Import/Export Timber Products' Stock Exchange

FOR SALE

121,000 bf 4/4 Sapele KD
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24,000 bf 10/4 Sapele KD
19,000 bf 12/4 Sapele KD
25,000 bf 16/4 Sapele KD
35,000 bf 4/4 African Mahogany KD
19,000 bf 5/4 African Mahogany KD
18,000 bf 6/4 African Mahogany KD
36,000 bf 8/4 African Mahogany KD
9,000 bf 10/4 African Mahogany KD
12,000 bf 12/4 African Mahogany KD
11,000 bf 16/4 African Mahogany KD
29,000 bf 4/4 Spanish Cedar KD
16,000 bf 5/4 Spanish Cedar KD
17,000 bf 6/4 Spanish Cedar KD
21,000 bf 8/4 Spanish Cedar KD
6,000 bf 10/4 Spanish Cedar KD
9,000 bf 12/4 Spanish Cedar KD

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Website: www.hermitagehardwood.com
Contact: Parker Boles, Adam Moran, Steve Gunderson
Lawson Maury - Export
www.hermitagehardwood.com

FOR SALE

ASH
4/4 FAS W1F 15/16 8m'
5/4 FAS 6m'
6/4 FAS 15m'
8/4 FAS 15m'
BASSWOOD
4/4 FAS 13m'
5/4 FAS 15m'
CHERRY
4/4 FAS 8.5" wider 20m'
5/4 FAS 18m'
HICKORY
4/4 FAS 5" 20m'
4/4 FAS 7.5" wider 18m'
WHITE OAK
4/4 FAS 40m'
4/4 FAS R2E 4.5" 6m'
4/4 FAS R2E 5" 10m'
4/4 FAS R2E 5.5" 8m'
4/4 FAS R2E 6" 4m'
5/4 FAS 55m'
6/4 FAS 60m'
6/4 FAS 5-6" 12m'
6/4 FAS 6-7" 11m'
8/4 FAS 12m'
POPLAR
4/4 FAS 17m'
4/4 FAS 15/16 15m'
5/4 FAS 17m'
6/4 FAS 20m'
7/4 FAS 40m'
7/4 FAS 12" wider 22m'
8/4 FAS 50m'
8/4 FAS 12" wider 23m'
9/4 FAS 14m'
10/4 FAS 8m'
10/4 FAS 12" wider 14m'
RED OAK
4/4 FAS 7.5" wider 15m'
4/4 FAS 10" wider 30m'
5/4 FAS 10" wider 18m'
6/4 FAS 50m'
6/4 FAS 10" wider 35m'
7/4 FAS 20m'
7/4 FAS 10" wider 15m'
8/4 FAS 50m'
8/4 FAS 10" wider 20m'
WALNUT
4/4 FAS 12m'
6/4 FAS 15m'

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4/4 2/3A Sap&Btr R.W.L.
5/4 1C Sap&Btr R.W.L.
5/4 2/3A Sap&Btr R.W.L.
Yellow Birch
4/4 FAS/IF Sap&Btr 7-8'
4/4 1C UNSEL R.W.L.
4/4 2/3A Sap&Btr R.W.L.
5/4 FAS/SEL UNSEL 8'
5/4 SELECT 7' R.W.
8/4 FAS/SEL UNSEL R.W.L.
White Oak
4/4 1C R.W.L.
4/4 2/3A R.W.L.
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6/4 FAS/1F R.W.L.
10/4 FAS/1F R.W.L.

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

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Cherry, White Ash, Red Oak, Soft Maple from 14/4 (3 1/2" - 89 mm) to 17/4 (4 1/4" - 108 mm)

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www.bradfordforest.com

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6/4 Hard Maple FAS/FAS1F 1-2 white
6/4 Hard Maple 1 com sap+btr
4/4 Brown Maple 1 com
4/4 Red Oak FAS/FAS1F
5/4 Red Oak FAS/FAS1F
4/4 White Oak FAS/FAS1F
6/4 White Oak FAS/FAS1F
4/4 Aspen 2 com
5/4 Aspen FAS/FAS1F
5/4 Aspen 2 com
6/4 Yellow Birch FAS/FAS1F Sap+Btr 8' ONLY
S2S 15/16" White Birch FAS/FAS1F 6'-7' Sap+Btr 100% fleck free
4/4 White Birch 2 Com 1-2 white 100% fleck free

Appalachian
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4/4 Steamed Walnut 2 com
5/4 Steamed Walnut Prime (FAS oak rules)
5/4 Steamed Walnut 2 com

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Fax: (450) 435-2531

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BUSINESS TRENDS ABROAD - Continued from page 19

in 2015. Rush-in demand before the consumption tax increases to 10 percent, starting April of 2017, seems to be insignificant.

Munich, Germany–The EU predicts the group's economic recovery should continue at a modest pace. It is still unclear whether these encouraging signs will turn into a lasting growth trend.

The German IFO Institute's (Leibniz Institute for Economic Research) recent Eurozone Economic Outlook suggests that European economic recovery is likely to continue "at a moderate pace amid risks."

IFO estimates that real GDP in the euro-zone was 1.5 percent in 2015 and that growth will continue by 0.4 percent in both the first and second quarter of 2016. Private consumption is identified as the main driver behind the upturn stimulated by a renewed drop in oil prices.

There is also expected to be a significant stimulus from fiscal and social policy, particularly in Germany, notably due to far higher government expenditure on consumption and transfers related to the influx of refugees. Construction investment is also expected to grow sharply in Germany over the forecasting period.

According to IFO, the main risk facing the European economy is unrest in the Middle East, which could lead to a surge in oil prices.

Moreover, the structural transformation of the Chinese economy involves risks for Europe as well, as it could lead to capital outflows from the emerging countries. This, in turn, may cause financial market unrest or possibly an exchange rate crisis, which are risks that the euro-zone has proven particularly vulnerable.

Central/West Africa–Minor sawnwood price movements have recently been reported in Central/West Africa, otherwise most markets are steady and quiet.

Business in Europe continues at levels normal for this time of year when the construction/building sectors are affected by winter weather. West and Central African producers anticipate a slow but upward trend in sales to markets in Europe throughout this year.

Buyers for the Chinese market are coming back after being on the sidelines due to the holiday period and there have been reports of small purchases of select species, but not much interest in large volumes of Okoume.

Sales of Okoume logs are limited to high quality and larger diameter logs at low price. There is no interest from buyers in small and lower quality Okoume logs, according to reports.

It is not clear when or if there will be revival in China's exports beyond the small volumes traded at the time of this writing. There has been suggestion that the species mix for the Chinese market may be changing toward a different range of low cost timbers.

Business in Middle East markets has, so far, not been affected by the declines in oil export prices.

Purchases by buyers for the Middle East markets are of only moderate volumes, as is usually the case. The sentiment amongst producers in Central and West Africa is that demand in the Middle East will remain stable with potential for growth as the year progresses, though prices in this market will always be under competitive pressure.

Heavy seasonal rains are affecting production in the region, especially in Gabon and Congo Brazzaville. Anecdotal evidence suggests both Gabon and Congo Brazzaville are feeling the effects on their economies of the lower level of timber exports, which, in the past, generated substantial revenues from taxes and export.

Ghana–Form Ghana recently reached a milestone in plantation forestry with the first harvest of 3,000 cubic meters of Teak from FSC certified plantations near Akumadan, the capital of Offinso North.

The Teak plantations are managed by Form Ghana and have been certified since 2010. The plantations have been established and are managed with the help of Form International in the Netherlands.

The vision of Form Ghana is that reforestation of degraded forest land should be conducted to the highest standards for sustainable forest management, serving the needs of the local communities and restoring vital environmental services within an economically viable business model.

A company release says it plans to reforest at least 20,000 hectares of degraded forest reserve in Ghana. So far, 7,000 hectares have been planted.

Ghent, Belgium–General Electric (GE) has been selected by Mechelen-based Belgian Eco Energy (BEE) to build the largest greenfield, 100 percent biomass-fired power plant in the world. The plant, which will be fired by wood pellets, wood chips and agro residues, will generate approximately 215 megawatts (MW) of cleaner energy for the industry and nearby households reaching over 60 percent efficiency when operating in cogeneration mode.

GE Steam power systems will provide the overall design, engineering

Continued on page 25

BUSINESS TRENDS ABROAD - Continued from page 24

and construction of the plant and the integration of the in-house critical parts of the power block including the circulating fluidized bed boiler, steam turbine, generator and air quality control systems.

BEE's new plant also will be fitted with a district heating system of approximately 110 MW thermal energy to supply heating to industries and households in the city of Ghent, Belgium. Commercial operation is planned for 2019.

The supply, which will consist 100 percent from raw material biomass (wood pellets, woodchips and agro residues) will come from the Atlantic basin, Western Africa and Northern and Southern Europe. Some of these materials will also come from the Mediterranean and Eastern Europe.

The storage facilities include a 5,000-cubic-meter silo for the wood pellets, a 2,500-cubic-meter silo for the agro pellet and a 15,000-cubic-meter covered storage facility for the woodchips, all of them delivered via the Ghent-Terneuzen Canal.

Sweden–The preliminary figures provided by the Swedish Forest Industries Federation indicate that 2015 was a solid year for the Swedish forest industry. Volumes of the Swedish goods produced by the local sawmills were the highest since 2007.

Production of sawn timber continued to rise in 2015 and reached 18.1 million cubic meters.

Production volume of Spruce goods rose by 4 percent, while Pine production remained unchanged. Overall, 58 percent of produced goods are represented by whitewood, while the remaining part is Pine.

Additionally, sawmill shipments of timber performed slightly better than production and rose by 4 percent.

According to the preliminary results, exports of sawn timber amounted to 12.8 million cubic meters and valued at about SEK 26 billion. The export volume thus rose by about 4 percent, while the value of exports rose by 1.5 percent. Sweden is increasing its market share in export markets with the relatively weak krona being the contributing factor.

High construction activity in Sweden has led to good sales of wood products in the domestic market, estimated at about 5 million cubic meters or 28 percent of total shipments. ■

BUSINESS TRENDS CANADA

ONTARIO

Logging conditions were reported to have improved in recent weeks. Sawmill operators reported that log decks were adequate to ample. Items such as Hard Maple that had been in short supply became available for No. 1 Common and Better. Demand was also keeping pace for No. 1 Common and Better Red and White Oak. The demand for lower grade materials was reportedly not as strong as for the upper grades. With the decline in markets for the oil and gas sectors, it was noted that a drop in demand for railway ties would be felt. The pallet sector advised they were seeing competition from lower priced softwoods. Wholesalers commented that moving lower grade lumber is more challenging, and depending on regions contacted, similar results are being reported for kiln-dried stock. Demand for Hard and Soft Maple, as well as Red and White Oak, is keeping inventories to a minimum. Some forecasted that the U.S. housing sector and the remodeling sector would improve, which would spur better demand for finished goods over the spring and summer.

Market demand for Ash is mixed, with demand for FAS being stronger than for the common grades. Aspen supplies are more readily available to sawmill producers. Demand for Aspen has been increasing and is easing price pressures that had been felt earlier in the year. Business is solid for Basswood, with steady demand from the shutter and blind markets as the housing construction and remodeling activities in the U.S. picked up its pace. There is a higher demand from the mouldings and millwork industries as well, as the interior design trend continues to favor painted finishes, of which Basswood's easy finishing properties make it a popular item.

Hard Maple is more readily available, thus easing the price pressures for this species, particularly for the No. 1 Common and Better grade. Hardwood flooring manufacturers report adequate supplies for their needs. Business for Soft Maple has developed from a substitute for Hard Maple and Cherry to a stand-alone species. Some producers note that in some cases the demand and prices for Soft Maple exceed Cherry and Hard Maple. Interest remains strong for Soft Maple, especially from the cabinet-making sector. As with White Oak, the higher grades are selling better than the lower grades, and flooring manufacturers again have ample supplies of this species to meet their requirements.

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According to forecasts, U.S. GDP growth is expected to be 2.8 percent in 2016, as the housing and job markets in that country continue to improve. The short-term outlook for North America and global economies is that they are forecast to improve, but at a slower pace than has been expected. The lackluster demand is attributed to a slowdown in China and Japan, the key export markets. Slow price growth is expected to last through 2017, and forecasters say from there it starts to look much better. There are many change factors at work that will create unpredictable swings in lumber supply, demand and prices this year and beyond, they add. Global GDP growth is projected to expand to 3.6 percent in 2017 and then increase to 4 percent by 2020.

On the demand side, the U.S. market has seen steady growth in the repair, remodeling and industrial sectors, but it's been the slow and steady pace of the new residential housing construction market sector that has underwhelmed lumber and OSB producers. U.S. housing starts have been growing annually at 10 to 15 percent the last two years (reaching 1.12-1.14 million starts in 2015). There is still a long way to go to get back to a more normal level of over 1 million starts. Inventories of new and existing homes are at average levels, but prices continue to move up in many markets and this is slowing sales. It is felt that the market will get very active in 2018. ■

QUEBEC

Lumber exports were down sharply at the start of 2016, according to released stats. It is hoped that the euro will continue to strengthen enough to incite buyers in the UK and other European markets. Wholesalers said first-of-year sales were slow to start, although some reported improvements in recent weeks. As for this time of year, spring break up is on the minds of everyone in the wood products manufacturing sector.

Ash demand remains consistent, and a few contacts report improved supplies. Aspen demand is steady with kiln-dried prices unchanged. Basswood supplies are getting tighter, even with mills trying to increase whitewood output. Producers continued to find healthy demand for Basswood, especially No. 1 and Better. Yellow Birch suppliers noted steady demand for most items, with sawmills seeing especially good orders from U.S. customers. Some wholesalers of Yellow Birch reported landing repeat orders for No. 1 Common. Cherry supplies have remained higher than needed, even with a decrease in overall Cherry production. Hard Maple supplies, the regionally important species, remained tight. Mills are trying to process as much winter-cut Hard Maple as possible, but timber availability has been somewhat limiting. Contacts said overall Hard Maple demand was slightly higher. A number of contacts said Soft Maple supplies were extremely limited, while demand stayed strong to very strong.

The recent high dollar and low oil prices are helping many in the forestry sector to reap the benefits. With the layoffs in Alberta due to the downturn in oil production in that province, other provinces have been able to get skilled labor, as many are returning to their native provinces seeking employment. For this reason, Alberta's wood products sector has been able to attract and retain skilled workers. The forestry sector requires power engineers just like the energy sector, so it makes it easier to hire and retain staff.

The recent report of the chief forester for Quebec provides an update on the health of public forests in Quebec and presents an analysis of progress and areas for improvement related to seven major sustainable development criteria and 26 issues. The analysis focuses on the protection of biodiversity, timber production and companies' values with regard to decisions affecting the forest. "The health of the Quebec forest was maintained during the period 2008-2013, but challenges remain to be overcome, however, in certain territories and on particular issues," said Gerard Szaraz, chief forester for Quebec.

He explains the forest's health by noting that the timber harvest was well below the allowable cut and that natural disturbances (fire, insects and diseases) were lower than the average of recent years. The application of various forest protection measures (protected areas, protection targets and certification) also forms part of the basis of the chief forester's observation.

"I am optimistic about the conservation of biodiversity and maintenance of ecosystem functions of the forest environment. However, we need to monitor certain issues, such as the quality of the hardwood forest, the progression of the Spruce budworm epidemic and the development of woodland caribou habitat."

In his report, the chief forester states he is concerned about the loss of timber quality and value. He found that the more intensive cultivation of the forest remains marginal and that management decisions are not based on economic analysis. So there are major challenges to reinvigorate the forestry sector in Quebec. The chief forester recommends more

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SURFACES PHOTOS – Continued from page 1

Tony Miraldi, Diane Gurley, Sandy Pfoff and Bob Stein, Somerset Hardwood Flooring, Somerset, KY

Jack Shannon III, Lisa Garvey, Lisa Durbin and Jack Shannon Jr., Shamrock Plank Flooring Inc., Memphis, TN

Tim Ellrich, Lewis Lumber & Milling Inc., Dickson, TN; and Jeff Lewis and David Lewis, Lewis Bros. Lumber Co. Inc., Aliceville, AL

Neil Poland, Mullican Flooring, Johnson City, TN; and Todd Zimmerman, Devereaux Sawmill Inc., Pewamo, MI

Steve Stoufflet, Robinson Lumber Co. Inc., New Orleans, LA; and Jens Bursche, Tradelink Wood Products Inc., Greensboro, NC

IBS PHOTOS – Continued from page 9

Louise Yorath and Ben Reiter, JaJa Woods, Las Vegas, NV

IBS PHOTOS – Continued from page 27

Karl Pitzel, Nick's Building Supply, Crown Point, IN

Natalie Smith, Kayu International Inc., Tigard, OR

Mary Guffey, Jim Guffey and Gretchen Byer, Woodhaven Inc., Perry, KS

Richard Wallace, Southern Forest Products Association, Metairie, LA; Steve Lovett, Softwood Lumber Board, Washington, DC; Dallin Brooks, Western Wood Preservers Institute, Vancouver, WA; Cees De Jager, Softwood Lumber Board, Washington, DC; Jeff Easterling, Northeastern Lumber Manufacturers Association, Cumberland Center, ME; and Frank Stewart, Western Wood Products Association, Portland, OR

Curtis Walker and Loni Walker, The Waldun Group, Maple Ridge, BC

Dave Farley, BC Wood, Vancouver, BC; Tom Stewart, Metzler Contracting Co., Kapaau, Hawaii; Brooke Meeker, Anbrook Industries Ltd., Pitt Meadows, BC; Adrian Murphy, HPM Building Supply, Keaau, Hawaii; and Peter Raja, Norelco Cabinet Solutions, Kelowna, BC

BUSINESS TRENDS CANADA- Continued from page 26

rigorous monitoring on the ground to better measure the effect of silvicultural treatments over time, and continued support of forestry research to face the challenges of climate change. ■

BUSINESS TRENDS U.S.A.

LAKE STATES

Sources in the Lake States region indicate that overall the market is steady and that White Oak is currently the species that is toughest to get.

A sawmill source in Michigan said that the market in his area was fair and that it was virtually the same as it has been the past year and a half.

He noted that the weather isn't really affecting them. "Having what everybody wants," he said, is the biggest factor playing a role in his region. "Having the right wood species mix to meet demands is probably the toughest part right now."

He commented that Soft Maple and White Oak are the most difficult species to procure at the moment, and that the demand for those products is high. The stave market, he said, "is tying up all the White Oak." He also mentioned that among the other species he deals with, Walnut orders are doing "pretty good," Hard Maple is moving ok, Hickory decent, Ash so-so and Cherry "not very good."

This contact deals with No. 1 and No. 2 Common primarily and added that the majority of his orders aren't too grade specific, but are more specie specific. His inventory levels are "a smidge high, but not crazy," he said. His customers are cabinet and flooring manufacturers.

In Ohio, a wholesale lumber rep echoed the same sentiments. "I haven't seen too much fluctuation here lately in the overall state of things, but the demand for certain species has shifted a little bit," he said.

Put simply, "supply and demand," is the factor he said was driving the industry most at the moment. "Weather has been mild, trucking hasn't been a problem…it's really just trying to have enough of the right product to fill orders," he said.

This contact handles various species of Appalachian hardwoods including Hard and Soft Maple, Poplar, Hickory, Ash, Basswood, Walnut and White Oak and commented that he is currently content with the amount of lumber he has stocked.

A lumber contact in Indiana said that the market was "just rolling along." He deals with White and Red Oak, Hickory, Cherry and Walnut and agreed with other contacts in the region that White Oak is the hottest commodity at the time. He said that Walnut is also selling well.

He offers lumber in 4/4 through 8/4 No. 1 and 2 Common, Select and Better. His inventory levels are "a bit on the high side for some species, but not too bad overall."

His customers are a mix of flooring, furniture and cabinet manufacturers as well as distribution yards. ■

NORTHEAST

Reports from various lumber contacts in the Northeast region of the U.S. paint a picture of good product movement but cautious buying practices.

A lumber contact in Pennsylvania said that business had slowed down slightly in recent weeks following the New Year surge. Offering Northern Hard and Soft Maple, Cherry, Red and White Oak and Poplar in 4/4 to 16/4 primarily high grades, the source stated that customers in the cabinet and moulding industries are seeing steady business. "An area that's seeing a lot of popularity right now are the Character grade and wide width lumber products. Customers are looking to create a unique product that stands out against the normal flooring and architectural millwork items," he said.

For the near future his thoughts were that the industry would see some steady upward movement, but nothing too dramatic.

"We're filling a lot of quick, on-time orders," commented a lumber salesman in New York. "And if you don't have it sitting on your shelves then you're not going to get those orders. To put that into perspective: I had a customer call this morning asking for 5,000 board feet of a particular specie. I told him that we could get the shipment to him early the next week and he said he needed it by the next day. That's a daily occurrence now for pretty much every supplier."

Log supply is generous enough to allow for steady production volumes, according to the lumber contact. He mentioned while taking a look at a six-month sales graph that the arrow hasn't dipped down in months, but continued to climb. He stated, "We have kitchen cabinet manufacturing clients that are booked out into July. A segment that's really hot are projects involving home renovations, where owners of high-end homes are building library additions with expensive finishings."

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BUSINESS TRENDS U.S.A.- Continued from page 29

When asked if there were any factors that were working against his operation the source said, "Low grade lumber in every specie but Soft Maple is a struggle to move. It's definitely something we have our eye on because it's stacking up. We have plenty of Cherry and Hard Maple. White Oak is the only one we're having an issue with keeping in stock; there's just not enough of it to go around and I think the mills around us have mentioned the same thing."

In closing, the source commented, "I can say with certainty that we're going to be busy into April and May."

From his office in Pennsylvania a lumber contact said sales are consistent but not overwhelming. "I think everyone is just being cautious. Just-in-time deliveries are what everyone is talking about and wanting right now. Even the customers that are ordering for weeks in advance still want to know the exact day that their shipment will show up." The customers he referenced are primarily in the end user portion of the industry, though distribution yards do make up a large percentage of his client base.

Items that his operation keeps inventoried include Red and White Oak, Hard Maple, Hickory, Birch and Poplar in primarily 4/4 FAS and No. 1 and 2 Common. Demand is strong for Red Oak and Poplar according to the source. "If we had more Poplar we could sell more, but it's hard to keep on hand. Ash is moving fairly well," he said. "Pricing on the No. 1 and 2 Common Poplar is very depressed in my opinion. Another thing I've noticed is that everyone is talking about White Oak being the strongest specie currently and it's true, but for some reason I just don't expect it to stay that way."

According to the contact his inventories are staying at manageable levels with a focus on not overstocking but keeping a steady flow of product through the facility and out to customers.

With the spring mud season expected to arrive soon after the time of being interviewed, a salesman in New Hampshire said that his log inventories could be characterized in one word: Comfortable. "We haven't been accumulating too much kiln-dried inventory and as much green lumber as we can produce is selling by the time it makes it to the warehouse. It's a good market."

Specializing in production of 4/4 Hard and Soft Maple, Ash and Red Oak as well as Yellow Birch, the source stated that the top dog to beat currently was Northern Red Oak, followed by Soft Maple, Hard Maple and Ash. Slower to move are the lower grades of Hard Maple, while all grades of Soft Maple have been moving well for quite some time. "In Red Oak the No. 1 Common and Better are being moved in large portions to the export markets and the No. 2 and 3 Common are being shipped up North to the Canadian flooring mills."

According to him the pushback from mills is considerably less than in recent times as the markets have stabilized. Log inventories are good, with lumber inventories kept deliberately low. He stated that inventory has actually zeroed out a few times over the last few months because they are selling out as soon as the lumber is available.

As for the months ahead, the contact noted, "IHLA this year wasn't full of talk about adding production or more shifts. I think the industry is realizing that it's not about bringing more lumber to the market. Everyone is playing their cards closer to the vest with a focus on profit and not volume. When you're producing so much at once, the profits aren't tangible because they're tied up in whatever is on the yard. Compare that to holding onto profits and focusing on not increasing volume unnecessarily."

He continued, "We have customers that are green concentration yards, but to a large degree our customers are in the flooring business. Everyone is going to have to watch those markets to get a picture for how the spring and summer will play out." ■

SOUTHEAST

Sources in the Southeast all cited similar trends in regards to what species are moving well and noted that no specific factor is giving them issues at the time of this writing.

A source in North Carolina said: "All in all, the market is pretty good here. We're in good shape, about like we were around this time last year."

His company handles Red and White Oak, Cypress, Poplar and Ash, among other species in all grades and stated that most of those are selling well. He noted that the demand for White Oak is currently strong, but that the stave market is still driving the market. He added that Poplar has been solid domestically and said that Ash and Soft Maple are steady. He also commented that pricing for Red Oak has seemed to improve a little.

Most of his lumber is sold to concentration and distribution yards domestically and internationally. He added that business to China appears to be improving after the slowdown from the Chinese New Year.

A concentration yard contact in Mississippi said that the market in his re-

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BUSINESS TRENDS U.S.A.- Continued from page 30

gion is holding stable.

This source deals with Red and White Oak, White Ash, Walnut, Poplar and Hickory in all grades and various thicknesses. He agreed with other sources in the region that White Oak is tough to come by, saying that lumber yards are in tough competition with stave producers to obtain the species and that he expects to have a hard time meeting demand for that in the upcoming months unless something changes. He added that Walnut has held strong in his region.

Regarding inventory, "We are a tad bit oversupplied at the moment, but I feel like that is going to serve us well in the next few weeks when things begin to pick up. So, while we are a little over stocked, I would say we are fine," he said.

His customers are a mix of end users including cabinet and furniture manufacturers as well as hardwood flooring.

In Tennessee, a contact said that he feels the market is steady, and that for him green is moving better than kiln-dried lumber. He noted that they are down a little from where they were this time last year, but said that business is up from the previous six months. He added that while the prices for kiln-dried have gone back up a bit, they are still not where he'd like.

He handles primarily Ash, Poplar and Red and White Oak and said that the demand for Soft Maple was rising while the supply was limited and that the opposite is happening for Ash. He made the same comments as others in the region regarding White Oak and added that he hasn't seen much change with Red Oak. He also said that Poplar was stable. ■

WEST COAST

In the West Coast, markets are finally picking up after a sluggish start to the year according to lumber sources in the area.

"2016 is finally starting to move along. Busy isn't exactly the word I would use, but we're seeing a steady flow of inventory and have been seeing consistent sales volumes," stated a lumber source in Washington. "I'm optimistic that this spring and summer will be strong for us." Offering nearly every hardwood specie in his product mix the contact stated that each specie was seeing steady demand with Cherry trailing a little slower behind. Demand for White Oak is making it a difficult product to keep in stock. Customers in the distribution and end-user fields are booked full with contracts for jobs into the late summer.

"As always, MDF is a huge competitor for solid wood," the source offered. He went on to state that Poplar was seeing strong demand for applications in painted cabinets and mouldings.

In California a slim labor pool is causing difficulty in the construction industry and related businesses. Marketing Alder, Red and White Oak and Maple, the source stated that, "Builders are struggling to find reliable crews to show up every day and it's the same for us. We're especially tight in the area of truck drivers. It's not just about finding willing bodies to fill the positions, but getting qualified truckers with experience onto our payroll. They're few and far between to find, even though we offer a competitive wage."

Demand for the company's products has been reasonable after a slow start to the year. "Multi-family residences still carry a lot of pull in this industry as well as in this area of the country." He went on to mention that if construction of a large number of single-family homes gets underway soon then his confidence in the market would extend well past the summer.

Currently the strongest mover for this contact is Alder. "The Northwest is typically a market for higher grades, so that's what our main product offering is."

For now his forecast for steady business extends to at least July. "We see an industry that is firming up nicely now that a large part of the winter weather is behind us."

From a contact in Oregon the word on everyone's lips is "cautious." "There weren't many people I spoke to at IHLA that didn't have positive things to say. I certainly didn't hear any negatives, but I think that's because everyone is just sort of settling into the new norm," the source offered. "I heard a lot of mentions that contract buyers are starting to come back to purchase more. With contract furniture and millwork jobs, the client typically buys a large volume at once and then sits on that inventory without buying additional lumber in large amounts for perhaps months. Then, once they are close to out of supply, they start loading up once again."

Projections are that business will continue to be strong into the late spring and early summer. "So many factors are in play in 2016. This election isn't helping anyone to get a grip on what to expect for the rest of the year. Labor supply is definitely an issue as well," stated the source. He went on to mention that he has been tracking a lot of the business as it relates to equipment. Manufacturers of machinery for oil refineries are

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BUSINESS TRENDS U.S.A.- Continued from page 31

having to tighten their belts and cut jobs/close factories because the price of oil has dropped so much that their customers are unable to afford the machinery they purchased when fuel prices were so heavily inflated. The lumber contact said, "This could create some available labor force, but also affect unemployment rates as well."

According to this source, inventory levels for lumber are well controlled across his company's multiple locations and good relationships with vendors have helped them to maintain an even supply. "One issue that could become more pressing is the reliance of certain businesses on China that everyone talks about. If China continues to refrain from large volume purchases, then what will those companies do to make up for the lost business? I have customers that deal in the export markets that are saying China's contracting currency is a major problem. Everyone is watching the United Kingdom as they prepare to vote in the summer on whether to remain in the European Union or not. It will be interesting to see how that plays out and affects the European currencies."

Final notes the source offered included the hope that markets for low-grade lumber were able to redirect the supply to keep stock from rising too high. Flooring manufacturers might start pulling towards using the lower grades if the building industry doesn't use them for crane mats and construction grade products. ■

WWPA - Continued from page 1

dollar – whose value recently dropped as much as 30 percent –adversely impacts the lumber industry as well as a decline in log exports and weakened demand from China. Meanwhile, the U.S. dollar continues to remain strong, which hurts exports, Zika said.

One issue that continues to challenge the lumber industry, said Zika, is workplace safety. "This is a big issue," he said. "We still are seeing serious accidents in mills. People want to work safely, so this must be addressed, as well as how to attract and retain the next generation – The Millennials – to our industry."

The Millennials are influenced by environmentalist efforts whose views "are anti-wood, extreme and ever-stronger," Zika explained. "These environmentalist groups work non-stop in Oregon, for example, and they work against such things as ski slopes, the use of approved pesticides and timber harvests from state forests." He encouraged attendees to promote the lumber industry's commitment to responsibly managed, and sustainable, forests.

Additionally, WWPA President Kevin Binam presented an economic overview at the meeting. He said that if only the political description of the economy is considered, "then for the most part you feel like the economy is doing pretty poor. The fact is that it really isn't that bad. Inflation has been pretty good."

Binam noted that the Federal Reserve typically targets inflation at about 2 percent – the "sweet spot," said Binam. He added, "If we look at inflation since 2006, and you can see that except for one spot in 2015, we've actually been right there in that sweet spot. The Feds actually worry about deflation rather than some sweet spots of inflation."

Other points highlighted during the economic presentation included:

• "Regarding commercial and industrial loans, demand is weakening in the U.S.," said Binam. "I find it interesting that banks are pushing money to the economy, and yet we have weakening in demand, and they're worried about having too many loans and loan amounts out to large developers. They're also easing up on housing restrictions."

• "Regarding consumer debt, in particular house and car loans today are at $2.6 trillion, and $940 billion is in credit card debt. That's not really a bad thing; it's just a little worrisome if it starts to rise too fast," Binam said.

• "Next are commercial/industrial loans – what we have now in this country stands at about $2 trillion and it's with quite a sharp rise in loans. That's not a bad thing unless it continues to rise sharply," said Binam, whose report reflected a rise of approximately $45 billion since last year, including multiple family homes and similar properties.

• In regard to overseas markets, Binam noted, "The concern I have is for the market gyrations offshore. They have all come down because they're worried and there is a little bit of recovery, but not a lot. China and India are pretty healthy financially; Russia and Brazil have high inflation and high interest rates. In regard to the exchange rates, there is the Canadian loonie and the Chinese yuan – their worth is based on what they are when compared with the U.S. dollar. When there's more currency per dollar, it means a weakening exchange rate. The trade base with China has increased every year, even with the weakening of the exchange rate."

In summary regarding housing and the economy, Binam noted that both could improve faster than expected, however, the rest of the world econ-

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WWPA - Continued from page 32

omy could impede the U.S. economy.

The Western Wood Products Association represents softwood lumber manufacturers in 12 Western states and Alaska. WWPA delivers lumber grading, quality control, technical, business information and product support services to sawmills, as well as to those who use softwood lumber. In 2016, WWPA graded 12 million board feet of lumber and currently has 91 sawmills as members.

Next year's WWPA meeting will be held in Portland, OR. The date and location will be announced at a later time.

Also at this meeting, the WWPA welcomed the North American Wholesale Lumber Association, which held its 2016 Leadership Summit, which hosted 336 members, a 22 percent increase in attendance for this organization.

For more information about the WWPA, visit online at **www.wwpa.org**. ■

NEWSWIRES

Delson, Quebec–Goodfellow Inc. recently announced the completion of the acquisition of Quality Hardwoods Ltd., located in Powassan, ON. Quality Hardwoods Ltd. manufactures, sells and distributes hardwood lumber products in Ontario and the U.S. Goodfellow Inc. purchased the shares for $5.7 million.

Denis Fraser

"The acquisition of Quality Hardwoods will strengthen Goodfellow's hardwood market position in Canada and the U.S. We expect to improve the coverage of Quality Hardwoods customers' needs with a complement of Goodfellow products. Quality Hardwoods will continue to operate as a separate entity delivering the quality of product and service they are known for," said Denis Fraser, president and CEO of Goodfellow Inc.

Goodfellow Inc., located in Delson, is one of eastern Canada's largest independent re-manufacturers and distributors of lumber and hardwood flooring products.

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

Morehead City, North Carolina–TMX Shipping Co. Inc., located here, recently announced the addition of CJ Struyk to its staff as an account representative. He will spend the next few months in training before being assigned accounts to handle. His responsibilities will be to handle export shipments of lumber and logs.

CJ Struyk

Struyk is a recent graduate of East Carolina University, located in Greenville, NC, with a degree in Industrial Distribution and Logistics. He played center for ECU's football team and lettered in 2012, 2013, 2014 and 2015.

TMX Shipping services lumber and log exporters from all U.S. ports: East Coast, Gulf and West Coast. They have two offices in North America and partnerships around the world.

For more information, visit **www.tmxship.com**. ■

Kingston, New Hampshire–Brad Brick, lumber inspector at Abenaki Timber Corporations, Epping, NH, facility, is retiring. Brick has been with Abenaki for the past 18 years and was a graduate of the 42nd class of the National Hardwood Lumber Association Inspection Training School, located in Memphis, TN, in 1962.

Jeff Ebitson, who graduated from the school in November 2015, has

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NEWSWIRES-

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Brad Brick

Jeff Ebitson

been training with Brick since his recent graduation. He stepped in to the position at the end of March.

Abenaki Timber, founded in the early 1980's, has two locations in New Hampshire and one in West Virginia. They deal with various species of Northern and Appalachian hardwoods including Hard and Soft Maple, White Ash, Red Oak, Yellow Birch, Basswood, Cherry, Beech, Hickory and Poplar.

For more information, visit **www.abenakitimber.com**. ■

Henniker, New Hampshire–HHP Incorporated, located here, recently installed a new PHL Equipment Inc. cant sizer. The new piece of equipment was installed in line behind the number two band resaw. The company installed the cant resaw to eliminate shims and sizing passes through the resaw. The cant sizer will automatically scan and remove up to a half-inch of material in both the horizontal and vertical dimensions in one pass.

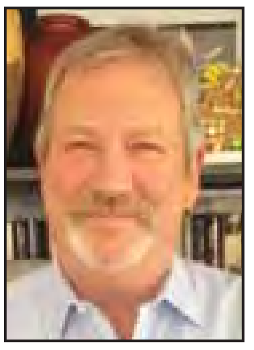
HHP is a multi-faceted forest products company that includes a hardwood sawmill, where the product was installed, that produces 12.5 million board feet per year of Northern hardwoods.

For more information, visit **www.hhp-inc.com**. ■

Newton, Mississippi–BID Group, headquartered in Vanderhoof, BC, was selected by Biewer Lumber to deliver a state-of-the-art, turnkey mill at its facility here. Construction was scheduled to begin this quarter of 2016 and will continue throughout the year with mill production scheduled for the second quarter of 2017.

The Newton sawmill will feature state-of-the-art technology specifically designed, supplied and installed by BID Group including a Comact optimized log bucking system, a Comact saw line with profiling systems and a fully automated mill outfeed. The planer mill will be equipped with the all new Miller high speed planer, a Comact GradExpert™ and a fully automated mill outfeed specialized in cut-in-two handling. Lumber drying will utilize continuous kiln technology provided through two Deltech dual path kilns. ■

New Orleans, Louisiana–Robinson Lumber Company, located here, recently announced that industry veteran Duncan Mathews joined the company as a sales executive, focusing on selling flooring and decking in the Northeast and Mid-Atlantic. Mathews will be based in Winchester, VA, at the company's location there. He will also take over key customer accounts in Australia, New Zealand and South Africa.



Duncan Mathews

Mathews joins Robinson with decades of experience in the hardwood industry, both from his own family business in Australia, as well as in the U.S., where he has lived since 1994 honing his skills in imported finished products as well as export hardwood lumber.

Robinson is very excited to welcome Duncan to the team, according to a company press release, not only for the relationships he has fostered in the flooring and decking industry within the U.S., but particularly in the Northeast and Mid-Atlantic, where with its new facility in Winchester, Robinson looks forward to significant growth.

Duncan can be contacted at 540-817-3005 or via email at duncan@roblumco.com.

Now in its second century of operation and fifth generation of family ownership, Robinson Lumber Company is among the leaders in wholesale international wood products purchasing, manufacturing, processing and transportation serving customers and suppliers in over 70 countries.

For more information, visit **www.roblumco.com**. ■

Japan–Toyama Co. Ltd. recently purchased a 198,000-square-meter

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NEWSWIRES-Continued from page 34

property to build a new domestic species sawmill at Shibushi, Kagoshima prefecture. The new mill will be completed in 2018 and is intended to recapture market share of domestic wood from imported products and at the same time to increase export of lumber.

Toyama has three sawmills in Miyazaki prefecture with state-of-the-art sawmilling machines. Annual log consumption is about 160,000 cubic meters.

The new mill would have 15 percent more production with annual log consumption of 100,000 cubic meters. Once the new line starts up, total log consumption by all of the group mills will be about 300,000 cubic meters.

The president of Toyama says that the quality of lumber should be upgraded in time, thus covering higher grades. Production items are mainly solid wood housing materials.

The company intends to overcome the declining trend of Japanese housing starts by grabbing market share in lumber export since the mill situates close to the port of Shibushi, which is the top wood exporting port in Japan. ■

Balmoral, New Brunswick–Maibec Inc. has acquired Cedar Balmoral Ltd., a manufacturer of Eastern White Cedar shingles, located here.

According to a company release, despite being the largest manufacturer of Eastern White Cedar shingles in North America, Maibec says the growing demand for its natural and stained Cedar shingles has been outpacing its production capacity in recent years.

In the coming months, Maibec plans to upgrade manufacturing practices in the Balmoral mill to ensure it is operating at peak capacity and producing quality shingles, according to the release. The new production will gradually be added to that of Maibec's Eastern White Cedar shingle plants in St. Pamphile and St. Theophile, QC.

Maibec Inc. is a Quebec-based family business that has been active in the wood processing sector since 1946 and has been manufacturing shingles since 1964. In addition to being a manufacturer of Eastern White Cedar shingles in North America, it also manufactures genuine wood siding and Cedar mulch. ■

Albania–The Albanian parliament recently approved a 10-year moratorium on logging for industrial purposes and export. The country also vowed to crack down on extensive illegal tree-felling, which is blamed for causing 10 times as much deforestation as legal logging.

"Albania is faced with an ecological disaster and we are obliged to take drastic measures against forest exploitation for industry and export," Lefter Kola, environment minister, said.

The respective law was passed with 101 votes out of 140. According to the law in question, the offenders will have to face jail sentences of up to 10 years.

The law has a provision allowing local authorities to cut a limited amount of wood for heating, according to reports citing Environment Ministry spokesperson Ana Kekezi.

Albania seems to face a major problem when it comes to forests. A staggering half of the country's forests have disappeared in the 25 years since the fall of communism. Today, they cover only 25 percent of Albania's surface.

The damage could be even worse, according to the head of the Citizen's Office Sazan Guri, who told the Balkan Insight that forest cover could be closer to only 10 percent.

Illegal logging and massive deforestation are problems affecting many parts of the Balkans. Romania recently categorized most illegal logging and unregulated forest exploitation as threats to national security.

The new law will force all manufacturers using wood in products to import it, according to the *Balkan Insight*. ■

Canada–Chrystia Freeland, Canada's international trade minister, recently signed the Trans-Pacific Partnership (TPP) trade deal at a ceremony in New Zealand. After the ceremony, the minister stated that Canada's participation in the Asia Pacific economy is very important and assured her counterparts from 11 countries that the new Canadian government is pro-trade.

The document still has to be ratified by all the parties that signed the deal. If ratified (something that could take up to two years) the TPP would create the world's largest trading block, covering 40 percent of the world economy.

The TPP would benefit the Canadian forest industry as well. For example, forest products from Canada now face up to a 31 percent tariff in Vietnam, 40 percent in Malaysia, 20 percent in Brunei and 10 percent in

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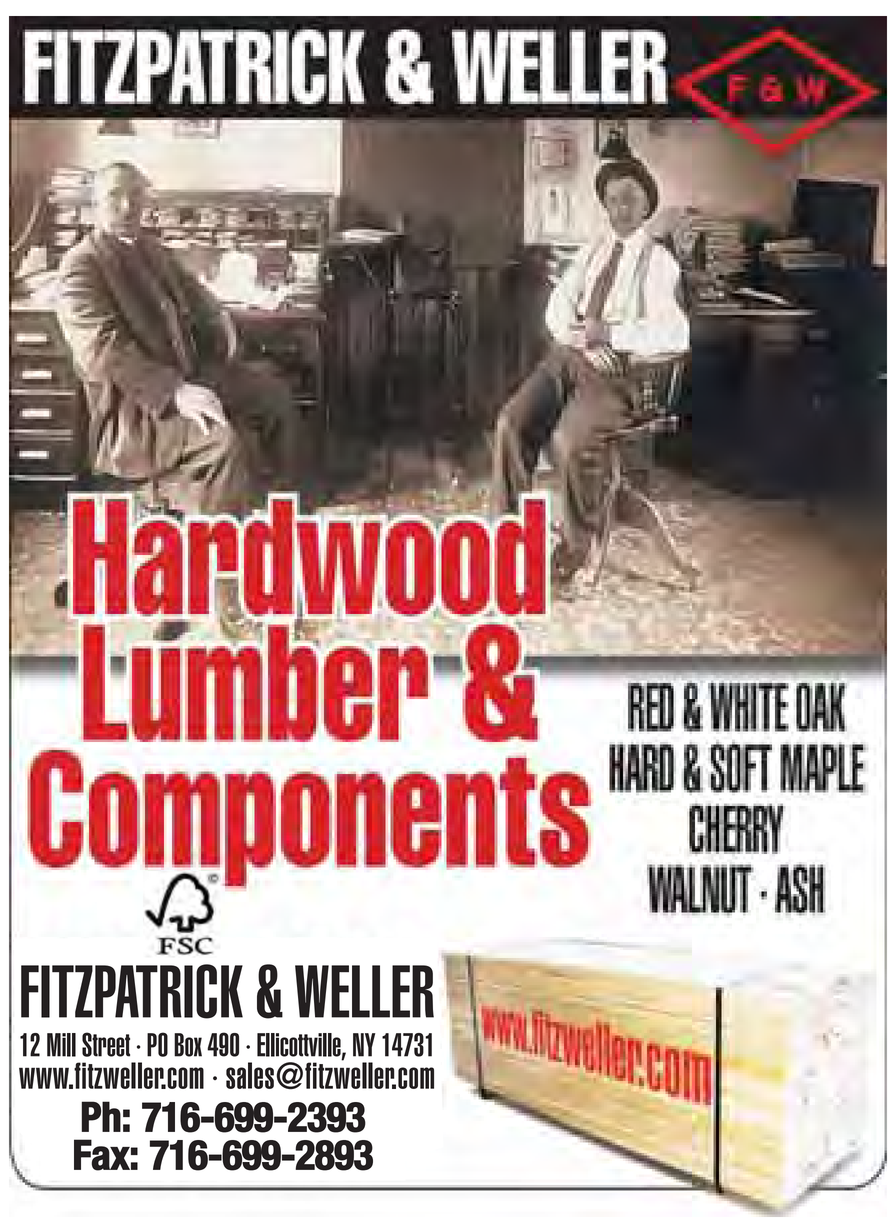

NEWSWIRES-Continued from page 35

Japan.

Forest companies from Canada now export about $33 billion in products each year to more than 180 countries around the world. Forest products are Canada's top export to Asia.

Canada's $58-billion-a-year forest products industry represents two percent of Canada's GDP and is one of Canada's largest employers providing 230,000 direct jobs across the country. ■

WHO'S WHO – Dimas – Continued from page 2

Pine, CDX, Cimbra+, Western species, treated lumber, I-Joists and Shop grade lumber.

Dimas graduated from Burley High School, located in Burley, ID, in 1981 and earned a Bachelor of Arts in International Relations degree from Boise State University, located in Boise. His first position in the forest products industry was at Boise Cascade, but he previously worked at Micron in their international business unit, where he was account representative over Mexico and Puerto Rico. Other experience includes working as manager of Latin American and European sales for Ioline and AceCo. He joined Boise Cascade in 2007 and currently manages imports/exports throughout the Western Hemisphere. His responsibilities include finding and building new sales markets as well as expanding existing business

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IMPORT/EXPORT CALENDAR

APRIL

NATIONAL WOOD FLOORING ASSOCIATION, NWFA WOOD FLOORING EXPO, Charlotte Convention Center, Charlotte, NC. For more information: visit www.nwfa.org. April 27-30.

MAY

13TH QINGDAO INTERNATIONAL FURNITURE & WOODWORKING MACHINERY EXHIBITION, Qingdao International Convention Center, Qingdao, China. For more information: visit www.qiff.net. May 25-28.

JUNE

CARREFOUR INTERNATIONAL DU BOIS, FOREST PRODUCTS/CONSTRUCTION INDUSTRY TRADESHOW, Exhibition Park la Beaujoire, Nantes, France. For more information: visit www.timbershow.com. June 1-3.

AHEC 21ST SE ASIA & GREATER CHINA CONVENTION, The Westin Chongqing, Chongqing, China. For more information: visit www.ahec.org. June 23-24.

SYLVA WOOD, SHANGHAI MART EXPO, Shanghai, China. For more information: visit www.sylvawoodexpo.com. June 27-29. ■

WHO'S WHO – Dimas – Continued from page 36

ventures.

Boise Cascade is a member of the North American Wholesale Lumber Association, American Plywood Association, Softwood Export Council, Southern Pine Council and United Way.

Boise Cascade has been the recipient of various industry awards including multiple Lumberman of the Year and Safety awards.

In his spare time Dimas enjoys trail and road running, mountain biking, reading and is an avid fan of soccer. He has two sons and a daughter and has been married to Liliana for 12 years.

For more information, visit **www.bc.com**. ■

WHO'S WHO – Bisaccia – Continued from page 2

Prior to joining Bingaman's export team, Bisaccia was regional director of operations and regional quality director for a large biotechnology company. His sales markets will include China, Taiwan, Japan, Korea, Indiana, Bangladesh, Sri Lanka and the Carribean.

In his spare time, Bisaccia enjoys coaching sports at the local Christian school as well as the local youth sports programs and teaching at First Regular Baptist Church of Northumberland, located in Northumberland, PA. He and his wife, Kama, have been married 10 years and the couple has two boys, Nicholas and Josiah.

Bisaccia can be reached by email at nbisaccia@bingamanlumber.com.

For more information, visit **www.bingamanlumber.com**. ■

WHO'S WHO – Butterfield – Continued from page 2

Butterfield graduated from the University of Colorado Boulder, located in Boulder, CO, in 2001 with a Bachelor of Arts in Political Science and Government degree. After graduation, he worked as a member of the Peace Corps in Tunisia until 2004. Butterfield's first position in the forest products industry was at Hardwood Specialty Products, located in Denver, CO, where he handled inside sales, customer service, and overseeing the warehouse, among other tasks. Other past positions include regional sales representative and pallet sales manager for Weyerhaeuser/Northwest Hardwoods, as well as national sales manager for Product Protector LLC, located in Eugene, OR. In his present position at Pollmeier, Butterfield will cover various sales areas in North America, including the Rocky Mountains, some Northeast territories and Canadian markets.

Butterfield received the Weyerhaeuser PROS Award in 2006. In his spare time he enjoys duck hunting, water fowling, fishing, outdoor camping and waterskiing. He married Julie in August of 2015 and the couple has one stepson, Noah, who is 14 and enjoys playing basketball.

For more information, visit **www.pollmeier-usa.com**. ■

Obituary

James Adams Taylor, age 41, recently passed away in Memphis, TN.

Taylor had a very kind heart and will be dearly missed, according to those who knew and loved him.

Taylor had a profound love for music and all things outdoors. He was All-District in golf in high school, lettered three years in football, and was two-time Memphis in May kayak champion in his age division. Taylor was also an assistant girls basketball coach for several years at the Church of the Holy Communion. Adam attended the University of Arkansas and went on to work for the family business, Ralph Taylor Lumber, where he was still employed at the time of his death. Above all, Adam will be remembered as a loving father to his beautiful daughters that he shared with his wife of 11 years, Mary. Tallulah and Clementine, who were the center of his universe and light of his life, shared his passion for the outdoors and they spent countless hours hiking and cycling together as a family.

Adam Taylor

He is survived by his two beautiful daughters, Tallulah and Clementine; mother, Anne Thornhill (Dan); step-father, Robert Keenan; step-mother, Ema Taylor; brother, John Jackson Taylor; sister, Katie Rawlings (Wes); two grandmothers, Faye Taylor and Tomela Keenan; two aunts, Donna Taylor (Eric) and Kathy Price; uncle, Jeff Taylor; nephew, Howell Taylor; nieces, Camille Rawlings and Keenan Rawlings; cousins, Mary Price, Will Price, Kristi Taylor, Zack Taylor, Taylor Steffens and Susan Steffens. He is preceded in death by his father, James Phillip Taylor.

In lieu of flowers the family requests donations be sent to Big Brothers Big Sisters of the Mid-South Inc. at **www.msmentor.org** or Mid South Trails Associations at **www.midsouthtrails.com**. ■

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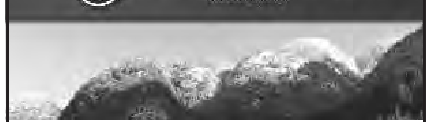

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