5 million over the same period.

Pine sawnwood exports increased by 46 percent in value in September 2014 compared to September 2013, from US\$15.0 million to US\$21.9 million. In terms

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BUSINESS TRENDS ABROAD - Continued from page 22

of volume, exports rose 44 percent, from 64,700 cu.m to 93,200 cu.m over the same period.

Tropical plywood exports increased 26.5 percent in volume, from 3,400 cu.m in 2013 to 4,300 cu.m in 2014 (but still very low compared to levels 10 years ago).

In terms of value, tropical timber exports climbed 22.7 percent, from US\$2.2 million in 2013 to US\$2.7 million in 2014.

Pine plywood exports also increased by 28.9 percent in value in 2014 in comparison with 2013, from US\$29.4 million to US\$37.9 million. Export volumes increased 25 percent, from 81,700 cu.m to 102,100 cu.m, during the same period.

Wooden furniture exports grew from US\$40.2 million in 2013 to US\$45.9 million in September 2014, a 14.2 percent improvement.

Britain— Timber and panel importer Premier Forest Products has purchased the sawmilling division of Welsh-based Border Group, according to the media platform buildersmerchantsnews.co.uk.

Border Group's sawmilling division is made up of two trading companies: GTP Border Forest, which sells solid wood products and Border Forest Products which sells the co-product of production to the biomass industry. Both operate from a single nine-acre site in Croespenmaen, South Wales.

The two organizations will come under the ownership of Premier Forest products and will operate as Premier Forest Sawmilling.

"This is a very exciting acquisition for Premier; one that we believe has the potential to have a big impact on our operations. The sawmills current financial performance shows great potential for bringing improved earnings, significantly increasing the volume of material we distribute, improving our environmental credentials and giving us a secure supply source of fencing and pallet wood products, while in addition giving control of the quality and product range produced," said Terry Edgell, director and co-founder of Premier Forest Products, quoted by buildersmerchantsnews.co.uk.

Ernie Branfield, Border Group's chairman, said, "We decided to sell the sawmill arm of the company to focus on our core businesses. We are very proud of the company that we have created and would only have considered selling GTP Border Forest and Border Forest Products to a company that shared our core values - which we believe Premier does."

Premier Forest Products has an annual turnover of £76.7 million (around EUR 98 million). Through a strategy of organic and acquisition fuelled growth the business is aiming to break through the £100 million (EUR 127.8 mil.) turnover mark in its next financial year, according to walesonline.com.

Sweden—Sweden has exported 7.2 percent more softwood lumber (planed and sawn) than the same period last year. The volume reached 8.13 million cubic meters. Shipments to the UK and Egypt increased the most in volume, while exports to China rose by over 50 percent.

According to sources in 2013 Sweden's exports have expanded to Asia, and stagnated or decreased to Europe and Africa, a reversed trend was noticed in the first eight months of 2014: shipments to fellow European countries in particular, and those to Africa are now driving up Swedish lumber deliveries.

In Europe, volumes increased in all major destinations, with the exception of France and Germany. Total volume was up 5.9 percent.

Despite the surge in deliveries to China, overall exports to Asia are declining. The main reason for the decline are exports to Japan, which were lower in this period by 32 percent, down to 441,000 thousand cubic meters (I-VIII 2013: 650 tsd. cbm). By the end of 2013 over 1.4 million cbm were delivered to Asia. At press time there are over 1.2 million cbm, 14.4 percent fewer than in the same period last year.

Swedish deliveries to Africa amounted to 1.83 million cubic meters by the end of August, or 36 percent more than the same period in 2013, when 1.34 million cubic meters were delivered. Exports are supported by the strong increase in Egypt, but shipments to Algeria, Morocco and Sudan have increased slightly.

The average value of exports by the end of August was 2003 SEK/ cbm FOB (216.66 EUR), and therefore 8 percent higher than the same period of 2013. The export price has reached 2158 SEK/cbm FOB (233.43 EUR), even 12.8 percent over the previous year.

Canada— The Comprehensive Economic and Trade Agreement (CETA) with Europe is Canada's most ambitious trade initiative to date. Almost all tariffs between Canada and Europe will be removed and there will be greater market access for services and investments.

This Canada/Europe trade deal will eventually eliminate European tariffs of up to 10 percent on wood composite panels, including OSB, particleboard and plywood.

Europe is currently the third largest export market for Canadian producers, after the U.S. and China. Europe accounts for 4 percent of total exports of wood, pulp and paper products from Canada.

The Forest Products Association of Canada (FPAC) supports the trade deal to help develop looser trade relations with Europe. Non-tariff barriers to trade will also be addressed in the agreement.

Spain— The collapse of Spain's wooden furniture sector has continued, according to sources. Production fell a further 7 percent from €1.83 billion to only €1.70 billion. Concerted efforts to boost overseas sales led to a 5 percent increase in exports from €515 million in 2012 to €541 million in 2013. This follows a 3 percent rise in exports the previous year.

However this could not offset a 13 percent decrease in Spanish wooden furniture consumption from €1.90 billion in 2012 to €1.64 billion in 2013. Spain's imports of wooden furniture declined 16 percent from €579 million in 2012 to €485 million in 2013.

In contrast to Spain, wooden furniture production in Portugal has rebounded quite strongly. Production in Portugal increased 42 percent to €682 million be-

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BUSINESS TRENDS ABROAD - Continued from page 23

tween 2011 and 2012, and then gained a further 2 percent to reach €697 million in 2013. Portugal's domestic market has remained very weak.

Imports into the country fell 16 percent to €1 23 million, while total consumption was down 19 percent at €294 million in 2013. However, Portugal's wooden furniture exports increased 13 percent to €527 million in 2013.

Russia—The volume of exported Russian lumber for seven months of 2014 grew by an annualized rate of 15.1 percent and reached 7.65 million tons, the Russian Forestry Review reports quoting the Russian Federal Tax Service. In value, lumber export was 2.27 billion US dollars (+10.2 percent). The export of lumber outside CIS was 5.59 million tons (+10.7 percent) up to 1.76 billion US dollars (+11.4 percent), and to CIS countries - 2.06 million tons (+15 percent) worth 507.5 million US dollars (+5 percent).

The export of roundwood for January-July 2014 was 11.86 million m3, which is 13.2% more against the previous year. In value terms, exports of roundwood reached 1.05 billion US dollars (+18 percent). Russia shipped 11,52 million m3 of roundwood to countries outside CIS, an increase of +16.5 percent. In value, exports reached 1.03 billion US dollars (+18.4 percent).

The volume of plywood exported by Russia for the seven months of 2014 grew by an annualized rate of 15.5 percent and reached 1.19 million m3.

In terms of value, Russia's export of plywood amounted to 720.9 million US dollars, which is a 29.4 percent increase compared to the previous year. The export of plywood outside CIS in January-July 2014 was 1.04 million m3 (+16.9 percent) valued at 635.8 million US dollars (+33.1 percent) and to CIS countries - 150.8 thousand m3 (+5.3 percent) worth 85.2 million US dollars (+7.6 percent). ■

BUSINESS TRENDS CANADA

Quebec

Area contacts noted improved business for Red Oak and the regionally important Hard Maple in terms of orders and volumes shipped. Hard Maple producers expressed concern over the slow growth in home construction and falling spending on home renovations south of the border. Some contacts report that markets for Walnut, White Oak, Poplar and Ash are solid.

Demand for Ash on international markets is holding up well, as earlier in the year sawmills couldn't keep up with demand, and prices rose, then they managed to gain a foothold over the summer months as supplies increased and easing price pressures for this species.

As U.S. residential construction was not as high as expected over the summer months, the demand for Birch was not as good as expected. Rainy weather also played a factor in the amount of Birch produced due to staining concerns.

Supplies of Cherry were noted as having increased over the summer, which eased pricing pressures for the common grades. Contacts note an improvement in supplies of green and kiln dried Hickory.

The regionally important species Hard Maple was in less demand due to the slow U.S. residential construction and competition from lower priced alternatives. Soft Maple's price advantage has kept activity steadier than for Hard Maple, and like Hard Maple the weak U.S. residential and renovation markets did not help demand for this species.

White Oak flooring manufacturers report they have enough supplies to meet current demand for this product. Purchasing is based on maintaining inventory. It was noted that sawmill production of this species had increased.

According to Canada Mortgage and Housing Corporation (CMHC), the trend measure of housing starts in Canada was 197,747 units in recent months compared to 191,095 the previous month. The trend is a six-month moving average of the monthly seasonally adjusted annual rates (SAAR) of housing starts.

"The increase in the trend reflects stronger starts activity since April, largely concentrated in multi-unit dwellings including condominiums," said CMHC's Chief Economist. "However, the currently elevated level of condominium units under construction supports our view that condominium starts should trend lower over the coming months."

CMHC uses the trend measure as a complement to the monthly SAAR of housing starts to account for considerable swings in monthly estimates and obtain a more complete picture of the state of the housing market. In some situations analyzing only SAAR data can be misleading, as they are largely driven by the multi-unit segment of the market which can be quite variable from one month to the next.

In forest related news, a \$2.43 million research project funded in part by Genome BC will develop DNA biosurveillance tools to detect invasive species such as the Asian gypsy moth and a plant pathogen that causes Sudden Oak Death and protect Canada's forestry and lumber industries.

The project aims to protect more than 400 million hectares of forests. Invasive species damaging forested areas are responsible for the loss of about \$90 million annually. Forestry-related industries account for 9.2 percent of Canada's gross domestic product.

In addition to deploying genome research against the invasive species, the Canadian Food Inspection Agency has a mandate to enforce regulations requiring foreign trading partners to ensure shipments to Canada are free of invasive species.

"The introduction of DNA based tools in standard monitoring protocols could accelerate the access of authoritative diagnostic information, aiding decision making for risk assessment and minimizing foreign threats to Canadian forests and trees," says Dr. Richard Hamelin, a professor in the Department of Forest Sciences at the University of British Columbia. "Establishing a link to origin is crucial

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to prove scientifically the source of pests and genomics can do that." ■

Ontario

Contacts' comments were focused on the resurgence in China for hardwood exports, and Hard Maple and Red Oak supplies. Some sawmill operators considered reducing their production until after hunting season and the holidays. The prices have been declining for lumber, causing narrower margins between high cost logs and timber. This, it is felt, may help ease price pressures. Market activity for most other hardwood species has kept pace with developing green and kiln dried production. Business has been robust for upper grades of White Oak and for Ash.

Increased sawmill production for Ash improved supplies. However, strong demand from domestic and international markets has kept pace with the gains, overall. Availability of upper grades is being strained, however. Prices range from steady to firm in reported activity, and as being more stable for the common grades. Aspen prices are flat, but the production and demand is steady from an established customer base. Inventory for Basswood is seen as ample, although not excessive at this time. Wet weather conditions could hamper production, as happened over the summer months. With winter upon us, snow on unfrozen ground could also hamper logging operations.

There appears to be a solid market for the common grades of Birch, with upper grade demand for this species being reported as not so strong. However there has been enough business to keep supplies manageable. In pricing, common grades are again generating firmer prices than the Select and Better grades.

Over the summer and early fall, sawmillers increased their production of Hard Maple motivated by high prices over this period. The increased supply and sales competition that ensued resulted in green and kiln dried lumber prices tumbling.

According to a recent Statistics Canada's Consumer Price Index (CPI), prices increased in all major components over 12 months. Higher prices for shelter and food contributed the most to the rise in the CPI, while the transportation index posted the smallest increase.

Shelter costs rose 2.7 percent in those 12 months, led by a 16.2 percent increase in natural gas prices. Consumers also paid more for homeowners' home and mortgage insurance, property taxes and electricity during that time compared with the same month in 2013. Conversely, the mortgage interest cost index declined year over year.

The transportation index increased 0.5 percent in those 12 months, after advancing 1.2 percent the previous month.

Consumer prices rose in every province in the 12 months to September, with Ontario and Alberta posting the largest increases. Ontario's CPI advanced 2.6 percent on a year-over-year basis in September, following a 2.5 percent rise in August. On a provincial basis, Ontario recorded the largest increase in clothing prices in the 12 months to September. Prices for natural gas and electricity also both rose more in Ontario than they did at the national level.

The Bank of Canada held its overnight rate steady at 1 percent as of this writing, and with the economic turmoil at that time, it was expected that this rate would stay for the longer term. Many recent events around the world justified this stance: oil prices in free fall, Europe teetering on the edge of recession and possibly deflation, the ISIS situation, Ebola fears, and the plunges in financial markets. It is expected the rate will remain at this level for the coming year. ■

BUSINESS TRENDS U.S.A.

Lake States

Among hardwood suppliers in the Lake States region, many indicate business has decreased in recent months. "Hard Maple has been dropping every week," a contact in Indiana mentioned. "Not only has the price been dropping through the region but so has the demand. Even though the lumber is cheaper you would think there would still be a fairly decent demand of orders. But when the prices dropped so did the orders."

Handling most domestic hardwoods the contact said, "White and Yellow Birch and Soft Maple are moving fairly decent. Red Oak seems to be fairly decent although prices are dropping. The market seems to be flooded with Hard Maple and nobody is looking for it. Those that are looking for it want to offer you \$900 for \$1200 lumber."

The source said he isn't having any availability issues for raw materials but log prices are up. "We're going back to our primary suppliers. I sent three of them some information and asked them to look it over. We need to drop the log prices and get more inline with what the lumber market demands. That could potentially harm us from the volume that's actually being delivered in because there are still people out there that are willing to pay too much."

In Ohio, a hardwood supplier said transportation has always been an issue for his operation, mostly due to location. "About a year ago we picked up our own trucks to deliver kiln-dried and green lumber within a 300-mile radius. There is a problem with log trucks. We don't have enough log trucks in our area to be delivering pulpwood to the paper mills and saw logs to the sawmills. There is a definite shortage there and we're really concerned about that moving forward."

As for the year ahead he said, "I expect the market to level out in the first quarter of 2015. The Maple market is going to hit the basement. It's been dropping \$20 or \$30 a week for several weeks. I think it's going to bottom out and because of the way orders are, everybody in this region has been backing off production. So I think warehouses will start emptying out and things will pick back up. I think demand will increase but we won't see a price correction anytime soon."

A source in Wisconsin said, "I think 2015 will be a challenging year because it is

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an election year. There is always a slight shift in confidence as the public waits for an election. We've been steady overall in 2014 and I definitely don't expect any drops in 2015. Our customers are in the same mindset, but they are cautious and so are we." ■

Northeast

Suppliers in the Northeast region account for stable hardwood market activity. "Overall business is doing well," a Pennsylvania hardwood supplier commented. "Availability is sporadic. White Oak and Ash are tough to find right now. We're not having any issues with Poplar and Red Oak is obviously flooding the market right now. 5/4 in general is very difficult to find in any species."

As for the factors involved he said, "The standard go to answer is the election year is approaching. I don't know that we have anything in particular affecting us other than that at the moment."

Handling most domestic hardwoods and some imports he said, "Eighty-five percent of what we do is Poplar and Red Oak is our second specie. Some of the imports have slowed down tremendously and we're thinking of getting rid of Genuine Mahogany all together."

When asked about inventory levels he said, "We're at about the same levels as the same time frame last year. Some prices are up and some are flat. Red Oak is still coming down and I expect that will go down a little further and Poplar items will more than likely go up."

He continued, "Our customers tend to be willing to pay a little extra for the service that we provide. During the first quarter of 2015 I expect good things to come. We had a pretty good third and fourth quarter and I anticipate activity to only get better in 2015."

In Pennsylvania a hardwood supplier said, "Business has slowed down a little. Inquiries aren't as brisk as they were but overall everything is moving other than Hard Maple. There's more production out there. Our customers are busy but there is a lot of production on the market."

As for specific species he said, "Red and White Oak and Poplar are moving well. Most items seem to be moving just not as briskly. We definitely don't see people competing over it like we did last year at this time. On the Red Oak side of things the export markets' lack of activity has really slowed down domestic business."

As for availability issues a contact in New York said, "Other than Walnut and Hard Maple, we're finding what we need. Our log inventories are low but lumber is about the same. Prices are down a little from a year ago. With the holidays coming and hunting season and just simple winter weather will bring slower drying times, which I think will make a huge difference."

When asked about export markets he said, "The dollars aren't the same but you can move the lumber. The inquiries seem to be getting better and prices are going up a little bit. There is an overall improvement in exports from earlier this year but they are still off from this time last year."

When asked about transportation issues he said, "We don't have many problems finding trucks and I've seen some rates go down due to fuel costs going down."

As for his customers' comments about the year ahead in 2015, "They expect to be pretty busy. There seems to be a good steady flow of business. For us, business looks like it's going to be pretty good. Coming into the first quarter we'll have lower production than what we had through the summer and if the customer demand stays where it's at, I think conditions will be a little better." ■

Southeast

Some hardwood suppliers in the Southeast accounted for slower activity in recent months. "We've had a record year so far earlier this year, but as we're hitting the end, things are slowing down a bit," a contact in Mississippi noted. Handling Southern Appalachian hardwoods such as 4/4 and 5/4 FAS to pallet grade Red and White Oak and Poplar he said, "Right now the markets are stronger on lower grade than anything else. We've definitely seen a shift in direction. A few months ago the upper grades were stronger and now it's just the opposite. Demand for pallet lumber right now seems to be a little stronger than our grade markets."

As for availability the source said he isn't having any issues. "Pricing has been pretty consistent over the last 90 days. Trucking has been an issue. Truck availability has been stretched the entire year. As a result, of course the prices of freight have gone up."

Marketing primarily to furniture and flooring manufacturers, pallet and crating, and moulding and millwork operations, the supplier said, "Our customers have reported decreased demand. I'm expecting some tough times for the sawmills in 2015. Times have been good this past year with the prices they've been getting. The demand is compressing right now and logs are piling up and it isn't raining."

In North Carolina a hardwood supplier indicated his markets are good. "Activity is steady. Supply has tightened up a little bit. For the most part 4/4 Red Oak was over produced in the spring and summer and I think that's all been mostly sold off now. Prices have made a big correction so it seems to be leveling off."

He continued, "Demand is reasonable but I think supply continues to be the primary driver. We handle Red and White Oak and Poplar and there continues to be a lack of supply in thick stock White Oak. 4/4 White Oak is flat to down. I think Poplar is steady and Red Oak continues to teeter back and forth trying to find a balance between supply and demand."

When asked about inventory levels he said, "We do not want to go into this winter holding inventory for a couple of different reasons. We think next year will be good and hopefully better than this year, but we don't know what the winter will hold. At the same time, everybody has been processing very expensive logs and

Continued on page 27

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BUSINESS TRENDS U.S.A. - Continued from page 26

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As for export markets a contact in Tennessee said, "China has helped the price correction. They have been buying all along but it was a matter of price. Asia is steady and we ship a good deal to Mexico, which is steady. Europe is contemplating weakening the Euro, which will make it more profitable for their companies to export, but it will make imports extremely expensive. That could be a concern in the future."

He said transportation is improving. "Right now I think truck availability is certainly improved from earlier this year. With the fuel rate drops we'd like to think that rates would drop to some extent, but so far that hasn't been the case." ■

West Coast

With lumber availability higher than it has been for most of the year, hardwood suppliers on the West Coast expect to end 2014 slightly weaker than 2013. "The Southern California market was very robust from January-August 2014," one contact in California noted. "The frenzy slowed a bit this fall as lumber availability opened up."

When asked about pricing he said, "We're seeing price softening in Red Oak and Maple, so the concern among buyers has shifted from being out to being loaded up with above-market wood. As soon as the Chinese markets pick up, pricing will start to rise again. Inventory management is really important right now. We're being very selective with what we put on the floor. Overall 2014 will be better than 2013 but it probably won't finish as strong as last year did."

In Washington, a hardwood supplier commented, "Business is pretty good. It's off from where it was a couple of months ago, but not by much."

When asked about factors affecting his markets he said, "Years ago we always had a lull at the middle of the summer to the end of the summer. In this area we rely less on new construction where things would be slow this time of year and we would get busy in the fall. But now I think we rely more on the remodeling industry so it's not the same."

He continued, "I don't know how it is in other parts of the country but new construction is difficult here due to the permit requirements, etc. We market to lumberyards and wood product manufacturers. The lumberyards are actually quite busy."

Handling Poplar, Red Oak, Cherry, Alder and Walnut the contact said, "Walnut is a problem child because the grade rules are difficult for most of our customers to understand. It's a tough one to sell unless you understand the grades, defects and size of boards."

The source said availability of raw material is good. "We still have some of the same vendors that we've been doing business with for 35 years so we haven't had any problems. A few months ago Alder was an issue but it has corrected itself."

As for inventory levels he said, "Our inventory is actually kind of high right now. We'd like to get them down a little."

"Hardwood markets are pretty good right now," a contact in Oregon said. "There are still pockets and sectors that aren't quite as solid right now but we're not in that category. The supply is there and the fluctuation in prices has been a large factor in negotiating business. The demand seems to be more hit and miss than everybody would like."

Handling Poplar, Red Oak, Cherry and Maple, the supplier said, "There seems to be a lot of Poplar out there. We haven't seen much movement on prices but that is one of our biggest movers for mouldings. Red Oak continues to move along and I think prices have come down and are now more realistic, which I think will help drive that species because there is so much of it."

When asked about what he expects in the first quarter of 2015, the contact said, "I'm hoping for stability. It seems like we haven't seen consistency since the recession. I think it depends largely on what China does. I'd like to think that pricing has adjusted itself to where the mills and distributors can make money but we'll see how long it lasts." ■

NEWSWIRES

Petersburg, West Virginia—Allegheny Wood Products (AWP), headquartered here, has purchased the Smoot, WV, sawmill, Beckley, WV, sawmill and dry kilns, and Newport, OH, sawmill and dry kilns from New River Hardwoods. AWP has also purchased a sawmill in Jacksonburg, WV, from Dallison Lumber Company. The combined sawmill acquisitions will add approximately 46 million board feet of Hardwood lumber production to AWP's existing sawmill capacity of 170 million board feet.



John Crites Jr.

Allegheny's list of manufacturing facilities will now total seven sawmills in West Virginia, one sawmill in Ohio, and one sawmill in Pennsylvania, along with three dry kiln facilities in West Virginia and one dry kiln yard in Ohio, a Hardwood dimension facility in West Virginia and a Hardwood pellet operation in West Virginia. Both the Dallison and New River acquisitions fit well with AWP's existing footprint in the Appalachian Hardwood region and the proximity to existing locations will allow for some synergies both in timber procurement and lumber and log sales.

Founded in 1973 with a single sawmill located in Riverton, WV, AWP has grown

Continued on page 28

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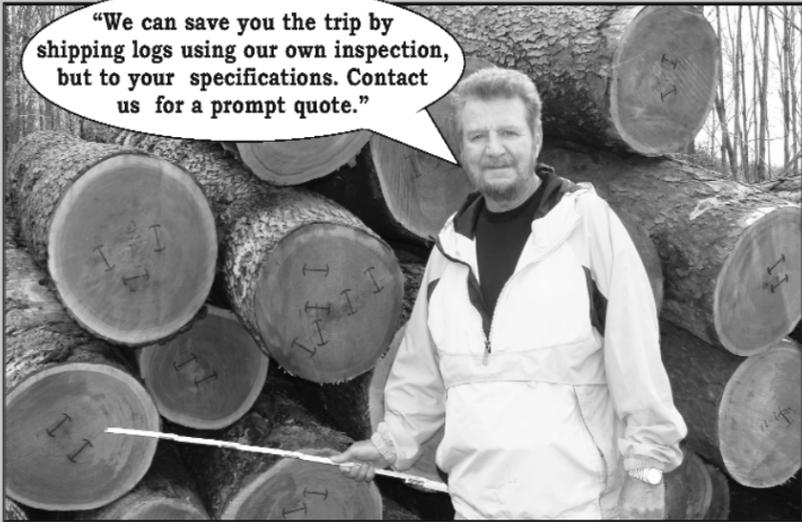
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steadily over the past 40 years. AWP has a history of being active in the National Hardwood Lumber Association, Appalachian Hardwood Manufacturers Inc., American Hardwood Export Council and West Virginia Forestry Association.

Wadley, Georgia—Cooper Machine Co. Inc., headquartered here, recently announced Frances Cooper would take over as CEO of the company. Cooper graduated from the University of Georgia in 2004 with a BBA degree in Finance. She has experience in management, sales and marketing and has been utilizing these skills at Cooper Machine since 2008. Cooper said she would continue to use these skills to build on the foundation that her grandparents began in 1965.



Frances Cooper

"I would like to welcome Frances at this new position as she takes the helm as CEO of Cooper Machine. Thank you for your support as we continue to build a business focused on our customers and the innovative sawmill solutions needed for the sawmill industry," Cooper Machine's President Robert Cooper said.

H.M. "Billy" and his wife, Mary Brown Cooper, founded Cooper Machine in 1965. The company began as a general machine and fabrication shop, then evolved into making sawmill machinery, manufacturing lift trucks and log and lowboy trailers, and also became a dealer for skidders and loaders. In August of 2014 Frances Cooper became the new CEO. For more information visit www.coopermachine.com.



Jason Clay

Woodland, Washington—USNR, headquartered here, recently added Jason Clay to its team as head of capital/OEM sales.

Clay has 11 years experience in the forest products industry as Allegheny Wood Products Senior IT Professional.

Clay attended River Head Technical School, located in Charleston, WV, where he obtained certification as a Microsoft Certified Solutions Expert.

USNR supplies equipment for the forest products industry ranging from single machines to complete turnkey solutions for wood processors in the plywood and panel, solid wood, and engineered sectors.

For more information visit www.usnr.com.

Philadelphia, Pennsylvania—Pennsylvania and Indiana Lumbermen's Mutual Insurance Companies have launched a new website at www.plmilm.com, combining information from the two previous company sites in a new format that enhances previous features and improves the user experience.

The recent affiliation of PLM and ILM has led to a number of improvements for both companies in the pursuit to prove that together, they are better. According to Steve Firko, PLM/ILM senior vice president of marketing and field operations, "PLM and ILM have consistently maintained long standing relationships with customers, striving to remain ahead of changes in the industries we serve and provide the most up-to-date information needed to protect our customers. The new website reflects this goal and once again proves why 'together, we're better'."

For more information visit www.plmilm.com.

Omaha, Nebraska—Distribution Management Systems Inc. (DMSi), based here, recently announced that Earl Downing has joined the company as senior account manager with responsibility for sales in the western United States and nationwide.

Downing comes to DMSi with over 30 years of sales experience in enterprise software, including 23 years specializing in the building materials industry. During his career, Downing has opened new territories, brought several new products to his customers, and helped multiple operations through the software

Continued on page 29

IMPORT/EXPORT CALENDAR

January

NAHB International Builders Show, Las Vegas Convention Center, Las Vegas, NV. Contact: 202-266-8610. Jan. 20-22.

SURFACES, Mandalay Bay Convention Center, Las Vegas, NV. Contact: 866-860-1975. Jan. 20-23.

February

Montreal Wood Convention, The Queen Elizabeth Hotel, Montreal, QC. Contact: info@montrealwoodconvention.com. Feb. 17-19.

March

Western Wood Products Association, 2015 Annual Meeting, Portland Marriott Downtown Waterfront, Portland, OR. For more information: www.wwpa.org. March 1-3.

International Wood Products Association, 59th Annual Convention, Las Vegas, NV. For more information: www.iwpawood.org. March 18-20.

NEWSWIRES Continued from page 28

selection process.

"I am excited to have Earl join the DMSi sales team," said Mike Limas, DMSi vice president. "With his extensive background in our industry and his understanding of the ERP selection process, I am sure he will help us fulfill our mission of bringing outstanding results to our customers."

"I feel like I've finally come home to a company that truly shares my philosophy of producing outstanding results for customers and consistently exceeding their high expectations," said Downing.

From Atherton, CA, Downing attended Yale University where he was a three-year letterman in both football and track and field. After graduation he returned to the West Coast and began his career in the business software sector.

DMSi provides business and accounting software exclusively to the lumber and building materials industry. The operation has over 12,000 users at nearly 400 distributors and dealers across North America. For more information visit www.dmsi.com. ■



Earl Downing

University Park, Pennsylvania—According to sources, a female beetle decoy may soon rid the United States of the Emerald Ash Borer.

Developed by a team of international researchers, the decoy female Ash Borer attracts then electrocutes the male beetles as they land on it to mate.

"Our new decoy and electrocution process may be useful in managing what the U.S. Department of Agriculture Forest Service claims to be the most destructive forest pest ever seen in North America," Michael Domingue, a postdoctoral fellow in entomology at Penn State said in an article posted on the university's website. Researchers from the university worked with the Hungarian Academy of Sciences, the Forest Research Institute in Matrafured, Hungary and the U.S. Department of Agriculture on the project.

Two different decoys were created that include a bio-replicated female and a 3D digitally printed version. Although both types initially attracted the males, only the bio replicated version enticed males to land and be electrocuted and trapped.

The Emerald Ash Borer has killed tens of millions of native Ash trees since 2002. According to the Forest Service, the pest has diseased trees in 24 states and two Canadian provinces. ■

Europe—According to sources, three years after the closure of its Malchow hardwood sawmill (Mecklenburg-West Pomerania, Germany), Europe's largest Beech lumber producer, Pollmeier, might consider reopening it. According to German media (nordkurier.de), the past three years the set-aside plant is still in good shape and much of the machinery was not dismantled. Malchow was considered at its time one of the largest and most modern sawmills in Europe.

Jan Hassan, responsible for marketing and public relations at Pollmeier, said to the Nordkurier that there are already inquiries and applications from the citizens of Malchow, people that would like to work again under Pollmeier. "Whether the Malchow plant will open again, I can neither confirm nor deny," said Hassan. However, he admits that a re-opening of the plant in the island city was "in discussion". "A decision on whether the work will start again or not, falls at the end of the year. In early 2015, we will pass the result on to the public" ■

OBITUARY

David Alan Xóchihua Sr., 55, of Ridgefield, Washington, passed away suddenly on Oct. 29, 2014. Born on June 14, 1959 in Braham, Minnesota, second child of four and eldest son, Xóchihua was the owner and president of Aztec International Timber & Trading, Ltd. in Vancouver, Washington for 21 years.

His career began in 1980, when he went to work for St. Vincent de Paul Rehabilitation Service of Oregon, a rehabilitation facility that specializes in training its clientele in wood fabrication operations. He then served as production specialist and later manager of the foreign and domestic hardwood division of Niedermeyer-Martin Co., Portland, Oregon, prior to founding Aztec International.

While at Niedermeyer-Martin Co., and also later at Aztec International, Xóchihua served as the company's custodian for militarily critical technical data, and was jointly certified by the Canadian and U.S. Departments of Defense. He developed many longstanding relationships with technical specialists and contracting officers over his career, and was held in high regard for his honesty and integrity by many colleagues outside of the government sector.

Xóchihua enjoyed music, theatre, hiking, camping, and fishing. A Lutheran, he was heavily involved with his church, most notably singing in the choir, founding and leading the youth praise band program, and providing scholarships for members to learn to play instruments.

He is survived by his ex-wife of 30 years Susan, sons David Jr. (31) and Jeremy (21), and daughter Michaéla (25), and was expecting his first grandchild in April.

A Celebration of Life service will be held at St. Andrew's Lutheran Church in Vancouver, Washington on November 22nd. In lieu of flowers, the family requests donations be made to a memorial fund in his name to continue his legacy of music at the church. ■



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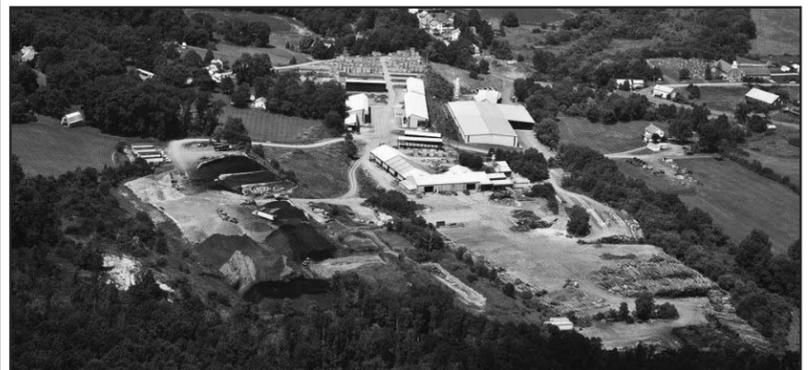
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