



WWPA Explores Industry Growth, Market Stability

Photos By Wayne and Zach Miller

Palm Springs, CA—The Western Wood Products Association (WWPA) met here recently at The Westin Mission Hills Golf Resort & Spa in observance of the association’s annual meeting, and welcomed 250 in attendance.



Steve and Debra Swanson, Swanson Group, Glendale, OR; Steve and Sally Killgore, Roseburg, Roseburg, OR; and Scott and Shelly Elston, Forest City Trading Group LLC, Portland, OR

WWPA’s event began with a kickoff reception, followed the next day by a game of golf and an exchange show. Ad-

ditionally, the WWPA provided its economic forecast to membership, followed by a board of directors meeting, which closed the event.

WWPA Chairman Steve Zika, with Hampton Affiliates, opened the meeting. He noted that many positive signs exist for the lumber industry, such as the resurgence of lumber demand in California and other key areas, although sales prices “have been hammered,” he added, and many lumber manufacturers have experienced an over-supply of lumber while demand has trailed. Zika explained that the deflated Canadian



Mike and Dawn Holm, Oregon-Canadian Forest Products Inc., North Plains, OR; and Shanell and Grant Phillips, Collins, Wilsonville, OR

Additional photos on pages 12 & 14

Continued on page 32

American Hardwoods Shine At Hoa Mai Furniture Design Competition

By Michael Buckley

Ho Chi Minh City, Vietnam—In Vietnam the “Hoa Mai - Apricot Blossom” 2015-2016 Furniture Design Competition was keenly anticipated by many people interested in this competition when 238 entries were submitted in the



The chairman of the Handicraft and Wood Industry Association of Ho Chi Minh City, Nguyen Quoc Khanh (right), thanks John Chan, the regional director for the American Hardwood Export Council, for AHEC’s support during the recent Hoa Mai Furniture Design Competition.

first evaluation round last December. The competition is organized by the Handicraft and Wood Industry Association of Ho Chi Minh City (HAWA of HCM) and is supported by the American Hardwood Export Council (AHEC) and Hafele. The winners were announced and displayed last month at the opening ceremony of the Viet-



HAWA Chairman Khanh considers an entry on display.

Additional photos on page 14

Continued on page 10

Surfaces Introduces New Educational Programs At 2016 Show

Photos By Terry Miller

Las Vegas, Nevada—Estimated attendance was set at 25,000 for the recent 2016 International Surface Event (TISE)- SUR-

FACES! StonExpo/Marmomacc Americas ITile-Expo, which recently wrapped up four consecutive days during this annual event that spotlights the newest products, hands-on demos, trends, key



Glenn Miller, Laura Mullins, John Nichols and Heath Chamberlin, Graf Bros. Flooring & Lumber, South Shore, KY

Additional photos on page 27

Continued on page 10

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Who's Who in Import/Exports



Tony Butterfield

Tony Butterfield recently joined the sales team at **Pollmeier Inc.**, headquartered in Portland, OR. Pollmeier is a manufacturer of value-added German Beech lumber products. The company operates three of the largest hardwood mills in Europe, with a combined annual production capacity of 200 million board feet. Lumber is offered in 3/4 to 12/4 thicknesses, 6-foot to 11-foot lengths, kiln-dried to 6 to 8 percent, sanded with 36 grit, well edged and trimmed.

Added-value services include width sorts, 13 separate grade and color sorts as well as ripped-to-width strips in each grade available on request.

Pollmeier operates five just-in-time warehouses and ships to the U.S. weekly to ensure a consistent product supply. The company is also a member of the Programme for the Endorsement of Forest Certification and is Forest Stewardship Council certified.

Continued on page 37

Hector Dimas is the sales manager for Latin America at **Boise Cascade Co.**, located in Boise, ID. Boise Cascade is one of the largest manufacturers of engineered wood products in North America. It operates 31 distribution centers in the U.S. The company is a major importer of high-end panels from Chile (Film Faced, MDO and HDO) and Brazil and Uruguay (CD, CC, C+C and BC). These products have special applications in mega-projects such as the expansion of the Panama Canal and other government and private infrastructure projects including subways, stadiums and hospitals.



Hector Dimas

Boise Cascade's international business unit offers approximately 50 products outside the U.S., including Ponderosa Pine, Southern Yellow

Continued on page 36



Steve Jones

Steve Jones is president and director of export sales for **Ron Jones Hardwood Sales Inc.**, located in Franklin, PA.

Ron Jones Hardwood Sales is an exporter of domestic hardwood species, including Black Cherry, Red and White Oak, Hard and Soft Maple, American Beech, Basswood, Hickory, Poplar, Yellow Birch, Ash, Black Walnut and Red Elm (FAS/1F, Selects, No. 1, No. 2A and No. 3A Common, 4/4, 5/4, 6/4, 8/4 and 10/4).

Jones graduated from Union City Area High School, located in Union City, PA, in 1984 and went on to attend Pennsylvania State University, located in State College, PA, where he graduated with a business degree in 1988. Jones also obtained his Hardwood Lumber Inspector Certificate in 1988 from the National Hardwood Lumber Association Inspector Training School.

Ron Jones Hardwood Sales is a member of the Penn-York Lumbermen's Club, Pennsylvania Forest Products Association, Indiana Hardwood Lumbermen's Association, Wood Products Manufacturers Association, Appalachian

Continued on page 15

Nicholas Bisaccia recently joined the export sales team at **Bingaman & Son Lumber Inc.**, headquartered in Kreamer, PA.

Bingaman & Son Lumber owns and operates five hardwood manufacturing facilities in Pennsylvania and specializes in producing consistent color and quality hardwood species native to the Northern Appalachian mountain region. Species include Ash, Cherry, Hard and Soft Maple, Hickory, Poplar, Red and White Oak and Walnut. Products offered include logs, lumber, strips, scantlings, dimension, glulam and thermo-treated wood.

Bingaman's products are European Union Timber Regulation compliant and all five production locations are certified by the Forest Stewardship Council and the National Hardwood Lumber Association, as well as being compliant with "Controlled Wood" and Sustainable Forestry Initiative schemes proving "legal origin" and "best management practices."



Nicholas Bisaccia

Continued on page 37

Busy Spring For AHEC

The American Hardwood Export Council has a full slate of activities planned for 2016, including five "American Pavilions" and two AHEC Regional Conventions. Our spring schedule is particularly busy, with seven Asian trade shows held in March alone! At these shows the AHEC team had a booth and worked to educate the local market on how to order lumber, as well as the unique sustainable and environmental benefits of specifying U.S. hardwood lumber.

Kicking off the month of April, AHEC has an American Pavilion at Dubai Wood Show in the UAE. Dubai Wood is the flagship convention for the Middle East and brings in buyers from all over the region. Unquestionably the most important show of the year for the Middle East and Africa, U.S. hardwoods are strongly represented at the Dubai Wood Show with 19 U.S. company booths and a flagship AHEC space.

In March, John Chan and Sharon Shek from our China and Southeast Asian office attended two trade shows in Kuala Lumpur, Malaysia, an expanding new market for U.S. hardwoods. First, they attended the Malaysia International Furniture Fair, followed by the Export Furniture Exhibition. Malaysia is currently the 12th largest market for U.S. hardwood lumber in the world, buying over \$18 million in 2015. The large majority of that wood is White Oak, followed by Yellow Poplar and Walnut, all used extensively in furniture making.

Also in March, the 5th Annual SingaPlural design show in Singapore took place. This show is a cornerstone of the design and architecture

Continued on page 11



Washington Scene

USDA Initiative Restores Forests, Reduces Wildfire Threats Through Partnerships To Invest Over \$51 Million In 2016

USDA Under Secretary for Natural Resources and Environment Robert Bonnie recently announced a federal investment of over \$40 million for restoration of forests near growing communities to reduce wildfire threats, protect water supplies, improve wildlife habitat and support rural economies. This is the third year of the Joint Chiefs' Landscape Restoration Partnership between the U.S. Forest Service and the Natural Resources Conservation Service (NRCS) to improve the health and resiliency of forest ecosystems where public and private lands meet.

"The health of our forests and our rural communities very often go hand in hand," Bonnie said. "USDA works with other public and thousands of private landowners through a range of programs and partnerships to decrease the threat of wildfire, restore forest habitat and increase economic and other opportunities for the families and businesses that make their homes near woodlands."

Bonnie unveiled 11 new Joint Chiefs' projects totaling \$7 million for 2016 and committed additional investments totaling nearly \$33 million in 27 projects launched in 2014 and 2015. Local partners plan to invest up to an additional \$11 million in financial, technical and in-kind assistance for the 38 projects.

Among the 2016 projects Bonnie highlighted are:

Continued on page 11

EIA Welcomes U.S. Announcement To Verify Timber Legality Under U.S.-Peru FTA

Washington, District of Columbia—The Environmental Investigation Agency (EIA) has announced it strongly supports recent actions by Peruvian officials to conduct enforcement initiatives against illegal timber operators. In addition, EIA is pleased that Peru's international trading partners are expressing heightened concern and supporting Peru's still nascent efforts to actively combat illegalities and protect Amazonian forests. After many reports of illegalities in Peruvian timber exports, and with Inversiones La Oroza as one of the companies repeatedly named, EIA welcomes this announcement that the United States will seek verifications of legality for this company's exports under the U.S.-Peru Free Trade Agreement (FTA).

EIA requested such verifications under the U.S.-Peru FTA in its April

Continued on page 15

Table of Contents

FEATURES:

WWPA.....1
 Hoa Mai Furniture Design Competition.....1
 Surfaces 2016.....1
 Simon Lussier Ltd.....4
 Argo Fine Imports.....6
 Savimex Corp.....7
 NAHB holds Int'l. Builders Show.....9

DEPARTMENTS:

Who's Who in Imports/Exports.....2
 AHEC News.....2
 Washington Scene.....2
 U.S.-Peru Timber FTA.....2
 IWPA News.....3
 Business Trends Abroad.....19
 Stock Exchange..... 22 & 23
 Business Trends Can., Hardwoods.....25
 Business Trends U.S.A., Hardwoods.....29
 Newswires.....33
 Import/Export Calendar.....36
 Obituary.....37
 Advertisers Index.....38
 Classified Opportunities.....38
 U.S. & Canadian Softwood Forest Products
 Export Suppliers.....38 & 39



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Due Care Training Your Company Can Use

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



Consistent readers of *Import/Export Wood Purchasing News* know that IWPA has been working for several months to develop a due diligence training course that seeks to help wood products importers understand the tools and resources that are available to help them meet their compliance responsibilities. After nearly a year, and with the steadfast support of IWPA members and with help from the World Resources Institute and the U.S. Agency for International Development, we are excited to announce that we are now accepting registrants for the first classes this summer.

The one-day course will be held across the country this summer first on May 24th in Pomona, California, May 26th in Portland, Oregon, June 21st outside Chicago, Illinois, August 23rd in Atlanta to coincide with IWF, and September 21st in Alexandria to coincide with the IWPA Mid-Year Member Meeting. Look for registration information in your in-box or reach out to Joe O'Donnell by e-mail at Joe@IWPAwood.org to inquire about a specific date.

We understand that in a perfect world we would be able to deliver a one-size-fits-all simple solution that allows importers to easily institute a complete due diligence plan and move on to other pressing matters. Unfortunately the imported wood products industry is too varied and too complex for that to be a realistic option. Instead our course will teach compliance professionals how wood products-specific laws and regula-

tions, such as due care under the Lacey Act, CARB and EPA formaldehyde emissions limits, and CITES requirements can dovetail with all of the other com-

Continued on page 15



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Consistency Is Key For Simon Lussier

By Terry Miller

Blainville, Quebec—Though a lot has changed in 78 years, Simon Lussier Ltd., a distribution/concentration yard located here, has built their long-standing business following a proven recipe for success, according to General Manager Mario Lussier. Their continued commitment to providing a consistent product has made them a notable player in the hardwood and White Pine distribution and export business.



Simon Lussier's Mirabel production team.

In 1938, Simon Lussier was forced to change occupations from working at a dairy farm due to allergies. He borrowed \$500 from an acquaintance named Joe Provost which allowed him to start buying logs, have them manufactured at the sawmill and custom kiln-dried. His specialty was 10/4 Hard Maple Heel Stock and that is how the company that bears his name began.

“We market a very consistent product and provide excellent service before and after the sale. We have a large lumber inventory on hand and we respect our engagement on the promised date of delivery. We use the same recipe for success every time.” –Mario Lussier, Simon Lussier Ltd.

Fast-forward to today, the company he started is still family-owned and operated and is selling about 15 million board feet of Northern Appalachian hardwoods primarily No. 2 Common

and Better per year. Hard Maple 4/4 through 8/4 is their top seller, though they have some 10/4 and 12/4. This is followed closely by Yellow Birch in 4/4 through 12/4, then White Birch. In White Birch, the company only offers 4/4, but they are a favorite source of the product for customers in Japan because it is lighter in color than they can find anywhere else, so much so that they have given it the nickname “Snow Birch,” according to Mario. Simon Lussier Ltd. also handles Red and White Oak, Walnut, White Ash, Basswood, Aspen, Soft Maple and Cherry 4/4 through 12/4 and some exotics like African Mahogany and Spanish Cedar. “The Walnut share of our market is increasing year to year. Last year was probably the strongest year that we’ve had in Walnut 4/4 through 8/4, No. 2



A load of upper grade White Birch being loaded for a kitchen cabinet manufacturer.

Common and Better,” he said. In softwood, they carry White Pine for distribution in the local market.

These products are exported to 20 different countries and from

Toronto up to the Quebec border to about 800 active customers. The company’s customers include a combination of distributors, wholesalers and also end users, specifically for cabinet, millwork and furniture manufacturers as well as stair builders. Most of Simon Lussier Ltd.’s bigger or-



From left to right: Mario Lussier, general manager; Jean-Pierre Lussier, chairman of the board; Mathieu Lussier, export sales manager

ders are shipped by common carriers, though they do have small trucks for local deliveries.

To ensure that customers receive a high quality product, Simon Lussier takes extra measures in the way they handle their lumber. They use nothing but Breeze-Dried sticks and end wax their lumber with a product from U-C Coatings, of Buffalo, NY. Additionally, added-value services to customers include sorting for Hard Maple, Red Oak and Yellow and White Birch on color, length and width.

The company’s two facilities, located in Mirabel as well as Blainville, have a total dry kiln capacity around a million board feet a month and can maintain four million board feet in inventory. Simon Lussier Ltd. has 500,000 board feet of covered air drying capacity under T-sheds to protect their light colored species at their Mirabel location. This location is



Pictured is Simon Lussier's state-of-the-art grading chain capable of inspecting and stacking over 200,000 board feet per shift in a week.

fairly new as the ribbon-cutting ceremony was “the 6th of November

(2014), which happens to be the birthday of my grandfather, the founder, Simon,” Mario said. The new concentration yard is situated on a million square feet and “the design of the yard is much more efficient since our kilns here are located in the middle of the property,” he said. This results in less time being spent handling the lumber. At this location, the company’s drying capacity is more than 280,000 board feet per kiln charge using eight doors each with 35-to-40,000 board feet.



Shown here is 4/4 No. 1 Common White Birch being stacked for the kilns.

Additional photos on page 16

Continued on page 16

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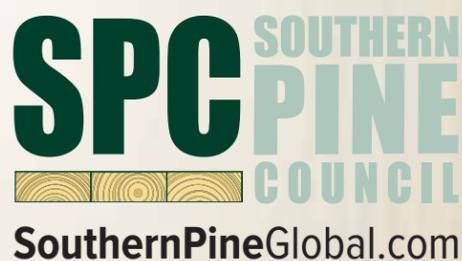
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Argo Fine Imports' Next Generation Continues Tradition Of Excellence

By Wayne Miller

Mandeville, Louisiana—Don MacMaster founded Argo Fine Imports, located here, 28 years ago with the singular mission to provide customers with the finest selection of plywood from around the world, and at a competitive price. MacMaster also set a high standard for his company to meet in regard to personalized customer-oriented value-added services from sale to delivery.

He feels his approach has established Argo Fine Imports (AFI) as a



Don and Robert MacMaster visit one of AFI's plywood suppliers in Samerang, Indonesia – Kayu Lapis.

leader in its field. Today, while MacMaster continues to provide guidance for the company in his role as president, AFI is undergoing a transition as the next generation of MacMaster's assumes leadership roles.

Don MacMaster explained, "I have each of my three sons involved in the purchasing side of our business as well as the sales side because if you



Robert and Don MacMaster are pictured sourcing Meranti logs in Indonesia.

are going to have a pulse for the market, you have to be involved in both of those areas, or you won't get a proper feel for the market. Because of the training Kenny, Robert and Ryan have received, I could leave tomorrow and everyone we do business

with knows a leader would still exist here at Argo. From the banks to the mills to our customers, Argo would not skip a beat. I am confident of that."



Robert MacMaster (left), Kenny MacMaster (middle), and Ryan MacMaster (right) have fun with customers outdoors alligator hunting in South Louisiana.

Currently, Kenny MacMaster handles the majority of issues pertaining to certifications (Argo is FSC certified), regulations, and serves on the executive board of directors for the International Wood Products Association. Robert MacMaster primarily oversees Argo's day-to-day operations, such as import purchasing/sales, container logistics and negotiations between various shipping lines and whatever else may arrive on that given day. Ryan MacMaster currently co-manages purchasing and negotiation of Argo's plywood suppliers in Indonesia, as well



Pictured at Argo Fine Imports (AFI), located in Mandeville, LA, are Don (middle, seated), Kenny (left), Ryan (middle), and Robert (right) MacMaster – three sons to continue the Argo legacy that father Don MacMaster started in 1993.

as plywood sales and their FSC product lines.

"In regard to sales, we each take care of our own customer base," Ryan said. "Each one of us is in charge of courting our own customers, striving to meet their needs, shipping, and day-to-day requests. From the purchasing side of the business,

while our father continues to negotiate with the mills, Kenny, Robert and I do so as well. We buy from various mills, so whether it's located in Indonesia or Malaysia, we each are responsible for placing our own orders with the mills and ensuring that it is produced and shipped here within three to four months, or whatever the designated timeframe may be. This works well for us; we each have our own spot in the chain of the business flow, and we also know each step in the processes that keeps our company operating smoothly."

"Because of the training Kenny, Robert and Ryan have received, I could leave tomorrow and everyone we do business with knows a leader would still exist here at Argo. From the banks to the mills to our customers, Argo would not skip a beat. I am confident of that."

—Don MacMaster, Argo Fine Imports



Argo's Chris Paras (far left) and LeRoy Otteson (right) are shown sourcing veneer, platform and core stock in Africa.

Kenny added, "It's a united front. We get along really well and at the end of the day we are all strong in different areas, which is a good thing. To us, it is not a competition. We each want to see the company grow and do what is in the best interest of Argo Fine Imports and its customers."

That commitment to customer service is what sets Argo Fine Imports apart from its competitors with a strong administrative staff, explained Robert. "We don't just sell plywood; we sell service and we sell know-how. We do program selling at its best, and we realize that our plywood suppliers are our lifeline. There are many factors that can impact those relationships we have with overseas suppliers – such as market changes, currency fluctuations, government issues. So when we partner with those suppliers, it is our responsibility to do a good job for our supplier and make sure they continue to thrive and do the natural things they need to do, such as reforestation. And if you do that as a company, then you have a good relationship with companies like Kayu Lapis in Indonesia, which operates major plywood mills. We've been purchasing from them since 1983, and we've been their biggest customer in the U.S. since 1993."

Like Argo Fine Imports, which is transitioning into the next generation of leaders, so are many companies with whom AFI has held long-term relationships. Kenny explained, "Most suppliers we have relationships with

Additional photos on page 17

Continued on page 17

Savimex Corp. Makes Successful Transition From State-Owned To Private Enterprise

By Michael Buckley



Thu Pham, sales manager for Savimex Corporation of Ho Chi Minh City, Vietnam, displays a chart representing the broad range of solid hardwoods used in products manufactured by the company.



Savimex procures a variety of American hardwoods and incorporates both solids and panels in their products.



Attention to detail and quality has helped define Savimex as a leader in furniture manufacturing in Vietnam. This photo focuses on the detailed cut of a corner in a table that the company made from solid American Oak.



Pictured are solid wood American Cherry component parts ready to be used in Savimex furniture products.



Pictured are Savimex employees putting finishing touches on solid hardwood tabletops.



Stacks of American Walnut lumber are shown here in stock at Savimex.

Ho Chi Minh City, Vietnam—This is the story of a Vietnamese government-owned corporation that has successfully made the transition to a private furniture manufacturer, now run by foreign owners. Savimex Corporation was founded

Savimex products incorporate solid wood, ranging from American Oak, Ash, Alder and Tulipwood to local Acacia and Rubberwood.

in 1985 to export furniture to Japan. This was a strategic move to develop a market which, at the time, was considered more open to Vietnamese products than markets in the U.S., Europe and

Continued on page 18



Kiln-dried American Ash lumber comprises a significant portion of the inventory at Savimex.

A staff of more than 1,600, including 120 engineers, manufacture products from Savimex Corporation's 90,000 square meter facility in Ho Chi Minh City.



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Building Industry Leaders Gather In Vegas At IBS

Photos By Terry Miller



Joe Olma, Heartwood Carvings Inc., Eugene, OR; Doug Martin, Pollmeier Inc., Portland, OR; and Tim Wooley, Pollmeier Inc., Little Rock, AR



Mark Challinor, Thermory USA, Wilmette, IL; Hernan Santarcangelo and Ariel Villella, Atelier International LLC, Miami, FL



Jenny Carlson, Marvin Windows & Doors, Warroad, MN; Terry Miller, Import/Export Wood Purchasing News, Memphis, TN; and Brenda Brunk, Marvin Windows & Doors



Craig Combs, PPG Machine Applied Coatings, Medford, OR; Patrick Hanulak, PPG Machine Applied Coatings, Pittsburgh, PA; and David Jeffers, PPG Machine Applied Coatings, Raleigh, NC



Kenny Bernstein, Mid-State Lumber Corp., Branchburg, NJ; Jim Cline, Trex Co. Inc., Winchester, VA; and Gary Bernstein, Mid-State Lumber Corp.



Denny Huston, Boise Cascade Engineered Wood Products, Boise, ID; John Broomell, LMC, Wayne, PA; Dan Carver, Builders First Source, Dallas, TX; and Jeff Dracup, Boise Cascade-BMD, Boise, ID

Las Vegas, Nevada—The National Association of Home Builders (NAHB) recently held the three-day 2016 International Builders' Show® (IBS) at the Las Vegas Convention Center, which hosted more than 500,000 net square feet of exhibits.

Discover The Building Universe was the theme to this year's IBS. The Builders' Show, as part of Design & Construction Week® (DCW), featured the co-location of IBS and the National Kitchen & Bath Association's

Continued on page 19



Eileen Liu, Linhai Xinhe Import & Export Co. Ltd., Linhai City, Zhejiang, China



Joel Roberts, Lincoln Windows, Chicago, IL; Gregory Closner, Lincoln Windows, St. Paul, MN; and David Closner, Lincoln Windows, Rapid City, SD

Eric Schroeder, Kolbe Windows & Doors, Wausau, WI; and Tim Christopherson, Kolbe Windows & Doors, Oklahoma City, OK



Additional photos on pages 27 & 28

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HOA MAI – Continued from page 1

nam International Furniture Fair (VIFA), held here.

Increasing demand by promoting American hardwood to designers, especially young ones, has been a long-term strategy of AHEC for more than 20 years throughout Asia. Supporting design competitions in Japan, Thailand, Indonesia, Singapore and Vietnam has seen strong interest by the media, manufacturers, local industry and design associations.

Presently, there are many established designers using American hardwoods who first entered an AHEC-sponsored competition along the way.

John Chan, AHEC's Regional Director based in Hong Kong, commented, "Acceptance of American material by the design community throughout Asia is an integral target of our promotion program, inspiring designers and manufacturers to consider the aesthetic and environmental benefits of sustainable hardwoods from the U.S."

The Hoa Mai Jury, consisting of Vietnamese specialists, several expatriates working in Vietnam and one overseas judge from HCM, selected a short-list of 24 entries for the final round. The three main categories were a chair or table or some form of modular furniture. The criteria against which the judges made their decisions were Functionality, Marketability, Aesthetics, Creativity and Eco-friendly. It should be stressed that the judging was not based on manufacturing quality, often outside the control of young designers. Each short-listed entrant was then required to produce a prototype predominantly in American hardwood material, pro-

vided by the U.S. hardwood industry. In preparation, a seminar was held last December to provide information on technical and environmental aspects of American hardwoods. This year American Tulipwood (Yellow Poplar) was the main material selected with some Ash and Walnut also used. HAWA acknowledges that for designers to succeed, it is essential to understand the material with which they are designing. The competition now includes mentoring by six commercial manufacturers who offer their facilities as part of the program to produce prototypes.

The timetable for the process from selection at the end of December to final presentation to the judges in early March was short, awakening designers to the realities of commercial life and the need to meet deadlines as well as overcoming the practical issues of converting designs on paper to final product. All 24 short-listed candidates presented their prototypes to the final jury of 13 judges last month in Saigon – the day before the VIFA show and three winners (1st, 2nd and 3rd) were chosen and five were awarded special "Honor" consolation prizes – one for each criteria - no mean feat from the original 238.

Winners were presented by John Chan of AHEC at a ceremony, attended by Nguyen Quoc Khanh, Chairman of HAWA and other local dignitaries. The winner was 28-year-old Huynh Tan Anh Tuan with his "Workspace" in White Oak; second was "Yak Table" in Tulipwood; and third was "Earth Table" with a combination of Walnut, Ash and Tulipwood, so called as the tiny components were re-cycled offcuts. Other "Honor" consolation prizes went to five more of the entries.

Commenting on the standard of entry this year, Singapore-based judge Michael Buckley said, "Each year we see improvements in the overall

standard entry. Of course there are always some that do not measure up and some that may be impractical, but clearly there is a will by many young Vietnamese designers to combine contemporary furniture with Vietnamese style and flavor, which will succeed commercially." The importance of this latest competition is the engagement by manufacturing companies to close the gap between ideas and practice. The 24 pieces were prominently displayed at the Vietnam International Furniture Fair (VIFA) and AHEC given full credit for its support. ■

SURFACES – Continued from page 1

manufacturers and industry suppliers, along with education and networking. Surfaces/TISE brings together buyers and sellers from all over the world to view the latest products, trends, services and technologies.

Every year, Surfaces/TISE attracts fabricators, installers, architects, designers, builders, kitchen and bath specialists, retailers, distributors, landscape architects, restoration professionals, general contractors, quarries, and more.

Industry suppliers showcase the latest in the flooring industry, including hardwood products, carpet, stone products, alternative surfaces, laminate, tile, machinery, services, tools and accessories.

This year, the event offered a new educational program entitled IGNITE, which featured a multitude of sessions specifically designed for TISE attendees. Additionally, attendees benefitted from live, on-floor demonstrations and hands-on training. As a bonus value, many sessions offered in the educational program each

Continued on page 11

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SURFACES – Continued from page 10

year qualify for industry certifications.

Attendees at the 2016 show also had a chance to earn the recently created TISE Masters Certification. TISE is comprised of Surfaces, StoneExpo/Marmomacc Americas and TileExpo. Beginning in 2012, attendees who completed eight hours of coursework during any given annual show, automatically qualify to earn a Masters Certification.

Certifications are offered in focused studies, such as business/retailing/business management, installation, stone fabrication, sustainability and design/trends.

To learn more about Surfaces, visit online at www.tisewest.com. ■

AHEC NEWS – Continued from page 2

scene in Southeast Asia, and our booth at the show highlighted some of our past projects with U.S. hardwoods. Overlapping with this show was the International Furniture Fair Singapore.

Our only scheduled trade show for Vietnam is the VIFA Furniture Show. The Vietnamese market has truly blossomed in the past five years, and now, as our third largest export destination behind China and Canada, is beginning to establish itself as a more mature market. This will be reflected in our marketing over the next year, as our booth space at VIFA showcased selected works from a local student design competition using American hardwoods. These design competitions are a low-cost way to

exhibit new uses and trends in hardwood furniture as well as educate the next generation.

At the end of March our focus turned back to China for the DOMOTEX Asia and Interzum Guangzhou exhibitions. Our largest trade show event of the year was at our “American Pavilion” of 28 U.S. companies at Interzum Guangzhou. The Interzum show in Southern China has proven to be a consistent source of knowledgeable buyers and the preceding DOMOTEX Asia show in Shanghai was an excellent barometer of the flooring industry. ■

WASHINGTON SCENE –

Continued from page 2

California – Trinity Community Protection and Landscape Restoration Project: Over the past decade, fires have burned over 300,000 acres in the southern part of the Klamath-Siskiyou Bioregion, continually threatening local communities, wildlife habitat and watershed. This project supports the ongoing work of local partnerships to protect communities from wildfire and restore ecological processes, while also enhancing habitat for at-risk species.

Louisiana – Longleaf Pine Partnership Project: This project will implement cross-boundary restoration to expand the continuity, health and resiliency of the Longleaf Pine ecosystem on U.S. Forest Service, U.S. Department of Defense and private lands, and will reduce the threat of wildfire to local communities and provide water quality protection.

Tennessee – Joint Watershed Restoration Project: This project will help improve water quality and the resiliency of the forest ecosystem and at-risk aquatic ecosystem in an area spanning 1,328,733 acres by focusing on outreach and

education, reducing sediment loads, improving water quality, removing non-native invasive species, restoring riparian forests, increasing flood resiliency and aquatic organism passage, improving wildlife habitat, and improving forest management through private landowner assistance.

Since its start, \$104 million has been invested through USDA’s Joint Chiefs’ Landscape Restoration Partnership to reduce wildfire threats to communities and landowners, protect water resources, and improve habitat for at-risk species. Summaries of all projects selected can be found on the NRCS website, at www.nrcs.usda.gov. ■

Chief Tidwell Shares Strategic Goals And Budget Priorities For Forest Service

In testimony recently before the House Interior Appropriations Committee, U.S. Forest Service Chief Tom Tidwell offered his unwavering support to Congress for their efforts to find a long-term solution that addresses the growing problem of paying for catastrophic wildfires. Funding has not kept pace with the cost of fighting wildfires.

“Our primary budget priority remains finding a way to fund growing fire suppression costs without further eroding resources for restoration, water, recreation and other management priorities, and without the need for mid-season transfers,” said Tidwell. “The year 2015 was a record year in terms of acres burned and dollars spent. Based on the 10-year average, historically used to calculate fire suppression funding, the cost for fighting fire increased by \$237 million from fiscal year 2015 to fiscal year 2017. In a constrained budget, no agency can absorb this level of increase in costs.”

Continued on page 13

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Steve Zika, Hampton Affiliates, Portland, OR; Chuck Roady, F.H. Stoltze Land & Lumber Co., Columbia Falls, MT; Kris Zika, Hampton Affiliates; and Mark Porter, Hampton Lumber Sales, Portland, OR



Frank and Chloe Pearson, Contact Industries, Clackamas, OR; and Beverly and Russ Tuvey, Western Wood Products Assoc. (WWPA), Portland, OR



Steve and Sue Ann Barton, Glesby Marks Leasing, Lake Oswego, OR; and John Branstetter, Vaagen Brothers Lumber Inc., Colville, WA



Bill and Adele Barnett, Hampton Lumber, Vancouver, BC; Josh Sawatzky, Spruceland Millworks Inc., Acheson, AB; and Christine and Jack Hetherington, Skana Forest Products Ltd., Richmond, BC



Phil and Mary Jane Duke, Lumberman's Wholesale Distributors Inc., Nashville, TN; and Darcy and Dennis Huston, Boise Cascade Co., Boise, ID



Marc Saracco and Buffy Levy, North American Wholesale Lumber Assoc., Chicago, IL; and Shelly and Scott Elston, Forest City Trading Group LLC, Portland, OR



Joseph McCormick and Mike Hans, Conner Industries Inc., Fort Worth, TX; Laurie Creech, Weyerhaeuser, Columbia Falls, MT; and Jim Krauseneck, Weyerhaeuser, Federal Way, WA



Evelyn Currie and Jim Vandegrift, Bennett Lumber Products Inc., Princeton, ID



P.J. Arling, Arling Lumber Co., Cincinnati, OH; and Alden Robbins, Robbins Lumber Co. Inc., Searsport, ME



Bob and Laurie Mai, Pottlatch Corp., Spokane, WA; and Mark Porter, Hampton Lumber Sales, Portland, OR



Jim McGinnis III, The McGinnis Lumber Co. Inc., Meridian, MS; and Adrienne and Kevin Binam, WWPA, Portland, OR



Eric Schooler, Collins, Wilsonville, OR; and Fritz Mason, Georgia-Pacific Corp., Atlanta, GA



Steve Rigdon, Yakama Forest Products, White Swan, WA; Shelton Coulter, COMACT, Portland, OR; Duane and Debbie Vaagen, Vaagen Brothers Lumber Inc., Colville, WA; and Larry Jellison, BID Group of Companies, Portland, OR



Bruce and Janet Dausavage and Sandy and Scott Hill, Ochoco Lumber Co., Prineville, OR



Josh Sawatzky, Spruceland Millworks, Acheson, AB; and Kent Beveridge, Skana Forest Products Ltd., Richmond, BC

Additional photos on page 14

In fiscal year 2016, however, Congress approved a single-year funding boost for the agency's fire suppression budget beyond the historical formula used for calculating funds. But there is no long-term solution to the funding challenge. This includes both the transfer of funds from other programs to pay for firefighting and the rising costs for fire suppression, which erodes the agency's annual budget for other land stewardship purposes. The U.S. Forest Service is the only federal government agency that is required to fund its emergency management efforts through its regular appropriated discretionary budget.

Meanwhile, the President's proposed overall budget for discretionary funding for the Forest Service totaled \$4.9 billion for Fiscal Year 2017. That is \$787 million less than the FY 2016 enacted level and reflects strategic investments to reduce wildfire threats to communities and maintain forest restoration investments.

According to Tidwell, the Forest Service responds to the many stressors affecting America's landscapes and watersheds by sustaining and restoring healthy, resilient forests and grasslands. The goal is to protect and restore the ability of America's forests and grasslands to deliver all the social, economic, and ecological values and benefits that Americans want and need, both now and for generations to come. The FY 2017 President's budget makes key investments in program areas such as ecological restoration – to treat 4.7 million acres; forest products – to include an anticipated sale of 3.2 billion board feet of timber; the Collaborative Forest Landscape Restoration Program – which will continue 23

existing projects and propose increasing the authorized funding level from \$40 million to \$80 million for future years; and hazardous fuels treatments – with an increase of \$9.1 million to focus on fuels treatment to reduce the risk of catastrophic fire on 1.8 million acres; and suppression – with an increase of \$62.9 million above the FY 2016 enacted level.

According to a statement released by Tidwell's office, the FY 2017 President's budget makes key investments in forest inventory and analysis - with an increase of \$2 million from the FY 2016 enacted level to continue to implement an annual inventory program in all 50 states, the affiliated Pacific islands, Puerto Rico and the U.S. Virgin Islands; land management planning, assessment, and monitoring - through implementing the 2012 planning rule, which promotes a collaborative, science-based approach for planning, monitoring and conducting assessments; and international forestry to help prevent illegal logging internationally, protect U.S. forests from invasive species, support international policy discussions on climate change and the role of forests and grasslands in greenhouse gas mitigation, and bring innovative technology developments to the United States. ■

USFS Reports On Drought Effects

The U.S. Forest Service released a report, Effects of Drought on Forests and Rangelands in the United States: A Comprehensive Science Synthesis, which provides an assessment of scientific research on the impacts of drought on U.S. forests and rangelands. This report will help the Forest Service better manage forests and grasslands impacted

by climate change. Major findings from the report include:

- Forest-based products and values – such as timber, water, habitat and recreation opportunities – may be negatively impacted.
- Drought projections suggest that some regions of the U.S. will become drier and that most will have more extreme variations in precipitation.
- Drought and warmer temperatures may increase risks of large scale insect outbreaks and larger wildfires.

Edited by Forest Service scientists in partnership with Duke University, the document provides a valuable new tool to inform discussion, planning and implementation of adaption strategies for land managers and policy makers. The collaborative effort authored by 77 scientists from agencies and research institutions across the U.S. examines ways to understand and mitigate the effects of drought on forests and rangeland including the 193 million acres of National Forest Systems lands.

Colorado Pine Beetle Outbreak Is Over But New Threat Emerges

The Mountain Pine Beetle epidemic that ravaged Colorado's Pines for two decades is over because most of the vulnerable trees are dead, but a second bug that attacks Spruce trees is spreading, forestry experts recently announced. The Aspen trees are generally fairing well after suffering worrisome die-offs from drought in previous years.

A recent aerial survey done by the U.S. Forest Service and the Colorado State Forest Service showed the Mountain Pine Beetle has returned to pre-epidemic levels after attacking more than 5,300 square miles of forest since 1996.

A related insect, the Spruce Beetle, attacked another 285 square miles

Continued on page 15



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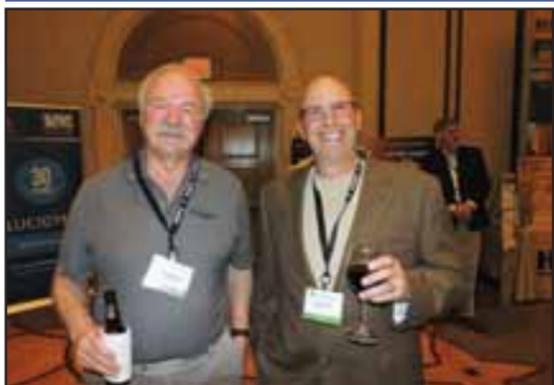
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WWPA PHOTOS – Continued from page 12



John Branstetter, Vaagen Brothers Lumber Inc., Colville, WA; and Patrick Graby, Bennett Lumber Products Inc., Princeton, ID



Alex Rapoport, HALCO Software Systems Ltd., Vancouver, BC; and George Hagopian, Pennsylvania & Indiana Lumbermens Mutual Insurance Cos., Philadelphia, PA



Stacey McCully, Taylor Machine Works Inc., Louisville, MS; Wayne Miller, Import/Export Wood Purchasing News, Memphis, TN; and David Gully, Taylor Machine Works Inc.



Zach Miller, Import/Export Wood Purchasing News, Memphis, TN; Tim Cochran, Random Lengths Publications Inc., Eugene, OR; and Chris Matier, Lucidyne Technologies Inc., Corvallis, OR



Mauricio Bravo, Weston Wood Solutions Inc., Brampton, ON; Rick Ekstein, Weston Forest Products Inc., Mississauga, ON; and Mark Kasper, Amerhart Ltd., Green Bay, WI



Ahren Spilker and Andy Dunham, Idaho Forest Group LLC, Coeur d'Alene, ID; and Paul Owen, Vanport International Inc., Boring, OR



Rick Hicks, WWPA, Portland, OR; Gary Snider, Arch Wood Protection Inc., Kalama, WA; and Steve Nielsen, Diacon Technologies Ltd., Portland, OR

HOA MAI PHOTOS – Continued from page 1



Rock Belden and Gayla Belden, Sierra Pacific Industries, Anderson, CA



Twenty-eight-year-old Huynh Tan Anh Tuan is pictured with his first place signage after his entry made of American White Oak took top honors at Hoa Mai Furniture Design Competition.



At the recent Hoa Mai competition, 238 designers entered. American hardwoods were prevalent in their designs.



Pictured is a prototype made of American Yellow Poplar on display at Hoa Mai's competition.



This table, exhibited under the title "Workspace," is made of American White Oak and won first place in the recent competition.



American Yellow Poplar, Ash and Walnut were used in many prototypes on display at Hoa Mai.

WASHINGTON SCENE – Continued from page 13

of Spruce trees last year for a total of 2,500 square miles since 1996. That was a smaller increase than the year before, according to experts, but it is too early to tell whether the epidemic has peaked.

Spruce forest may recover more slowly than the Pine because Spruce prefer shade and don't do as well in the direct sunlight of a dead forest, experts say.

Oregon Forest Gets \$700K+ In Grants

Forest groups in Central Oregon, Hood River County, the Oregon Coast, Wasco County and the Western Cascades recently received more than \$200,000 to clear standing dead trees and improve forest habitat.

Those groups include timber industry workers, environmentalists, county commissioners, small business owners and others that develop using forest recommendations.

The Oregon forestry department expects to give out another \$500,000 in similar grants within the next few months, according to the *Portland Business Journal*.

The news comes after the announcement that a sustainable tree farm has been sold to a dairy farm and will be fully harvested. ■

WHO'S WHO – Jones –

Continued from page 2

Hardwood Manufacturers Inc., Hardwood Manufacturers Association, National Hardwood Lumber Association and the American Hardwood Export Council.

Jones is director-at-large for the Penn-York Lumbermen's Club and director of inspection services and board member for the National Hardwood Lumber Association. In 2015 Ron Jones Hardwood Sales was a finalist for the Pennsylvania Governor's Export ImPAct Award.

In his spare time Jones enjoys golf, landscaping and spending time with family. He has been married to Danielle for 20 years and the couple has two sons, Nathaniel and Isaac and one daughter, Grace.

For more information visit www.ronjoneshardwood.com. ■

U.S.-PERU – Continued from page 2

2012 petition, which connected Peruvian exporters with timber sourced from concessions with documented illegalities. The same owners and investors from La Oroza and other companies named in the 2012 petition to the United States Trade Representative (USTR) have continued these same harvest and export schemes without any consequences until late last year. This verification action should build upon and support years of supervisory work by the Peruvian Forest Oversight Body, Organismo de Supervisión de los Recursos Forestales y de Fauna Silvestre, and actions over the past two years by the Peruvian Customs and Tax Authority, SUNAT (National Superintendence of Tax Administration), and

the Peruvian Environmental Prosecutor's office, the Federal Emergency Management Agency, (at times in collaboration with Interpol, the United States and authorities of other governments) to seize illegal timber and enforce rule of law.

"It is incredibly important for Peru's forest sector, for those that depend upon the forests and for those that struggle to run legal timber operations in the middle of widespread illegality, as well as for importers and consumers who do not wish to deal in illegal timber, that full support is given to the Peruvian oversight, monitoring and enforcement agencies to ensure that they can successfully prosecute the illegal trade networks," said Julia Urrunaga, EIA's Peru Programs Director. "This request is a good step, but given the current situation, it is important that everyone be verified, not just La Oroza." It was further noted that it is equally important that these newly requested verifications are conducted properly, following due process according to the Peruvian laws and regulations. The verifications must be undertaken in such a way that they do not inadvertently interfere with ongoing administrative and legal processes in Peru related to the shipments in question. ■

– Source: Business Wire

IWPA NEWS – Continued from page 3

pliance tasks that companies complete on a daily basis.

It is also our hope that as more and more compliance professionals complete the course over the coming months an industry-wide class of

Continued on page 16



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compliance professionals will begin to develop and grow. While information about suppliers and marketing plans are necessarily proprietary, and the implementation of one's due diligence plan is specific to each company's position in the marketplace, the universe of due diligence tools and resources is common to the entire industry. We believe IWPA can play a critical role in making sure our members, and the industry as a whole, has access to the latest and most complete information so that companies can make informed decisions about what their plan should include. We also look forward to conducting the course for wood products end users and for overseas producers so that they are able to gain a better understanding of their unique responsibilities.

As you consider what city would be most convenient for you and your staff, we would also encourage you to take a moment to peruse the course resources that are available on our website at www.IWPAwood.org. ■

LUSSIER – Continued from page 4

The company has a team of 40 people on the payroll including seven sales reps. They have three salesmen locally, Serge Dubreuil, Patrice Frigon and Francis Charlbois, dedicated to the manufacturers and visit the customers on a weekly basis. They have Mach Quoc Hung at their office in Vietnam, which is one of their strongest markets internationally,

according to Mario. They also have a sales rep in China, Robin Lu, and one in Italy, Simone Bedin, who takes care of all European sales. Mathieu Lussier is the export sales manager for the company and handles the market in the Middle East.

Simon Lussier has several certified graders on staff, including Mario Lussier who was in the 112th class of the National Hardwood Lumber Association Inspector Training School located in Memphis, TN, that looks at the product green and inspects the product again after kiln dry-



The company has over four million board feet available in 15 different species.



Simon Lussier exports over 250 containers per year, representing almost 40 percent of their sales.

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ing. They even re-grade a third time after surfacing when they deem it necessary.

The company is a member of the Quebec Wood Export Bureau, Penn-York Lum-



Pictured is Simone Bedin, Europe sales representative

bermen's Club, and the New England Lumbermen's Association and has been a member of the



Shown is Mach Quoc Hung, Vietnam sales representative

NHLA for over 65 years.

"We market a very consistent product," Mario Lussier said, "and provide excellent service before and after the sale. We have a large lumber inventory on hand and we respect our engagement on the promised date of delivery. We use the same recipe for success every time."

For more information on Simon Lussier Ltd., visit en.simonlussier.com. ■

ARGO— Continued from page 6

are family businesses, like ours, who have been established for a very long time. While the current leaders of the company are still involved, we are finding more day-to-day business decisions are being handled by the future generations of the founding families. This is all about relationships, whether you are buying or selling to your suppliers or customers. As my dad always says ‘Show me a customer to whom you’re not selling, and I’ll show you a customer you know nothing about.’”



One of the many specialty items offered by Argo Fine Imports is bending Luan, which is pictured here.

The MacMaster’s also share a deep commitment to ensuring that each product they import is meeting governmental standards and regulations. Don said, “Once we have an established relationship with a supplier, it is our responsibility to make sure that product is run according to strict standards. Our representatives actually travel with our customers’

salesmen into the field to ensure standards are being met. When we find a problem with a mill, we go to that mill and we fix it.”



Argo Fine Import’s Robert MacMaster (left) and Todd Wager (far right) are pictured with a lumbercore supplier visiting the RV Hall of Fame in Elkhart, IN.

Additional Argo staff members that collaborate with overseas mills are Chris Paras, who handles African and Brazilian operations while LeRoy Otteson and Todd Wager are also tasked with guiding the company’s endeavors in Brazil, and travels as well into Chile. The MacMaster’s focus is on the Indonesia, Malaysia and Singapore ventures, along with other key personnel at AFI including Buz Clanton and Bob Keep, the company’s flooring and underlayment specialist.

Argo Fine Imports specializes in importing Lauan/Meranti, Hardboard, Virola, Sande, Teco certified Elliottis Pine and also offers American Red Oak and Birch. The company offers product thicknesses ranging from 2.7mm up to 28mm in lengths that include: 72-, 80-, 81-, 90-, 99-, 100-, and 102-inches, as well as standard lengths of 7-10 feet and any specialized lengths requested. All of which can be purchased as 100

percent FSC certified.

Argo Fine Imports offers the option of a programmed inventory for its customers. Don explained, “If we have a customer that has a program with us, then we maintain backup stock for those programs.”

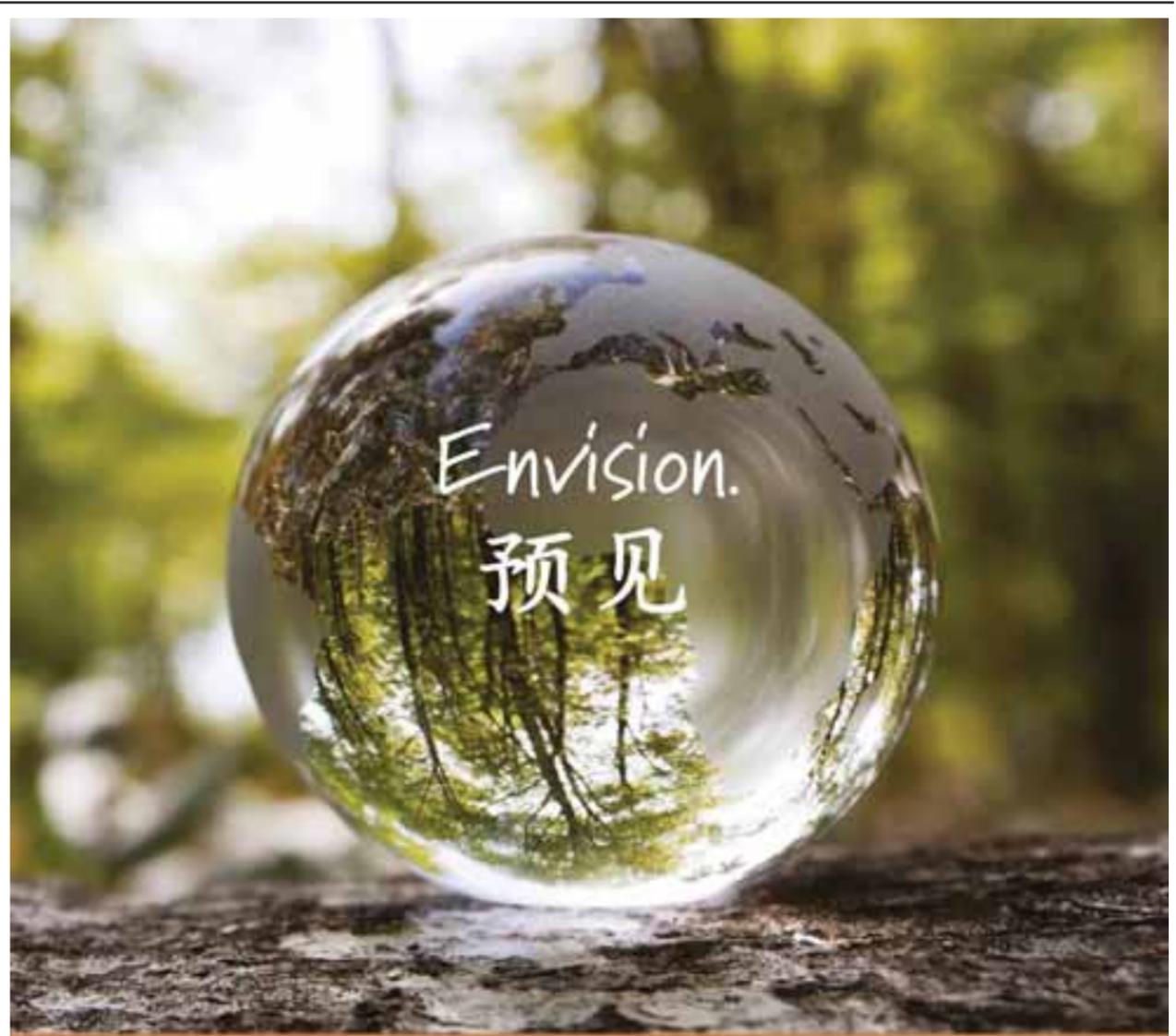


A shipping vessel about to leave port for Indonesia is loaded with plywood from Argo Fine Imports.

To ensure efficient transport of products, Argo trucks products to all major stateside ports. Dan MacMaster, director of transportation, said, “We have been using Chicago as a main hub for easy access to North/South flow of product. Argo ships to most major ports in the U.S. including Camden, Baltimore, New Jersey, Long Beach, Portland, New Orleans, Savannah and Houston. Logistically speaking, an import rule of thumb is: you have to get the product to the closest port of the end user to ensure time efficiency and cost savings. This just comes with knowing what best serves that customer.”

That customer-driven mindset flows strongly through this multi-generational import business, and the patriarch of the family likes to remind the

Continued on page 18



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ARGO – Continued from page 17

next generation of AFI's leaders that what they do is bigger than importing products. Don summed up, "I like to remember that what we do not only impacts the lives of the 19 employees who work so diligently for us, but we also touch families far away. For example, Robert and I visited a mill overseas that employs thousands of people, and on one trip, one of their reps asked me 'do you know your company is responsible for feeding and taking care of over 3,000 people each month because of what you buy from us, which pays their salaries?' I returned to Argo and reminded everyone this is what it's all about. Each day as we continue our endeavors, we must not overlook the fact that families and individuals from around the world are counting on suppliers like Argo. No matter how big or small an order, the chain of supply from beginning to end influences many different industries. Whether it is the mill workers in Indonesia, Malaysia, Africa or our domestic companies here in the U.S., such as inland freight companies, ports, brokers, etc., all depend on us to keep that flow of work going. Wages overseas are so much less than here in America, so when things go bad for them and they lose wages, it is really devastating. From that perspective, Argo, and what we do here, is bigger than ourselves. That is a humbling thought to remember as we move forward and continue to grow with the next generation of leaders."

Argo Fine Imports is a member of the International Wood Products Association (IWPA), CTPAT (Customs-Trade Partnership Against Terrorism), and the Forest Stewardship Council (FSC), which ensures that products come from responsibly managed forests that provide environmental, social and economic benefits.

For more information, please visit www.argofineimports.com. ■

SAVIMEX – Continued from page 7

Korea. That has changed. Savimex was eventually sold to Japanese investors, who subsequently sold it to the Eland Group in Korea, which now runs the company.

Savimex was listed on the Stock Exchange of Ho Chi Minh City in 2002. Since then there are indications that the business has performed better and, under Korean management, in 2015 the share price on the Exchange rose. Savimex today is the furniture manufacturing arm of a

much larger enterprise involved in timber importing, furniture industries, packaging, construction and real estate development. Its most established products for years have been interior wooden furniture and contract furniture for hotels.

Products incorporate solid wood, ranging from American Oak, Ash, Alder and Tulipwood to local Acacia and Rubberwood; and panel products that require the use of substantial quantities of veneer, such as American Cherry and Western Red Alder. Solid Tulipwood and Alder are both used for cabinet and door lipping.

Located in a plant of 90,000 square meters in District 12 of Ho Chi Minh City, the furniture company employs over 1,600 staff and workers including 120 engineers who were trained in Japan.

Local and export markets are important to Savimex, given the development of the Vietnamese economy and the renewal of construction projects in Vietnam's main cities of Saigon, Da Nang and Hanoi. The increasing interest in modern interiors is another factor driving both domestic and Asia demand. Some product is sold in Europe but the main export markets are U.S., Japan and Korea, which require product definition and quality that may differ greatly from general export markets. For example, at least one Japanese buyer maintains quality control staff on-site at the Savimex furniture plant. The production flow system is modern and machinery has been sourced from several countries, mainly Japan and Germany, according to production requirements. With substantial experience in panel products (MDF and particleboard – raw and melamine-faced), the range on offer is heavy to flat-pack models for self-assembly at destination.

For raw material and component supplies, Savimex had in the past sourced from Laos forests working with Champa Savi, a joint venture company with Champasak Wood Processing Enterprise in Laos. Now the company buys from the U.S., Europe and some Asian countries. For some kinds of high quality hardwoods, particularly for export markets, the U.S. is a major supplier. Currently American Cherry and Tulipwood (Yellow Poplar) are in high demand.

In 2000 the company was certified to ISO 9001, ISO 14001 quality control standards and now with SA8000, standards are key elements in the Savimex production. Savimex claims to be the first company in Vietnam to be QC-certified. In addition Savimex was also certified to FSC Chain of Custody in 2016. The plant is equipped to provide several high-quality paint options, including PU, UV and "high-brilliance" enamel systems all on automatic lines.

Savimex Products are marketed under different brand names, such as

Continued on page 19



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Forward thinking.



SAVIMEX – Continued from page 18

Savimex for furniture, Savi Décor for domestic furniture, Savi Homes for real estate and development projects, and Savipack for packaging and carton boxes used for distribution. 2013 was the peak revenue year at over \$27 million, with a dip in 2014 back to the 2013 level for the group as a whole. However, sales of Savimex furniture climbed continuously from 2010 until this year without suffering from the fluctuations that have affected most international markets. Some of that may be attributed to the improvements in the U.S. where Savimex is a regular supplier of own-brand furniture products.

For further information see www.savimex.com. ■

IBS – Continued from page 9

Kitchen & Bath Industry Show® (KBIS). This year, DCW also included two partner events – the International Window Coverings Expo (IWCE) and The International Surface Event (TISE). This mega-event brought together more than 110,000 builders, general contractors, remodelers, designers and flooring professionals, as well as product specifiers from around the globe.

Here are just a few of the highlights at IBS 2016:

- IBS kicked-off with comedian Jay Leno.
- Thousands of building professionals attended more than 120+ education sessions from eight tracks that covered the entire building industry.
- IBS Live sessions and demonstrations at the High Performance Building Zone (HPBZ) showcased innovative ideas and information.
- The 33rd Edition of The New American Home® – NAHB's show home – welcomed thousands of guests.
- Experiential learning provided attendees with a new experience in learning; including peer-to-peer and attendee-driven learning, such as group-talks and crowd-sourced programs, and interactive education rooms.
- Close to 300 entries in nine categories were received in the 2016 Best of IBS Awards.
- After-hours events included the Official IBS House Party, the National Sales & Marketing Awards (The NationalsSM), the Best in American

Living™ Awards and the Young Professionals After-Hours Party.

- The IBS Spike Concert Presented by GEICO featured the number one selling duo, Daryl Hall & John Oates.

In 2017, the International Builders' Show® will be held in Orlando, FL, Jan. 10-12.

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

BUSINESS TRENDS ABROAD

Romania—At the end of 2015, Romanian wood buyers started boycotting timber auctions of Romsilva, the company that manages state forests in Romania. The boycott was linked to the changes in Romsilva's sales regulations, which led to major increases in prices. Following the continued protests, the government finally intervened by dismissing Romsilva's general manager and board of directors in hopes that this dramatic intervention would cause sales to go back to normal. However, that was not the case.

The government's new regulation for timber sales has not yet been published as of the time of this writing. The new timber auction reference price is also still unavailable, therefore the new pricing rules for the auctions are not clear.

This conflict is inflicting a heavy toll on the Romanian forest industry. In the first two months of 2016, up to two million timbers are missing on the market. Some furniture factories have resorted to importing sawn timber. The cost of conflict is estimated at up to 500 million euro.

One positive of the conflict is that the wood industry in Romania has organized its lobbying activity and set up a list of demands to the Romanian government. The forest and furniture industry occupies 130,000 people in Romania, a huge number in a country of just 20 million.

Japan—Japanese imports of wood products are expected to be stable in 2016. The Timber Supply and Demand Conference of Japan, which is formed by five groups of imported wood products, came up with the projection of demand for 2016. According to the projection, there will not be any significant change on both Japanese imports of logs and lumber.

Japan's housing starts are expected to exceed that of 2015 then decrease in 2017, so imports of wood products are likely to decline again.

Total Japanese demand for imported logs and lumber is expected at 9,608,000 cubic meters, almost the same as 2015. New housing starts in 2016 are estimated about 940,000 units as opposed to around 915,000

Continued on page 24



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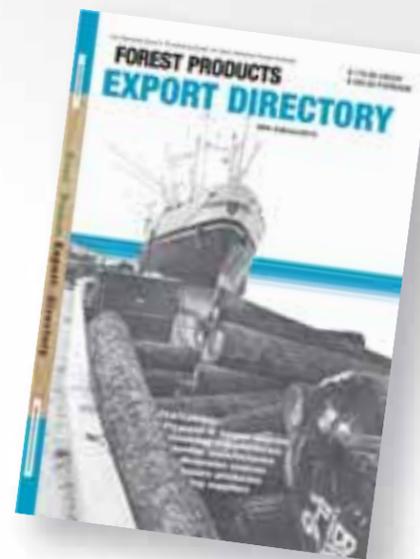
Ray and Lee White with Prime Appalachian White Oak Lumber bound for export.

"In 2015, for the first time, I reserved a full page four color Ad in your annual overseas buyers' guide the **Forest Products Export Directory**. I know we have received several emails from our Ad, and, three of those emails led to our firm developing three new overseas customers. So naturally I'm very pleased with the results from my Ad in your "Export Directory," and our company plans, of course, to advertise in this book in the future as well.

I would recommend to any Hardwood company that exports to advertise in your **Forest Products Export Directory**."

The **Export Directory** targets 10,000 buyers around the globe such as:

- Importers/Distribution yards
- Furniture Manufacturers
- Flooring Producers
- Cabinet Plants
- Millwork, Moulding and other types of woodworking plants
- Agents, Trading Companies, etc.
- Overseas buyers of North American logs such as plywood plants, veneer mills, sawmills, etc.



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Harold White founded his family sawmill operation in 1968. Today two out of his five children work in the family band mill operation located in Morehead, Ky that is situated on 45 acres. Ray White, president of Harold White Lumber, Inc., handles the domestic and export lumber sales for his company. His firm has a full optimization band mill, 500,000 board feet per charge of dry kiln capacity, two planer mills, an automatic stacker, grading stations and provides anti-stain treatment to enhance the lumber's brightness.

Harold White Lumber, Inc. specializes in high quality 4/4 through 8/4 lumber in Red Oak, White Oak, Ash, Poplar, Maple, Walnut, Hickory, Sycamore, Beech and Basswood. The mill cuts 12 million board feet per year.

Ray's brother, Lee White, is president of Harold White Millworks that is a dimension plant that is located on the same tract of land that the band mill is on. The dimension plant manufactures value added Hardwood products like flooring, furniture parts, doors and stair parts, paneling, custom trim parts, fingerjoint blanks and the plant has edge and face gluing capabilities and moulding capabilities.

For lumber sales, Ray White can be reached at his office number which is (606) 784-7573, or on his cell number which is (606) 462-0318. His company's fax number is (606) 784-2624 while his email address is rwhite@haroldwhitelumber.com.

Lee White's office number is (606) 784-8330 while his cell number is (606) 776-8993. His fax number is (606) 784-5328 and his email address is lwhite@haroldwhitelumber.com.