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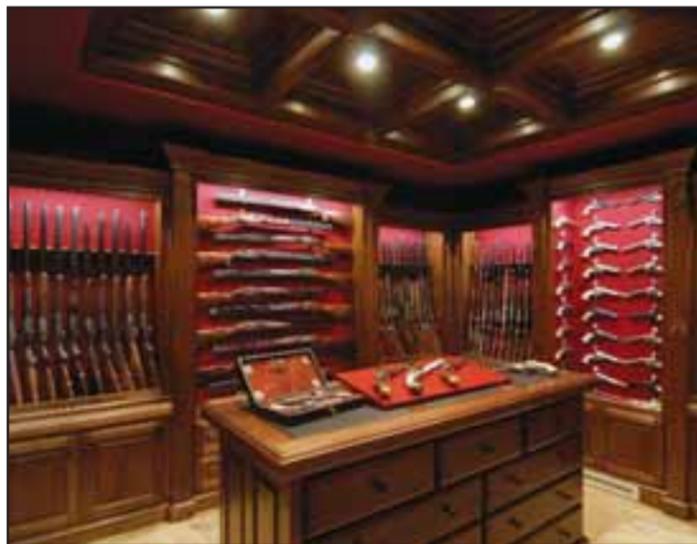


Julian credits his commitment to using solid woods (no veneers) for helping him position Julian & Sons as the go-to source for beautiful, custom furniture and cabinets.

solid wood (no veneers) for helping him position Julian & Sons as the go-to source for beautiful, custom furniture and cabinets. “We don’t just make ‘pieces’ here,” said Julian. “We design and build complete environments – from

the custom furniture grade cabinetry to the finished architectural milling and woodwork.” The work is then personally delivered, installed, and finished with hand-rubbed, Danish oils. These projects have taken Julian and his team throughout the continental United States, Puerto Rico, the Hawaiian Islands, and Africa. Over the years, several magazine articles have been published about the firm, including pieces in *Sporting Classics*, *Sports Afield*, *Safari Magazine*, and *The Wall Street Journal*. “We can do an entire room – from the interior millwork to the furniture to the paneled walls to the crown systems – and everything in between,” said Julian. “This concept-to-completion approach is extremely appealing to individual homeowners who want to give their abodes a unique, luxurious feel. We work directly with owners who bring us in instead of using their builders’ cabinet manufacturers,” said Julian. Right now, for example, the company is working on a home in North Dakota, where they will construct the millwork, interior doors, kitchen, bars, formal dining room, and the study. “We’re doing everything in the house,” said Julian, “because the owner loves our work.” As 2015 progresses, and as the national construction market continues

to rebound, Julian and his team are staying busy with jobs all over the U.S. – including: Michigan, Pennsylvania, California, North Dakota, South Dakota, Texas,



From high-end gunrooms to wine rooms to boardrooms, the company has literally “done it all” when it comes to fulfilling its clients’ high-end woodworking needs.

and Virginia, among others. “We’re really busy right now and doing our very best to keep up with everything,” said Julian, who struggles somewhat with balancing available, skilled workers with the growing workload. “It’s a good feeling to be busy.”

For more information visit www.julianandsons.com. ■

PJ Lumber - Continued from page 6

ever since they graduated from school. Three years ago they bought part of the company from retiring partners and are now fully involved in the day-to-day operations of PJ Lumber. Jeff is in charge of purchasing the hardwood lumber we process, as well as handling payroll. Jon has taken over as sales manager of a sales territory that encompasses the whole world.”

He continued, “They are assisted by Dennis McLaughlin and Mark Johnson, as inspector supervisors; Brian Hardy, who manages our ripping lines; Mike Langlitz, who handles all of our administration and logistics; and Randy Patterson, who is responsible for all shipping. They are assisted by Joy Steiner, accounting manager and Trina Touchet, who manages all documentation. As owners, we greatly appreciate the efforts of

Continued on page 24



(From Left) Robert Goodfellow, John Goodfellow, Michael Bernatchez and Bruce Goodfellow



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Pictured are chairs made of American Ash, designed in Indonesia, on display at IFFS with a natural finish as well as a stain.



"Designed in Asia and made in Asia with American hardwood" campaign: AHEC's message was recently promoted at the International Furniture Fair Singapore (IFFS).



Eurosa, of Singapore, exhibited this table at IFFS made of American Oak.



Among the many products exhibited at IFFS promoting American hardwoods was this American Ash table and chair set.



STEP Furniture of Selangor, Malaysia, manufactured and displayed this desk made from American Tulipwood.

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 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'
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 10/4 FAS 8m'
 10/4 FAS 12" wider 14m'

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 5/4 2/3A Sap&Btr R.W.L.

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 4/4 1C UNSEL R.W.L.
 4/4 2/3A Sap&Btr R.W.L.
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PJ Lumber has evolved and upgraded processing equipment and specifications in response to the ever-changing markets of their customers and the lumber products industry.

all members of the PJ team, as well as the support of each and every customer.”

PJ maintains a European sales office operated by Ignacio Olavide. Based in Holland, Olavide covers all of Europe and the Mediterranean and has been with the company over 19 years. “We are fortunate to have someone of Ignacio’s knowledge and experience in the trade, and greatly appreciate this dedication,” stated Kelly. He concluded, “With all of us working together, focused on providing a consistent quality product, coupled with our valued relationships with customers who have supported us over the past 38 years, we look forward to the future.”

PJ Lumber Co. is a member of the National Hardwood Lumber Association, Appalachian Hardwood Manufacturers Inc., American Hardwood Export Council, National Wood Flooring Association and the Southwestern Hardwood Manufacturers Club.

For more information visit www.pjlumber.com. ■

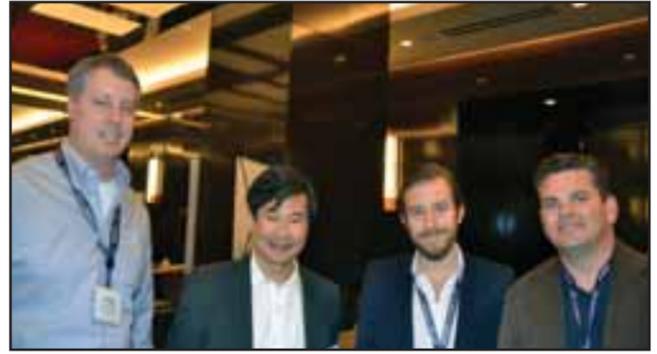
national Wood Products Association’s 59th World of Wood Convention, held here recently at the Cosmopolitan of Las Vegas.

The NHLA hosted the reception. The National Hardwood Lumber Association was founded in 1898 to establish a uniform system of grading rules for the measurement and inspection of hardwood lumber. Since then, NHLA has taken on the role of educator, whose mission is to provide the industry with the training it needs to succeed in a changing and global economy.

NHLA is the world’s largest and oldest hardwood industry association, representing more than 1,200 companies and 1 million hardwood families that pro-

duce, use and sell North American hardwood lumber, or provide equipment, supplies or services to the hardwood industry. As such, NHLA strives to offer programs to meet the needs of all sectors of the hardwood industry at all career stages.

For more information, visit online at www.nhla.com. ■



Gregg Mathews, Timber Holdings USA, Bedford, NH; John Min, WorldFirst Foreign Exchange, Arlington, VA; Ernesto Ramos, CEBRA Forestal, Guadalajara, Mexico; and Ken Peabody, Global Plywood & Lumber Inc., Poway, CA

BUSINESS TRENDS ABROAD

Sweden—Rörvik Timber plans to increase its raw material purchases in Sweden and through imports to expand sawn timber production volume. However, the company’s financial situation remains difficult according to officials. For several years Rörvik Timber has had low capacity usage ratio at its sawmills, according to sources. In 2013 capacity usage ratio equaled 47 percent; in 2014 it increased to 67 percent.

Production should increase to about 800,000 cubic meters this year, which corresponds to an 84 percent capacity usage ratio.

Management for Rörvik Timber has made it clear that the raw materials in southern Sweden are too expensive. Because of the expense, the company wants to increase imports from Norway and Russia. However, Rörvik Timber wants to increase its raw material stocks by means of imports, and through domestic procurement.

“We will increase both imports, mainly from Russia, and purchases in the immediate proximity to the sawmill,” said Per Rodert, Rörvik Timber’s CEO.

Rörvik Timber became a wholly owned subsidiary of Gunvor Group in 2014. According to Rörvik Timber’s representatives, the company received funding from Gunvor Group to increase production. Gunvor Group believes Rörvik Timber has chances to improve the situation and make its sawmill efficient. Owned by Torbjörn Törnqvist, Gunvor Group’s former partner, Gennady Timtjenko, sold his shares to Törnqvist after he ended up on the U.S. sanctions list last year.

Continued on page 25



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Ghana—Ghana's Forestry Commission recently posted details of its plantation strategy on its website at www.fcghana.org.

The strategy shows how it has proposed the government and private sectors could reforest degraded forestlands by developing commercial forest plantations of exotic and indigenous tree species at an annual rate of 20,000 hectares over the next 25 years.

In addition, the strategy targets the maintenance and rehabilitation of an estimated 235,000 hectares of existing forest plantations as well as enrichment planting of 100,000 hectares of under-stocked forest reserves with high value indigenous timber species over the same period.

Myanmar—Myanmar recently launched its first National Export Strategy (NES) with help from the International Trade Center (ITC). Designed to aid the country's development through export promotion, the ITC press release said the NES is a five-year roadmap of the needs and priorities for Myanmar's sustainable development through trade.

Action plans in the NES include interventions to boost the competitiveness of small and medium-sized enterprises, longer-term policy and legislative changes all geared at realizing the vision of the strategy, namely sustainable export-led growth for an emerging Myanmar.

The NES plans to shift Myanmar's trade patterns from a concentration on a handful of products, mostly unprocessed natural resources, to production and value addition in the following priority sectors: forestry products, beans, pulses and oilseeds, fisheries, textiles and garments, rice, rubber and tourism.

For the private sector to fully benefit from this transformation the NES tackles constraints in the business environment by addressing access to finance, trade information and promotion, trade facilitation and logistics.

Finland—The Finnish forest sector consumed 63.9 million cubic meters of wood in 2014. As a result, timber consumption volume remained unchanged against 2013, but it increased by 6 percent in comparison with a 5-year average. About 9.2 million cubic meters of wood chips and sawdust were used in the Finnish forest sector last year, as reported by the Natural Resources Institute Finland (NRIF).

Domestic consumption of harvested wood was up 2 percent and came up to 55 million cubic meters, while wood imports decreased by 11 percent down to 8.9 million cubic meters.

The changing aspects of consumption from the point of view of industry branches were the following: the biggest share of raw wood was used in pulp production, 29.5 million cubic meters, down 3 percent against 2013. Second place by raw wood consumption was taken by sawing, 23.6 million cubic meters, up 4 percent.

According to the NRIF's report, wood consumption varied by regions of the country. In 2014 Southeastern Finland consumed most raw wood; its consumption of this resource accounting for more than 30 percent in total Finnish wood consumption: 19.9 million cubic meters. Southwestern Finland took the 2nd place by consumption. The share of imported timber in total wood consumption in Southeastern Finland came up to more than 70 percent.

China—China Timber and Wood Products Distribution Association (CTWPDA) recently submitted a recommendation for a reduction in taxes on flooring manufacturers to the Chinese Ministry of Commerce, the National Development and Reform Commission and the State Administration of Taxation.

The CTWPDA suggests policies need to be formulated to encourage timber utilization in the flooring industry and that these policies should include a tax cut on solid wood flooring and wood composite flooring. An elimination of taxes on wood composite flooring and solid finger-joint flooring manufactured from residues and non-log raw materials, such as wood waste as well as plantation timbers, was called for by the CTWPDA as well.

A similar recommendation was submitted in 2012 and in 2013. The CTWPDA argues that a change in tax structure will assist the wood flooring sector to become more active and could accelerate the adjustment of the structure of the sector, promote economic development, assist enterprises in coping with unfavorable and unstable market demand and achieve further development of the flooring industry.

West Africa—Sipo sawnwood prices are still soft due to poor demand, according to www.globalwood.org. Sapele has improved on the back of a modest improvement in interest from buyers.

Interest in other red timbers has fallen and as a result producers are cutting back on milling redwoods to avoid building large inventories.

The Chinese market has reportedly come back with steady purchases. Globalwood.org stated the Chinese economy is set to grow at a slower pace than over the past few years so it will take time for a new baseline to be established for volumes required in housing and construction markets in the country.

Analysts anticipate a wave of stimulus measures from the Chinese government, which will likely signal a period of volatility for West African exporters.

In comparison to the slight fluctuations of sawnwood prices, log prices have only slightly been affected during the first half of 2015.

Forest officials throughout West and Central African countries have strengthened control of harvest levels and this, along with the news of the tight log supply

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Nelson Weaver, general manager, at Independence Lumber, Inc. and the owner of the firm, Randall Eller, are standing in front of the company's dry kilns in Independence, VA. Between both sawmill locations, the firm has 940,000 board feet per charge of dry kiln capacity.



This is a picture of Independence Lumber, Inc.'s 60 bay bin sorter located at their band mill operation in Independence, VA. They also have a planer at this operation.

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BUSINESS TRENDS ABROAD - Continued from page 25

situation in Southeast Asia, is serving to support log prices.

Africa—African producers report a slow but steady improvement in demand that has lifted sentiment and brought some stability back to the trade. With the exception of the continued weakness in prices for Sapele and Okoume, prices for other timbers, which had eased in recent weeks, are now holding firm such that it appears the downward trend in prices has come to a halt.

While demand for sawnwood has improved slightly, log prices remain largely unchanged except for the weakness in Okoume. Analysts report this is likely to continue until buyers for the Chinese market resume purchases at levels seen at the end of 2014.

News is emerging of a limited resumption of log and sawnwood exports of Sapele and Sipo from the Central African Republic. While volumes are not big, this has been welcomed as a sign that the trading environment in the country is becoming more stable.

Cameroon authorities have announced that log export quotas will be fully and stringently applied, which, according to officials, has been welcomed by sawmillers in the country suffering from inadequate supply of the major species.

In related news, authorities in Congo Brazzaville are also strictly enforcing their log export quotas. Producers in Congo Brazzaville are cutting back on production of Okoume and switching production to the redwood species for which demand at present is better.

According to sources, the mood in the trade in Gabon is currently very despondent as the industry has to contend with labor disputes in other sectors, which are affecting the smooth flow of production and the industry is still waiting for the tax refunds due from government.

Producers are now feeling more confident that market conditions have stabilized overall, with the modest improvement in demand, providing a footing for a recovery in demand. Indian companies are actively seeking new sources of raw material supplies, but few West African producers have taken up the challenge of the Indian market where Malaysia log exporters have a firm footing.

Europe—The first quarter of 2015 has been a busy time for EU policy initiatives linked to tropical forest and market development programs for tropical timber. According to sources, there seems now not only to be a new urgency surrounding these initiatives, but also a growing pragmatism with potentially positive implications for the tropical timber industry.

Specifically, there is a growing realization that the EU can achieve very little by demanding that tropical timber products meet unrealistic standards of forest certification.

In order to avoid becoming irrelevant in issues surrounding tropical forests, the focus appears to be heading towards building constructive partnerships with tropical countries, and on ensuring demands for "legal and sustainable" timber is balanced by positive promotion of progress.

The Association Technique Internationale des Bois Tropicaux (ATIBT), based in Paris, is also busy transforming itself into an international organization with a stronger focus on accelerating recovery in the tropical timber sector in Europe and wider international marketplace.

Ukraine—The Ukrainian Parliament was recently called to vote on a log export ban. Deputies of Ukraine's Verkhovna Rada proposed imposing a 10-year suspension on unprocessed wood exports.

According to the head of Ukrainian Independent Information Agency (UNIAN), Igor Sobolevsky, the legislative draft (or imposing suspension) meets the needs of the Ukrainian woodworking enterprises in full. However, he mentioned that currently Ukraine exports about 1.3 million cubic meters of wood per year. This leads to the lack of raw wood, and, subsequently, many woodworking units are forced to stop production. As a result the unemployment rate grows even more.

Ukraine exports unprocessed wood, while importing processed wooden goods. This means the country fails to create new job positions, commented Ivan Ivanishin, the deputy head of UNIAN.

According to Sobolevsky, the Ukrainian woodworking industry can't compete with the wood exporters on equal footing, simply due to the fact that the exporters bear far less costs.

"An exporter pays UAH 1-3 (US\$0.04-0.13) tax per 1 cubic meter of wood, while a woodworking plant pays at least UAH 50-100 (US\$ 2.13-4.25) of tax for the same volume. Banning log exports will keep raw wood in the country. The enterprises will go through modernization and will have to pay UAH 500-1000 (US\$21.27-42.54) per cubic meter," said Sobolevsky.

According to Vasily Rozman, UNIAN's council member, about 40 percent of the raw wood used at woodworking plants goes to waste. He believes that such a volume of woodworking industry by-product could be used instead as a cheap raw material for pellet production. In such a way, Ukraine could transfer to pellets from a natural gas, the price of which has increased drastically lately.

Japan—The Japanese Forestry Agency recently disclosed the result of forest products exports in 2014.

The government drew up the plan of forest products exports in 2013. The target by 2020, is 25 billion yen, which is double of actual results of 2012 of 12.3 billion yen. The actual result in the last two years advanced largely and achieving the target seems easy as long as the yen stays weak.

The three major markets are China, Taiwan and Korea, which take 65 percent in total exports with value of 11.6 billion yen, 77.5 percent up from 2013, out of which logs are 6.8 billion yen, 119.6 percent up and lumber is 3.1 billion yen, 17.6

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BUSINESS TRENDS ABROAD - Continued from page 26

percent up. In volume, logs are 521,000 cubic meters, 96.9 percent up, and lumber is 67,000 cubic meters, 13.0 percent up from 2013. Compared to 2010, log export increased by about eight times.

The largest market is China. Logs for China is 312,000 cubic meters, 140.9 percent up, and lumber is 35,000 cubic meters, 57.8 percent up.

Korea took 98,000 cubic meters of logs, 97.1 percent up and 7,000 cubic meters of lumber, 22.6 percent up. Log export to Korea almost doubled in the past year.

Japan's share of log imports for China is only 0.2 percent, so there is a chance of large growth in the future, according to sources. ■

BUSINESS TRENDS CANADA

Ontario

Contacts commented it was business as usual with regards to the supply and demand for hardwoods. Sawmill production remained high relative to the market's needs. Buyers are purchasing only what they need. They report that activity for kiln-dried products is also similar, and only purchasing for specific needs. Inventories are reported as ample for most items, which some report is causing unsettled prices. As usual for this time of year, the spring whitewood production will add strain for selling and processing green lumber, which is not uncommon for businesses.

Demand on both domestic and international markets is keeping pace with production of Ash. As well, demand for Aspen is strong, with supplies having improved from winter, although inventories can be vulnerable to the spring thaw situation. Contacts report there is strong demand for Basswood in both lumber and manufactured goods.

Birch supplies are manageable in most areas for sawmills and wholesalers.

The federal budget announced recently included some good news for the forestry sector. As well, the province of Ontario announced that it was investing \$60 million in forest access roads, and making the province's forestry sector eligible for the \$2.7 billion Jobs and Prosperity Fund.

The federal budget's major pre-election spending was aimed at families through tax cuts. Also, there will be new tax credit for home retrofits to accommodate accessibility for those with disabilities. These retrofits will provide some business to the building and renovation sectors.

Small businesses will see their tax rate drop in stages to 9 percent in 2019 from 11 percent now. Manufacturers will also get a tax break on machinery and equipment.

The province of Ontario announced that it is investing in forest roads that connect industry to Ontario's natural resources, supporting local communities by growing the economy and creating jobs in the forestry, mining and tourism sectors.

Annually, Ontario invests in the construction and maintenance of over 21,000 km of forest access road infrastructure. This is equivalent to travelling across Canada and back.

Ontario is also making the province's forestry sector eligible for the \$2.7 billion Jobs and Prosperity Fund to help increase production capacity and expand into new markets, while ensuring resources are managed sustainably. This will also help modernize the forestry sector and facilitate the production of value-added products by supporting new technologies.

The government is continuing reduced stumpage rates for 2015-16 for Poplar and White Birch trees as further confirmation of its commitment to boost the competitiveness of Ontario's forest sector. ■

Quebec

Supplies of the regionally important species, Hard Maple, are surpassing market needs, note some contacts. Large log inventories at area sawmills were noted as part of the winter cut production. However, these logs will be shipped when road bans are lifted. Processing of Hard Maple will be on the agenda to avoid stain. It was reported there was a shortage of stacking sticks for drying, and stick manufacturers can't keep up with the demand.

It was noted that the production of Soft Maple had increased over the winter months, as for most whitewoods. This extra volume gave buyers the opportunity to ramp up their inventories enabling them to get through the spring breakup. Green Soft Maple was ample enough to meet market demand, which some noted as declining.

Green and kiln-dried lumber production of Red Oak ramped up over the last year to restore depleted inventories for secondary manufacturers and throughout the distribution chain. The supply side continued to gain momentum as purchasers reverted to inventory replacement. Red Oak is expected to be a top production species again this year. However, on the U.S. side, the housing market has been slower than expected in gaining momentum, resulting in dragging sales for flooring, moulding, millwork and cabinets. China is causing some strains as they are controlling purchases of quantities allowing competitive pressures on prices.

After years of challenges, according to an Export Development Canada (EDC) report, exports of goods from Canada's manufacturing heartland are forecast to grow by 10 percent to \$195 billion following last year's 8 percent growth, courtesy of strong demand from a strengthening U.S. economy and a weaker loonie. The increase will be driven by pent up U.S. demand for automobiles and industrial machinery, the EDC said.

EDC forecasts Canada's exports of goods, which grew by 10.9 percent to reach \$491.6 billion in 2014, is expected to remain flat this year and grow by 8 percent in 2016. The value of energy exports is forecast to drop 23 percent to \$109 billion

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BUSINESS TRENDS CANADA- Continued on page 27

in 2015 even though volumes will rise modestly, and then grow by 23 percent in 2016.

Quebec is expected to pump out solid export growth mainly from its aerospace, automotive parts and forestry sectors, producing growth of 7 percent in 2015 and 6 percent in 2016.

EDC's forecast for the American economy is 3.6 percent growth in 2015 and 3.3 percent in 2016. The outlook for Canadian GDP growth is 2.4 percent for both 2015 and 2016, continues the report.

Some councils in northern Ontario communities are looking at supporting the province of Quebec's stance on anti-forestry campaigns. The strongly worded document essentially puts non-governmental organizations, such as Green Peace and the Rain Forest Action Network on notice that their campaigns to undermine the provincial forest industries in Ontario and Quebec will not be tolerated. Councillors were unanimous in their request for more time to review and research the issue in order to make an informed vote on the resolution.

The resolution states that forest products companies in Ontario are governed by the Crown Forest Sustainability Act, bound by stringent environmental standards and their products are sustainable. It notes that disinformation campaigns based on ideology rather than science targeting customers of sustainable provincial forest products negatively impacts local economies and threatens the livelihood of citizens in regional communities.

The resolution advocates that these organizations be "held accountable" for the effect these campaigns have on the industry and their customers, forestry workers and communities. It demands that the NGOs "cease and desist" all campaigns targeting consumers of renewable forest products harvested from Ontario's boreal forest. ■

BUSINESS TRENDS U.S.A.

Lake States

Hardwood suppliers in the Lake States region report mixed business activity. "Hardwood activity is mixed depending on the species. Business is probably a little worse than this time last year. Red Oak and some other items are really slow but Poplar is still hot as can be," a contact in Indiana noted. "Our kiln-dried inventory is similar to where it was last year and air-dried inventory is up some. Prices are down and I don't expect any changes in the next 90 days."

As for export markets he said, "The items that we export are basically only Sas-safras-related and once we have it available we usually have no trouble shipping it."

In Illinois, a contact said his operation is considering becoming chain-of-custody certified. "It's becoming easier for us to get FSC certified so we're taking a look at it because it may possibly open up some doors to some sales leads."

When asked about hardwood market activity in general, he said, "If you have the right species, you'll do okay. Poplar and other domestic species are doing okay. When things get tight I think most species will stay steady to slow over the next six months."

In Ohio, a contact said the hardwood market is fairly good. "Conditions are better for us than they were at this time last year. Our specific situation has to do directly with equipment being replaced and repaired at our facility, which allowed us to get the product to our customers quicker."

He continued, "We are experiencing a few shortages in certain species, particularly in Ash. The prices that we're paying are up and we expect changes in that area in the next 90 days. Red Oak has backed off on the export market and Ash has picked up."

As for transportation he said, "We don't arrange our own transportation, but I've heard from our customers that they are having availability issues with trucks."

When asked about pricing, he said, "I think some pricing is going to come down in Red Oak and Walnut. Walnut, in particular, has gone up so much it has no choice but to come down. We've had a lot of rain in this area, which has made logging difficult during the spring. Last spring, we had enough logs to run the mill without interruptions. As the weather improves with the onset of summer that should change as the loggers will be able to get back into the woods."

Considering the remainder of the year, the supplier noted, "It's a wait and see game for our industry right now. I expect business will be about the same as it was last year, but nobody knows for sure." ■

West Coast

Hardwood suppliers on the West Coast accounted for mixed business conditions. "The hardwood market is a little on the soft side," a contact in California noted. "It's probably off by 5 percent. Poplar is strong and Rift and Quartered White Oak is very strong. Red and White Oak and the rest of the species are fairly steady."

With company owned and operated trucks, the contact said transportation has not been problematic.

Forest Stewardship Council certified products are about 5 percent of the supplier's business. "We haven't noticed any uptick in that area. If anything we've seen a decrease in activity for those products."

"We're bidding like crazy and everybody is anticipating a good second half of the year," a source in Washington commented. "Based upon the amount of bids we're receiving I anticipate the remainder of the year being a lot stronger than the

Continued on page 29

first half.”

Also in California, a contact commented, “New housing construction wasn’t extremely strong in the first few months of this year. However, we’ve still made good progress so far.”

When asked about his customers’ markets the contact said, “Hardwood flooring markets are slow but cabinet manufacturers and distribution yards seem to be picking up the slack.”

While always a concern, the source said transportation is not having a major impact on his operation. “Fuel prices went down considerably earlier this year and that helped tremendously during the first two quarters. I anticipate that we will see prices rise again due to the seasonal adjustment and the competition of other products.”

The supplier noted particular hardwood species that are moving fairly well include upper grades of Cherry, Maple, and Walnut. “Our inventory levels are low and we want them to be that way right now. Everyone is buying what they need, when they need it. Pricing is up a little bit and I don’t anticipate them changing much in the next couple of months.”

“Hardwood market conditions are still flat in our area of the country,” a contact in Oregon mentioned. “We have different factors to contend with than the rest of the country. Transportation is always difficult because of our location.”

He continued, “Inquiries are coming in but orders are stagnant. I expect we’ll see things start to pick up at least moderately in the next few weeks.” ■

Northeast

Northeastern hardwood suppliers indicated market activity is stable. “Business conditions are about the same for us,” a contact in New Hampshire noted. “We are getting low on logs, mostly due to weather. The prices we’re paying are slightly down and our demand for exports is steady, but they’re pushing backwards on Red Oak and Ash prices.”

As for transportation, he said, “Earlier in the year we had some issues with congestion at the ports that I think was caused by some of the problems on the West Coast ports. But it seems to be getting straightened out now. Domestically, we have issues because there is not a lot going out west from New England. So people can get a load here, but they can’t get a return load going back out.”

He continued, “The flooring market is definitely slow and the cabinet industry seems pretty stable. We do a lot with China and the orders are still fairly good even though the prices are declining. We should be fairly busy through June and July, and I predict we’ll see a normal seasonal tapering off due to summer vacations.”

In Pennsylvania, a hardwood supplier categorized business conditions as “fair at best.” He explained, “Things have flattened out in our region. Availability is good and there is a fair amount of supply around. Mills have a lot of logs because it was a good year for logging.”

He continued, “Some of the overseas markets are buying a little less lumber. On the supply and demand issue there is a little bit more supply and a little less demand right now. Prices have fallen on a few things here and I think it’s due largely to the export markets. Red Oak was really hot in China and that has fallen off considerably. A few products that were being bought in huge quantities have slowed down temporarily. Ash is still strong over there, but the domestic markets aren’t as good.”

When asked about transportation, he commented, “Getting trucks to deliver lumber in our region is really tough and that’s a serious thing. Sometimes we’ll have a load of lumber in the Midwest that we need to get and it will take two to three weeks to get it in here. As the economy is growing, there is a bigger demand for all sorts of products and goods nationally. Lumber isn’t the highest payload so truckers can make a lot more money hauling other things.”

A contact in New York mentioned, “Hardwood activity has been flat through the spring. We’re not seeing a decrease in business, but nothing is picking up either. The market has been unable this spring to absorb the full amount of lumber processed throughout the winter. Buyers are controlling their inventory until they see a change in activity. As a result, supplies are being pushed back into the distribution system and to the producer.”

He continued, “Hopefully as we continue to recover from the winter, demand will come back a little more and people will start building inventories again. Right now everybody is only holding a just-in-time inventory.” ■

Southeast

Overall hardwood activity is good in the Southeast, according to sources. In Tennessee, a supplier said, “Conditions are about the same as they were at this time last year.”

When asked about individual species, he said, “Red Oak is overproduced right now and White Oak has issues with the currency fluctuation of the Euro. Poplar is probably moving the best and 4/4 No. 1 Common Red Oak is the slowest. Our inventory levels are about the same, maybe even a little higher.”

As for pricing, the contact said the prices he’s paying are down and he doesn’t look for changes in the next 90 days. “Anything that deals with the Euro has been hammered because they’ve lost 30 percent of their purchasing power in the last nine months. Transportation is a very sporadic equation. For the most part everything is good. The prices have not gone down even though the fuel has gone down, but availability of trucks has been good.”

A contact in Mississippi commented, “I think we’re going to see a lot of things that are going to be dependent upon production levels. It will be interesting to see

Continued on page 30

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if people will settle back in to single shifts and normal production instead of flooding the market. Logging should be better this summer.”

“Our markets are fair to slow right now,” a source in North Carolina commented. “Log supply is very low at the sawmills, which is weather related. Our inventory is lower than it was this time last year and prices are lower. I don’t expect prices to change much in the next few weeks.”

As for export markets he said, “Our exports have been slow since the beginning of the year.”

He continued, “Domestically it’s mixed right now. More of our customers are on the slower side than not. Some of them are doing okay, but I think the majority of them are running at a slower pace. Green and kiln-dried Oak markets are soft. Our Chinese markets report adequate inventories are only buying lumber if they can get it at a bargain. White Oak has been affected by the weak European demand. There is more production on the market than there are buyers.”

When asked about the remainder of 2015, he said, “I think that sawmill production is going to continue to outweigh demand and green and kiln-dried Red and White Oak prices will be pressured to move down even further.” ■

NEWSWIRES

Beijing—Apple® recently announced an expansion of its renewable energy and environmental protection initiatives in China, including a new multi-year project with World Wildlife Fund to significantly increase responsibly managed forests across China. The new forestland program aims to protect as much as one million acres of responsibly managed working forests which provide wood products, and fiber for pulp and paper.

Apple’s goal is to achieve a net-zero impact on the world’s supply of sustainable virgin fiber and power all its operations worldwide on 100 percent renewable energy.

“Forests, like energy, can be renewable resources,” said Lisa Jackson, Apple’s vice president of Environmental Initiatives. “We believe we can run on naturally renewable resources and ensure that we protect—and create—as much sustainable working forest as needed to produce the virgin paper in our product packaging. This is an important step toward that goal and our commitment to leave the world better than we found it.”

Apple also announced its intent to expand its industry-leading renewable energy projects to manufacturing facilities in China.

“We’ve set an example by greening our data centers, retail stores and corporate offices, and we’re ready to start leading the way toward reducing carbon emissions from manufacturing,” said Tim Cook, Apple’s CEO. “This won’t happen overnight—in fact it will take years—but it’s important work that has to happen, and Apple is in a unique position to take the initiative toward this ambitious goal. It is a responsibility we accept. We are excited to work with leaders in our supply chain who want to be on the cutting edge of China’s green transformation.” ■

Huntland, Tennessee—Thompson Appalachian Hardwoods Inc., located here, recently announced its transportation division, Thompson Transport LLC. Thompson Transport offers flatbed shipping of lumber and logs; building materials; metals; construction equipment; and agricultural



Sam Terry

products. “Thompson Transport has added predictability and stability to Thompson Appalachian Hardwoods’ lumber and log shipping schedules,” the division’s Vice President, Laura Ann T. Howell, said. “Equipment is readily available to help meet domestic customers’ production needs. Additionally, Thompson Transport



Vice President of Thompson Transport Laura Ann T. Howell

hauls-for-hire and the trucks are loaded and producing revenue whenever possible.”

She continued, “Thompson Appalachian Hardwoods and other companies’ logistics strategies will be assisted by adding equipment availability and schedule flexibility to meet customer-shipping needs. We understand that domestic customers want to count on delivery schedules and Thompson Transport affords that opportunity.”

In other news, Sam Terry recently joined Thompson Appalachian Hardwoods as the operation’s new procurement manager. He is responsible for the purchase of all logs, timber and land.

He began his career in the forest products industry as an inventory forester at Champion International Corp., Waynesboro, TN, in 1977.

Since that time he has held various wood procurement positions with Champion International until 2001 when he went to work at International Paper as a procurement specialist.

Terry graduated from Mississippi State University in Starkville, MS. He is a mem-

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NEWSWIRES - Continued from page 30

ber of the Alabama Forestry Association and Tennessee Forestry Association, where he is also on the board of directors.

In his spare time he enjoys hunting, fishing and Southeastern Conference football.

Thompson Appalachian Hardwoods is a manufacturer of kiln-dried 4/4 and 8/4 Red Oak, 5/4, 6/4 and 8/4 White Oak, 4/4 and 6/4 Poplar, 6/4 and 8/4 Ash, 4/4 Cherry, and Green 4/4, 6/4 and 8/4 Walnut. The company also offers S2S surfacing services and Red and White Oak, Ash, Walnut, Cherry and Hickory veneer logs.

Value-added services include custom sawing with the capacity to cut 4/4 to 16/4 in all species, Rift and Quartered sawing and custom sorting for width and length, as well as mixed loads.

Thompson Appalachian Hardwoods is a member of several industry associations, including the National Hardwood Lumber Association, Hardwood Manufacturers Association, Indiana Hardwood Lumbermen's Association and the Southeastern Lumber Manufacturers Association, among others.

For more information visit www.thompsonappalachian.com. ■

Europe—Robinson Lumber Company Inc. recently announced that 15 years after opening its European office in Belgium, the operation is expanding its pres-



Robinson Lumber Co. Inc.'s European team: Charlotte Dubreuil, administration and customer relations; Hank Marchal, managing director, and recently added Matthijs Bruns, sales representative.

ence by adding an additional sales office in Denekamp, Netherlands.

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

Bruns has 15 years of experience in the timber industry and is looking forward to growing Robinson's business in Europe.

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

The company is owned and managed by the fourth and fifth generation of the Robinson family. Robinson Lumber boasts multiple U.S. inventory locations including the East, West and Gulf coasts plus the Appalachian hardwood region.

In addition to Yellow Poplar, Red and White Oak, Hickory, American Walnut, Hard Maple, Cherry and White Ash, the company provides imported African and South American hardwoods and solid hardwood flooring manufactured to set specifications available in volume from its U.S. inventories and as direct shipment from Robinson's overseas facilities.

For more information visit www.roblumco.com. ■

Clinton, Michigan—HMI Hardwoods LLC, based here, recently announced updates to the company's value-added rip program. Serving clients in the hardwood industry since 1972, HMI Hardwoods LLC was one of the first to venture into pre-



HMI's Updated Redi Rips Bypass System

cision width Redi Rips™ production in 1998.

"As our Redi Rips volume increased, a bypass system was deemed a necessary update," a representative said. "The bypass system took production to a secondary chain for packaging, allowing the opportunity to double our volume."

HMI Hardwoods LLC brings customers together by combining multiple cutting bills and inventory fill levels. With current scanning technology, each board is quickly assessed individually for best use, compared to multiple customer cut lists, and utilized efficiently. By combining cutting bills and inventory fill levels,

Continued on page 32



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NEWSWIRES - Continued from page 31

customers gain rip yields and more balanced inventories. Redi Rips, according to the HMI Hardwoods spokesperson, is also best practice for reducing shipping costs, production cost, controlling waste and energy consumption management. HMI Hardwoods is a sawmill and kiln-drying operation.
For more information visit www.hmilumber.com. ■

Lac-Drolet, Quebec—Poulin Hardwood Inc., based here, recently announced Andrew Robinson and Jiaren Liu have joined the company.



Andrew Robinson

Robinson is new to the operation's sales team, located in Shawinigan, QC. He has been in the hardwood lumber industry for over 10 years.

Robinson graduated from Loyalist College in Belleville, ON, where he led the Loyalist Lancer varsity volleyball team to three Ontario Championships, and still plays on various teams. Today, he



Jiaren Liu

enjoys playing squash, spending time with family and friends and recently signed up for a 10k run in Shawinigan.

Jiaren Liu is a newly hired employee at Poulin Hardwood. She came to Canada four years ago as a Chinese international student and has graduated with a Bachelor of Science degree in Economics with a business concentration from Bishop's University, located in Sherbrooke, QC.

After graduation she decided to stay in Canada where she could help companies sell to Chinese and other foreign customers. According to Poulin sources, she quickly learned the specifics of the lumber industry and now she is looking forward to using her knowledge to develop new relationships.

Established in 1983, Poulin Hardwood operates two hardwood sawmills with a green production of 16 million board feet, a kiln capacity of 450,000 board feet and total yearly production of over 25 million board feet. Species available include: Yellow Birch, Hard and Soft Maple, Red Oak, Ash, and Cherry.

The company markets its products in more than 30 countries.

Forest Stewardship Council chain-of-custody certified Poulin Hardwood is a member of the National Hardwood Lumber Association and American Hardwood Export Council.

For more information visit www.poulinhardwood.com. ■

Concepcion, Chile—Automation & Electronics Inc. (A&E) is incorporating two additional kilns to its Dryspec 2000 Kiln control system that is at ITI Chile, located here.

There are two existing Windsor Kilns™ onsite and they are adding controls to

Continued on page 33

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IMPORT/EXPORT CALENDAR

June

American Hardwood Export Council, Hardwood Seminars, Hanoi, Vietnam. For more information: www.ahec.org. June 22-23.

20th AHEC Southeast Asia/Greater China Convention. Nanning, Guangxi. For more information: www.ahec.org. June 25-26.

Sylvawood Expo, INTEX, Shanghai, China. Contact: info@sylvawoodexpo.com. June 29-July 1.

July

AWFS Fair, Las Vegas Convention Center, Las Vegas, NV. For more information: www.awfsfair.org. July 22-25.

August

Tecno Mueble International, Furniture Show, Guadalajara, Mexico. Contact: tecnomueble@afamjal.com.mx. Aug. 19-22.

September

Global Buyers Mission, Whistler Conference Center, Whistler, BC. Contact: gbm@bcwood.com. Sept. 10-12. ■

NEWSWIRES - Continued from page 32

two new kilns onsite.

In related news, two Windsor Kilns were relocated from Blue Mountain Lumber in the South Island to Waipapa Pine in Kerikeri in the North Island of New Zealand.

"We wanted to use Dryspec on our kilns and Automation & Electronics is the supplier and the expert of this control's program," said Grant Arnold, director of operations, Kiwi Protection Ltd., Kerikeri, NZ.

A & E provided and commissioned Dryspec controls over both kilns. Arnold further commented, "A & E offered good communications throughout the project. They are easy to deal with onsite and got on with the job with minimal management."

Automation & Electronics provides complete instrumentation and software, electrical, electronic and control services to the municipal water and wastewater, industrial, coal mining, oil and gas industries.

For more information visit www.autoelect.com. ■

India—India recently launched a process to develop a forest certification system. Introduced at the International Conference on Forest Certification—Positioning India, the conference brought together government business and civil society stakeholders to discuss the status of forests in India and to learn about the benefits of functioning certification systems of sustainable forestry in other countries.

"With forestry in India being at a critical crossroad, the decision to develop our own national forest certification system will be an important driver to promote the sustainable management of our forest resources," said KK Singh, chairman of the Network for Certification and Conservation of Forests (NCCF).

"While India is among the world's most forested countries, we also have a growing demand for wood products, and unsustainable use of forests, for example for wood fuel, is a significant challenge," Singh continued. "Forest certification will help us not only in mainstreaming sustainability in forest management, but also in raising awareness with companies and consumers about the importance of sourcing and buying responsible sourced wood products."

"It is promising and inspiring to learn about the strong support in India for the development of a national forest certification system in alignment with PEFC's globally recognized sustainability benchmarks," said Sarah Price, head of projects and development at PEFC International.

Development of the Indian national forest certification system will benefit from the experiences of other Asian countries, with China, Indonesia and Malaysia already benefiting from PEFC-endorsed systems and Japan anticipating to apply for global recognition through PEFC shortly.

Other countries including the Philippines, Thailand and Vietnam, are at various stages in the development of their respective national forest certification systems. ■

Germany—Dieffenbacher, headquartered here, recently received an order from Martco LLC, Middletown, OH, for a forming and press line as part of Martco's recently announced OSB plant to be built in Corrigan, TX. This new plant is, according to sources, among the first major green field projects in the North American wood based industry in approximately 10 years.

Dieffenbacher's scope of supply includes a four-head forming station, a Belt/Flexoplan® combination forming line and a 12-foot by 26-foot, 14 daylight multi-opening hot press.

The first board is anticipated in 2017 as construction will begin on the Corrigan facility in the last half of 2015.

The plant is the second Martco OSB facility to utilize a Dieffenbacher press line. A similar line is currently operating at the Martco facility in Oakdale, LA, which was commissioned in 2006.

Dieffenbacher has been active in North America since its first installation in 1960 and has over 190 references in the United States, Canada, and Mexico.

Sweden—The industry division of the northern Swedish forest owner association, Norra Timber, recently invested in a Soderhamn Ericksson's Catech 4000 TS-5 edger optimizer for installation in its sawmill in Savar, one of Norra Timber's two sawmills with a total annual production of some 400,000 cubic meters of lumber as reported in the company press release.

Contributing to the decisions for this purchase were the unmanned edging solution and the higher capacity, according to Norra Timber. The company believes in band saws and edger optimizers in the long run, primarily when it comes to yield, but also in terms of productivity, a representative said.

"The investment in the new Catech opens up the possibility of increased capacity and availability both in the edging process and in the saw line," the representative added.

The new edging line will be delivered in mid-September 2015.

Catech 4000 TS-5 is a high-performance edger optimizer with capacities up to 75 boards per minute. Soderhamn Ericksson's new edging program includes edger optimizers for crosswise and for longitudinal board measurement. ■

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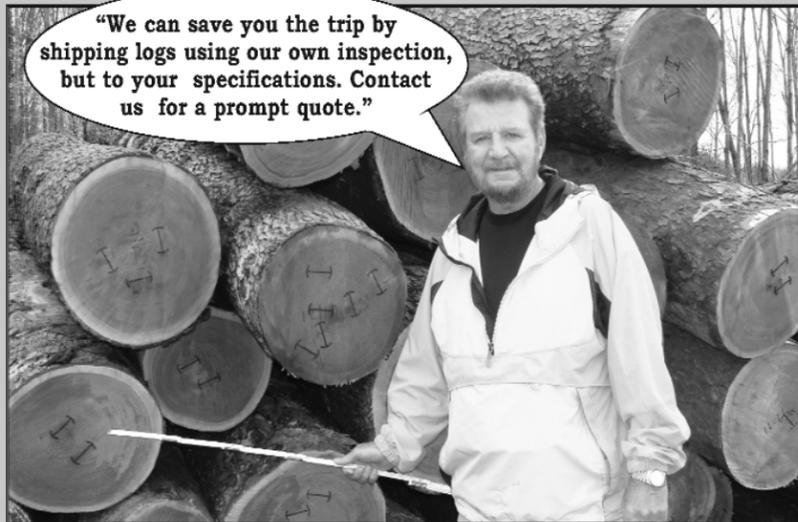
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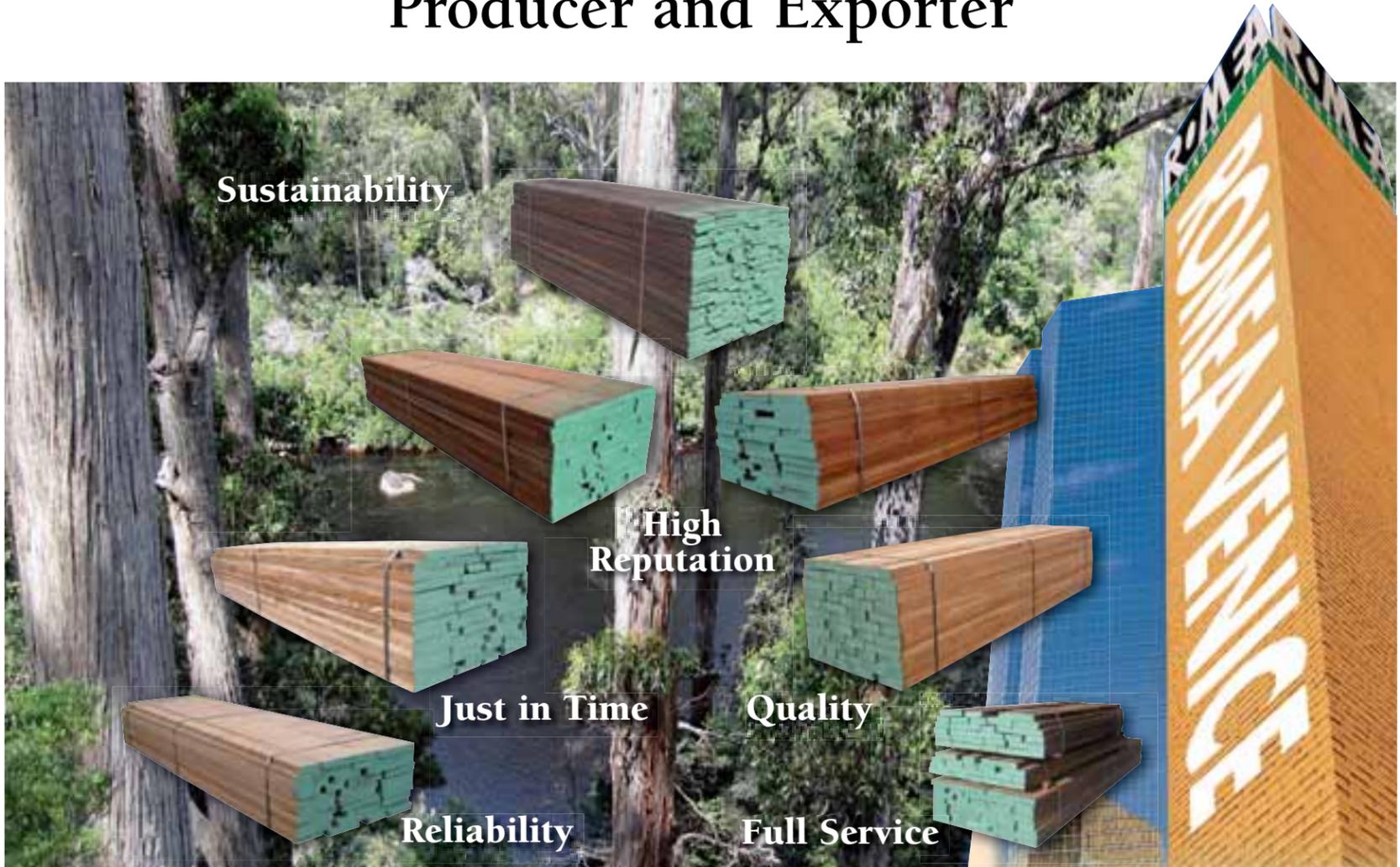
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