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Serving Forest Products Buyers Worldwide

October/November 2007

New Products, Seminars, Industry Experts Headline 50th AWFS Fair

By Terry Miller and Doug Knowles

Las Vegas, Nevada—Since 1957, the biennial AWFS Fair, hosted by the Association of Woodworking & Furnishings Suppliers®, has become North America's largest exhibition of woodworking hardware and machinery, board and panel products, upholstery material, wood components, supplies and new technologies, according to the host association.

Recently, the 50th anniversary of the event proved larger than ever as it attracted approximately 1,000 exhibitors who displayed their goods within 500,000 net square feet of exhibit space. Tens of thousands attended the fair, which offered 52 seminars and 17 Smart sessions, which were so well attended in 2005, they sold out. In fact, several Smart sessions sold out prior to the start of the 2007 AWFS Fair, which was held at the Las Vegas Convention Center over four full days. Among the seminars

that sold early were: maximizing the performance of your CNC router; simplifying the finishing process; lean manufacturing hands-on production simulation.

This marked the second time Las Vegas has served as the host site of the fair. At this year's event, companies could enroll as a team in the expanded College of Woodworking Knowledge®, which included such seminars as Got Sustainability, which offered guidance through the LEED program and FSC certified wood products.

Additionally, the 2007 AWFS Fair unveiled such new features as the Belt Sander Races, the AWFS®TV and AWFS® Radio, as well as a celebrity hosted awards banquet. Richard Karn, best known as Al Borland—Tim "The Toolman" Taylor's sidekick on the hit tv show, Home Improvement, served as host for the fair's awards

Additional photos on pages 14 & 16

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Peter Cadrin and Nathalie Robert, C.A. Spencer Inc., Laval, Que.; Bert Root, Global Wood Products, Lake Dallas, Texas; Guylaine Leduc and Claude Cadrin, C.A. Spencer Inc.



Mark Mah, UCS, Mississauga, Ont.; Doug Knowles, Import/Export Wood Purchasing News, Peterborough, Ont.; and Rob Nogas, UCS

WHA Targets "Good News About Hardwoods"

By Wayne Miller

Sunriver, Ore.—The 2007 annual meeting of the Western Hardwood Assoc. (WHA) attracted more than 94 members to the Sunriver Resort here recently. The event included numerous meet-and-greet opportunities, along with several guest speakers and an awards dinner.

Day one featured a board of directors meeting and hosted reception. Day two began with a continental breakfast and business meeting, prior to a speaker program. Speakers included Chuck Reaves, whose address was entitled, "The Theory of 21," and Castle "Skip" Newell III, who addressed "Quantum Value Leadership." The day

Additional photos on page 16

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Bill and Cathy Redman and Edie and Jack Clark, North Pacific, Portland, Ore.; and Kristine Durr, Western Hardwood Assoc., Camas, Wash.

Lumbermen, Dealers Meet In Ontario

By Doug Knowles

Aurora, Ontario—Close to 80 members and guests of the Canadian Lumbermen's Association (CLA) and Wholesale Lumber Dealers Association (WLDA) attended an annual summer golf tournament recently at the very scenic, yet challenging, St. Andrews Valley Golf Club.

The event provided networking opportunities for attendees, who were also treated to a reception and buffet dinner following their round on the links.

The membership of the CLA is divided into four bureaus primarily servicing the hardwood and softwood lumber manufacturing communities. They are: the Wood Products Manufacturing and Inspection Bureau (WPM&IB), the Hardwood Bureau

Additional photos on pages 16 & 28

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Jonathan Simmerson, Quality Hardwoods Ltd., Powassan, Ont.; Alex Mullins, Kuhns Bros. Lumber Co., Inc., Lewisburg, Pa.; Al Jackson, J & F Trucking Corp., Ajax, Ont.; Lloyd Lovett, Transit King City/Norway Forwarding, Alliston, Ont.; and Paul Brooks, Quality Hardwoods Ltd.

Who's Who in Import/Exports



Chad W. Cotterill

Chad W. Cotterill began his career in the lumber industry in 1999, and has served as vice president of export sales for **Tioga Hardwoods Inc.**, located in Owego, New York, for the past two years. Tioga Hardwoods specializes in green and kiln-dried Appalachian hardwood lumber and dimension. The company operates three facilities — two in New York near the Pennsylvania border, and one in Virginia.

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Jack Matson

Jack Matson has served as executive vice president of **Matson Lumber Co.**, located in Brookville, Pennsylvania, for five years. He has been working for the company for eight years, and has been involved in the import/export industry for 12 years. Matson Lumber manufactures Red Oak, White Oak, White Ash, Cherry, Poplar, Hard and Soft Maple in lumber and logs. The firm

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Richard L. McIntosh

Richard L. McIntosh started **Great Atlantic International Inc.**, located in Greensboro, North Carolina, in April 1999. As president of the company, McIntosh oversees lumber purchasing in addition to other responsibilities. Great Atlantic supplies distribution yards, specialty millwork operations and window and door manufacturers throughout the U.S., Canada and the Caribbean. The firm imports rough lumber species such as Genuine

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Chris Cook

Chris Cook began **Cook Woods**, located in Klamath Falls, Oregon, nine years ago. The company, a full service retail lumberyard and sawmill, specializes in such exotic hardwoods as burl, Chestnut, Douglas Fir, Ebony, Mahogany, Maple, Rosewood and others. Cook Woods can also dimension cut any species and offers a surfacing mill and kilns. The firm also cuts and sells a lot of wood for the music industry. Cook's start in

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Act Targets Worldwide Illegal Logging

Sen. Ron Wyden (D-Ore.) recently introduced Senate Bill 1930, the "Combat Illegal Logging Act of 2007," which would ban the import, export, purchase or sale of timber products made in violation of any domestic, foreign law or international treaty related to natural resources. According to the American Forest & Paper Assoc. (AF&PA), which supports the measure, "illegal logging is a criminal activity that undermines governance systems worldwide, destroys ecosystems and contributes to carbon emissions, harms often poor and rural communities, and forces American businesses and workers to compete against inappropriately low-cost forest products made from illegally sourced fiber. Illegal logging costs the U.S. forest products industry an estimated \$1 billion per year in depressed prices and reduced exports, and contributes to ongoing mill closures and job losses." Others in support of the bill, which would add protection for wood and timber products into the Lacey Act, include the Environmental Investigation Agency (EIA), Hardwood Federation, Sierra Club, Defenders of Wildlife, Natural Resources Defense Council, World Wildlife Fund and Greenpeace. The Agriculture Committee will determine the fate of the proposal, along with reauthorization of the Farm Bill this term. Similar legislation to combat illegal logging was introduced during the last Congress, but failed to pass. The International Wood Products Assoc. (IWPA), which represents wood importers and suppliers, has voiced

THE WASHINGTON SCENE

their opposition of the bill, opting for a government-to-government strategy to handle the illegal logging issue.

Homeland Security Extends Illegal Worker Restrictions

The Department of Homeland Security (DHS) recently issued a "No-Match" regulation to help prevent and punish employers who knowingly hire illegal workers. According to the DHS, when an employer has numerous employees with inaccurate personal identity information, the Social Security Administration will send a No-Match letter. Employers must respond to the No-Match letter within 90 days, confirming any contested worker's identity. Once the 90-day period lapses, the company must fire the employee in question or face strong penalties. The DHS has also proposed a 25 percent increase in civil fines for employers who knowingly hire illegal immigrants. Some other measures include: reducing the number of documents employers must accept to confirm identity and work eligibility; expanding criminal investigations against employers who knowingly hire numerous non-citizens; requiring all federal contractors and vendors to use e-verify, the federal electronic employment verification system which shows authorization to work in the U.S.; streamlining the H-2B work visa program for non-agricultural seasonal workers; and extending visa terms for professional workers from Canada and Mexico.

ITC To Host Public Hearing In Section 332 Investigation

The International Trade Commission recently held a public hearing, concerning its ongoing Section 332 investigation

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Improving Marketshare Through Grading Seminars

For more information on AHEC and the export promotion programs, call (202)463-2720, fax (202)463-2787, or visit the website, www.ahec.org.

By Michael Snow
Executive Director
American Hardwood Export Council
Washington, D.C.

The American Hardwood Export Council (AHEC) has been hard at work promoting American hardwoods in overseas markets for more than a decade. While many in the industry are familiar with our Red Oak advertisements, our presence at trade shows, and our conventions, one of our biggest focuses is simply educating buyers on *how* to purchase American hardwoods. The NHLA grading rules American producers use effectively are often unfamiliar to foreign buyers who want to tell just what they are purchasing and how to best use it — this is where AHEC steps in with its grading seminars.

AHEC's grading seminars vary in length and content, depending on the particular needs of the local market.

Although this information is needed everywhere, rapid growth and high turnover rates have made Southeast Asia — especially China — and Mexico the markets AHEC has decided to focus its activities on. Recently, AHEC held three grading seminars, each in a different region of China. Attendance reached capacity, demonstrating this market's need and desire for information. Seminars were also held in Thailand and Vietnam.

Three grading seminars were also held in Mexico. Students received hands-on knowledge about American hardwood grading during the long morning sessions, and Bob Sabistina, AHEC consultant and former NHLA chief instructor wrote of these seminars, "Attendees were very grateful to have attended as the information of grading and species is greatly needed."

AHEC has been very active in carrying out these simple seminars, and plans to continue doing so in the future as these are a very effective marketing tool: by educating buyers, we increase their interest in and use for American hardwood species. Sabastina writes, "I could conduct a steady seminar run for months and just scratch the surface."

AHEC will certainly continue its steady run of seminars, and has even started including short, impromptu grading lessons during large tradeshows. Members have been able to bring their customers over for a quick lesson, and those already nominally interested in American hardwoods can gain the confidence they need to purchase our product.

The American Hardwood Export Council (AHEC) is the leading international trade association for the U.S. hardwood industry, representing the committed exporters among U.S. hardwood companies and all major U.S. hardwood product trade associations. AHEC's member companies service the growing global demand for U.S. hardwood and represent the full range of hardwood products.

AHEC maintains offices in Japan, Europe, Southeast Asia, China, Korea and Mexico, in addition to its Washington, D.C. headquarters, to serve the needs of the global community. For additional information please contact AHEC by phone at 202/463-2720, by fax at 202/463-2787 or consult our web site at www.ahec.org.

Thailand Banks On Biodiversity In Reforestation Efforts

Bangkok, Thailand—In the upper Mae Sa valley, in the heart of Chiang Mai's Doi Suthep-Pui National Park, deforested areas are being returned to greenery at a more rapid rate than typically witnessed.

A 21-hectare section of the total 4,480-hectare spoiled forest has already been returned to good health due to a reforestation program that experts say uses the "framework species method."

Traditional reforestation methods fill areas with a single species of tree. However, the program underway in upper Mae Sa valley speaks to biodiversity. Steven Elliott, a reforestation expert from the United Kingdom at the Forest Restoration Research Unit of Chiang Mai University (Forru-CMU), said that because the trees planted here quickly attracted wildlife, the regeneration process was accelerated.

He explained that the key is to plant fast-growing pioneer trees along with shade-tolerant climax trees that help accelerate regeneration and attract seed-dispersing wildlife and birds. These factors return biodiversity to the forest.

Elliott noted that pioneer trees were chosen from northern Thailand's indigenous tree species that grow rapidly, are resilient to forest fires and form an upper canopy that make a dense shade and attracts seed-dispersing wildlife.

Meanwhile, the shade-tolerant climax trees are slower to grow in the pioneer tree's shade, and thereby form an

under-story. Throughout the growth of these trees, birds and wildlife continue to bring indigenous seeds that naturally grow in the shade.

After 10 to 20 years, the pioneer trees begin to die out. However, the dead wood enriches the soil, providing food for invertebrates. Meanwhile, the planted climax trees grow and form the area's main canopy; the established trees form an under-story, and are thereby ready to return the forest to its former healthy glory.

In Thailand, as this program is used, between 20 and 30 different species of trees will be planted on designated sites and maintained through weak control and the use of fertilizers for years until the trees are well-established. Forestry experts who have weighed in on the program agree that the framework species method should be expanded slowly when it is used.

This reforestation project in Thailand will cover a 9.6 hectare plot by end of next year. Forty years ago the upper Mae Sa valley was a tropical forest that protected the Sa River's rain-catchment areas.

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Summit Defines China's Impact On Industry

Qingdao, China—The Shangri-Lai Hotel here served as the host site for the large crowd of visitors and participants of the recent fourth annual China International Woods Summit. Billed as an event for the most serious-minded in the wood products industry, the event reportedly lived up to its pre-Summit marketing campaign. Hundreds of delegates from China and around the world traveled here to learn the latest news about developments in China. In fact, with 80 booths, China was the most represented country on the exhibit hall. At least 200 exhibitors displayed their products as throngs of buyers poured in to purchase or inquire about the latest goods. Attendees included offshore wood products buyers/importers, wood exporters to China, industry association representatives and more. In the spotlight during this Summit were millwork products and panel products. Guest specialists and consultants offered current insight into the market, and networking sessions were held to allow guests an opportunity to product-source. Topics that were covered during the various presentations included: global markets and China's impact; millwork and China's fit; plantations and industry fit; import and export update, all of which



Where does China fit into the wood products industry? Panelists answered this question and more at the recent China International Wood Summit, held in Qingdao, China. Panelists have served an important role in the annual Summit, addressing pressing industry issues.

was followed by a question and answer session. Attendees also had opportunity to participate in tours of a mill, Chinese plantations and high-quality factories that use imported wood for export markets.



Hundreds recently attended various seminars and presentations during the recent 2007 China International Wood Seminar.

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PACIFIC TRADERS Pleased With Imported American Hardwoods

By Lucas Ngu



At Pacific Traders & Manufacturing Corp. in Cebu, Phillipines, some of the 1,500 workers put together the bits and pieces of furniture at the lamination station.



Various imported woods, mainly from the U.S., are used in the manufacture of the company's products.



A Pacific Traders worker shapes wood parts using a CNC router.



The finishing station within Pacific Traders is part of the 11,000 square foot factory that employs 1,500 workers.

Cebu, Phillipines—In the city of Cebu, one furniture manufacturer stands out among the rest not only for its size, but also the vast array of furniture items that it has to offer. Through a clever mix of raw materials, Pacific Traders & Manufacturing Corp. has been able to set up the first one-stop furniture center in town.

At Pacific Traders, it's not just the numbers that matter. Motivation and innovation are elements that have also enabled the company to carve a niche for itself in the world of wood, particularly in the export market.

And the people behind the company's success are no other than the founders: Hugo and Gorgonia M. Streegan, who are determined to produce something special for their customers. For its commitment to excellence and outstanding performance in the export sector,

the company received the prestigious Golden Shell Award in 1985 while Streegan has earned a reputation for himself as the "Export Champion of the South."

Like many other success stories, Pacific Traders has a humble beginning that dates back to 1973 when the company was involved in the export of rattan poles. Three years later, the company's owners decided to venture into the manufacture of rattan furniture. It was in the mid-1980s that a new and larger plant was established. Today, the 11,000 square foot factory employs 1,500 workers for its six-day operation each week.

According to Loma M. Manalili, the firm's marketing director, the mill is capable of churning out 50 to 60 containers of wooden furniture and some 20 containers of rattan furniture each month. But the combined output

could reach 100 containers during the peak period and the items are produced entirely for the export markets in the U.S. (80 percent), the Middle East, Europe and Asia.

"We make primarily home furniture and sell them to manufacturers and retailers like Ethan Allen, Henredon Direct, Century, and McGuire Furniture Co in the United States," Manalili told Wood Purchasing News.

"We also make high-end products which are delivered to hotels, restaurants, and resorts," she added.

As far as raw materials are concerned, Manalili disclosed that the company imports Oak, Beech, Walnut, Maple and Alder from the United States. Local materials include Gmelina, Lalan, Rubberwood, and crushed Bamboo while Radiata Pine is sourced from New Zealand.

Imported wood, mainly from the U.S., accounts for 60 percent of raw materials used for furniture production and the consumption level stands at 60 containers a year.

"As far as the quality of wood is concerned, we insist on No. 1 Common and cabinet grades. The sawn lumber comes in thicknesses of 2-inches with widths measuring two feet and up while each piece is 7 feet in length or more," she said.

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The firm has been assembling furniture for 24 years for such companies as Ethan Allen, Henredon Direct, Century and McGuire.



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FRANK MILLER LUMBER Prides Itself On Quartersawn Look

By Paul Miller Jr.



At Frank Miller Lumber Co., located in Union City, Ind., a new McDonough installation section was recently added to the resaw system.



Bob Miller, Frank Miller Lumber president, and Chris Moore, vice president of sales, stand in front of an above average width White Oak log pile.



Larry Beeman is a loyal log supplier to Frank Miller Lumber.



A sawmill, warehouse and offices are housed in Union City Plant No. 2.



An overview is shown of the Salem facility located in southern Indiana.



Frank Miller Lumber has enclosed storage for 4 million board feet of kiln-dried lumber.

Union City, Indiana— For more than a century, Frank Miller Lumber Co. Inc. (FML), headquartered here, has provided customers with quartered, rift and plain sawn hardwood products.

The 100-year-old company, located on the Indiana/Ohio stateline, specializes in quartersawn Red Oak, White Oak, Hard Maple, Ash, Walnut, Cherry, Hickory and Poplar in varying thicknesses from 4/4 through 8/4. However, the manufacturer prides itself on plain sawn availability in the above-mentioned species.

Quartersawn boards are made by cutting a log into quarters and then creating a series of parallel cuts perpendicular to the tree's growth rings. The grain in quartersawn wood is relatively consistent, making the end product stable, and it is preferred by woodworkers and furniture makers.

Though the unique quartersawn look has been an ongoing growing trend, Bob Miller, president, said that FML has made the look its own over the years and truly quarters the logs to optimally maximize the beauty of each board.

John Miller founded Frank Miller Lumber in Union City in 1903, filling small orders for local farmers. Today,


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Twenty kilns at the Union City facility have computerized monitoring to ensure precise drying.

Frank Miller Lumber offers indoor truck loading.





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MIDWEST WALNUT, S&K INDUSTRIES Create Ultra Walnut

By Terry Miller



Tom Stout, president of S&K Industries, located in Lexington, Mo., Brad Stout, engineer at S&K, and Jim Plowman, president of Midwest Walnut, located in Council Bluffs, Iowa, display the Ultra Walnut gunstock.



Larry Methner is vice president of sales for Midwest Walnut, marketing the company's products to more than 20 countries worldwide.



A robotic sander sands a gunstock at S&K Industries, which recently formed a partnership with Midwest Walnut to manufacture Ultra Walnut.



A Walnut rifle stock is measured by the Computerized Measuring Machine (CMM) during the production process.



Randy Stout, director of sales and new product development, and his father, Don Stout, vice president of operations, are two key executives with S&K Industries. The younger Stout also works as plant manager.



Teri Stout is the purchasing manager for S&K Industries.

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MIDWEST WALNUT

Council Bluffs, Iowa—Midwest Walnut, headquartered here, recently partnered with S&K Industries, located in Lexington, Mo., to produce a new line of gunstocks called Ultra Walnut.

Ultra Walnut is an advanced design gunstock, constructed using two pieces of high grade Walnut and one sheet of carbon fiber, or three pieces of high grade Walnut and two sheets of carbon fiber when extra thickness is required (for rifle stocks with a cheek-piece for example). The carbon fiber is left out of shotgun fore ends because the added axial strength it provides is not required.

Tom Stout, president of S&K Industries, said the inclusion of the carbon fiber was a choice both for design and durability.

“Initially, we just glued it together without the carbon fiber, but you could see the two grain patterns on the two pieces that wouldn’t always exactly match up,” he said. “When we put the carbon fiber in between the two Walnut pieces to break the grain, the glue line went from a negative to a positive. People saw the advantages of carbon fiber and it makes the stock stronger and more stable.”

Though the idea for the gunstock was Stout’s, he is quick to give credit to Jim Plowman, owner of Midwest Walnut, who helped get plans rolling on the Ultra Walnut.

“He (Plowman) is the only guy who’s been in the sawmill industry who was willing to make niche products,” Stout said. “Once you to talk to (customers)

Continued on page 19

Finished Ultra Walnut shotgun stocks are lined up for the checkering machine.



GILCO Enters Into Drying Contract For Marion Facility

By Gary Miller



Buck Harless started his own sawmill operation in Gilbert, W.Va., in 1947. Through his leadership, his company has grown where today Gilco Lumber Inc. consists of three band mills, two circle mills, 20 dry kilns and a pre-dryer that all help his firm manufacture and/or process approximately 85 million board feet of Appalachian hardwood lumber annually.



Scott England, sales manager for Gilco Lumber Inc., and Rick Wheeler, lumber salesman for Gilco, stand in front of their company's dry kilns at their new hardwood lumber concentration yard in Marion, N.C.



This is a view of 8/4 Poplar being kiln dried at Gilco Lumber Inc.'s new lumberyard in Marion, N.C. This new facility will help Gilco produce another 15 million board feet of kiln-dried lumber annually.



This is a view of one of Gilco's employees working on some lumber handling equipment in a building that will house their new green chain.



One of Gilco's employees moves lumber bundles around the yard in one of the firm's Taylor forklifts.



Joe Hall Jr. is a lumber inspector at Gilco Lumber Inc.'s new hardwood lumber concentration yard in Marion, N.C.

South Charleston, West Virginia—Gilco Lumber Inc., headquartered here, recently entered into an agreement with Ethan Allen and Catawba Hardwoods & Dry Kilns Inc. to provide drying services for Gilco's 11-acre hardwood concentration lumberyard in Marion, N.C. This new concentration yard was purchased in January from Joe Hall, who owned Catawba Hardwoods & Dry Kilns in Marion, N.C.

Scott England, Gilco's sales manager, said the partnership with the Ethan Allen's furniture manufacturing facility in Old Fort, N.C., which is only a couple of miles from Marion, N.C., will greatly boost Gilco's monthly production of kiln dried lumber.

"Ethan Allen's kilns will be 100 percent dedicated to drying green lumber from Gilco Lumber Inc. sawmills," he said. "After drying, the lumber will be brought to our lumberyard, which is only a very short distance away, and we'll take it off a truck and stick and package it. In fact, they'll actually dry more of our lumber there than we'll dry at our hardwood concentration lumberyard in Marion. In Old Fort, Ethan Allen has 500,000 board feet per charge of dry kiln capacity."

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This picture shows some of the lumber in Gilco's air-drying yard in Marion, N.C.

This picture shows, in the background of Gilco Lumber Inc.'s new hardwood lumber concentration yard in Marion, N.C., part of the mountain range that exists in western North Carolina.



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The REDMAN FAMILY — Mixing Fine Hardwoods And Wine Successfully

By Wayne Miller



Bill and Cathy Redman recently opened Redman Vineyard & Winery, located in Newberg, Ore. The Redmans have been wine lovers since 1978.



Bill and Cathy examine Pinot Noir grapes in the vineyard. The wine is a specialty of Redman Vineyard & Winery, which also offers Chardonnay, Pinot Blanc and Arneis.



Bill prepares to unload newly arriving grapes.



Cathy, granddaughter Caitlyn and some friends sort out unwanted grape clusters, while Bill supervises.

Newberg, Oregon—For Bill and Cathy Redman, the hardwood lumber industry and the wine-making business go hand-in-hand at Redman Vineyard & Winery, located here. Bill, a 29-year veteran of Portland, Ore.-based North Pacific, and his wife, Cathy, a longtime banker, went to their first wine tasting in 1978 and were instantly hooked. “We went to our first wine tasting and we so enjoyed it,” Cathy said. “The

wine wasn’t very good in 1978. We enjoyed the people. Our travels took us to France, Napa and Sonoma (in California). When you start planning your vacations around wine, you know it’s becoming a passion.” However, it was not until many years later — 2004, to be exact — that wine became more than a hobby. After a difficult year in the lumber business, the Redmans sat down on Dec. 31, 2003, and analyzed their future, formulating a plan with Michael Beckley, a winemaker with Quercus Wines. “We thought about what we would regret not doing before the end of our lives,” Cathy said. “We wrote out a vision that February and found our Newberg location three weeks later. Our site matched our vision

— 30 acres, 400 feet elevation, southern exposure with coastal breezes and Willakenzie soil. Willakenzie is top class wine soil since it is well-drained, moderately deep, moderate fertility and available water-holding capacity.”



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Source: Wine Press Northwest

In November 2005, after the soil was prepared, Bill and Cathy participated in planting over 10,000 grape vines in only five hours. Vineyard managers Matt Novak and Luke Pedotti of Results Partners and a crew of 15 workers assisted. The vineyard was laid out in four blocks, named for each of the Redmans’ grandchildren, Zachary, Alexander, Connor and Caitlyn. Everything plays a part in growing

Continued on page 21

Bill and Cathy toast a successful day with wine-maker Michael Beckley.



Wood Products Shine At Shenzhen Expo

By Lucas Ngu



Liu Qian, Qing Dao Hui, Vicki Xiong and Chen Jia Xi, Costar Furniture, China



Guo Liang Dong, Tang Yung Qiang and Andy Zhu, Meilijia (HK) Furniture Co. Ltd., China



Wan Wei, Michelle Liu, Karen Ke and Tang Jian Guo, Shenzhen Jiade Li Furniture Co. Ltd., China



Lian Shui Di, Wang Qiu Ju and Li Li Si, Shenzhen Lunji Industry Co Ltd., China



Chu Chuan Min (middle) with friends, Dianyage Co., China



Kang Li Yun and Liu Pei Xuan, Shenzhen Songboyu Timbering Co. Ltd., China

Shenzhen, China—Shenzhen International Furniture Expo returned to China recently and opened its doors to visitors for four days. Organized by Shenzhen Furniture Trade Association, the expo sprawled over 160,000 square feet of floor space and occupied a total of nine exhibition halls at Shenzhen Exhibition Center. Carrying the theme “Innovation, Branding and Expansion,” the 21st Shenzhen International Furniture Expo featured a wide range of modern and classical furniture crafted from timbers, panels, rattan and metal. Upholstered items also made their presence felt while classical and neo-classical furniture showcased during the expo included European, American and Chinese styles. Being the center of furniture research and development in China, the Shenzhen expo was able to impress visitors with new designs and its spectacular display of vibrant colors. According to the show organizer, the new designs were a joint effort of Italian designers from Milan and their Chinese counterparts, resulting in the creation of a rather unique and exclusive range of furniture items. It is a strategy that mainland Chinese furniture manufacturers have adopted to achieve greater recognition of their products in the domestic and international markets. Simplicity dominated the designs of furniture that catered to the tastes of the younger generation. This year, the market continued to pursue American styles as well as those with a “rural” and “natural” touch. Raw materials and furniture designs also focused on environmental protection. Amid the changing styles and tastes, modern Chinese furniture items crafted from wood and panels continued to gain popularity and were able to expand marketshare in recent years. As far as color was concerned, there were more greys, browns and golden tones, though the “white and black” was still emphasized. Aside from the product display, a seminar was incorporated into the expo. It kicked off with a paper on “Quality Improvement and Testing in the Furniture Industry,” which was presented by Dr. Jiang Jingyan, deputy director of Shenzhen Furniture Design Institute. As one of the largest furniture events in China, exhibitors also took the opportunity to showcase materials

Continued on page 21

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Industry Players Converge At CIFF



Chengqiong Wang, Lai Ji Xing, Leo Chen and Patty Huang, Pei Mao Wood Corp Ltd., China



Li Chao Jin, Shang Zhang Hong and Li Na, Zhe Jiang Giada Co., China



Susan Qin, Leonard Wei, Jim Shen and Emily Qin, Zhejiang Shaoxing Changli Furniture Co Ltd., China



Wu Fang, Kevin Yip and May Tsang, Meiying Fengheng Furniture Co. Ltd., China



Tommy Liang, Wang Yu and Wade Guo, MingMeiXuan Furniture Factory, China

Guangzhou, China—Guangzhou, capital of Guangdong Province in southern China played host to the 20th China International Furniture Fair, which was staged at the China Import & Export Fair Pazhou Complex recently. Dubbed as “Asia’s furniture sourcing center,” it was held concurrently with Hometextile China 2007 and Homedecor & Housewares China 2007.

The four-day expo was organized by China Foreign Trade Centre and hosted by China Foreign Trade Guangzhou Exhibition Corporation with the support of numerous furniture associations in China.

Covering a floor area of 130,000 square feet, it attracted the participation of large industry players who took the opportunity to display latest designs in home and office furniture.

As far as home furniture was concerned, it comprised the Modern Furniture Section and Classical Furniture Section, which occupied 10 exhibition halls and sprawled over a floor space of 105,000 square feet. Compared to the same period last year, the number of exhibitors at the Modern Furniture Section had increased by a large margin while the Classical Furniture Section had expanded by 5,000 square feet.

At the expo, visitors, both local and foreign, were impressed by the wide range of furniture items on display. They included items for the bedroom, dining room, kitchen area, as well as children’s furniture, traditional furniture and soft furniture. Visitors comprised buyers from Japan, Korea and Australia and other countries.

For the first time, classical Chinese furniture dominated CIFF with items inspired by the Ming and Qing dynasties. Also featured was furniture meant to create a comfortable and natural environment with focus on environmentally friendly materials. Color was also emphasized to enhance diversity.

Well-known brands like Royal House, Blebeter and Conetco reported having received huge orders during the opening of day of CIFF, hitting a figure of RMB 20 million (approximately USD\$2.5 million) with most orders from Europe, North America and the Middle East. The most popular items were classical and neo-classical pieces of European and American styles.

Apart from the product displays, seminars were incorporated into the expo, along with contests aimed at upgrading furniture manufacturing technology as well as furniture design. The seminar began with a paper on “How to Ensure that Products Arrive at the Consumer Market Safely – Transit Packaging Test for Furniture”, which was presented by Dawn Wang, a training officer attached to Bureau Veritas Consumer Product Services.

Homedecor & Housewares covered an area of 12,000 square feet and was staged by more than 130 enterprises that took the opportunity to showcase latest innovations in home decoration. Items on display included paintings, mirrors, frames, artificial flowers, carpets, tapestry and stone-carvings as well as metal and wooden items.

Meanwhile, Hometextile China,

Continued on page 21

Prized species from the Bolivian interior.

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Orders Pile Up At 2007 Tupelo Furniture Market

By Deborah Armstrong



Casual furnishings were among the preferred products ordered by visitors to the recent Tupelo Furniture Market. Among the many favorites was this Brazilian Pine piece that is multi-functional. It was on display by Gonzales & Associates from High Point, N.C.



This Mahogany bookcase with beveled glass was among the items exhibited by BG Industries, located in Lafayette, La.



Known for its strength as a hardwood, Sheesham, out of India, provides an excellent sturdy base for this candleholder, made of water buffalo horn. The item was displayed by the Ronita Smith Collection, located in Starkville, Miss.



An Alpharetta, Ga., company displayed several patio sets made of Baulau hardwood and manufactured in Vietnam.

Tupelo, Mississippi— Approximately 100 new exhibitors joined returning vendors to sing their praises for the annual summer Tupelo Furniture Market (TFM), held here each August. This year marked a milestone for the event as it turned 20 years old and continued to attract many of the most recognizable names in furniture manufacturing and the upholstery industry.

Although the opening morning of the three-day event proved to be slow, traffic increased significantly as the weekend ensued. Exhibitors reported significant interest from buyers of casual dining and entertainment furnishings.

Prior to TFM, many in attendance had voiced concern that perhaps the event was occurring too close to the recently held Las Vegas Market. However, as orders for shipments piled up at the Tupelo Furniture Market, all concerns dissipated. Of the exhibitors polled, all reported that order writing was “brisk” after the opening day, and the majority stated that Southeastern midsize dealers placed more orders than any other region in the country. Some attendees even reported that at least 75 percent of the visitors to their exhibits filed orders.

TFM attracted nearly 1,000 exhibitors from throughout the world and buyers were represented by all 50 U.S. states

WHO'S WHO - Cotterill

Continued from page 2

Tioga Hardwoods offers a nine-person sales team, with two overseas offices. Cotterill received a regent's diploma from Homer High School, located in Homer, New York, in 1991. He received a bachelor's degree in engineering management from Clarkson University, located in Potsdam, New York, in 1995. He earned a second bachelor's degree in East Asian studies, with a concentration in the Chinese language, from the University of Albany, located in Albany, New York, in 1999.

Tioga Hardwoods is a member of the National Hardwood Lumber Assoc. (NHLA), Empire State Forest Products Assoc., American Hardwood Export Council (AHEC), Penn-York Lumbermen's Club and the Appalachian Lumbermen's Club. The Tioga Co. Chamber of Commerce named the company “Business of the Year” in 2005.

Cotterill is married to his wife of four years, Cassandra, and has two children. He enjoys running, basketball, hiking and playing with his kids.

and 38 foreign countries.

Overall, the mood was much brighter than during the January Tupelo Furniture Market when attendance was considerably off the mark of past


TFM's. Due to that fact, it was reported prior to the recent TFM that in 2008, the Tupelo Furniture Market's winter show has been moved to Feb. 20-24, previously the traditional

month for this show.

Tupelo's 2008 summer market will begin Aug. 22.

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NEWMAN

AWFS -
Continued from page 1

gala. Also included among the activities at this year's AWFS Fair were: introduction of Sequoia new products, fresh wood student competition and wood products fastest growing 100 companies.

The Association of Woodworking & Furnishings Suppliers was established in 1911 as the Suppliers Chapter of the California Furniture Manufacturers Association (CFMA). The chapter voted to become an incorporated separate entity in 1979.

WHA -
Continued from page 1

concluded with a High Desert Hoedown Buffet Dinner, Calcutta Golf Auction and entertainment by The Boys Next Door.

Day three kicked off with a continental breakfast and speaker program. Featured guests and their topics included Glenn Ahrens, "Current Trends for Red Alder in Northwest Forests"; Jack Clark, "Hardwood

Foundation – Truth About Trees"; Grace Terpstra, "Hardwood Federation Legislation Updates"; and Jim Jensen, "Credit Management or Risk Management."

The final day also included a golf tournament at Meadows Golf Course, a reception, plated dinner, awards banquet and auction. The golf tournament ended in a tie for first with the team of Edie Clark and Jack Clark, Hardwood Forest Foundation/North Pacific, Portland, Ore.; and Rick Williams, Boise Cascade Corp., Boise, Idaho; and the team of Tom Mann, North Pacific, Portland, Ore.; Peter Lang, Cherokee Wood Products, Upland, Calif.; and Tom McCabe, Seaport Lumber Co., Raymond, Wash.

Individual golf awards went to the husband and wife pairing of Jack and Edie Clark, for longest drive and best female golfer, respectively. Closest to the hole prizes went to Doug Wirkkla, Hardwood Industries, Sherwood, Ore.; and Peter Lang. The weekend wrapped up with a dinner and presentation to Dave Sweitzer, WHA secretary/manager, for his hard work with the organization.

In 1955, 60 maverick companies joined together to become the charter members of what is now known as the Western Hardwood Association

(WHA). They were considered mavericks because they were making a living using a Pacific Coast hardwood called Alder. Foresters throughout the region were using any means available to eradicate what was known as a "weed" tree. Bulldozing, burning and spraying were common techniques used to make way for Douglas Fir.

Fifty years later, there are still a few who would like to see green conifers year-round and not be bothered by the deciduous Alder. As formidable was the effort to eradicate Alder, it still persisted and is now gaining favor among most foresters. Alder is the first to sprout after a fire or other disaster. It is a prolific contributor to the biodiversity of the forest. Alder fixes nitrogen in the soil and is immune to the effects of root rot and Swiss needle cast. One short rotation of Alder will cleanse the soil of these diseases affecting many coniferous species.

In 2000, Alder logs surpassed Douglas Fir logs in price for the first time. This trend continues today and is expected to continue into the future. Alder represents a niche market with 98 percent of the Alder coming from the Northwest and Southern British Columbia. Alder is in huge demand throughout the world and the WHA is working tirelessly to assure a sustainable supply.

Research is currently being conducted to develop superior seedlings. Many feel this will lower rotation from 30 years to about 20 years or lower while improving the quality of the log to increase yield. GreenWood Resources and the other major landowners have test sites in Oregon and Washington where research is being conducted.

CLA -
Continued from page 1

(HB), the Wholesale and Export Bureau (W&EX) and the Associate Bureau (AB). The association has members in Ontario, Québec and the Maritimes, as well as in 18 states of the U.S. The CLA also counts a few members from the United Kingdom. The CLA continues to strive to promote the interests and conserve the rights of those engaged in lumbering operations, or in the manufacture, sale or distribution of lumber and other related products.

The WLDA was founded in 1918, and today has about 20 member companies. The association gathers several times during the year for networking and social functions. It is organized as a nonprofit charter, but due to the generosity of its members, profits are generated. These profits, generally from golf tournaments and a Christmas party hosted by the organization are given to various causes and foundations.

WASHINGTON SCENE -
Continued from page 2

into the global competitiveness of the U.S. flooring and plywood industries.

The ITC invited all hardwood plywood companies to participate in the hearing. The deadline for filing post-hearing briefs and statements is Oct. 24, while the deadline for filing written statements is Dec. 28.

The ITC will deliver the results of their investigation to the Finance Committee on June 6, 2008. All written submissions should be addressed to the Secretary, United States International Trade Commission, 500 E Street SW, Washington, D.C. 20436.

Farm Bill Passes the House

The U.S. House of Representatives recently passed the 2007 reauthorization of the Farm Bill, 231-191. The vote was more contentious than in previous years, because Democrats funded part of the bill by closing a "tax loop-hole," which Republicans viewed as a tax increase.

The Farm Bill, last passed in 2002, controls billions in federal spending for farm, conservation, nutrition and rural development, but is usually light on forestry. However, this year's version includes several import provisions for forest landowners such as: \$65 million for the Healthy Forest Reserve Program (HFRP), an incentive program designed to assist family forest owners; participation in the Environmental Quality Incentive Program (EQIP), a conservation program which offers financial and technical help to implement structural and management practices on eligible land; and authorization for the Secretary of Agriculture to promote market-based ecosystem services programs for conservation and environmental benefits produced on farms, ranches and private forestlands.



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A WORLD TO DISCOVER

WASHINGTON SCENE -

Continued from page 12

The Senate Agriculture Committee began hearings in September. The committee includes such longtime hardwood supporters as Minority Leader Mitch McConnell (R-Ky.), Sen. Richard Lugar (R-Ind.), Sen. Thad Cochran (R-Miss.) and freshman Sen. Bob Casey (D-Pa.), who hails from a historically pro-hardwood state.

Energy Bill Geared Toward Biomass

The U.S. House of Representatives recently passed an energy bill, which was comprised of several measures from various committees. Those measures included an energy bill, from Natural Resources Committee Chairman Nick Rahall, that repeals two biomass energy programs contained in the 2005 Energy Policy Act, and asks for a biomass feasibility study before any pilot project can be implemented.

The programs limit “biomass” to byproducts of ecological forest restoration and hazardous fuels, mill residues and other woody debris. It also contains language to protect old growth stands and provides for large tree retention in pilot projects.

An amendment that would require a nationwide 15 percent renewable portfolio standard (RPS), presented by Rep. Tom Udall (D-N.M.), by 2020 narrowly passed. However, an additional amendment, by Rep. Kevin McCarthy (R-Calif.), which would requirement the Secretaries of Agriculture and Interior to minimize and mitigate emissions from catastrophic wildfire by implementing the Healthy Forest Restoration Act (HFRA) did not.

Other provisions from the energy bill, which moves to conference by the House and Senate, include \$36 million for the Forest Bioenergy Research Program, which encourages forest-to-energy technologies; and requires the Forest Service and the Bureau of Land Management (BLM) to record biological sequestration and emissions on public land. The measure also requires the agencies to identify management strategies to enhance biological sequestration and mitigate the impacts of global warming on forest health, wildlife, water supplies and biological sequestration; and establishes the National Global Warming and Wildlife Center and a council to address the impacts of climate change on public lands.

APHIS Proposes Fee Increase

The USDA Animal and Plant Health Inspection Service (APHIS) recently announced numerous fee increases for Fiscal Year 2007. Under the proposal, the cost of a re-export certificate would rise from \$50 to \$99 this year, before climbing to \$106 in Fiscal Year 2012.

Fees for non-commercial and low-value shipments would jump from \$23 to \$57, then to \$61 in 2012. Replacement fees for lost certificates would move from \$7 to \$14 this year, while a new administrative fee of \$16 would be charged for certificates issued by the state on behalf of APHIS.

According to an estimate by the American Hardwood Export Council (AHEC), some companies can expect to pay \$100,000 per year more in fees, as most foreign businesses require an APHIS certificate on imported wood.

Legislation Sets Aside Mt. Hood Wilderness

The Senate Energy and Natural Resources Committee recently passed by a voice vote the Lewis and Clark Mt. Hood Wilderness Act, which was sponsored by Oregon Sens. Ron Wyden and Gordon Smith. The legislation designates over 124,000 acres of the Mt. Hood National Forest as wilderness, and sets aside an additional 2,700 acres of “potential wilderness area” once conditions are met.

The legislation also includes nearly 80 miles of wild and scenic river designations and a 34,550-acre National Recreation Area (NRA) where mountain biking would be permitted. Within the NRA, forest management activities would be limited to projects designed to improve forest health and new or temporary road construction would be prohibited except under very limited circumstances.

The bill also establishes a Crystal Springs Watershed Management Unit to protect the quantity and quality of drinking water for Hood River County, and includes several land exchanges such as the controversial Cooper Spur. The latter had been opposed by the Forest Service and criticized by the Government Accountability Office (GAO).

WHO’S WHO - Matson

Continued from page 2

has been exporting quality lumber and logs since the early 1960s.

With a combination of quality timber holdings, modern dry kiln facilities and a customized grading system, Matson Lumber is able to control the ability of its veneer grade logs and lumber from “start to finish.” The company has won numerous awards for its quality and customer service, including the Governor’s Export Award and Better Business Award.

Matson is a 1990 graduate of Brookville Area High School. He received a bachelor’s degree in international business in

1995 from Lehigh University, located in Bethlehem, Pennsylvania.

Matson grew up in the industry, visiting sawmills and working in the lumberyard at a young age. He also previously worked for H.J. Heinz Co.

Matson Lumber is a member of American Hardwood Export Council (AHEC), the Hardwood Manufacturer’s Assoc., National Hardwood Lumber Assoc. (NHLA), Pennsylvania Forest Product Assoc., Penn-York Lumbermen’s Club, Keystone Dry Kilns Assoc., Sustainable Forest Initiative of Pennsylvania, Jefferson Co. Farm Bureau and Hardwood Forest Foundation.

Matson has been married for six years to his wife, Meggan, and has one daughter. He enjoys golfing, gardening, hunting, camping and riding a Harley-Davidson motorcycle. He makes his own Maple syrup and salsa, and is a fan of the Pittsburgh Steelers.

WHO’S WHO - Cook

Continued from page 2

the industry was sawmilling. He has been involved on the import/export side for roughly six years and has imported

containers of different species of wood from various countries.

Cook received a bachelor’s degree in aviation and a master’s degree in industrial technology from the University of North Dakota, located in Grand Forks, North Dakota, in 1997. His hobbies include woodworking, sailing, jet boating, flying and fishing.

WHO’S WHO - McIntosh

Continued from page 2


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Great Atlantic is able to offer the highest quality imported lumber through maintained relationships with quality suppliers overseas. McIntosh, a 35-year veteran of the lumber industry, began his career with a sales position in 1973.

McIntosh graduated from Lawrence Academy, located in Groton, Massachussetts, in 1965. He received a bachelor’s degree in business administration from the University of Denver, located in Denver, Colorado, in 1969. He graduated from the Kiln Drying School located at the University of Wisconsin – Madison, in 1973.

Continued on page 18

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AWFS PHOTOS - Continued from page 1



Trevor Vaughan, Ron Jones Hardwood Sales Inc., Union City, Pa.; Darlene Cyphert, Babcock Lumber Co., Champion, Pa.; Sandra and Charles Best, Century Hardwoods Co., Louisville, Ky.



Thomas Collet, Foresbec Inc., Drummondville, Que.; and John Pederson and Mike Clausen, The Penrod Co., Virginia Beach, Va.



Bill Tallyen and Randy Flament, Northern Hardwoods/Emporium Hardwoods, Emporium, Pa.; Dave Marshall, Hardwood Lumber Manufacturing Inc., Charlotte, N.C.; and Tom Johel, U-C Coatings Corp., Buffalo, N.Y.



Richard Picone, Crown Millworks Inc., Morgan Hill, Calif.; Aaron Pennington, North Pacific, San Jose, Calif.; Diane Beauchamp, Northern Hardwoods/Emporium Hardwoods, South Range, Mich.; and Mike Henneman, North Pacific, Napa, Calif.



Mike Scaletta, Randy Smith, Richard Uria and Bill Fitzgerald, Industrial Timber & Lumber Corp., Beachwood, Ohio



Spencer Lutz, Banks Hardwoods Inc., White Pigeon, Mich.; Greg Ritchie, Banks Hardwoods Inc., Menomonie, Wis.; and Steve Banks and Kevin Kahila, Banks Hardwoods Inc., White Pigeon, Mich.



Lance Garner, Peterman Lumber Inc., St. George, Utah; John Ruiz and Jay Rupp, Peterman Lumber Inc., Las Vegas, Nev.; Rhonda Bausch and Pete Peterman, Peterman Lumber Inc., Fontana, Calif.; and Scotty Scott, Peterman Lumber Inc., Las Vegas, Nev.



Doug Cummings, Oak Hill Veneer Inc., Troy, Pa.; and Joe Zona, Deer Park Lumber Inc., Tunkhannock, Pa.



Karl Schmertzler, Mel Yoder, and Paul Dow, Yoder Lumber Co. Inc., Millersburg, Ohio



Scott Bove and Mike Peterson, Kretz Lumber Co. Inc., Antigo, Wis.; Alan Arbiso, Highland Lumber Co., Anaheim, Calif.; Tim Kassiss, Kretz Lumber Co. Inc.; Marty Fox, Max Hill Lumber Inc., Chino, Calif.; Jason Brettingen, Kretz Lumber Co. Inc.; and Brad Klima, Taylor Lumber Inc., McDermott, Ohio



Frank Pearson, Contact Industries, Clackamas, Ore.; Joe Parsons, Veneer Resources Group LLC, Jamestown, N.C.; Jim Snodgrass, Contact Industries; Timm Locke, Locke Marketing Public Relations, Portland, Ore.; and Duane Roth and Bill Lang, Contact Industries



Allen Wagoner and Roy Scoggin, Flamex Inc., Greensboro, N.C.



Brad Bingaman, Bob McCabe, Chris Bingaman, and Max Bingaman, Bingaman & Son Lumber Inc., Kreamer, Pa.



Jim Ellis, Weyerhaeuser Hardwoods & Industrial Products, Santa Clarita, Calif.; Mike Eubank, Burman Cabinet Corp., Campbell, Calif.; Tony Butterfield, Weyerhaeuser Hardwoods & Industrial Products, Portland, Ore.; Martha Gould, Weyerhaeuser Hardwoods & Industrial Products, Phoenix, Ariz.; and Joe Burman, Burman Cabinet Corp.



Kevin Corder, Mike Fischer and Stacy Thompson, AWMV Industrial Products, Indianapolis, Ind.



Scott Seyler and Alecia Gold, Kuhns Bros. Lumber Co. Inc., Lewisburg, Pa.; and Terry Miller, Import/Export Wood Purchasing News, Memphis, Tenn.



Sharon, Keith and Lauren Atherholt, Lewis Lumber Products Inc., Picture Rocks, Pa.



Bob McReynolds, Import/Export Wood Purchasing News, Memphis, Tenn.; and Jack Matson and Bob Kelly, Matson Lumber Co., Brookville, Pa.



Todd Selby and Heidi Hurtis, Gutchess Lumber, Cortland, N.Y.; and Steve Jones, Ron Jones Hardwood Sales Inc., Union City, Pa.



John Robbins, Doug and Wendy Martin and Jeff Cloyd, Pollmeier Inc., Portland, Ore.; and Tim Bonham, Copper Canyon Investments, Queen Creek, Ariz.



Raimundo Hillesheim, Interforest Ltd., Durham, Ont.; Mike Barajas, David R. Webb Co. Inc., Cerritos, Calif.; Mike Nupneau, Danzer Specialty Veneer, Darlington, Pa.; Victor Giaime, Veneer One Inc., Oceanside, N.Y.; and Bruce Oliver, Interforest Ltd.



Tim Caldwell, Eric Larson, Ben Williams, Ryan Oliver, John Jones, Kris Larsen and Todd Hammond, Sierra Forest Products, Salt Lake City, Utah



Steve Sabatini and Chris Combs, Bradford Dimension Specialties, Bradford, Pa.



Chris Wickersham, Bradford Forest Inc., Bradford, Pa.; and Don Peterson, Interforest Lumber, Shade Gap, Pa.

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- Custom Shop

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New Developments in 2007
3rd sawmill to open producing 212,000 m per year
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72 mm thickness available



AWFS PHOTOS - Continued from page 14



Mike Schulke, Wolf River Lumber Inc., New London, Wis.; Sam Rickey and Victor Garcia, Forest Plywood Sales, San Diego, Calif.; and Bob Denman, Wolf River Lumber Inc., San Diego, Calif.



Dan Hansen, Mike Mallin, Mark Artzer and Chris Haugen, Midwest Hardwood Corp., Maple Grove, Minn.



Jake Baranski and Sylvio Giadomenico, Cherry Forest Products, Guelph, Ont.



Kevin Irwin, Craig Devereaux, Rob Paradise and Dave Segerlind, Devereaux Sawmill Inc., Pewamo, Mich.



Tim Girardi, Northland Corp., LaGrange, Ky.; Aarik Gray, Woolen Cabinetry, Sisseton, S.D.; and Keith Finewood, Northland Corp.



Paul Wentzell and Tom Murray, Rex Lumber Co., Acton, Mass.



Tom Murphy and Jeff Crump, Graf Bros. Flooring, South Shore, Ky.



Jeff Landis, Tony Mendolia, Jordan Goodman and Michael Shapiro, Weston Premium Woods Inc., Brampton, Ont.



Dave Pierce, Elissa Owen and Will Warberg, Plum Creek Manufacturing Co. Inc., Columbia Falls, Mont.



Jim Quast, Valspar, Minneapolis, Minn.; Mark Stevens, Valspar, Dallas, Texas; Clyde Turner, CTT Furniture, San Diego, Calif.; Ron Stone, Valspar, High Point, N.C.; and Ben Sciolino and Joe Beaupre, Valspar, Montebello, Calif.



Randy Smith, Richard Uria and Jason Gobel, Industrial Timber & Lumber Corp., Beachwood, Ohio



Tim Kassis, Mike Peterson, Jason Brettingen and Scott Bowe, Kretz Lumber Co. Inc., Antigo, Wis.

WHA PHOTOS - Continued from page 1



Michelle and Russ McGillivray, North Pacific, Portland, Ore.; Edie Clark, Cathy and Bill Redman, North Pacific, Portland, Ore.; and Lynne and Wayne Miller, Import/Export Wood Purchasing News, Memphis, Tenn.



Lee Jimerson, Collins Upper Columbia, Portland, Ore.; Bill Redman, North Pacific, Portland, Ore.; Darrin Hastings, Emerson Hardwood Co., Portland, Ore.; and Scott Lilley, Hardwood Industries Inc., Sherwood, Ore.



Peter Lang, Cherokee Wood Products, Upland, Calif.; Criswell Davis, Frank Miller Lumber Co. Inc., Union City, Ind.; and Russ McGillivray, North Pacific, Portland, Ore.



Mark Murphy, Seaport Lumber Co., Raymond, Wash.; and Linda and Bill Woodfin, Columbia Basin Hardwoods, Pilot Rock, Ore.



Jeff, Jaynie, Doug and Terri Wirkkala, Hardwood Industries Inc., Sherwood, Ore.



Scott and Kathi Lilley, Hardwood Industries Inc., Sherwood, Ore.; Darrin and Marcie Hastings, Emerson Hardwood Co., Portland, Ore.; Criswell Davis, Frank Miller Lumber Co. Inc., Union City, Ind.; and Kami and Jamie Price, Emerson Hardwood Co.



Linda and Bill Woodfin, Columbia Basin Hardwoods, Pilot Rock, Ore.; and Tom and Sharon Mann, North Pacific, Portland, Ore.



Jeff and Kathryn Nuss, Greenwood Resources, Portland, Ore.; and Lynne and Wayne Miller, Import/Export Wood Purchasing News, Memphis, Tenn.



Mike Fischer, AWMV Industrial Products, Indianapolis, Ind.; Ron Hubbard, Wahkeena Pacific Veneers Inc., Troutdale, Ore.; and Dave and Faye Sweitzer, Western Hardwood Assoc., Camas, Wash.



John and Jenni Bourdon, Optimus Transport Inc., Centralia, Wash.; Amy and Judy Liu, MJB Wood Group Inc., Dalias, China; and Gabe Young, MJB Wood Group Inc., Portland, Ore.



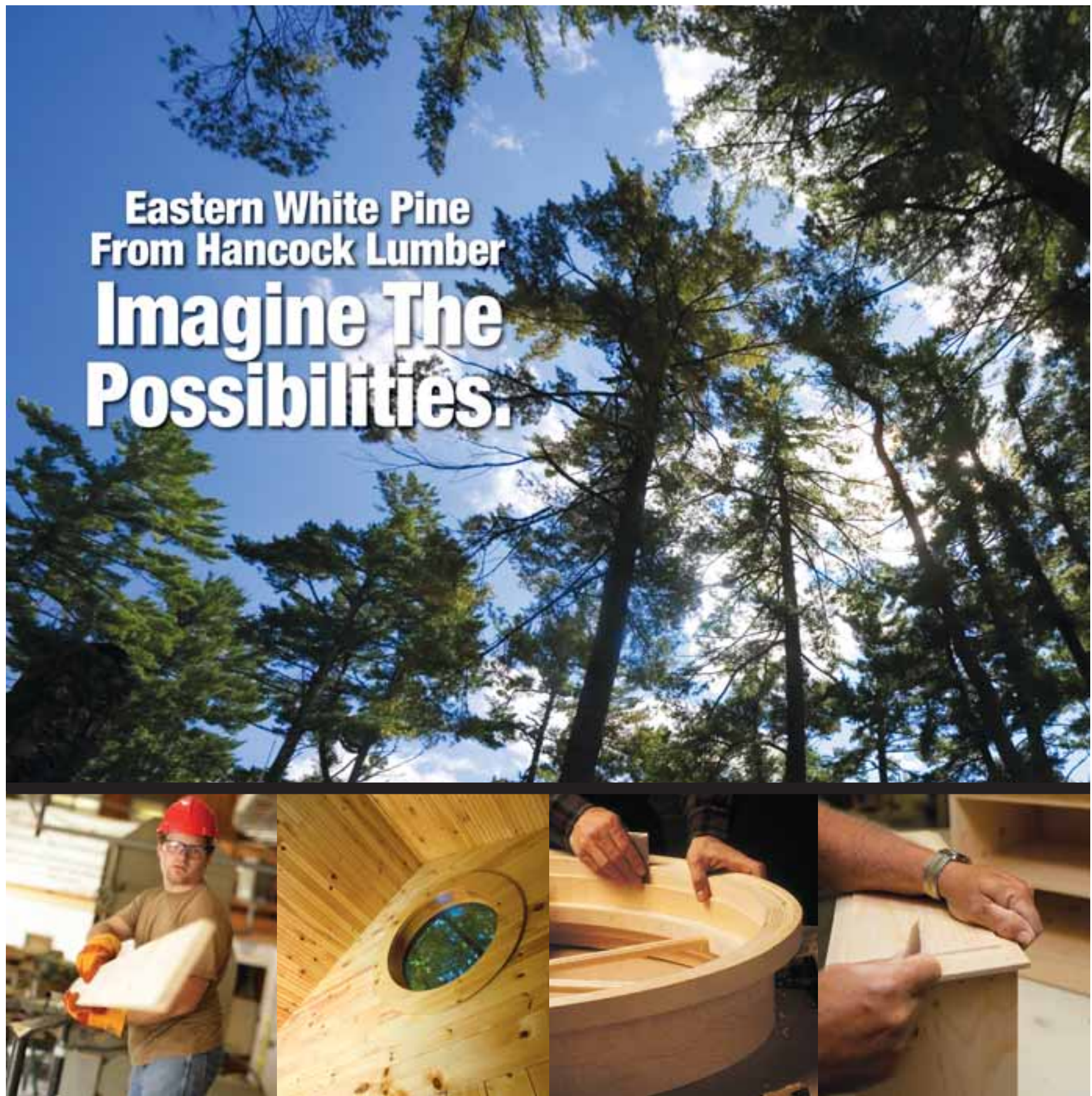
Angela Thwaites, JKW Lumber Co., Vancouver, Wash.; Dale and Chris Ragel, Cascade Hardwood LLC, Chehalis, Wash.; and Barbara and Skip Newell, Penofin Performance Coatings Inc., Ukiah, Calif.

CLA PHOTOS - Continued from page 1



Patrick O'Malley and Patricia Chappell, Metric Woods Ltd., Mississauga, Ont.; Peter Van Amelsfoort, Quality Hardwoods Ltd., Powassan, Ont.; and Mike Mallory, Goodfellow Inc., Camperville, Ont.

Additional photos on page 28




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WHO'S WHO - McIntosh
Continued from page 13

McIntosh has been married for 36 years to his wife, Margaret. His son, Robert, joined Great Atlantic in August 2002. He also has a daughter, Melissa, and three grandchildren. He enjoys sailing.

PACIFIC -
Continued from page 4

Manalili further testified that the company was happy with the kind of American timber that arrives at the doorsteps of the factory. "So far, the supply has been consistent and we are constantly in touch with suppliers who are only a phone call away."

Like other importers, the decision to use American timber is customer-dictated as furniture buyers, particularly in the U.S., are so accustomed to the looks of home grown timber.

So far, the company has not encountered major problems with the processing of American timber. At times, there are minor glitches that involve

the size of the wood, but Manalili was quick to point out that it was nothing serious.

Apart from the U.S., the company also imports wood panels like MDF, particleboard and plywood from Singapore, Malaysia and New Zealand.

In addition to the staple list of wood-working machinery, the mill is also equipped with kiln-drying facilities, one of which is capable of handling 60,000 board feet while two others are built to handle 100,000 board feet each. These facilities are used to re-dry wood that is imported from the U.S. in order to bring the moisture down from 10 percent to 8 percent.

In recent years, the range of furniture items produced by Pacific Traders has evolved from traditional English reproductions to more contemporary pieces. Not unlike most furniture mills in the Philippines, the furniture items comprise a mixed media or a mixture of raw materials. Company officials take pride in being a local company that is capable of producing such a vast array of products, particularly for the higher end of the market.

Niche marketing is also something that makes Pacific Traders special. As Manalili explained, "We cannot compete with China, Malaysia and

Vietnam for the kind of furniture that they produce."

She added: "We are strong in case goods but we want to expand into chairs – to have a separate chair line in one or two years' time."

FRANK MILLER -
Continued from page 5

the company markets globally to high-end niche manufacturers who produce furniture, flooring, cabinetry, and architectural millwork. Celebrity customers include Bill Gates, Charles Schwab, Reba McEntire, Lance Armstrong, the J. Paul Getty Museum in Los Angeles and San Francisco City Hall to name a few.

Including a separate facility in Salem, Ind., FML keeps an average finished goods inventory of 3.5 million board feet. The Union City mill produces 19.5 million board feet per year. The plants combined have 4.5 million board feet of air-drying capacity, 240,000-square-feet of dry storage space, 30 dry kilns with 2 million board feet capacity and two predryers that have 800,000 board feet capacity.

The Union City mill features state-of-the-art equipment including: an 8-foot Letson and Burpee headrig that produces quarters for the 6-foot Salem and McDonough linebar resaws; the headsaw that utilizes an Inovec 3D Stereo Scan system combined with a 3-knee linear positioner carriage; and an ASM (Advanced Sawmill Machinery) edger that employs Inovec's WaneMaster optimizer edger controls.

Other equipment at FML includes: an Inovec TrimMaster, optimizing trimming controls and 66-inch, 8-knife Fulghum chipper for processing waste byproducts; Armstrong file room equipment for the band saws; an Armstrong leveler to assist benchwork; five Caterpillar 938 loaders to service the log yards at both the Union City and Salem facilities; a 300-horsepower boiler and 600-horsepower Hurst boiler using in-house sawdust, planer shavings and chips as fuel; and Lignomat controls on the kilns.

"The optimizer edger and trimmer have made significant improvements in not only the value of the lumber, but have helped us gain more production," said Tony Messina, vice president of operations.

The Union City production facility also offers an 18,000-square-foot outlet store to accommodate customers that use less-than-truckload quantities. The Salem facility, located 40 miles north of Louisville, Ky., offers dry kilns with a total capacity of 600,000 board feet, eight T-sheds with 1.2 million board feet of capacity, a stacker, an inspection station and a Hurst 600-horsepower wood waste boiler.

In 2005, FML contracted with McDonough Manufacturing and Pierce Construction to install a new resaw, a \$2.5 million expansion. "Initially, we hoped for a 38 percent improvement in production, but we've received over a 50 percent improvement," Miller said. "It's taken us to a new level within the company and with our customer base."

Chris Moore, vice president of sales, said the Outlet Store recently introduced sheet stock (veneer laminated plywood) to gain an edge against its competitors.

"Many of our customers said they would enjoy shopping at one place, and if we carried sheet stock, they could do more business with us," Moore said. "It's given us the advantage because we are an all-inclusive one-stop shop now."

Martha Miller Mathias serves as chairman and chief executive officer of Frank Miller Lumber, which employs over 200 people. Other key personnel include: Jo Ellen Johnston, chief financial officer; Tony Messina, vice-president of operations; Carol Cappa, human resources director; and Cary Rhoades, information technology director. Robert Miller and Susan Mathias Maurais serve on the board of directors.

Frank Miller Lumber was listed as the 37th largest mill in the U.S. by *Timber Processing Magazine*, July/August 2006. FML is a member of the Indiana Hardwood Lumber Assoc., National Hardwood Lumber Assoc., Hardwood Manufacturers Assoc., Kentucky Forest Industries Assoc., Wood Products Manufacturers Assoc., National Wood Flooring Assoc., American Hardwood Export Council, American Woodworking Institute and Indiana Lumber and Builders Supply Assoc.

The manufacturer was named the Union City Chamber of Commerce's "Outstanding Business of the Year" in 2006 and won the "Hub Award" in 2001. The Chamber's "Hub Award" was given on the basis of the company's longevity and contribution to the community. FML plays an active role in community projects throughout Union City and Randolph County.

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Primary Contacts:
Jack Huber and Jack Matson

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Email: jhuber@matsonlumber.com
www.matsonlumber.com

FRANK MILLER -
Continued from page 18

Relationship selling is of the utmost importance to FML. Each member of the sales staff connects with customers on a regular basis. "We truly want to help our customer base achieve a more profitable level," Miller said. "If our customer base is not going to be profitable, we will not be successful."

We want to grow with our customers well into the future. I would love someday to see the family's next generation do business with the customers we have today."

For more information on Frank Miller Lumber Co. Inc., visit the company's website at www.frankmiller.com.

MIDWEST -
Continued from page 6

about the carbon fiber, they think it's a hell of an idea. They understand it's going to make the neck portion of the stock stronger which has always been a concern of the gun manufacturing industry."

Stout said the carbon fiber has eight times the tensile strength of steel, meaning the stock is much stronger and more stable than a standard wood stock. "You're going to have to move the carbon fiber before you split the wood and the carbon fiber's not going to move," he said.

Plowman, who purchased Midwest Walnut in 1987 after working there 22 years, said the partnership benefited both companies.

"I think we have a pretty good match on business philosophy," Plowman said. "It's evolved over two years with the companies working together. Tom had the idea and I had the resources."

Midwest Walnut, whose export business nears 70 percent of all sales, specializes in Walnut gunstocks with customers including Remington, Sturm Ruger and Co. Inc., Fabbrica d'Armi Pietro Beretta and companies throughout Europe and Asia.

In addition, the manufacturer, with two mills in Willow Springs, Mo. and Council Bluffs, Iowa, produces lumber for domestic and export sales in Walnut, Cherry and Red Oak. The company also markets veneer logs in American Black Walnut, Cedar and Red and White Oak. Midwest Walnut is a member of the National Hardwood Lumber Assoc. (NHLA) and the American Walnut Manufacturers Assoc.

S&K Industries, founded by Roy Stout in 1961, began fashioning gunstocks in the 1980s, adding Remington Arms Co. Inc. as a client in 1986. Since that time, the company has produced more than 10 million stocks for Remington as well as Weatherby Inc., Thompson/Center Arms Co., Legacy Firearms and Henry Repeating Arms Co.

Stout said his father was a technology-savvy businessman and the younger Stout is very much the same, investing big money to purchase custom-built carving machines and an automated sander.

"We spent a little over \$2 million in Italy for two machines to do the carving and inletting on rifle stocks," he said. "Nobody has anything like it in the world."

Obtaining the sander, previously used only in the automobile industry, proved to be another challenge.

"The most difficult thing about gunstocks is sanding them," Stout said. "All the sanding is an ergonomic nightmare and the last sanding is still done by hand. We were pretty skeptical about the whole thing."

"It's one thing to sand metal or plastic because it's a homogenous materi-

al," he said. "Every piece of wood is different. The same pressure on a piece of wood will cause a different result on the next piece of wood."

Stout said the first time the sander was used, the wood "looked like a beaver had done it," but soon the kinks were worked out. The company also added 3-dimensional laser engraving to replace the traditional cut checkering on stocks, he said. Other equipment includes several CNC routers and carvers, a laser digitizer, a high power laser rough-mill and specialized deep-hole boring equipment for shotgun stocks and fore-ends.

Stout said a prime advantage of S&K gunstocks is the finishing, which was developed by DuPont, when it owned Remington.

"It's what they put on boats and Cadillacs and it's really an outstanding finish," he said. "We do a nickel adhesion test on one out of every 15 or 20 stocks on every rack. You can push as hard as you want with the nickel and the finish will not come off."

Brad Stout, an engineer with S&K Industries and Tom's son, said many manufacturers have tried to duplicate Ultra Walnut's look and feel, but have failed.

"Other companies have been doing film processes, laser treatments and overlay to make plain wood look like

fancy wood," he said. "A lot of people initially think that this is what this product is, but closer inspection of the Ultra Walnut product will always show the complete range of real wood color and fancy grain patterns such as fiddleback, feather and burl, which the other processes will never be able to accurately match. Ultra Walnut is the real deal."

Roy Stout, a native of northeastern Oklahoma, began his career as an engineer in the aircraft industry working with Beech Aircraft Co. in Wichita, Kan., and later Boeing Co. and General Motors Corp.

His first clients, upon starting S&K Industries in 1961, were Phillips Petroleum Co. and Hallmark Cards Inc. "We made everything from wooden plaques to wooden store fixtures (for Hallmark)," Tom Stout said. "They were a great company to do business with. We wouldn't be here now if it wasn't for them."

Plowman said the time is now, especially for the Ultra Walnut line.

"You couldn't have a better market (for Walnut)," he said. "You can sell everything you make as quick as you can make it. We just have to look at the opportunities and how we can adjust to what the customers need."

Plowman said Midwest Walnut upgrades its dry kilns and other equip-

ment every 10 years or so to keep up with the changing market. The company has 1.3 million board feet in drying capacity and a weekly total of 300,000 board feet in steamer capacity.

Key executives with the company, which employs 140 workers, include: Gary Keller, executive vice president; Larry Mether, sales manager; Ted Hiers, Council Bluffs plant manager; Vic Plowman, Willow Springs plant manager; and Bruce Severson, controller.

Brad Stout said S&K Industries has solidified its reputation for quality in those 40-plus years.

"Some of the people that we're doing business with went another way at first, but came back to us," he said. "We're intent on making sure that the quality of the products we ship is as good and consistent as possible."

Key executives for S&K include: Don Stout, vice president of operations; Randy Stout, sales and plant manager; Craig Stout, marketing and after-market sales manager; Fred Gunn, production manager; and Greg Zielke, senior engineer.

The company, which boasts around 200 employees, will soon branch into grips for pistols and revolvers.

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GILCO -
Continued from page 7

England said, “Between Ethan Allen kiln drying Gilco’s lumber at their facility in Old Fort, N.C., and our firm kiln drying lumber in our dry kilns at our new lumberyard in Marion, N.C., our company will be able to process about 1.5 million board feet of kiln-dried lumber per month through our facility in Marion.”

Gilco Lumber Inc. represents International Lumber Inc., which includes Gilbert Lumber Co., Gilbert PLC Lumber Co. and Gilbert-NS Lumber LLC. The divisions cover nearly every facet of the lumber industry and International Lumber boasts one of the largest timber reserves in the industry.

The company’s 20-acre Roderfield, W.Va. hardwood concentration lumberyard includes a 1 million board feet capacity pre-dryer, 16 Irvington-Moore dry kilns, air drying sheds and yard with 4 million board feet of open air drying capacity. The location has two grading chains; one to grade inbound green lumber and the other to grade, sort and surface dried lumber to customer specifications. Gilco has two 1 million board feet kiln dried storage warehouses, located at the end of the

grading chain, which enables the firm to provide its customers with “just-in-time” shipments to any location in the world by route of truck, railcar or container.

Gilco, located in the heart of the Appalachian hardwood region, produces dried and green lumber for a variety of domestic and export customers such as the manufacturers of furniture, flooring, cabinets, paneling, mouldings, trim, pallets, etc. The company also sells its lumber to wholesalers, exporters and hardwood distribution/concentration lumberyards. Furthermore, crossties are manufactured by Gilco and sold to railroad companies.

The firm has all its sawmills and hardwood lumber concentration yards in the Appalachian region so they specialize in Appalachian grade lumber and hardwood pallet stock in such species as Ash, Basswood, Beech, Cherry, Hickory, Hard and Soft Maple, Poplar, Red and White Oak and Walnut. Overall, Gilco operates three band mills and one tie mill, along with two dry kiln facilities and lumber concentration yards. Gilco produces approximately 85 million board feet of lumber annually.

The firm’s three band mills are located in Cabin Creek and Gilbert, W.Va., and in Duffield, Va., which also has a

tie mill. As was mentioned earlier, Gilco also has hardwood lumber concentration yards in Roderfield, W.Va., and Marion, N.C.

Their 11-acre Marion facility has undergone a major expansion, with the company investing more than \$1 million in new lumber handling equipment and updating older machinery. The renovation at the Marion, N.C., lumberyard included adding a new green chain, desticker, planer and dry storage shed. At this facility, Gilco has two green chains, several gas-fired steam kilns, an office building and two storage sheds. The Marion facility has 280,000 board feet per charge of dry kiln capacity.

“We made this move because the domestic furniture manufacturing in our nation has decreased and more of it is being done in other countries like China, Vietnam and the Eastern European countries,” England said. “We decided that we needed to add value to more of our lumber products by drying a greater volume of lumber, preparing it and shipping it to export markets. In fact, having our dry kilns in Marion, N.C., and exclusive use of the dry kilns at Ethan Allen’s plant in Old Fort, N.C., will take us from our current 25 million board feet of kiln dried production to 40 million next year, which will get us up to 50 percent of

our green production.” England said the Marion hardwood lumber concentration yard is located in a prime spot for exports, just 260 miles from the Port of North Carolina and an even shorter distance to the port in Charleston, S.C.

Other improvements made at both Gilco Lumber Inc.’s Marion, N.C., lumberyard and the Roderfield, W.Va., yard includes the installation of a new PictureTally system designed by River City Software, based in Exeter, N.H. The equipment utilizes digital pictures to generate fast and extremely accurate lumber bundle tallies.

According to River City Software’s Web site, “PictureTally takes pictures of lumber bundles. The system uses advanced computer software to find and measure the boards in the lumber bundle. The result is a detailed export bundle tally including the real measure of each board in the bundle.”

In other news, Gilco Lumber Inc. recently opened an office in Shanghai, the ninth largest city in the world, which has province-level status in China. Claire Chen, an 18-month employee of Gilco, heads up the Chinese sales office. England said, “My role as the sales manager for my company is to find new markets for our kiln-dried production.”

England’s lumber sales staff includes Hank Bishop, Samantha Mann, Rick Wheeler and Tony Love. Wheeler will work out of both the Marion, N.C., office and his home located in Granite Falls, N.C.

Other key personnel at Gilco’s lumberyard with dry kilns in Marion include: Darrell Sheets, general manager; Jeff Henderson, lumberyard manager; Joe Hall Jr. and John Roberts, lumber inspectors; and Sonya Gladden, administrative assistant. Buck Harless, a 60-year veteran of the lumber industry, founded Gilco and still maintains a hands-on role at his various companies from his office in Gilbert, W.Va.

For the Cabin Creek mill, Buck Harless chose Corley Manufacturing Co., located in Chattanooga, Tenn., to engineer and build the mill. This band mill began operating in 1993. The facility has a line bar resaw, linear positioner carriage, 7-foot band mill, board edger and automatic drop saw trimmer. In fact, Corley built all of the company’s mills.

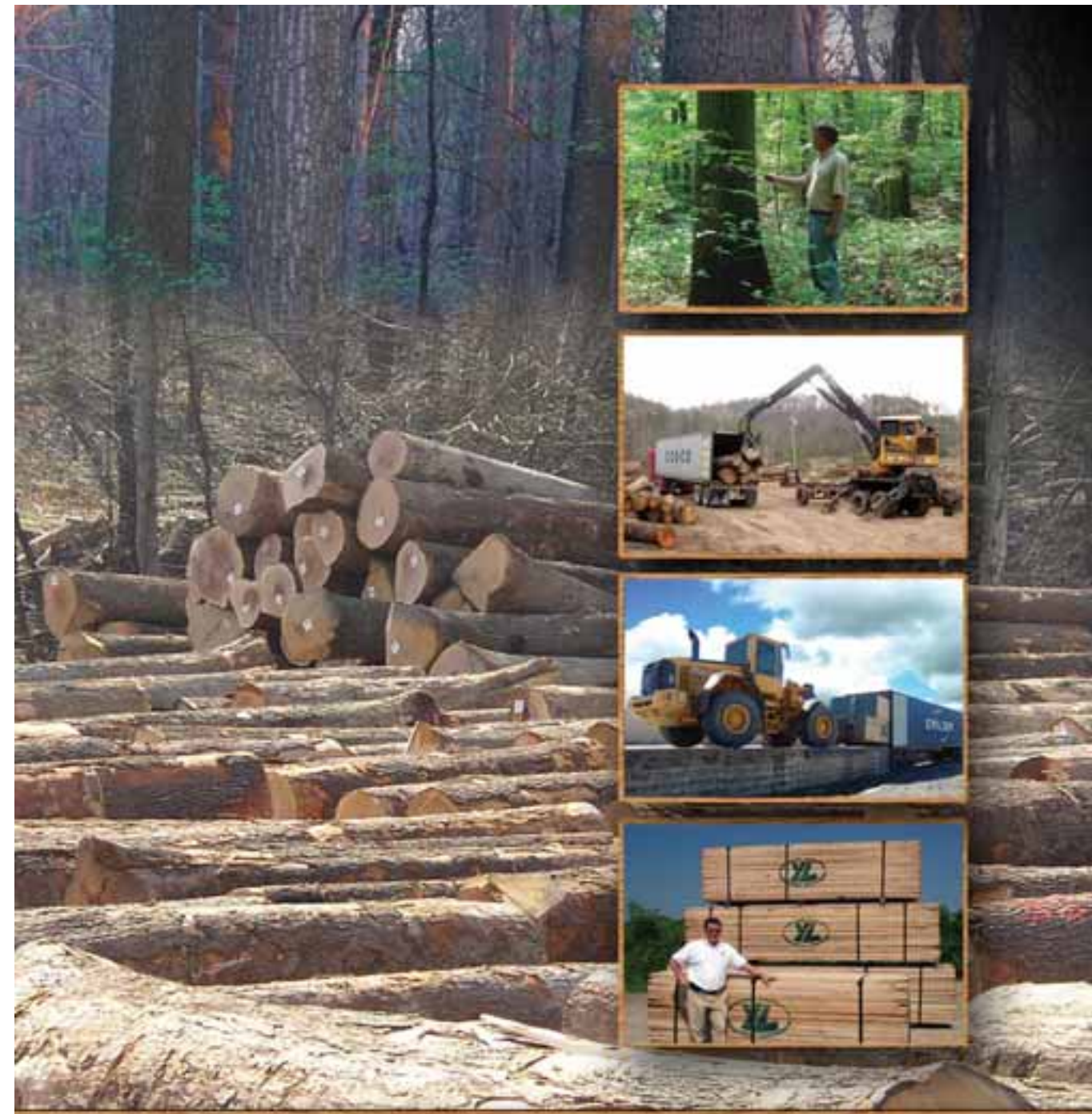
Harless purchased his first mill from Corley in 1961. According to the company web site, Gilco still employs the same standards Harless used when he entered the lumber industry in 1947. “Tough grading, state-of-the-art equipment, just-in-time delivery — all were qualities for which Buck became known. Those same standards are found today at each of Gilco Lumber Inc.’s facilities.”


“You know what you’re getting from Gilco Lumber — quality, service and consistency to our customers,” England said. “Quality means that we have the latest technology in quality lumber production and all lumber is trimmed after drying. Customers can expect the highest quality Appalachian hardwoods and the Gilco quality assurance.”

Gilco’s service includes controlled “just-in-time” shipments by rail, truck or container; the ability to surface and trim to customers’ specifications; dedicated employees committed to providing customers with the highest quality goods and services; and flexibility to meet all needs.

Gilco’s select harvest area of over 1.2 million acres ensures better grain and color as well as better length and width tallies on each bundle of lumber produced.


For more information, visit Gilco Lumber Inc.’s web site at www.gilcolumber.com.





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REDMAN -

Continued from page 8

grapes, including soil, climate and wind current. The hard summer heat not only ripens the grapes, but it helps the roots and stems to grow stronger, as the vines draw moisture from greater depths.

Bill said it is very costly and time consuming to start your own vineyard and winery. Even at a small winery, growers won't see any return on their investment for three years, then just a small amount. It can take up to eight years before receiving a full return. The Redmans also use French Oak barrels, which cost \$880 each, in the wine making process, to improve the taste of their product.

"You have to bring in knowledgeable people before getting into the wine business," he said. "You need to draw upon the intelligence and the services of people in the wine industry. In our vineyard, we have three different rootstocks. We order our plants a year ahead of time, and they are custom grafted specifically for our soil."

As for the wine selection, Bill said it wasn't a very tough choice.

"We love Pinot Noir and that is what Oregon grows best," he said. "We want to produce a top quality Pinot Noir. That is our flagship wine right now. We have Chardonnay and Pinot Blanc, which is a dry white wine. We have Arneis, a white wine that has a floral aroma. The winery plans to add Tempranillo and Barbera wines in the fall."

Pinot Noir, a red wine, has often been considered taboo for fish, but Bill said their Pinot Noir compliments salmon well.

"The rule of thumb used to be if you're having fish, drink a white wine and, if you're having meat, drink red," he said. "Oregon, California and the world have accepted that even though Pinot Noir is red, it is one of the few wines that you can have that's a perfect match with the fish."

The 20 acres set aside for the vineyard will produce approximately 3,500 to 4,000 cases of wine per year. While the Redmans could bottle "5,000 to 7,000 cases easily," Bill said he's more interested in quality, than quantity.

"We'll physically go out and start dropping fruit," he said. "We'll count so many clusters per stem and drop fruit. You hate to see it drop on the ground, but you don't want the extra fruit. You want concentration of what you are going to use."

Bill, who buys and sells Alder and Pacific Coast Maple for North Pacific, headquartered in Portland, Ore., said his new venture also helps him unwind after a stressful day at the office.

"Buying and selling lumber is stressful," he said. "Today, the hardwood business is very competitive. I can take out all of my frustrations the minute I get in that tractor and start down between the rows of vines. This is probably the best thing for me to relieve stress. It gives me a chance to revitalize and recharge."

"There is no other industry out there like the wine industry," Bill said. "In the hardwood industry, it's everybody for himself. Everybody is trying to survive, but in the wine industry, everybody wants everyone else to succeed too."

Bill said a brand new piece of equipment at Redman Winery broke on its second day of production, but a nearby winery assisted in processing the fruit at no cost.

"Everybody backs everybody up in the wine business," he said. "They've always got an upbeat attitude. They always have something good and positive to talk about."

"If there is a concern or problem, they try to take care of it and reach a solu-

tion," said Cathy, noting the company recently joined the Ribbon Ridge American Viticultural Area. "What I love about this industry is that there is nothing right or wrong. You do what works for you."

Whatever the Redmans are doing, it seems to work. The business recently received positive reviews in the Spring 2007 issue of *Wine Press Northwest*, which called the Pinot Noir "impressive" and "strongly flavored."

The Redmans are self-distributing their wine, which is available by contacting Redman Vineyard & Winery, 18975 NE Ribbon Ridge Road, Newberg, Ore. 97132, online at www.redmanwines.com., by calling 503-554-1290, by fax to 503-554-1291 or by e-mail at info@redmanwines.com.

For customers looking for Alder or Pacific Coast Maple, however, Bill Redman says he's your man.

"You make a lot of friends over a 29-year career in hardwoods, and I enjoy supplying customers across the country," he said. "Some of them enjoy a good wine almost as much as we do."

SHENZHEN -

Continued from page 9

used for furniture production such as wood, veneer, fabrics and accessories, as well as decorative items for the modern home and office.

With Shenzhen accounting for one-fifth of China's furniture export, it was not surprising that foreigners continued to flock to the expo, taking advantage of the wide choice of products and reasonable prices that China had to offer to the world.

CIFF -

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which occupied two exhibition halls, also attracted exhibitors from various parts of China, including those from Guangdong, Zhejiang, Jiangsu, Shandong, Beijing, Liaoning and Taiwan, which set up booths to showcase curtains, bedsheets, kitchen and bath fibers, upholstery and others.

BUSINESS TRENDS (ABROAD)

Finland

According to a recent report by the Finnish Forest Research Institute (FFRI), stumpage prices for Pine and Spruce logs have reached record levels in recent months. However, Russian export duties on timber have hampered imports and brought a need for timber from private forests.

Finland hopes to obtain more than 60 million cubic meters of timber per year from private forests. At the end of the '90s, private forest owners sold as much as 50 million cubic meters, but sales have averaged 40 million cubic meters since.

Annual growth in Finnish forests is approximately 100 million cubic meters, with an annual sustainable felling of 72 million cubic meters, the FFRI said. The agency said the Finnish government should introduce new forest tax legislation to provide incentives for increasing timber production and sales by private forest owners.

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**BUSINESS TRENDS
(ABROAD)**

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Malaysia

The Malaysian Wood Resource Task Force (WRTF), an industry alliance of furniture and panel board companies, recently expressed concerns that a shortage of raw materials will threaten the furniture, MDF (medium-density fiberboard) and particleboard industries.

According to the WRTF, several companies were forced to import Rubberwood from Thailand and Indonesia because of an insufficient local supply. Malaysia is also facing strong competition from low-cost countries with good raw material supplies.

A separate report by the Malaysian Institute of Economic Research (MIER) estimated that the supply shortage could become serious by 2012, stopping any gains in the country's furniture export value. The report suggested furniture and particleboard manufacturers should support federal and state initiatives to establish sustainable forest plantations.

Indonesia

Recent severe thunderstorms and floods in Indonesia sent prices for timber products upward, though some small mills were forced to close due to lack of insurance coverage.

Prices for Southeast Asian plywood, such as Meranti, have reached 10-year highs, following a recovery in the Asian market. Prices for Rubberwood raw materi-

als and furniture have also risen. Indonesia and the European Union (EU) recently agreed to discuss a voluntary partnership agreement (VPA) under the EU's Forest Law Enforcement, Governance and Trade (FLEGT) initiative, which is aimed at curbing illegal timber sales.

Central/West Africa

Shipments of West African logs and sawnwood have remained at relatively low volumes compared to a year ago, when prices were supported by tight supply and active demand from China and India. However, the many Chinese-owned timber producers and exporters in the region have stabilized the log market.

The Congo recently implemented a quota system, which has taken a large number of export logs off the market and added to the stability in price and availability.

West African traders remain nervous about buying trends in Europe, which has been affected by bad weather. The introduction of Okoume sawn timber into European markets was mostly unsuccessful.

Italy

According to a recent report by the American Hardwood Export Council (AHEC), Italy is now the number one destination in Europe for U.S. hardwood lumber. A boom in Yellow Poplar exports, primarily for the Italian furniture market, played the biggest role.

In the last year alone, Yellow Poplar exports from the United States to Italy have increased 60 percent, to 73,000 cubic meters, AHEC said. U.S. lumber exports to Italy rose 26 percent in volume and 23 percent in value during 2006,

exceeding 200,000 cubic meters for just the second time in history.

U.S. exports of other species also posted large gains in Italy last year, including White Oak (up 22 percent) and Ash (up 67 percent). Exports of Red Alder held steady, while Maple and Cherry declined. Red Oak increased to 3,100 cubic meters, eclipsing Maple.

Vietnam

According to a recent report by the American Hardwood Export Council (AHEC), U.S. hardwood exports reached \$43 million during 2006, a figure well below the \$2 billion in timber exports from all sources.

Yellow Poplar or Tulipwood, a popular substitute for New Zealand Pine, ranked first with \$11.9 million in sales, moving ahead of White Oak. U.S. hardwood exports of White Oak veneer, Red Oak lumber and logs, Ash lumber and logs, Cherry logs and Walnut logs, lumber and veneer also increased.

Together, Vietnam and Thailand account for approximately two-thirds of U.S. hardwood lumber shipped to Southeast Asia. More than half of those exports are sawn lumber. Only Singapore, which no longer serves as a transit port, has seen its export numbers drop in the last decade.

In similar news, Vietnam's trade information center recently announced China has become the largest supplier of plywood to the country. The value of plywood imports to Vietnam has risen 111 percent since the start of 2007, to \$7.2 million U.S. Roughly 61 percent of Vietnam's total plywood imports came from China, an increase of 72 percent from 2006.

Brazil

According to recent statistics, Brazil posted decreases in export volumes of tropical sawnwood, plywood and furniture during 2006. Tropical sawnwood decreased 1.4 percent, while plywood fell 23 percent. Furniture was also down by 6.7 percent.

Though prices have been rising for White Virola plywood since 2002, Southeast Asian plywood prices have spiked even higher. Brazilian timber products have lost some competitiveness in the international market because of the strengthening of its currency against the U.S. dollar.

Myanmar

According to the Myanmar Timber Enterprise (MTE), demand continues to remain strong for Teak logs in the country, with prices remaining stable throughout the first half of 2007. The annual sale of Teak logs by tenders was about 33,000 Hoppus tons in 2006, while direct sales were estimated to be more than 200,000 Hoppus tons.

Though the tonnage sold by tender was small, average tender prices played a large role in the overall Teak market. Resale prices were adjusted for traded Teak logs obtained from direct sale contracts.

Demand for sawn Teak is also strong, though a smaller quantity is available to sawmills in Myanmar. Those close to the situation suggest supplying more industrial raw logs could spur development of the Myanmar wood industry.

United Kingdom

In the second quarter of 2007, American Walnut remained the

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