

wood purchasing news



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North American Lumber Spotlighted During Archidex Malaysian Show

By Michael Buckley



Pictured at Archidex is Chan Seong Aun and Mohd Zulhemlee, of the Malaysian Institute of Architects, and John Chan, AHEC SE Asia regional director.

Kuala Lumpur, Malaysia—A staggering number close to 30,000 visitors attended the 16th edition of the Archidex show, held here recently. The Archidex show has been known to be one of Southeast Asia's most successful annual events for architecture, interior design and building construction. The show gathered a large majority of architects, interior designers, developers, engineers and students.

The American Hardwood Export Council (AHEC) had a strong presence at the show with a hand-crafted stand with architecture,



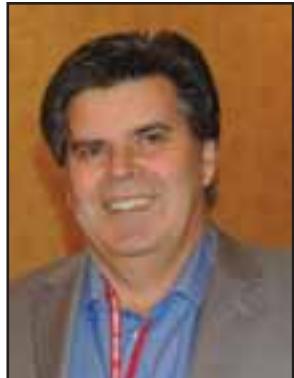
Pictures of American Black Walnut provided by Pike Lumber were on display to show the production process of the wood.

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Sources Note Relief At Ports, Trucking Index Climbs, Weekly Rail Volumes Show Slow Rebound

By Sue Putnam and Joshua Smith



2015 delivered challenges to exporters and importers, partly due to port issues on the West Coast in particular that brought container shipping to a standstill.

This prompted significant delays in shipments, so some big box retailers rerouted cargo to the East Coast and Gulf Coast in order to move goods stateside quicker. As the West Coast port issues resolved earlier this year, traffic resumed. Now new challenges exist.

According to **Lloyd Lovett, CEO of King City/Northway Forwarding Ltd., Alliston, Ontario**, "In 2015 the combinations of mega-

alliances, fuel and larger vessels will have a significant impact on the

cost of shipping a container. The four major mega-alliances and overall percent of market share are as follows: 2M-31 percent (Maersk Line and MSC), CKYHE-24 percent (Cosco, K-Line, Yang Ming, Hanjin Shipping and Evergreen), G6-24 percent (Hapag-Lloyd, NYK, OOCL, APL, Hyundai and MOL), O3-21 percent (CMA CGM, UASC and China Container Shipping Line). The estimated weekly capacity of these alliances represents approximately 220,000 TEUs (Twenty-feet Equivalent Unit) a week. The current average capacity per vessel is 12,600 TEUs. The newer vessels that are presently being put on the market are good for 18,000 TEUs and will operate much more efficiently for fuel and labor costs. Unfortunately with the slowdown in China's economy, the timing for the larger vessels to come onboard could have a negative effect on the carrier's bottom line. The opposite effect for shippers will be lower container costs, which we are presently seeing." Lovett, along with other transportation experts,

Additional photos on page 14

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Exporters/Importers: Reports Reflect Downward Movement In Pricing, Upward Movement In Specie Availability

By Sue Putnam and Joshua Smith

Total figures released recently by the USDA Foreign Agricultural Service reflect that while U.S. hardwood lumber exports were down 10 percent to Asia for the year through June, many exporters began reporting improved sales to China as recently as last month.

Importers who were contacted reported concern over a potential duty to be placed on specific products from Indonesia. Additionally, at presstime, importers also noted decreases in lumber pricing because the Euro had weakened.

The following are comments from several exporters and importers who responded to our recent survey to gauge product pricing, product movement and challenges they currently face.

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The Import/Export Wood Purchasing News

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Who's Who in Import/Exports

Bill Rogers handles export and domestic sales for **Newman Lumber Company** in Gulfport, MS.

Newman Lumber is a wholesaler, importer and exporter of tropical hardwoods including Genuine Mahogany, Spanish Cedar, Sapele, Cerejeira, Nogal, Jatoba and Santos Mahogany (air-dried or kiln-dried in random widths and lengths).

The company offers its products internationally and has extensive knowledge in export requirements and logistics, according to Rogers.

A graduate of Sam Barthe High School in New Orleans, he also attended Southeastern Louisiana University in Hammond, LA.

Rogers has worked in the import/export industry 20 years, eight of which have been spent at Newman Lumber. He has also worked in procurement



BILL ROGERS

Continued on page 24



Jason Dishman is responsible for purchasing green lumber at **Hermitage Hardwood Lumber Sales Inc.**, located in Cookeville, TN.

Hermitage Hardwood has 1.1 million board feet of dry kiln capacity and offers surfacing and grading. The company has 4.5 million board feet of capacity of sheds for air-drying lumber and currently has 5 million board feet of storage for kiln-dried lumber. Additionally, the company offers ripped strips.

Species include Red and White Oak, Walnut, Hard Maple, Poplar, Cherry, Ash, Hickory and Basswood.

Truckload and container shipments are offered.

Dishman is a graduate of the National Hardwood Lumber Association's 115th Inspector Training School, located in Memphis, TN.

Hermitage Hardwood is a member of the American Hardwood Export Council, Hardwood Manufacturers Association, Appalachian Hardwood

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Andy Nuffer is vice president of sales for **Robinson Lumber Co. Inc.**, located in New Orleans, LA.

Robinson Lumber is a leading importer/exporter of hardwood lumber, decking, and flooring in the U.S. The company has operated since 1893 and is in its fifth generation of family ownership. Robinson Lumber serves customers in over 62 countries. The company's experienced team offers institutional product knowledge, innovation, and a sophisticated understanding of global trade.

Nuffer joined the Robinson Lumber Co. team in the summer of 2015 after spending the past two years as general manager for Thompson Mahogany Co. Prior to working at Thompson Mahogany, he spent six years in sales and operations at Baillie Lumber.



ANDY NUFFER

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Zhili Cheng is the Asia Export Director at **Goodfellow Inc.**, located in Delson, QC.

Goodfellow Inc. is an exporter of all species of hardwood and softwood lumber products, including exotic hardwoods. This list includes hardwoods of all thicknesses as well as Eastern and Western Hemlock, Douglas Fir, Eastern and Western Red Cedar, and Eastern White Pine (KD, all thicknesses, grades, and volumes). The company also offers panels, decking, siding, flooring and other wood-based products.

Goodfellow has the ability to produce mixed loads of all hardwood and softwood. A fully-staffed logistics department closely follows all overseas shipments and provides documents promptly.

Cheng obtained a Master's Degree in Forest Environmental Science from the Chinese Academy of Forestry, Beijing, China, in 1988. He also studied Forest Environmental Science at the Catholic University of Louvain-la-Neuve in Belgium from 1992 to 1998. Cheng emigrated from Europe to Quebec in 2000. He underwent a short formation at the Ecole de Foresterie & Tech,

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U.S. Hardwood Lumber Exports Down On Year, But Improve From 2013 Pace

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

Overall exports of U.S. hardwood products are down 9 percent on the year in comparison to 2014, but some markets are showing continued growth. The largest export market, China, is importing significantly less U.S. hardwood lumber so far this year (down 12 percent), and Vietnam, a market that has shown considerable growth recently, has purchased 11 percent less lumber in the first half of 2015 than at the same time last year. Figure 1, on page 18, shows the top individual markets in 2014 and the current gain or loss in value by percentage so far this year. As the chart shows, Spain and Thailand have grown considerably – 49 percent and 24 percent respectively.

Though U.S. hardwood lumber exports are down this year, it is important to note that the U.S. is still on pace to export just over \$2 billion of lumber in 2015. To put this in perspective, 2015 is currently on pace for our second highest export total ever. The market appears to be experiencing an adjustment period from a record volume of lumber we exported in 2014, but the sales this year are showing that U.S. hardwoods are still in a strong position globally. Figure 2, on page 18, shows the mid-year export

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Washington Scene

EPA and Corps Release Final Ruling on WOTUS

The U.S. Environmental Protection Agency and the U.S. Army Corps of Engineers have released a final ruling on exactly which of the country's water features they will claim jurisdiction over. This ruling may, in some instances, impact run-off from sawmills.

In the ruling, the "waters of the United States," or WOTUS, are grouped into eight categories of jurisdictional waters. The groups are also categorized as follows: waters that are jurisdictional in all instances, waters subject to case-specific analysis to determine whether they are jurisdictional, and waters that are excluded from jurisdiction.

The six groups falling into the "Waters that are jurisdictional in all instances" area are 1.) traditional navigable waters (TNW), 2.) interstate waters, including wetlands, 3.) the territorial seas, 4.) impoundments of jurisdictional waters, 5.) tributaries and 6.) adjacent waters.

The latter two groups: 7.) enumerated regional features and 8.) waters

Continued on page 15

India Achieves PEFC Status

India has become the latest country to join PEFC – an addition that sees PEFC reach the 40 national members milestone. With Japan joining in 2014, and China and Indonesia achieving endorsement of their national forest certification systems the same year, the addition of India's Network for Certification and Conservation of Forests (NCCF) confirms PEFC's growing importance in the Asia region.

"It is fantastic to see India become the fifth country in Asia, and the 40th country globally, to join the PEFC alliance," said Ben Gunneberg, CEO of PEFC International, welcoming NCCF into PEFC. "NCCF has worked hard over the last year to engage stakeholders and establish its position to facilitate the development of India's forest certification system."

"Forest certification will not only help impact India's forest resources, but also assist in raising awareness of the advantages of responsibly sourced timber, which is especially important in a country with a rapidly growing middle class and demand for resources," Gunneberg continued.

"NCCF is committed to advancing forest certification in India and to positioning our country on PEFC's global platform. We appreciate the support that PEFC and its network has offered so far and with this formal

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Election Season Means Clock Is Ticking For Trade Items

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



So far, 2015 has been a great year for those who believe free and open trade is critical to the U.S. economy. We've already seen action on a number of trade bills and proposals that seek to expand global trade from less developed countries. Renewal of the Generalized System of Preferences (GSP) and the African Growth and Opportunity Act (AGOA) means that the U.S. has retroactively reduced tariffs on many goods coming from several less developed countries as a way to spur economic growth for both sides of the transaction.

Unfortunately, as we've seen with recent budget battles, nothing happens in the United States Congress without a pending deadline looming over proceedings. Unless there is a deadline to focus the mind, the incentive to push tough decisions into the future is just too strong. For nearly every politician in Washington the upcoming 2016 presidential election is viewed as just such a deadline. Any complex deal or decision must be

completed now or else put off until after the 2016 election is decided lest it negatively impact the political jockeying in the run up to next November. The practical effect of all of this is that the already stilted legislative process is just a few weeks from grinding almost completely to a halt. Thankfully, as I have previously discussed in this space, trade is one of the few areas where there is still room for substantive action before everyone hits the campaign trail in earnest.

Despite the failure to reach a final comprehensive deal during the most

recent round of negotiations in Hawaii, trade observers believe the Trans-Pacific Partnership (TPP) trade deal is nearly complete. We look forward to review-

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HERMITAGE HARDWOOD Expands With New Equipment

By Terry Miller

Cookeville, Tennessee—Hermitage Hardwood Lumber Sales Inc. recently invested in major expansions to its facilities here. The company produces all Appalachian hardwood species in 4/4



HHLS sales and purchasing team: (Left to Right) Andy Dunsmore, Steve Gunderson, Wesley Boles, Parker Boles, Lawson Maury, and Junior Kessler, (retired). Not pictured are Adam Moran and Jason Dishman.

through 12/4 thicknesses with width sorts available.

"We strive to find the best regional product here in our Appalachian region," said President and Owner Parker Boles, Hermitage Hardwood Lumber Sales Inc. "For our markets, our goal is to have the FAS, FAS1-Face grades as a primary target. Beyond that are the No. 1 Common grades; next is the No. 2 Common. The industrial segment of the market consumes most of our low grade material in other forms, such as railroad ties or pallet material."

With previous capital investments made in the last decade, Boles said a lot of the prior company focus was improving



Adam Moran and Wesley Boles monitor kiln-dried lumber being trimmed after kiln-drying and inspection.

We made improvements that allowed us to offer more lumber and the ability to process lumber for shipment slightly ahead of our procurement abilities. Realizing that we needed to get more product inbound and on sticks for our kilns, our next focus really needed to be on how to increase our volumes of lumber being inspected for quality control going on stacking sticks prior to our dry kilns."

He continued, "We began to look at ways to improve and increase our capacities on the green purchase side and also the ability to integrate newer technologies, to allow us to work volumes more efficiently, and to maintain better control on the number of employees required for the process. We decided to take a good, hard look at becoming vertically integrated with our lumber receipts. We added a self-contained, environmentally-friendly spray unit to our inspection station. This allows the boards to be anti-stain treated and a brightener added during the process of trimming,



Oak is pictured under air-drying sheds prior to being moved to the kiln-drying operation.

inspection and stacking for the lumberyard so that we have basically taken those extra labor and space needs away by implementing this new project. One of the machines that we replaced is an older stacker system. Our new stacker system will allow us to increase our ability to receive and record data automatically. Our project goal is to empower

existing employees with those two equipment additions and do two-and-a-half times the volume of lumber on the new system that we were capable of doing on the system we replaced. As technology, and all of these improvements to lumber handling and efficiencies come along, it's a necessity that we stay ahead of the curve."

Hermitage Hardwood also recently installed a new trim saw from TS Manufacturing, based in Lindsay, ON. "We purchased a new trim saw that is capable of meeting our increased kiln-dried production needs," said Boles. "In the process, we wanted to increase our inspectors' ability to grade more volume at a pace slow enough to accurately see the boards and TS Manufacturing helped us with a new design concept. The system takes a lot of the physical strength requirements away from the inspector and puts it on the equipment. The result is a more worker-friendly environment that helps eliminate muscle strain."

He continued, "All of the investments we've elected to make will improve our capacity and our product in an employee-

"We made improvements that allowed us to offer more lumber and the ability to process lumber for shipment slightly ahead of our procurement abilities."
—President and Owner Parker Boles, Hermitage Hardwood Lumber Sales Inc.

the product. "Those investments were made to get the product more in line with customer expectations.

friendly manner. We now have a better product than we originally envisioned and we're doing that in a labor, worker and inspector-friendly environment. Our ultimate goal is to make the process of handling lumber here at Hermitage Hardwood as user-friendly as possible."

Boles said the company's goal is to increase production to 100,000 board feet a day.

"Our facility will accommodate that type of production with a variety of species, and products within that specie," he explained.

"With that ability we can continue to offer a diversified product mix to our customer base."

To do this, Hermitage waxes the ends with U·C Coatings' products to protect the products from cracking and splitting. "One of our greatest efforts is to take the extra measures to minimize end-cracking, end-splits and end-checking," Boles said. "Our goal is to help maximize the customers' yields when possible. We try to find them more specific target widths and lengths in their product by the amount of inventory that we keep. If the customer wants their lumber sur-



Inbound lumber is inspected for quality control on Hermitage Hardwood Lumber Sales' (HHLs) new stacker and stickered for the drying process.



Lumber is being loaded in one of HHLs' 15 dry kilns.



Pictured is one of HHLs' company trucks loaded with wide Red Oak for prompt shipment.

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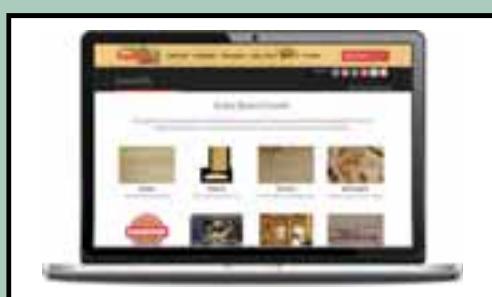
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BRADFORD FOREST Updates Facilities

By Paul Miller Jr.



Pictured are Bradford Forest Inc.'s President Mark Conolly, Sales Administration and Coordinator Tonette Feiro, and Lumber/Export Sales Manager Patrick Hennebicque.



Rick Morrison, Bradford's drying, grading, and shipping manager.

Bradford, Pennsylvania—Bradford Forest Inc., based here, provides premium quality lumber products that result in value and higher yield to their customers in the export, flooring, furniture, kitchen cabinet, millwork and regional distribution segments of the marketplace.

Located on the edge of the Allegheny National Forest, the operation is able to take advantage of the region's mature hardwood forests.

Bradford Forest procures timber with highly desirable characteristics from both the Northern and Appalachian regions.

"If you do the math on the forest base that surrounds us regionally, the industry has access to about 900 million feet of annual growth in excess of harvest and mortality."

— President and CEO, Mark Conolly,
Bradford Forest Inc.

over the years like everybody else in the industry; in scanning, computers and optimization. The original mill had a single resaw configuration capable of about 5,000 board feet per hour. We decided to take a look at our resource; we took a look at the technology available and made some decisions about what we needed to enhance our operation and capacity."

He continued, "We went from one Filer & Stowell 7-foot headrig to two. We're now operating Advanced Sawmill Machinery (ASM) linear carriages, which are two of the primary new



The operation's dry lumber sorting line was installed by TS Manufacturing, based in Ontario, Canada.

"Three-quarters of the timber that we consume comes from within 50 miles of our location," said President and CEO, Mark Conolly. "There's a lot of timber growing around here. If you do the math on the overall forest base that surrounds us regionally, there is something like 900 million feet of annual growth in excess of harvest and mortality. So we have a huge timber base that continues to grow."

Bradford Forest invested capital to update its facility in recent years.

& Stowell 7-foot headrig to two. We're now operating Advanced Sawmill Machinery (ASM) linear carriages, which are two of the primary new pieces of equipment to the remodel. We have used a lot of ASM equipment in the past and like the way they manufacture equipment, so they were our provider of choice.

Our first piece of

ASM equipment was an optimizing edger installed in 1997 and it's still in operation every day.

"We added a horizontal McDonough resaw relocated from our mill in New Hampshire that was shut down during the recession. We continue to run the Filer & Stowell slant resaw, which was part of the original mill.



The company's ASM carriage and Filer & Stowell 7-foot bandsaw.



The outfeed of Bradford Forest's Advanced Sawmill Machinery (ASM) refurbished curve canter.

"This sawmill was begun in 1988, started up in 1989, and now it is 25 years old," Conolly explained. "We addressed a lot of technology issues



Bradford's ASM refurbished 8-inch gang saw outfeed is pictured here.

A 6-inch guided gang was replaced with an 8-inch guided gang, inte-

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The 8th China Yiwu International Forest Products Fair

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Rolling Ridge Woods, LTD., located in Parkersburg, WV, exports logs and lumber from the Central Appalachian Region. Species carried by the firm include: Red and White Oak, Cherry, Walnut, and Hard Maple. Their Telephone number is: 304-464-4980; FAX: 304-464-4988.

CX JOY Hardwoods Co. Ltd. Turns American Alder, Oak, Walnut Into Popular Products

By Michael Buckley



Pictured at Sylvawood Shanghai 2015 for CX JOY Hardwoods are: Suping Jiang, Joy Wang and Chen Yen Ling.



This solid American White Oak dresser is treated with a special surface effect, which is a core offering of CX JOY Hardwoods.

Qingdao, China—CX JOY Hardwoods is a large producer of edge-glued panels established here by the Lin (Taiwanese) family

CX JOY Hardwoods focuses on American kiln-dried hardwoods and has been the destination of more than 2,500 cubic meters of Red Alder lumber shipped every month from North America.

in 1992. Some time ago it surpassed the million board feet of hardwoods imported from the U.S. for its specialized manufacturing production, and remains heavily

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A CX JOY Hardwoods employee is shown packing product for export.

American Walnut is a major species in many of CX JOY Hardwoods products.



Additional photo on page 24

ROMEA VENICE Tropical & European Hardwoods Producer and Exporter



Romea is a family company with over 300 years of history in the processing of timber, our timber history has led us build the right know-how to help our customers find the right timber and solution for their projects, building a long lasting relationship and mutual trust with them.

We are specialized in delivering full service and we are flexible to respond to any custom-made enquiry.

Our main products are: African Mahogany (Khaya), Afrormosia, Black/White Limba, Bubinga, Chestnut, Doussie, Edinam, Sycamore Maple, European White Oak, Iroko, Kosipo, Shedua, Padouk, Pearwood, Sapele, Sipo, Teak Burma, Wenge, Venetian Walnut, Zebrawood, European Beechwood, and much more.



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Western Hardwood Association Celebrates 60 Years

Photos By Wayne Miller



Darrin Hastings, Emerson Hardwood Co., Portland, OR; Jeff Stoddard, Northwest Hardwoods Inc., Eugene, OR; Jamie Price, Emerson Hardwood Co.; and Mike Limas, DMSi Software, Omaha, NE



Ryan Phillips, Roseburg, Dillard, OR; Kevin Corder, Froedge Machine & Supply Co. Inc., Tomkinsville, KY; Tricia Kilrain, Pennsylvania & Indiana Lumbermens Mutual Insurance Cos., Colorado Springs, CO; and Peter Jalbert, Pennsylvania & Indiana Lumbermens Mutual Insurance Cos., Spokane, WA



Tom Carroll, Cal Door, Morgan Hill, CA; Kevin Trussell, Advanced Lumber & Plywood Supply, Irvine, CA; and Greg Blomberg and Matt Yest, Kendrick Forest Products, Edgewood, IA



Mike Lipke, Trillium Pacific Millwork, Hubbard, OR; Dana Cole, Hardwood Federation, Washington, DC; Pam Schwartz, Sears-Trostel Lumber Co., Ft. Collins, CO; and Ryan Wilkes, NHLA, Memphis, TN



Steve Zambo, Ally Global Logistics LLC, Norwell, MA; Nils Dickmann, Abenaki Timber Corp., Seattle, WA; Alycia Sargent, Ally Global Logistics LLC, Lake Oswego, OR; and Bruce Horner, Abenaki Timber Corp., Kingston, NH



Five people met at the Fellowship of Christian Lumbermen (FCL) meeting, held in conjunction with the Western Hardwood Association (WHA) meeting in Portland at the World Forestry Center. The speaker at the FCL was Tom Teague, a former sawmill owner and lumberman who shared his testimony. Pictured from the meeting are: Lee Jimerson, Collins, Wilsonville, OR, WHA president; Tom Teague, Hub Lumber (retired), Portland, OR; Kristine Durr, WHA, Camas, WA; Wayne Miller, Import/Export Wood Purchasing News, Memphis, TN; and Dave Switzer, WHA, secretary/manager

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Portland, Oregon-Members and guests of the Western Hardwood Association (WHA) gathered here recently at the World Forestry Center in observance of the organization's 60th anniversary and annual convention. This event brings together primary producers, secondary manufacturers, wholesalers, distributors, and importers and exporters for the opportunity to establish relationships and develop future business.

In addition to multiple networking events, including a golf tournament, the occasion featured numerous guest speakers who addressed pressing industry issues.

Lee Jimerson, of Collins in Wilsonville, OR, and also WHA president, welcomed attendees to the meeting.

Kicking off the speakers' schedule was Scott Taylor, of Green Endeavor Inc., whose presentation was titled "The Green Mafioso." Taylor said "green" products represent an environmental movement, and added that this country will experience "an industrial revolution. Jobs will come back to the U.S. Being green as a company is all about doing what you know is best for everybody."

He was followed by Michael Snow,

Continued on page 25

Michael Snow, American Hardwood Export Council, Reston, VA; Ryan Wolfe, National Hardwood Lumber Association (NHLA), Memphis, TN; and Jeff Maguire, Maguire Machinery, Aurora, OR



Tupelo Furniture Market Provides Showcase For Imports

Photos By Lisa Browning



Bramble Now, of Norcross, Georgia, produced this solid Mahogany cabinet and displayed it, along with several products at the Tupelo Furniture Market.



These tables, made from imported Mahogany, provide buyers with product design options. Bramble Now handmade the items.

Tupelo, Mississippi—The launch of United Furniture Industries' solid wood furniture line was among the focal points of this summer's Tupelo Furniture Market (TFM), held here. This marked the 28th anniversary of TFM and United Furniture, which was absent from the market in recent years, used the setting to introduce its new line of products.

United was among several exhibitors who booked large showroom space for their displays, and 18 others expanded their spaces at this summer's market. According to TFM released reports, 28 companies were new to the event this year, and 13 others relocated to other spaces at the market. Many included furniture manufacturers specializing in custom furniture made from imported woods.

TFM had announced prior to this event that it would be recruiting larger industry retailers this year – those grossing \$10 million or more in sales annually – while striving to remain connected to the smaller furniture retailers.

The strategy paid off as big name retailers filled the market's build-

ings alongside smaller businesses. Pre-market figures estimated exhibitors at around 600 from around the world, and total attendance did not dis-

Continued on page 25



Imported Teak creates a sturdy table and chair set for the dining room. The items were crafted by Casa Rustica Inc., of St. Petersburg, Florida.

For entertaining, this bar, designed from imported Teak, made a stunning appearance at the Tupelo Furniture Market. Casa Rustica Inc. manufactured the product.



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AWFS® Fair Welcomes Wood Products Industry Representatives

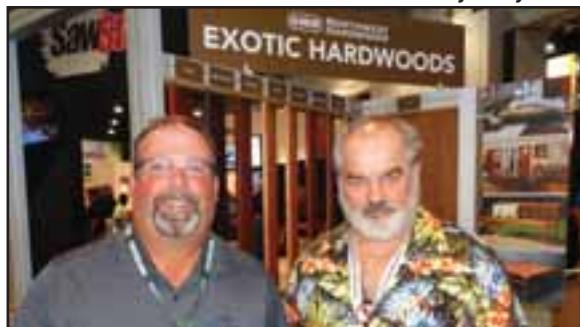
Photos By Terry Miller



Patrick Gillespie, Joyce Wilson and Bill Long, Midwest Hardwood Corp., Maple Grove, MN



Keith Finewood, Northland Corp., LaGrange, KY; Terry Miller, Import/Export Wood Purchasing News, Memphis, TN; and Tim Girardi, Northland Corp.



Lenny Shibley, Northwest Hardwoods Inc., Currie, NC; and Kiwi Ferris, Edensaw Woods Ltd., Port Townsend, WA



Rand Stewart and Larry Musil, M. Bohlke Veneer Corp., Fairfield, OH



Greg Blomberg and Matt Yest, Kendrick Forest Products, Edgewood, IA



Don Whitmore and Gabriel Hernandez, Pacific Coast Teak, Paso Robles, CA

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Las Vegas, Nevada—The Las Vegas Convention Center, located here, was the recent site of the 2015 AWFS® Fair, hosted by the Association of Woodworking & Furnishings Suppliers, considered to be among the largest national trade associations in the U.S. representing the interests of an array of companies that supply the home and commercial furnishings industry.

Many of these companies impact the wood products industry with the various services and equipment they offer and/or manufacture.

Among industry insiders, the AWFS Fair is routinely considered a "go to" event for thousands of woodworking manufacturing professionals who need cutting-edge solutions that enable their companies to be more competitive and profitable.

Continued on page 25



Troy Jamieson and Lewis Reed, Somerset Wood Products Inc., Somerset, KY; and Terry Miller, Import/Export Wood Purchasing News, Memphis, TN



Additional photos on page 16

Kuala Lumpur—Continued from page 1



Approximately 30,000 attendees had the opportunity to visit the AHEC booth during the 16th edition of the Archidex show.

AHEC members and OEKO Furniture, a Malaysian furniture manufacturer, which created an entrance to the front of the AHEC booth. The AHEC team was on hand to speak to visitors offering information on all aspects of American hardwoods.

AHEC displayed a variety of furniture in their stand designed by Asian designers. Sunny Ter, of ASEAN Furniture Industries Council (AFIC) commented on AHEC's booth, "AHEC's display shows the natural beauty of U.S. hardwood, which is the right choice and a beautiful material for furniture design."

There were more than 1,300 exhibition booths that ran across nine halls of the Kuala Lumpur Convention Center and featured participants from 19 countries.

John Chan, AHEC's Regional Director for Southeast Asia & Greater China, said, "Archidex is one of the very few shows organized and held in Malaysia in which AHEC has showcased the beautiful U.S. hardwood to specifiers and especially for those who are looking for materials possessing properties of sustainability and that are environmental friendly. The design and the displays at the AHEC booth showed the designs of U.S. hardwood made in Asia."



American Black Walnut slabs at the recent Archidex Kuala Lumpur show were the collaboration of Pike Lumber Co., of Akron, Indiana, AHEC members, and OEKO Furniture, of Malaysia.

furniture and design portraits that showcased the versatility of the different American hardwood species. American Black Walnut slabs were the collaboration of Pike Lumber Co.,

all-time high of 135.8 was reached in January of this year.

ATA Chief Economist Bob Costello explained, "After several soft months starting in February of this month, tonnage really snapped back (this summer)." He credited better retail sales, factory output and improved housing starts for the improvement. "However, I remain concerned in the near term about the high level of inventories throughout the supply chain," he added. "This could have a negative impact on truck freight volumes over the next few months." Trucking serves as a barometer of the U.S. economy, representing 68.8 percent of tonnage carried by all modes of domestic freight transportation, including manufactured and retail goods.

While ports and trucking struggled earlier in the year to move product, rail service apparently was slower as well, but is rebounding. At presstime, the most recent weekly rail traffic report from the Association of American Railroads (AAR) noted that carload traffic in August totaled 1,155,957 carloads, down 4.6 percent from the same timeframe in 2014. However, six of the 20 carload commodity categories tracked by AAR each month saw carload gains compared with the same timeframe in 2014.

However, there is no doubt that bottlenecked ports provided the most challenging scenario so far in 2015. To understand how the lumber industry has dealt with the situation, and how the ports are responding to the challenges, *Import/Export Wood Purchasing News* sought insight from three leading experts from different transportation companies. We share their personal insights here:

Continued on page 14

Transportation —

Continued from page 1

comment further about container shipping later in this article.

Overseas container shipping challenges have not been the only issues many exporters, and importers, have overcome this year in regard to transportation. Getting product trucked to ports was easier for some, but difficult for others as a trucker shortage proved evident. Now, however, for-hire truck tonnage indexes are rising, which means products are moving. The American Trucking Association (ATA) recently released its most seasonally adjusted indexes, and the figure is the second highest level on record (index = 135). The

An advertisement for Allegheny Wood Products (AWP). It features a yellow forklift in a warehouse setting, lifting a stack of green-painted wooden crates labeled 'AMP'. The AWP logo is prominently displayed on the left. The text 'WHERE THE WORLD COMES FOR WOOD' is at the top right. Below it, a paragraph reads: 'AWP supplies superior forest products—renowned for uniform color and texture—and we work hard to exceed our customers' expectations.' A list of products is on the right: ASH, BASSWOOD, BEECH, CHERRY, HICKORY, SOFT MAPLE, HARD MAPLE, RED OAK, WHITE OAK, YELLOW POPLAR, WALNUT. Logos for FSC, SFI, and NHLA are at the bottom right.

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**Lloyd Lovett, CEO
King City/Northway Forwarding Ltd.
Alliston, Ontario**

In addition to his comments on page 1 of this issue of WPN, Lovett said, "Fuel prices have reached a record low over the last several months. For some reason the impact is not seen in the price of shipping a container. Anyone who exports, knows that a Low Sulfur Surcharge (LSS) is now added to your freight bill. Effective January 2015, Environmental Protection Agency (EPA) set the Emission Control Area (ECA) at 40 miles from the port, this meant that all vessels would switch fuel tanks from the Standard Marine Diesel (SMD) to a more refined diesel with less sulfur per ppm (parts per million). This Low Sulfur diesel fuel costs approximately 20 percent more than SMD, now the EPA has increased the ECA to 200 miles from the port. Since fuel represents approximately 60 percent of the cost in operating a vessel, this change will have serious impact to the bottom line for all container lines."

**Curtis Struyk
TMX Shipping Co. Inc.
Morehead City, North Carolina**

"We did in fact have some bumps in the road the better part of the first two quarters of 2015. Since then, exports have declined and it has given



Curtis Struyk

**Bobby Bernard
Kuehne+Nagel Inc.
Charlotte, North Carolina**

"As 2016 approaches, most companies can look forward to saying bye to a so-so 2015 and hope 2016 will offer a brighter picture. This year, 2015, started with a bang with the West Coast issues. As 2015 continued, companies faced operational issues at some East Coast ports, China's economy deflating, the dollar increasing, and the continuation of trucking issues.

As 2015 opened, West Coast ports and labor were in talks. As the talks dragged on, most importers switched their transportation chain to East Coast ports. Some experts believed when the contract was completed, the



Bobby Bernard

volume would switch back to the West Coast. However, the East Coast ports announced record volume years. There seems not to be a reduction, but a steady volume increase. On top of this, in 2016 the Panama locks are supposed to be completed, which will allow vessels of 13,000 -14,000 TEUs to transverse the canal. With larger vessels arriving at East Coast ports, the likelihood is additional volume will be discharged. Most East Coast ports are planning on these vessels with announcements of infrastructure projects. Yet, these projects can take time to complete. This year, some East Coast ports have had operational issues. A suggestion for exporters, as well as importers to, is to develop a plan on how their 2016 shipments will be routed if the East Coast ports develop operational issues.

As 2015 has evolved, companies have had to face the challenge of one of the world's largest economy slowing. China's economy is facing a number of issues. Now, China's government says one thing, but the experts say the economy has slowed. Two indications their economy may be slowing are the reduction of orders and the fact that the USA trade deficit increased in May. With a stronger dollar, this has caused some reduction in exports, but some analysts attribute the trade deficit increase to slow China exports. I'm not aware of any signs the China economy will jump between now and the end of the year. 2016 could be a challenge for companies doing business in China. Exporters may look for new markets. Two suggestions: India is to become the largest populated country within 10 years. With this, companies see potentially better labor costs than China. In fact, some companies are already set-

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**David Whitten, Director of Exports
Bingaman and Son Lumber, Inc.
Kreamer, PA**



"Newman Lumber has been a charter advertiser with Miller Publishing since you published your first issue of **The Import/Export Wood Purchasing News** in 1974. At that time my father, Roy, who is still active in the business, signed an advertising contract with your father and to my knowledge that's the only one we've signed since. Obviously, we believe in advertising in **The Import/Export Wood Purchasing News**, because we feel it keeps our name in front

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

**Doug Newman
Newman Lumber Co.
Gulfport, MS**



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

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

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

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

**Stacey Treat
Treat Hardwood Lumber Co.
Lenoir, NC**



"Hermitage Hardwood Lumber Sales, Inc. has advertised in the **Import/Export Wood Purchasing News** since 2002. I know the value of keeping a presence in a market that is constantly changing and that is why we advertise on a regular basis in the 'Wood Purchasing News.' Your publications are targeting the markets we are serving worldwide. Therefore, I feel it is a small investment to make to stay in front of those customers and potential customers who have helped make Hermitage Hardwood Lumber Sales, Inc. a growing concern in the hardwood concentration yard business."

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

www.woodpurchasingnews.com

"It's everywhere you need to be to get more business."

Continued on page 15

Transportation – Continued from page 14

ting up shop in India. India's economy is poised to grow in the coming years. In July, 2015, the U.S. Commerce Department released 19 new reports to help the country's exporters identify potential overseas markets. The U.S. Commerce Department would be a great resource for forestry companies to reach out to for assistance.

There are several issues companies can look forward to in 2016. Some individuals believe there will be a tight trucking capacity, which can force higher trucking rates. Another important issue exporters need to be aware of is effective July 1, 2016, new container weight verification requirements will take effect. These new requirements will require shippers, of all packed containers received for transportation, to verify and provide the container's gross verified weight to the ocean carrier prior to the container being loaded onto a vessel. The two methods are weighing the container after it is loaded or weighing the cargo and contents of the container (including pallets, etc.) and adding these weights to the container's tare weight. The East Coast labor agreement runs until September 2018. The ILA-USMX are already in master contract talks. No one foresees any issues, but that's something to keep watch on. As for rates, in 2016 they look to be steady; I don't foresee the rate roller coaster ride like in past years. The 2016 global growth is projected to be 2.5-3.0 percent.

With 2016 being an election year, I personally don't believe the politicians want the economy to decline. I see 2016 to be a mirror of 2015. The catch will be China's economy; it used to be the USA's economy pushing the global economy. Now, I believe, how China's economy goes is how the global economy will go. Keep watch on China." ■

WHO'S WHO – Cheng –

Continued from page 2

Sainte-Catherine-de-la-Jacques-Cartier, QC, before starting his career in the hardwood business. He has now been in the forest products industry for 15 years and has been with Goodfellow for nine years.

Goodfellow is a member of the National Hardwood Lumber Association and the Forest Stewardship Council.

In his spare time, Cheng enjoys badminton, traveling and gardening. He has been married to Viviane for 28 years and the couple has one daughter and one son.

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

WHO'S WHO – Dishman –

Continued from page 2

Manufacturers Inc., and the National Hardwood Lumber Association.

In his spare time, Dishman enjoys being on the lake and camping with his family and is also an avid sports fan.

Dishman and his wife have been married for 39 years and the couple has three children.

For more information visit www.hermitagehardwood.com. ■

WHO'S WHO – Nuffer –

Continued from page 2

Nuffer will oversee overall sales growth strategy for Robinson Lumber's expansion. He has over 10 years of experience in the forest products industry and has designed and implemented strategic sales, business development and operation planning throughout the

industry.

Later in 2015, Nuffer plans to relocate to New Orleans with his family. For more information visit www.roblumco.com. ■

WASHINGTON SCENE – Continued from page 2

in the 100-year floodplain/4,000 feet of a WOTUS are subject to case-specific analysis and are jurisdictional if they are found to have a significant nexus to TNWs, interstate waters or territorial seas.

The final ruling does contain some exclusions, and features that qualify for the exclusion are considered to not be WOTUS, even if they otherwise fall into one of the above categories.

Under the final ruling, tributaries that show physical features of flowing, such as the presence of flow bed and banks and ordinary high water mark and that contribute direct or indirect flow into groups (1-3.) are under jurisdiction of the federal government.

The final rule also determines which ditches are jurisdictional. While some ditches will be exempt from jurisdiction, many will not, including ditches that have perennial flow, ditches that have intermittent flow and are a relocated tributary, were excavated in a tributary, or have drain wetlands; and ditches that have ephemeral flow and are a relocated tributary or were excavated in a tributary.

Forestry Bill Passes

The House of Representatives recently passed H.R. 2647, the "Re-

Continued on page 17

Lumber Species

- White Oak
- Red Oak
- Poplar
- Hard Maple
- Soft Maple
- Hickory
- Ash
- Cherry
- Walnut

Log Species

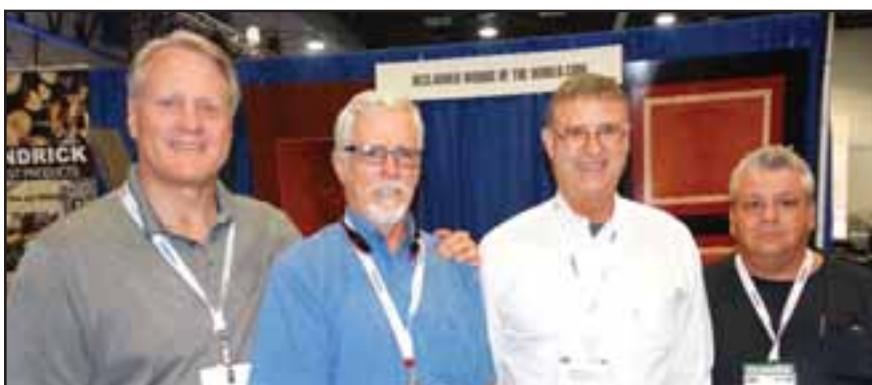
- Black Cherry
- Black Walnut
- Red Oak
- White Oak
- Hard Maple

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AWFS Photos – Continued from page 1



David Bayle and Tom Flynn, Reclaimed Woods of the World, Costa Mesa, CA; Timothy Holk, Reclaimed Woods of the World, Poughkeepsie, NY; and Scott Perez, Reclaimed Woods of the World, Phoenix, AZ



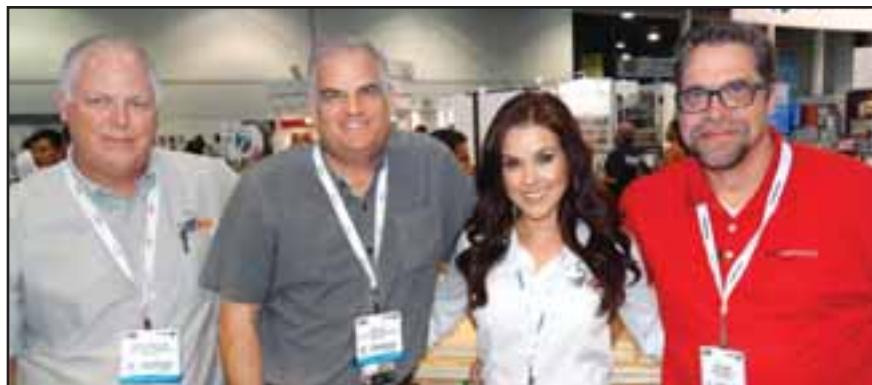
Doug Martin, Pollmeier Inc., Portland, OR; Thomas Collet, Sophia Cabral-Maiqui and Gary Edwards, Hawaiian Pacific Hardwoods LLC, O'okala, HI; and David Sweitzer, Western Hardwood Association, Camas, WA



Lee Jimerson, Collins, Wilsonville, OR; Bill Miller, Collins, Richwood, WV; and Mike Shuey and Cami Waner, Collins, Wilsonville, OR



Shawn Dougherty, Northwest Hardwoods Inc., Tacoma, WA; Larry Evans, Dave Gutowski, Richard Urias, Ed Armbruster, Industrial Timber and Lumber, Beachwood, OH; and Jason Green, Northwest Hardwoods Inc.



Mike Stringfellow, Ryan Lowe and Melissa Freed, Shelter Forest International, Portland, OR; and Tom Hibdon, AHC Craig Imports, Huntersville, NC



Joel Horling, Tyler Kamps and Rob Kukowski, Kamps Hardwoods Inc., Caledonia, MI



Jim Canter, Northwest Hardwoods Inc., Erie, PA; Jeff Wallace, Northwest Hardwoods Inc., Beaverton, OR; Randy Brown, Northwest Hardwoods Inc., Erie, PA; Jesse LaSon, Rossi Group LLC, Middleton, CT; and Greg Schack, Western Millwork, Manhattan, MT



Cherica Santiago, Garrett Watson, Michael Horton, Mike Stringfellow, Gurhan Hudson, Ryan Lowe, Kurt Hutton and Melissa Freed, Shelter Forest International, Portland, OR



Todd Smith, Devereaux Sawmill Inc., Pewamo, MI; Brett Wasson and Ashley Hoyt, Sierra Forest Products, Kent, WA; Ken Caldwell, Sierra Forest Products, Salt Lake City, UT; and Craig Devereaux, Devereaux Sawmill Inc.



Ryan Jensen and Jack Shannon III, J.T. Shannon Lumber Group, Memphis, TN; and Brittney and Terry Miller, Import/Export Wood Purchasing News, Memphis, TN

WASHINGTON SCENE – Continued from page 15

silient Federal Forests Act of 2015.” Sponsored by Rep. Bruce Westerman (R-AR) and garnering strong bipartisan support, the final vote was 262-167.

The bill allows for expedited procedures to the U.S. Forest Service and the Bureau of Land Management (BLM), requires plaintiffs to post a bond when litigating a project and allows for the use of stewardship retained receipts in helping fund planning costs.

Amendments added to the bill by voice vote include one to promote projects aimed at creating “advanced wood products,” and another to help the Forest Service enter contracts with Indian tribes more easily, as well as other amendments impacting BLM districts in Oregon and California.

FY16 Budgets for BLM and Forest Service Move Forward

Action to pass the FY2016 Interior, Environment and Related Agencies Appropriations bill, H.R. 2882, which will designate budgets for the Bureau of Land Management (BLM) and the U.S. Forest Service is underway.

The House Appropriations Committee on Interior, Environment and Related Agencies Appropriations recently passed the bill, while the Senate Appropriations Subcommittee on the Interior, Environment and Related Agencies approved its own FY2016 spending bill.

The Senate bill gives both agencies a bit more funding than the House one, with an increase of \$67 million for the Forest Service and an increase of \$65.5 million for BLM.

Regarding funding for the Forest Service, the Senate bill provides \$358.1 million, an increase of \$20 million, for the timber program, while the House bill gives \$355 million, a \$16 million increase.

Both bills reduce funding for the Environmental Protection Agency, as well as BLM O&C Lands, with the House bill cutting the O&C budget by \$3 million and the Senate bill reducing it by \$8 million.

The House bill also contains report language about a 3.2 billion board foot timber program for FY16, while the Senate bill orders the Forest Service to separate the merchantable timber from the non-merchantable timber, when reporting on sales for the program. ■

India PEFC –

Continued from page 2

acceptance of membership we commit to further strengthening our efforts in developing our own national certification system,” said Sachin Raj Jain, convener of NCCF.

By becoming a PEFC member, NCCF has fulfilled an important prerequisite for applying for PEFC endorsement. Stakeholders in the country are now actively working on the development of an Indian forest certification system. PEFC is the world’s largest forest certification system. ■

IWPA – Continued from page 3

ing the completed proposal as soon as it is available to better understand how it will impact the global wood products industry. All of this was made possible by the hard work done this spring to pass Trade

Promotion Authority (TPA) legislation that ensures that TPP will be subject to simple up or down votes rather than further amendment that would send the negotiations back to square one.

IWPA is also working with allied industry groups to convince Congress to avoid making changes to our nation’s trade enforcement rules that will negatively impact importers. This fall we expect Congress to complete consideration of legislation to update the legal framework that guides U.S. Customs and Border Protection. This summer IWPA joined groups such as the National Retail Federation, the Retail Industry Leaders Association, and the American Association for Exporters and Importers, and the National Customs Brokers and Forwarders Association of America in urging the conference committee that is working to reconcile the House and Senate versions of this legislation against including several troublesome provisions that would “hinder trade enforcement, jeopardize millions of U.S. jobs, and create confusion, unpredictability, and inefficiency at our borders.”

We at IWPA look forward to hosting friends from around the country at our annual Board and Members Meeting October 21-23 here in Alexandria, Virginia, where attendees will learn more about these issues and have an opportunity to discuss them with Members of Congress, their staff, and several key Administration officials. We have an opportunity to make a great year even greater. But the clock is ticking. ■



(From Left) Robert Goodfellow, John Goodfellow and Bruce Goodfellow with “Nikon”.

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Fig. 1 - Key Market Change in Value

totals for U.S. hardwood lumber for our top six markets since 2009 with the current total for 2015 marked in green. The total exports so far, though down, is still an improvement on 2013 – and in many cases marks the second highest Jan-Jun total ever.

In summation: lumber exports are down, but it's not as bad as it may seem. A slowdown in China's economic growth coupled with the devaluation

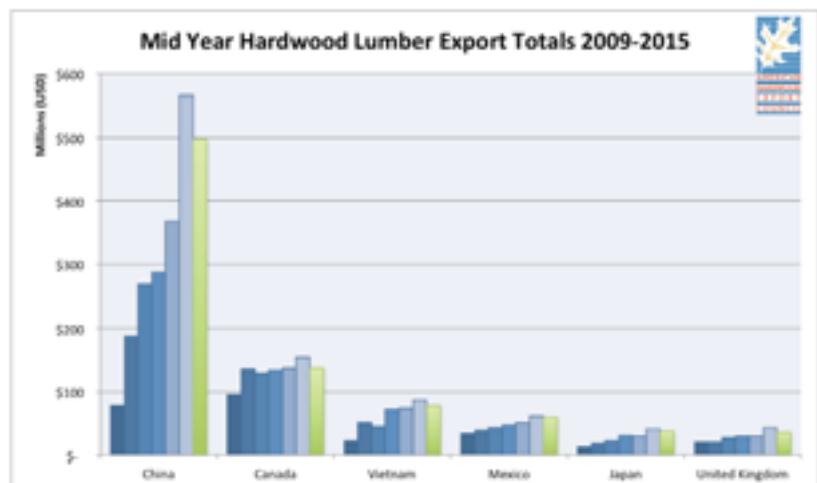


Fig. 2 Jun-Jun Export Totals 2009-2015

of the RMB will likely lead to a year-end export value under last year's record total, and losing growth in our most important market will no doubt be disappointing to the industry. However, the totals we are seeing this year across the board are evidence of a globally competitive product that is being affected by other factors, including the strong dollar and high production levels last year. Even with the struggles the industry has seen so far, if the pace of exports set in the first half of the year continue, 2015 will be the 2nd best year of hardwood lumber exports ever. ■

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Hermitage - Continued from page 4

faced or ripped, we provide that. We offer sorted widths, selected widths and lengths, ripped one edge or two, whatever the customer desires."

He continued, "We like to think that we search deeper to find out exactly what the customer needs. We want to know the issues that they face and provide them lumber solutions to meet or exceed their expectations."

With a heavy international focus, Boles and the Hermitage marketing team travel on a regular basis to develop and maintain those relationships. "The success of our international sales, in part, is due to our network of highly respected distributors and agents around the globe. They know our products, and know what the customer can expect load after load," Boles explained. "Being an eastern U.S. producer, the majority of the Appalachian hardwood we ship goes through eastern ports, being Charleston, SC, and Savannah, GA."

Hermitage Hardwood is located on approximately 50 acres and it utilizes about 30 acres, leaving room for future expansion. "Our primary shipping warehouse that we built five years ago gives us the ability to load four containers and multiple trucks simultaneously regardless of weather conditions. The majority of our high-grade lumber is stored in this facility, which provides the room to stage, load and expedite our shipments." The species inventoried are: Ash, Poplar, White Hard Maple, Soft Maple, Red and White Oak, Hickory, Basswood, Cherry and Black Walnut.

"Our customers are large residential and commercial architectural millwork and moulding

Continued on page 19

Hermitage - Continued from page 18

manufacturers, furniture, kitchen cabinet manufacturers and hardwood flooring plants. Our high-grade lumber is going into Appearance grade applications; therefore we are heavy to FAS, and then No. 1 and No. 2 Common products," Boles said.

Hermitage Hardwood is a member of the American Hardwood Export Council, Hardwood Manufacturers Association, Appalachian Hardwood Manufacturers Inc., and National Hardwood Lumber Association, of which Boles participates on one of the committees.

"Our valued customers can rely on us to help them maximize their potential in an increasingly challenging market," said Boles. "We work a fair margin, procure at a reasonable cost and ultimately work to provide our customers and mills with solutions to their problems. The company is committed to consistently providing a wide range of high quality Appalachian hardwoods—on time—as ordered with a quality guarantee."

Key personnel at Hermitage Hardwood include: Parker Boles, Wesley Boles, Steve Gunderson, Jason Dishman, Wilma Love, Lawson Maury, Adam Moran and Andy Dunsmore.

For more information visit www.hermitagehardwood.com. ■

BRADFORD -

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grated with a chipping canter curve saw optimization system, also provided by ASM with USNR software. There's now a Nicholson ring de-barker replacing the original

Rosserhead. That was an easy decision because the Nicholson is a faster piece of equipment that does a better job on frozen logs—a timely choice this winter when the average daily temperature in February was 11 degrees Fahrenheit, with many days below 0."

From a production standpoint, Conolly said, "This mill can easily double our previous capacity because of the change in configuration and breakdown strategy. We have been able to enhance the yield and grade recovery from this timber resource which is predominately Cherry and Maple."

"Our objective is to produce a superior quality product in high value hardwood species, so consistent grading is a key element of our production and marketing efforts," stated Patrick Hennebicque, Lumber/Export Sales Manager, "One of the essential components of delivering that consistency is the design of the inspection stations in our sawmill and sorting lines. We utilize a hands-off design that places the grader in a comfortable physical position with good lighting and no machine control over how long the inspector can take to grade each board. The grader inputs a grade and trim decision only. Mechanical and optical sensors determine size and sort bin. Then tally information is accumulated after trimming by our Lucidyne control system and software. Eleven of our inspection stations have been retrofitted with an identical system for consistency. In addition, daily quality control test packs are re-inspected by the line graders as a group activity to ensure accuracy and inter-grader consistency. We think this represents a comprehensive approach to ensuring product consistency and quality for the customer."

Bradford Forest takes extra

measures to ensure the quality of their lumber including end coating and lumber painting. The company's signature is the orange end paint.

"That's what we're known by at Bradford Forest," Hennebicque said. "It's the ability to establish identity in an import warehouse where your lumber is among all the competitors and the customer can point us out and say, 'that's the one I want, the one with the orange paint.' And that's exactly what we hope they do."

"Another critical area for mill success today is information technology," stated Conolly. "Danzer group made a decision several years ago to implement SAP as our enterprise software platform worldwide. It was a time-consuming and expensive process, but the investment is now paying dividends in terms of our accounting, inventory control and business process capability. Having the ability to provide precise answers to managerial accounting questions on demand enhances timely decision-making in the quickly changing hardwood business environment. Another manifestation of our IT investment, which is paying off in customer service capability, is real-time inventory status capability. Today, our sales team can sit across the desk from their customer and provide immediate data on available inventory and existing orders. They are able to fine-tune not only what the customer wants, but also the deliverability of that lumber, adding real value to the customer relationship. We believe that high quality, consistency and fast, accurate information add up to value for our customers."

Key sales personnel for Bradford include Mike Mitchell, domestic sales manager; Tony DeBock, inside sales and Eastern Canada; and Tonette

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Feiro, sales coordination and administration. At the Shade Gap, PA, dry-ing operation doing business as Interforest Lumber, Curt Calhoun is sales and export manager, Don Peterson manages domestic accounts and Stephanie Covert takes care of sales administration.

"From a sales point of view, we have a very deep team with many decades of experience," Conolly said. "Patrick has been with the Danzer organization for almost 40 years. He's the only man left in Bradford that was one of the pioneers. Patrick has seen it all and done it all. His insistence on quality, grading accuracy, and consistent product is a basic element of our success. We have a very strong operations team and close working relationship at both facilities. The Bradford Forest/Interforest Lumber reputation and sales program success belongs to the total team."

Looking towards the future, Conolly noted, "There is a feeling of renewal here with this new sawmill. We hope that it's going to be the instrument that takes us through the next 20 years. Going forward we have more plans for updates, as for now, we're going in the right direction."

Bradford Forest is a member of the National Hardwood Lumber Association, American Hardwood Export Council, Penn-York Lumbermen's Club, Indiana Hardwood Lumbermen's Association, Wood Components Manufacturers Association and the New England Kiln Drying Association. Currently, Bradford Forest maintains approximately 60 percent of its business in the U.S. and Canada, and exports the remainder. The com-

pany has continuously serviced international customers worldwide since 1989.

For more information visit www.bradfordforest.com. ■

Exporters/Importers - Continued from page 1

David Boythe

Lawrence Lumber Co. Inc.

Minden, North Carolina

"In recent weeks we have experienced dramatic drops in pricing and volume. In fact, some kiln-dried prices are one-half of what they were six months ago. Our customers include distribution to China factories, Europe, Thailand, Vietnam factories, U.S. moulding manufacturers and distribution.

We primarily export lumber in these species: Ash, Poplar, Red and White Oak and Walnut. All these items are selling, but not as briskly as in the past.

The primary challenges we have had to face this year involve limited space on containers for shipping and phytosanitary restrictions in Europe."



Ryan MacMaster

Argo Fine Imports

Mandeville, Louisiana

"As importers, Argo has done business with many large plywood manufacturing mills around the

world for over 25 years. These mills' locations include Indonesia, Malaysia, China, Mexico, Brazil, Ecuador and South Africa.

Argo imports a wide variety of plywood, veneers and platforms, Engineered Panel Products (MDF, HDF, OFB), lumber core, and flooring underlayment.

A few of the vast variety of species Argo offers from our plywood mills all over the world range from Meranti/Luan, Birch, Okume, Poplar and Melapi, as well as such exotic species as Red Oak, Maple, Cherry, Mahogany and Agathis/Mersawa. These species are imported from Indonesia, Malaysia, South Africa, China, Ecuador, Brazil, and Mexico.

Being a large importer, you will always run into your occasional logistical issues – whether it is delayed shipping vessels from overseas, port congestions (e.g.—West Coast union port strike earlier this year, which cost our tax payers millions of dollars per day) or high cost inland freight rates due to truck shortages or high gas prices.

Currently, the import plywood industry is facing a potential 8 percent Competitive Need Limitations duty on all imported plywood from Indonesia that is no greater than 6 millimeters in thickness. This is being proposed by the United States Trade Representatives on all import plywood that meet their above specifications, that is due to arrive into the country, on or after October 1st, 2015. This duty will not be retroactive like the Gener-



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