

# **Sources of Marketing Information for the Forest Products Industry**



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## 1. INTRODUCTION

We live in the information age and the success of your business depends largely on your ability to acquire relevant timely information. This is especially true when it comes to information that helps you market the products you produce. Because we live in the information age you are faced with a glut of information about a never-ending list of topics and markets. This publication is designed for several purposes. First it is a source of places to go to find market information. Second it provides guidance so that you can find your way to where you want to go without wasting valuable time searching in the wrong place. Whenever possible we list sources that summarize or consolidate data that may be of use to you. For example, there are many publications that consolidate U.S. Department of Commerce data into a readable format on an industry-by-industry basis, something that can save you literally hours of research time. Finally, no publication can list all the possible sources of information, but we hope that this can be a resource that you use on a regular basis to begin your search for the answers to your current questions. We hope this makes your job easier and makes you a more effective marketer.

The problems you face will determine which action you should take, and where you should go for the information. Every single day more information and data is accessible to you from your personal computer. Until the day comes when everything is accessible via your computer, your local library remains an invaluable source of information.

## 2. ASSESSING MARKET FEASIBILITY FOR THE SMALL-SCALE PRODUCER<sup>1</sup>

The sources listed in this document will provide you with all the background information and statistics you could ever use. If your goal is to develop a new product or take an existing product to a new market, you need to go through a process of assessing feasibility. Below are some suggestions designed for the small-scale producer.

As a small company, or possibly an individual, the task of investigating the marketplace to determine what customers want and need can seem like an unmanageable task. The following information can eliminate some of those fears. Outlined below are simple actions you can take to obtain useful information on your own without scientific research or a consultant. There are tremendous amounts of information available, essentially free of charge, by merely investing your time and a little money for travel and phone expenses. A variety of information sources can help you bring together "market intelligence" that can help you successfully develop and sell your own products.

The most important thing to remember when developing a new product is that you **MUST** first determine what the customer wants and then produce it. This doesn't mean all is lost if you already have a product in mind - it merely means you need to determine if that product is something consumers will buy before you make a whole truckload. In fact, you should have broad product ideas before you begin your investigation. Remember, your goal is to make a product that will practically sell itself. As a small business person, you don't have a lot of time to spend selling your product. If you do good marketing homework at the start, your job will be much easier.

Prior to investigating the marketplace, it is important that you do some soul searching and consider what it is you want out of this venture. Is this merely a sideline, or are you planning for this to be your livelihood? Are you locked into a particular raw material or product, or are you willing to try and produce something entirely different? You must recognize your production capabilities to assess how much of what kinds of products you can reasonably produce.

Ultimately, you will want to sit down with potential customers and visit with them about your product and potential products. However, before you do, you will want to first get information from other helpful sources.

- Start with friends, relatives and acquaintances. They are all potential customers of your product. Because these people have the potential to be biased and tell you what you want to hear, make sure you ask them specific questions about what

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<sup>1</sup> This section was co-authored by John Punches, Associate Professor, Oregon State University and Larry Swan, Resource Specialist, USDA Forest Service.

they like or dislike about your product or idea. Ask if the product is something they would buy and find out why they would or would not purchase the product.

- Visit retail outlets with products similar to your ideas. Look at what products are offered and look at the quality of those products. Are there products that you think are missing from their line? Look for labels or ask who produces the products. In a similar way, examine products complimentary to yours. Take notes about the products, how they are packaged, and what they cost.
- Look in mail order catalogs that carry items similar to what you are considering. Again, determine if there are items that seem to be missing. What kinds of prices do the different products carry? Find out who makes the products of interest to you.
- Visit the Saturday market in Eugene or Portland (or other places) and see what other people are making and visit with them about their success. Visit craft shows and county fairs.
- Find other people who make products similar to what you are considering. Some of these people might see you as competition and hesitate to talk to you, but many will be more than willing to share information and experiences with you. Call them, explain what you are considering, and ask if they have any advice.

Flexible networks and cooperatives are an excellent source of information and expertise. People and companies that participate in these types of groups are typically very open and willing to share their expertise. You might start by asking if they have a network broker - if so, that person would be the most logical first contact. The network broker can be an excellent source of information since he or she typically sells many different kinds of products from assorted manufacturers. If not, then ask for companies that produce products similar to your idea.

It is difficult to overemphasize the value of talking with other small producers of wood products. Their experience and advice can help you avoid and overcome many hazards along the way to success.

Once you have exhausted all these sources it is time to develop a prototype of your product and begin approaching potential customers. Decide on several locations where your product might sell. Call the buyers at each of these places and ask them for an appointment to discuss your product. One tactic would be to explain that you are considering a product and their input would be invaluable. Most people are willing to help.

If you don't have a prototype, prepare a legible, detailed drawing of what you are considering. Compile a list of questions you will ask the buyer regarding your product, as well as other potential products.

Before you arrive for the interview you need to stop and do a quick psychological check on yourself. It is critical that you aren't too emotionally attached to the product. This product may be your "baby" and you may have a lot of blood, sweat, and tears invested; however, if you don't step back and gather information with an unbiased viewpoint it will hurt your chances of success. It is entirely possible that the buyer will tell you your idea stinks. While that may or may not be right, it is important that your skin is thick enough to take that opinion and glean what you can about why that person doesn't like the product. Remember your mission is to determine what the customer thinks of the product - what you think is of little consequence.

Here are a series of questions that you might want to ask the buyer with regard to your product and similar products they currently carry. Remember, these are examples rather than a comprehensive list and it is important for you to make your own list after carefully considering what it is you need to know to successfully market your product!

- What is your first impression of this product?
- How do you think the product would be received by your customers?
- Can you think of changes that would make the product better?
- How would you recommend packaging the product?
- If the buyer appears to have genuine interest in the product you might ask more detailed questions regarding the specifics of selling the product to that person such as:
  - Who do you prefer buying from? (for example some may buy only through brokers or wholesalers. If this is the case you would want to find out who this is and how to contact them.)
  - How many might you buy?
  - Do you have shelf space/product footprint constraints?
  - What kind of price do you think your customers would pay for this product?
  - How much would you have to make to be interested in the product?

After asking questions specifically about the product and if the buyer seems willing to spend more time, you should ask other questions that can provide you with leads for new products. Examples of such questions are:

- What are your current products and product lines that sell well?
- What particular qualities make them successful?



- Do your customers ask for products you can't get?
- Do you have any voids in your current product lines?
- Any ideas about other possible products?
- Who are your customers?
- Why do they typically come here?

Answers to these questions, obtained from several different places in addition to the information you get from the other sources mentioned above, will put you in a much better position to begin making a product that will be successful in the marketplace. The last step to the process is obtaining feedback from the final customer. This is the final test for your product and is a critical component of your market research process. You would want to ask these potential customers questions similar to the first set of questions you asked the buyer.

- What is your first impression of this product?
- Can you think of changes that would make the product better?
- How would you like to see the product packaged?
- Where would you most likely buy this type of product?
- How much would you pay for this product?

There are a variety of places where you could interview potential customers. A local restaurant or grocery store might serve your purpose - make sure you get permission from the manager. You might ask customers at the locations where you interview buyers as well. It is important that you interview the right groups of people. For example, if your product would typically be purchased by tourists, make sure you interview tourists rather than "locals."

There is no magical "right" number of interviews you should undertake. This is partially dependent upon the consistency of the feedback you get from the people you interview. If they consistently say they would never buy your product then it is back to the drawing board. On the other hand, if you are receiving positive feedback on a consistent basis then it may be time to start taking orders and beginning production.

Careful consideration of what the customer wants and needs is the single most important element of introducing a new product. The more time, effort, and energy you invest in

developing a clear picture of what the consumer wants, the more likely you will be successful when you actually begin production. **Good Luck!!**

### **3. USING THIS GUIDE**

Information in this guide is organized by source. That is to say, all government information appears together and is organized by government departments such as the USDA or the USDoC. The sources of data in the U.S. are government, universities, commercial, and other sources such as trade associations. We also include some international information sources.

#### **Library**

Libraries obviously differ in size and what you will find in a small town library will be very different than what you will find in a University library. Consequently, many of the resources listed below may not be available to you if you visit your local library. We provide a short summary of the resources so that you can better judge whether that publication may be something that is worth purchasing, traveling to another library to view, or possibly obtaining through interlibrary loan. Most of the listed resources will be within the reference section or government documents section of a larger library and will not be available through interlibrary loan.

It is important to note that many of the resources listed have a reference number. These reference numbers correspond to call numbers of the Valley Library of Oregon State University. The call numbers are only useful in that library. Regrettably, different libraries use different coding systems.

#### **Internet**

Much of the most current information available these days is available on the Internet. The Internet is a cost-effective means for publishing information, and increasingly you will find that former paper newsletters, reports, and bulletins will be available electronically. Throughout this guide you will find web site addresses associated with trade organizations, government documents, news providers, and virtually every other source of market information.

If you do not have a computer with access to the Internet it is becoming increasingly easier to find public sources of Internet access. Most public libraries now have a limited number of Internet access terminals available for public use. Other sources are Internet cafes and Internet access shops where surfing time can be purchased.

#### **Electronic Searching /CD-ROM's**

Electronic Searching refers to online periodical indexes and abstracting databases that allow you to search through citations of journal or magazine articles. These electronic databases often cover a wide range of years and allow searches to be limited by author,

title words, subject, date, language and other criteria. Some databases also include full-text articles.

Many databases are accessible through the Internet and in most cases a subscription is necessary to get the information:

“**ABI Inform** - Index to journal articles covering business conditions, trends, corporate strategies and tactics, management techniques, competitive and product information, and many other business and economics topics. Covers articles from more than 1,000 business and management publications.  
Abstracts and index: 1971-present”

“**AGRICOLA** - Index to journal articles, government reports and extension publications. Primarily focused on US agriculture. Abstracts and index:  
FirstSearch - 1970-present  
SilverPlatter - 1984-present  
USDA/NAL - 1979-present”

“**CAB Abstracts** - Covers journal articles, conference proceedings and other materials in agriculture, forestry, nutrition and veterinary medicine. International scope. More information about CAB under online or CD databases. Abstracts and index:  
SilverPlatter - 1990-present  
CD - Valley Library Only - 1984-1989”

“**EBSCOhost** - Provides full text for over 2400 journals in a wide variety of topics”.

#### ***Foreign Traders Index and National Trade Data Bank***

The Foreign Traders Index (FTI) is found on the second CD-ROM of the National Trade Databank. The FTI is a listing of companies in foreign countries that import or are interesting in importing commodities from the United States. Included in each listing are the address and telephone of the company along with a list of commodities that the company would like to import. The database can be searched by country, commodity keyword, harmonized Commodity Code or a variety of other combinations. STAT-USA and U.S. Bureau of the Census, Foreign Trade Division, Dept. of Commerce, latest received Valley library OSU: May 2000

***Steve Shook's Directory of Forest Products, Wood Science, & Marketing*** is a very good source for databases and online databases. Dr. Shook is an Assistant Professor of Forest Products Marketing at the University of Idaho. In particular, we cite the following description from Steve's Shook website <http://www.forestdirectory.com/pubs.shtm>

“**CAB International** - an intergovernmental organization providing information, publishing, and scientific services worldwide to agriculture, forestry, human health, and the management of natural resources. CAB International publishes and distributes:

- [TREECD](#) - a comprehensive source of forestry information covering all aspects of forestry, agroforestry, and the forest products industry. This is the most complete guide to the international forestry literature that is currently available, covering 50 years of information on silviculture, forest management, tree biology, pests, land use, wood science, timber extraction and conversion, timber measurement, wood products, marketing, and agroforestry systems.
- [Forest Products Abstracts](#) - covers all aspects of wood processing. Topics cover wood science and technology, timber extraction and conversion, timber measurement, utilization, veneer, plywood, composites, panels, laminated wood products, adhesives, pulping, marketing, and trade, among others.
- [Forestry Abstracts](#) - covers the world literature on all aspects of forestry. Topics covered include silviculture, forest management, physical environment, pests and pest management, fire science, plant biology, breeding, pathology, range, wildlife, forest protection, arboriculture, and dendrochronology, among others.
- [Agroforestry Abstracts](#) - covers topics that are generally related to agroforestry. Topics include agroforestry systems, general agroforestry, development, research, methodology, products, animals, crops, and the environment, among others."

## 4. INDUSTRY DEFINITIONS

Almost all U.S. government data is given based on the type of industry involved and there are two special classification systems used to identify the various industries. The old coding system is the Standard Industrial Classification or SIC codes. These codes can be as long as six digits or as short as two depending on how finely the industry is to be defined. For example, solid wood products is SIC 24 while wood pallets is 2449 and wood kitchen cabinets is 2434. While some of the designations may not make a lot of sense, understanding this system is the key to unlocking government data. A publication that will assist you in understanding and using the SIC code system is the Standard Industrial Classification Manual.

***Standard Industrial Classification Manual.*** 1987. U.S. Office of Management and Budget. Executive Office of the President. Office of Management and Budget. Washington, DC.  
HA 40 .I6 S71 (desk)

The SIC code can also be scrutinized by using the web site of the US Bureau of the Census: [www.census.gov](http://www.census.gov). The SIC code system is currently being replaced by the NAICS system, a joint-development of the U.S., Canada and Mexico, that has the purpose of providing comparable statistics across North America. The cited web page provides matched SIC and NAICS codes, where generally NAICS codes are more specific. <http://www.census.gov/epcd/www/naics.html>

Here are a few of the industries, listed at the four-digit SIC level, that might be of interest to you. The matching five or six-digit NAICS codes are also listed in the right column.

SIC Codes	NAICS Codes
<b>Construction</b>	
1521 General Constructors-Single Family houses	23321 Single Family Housing Construction
1531 Operative Builders (single family housing construction)	
8741 Management Services (single family housing construction management).	
<b>Manufacturing</b>	
2421 Sawmills & Planing Mills General	
	321912 Cut Stock, Resawing Lumber and Planing
	321113 Sawmills
	321918 Other Millwork (included Flooring).
	321999 All other Miscellaneous Wood Product Manufacturing
2426 Hardwood Dimension and Flooring Mills	
	321918 Other Millwork (including Flooring) (pt)
	337215 Showcase, Partition, Shelving, and Locker Manufacturing (pt)
	321113 Sawmills
	321912 Cut Stock, Resawing Lumber, and Planing (pt)
2431 Millwork	
	321911 Wood Window and Door Manufacturing
	321918 Other Millwork (including Flooring) (pt)
2434 Wood Kitchen Cabinets	33711 Wood Kitchen Cabinet and Countertop Manufacturing (pt)
2448 Wood Pallets and Skids	32192 Wood Container and Pallet Manufacturing (pt)
2451 Mobile Homes	321991 Manufactured Home (Mobile Home) Manufacturing
2491 Wood Preserving	321114 Wood Preservation
2511 Wood Household Furniture, except upholstered	
	337215 Showcase, Partition, Shelving, and Locker Manufacturing (pt)
	337122 Non upholstered Wood Household Furniture Manufacturing (pt)
2512 Wood Household Furniture, Upholstered	337121 Upholstered Household Furniture Manufacturing (pt)
2521 Wood Office Furniture	337211 Wood Office Furniture Manufacturing
2621 Paper Mills	
	322121 Paper (except Newsprint) Mills (pt)
	322122 Newsprint Mills (pt)

SIC Codes	NAICS Codes
<b>Wholesale trade</b>	
5021 Furniture	
Sold Via Retail Method	44211 Offices & Business Furniture merchants
Sold Via Wholesale Method	42121 Furniture Wholesalers
5031 Lumber, Plywood, Millwork, and Wood Panels	42131 Lumber, Plywood, Millwork, and Wood Panel Wholesalers
5033 Roofing, Siding & Insulation Materials	
	42133 Roofing, Siding, and Insulation Material Wholesalers
	44419 Roofing, Siding, and Insulation Material Retailers
<b>Retail Trade</b>	
<b>5211 Lumber &amp; Other Building Material Dealers</b>	
<b>Home Centers</b>	44411 Home Centers
<b>Except Home Centers</b>	44419 Other Building Material Dealers (pt)-
5311 Department Stores	45211 Department Stores
5712 Furniture Stores	
Custom Made Wood Non upholstered Furniture, Except Cabinets and Upholstered Custom Wood Cabinets	337122 Non upholstered Wood Household Furniture Manufacturing (pt)
Upholstered Custom Made Furniture	33711 Wood Kitchen Cabinet and Countertop Manufacturing (pt)
Except Custom Cabinet and Furniture Builders	337121 Upholstered Household Furniture Manufacturing (pt)
5947 Gift, Novelty, & Souvenir Shop	44211 Furniture Stores
5961 Catalog & Mail-Order Houses	4532 Gift, Novelty, & Souvenir Shop
5963 Direct Selling Establishments	45411 Electronic Shopping and Mail-Order Houses
Mobile Food Wagons	
All Other Direct Selling Establishments	72233 Mobile Food Services
	45439 Other Direct Selling Establishments (pt)
<b>Services</b>	
7311 Advertising Agencies	54181 Advertising Agencies
7323 Credit Reporting Services	56145 Credit Bureaus
7331 Direct Mail Advertising Services	
Mailing List Compilers	51114 Database and Directory Publishers (pt)
Other	54186 Direct Mail Advertising

Another classification system that may be of use is that used by country customs agencies. The idea behind this system is to create a standard classification for products entering international trade. For more information on this classification system please see the web site of the U.S. International Trade Commission.

<http://www.dataweb.usitc.gov/>



## 5. GOVERNMENT

The U.S. government gathers data on an immense number of subjects. While most of the data you will find useful to you will be coming from the Department of Commerce and the Census Bureau, other useful information might come from the Department of Agriculture or National Trade Data Bank. Below are listed a series of publications that might be useful to you. Whenever possible, we included a website. Please note that there are many government publications that we chose not to list here. If none of those listed have the specific information you need, you should explore further.

### Federal Government Sources

#### Department of Commerce

U.S. Department of Commerce <http://www.doc.gov/>

The Department of Commerce has a mandate to promote job creation, economic growth, sustainable development and improved living standards.

*The Economics and Statistics Administration* is a key part of the DoC (Department of Commerce).

*The Bureau of the Census* - is responsible for collecting data for the commerce department, as well as other key federal departments. The Bureau of the Census collects both demographic and economic data.

*The Bureau of Economic Analysis* (BEA) - analyses census and other data and reports periodically on regional economies, US economy, and world economies.

*STAT-USA* - is a single source of federal economic, business and trade information. Information on foreign economies and trade is available here as well. Data is delivered by fax, internet and CD-rom. This is a user-pay service.

**The International Trade Administration** is another key section of the DoC. It facilitates the exports of manufactured goods, services, and non-agricultural commodities. Wood products such as houses, furniture, and other finished or semi-finished goods fall under this administration. The U.S. and Foreign Commercial Service under this administration operates Export Assistance Centers domestically and around the globe. <http://www.ita.doc.gov/media>

Below are selected publications of the Department of Commerce. The Bureau of the Census will be covered separately under 4.1.2.

**U.S. Industrial Outlook.** (serial) 1960-. U.S. Department of Commerce. Government Printing Office. Washington, DC. HC 106.5 .A54.

**Statistical Abstracts of the U.S.** (serial) 1879-. U.S. Department of Commerce. Government Printing Office. Washington, DC. HA 202 (year).

**Business Statistics.** (serial) 1951-1991. U.S. Department of Commerce, office of Business Economics, Government Printing Office. Washington, DC. HC 1 .A31. This source changed name after 1991. The actual name is Business Statistics of the United States 1995-. HC 101.B891

**Measuring Markets: A Guide to the Use of Federal and State Statistic Data.**

Nelson, Theodore A. U.S. Department of Commerce. U.S. Government Printing Office. Washington, DC. HF 5415.3 .N44 1979

**A Basic Guide to Exporting.** U.S. Department of Commerce. 1992. NTC Business Books. Lincolnwood, Illinois. HF 1009.6 .B38 1992

**Trade Information Center.** 1-800-872-87233. (1-800-USA-TRADE). “The Trade Information Center (TIC) is a comprehensive resource for information on all U.S. Federal Government export assistance programs. The Center is operated by the International Trade Administration of the U.S. Department of Commerce for the 20 federal agencies comprising the Trade Promotion Coordinating Committee (TPCC). These agencies are responsible for managing the U.S. Government's export promotion programs and activities”. International Trade Specialists can be reached at the number above and will advise how to locate and use government programs and they will also provide guidance through the export process. They will supply sources of market information and provide general export counseling, international market research, calendar of overseas and domestic trade events and activities, sources of export finance, information on export licenses and controls, country-specific export counseling and assistance for Western Hemisphere, Western Europe, Asia, Africa, and the Near East on commercial laws, regulations, business practices, distribution channels, business travel, and other market information.

Description taken from website: <http://www.trade.gov/td/tic/>

**U.S. Exporters Yellow Pages**

Online directory of United States companies involved in international business and the products and services they offer. Created by the U.S Department of Commerce and Global Publishers, LLC. <http://www.docexport.com/>

**National Trade Data Bank:** NTDB (CD-ROM in libraries and website) Presents trade related information assembled from over 40 federal government agencies; information consists of market reports, studies, how-to guides, statistics and international trade contact lists organized to assist the user in identifying business opportunities in foreign

countries. Some statistical data also available via Internet from the STAT-USA web site (available at no charge at depository libraries): <http://www.stat-usa.gov/tradtest.nsf>

**American Statistics Index:** A Comprehensive Guide to the Statistical Publications of the U.S. Government. (serial) 1973- Congressional Information Services. Washington, D.C. DOCS HA154 .A431

### Bureau of the Census

U.S. Bureau of the Census <http://www.census.gov/>

Census reports are continually being updated. The best source of current data is the excellent web site of the bureau. The Bureau of the Census conducts the US Census (people and demographics), and the US Economic Census.

Demand for value-added products is driven by people. When beginning to look for an appropriate domestic market for a product it is important to ask some questions about the people of the US. Questions like;

What types of housing do people live in?

Where is the population growing the fastest?

Where are people moving to/from?

What areas have the highest incomes?

Where is there a high proportion of retired people?

Will help you focus your attentions one or more key areas in the country that your product is most likely to succeed in. Below are some sites to such demographic information.

Housing <http://www.census.gov/hhes/www/housing.html>

Population <http://www.census.gov/population/www/estimates/popest.html>

Population Projections <http://www.census.gov/population/www/projections/popproj.html>

Income <http://www.census.gov/hhes/www/income.html>

Households and Families <http://www.census.gov/population/www/socdemo/hh-fam.html>

Migration <http://www.census.gov/population/www/socdemo/migrate.html>

Age <http://www.census.gov/population/www/socdemo/age.html>

Information on the most recent *economic census* can be found at;

<http://www.census.gov/epcd/www/econ97.html>

Here you can search information by SIC or NAICS code in section 2. The Bureau of the Census places all of their documents and analyses on their website for free PDF file format downloads. Don't miss:

**Housing and Construction** <http://www.census.gov/prod/www/abs/cons-hou.html>

where you will find up to date information on housing starts, housing sales, value of improvements and repair, and American housing inventory.

If in the library, you can view these documents on previous census'.

**Census Catalog & Guide.** (serial) U.S. Bureau of the Census. 1985-. Government Printing Office. Washington, D.C. Z 7554 .U5 U52

**Guide to the 1987 Economic Censuses and Related Statistics.** 1990. U.S. Bureau of Census. Government Printing Office. Washington, D.C. C3.253:Ec87-R-2

More recent information can be found online in  
<http://www.census.gov/prod/www/abs/economic.html>

The Economic Census profiles the US economy every 5 years, from the national to the local level. The report will present national statistics for every sector and subsector of the economy.

*Specific reports that may be of interest are:*

**Current Industrial Reports:** Manufacturer's Shipments, Inventories, and Orders. US Department of Commerce, Bureau of the Census. Superintendent of Documents. US Government Printing Office. Washington DC 20402. (301) 763-2502. Docs 3 158:M 3-1-(95)-7

**State and Metropolitan Area Data Book.** (serial) 1980-. US Department of Commerce, Bureau of Census. Washington, D.C.. HA203 .S72

**Current Industrial reports:** MA-24T Lumber Production and Mill Stocks. (serial). US department of Commerce, Bureau of the Census. US Government Printing Office. Washington DC. HD 9754 .A23

### [United States Department of Agriculture](#)

Forestry falls under the mandate of the USDA. The two pertinent subgroups for forest products manufacturers are the Forest Service and the Foreign Agricultural Service.

4.1.3.1 USDA Foreign Agricultural Service <http://www.fas.usda.gov/>

The FAS works to provide continued and improved market access for US agricultural products world-wide. They provide export assistance and market intelligence and statistics. The specific department of interest is Forestry and Fisheries  
<http://www.fas.usda.gov/ffpd/fpd.html>

Site headings of interest;

- *Trade Data* (export/import by volumes and values in downloadable spreadsheets)
- *Feature Articles* (market and trade issues in variety of countries)

- *AgExporter* Articles (select articles for this FAS publication)
- *Trade Policy Highlights* (news on trade policy)
- *Trade Shows and Conferences* (good list of international events)
- *Attaché Reports* (annual wood product reports on markets in each of 40 countries)
- *Annual and Quarterly Trade Circulars* (world production, consumption and trade)
- *"A Guide to Exporting Solid Wood Products"*
- *Links to US agency, trade association, and other sites*
- *An Economic Overview of the U.S. Solid Wood Industry* (comprehensive)

Other publications, which may be in your library;

**Wood Products International Trade and Foreign Markets.** USDA Foreign Agriculture Service, Circular Series. (Annual Statistical Trade Issue, WP 1-93 and Annual Production, Consumption, and Trade Issue, WP 2-93. Forest Products Division, Room 4647, South Agriculture Building, Washington DC 20250-1000. (202) 720-0638. (202) 720-8461. This information is online and can be found in <http://www.fas.usda.gov>

**A Guide to Exporting Solid Wood Products.** 2002, revised by Rachel Hodgetts, Justina Torry, and Lincoln Flake. USDA Foreign Agriculture Service. Forest Products Division. Agriculture Handbook No. 662. S21 .A42 no.662 rev 1996 Topics: Forest products -- economic aspects, tariff on wood products, export marketing, forest products marketing, overseas Private Investment Corporation.

**AgExporter.** (serial) United States Department of Agriculture, Foreign Agricultural Service. Washington, D.C. HD 1751 .A471 Room 4638-S. Washington, D.C. 20250-1000. Although this monthly magazine is described as "The Magazine for Business Firms Selling U.S. Farm Products Overseas", it does include wood products specific information. Much of its general exporting information can be valuable as well. The articles of this magazine can be found online in [www.fas.usda.gov](http://www.fas.usda.gov)

**AgExport Action Kit.** AgExport Connections. (202) 720-7103. This kit will include a current issue of *AgExporter* as well as a trade show calendar and Your Guide to AgExport Services. The services available include Marketing Assistance, Foreign Market Information, Export Programs, and Technical Assistance. If you have never exported but are considering the possibility this is an important resource.

### Forest Service

USDA Forest Service <http://www.fs.fed.us/>

The forest service manages the national forests for "water, forage, wildlife, wood, and recreation". It is the largest forestry and forest products research body in the world when all regional research stations and the Forest Products Laboratory in Madison are considered together.

**USDA Forest Service, Forest Products Laboratory.** One Gifford Pinchot Drive, Madison, WI 53705. Phone: 608-231-9200. Fax: 608-231-9592. "The Forest Products Laboratory (FPL) in Madison, Wisconsin, serves the public as the nation's leading wood research institute. Research concentrates on pulp and paper products, housing and structural uses of wood, wood preservation, wood and fungi identification, and finishing and restoration of wood products. In addition to traditional lines of research, FPL uses cutting-edge techniques to study recycling, develop environmentally friendly technology, and understand ecosystem-based forest management".

Website: <http://www.fpl.fs.fed.us/>

**Wood Handbook.** <http://www.fpl.fs.fed.us/documnts/FPLGTR/fplgtr113/fplgtr113.htm>

This book contains information on a wide variety of domestic and imported wood species. It is a product of the USDA Forest Service, Forest Products Laboratory and is available for free download on their site.

***The Forest Products Conservation & Recycling Review***

<http://www.fpl.fs.fed.us/documnts/nltrlist.htm>

Is a good source of market, sustainability, and other forest products information in the news. It is also a source of upcoming events listings.

***FIA Data Base Retrieval System***

<http://www.srsfia.usfs.msstate.edu/scripts/ew.htm>

The Forest Inventory and Analysis Data Base Retrieval System. Fairly easy to use; full instructions present.

***Bulletin of Hardwood Market Statistics.*** USDA Forest Service, Northeastern Forest Experiment Station, 5 Radnor Corporate Center, 100 Matsonford Road, Suite 200, PO Box 6775, Radnor, PA 19087-4585 SD144.A12 U72

### **Small Business Administration**

U.S. Small Business Administration <http://www.sbaonline.sba.gov/>

"The U.S. Small Business Administration, established in 1953, provides financial, technical and management assistance to help Americans start, run, and grow their businesses." The website for the SBA contains very useful information for starting and financing a business, and accessing SBA as well as state programs.

***The Facts About--: Small Business Development Center Program.*** 1997. US Small Business Administration, Washington DC. SBA 1.2:F 11/develop./997

## Other Federal Information

### *World Fact Book*

<http://www.odci.gov/cia/publications/factbook>

An excellent resource put together by the US Central Intelligence Agency. Statistics and publications searchable by country. For each country in the world, information is offered on geography, people (population, growth rate, wealth, etc.), government, economy, transportation, communication, and defense.

## State and Local Government Sources

States often have small business development assistance. There is a national association of **Small Business Development Centers (SBDC)**. Its mission is “to represent the collective interest of each SBDC by promoting, informing, supporting and continuously improving the SBDC network, which delivers nationwide educational assistance to strengthen small/medium business management, thereby contributing to the growth of local, state and national economies”. The web-site of the association is <http://www.asbdc-us.org>

**Oregon** has a system of Small Business Development Centers (SBDC) that has its own web-site: <http://www.bizcenter.org/>. They provide a variety of information and assistance to small business owners. Online it is possible to find information about workshops, counseling, books and software, etc. The referred website allows you to find the nearest SBDC's to any Oregon location.

In addition to the standard SBDC's, many states have economic development departments and associated economic development assistance programs. Such programs might include cost sharing for market research or direct grants for accessing international markets. Oregon has a series of ongoing programs including the **Oregon Marketplace**: 1-800-967-6734

“The mission of Oregon Marketplace is to match Oregon suppliers of goods and services with buyers from regional, national and international markets”. Oregon Marketplace helps businesses to find cost-effective solutions to their purchasing needs by putting them in touch with Oregon suppliers, expand their markets by identifying other Oregon businesses to whom they can sell raw materials and finished products and get information about their products in front of interested regional and global buyers. <http://www.oregonmarketplace.com/bac/trade.htm>

Another government related institution is the **Oregon Forest Resources Institute**: “OFRI was created by the Oregon Legislature in 1991 to improve public understanding of the state's forest resources. OFRI provides information on Oregon's forest practices and encourages sound forest management. The Institute is funded by a tax on forest products producers”. <http://www.oregonforests.org>

**Oregon Industrial Outlook** (serial). 1989. Oregon Department of Human Resources: <http://www.hr.state.or.us/>, Employment Division. Salem, Oregon. HC 107 .07 07441

Communities and cities often have business assistance programs or economic development partnerships. These may be an additional source of marketing information since the personnel are typically very in tune with local businesses. The place to start in any community is the Department of Commerce.

**Port of Portland information packet.** This packet contains basic information about carriers, freight forwarders, and customs brokers working in Portland. It also has a small



exporting guide as well as statistics about what flows through the port. This packet and additional information can be obtained by contacting the Port of Portland Marine Marketing. Box 3529, Portland, Oregon, 97208. (503) 944-7231, Fax (503) 944-7250. The Port of Portland has also a website, but by October 2000 it still does not have information about the Marine Marketing Department. The website of Port of Portland is [www.portofportland.com](http://www.portofportland.com)

Oregon Manufacturing Extension Partnership (OMEP)  
29353 Town Center Loop East  
Wilsonville, OR 97070  
503-657-6958  
FAX: 503-682-4494  
<http://www.omep.org/>

OMEP now has a person providing assistance with marketing.

### **Sources of Export Assistance in Oregon**

#### ***U.S. Department of Commerce***

US&FCS District Office  
One World Trade Center  
121 S.W. Salmon, Suite 242  
Portland, Oregon 97204  
(503) 326-3001; fax (503) 326-635  
They don't have a specific website, just the general site: <http://www.doc.gov/>

#### ***U.S. Small Business Administration***

International Trade Program  
1515 SW Fifth Avenue Suite 1050  
Portland, Oregon  
Office hours are from 8:00 a.m. until 4:30 p.m., Monday through Friday  
The Portland District Director is Philip E. Gentry.  
(503) 326-2682  
<http://www.sba.gov/oit/>

#### ***Oregon Economic and Community Development Department***

International Trade Division  
One World Trade Center  
121 S.W. Salmon, Suite 3205  
Portland, Oregon 97204 \  
(503) 229-5625  
The Department is funded by the Oregon Lottery, federal funds and other funds. Their mission is "to work with local communities and industries to provide more and better jobs for Oregonians."  
<http://www.econ.state.or.us>

***Oregon Department of Agriculture***

635 Capitol St. NE  
Salem, OR 97301-2532  
503-986-4550  
<http://www.oda.state.or.us/>

***World Trade Center Portland***

One World Trade Center  
121 S.W. Salmon, Suite 250  
Portland, Oregon 97204  
(503) 464-8888  
FAX: (503) 464-8880  
The World Trade Center Portland offers conference services, social events services, language services, leasing information and others. <http://www.wtcpd.com>

***Latin American Trade Council of Oregon (LATCO)***

Non-profit association organized to promote trade between Oregon and Latin America.  
P.O. Box 9  
Lake Oswego, OR 97034  
Tel: (503) 699-0646, Fax: (503) 699-0528 Email: [info@latco.org](mailto:info@latco.org)  
<http://www.latco.org/>

***Mid-Willamette Valley Council of Governments***

105 High Street, S.E.  
Salem, OR 97301-3667  
(503) 588-6177  
(503) 588-6094 FAX  
“The Mid-Willamette Valley Council of Governments is a voluntary association of 42 local governments. Members include Marion, Polk, and Yamhill Counties, 30 cities, 8 special districts, and the Confederated Tribes of Grand Ronde”. “The COG's purposes include pooling local resources to achieve efficiency and economy and to join together to address issues of common concern”.  
<http://www.open.org/~cog/>

***Pacific Northwest International Trade Association (PNITA)***

One World Trade Center  
121 SW Salmon Street, Suite 1100  
Portland, Oregon 97204  
Tel. (503) 471-1399  
Fax (503) 675-9068  
E-mail: [info@pnita.org](mailto:info@pnita.org)  
Website: [www.pnita.org](http://www.pnita.org)  
“The Pacific Northwest International Trade Association (PNITA) promotes a non-partisan, strategic, global view of international trade. PNITA works to develop policies

that reflect the interests and consensus of its members who are dedicated to supporting global competitiveness under a fair and equitable trading system”.

***Portland Chamber of Commerce***

221 N.W. 2nd Avenue

Portland, Oregon 97209

Tel: (503) 228-9411\

Fax: (503) 2285126

<http://www.pdxchamber.org/> (The same website has an email option).

## 6. UNIVERSITIES

Universities can be a good source of local market information. Each state has a Land Grant University and may have Extension staff that specialize in providing information to industry. The individuals listed below are primarily forest products oriented Extension faculty. However, there is the potential that faculty in business or some other field could be equally informative.

### Oregon State University

Department of Forest Products      <http://www.cof.orst.edu/cof/fp/index.htm>  
<http://forestproducts.orst.edu>  
Forest Product Extension            <http://wood.orst.edu/>

***Terry Brown, Extension Specialist*** - Forest Products Processing  
Oregon State University  
Richardson Hall 119  
Corvallis OR 97331-5751  
541-737-4225  
terry.brown@orst.edu

***Eric Hansen, Extension Specialist*** - Forest Products Marketing  
Oregon State University  
Richardson Hall 119  
Corvallis OR 97331-5751  
541-737-4240  
erichansen@orst.edu

***Scott Leavengood, Extension Agent***  
Oregon State University  
Capital Center  
18640 NW Walker Road #1400  
Beaverton, OR 97006-8927  
541-725-2123  
scott.leavengood@orst.edu

***John Panches, Extension Agent***  
Oregon State University  
1134 SE Douglas  
PO Box 1165  
Roseburg, OR 97470

541-672-4461  
[john.punches@orst.edu](mailto:john.punches@orst.edu)

***Jim Reeb, Extension Specialist - Forest Products Processing***

Oregon State University  
Richardson Hall 119  
Corvallis OR 97331-5751  
541-737-4233  
[jim.reeb@orst.edu](mailto:jim.reeb@orst.edu)

**Other Universities and Extension Services**

***John Shelley, Extension Advisor***

University of California - Berkeley  
1301 South 46th Street  
Richmond CA 94804  
510-215-4210  
[john.shelly@ucop.edu](mailto:john.shelly@ucop.edu)

***Craig Shuler, Associate Professor***

Colorado State University  
Department of Forest Sciences  
100 Natural Resource Lab  
Fort Collins CO 80523  
970-491-7780  
[craigs@cnr.colostate.edu](mailto:craigs@cnr.colostate.edu)

***Richard Folk, Assistant Professor***

University of Idaho  
College of Forestry, Wildlife and Range Sciences  
Moscow ID 83843  
208-885-5850

***Tom Gorman, Associate Professor***

University of Idaho  
College of Forestry, Wildlife and Range Sciences  
Moscow ID 83843  
208-885-7402

***Francis Wagner, Professor***

University of Idaho  
College of Forestry, Wildlife and Range Sciences  
Moscow ID 83843  
208-885-6700

***Ed Burke, Professor, University of Montana***

School of Forestry  
Missoula MT 59812  
406-243-5521

***Chuck Keegan, Director, Forest Industry Research***

University of Montana  
School of Forestry  
Missoula MT 59812  
406-243-5113

***Michael Kuhns, Extension Forester***

Utah State University  
Department of Forest Resources  
Logan UT 84322-5215  
435-797-4056

***Don Bender, Director, Wood Materials & Engineering Lab***

Washington State University  
1445 NE Terre View Drive  
PO Box 641806  
Pullman, WA 99164-1806

***Jim Freed, Special Forest Products Specialist***

Olympic National Forest  
1835 Black Lake Boulevard  
Olympia, WA 98512-5623  
360-956-2272

***Ivan Eastin, Associate Director, CINTRAFOR***

University of Washington  
College of Forest Resources  
Box 352100  
Seattle, WA 98195-2100  
206-543-1918

***Auburn University School of Forestry***

<http://www.forestry.auburn.edu/>

***Centre for Forest Products Marketing and Management***

<http://vtwood.forprod.vt.edu/cfpmm/>

Virginia Tech. Full publications listing, including forest product market related Center publications, books, journal articles, trade publications and miscellaneous publications. Supported by Adobe Acrobat.

***Center for International Trade in Forest Products***

<http://www.cintrafor.org/>

CINTRAFOR is a rich source of in-house research/publications related to forest product marketing, both within NA and globally. Site has full publication list (Working Papers, Special Papers, Fact Sheets, etc.), complete with full abstracts and on-line ordering. Also contains an electronic version of the CINTRAFOR Newsletter, conference notifications, and links to other research organizations.

***Laval University - Wood Sciences***

<http://sbo.sbf.ulaval.ca/>

Research subjects and articles.

***Library Resources of Simon Fraser University***

<http://www.lib.sfu.ca/>

Full access to SFU's library resources, and links to other databases.

***Louisiana Forest Products Laboratory***

<http://www.lfpl.forestry.lsu.edu/>

List of publications, research briefs, working papers, facts sheets, reports, newsletters, etc.

***Michigan State University***

<http://okemos.for.msu.edu/>

Publications (with search engine), facilities and links.

***Oregon State University***

<http://www.cof.orst.edu/cof/fp/> or <http://www.forestproducts.orst.edu>

Listing of faculty research areas and contacts.

***Oxford Forestry Institute***

<http://www.plants.ox.ac.uk/ofi>

Research interests, consulting services and contacts at the Oxford Forestry Institute.

***Penn State College of Agricultural Sciences***

<http://www.cas.psu.edu/>

***University of British Columbia - Library***

<http://www.library.ubc.ca/>

Full access to the UBC electronic library catalogue, article indexes, links to other library catalogues, and a comprehensive listing of electronic resources on the internet.

***University of British Columbia - Wood Science***

<http://www.wood.ubc.ca/>

Description of program, resources, faculty contacts, and link to the newly created Centre for Advanced Wood Processing (CAWP).

**University of Idaho - Department of Forest Products**

<http://www.uidaho.edu/cfwr/forprod/>

**University of Maine - College of Natural Sciences, Forestry and Agriculture**

<http://www.nsfa.umaine.edu/>

**University of Massachusetts, Amherst**

<http://www.umass.edu/bmatwt>

Department of Building Materials and Wood Technology. Features "Ask the Expert", where a wood scientist or building technologist will respond to your technical and market questions. This site also features a growing list of short papers on building materials and technologies.

**University of Michigan**

<http://www.lib.umich.edu/libhome/Documents.center/stats.html>

"Statistical Resources on the Web". Very impressive, comprehensive site, with search facilities leading to statistical databases around the globe.

**University of Minnesota - College of Natural Resources**

<http://www.cnr.umn.edu/WPS/>

**University of Minnesota - Library**

<http://www-stp.lib.umn.edu/for/bib/SSiF.html>

Excellent database of academic research and conference presentations in forestry related issues, well maintained, up-to-date. Search Engine.

**University of New Brunswick - Forestry and Environmental Management**

<http://www.unb.ca/web/forestry/>

**University of North Carolina**

<http://metalab.unc.edu/reference/moss/business/rstats.html>

Regional statistics and economic survey links.

**University of Southern Mississippi**

<http://rfe.wustl.edu/>

"Resources for Economists on the Internet".

**University of Wisconsin**

<http://forest.wisc.edu/>

**Washington State University - College of Agriculture and Home Economics**

<http://www.cahe.wsu.edu/>



## 7. COMMERCIAL SOURCES

### Helpful Guides

***Encyclopedia of Business Information Sources. (serial)*** 1970- Latest Received: 1998 Paul Wasserman . Gale Research Co. Detroit, Michigan. HF 5353 E32.

A detailed listing of primary subjects of interest to managerial personnel, with a record of sourcebooks, periodicals, organizations, directories, handbooks, bibliographies, on-line data bases, and other sources of information on each topic.

***Exporter's Encyclopaedia*** (serial) 1982- 1997. Dun and Bradstreet. New York, New York. HF 3011 .E9

***Furniture Marketing***: from product development to distribution. 1985. Richard R. Bennington. Fairchild Publications. New York, New York. HD 9773 .U5 B46

***How to Find Information About Companies***: The Corporate Intelligence Sourcebook. 1983 Washington Researchers Publishing. contributing editors, Lorna M. Daniells, Beth Gibber, Dina L. Biblin. Washington, D.C. HD2791 .W37

***How to Find Company Intelligence in State Documents***. 1991. Washington Researchers Publishing. Washington, D.C. HD2785 .H671

***Marketing Information***: A Professional Reference Guide. 1987. Edited by Jac L. Goldstucker, Compiled by Otto R. Echemendia. Georgia State University, College of Business Administration, Business Publishing Division. Atlanta, Georgia HF 5415.124 .M37

***Online Marketing Handbook*** : how to promote, advertise, and sell your products and services on the Internet. 1998. Daniel S. Janal. Imprint New York : J. Wiley, c1998. HF5415.1265 .J36

Topics covered by the book: Online marketing strategy, online marketing tools, online advertising, online public relations, online selling, and future.

***Online Market Research***: Cost effective searching of the Internet and online databases. 1995. John F. Lescher. Addison-Wesley. Reading, Mass. HF 5415.2 .L45

This text provides with a thorough grounding in contemporary market research and online searching: What kind of data is available online; how to determine what my needs are, develop research strategies, and formulate a market plan; and how to acquire and sharpen online searching skills.

***The Entrepreneur and Small Business Problem Solver***: An Encyclopedic Reference and Guide (2nd edition). 1990. William A. Cohen. Wiley Press. New York, New York. HD 62.7 .C63

***The Entrepreneur and Small Business Marketing Problem Solver.*** 1991. William A. Cohen. Wiley Press. New York, New York. HF 5415.13 .C634

**The Business-to -Business Direct Marketing Handbook.** 1989. Roy G. Ljungren. American Management Association. New York, New York. HF 5415.126 L57.

**Pratt's Guide to Venture Capital Sources.** 1990. Edited by Jane K. Morris, Susan Isentein, and Anne Knowles. Venture Economics. Needham, Massachusetts. REF HG65 .P731

Topics covered: Financial institutions, Venture capital, Small business investment companies

**Small Business Sourcebook.** (serial) 1970-1996. Gale Research Co. Detroit, Michigan. HD 2346 .U5 S65.

A guide to the information services and sources provided to 100 small businesses by associations, consultants, educational programs, franchisers, government agencies (federal, state, and local), reference works, statisticians, suppliers, trade shows, and venture capital firms.

### ***Gale Research, Inc***

Statistics Sources: A Subject guide to data on Industrial, Business, Social, Educational, Financial, and Other Topics for the United States and Internationally. Gale Research. Detroit, Michigan. Z7551 .S8 Imprint Detroit, Mich.: 1962-2001

Statistical Forecasts of the United States. 1993. edited by James E. Person, Jr., Sean R. Pollock, associate editor. Gale Research. Detroit, Michigan. HC 106.8 .S7357

Market Share Reporter. (serial) 1991-1996. Gale Research. Detroit, Michigan. HF5410 .M35

Cities of the United States, Detroit, Mich., Gale Research Inc., 1988 HT123 .C49677

Wood technology. North American factbook. Continues Wood technology, forest industries. North American factbook (DLC)sn 94029352  
Imprint [San Francisco, Calif: Miller Freeman, HD9764.N7 F671 1995-1996

***Data Sources for Business and Market Analysis (4th edition).*** 1994. John V. Ganly. Scarecrow Press. Metuchen, New Jersey. HF 5415.124 .F7

## Textbooks

There are still not many textbooks about forest products marketing, mainly because it is a quite new discipline. The following is a selection of textbooks that should give a general perspective about the subject. It is important to account for the continuous progress in many areas of forest products marketing. This fact makes textbooks quickly obsolete and is important to refer to journals or magazines to have a more up to date vision of the state of the knowledge in the subject.

***A Marketing Guide for Manufacturers & Entrepreneurs of Secondary-Processed Wood Products in the Northeastern United States.*** 1992. Edward T. Cesa. Imprint Morgantown, WV : Northeastern Area, State and Private Forestry, A 13.36/2:M 34/3

***Economics of U.S. and international markets for timber products research unit,*** 1981, Prepared by Forest Service, Pacific Northwest Forest and Range Experiment Station. A 13.66/2:Ec 7/4

***Forest Products Marketing.*** 1992. Steven A. Sinclair. McGraw-Hill. New York, New York. HD9750.5 S56

***Marketing Forest Products: gaining the competitive edge.*** 1992. Jean Mater with M. Scott Mater, Catherine M. Mater. Forest Products Society, Madison, Wisconsin. [www.forestprod.org](http://www.forestprod.org). SD 434 M371

***Marketing of Forest Products: text and cases.*** 1970. Stuart U. Rich. Imprint New York, McGraw-Hill HD9750.5 .R5

***Strategic Marketing in the Global Forest Industries.*** 2002. Heikki Juslin and Eric Hansen, Authors Academic Press. Corvallis, Oregon; [www.authorsap.com](http://www.authorsap.com)

***Sustainable Harvest and Marketing of Rain Forest Products,*** 1992, edited by Mark Plotkin and Lisa Famolare. Imprint Washington, D.C. : Island Press. SD387.S87 S86 1992

*Summary:* Although the use of nontimber forest products from tropical regions hold potential as a viable alternative to deforestation, many questions remain. What species offer the biggest promise? What levels of harvest are sustainable? Topics covered include the use and conservation of ethnobotanical information, the potential uses of nontimber forest products from diverse regions of the tropics, the development and use of plants as medicines, and the international market for nontimber forest products.

***Value-Added Wood Products: Manufacturing and Marketing Strategies.*** 1991. Ed M. Williston. Miller Freeman. San Francisco, California. TS852 .W54

## Lists and Databases

### **Forestworld:** <http://www.forestworld.com>

Forestworld is a free searchable database of sites relating to the forest products industry that is divided in the following areas, among others:

#### **NewsCenter**

Daily forest industry news from all over the world

#### **Certification & Sustainability**

Internet guide to forest certification and sustainable forestry initiatives. Database for finding products from well-managed forests.

#### **Forest Industry**

“Resources for industry professionals and forest landowners: Forestry Extension & Outreach, comprehensive directories of foresters, loggers, & sawmills, unit conversions, & more”.

#### **Internet Directory**

Database of over 6000 forestry industry related web sites.

#### **Woods of the World**

Electronic source of information on the world's wood species, including Global Forestry Data, pictures of woods, maps and more.

#### **Marketplace**

“Classified ad listings, log prices, certified wood sources, job listings”.

**PROMT** (Predicasts Overview of Markets and Technology) “is a multiple-industry database that provides international coverage of companies, products, markets, and applied technology for all industries. PROMT contains abstracts and full-text records from the world's important trade and business journals, and other sources such as newspapers, business and industry newsletters, market research studies, investment analysts' reports, and Japanese news service”.

<http://www.cas.org/ONLINE/DBSS/promtss.html>

*Predicasts Basebook.* (serial) 1974-1995. Predicasts, Inc. Cleveland, Ohio. HA 214 .P71

*Standard and Poor's Industry Surveys.* (serial) 1983-2000. Standard and Poor Corporation. New York, New York. HG 4921 .S8

#### **Steve Shook Directory of Forest Products**

“Internet information on the forest products industry, forest products, wood science and technology, wood engineering, forest products marketing, wood industry associations, wood industry consultants, wood industry data sources, and wood products-based research institutions”. Currently, this site contains over 1,880 links.

<http://www.forestdirectory.com>

*Gale Directory of Databases.* 1993-, Gale Research Inc.,

“The Gale Group ([www.galegroup.com](http://www.galegroup.com)), a unit of The Thomson Corporation (TSE: TOC), is a world leader in e-information publishing for libraries, schools and

businesses”. “The company creates and maintains more than 600 databases that are published online, in print and in microform”.

Some online databases are:

- Business & Company ProFile
- Business & Company Resource Center
- Business & Industry
- Business & Management Practices
- Business ASAP
- Business ASAP -- International
- Business International & Company ProFile ASAP

Only the index can be seen free, any material must be purchased. Orders (except orders prepaid with a check) can be placed via mail, phone, fax or e-mail as follows:

The Gale Group  
P.O. Box 9187 Farmington Hills, MI 48333-9187  
Tel: 1-800-877-GALE (Monday-Friday, 8:00 a.m. to 5 p.m. EST), Fax: 1-800-414-5043  
E-mail: [galeord@galegroup.com](mailto:galeord@galegroup.com)

TRADE, Inc.

This company provides trade information via a CD ROM. The information offered is primarily for products imported into the U.S. but also covers other areas of the world. The company claims to benefit customers through making data more commercially applicable. <http://www.tradeinfo.com/TRADESite/about.html>

TRADE Inc. (USA)  
4805 West Laurel Street  
Suite 220  
Tampa, FL 33607-4541  
USA  
Ph: (813)282-1454  
Ph: (800)995-2624, Press 1  
Fax: (813)286-0074  
[sales@tradeinfo.com](mailto:sales@tradeinfo.com)  
[support@tradeinfo.com](mailto:support@tradeinfo.com)

***University of Minnesota, Social Sciences in Forestry Database***

<http://forestry.lib.umn.edu/bib/SSiF.html>

Database of publications, conference proceedings, and other sources that relate social sciences to forestry. Includes marketing and economic topics.

## Trade Journals and Magazines

This section will refer to different publications about the forest products industry, customers of the forest products industry and forestry in general. Many associations have their own magazine. The text specifies if the magazine or journal corresponds to an association or not. The descriptions also indicate if the magazine has an online version or if it is an only online magazine. Also included is the call number that indicates if the Valley Library of Oregon State University has a subscription. Almost all the magazines have their own website and in almost all the cases the subscription can be done online.

### General Business

***American Demographics***. Ithaca, N.Y

<http://www.demographics.com/>

Commercial magazine that publishes diverse studies, many of them related with housing issues. HB 3505 .A66

**BtoBonline.com** (only online version)

Crain Communications Inc. Chicago, Illinois

Info: [webinfo@btobonline.com](mailto:webinfo@btobonline.com)

<http://www.netb2b.com/daily/index.html>

A magazine for marketing and e-commerce strategists. This site contains material formerly on BusinessMarketing.com. Business Marketing magazine is no longer published.

HF 5801 .I6 (1983 to 1993)

***Business Journal*** (Portland, Oregon): both hardcopy and online version

The Business Journal of Portland Inc, Portland, Oregon.

851 S.W. Sixth Ave, Suite 500, Portland, OR 97204

Tel: (503) 274-8733, Fax: (503) 227-2650

Email: [portland@bizjournals.com](mailto:portland@bizjournals.com)

<http://portland.bcentral.com/portland/>

The stories from the print edition are posted on the web on Monday mornings. Only a limited number of articles are posted on the web. Certain features from the paper, such as the complete Top 25 List, record materials and special publications, are not available on the web. Daily Updates are a web-edition exclusive.

HF 5001 .B6931

***Oregon Business***

<http://www.oregonbusiness.com/>

Online registration. Portland, OR, MIF Publications HF 5001 .O721

***The Merchant Magazine***

4500 Campus Drive, Suite 480, Newport Beach, CA 92660 -USA

Tel: (949) 852-1990, Fax: (949) 852-0231.

<http://www.building-products.com/>

Nowadays it is possible to subscribe to the Merchant Magazine for only \$1 per issue.  
HD9750.1 .W41

### **Forestry and Primary Wood Products**

***American Forests Magazine*** (only hardcopy).

[http://www.amfor.org/news\\_and\\_pubs/mag/current/index.html](http://www.amfor.org/news_and_pubs/mag/current/index.html)

American Forests is the quarterly magazine of the American Forest Association. “For more than a century, American Forests has fostered an appreciation for trees and forests and offered a responsible science-based discussion of the trends, issues, policies, and management of America's forest resources”.

SD1 .A5

### ***Canadian Forest Industries***

90 Morgan, Unit 14, Baie d'Urfe H9X 3A8

Tel: (514) 457-2211, Fax: (514) 457-2558

Email: [jcft@qc.aira.com](mailto:jcft@qc.aira.com)

<http://www.forestcommunications.com/cfi/>

Canadian Forest Industries is the only national logging magazine in Canada. ‘Canadian Forest Industries is published nine times per year and is the Journal of Record for the Canadian Woodlands Forum. Editorial focuses exclusively on all aspects of logging from the stump to the mill gate’. “Regular features also include new products and literature reviews”. TS800 .C2

### ***Canadian Journal of Forest Research***

National Research Council of Canada

Ottawa, ON K1A 0R6, Canada

Tel: (613) 993-0362, Fax: (613) 952-7656

E-mail: [research.journals@nrc.ca](mailto:research.journals@nrc.ca)

[http://www.nrc.ca/cisti/journals/rp2\\_home\\_e.html](http://www.nrc.ca/cisti/journals/rp2_home_e.html)

“The Journal features articles, over 65% by international scientists, in silviculture, forest mensuration, harvesting, vegetation management, tree physiology, ecophysiology, dendrochronology, forest ecology, forest fire ecology, forest soil biology, biotechnology, forest genetics, tree improvement, forest entomology and pathology, pollution effects, global change impacts, forest practices effects on biodiversity and sustainability, and forest economics”. SD1 .C25

### ***Canadian Wood Products***

90 Morgan Rd. Unit 14, Baie d'Urfé, Que., H9X 3A8

Tel: (514) 457-2211, Fax: (514) 457-2558

Email: [jcft@qc.aira.com](mailto:jcft@qc.aira.com)

<http://www.forestcommunications.com/cwp/>

Canadian Wood Products is a sawmilling/wood processing magazine in Canada and the only national publication devoted exclusively to this area. The magazine focuses on leading edge technology in this sector.

***C.C. Crow Publications, Inc.***

P.O. Box 25749, Portland, OR 97298-0749

Tel: (503) 646-8075, Fax: (503) 646-9971

e-mail: [info@crow.com](mailto:info@crow.com)

Crows Online Publications: <http://www.crows.com/samples.html>

Crow's publications offer subscribers information available via mail, fax, e-mail, and on Crow's website:

***Crows Daily Spot Cash Prices*** (Updated every weekday at 11:30 AM Pacific for subscribers).

***Crow's Weekly Market Report of Lumber and Panel Prices*** (Updated every Friday at 11:30 AM Pacific for subscribers)

***Crow's Lumber Report*** (Updated every Thursday Night for subscribers)

***Crow's Industrial Lumber Report*** (Updated every Thursday Night for subscribers)

***Crow's Structural Panel Report*** (Updated every Friday at 11:30 AM Pacific for subscribers)

***Crow's Midweek Update*** (Updated every Tuesday Night for subscribers)

***Crow's Canadian Panel Report*** (Updated every Wednesday at 9:15 AM Pacific for subscribers)

***Crow's Canadian Panel Update*** (Updated every Sunday Night for subscribers)

***Crow's buyer's and seller's directory of the forest products industry.*** Imprint Portland, OR : C.C. Crow Publications, HD9753 .C7221 1986- 1990

***Ecoforestry*** (formerly the International Journal of Ecoforestry)

Ecoforestry Institute Society

PO Box 5070, Station B, Victoria, BC, Canada

<http://www.ecoforestry.ca/>

The journal gives a voice to those who are embracing ecologically responsible methods of forest use.

***Forest Products Journal***

2801 Marshall Court, Madison, WI 53705-2295 USA

Tel: (608) 231-1361, Fax: (608) 231-2152

Email: [info@forestprod.org](mailto:info@forestprod.org)

<http://www.forestprod.org/>

The Forest Products Journal is a publication of the Forest Products Society and is targeted to be the source of information for industry leaders, researchers, teachers, students, and anyone interested in the forest products industry. Membership in the society includes the reception of the Forest Products Journal. SD1 .F565



***Forest Science***

Society of American Foresters  
5400 Grosvenor Lane, Bethesda, Maryland 20814  
Tel: (301) 897 8720, Fax: (301) 897 3690  
Email: safweb@safnet.org  
<http://www.safnet.org/pubs/periodicals.html>

“Forest Science, published quarterly, is internationally renowned as a leading forestry research journal. For more than 30 years, it has been publishing significant articles in forestry research: silviculture, soils, biometry, disease, recreation, photosynthesis, and tree physiology as well as all aspects of management and harvesting, and policy analysis. Forest Science also features reviews of recent publications”. Published by the Society of American Foresters. Online subscription. SD1 .F567

***Forestry at The Mining Company***

<http://forestry.miningco.com/science/forestry/>  
Online publication about Forestry

***Hardwood Market Report***

P.O. Box 241325, Memphis, Tennessee 38124-1325  
Tel: (901) 767-9126, Fax: (901) 767-7534  
Email to: hmr@hmr.com  
<http://www.hmr.com>

“The Hardwood Market Report, established in 1922, is a weekly publication that provides benchmark pricing and market commentary on North American hardwood lumber and the hardwood products industry”.

***Hardwood Review Export***

Tel: (800) 638-7206, Fax: (800) 444-2230  
email: subscriptions@hardwoodreview.com  
<http://www.hardwoodreview.com/>

***Import/Export Wood Purchasing News***

Miller Publishing Corporation  
P.O. Box 34908, Memphis, TN 38184-0908  
Tel: (901) 372-8280, Fax: (901) 373-6180  
e-mail: mktgsubs@millerpublishing.com  
[www.millerpublishing.com](http://www.millerpublishing.com)

“This tabloid newspaper includes profiles of overseas suppliers, overseas buyers of North American forest products, North American buyers of imported forest products and North American exporters of forest products”. This newspaper helps the import and export of

forest products. It is distributed to buyers and suppliers of forest products in North America, Central and South America, Asia, Europe, Africa, Australia, and New Zealand. Published every other month.

***Journal of Forestry***

Society of American Foresters  
5400 Grosvenor Lane, Bethesda, Maryland 20814  
Tel: (301) 897 8720, Fax: (301) 897 3690  
Email: safweb@safnet.org  
<http://www.safnet.org/pubs/periodicals.html>

“The Journal of Forestry, published monthly, is the premier scholarly journal in forestry. It has received several national awards for excellence. The mission of the Journal is to advance the profession of forestry by keeping professionals informed about significant developments and ideas in forest science, natural resources management, and forest policy. All members of the Society of American Foresters receive the Journal as a benefit of membership”. Published by the Society of American Foresters. Online subscription. SD1 .J6

***Loggers World***

4026 Jackson Highway, Chehalis WA 98532-8425  
Tel: (360)262-3376  
Email: logworld@aol.com  
<http://www.forestind.com/loggersworld/index.html>

Loggers World is a national publication devoted to the coverage of US logging operations.

***Logging & Sawmilling Journal***

P.O. Box 86670, Street Address: 211 East 1st. Street, North Vancouver, B.C. V7L 4L2  
Tel: (604)990-9970, Fax: (604)990-9971  
E - mail: stanhope@forestnet.com  
<http://www.forestnet.com/archives/jan01/index.htm>

The Logging and Sawmilling Journal is sent free to owners, operators, managers, purchasing agents, supervisors, foremen and other key personnel at logging and forestry operations; timber buyers, forest or land management consultants, corporate industrial woodlands officials and machinery manufacturers and distributors in Canada.

***Madison's Online***

<http://www.madisonsreport.com/>

Madisons Canadian Lumber Reporter. While this page is mostly advertising for subscription to their service, key price indicators are offered, as well as the odd Special Report.

***National Hardwood Magazine***

P.O. Box 34908, Memphis, TN 38184-0908  
Tel: (901) 372-8280, Fax: (901) 373-6180  
E-mail: mktgsubs@millerpublishing.com

<http://www.millerpublishing.com/Hardwood/magazine.html>

National Hardwood Magazine helps to keep up with the developments in the Hardwood industry. "This magazine also features reports on all the major Hardwood association activities and meetings--both national and regional--plus special presentations on problems and new technology being developed and utilized in the Hardwood industry". Published by the Miller Publishing Corporation. SD397.H3 N381

***Panel World***

225 Hanrick St., Montgomery, AL 36104-3317, P.O. Box 2268, Montgomery, AL 36102-2268

Tel: (334) 834-1170 Fax: (334) 834-4525

Email: [mail@panelworldmag.com](mailto:mail@panelworldmag.com)

<http://www.panelworldmag.com/>

Panel World, published six times a year, covers the North American veneer panel and board industries, in addition to its coverage of international markets. They conduct frequent in-plant interviews to provide information on softwood plywood, hardwood plywood, hardwood veneer, oriented strandboard, particleboard, medium density fiberboard, engineered wood products, laminated products, gypsum fiberboard and other composite products.

***PaperAge***

<http://www.paperage.com/>

This magazine covers corporate strategies, mill operations, technological innovations, and the latest production and marketing trends in the pulp & paper industry. PaperAge is mailed free of charge to individuals in the pulp, paper, paperboard manufacturing and/or paper converting industries in United States and Canada.

***Pulp&Paper***

Paper Industry Catalog, Paperloop.com

525 Market Street, Suite 500, San Francisco, CA 94105 USA

Fax orders to: +1 415-278-5371

<http://www.paperloop.com/store/index.fhtml>

Pulp & Paper deals with management and production issues of the North American pulp, paper and paperboard industry.

***Random Lengths Publications, Inc.***

P.O. Box 867, Eugene, Oregon 97440-0867 U.S.A.

Street Address: 450 Country Club Road #240, Eugene, Oregon 97401-6053 U.S.A.

Tel: (541) 686-9925, Toll-Free FAX (in U.S.A. and Canada): (800) 874-7979,

FAX: (541) 686-9629

E-Mail Address: [rlmail@randomlengths.com](mailto:rlmail@randomlengths.com)

Random Lengths Publications Online. <http://www.randomlengths.com/master.html>

***Random Lengths*** (weekly) Random Lengths Publications

"Random Lengths is the most widely circulated market report in the forest products industry. Each weekly 12-page issue contains pinpointed prices of more than 1,500 items

of softwood lumber, panels, and other wood products. Also included are concise analyses of trading patterns and reports of important industry trends and events”. HD 9750.1 .R3

***Random Lengths International*** (every two weeks) Random Lengths Publications, Issues every two weeks, all year long. Especially interesting is the firsthand World Market report: “Provides insight into current trading and puts the market into perspective. In-depth reports are available on specific world-wide markets for clear lumber, merchantable lumber, and panel products, including OSB”.

***Random Lengths Yardstick*** (monthly) Random Lengths Publications  
Random Lengths Yardstick is a monthly measure of the industry, 24 pages long, with statistics on the price trends, production totals, housing starts, and more. Every month the newsletter includes a graphic update on 38 key economic indicators: “From interest rates to export statistics, from housing starts to industry financial data”.

***Random Lengths Midweek*** (weekly) Random Lengths Publications  
“Midweek is available by FAX, Internet e-mail PDF format, and spreadsheet and database formats”. Each Wednesday morning, the subscriber receives two pages: “Midweek Page One updates market prices for the key items of dimension lumber, studs, boards, plywood, and OSB. Midweek Page Two includes concise descriptions of early-week market trends in lumber and panels”.

***Random Lengths Locator*** (monthly). Random Lengths Publications  
The Locator is a monthly advertising service for the forest products industry. Mailed with Random Lengths, the Locator provides news articles, and interviews with key people in the wood products industry. HD 9750.1 .R341 Only last 2 years are kept.

#### **Books and Directories;**

***Random Lengths Big Book*** (annually). Random Lengths Publications  
THE 2001 BIG BOOK includes information about thousands of producers, remanufacturers, and distributors of North American softwood forest products.  
HD 9753 .R361 Latest Received: 2000

***Random Lengths Yearbook*** (serial). Random Lengths Publications  
Includes 11-year Price Histories (1990-2000), and 5-year graphs for at-a-glance comparisons. “Economic Data includes housing starts 1997-2000. Production Statistics on softwood lumber, plywood, and OSB. An Export Section featuring price histories, and export volumes by species and destination, 1995-2000”. HD 9752 .R3

***Terms of the Trade***. Evans, David S (2000) Random Lengths Publications.  
“Terms of Trade is a 426-page dictionary of the terminology used in the wood products and related industries, including more than 10,000 definitions of everything from A1 to Z-Regulation. Also included are more than 1,800 abbreviations and what they stand for, plus hundreds of detailed illustrations”. SD126 .T41 2000

***Buying & Selling Softwood Lumber***, Dave Leckey, Random Lengths Publications.  
A Guide to the Lumber Market of North America, adequate for training programs, loaded with information about the art of buying and selling lumber. “It’s designed for working traders at all levels of the distribution chain — mill salespersons, wholesalers, retail buyers, and support personnel”.

***Southern Lumberman***

Published by Hatton-Brown Publishers, Inc.  
P.O. Box 2268, Montgomery, AL 36102-2268  
Tel: (334) 834-1170, Fax: (334) 834-4525  
Email: [mail@hattonbrown.com](mailto:mail@hattonbrown.com)  
<http://www.southernlumberman.com/>

Southern Lumberman focuses on sawmills, wood products, plants and allied machinery companies and associations. Founded in the South, the magazine now appeals to subscribers throughout the U.S. and parts of Canada. SD1 .S65

***TAPPI Journal***

United States: (800) 332-8686  
Canada: (800) 446-9431  
[http://www.tappi.org/public/tappi\\_journal.asp](http://www.tappi.org/public/tappi_journal.asp)

TAPPI (Technical Association of the Pulp and Paper Industry) is a professional society dedicated to advancing technology and professional achievement in the paper and related industries. TAPPI Journal is a professional publication for information on the technology of the manufacture and use of pulp, paper, packaging and related products. TS1080 .T41

***Corrugating International***

United States: (800) 332-8686  
Canada: (800) 446-9431  
<http://www.corrugating.org/>

TAPPI (Technical Association of the Pulp and Paper Industry) is a professional society dedicated to advancing technology and professional achievement in the paper and related industries. Corrugating International is the TAPPI's publication for the international corrugated container industry.

***The Softwood Forest Products Buyer***

Miller Publishing Corporation  
P.O. Box 34908, Memphis, TN 38184-0908  
Tel: (901) 372-8280, Fax: (901) 373-6180  
e-mail: [mktgsubs@millerpublishing.com](mailto:mktgsubs@millerpublishing.com)  
[http://www.millerpublishing.com/Softwood/Softwood\\_guide.html](http://www.millerpublishing.com/Softwood/Softwood_guide.html)

The Softwood Forest Products Buyer provides with articles on “purchasing, yard storage, inventory control, marketing, production, utilization and distribution of Softwood forest products, including lumber, plywood, moulding, etc. Buyer and supplier profiles appear in each issue, in addition to reports on in-depth market trends and association activities”. Published six times per year.

***Timber/West Magazine***

300 Admiral Way, Suite 208 Edmonds, WA 98020

Tel: (425) 778-3388, Fax (425) 771-3623

E-mail: timberwest@forestnet.com

[http://www.forestnet.com/timberwest/archives/Dec\\_2000/index.htm](http://www.forestnet.com/timberwest/archives/Dec_2000/index.htm)

“Timber/West reports on the logging and lumber segment of the forest industry in the Western United States with emphasis on the states of Alaska, Washington, Oregon, Idaho, Montana and northern California, providing current information on timber harvesting techniques, sawmill operations, news, legislation, events, people and products pertinent to this market”.

***Weekly Hardwood Review***

PO Box 471307, Charlotte, NC 28247-1307

Tel: (800) 638-7206, Fax: (800) 444-2230

email: subscriptions@hardwoodreview.com

<http://www.hardwoodreview.com/>

***Western, Southern, and Northern Journals of Applied Forestry***

Society of American Foresters

5400 Grosvenor Lane, Bethesda, Maryland 20814

Tel: (301) 897 8720, Fax: (301) 897 3690

Email: safweb@safnet.org

<http://www.safnet.org/pubs/periodicals.html>

“The regional journals of applied forestry are quarterly publications geared to foresters working in three areas of North America. Their mission is to communicate new techniques and practices to foresters working in the field”. Published by the Society of American Foresters. Online subscription.

**Value-Added Products**

***Asian Furniture News Online***

9/F, Belgian Tower, 77 Gloucester Road, Hong Kong

Tel: (852) 2563 7957, Fax: (852) 2565 9022

Email : afn@afnews.com

<http://www.afnews.com/>

“Asian Furniture News Online is a meeting place for furniture professionals all over the world”. “AFN, the printed magazine, is distributed in over 30 countries and regions but some places are still waiting to see its presence”. Asian Furniture News Online covers market information on the furniture and related industries: furnishings, interior design, lighting, woodworking machinery, timber industries, etc. Information covered is not limited to the Asia-Pacific region.

***Custom Woodworking Business (CWB)***

400 Knightsbridge Parkway, Lincolnshire, IL 60069

Tel: (847) 634-4347, (800) 343-2016, Fax: (847) 634-4379

<http://www.iswonline.com/index-cwb.html>

Custom Woodworking Business magazine embraces the professional custom woodworking market. "Every month, more than 60,000 North American custom woodworkers read CWB for its coverage of architectural woodworking, cabinets, furniture and niche markets". Published by the Industrial Division of Vance Publishing:

***Fine Woodworking***

Subscriptions: 1-800-888-8286 (U.S. and Canada only)

<http://www.taunton.com/fw/>

The magazine attempts to create a forum where accomplished woodworkers share what they know with fellow enthusiasts. Published by The Taunton Press

***The Furnishings Digest***

Mann, Armistead, & Epperson, Ltd.

Mr. Jerry Epperson

121 Shockoe Slip

Richmond, VA 23219

PHONE: 804 644-1200

FAX: 804 644-1226

***Furniture Today***

<http://www.furnituretoday.com/4.html>

Furniture/Today is the Weekly Business Newspaper of the Furniture Industry

***Pallet Enterprise***

10244 Timber Ridge Rd, Ashland, VA 23005

Tel: (804) 550-0323 or FAX (804) 740-2826

<http://www.palletenterprise.com/>

"The Pallet Enterprise, a monthly trade magazine for the pallet and container industry, is free within the United States to qualified manufacturers, recyclers and wholesalers of pallets and containers and to qualified industry suppliers of machinery, fasteners, services and lumber".

***Professional Refinishing***

P.O. Box 306, Woodland Hills, CA 91365-0306

Tel: (818) 715-9776, Fax: (818) 715-9059

<http://members.aol.com/ProRefl/>

Professional Refinishing is the only business to business magazine that addresses the wood-restoration industry.

***Wood & Wood Products***

400 Knightsbridge Parkway, Lincolnshire, IL 60069

Tel: (847) 634-4347, (800) 343-2016, Fax: (847) 634-4379

<http://www.iswonline.com/index-wwp.html>

"Wood & Wood Products magazine is a 100-year-old monthly publication that is read by over 52,000 management and operating personnel in the woodworking industry. The

magazine covers machining trends and developments, management and marketing techniques, automation, hardware and design for the residential furniture, business and institutional furniture, cabinet, millwork and panel markets". Published by the Industrial Division of Vance Publishing. TS800 .W58

***Woodworker West***

P.O. Box 452058, Los Angeles, CA 90045

<http://www.woodwest.com/wood/>

Woodworker West (formerly the Southern California Woodworker) has been covering woodworking in the Western United States since 1988. It is published bi-monthly: January, March, May, July, September, November. Online subscription.

**Construction and Building**

***Automated Builder Magazine. (AB)***

1445 Donlon St. Ste 16, Ventura, CA 93003 USA

Tel: (800) 344-BLDR(2537) or 805-642-9735, Fax: (805) 642-8820

Email: [info@automatedbuilder.com](mailto:info@automatedbuilder.com)

<http://www.automatedbuilder.com/>

AB provides marketing management, and production information about home, apartment and commercial construction to nearly 100,000 readers. Automated Builder Magazine is published on a monthly basis and is distributed free of charge to executive and management personnel upon written request in companies that are production (big volume) site builders, panelized home manufacturers, modular home manufacturers, etc.

***Builder and Builder online***

One Thomas Circle, N.W., Suite 600, Washington, D.C. 20005

Tel: (202) 452-0800, Fax: (202) 785-1974

<http://www.builderonline.com>

Builder is the official publication of the National Association of Home Builders and housing's No. 1 business magazine. They have a free online version. It is possible to subscribe online.

HD9715.U5 B76 (Valley library has only until 1996)

***Building Products Digest***

4500 Campus Drive, Suite 480, Newport Beach, CA 92660 -USA

Tel: (949) 852-1990, Fax: (949) 852-0231.

<http://www.building-products.com/>

Retailers, wholesalers and distributors physically located in the 13 Southern states qualify to receive Building Products Digest free every month.

***Building Material Dealer***

40 Ivy Street, SE, Washington, DC 20003

Phone: (800) 634-8645, (202) 547-2230, Fax: (202) 547-7640

<http://www.dealer.org/bmd/index.htm>



“Building Material Dealer is the official publication of the National Lumber and Building Material Dealers Association (NLBMDA) and its 22 federated associations. Printed in five regional editions, Building Material Dealer reports national and regional association activities in regular columns on legislation, government regulations, association meetings, member news, seminars and conventions”.

***Environmental Design & Construction***

81 Landers Street, San Francisco, CA 94114

Tel: (415) 863-2614, Fax: (509) 692-6027

<http://www.edcmag.com/>

“Environmental Design & Construction covers all aspects of environmentally sound building design & construction including recycled building products, energy efficiency, alternative energy sources, indoor air quality, systems of waste disposal and re-use, and more. The magazine is sent to 18,000 architects, interior designers, building contractors, spec writers, engineers, and others in the design and construction fields who are buying and specifying environmentally sound building materials”.

***F.W. Dodge***

<http://www.fwdodge.com/>

Collects construction data and prepares several reports. These reports are most appropriate for non-residential and multi-family construction. This site is affiliated with the Sweets.com building product finder.

***National Home Center News (NHCN) (online and offline)***

<http://www.homecenternews.com/>

Covers news and analysis for the home improvement building material industry. Thousands of stories and articles from both NHCN's online site, as well as printed publication are available for keyword search and viewing. Online stories are available from July 1997, and printed publication articles are available back to May 1991. Published by Lebharr-Friedman, Inc.

***Pro Dealer Online***

<http://www.prodealer.com/>

Affiliated with the Home Center News this site bills itself as "Strategic information for high-volume lumber and building materials dealers". Posts top 350 pro centers by sales on the site.

***Qualified Remodeler***

<http://qrmagazine.com/>

Has a downloadable list of the top 500 remodelers by sales. Also contains article on the remodeling industry.

***Remodeling Online***

<http://Remodeling.hw.net/>

Source of cost vs. value reports on renovations.

***Timber Framing***

PO Box 60, Becket, MA 01223

Phone and fax: 888-453-0879 (toll-free)

info@tfguild.org

<http://www.tfguild.org/pubpg.html>

“Timber Framing publishes in-depth articles on timber framing history, technology, theory, practice, design, and engineering, as well as the work of the Guild and its members. It appears quarterly, in March, June, September, and December”. Online subscription.

***Wood Design & Building***

<http://www.wood.ca/>

Wood Design & Building is the only magazine exclusively about wood and its use in architecture. Its purpose is to stimulate the creativity of building professionals by providing them with new design and construction ideas in every issue. Online subscription.

## 8. OTHER SOURCES OF INFORMATION

### Trade shows

This section informs about trade shows across the US and Canada related with the forest products industry. The information provided includes website, address and time of the year in which the trade show is offered.

Trade shows

[http://www.armstrongblue.com/Misc/trade\\_shows.htm](http://www.armstrongblue.com/Misc/trade_shows.htm)

Web site with several industry trade shows

### Forestry and Primary Wood Products

#### ***Forest Products Machinery & Equipment 2001 Exposition***

Georgia World Congress Center, Atlanta, Georgia USA

July 19 - 21, 2001

<http://www.sfpa.org/Expo/Expo2.htm>

Every two years the Southern Forest Products Association sponsors an extensive display of forest products machinery and equipment in North America.

#### ***InterSaw***

Quebec City, Quebec Canada

May 17 & 18, 2001

P.O. Box 565, Saint John, New Brunswick Canada E2L 3Z8

Tel: (506) 658-0018 , Fax: (506) 658-0750

Email: [show@nbnet.nb.ca](mailto:show@nbnet.nb.ca)

<http://www.forestindustry.com/intersaw/>

The International Sawmilling Exposition

#### ***Wood Technology Clinic & Show, Oregon Convention Center - Portland, OR***

March 20-22, 2002

VNU Expositions Building Group Show Management

1199 South Belt Line Road, Suite 100, Coppell, Texas 75019

Tel: (800) 527-0207, Customer Service: (800) 789-2223 or (972) 906-6800.

[www.WoodWideWeb.com](http://www.WoodWideWeb.com)

The Wood Technology Clinic & Show is a trade event exclusively dedicated to wood processing and technology. The 30th Annual Wood Technology Clinic & Show returns to Portland's Oregon Convention Center March 20-22, 2002, and will host more than 1,000 booths with the latest information about wood processing technology, equipment, products, services, etc.

## Value-Added Products

### ***AWFS Woodworking Machinery & Furniture Supply Fair***

Anaheim Convention Center, Anaheim, California

August 2-5, 2001

Email: wood@heiexpo.com

<http://www.woodworkingfair.org/>

The association that organizes this fair is the Association of Woodworking and Furnishings Suppliers (AWFS). The purpose of the AWFS is “to provide programs and services which benefit their members and promote a growing and financially sound woodworking and furnishings industry”. Online registration.

### ***Carolinas Industrial Woodworking Expo***

Greensboro Coliseum Complex

1921 W. Lee Street, Greensboro, North Carolina, I-40 Exit 217 - High Point Road

Friday & Saturday, February 16 & 17, 2001, Open Friday 9 a.m. - 5 p.m. & Saturday 9 a.m. - 3 p.m

<http://www.carolinaswoodshow.com/>

### ***Furniture Design & Manufacturing Expo***

<http://www.desktopexpos.com/tsFURNITURE.htm>

Online trade show

### ***Industrial Strength Woodworking Virtual Trade Show***

<http://207.69.212.161/>

Encompasses the characteristics of several trade shows that are given across the US

### ***Mid-West Industrial Woodworking Expo***

Grand Rapids, MI

November 8 & 9, 2001

Tel: (410) 931-8100, Fax: (410) 931-8111

info@wmia.org

<http://www.wmia.org/events.htm>

The Woodworking Machinery Industry Association organizes this event. For additional information on this show call or email the association.

### ***New England Industrial Woodworking Expo***

Connecticut Expo Center, 265 Reverend Moody Overpass, Hartford, Connecticut

April 12&13 2002

<http://www.newenglandwoodshow.com/>

“Featuring hundreds of exhibitors offering machinery, tooling, supplies and services for the cabinet manufacturing, woodworking, industrial wood produces and panel processing markets”.

***Northwest Industrial Woodworking Expo***

<http://www.tsishows.com/northwestwoodshow/>

“A new show serving the Northwest cabinet manufacturing, woodworking, industrial wood products and panel processing markets”. Next exposition: May 2003

***NWPCA Annual Leadership Conference and Exposition***

National Wooden Pallet and Container Association (NWPCA)

Information Resources and Marketing : palletpds@aol.com

***Pallets West 2001***

Cashman Center / Las Vegas, NV

April 6 & 7, 2001, 9AM-4:30PM Each Day

Fax: (763) 571-7379

<http://www.palletswest.com>

This trade show is offered every other year and encompasses exhibitions of pallet manufacturing systems, pallet recycling systems, lumber processing equipment, lumber & alternative materials suppliers, pallet nail suppliers, etc. Online registration. Also via mail to the fax indicated above or the following address: Pallets West 2001, 5750 Main St. NE, Fridley, MN 55432

***Standard Furniture***

<http://www.standard-furniture.com/market%20information.html>

Standard Furniture is a member of the International Home Furnishings Market in High Point, North Carolina, the Tupelo Furniture Market in Tupelo, Mississippi, and the San Francisco Mart in San Francisco, California. Standard Furniture has permanent showrooms at all three locations.

Showroom information: IHFM-High Point Market. Space M-732, High Point, NC, Tel: (336)886-4078

Tupelo Furniture Market, Space 902 Tupelo, MS, Tel: (601)844-3686, San Francisco Furniture Mart. Mart 1-701 San Francisco, CA, Tel (415)626-9740

Market Dates: High Point: April 19-26, 2001, Oct. 18-25, 2001

Tupelo: Aug. 16-19, 2001

San Francisco: July 20-24, 2001

***Texas - Industrial Strength Woodworking Expo & Conference***

Arlington Convention Center, Arlington, TX

March 30-31, 2001, Thursday, March 29 1:00pm - 5:00pm Early-Bird Seminar Only

Friday, March 30 8:45 am - 4:00pm Seminar, 10:00am -6:00pm Exposition

Saturday, March 31 8:45am - Noon Seminars, 9:00am - 4:00pm Exposition

<http://www.iswonline.com/txshow/>

The Texas ISW Expo will feature machinery, supplies and services representing more than 250 manufacturers and distributors.

***The International Woodworking Machinery & Furniture Supply Fair (IWF) – USA***

Georgia World Congress Center, Atlanta, Georgia

August 22-25, 2002

Tel: (770) 246-0608, Fax: (770) 246-0620

Contact: [iwf@sprynet.com](mailto:iwf@sprynet.com)  
<http://www.iwf2000.com/>

IWF 2002 (August) "is the solution marketplace for anyone who works with wood, wood composites, plastic, metal or upholstery - from the one-man shop or the small professional operation - all the way up to the largest production facility employing hundreds. IWF 2002 will be expanding into the Georgia World Congress Center's Phase IV Expansion".

### ***The Woodworking Shows***

1950 Sawtelle Blvd, Suite 280, Los Angeles, CA 90025  
Tel: (800) 826-8257 (M-F 8:30 am to 5:00 pm Pacific), Fax: 310-312-6684  
[info@thewoodshows.com](mailto:info@thewoodshows.com)  
<http://thewoodshows.com/calendar.html>

These shows primarily deal with tools, supplies and education about Woodworking. The 2000-2001 calendar consists of 49 shows across the nation that are detailed in the web address included.

### ***WIC 2001***

LaCosta Resort & Spa, Carlsbad, California  
April 25-29, 2001  
Tel: (410) 931-8100, Fax: (410) 931-8111  
[info@wmia.org](mailto:info@wmia.org)  
<http://www.wmia.org/events.htm>

This event is organized by the Woodworking Machinery Industry Association. For additional information on this show call or email the association .

### **Construction and Building**

International Hardware Week, National Hardware Show, and Building Products Exposition

McCormick Place, Chicago, IL, USA  
August 12-14, 2001  
Customer Service: Tel: (888) 425-9377, (203) 840-5622, Fax: (203) 840-9622  
Email: [info@NationalHardwareShow.com](mailto:info@NationalHardwareShow.com)  
<http://www.nationalhardwareshow.com/>

The National Hardware Show & Building Products Exposition held in conjunction with International Hardware Week is the largest event in the world covering products and services related with home improvement.

### ***Kitchen/Bath Industry Show***

National Kitchen and Bath Association (NKBA)  
Orange County Convention Center, Orlando Florida  
April 27-29, 2001  
Call NKBA's Customer Service Dept. for more information on the April 2002 Kitchen & Bath Industry Show: (800) 843-6522

[www.kbis.com](http://www.kbis.com)

“This industry event showcases products that change the kitchen and bath industry through their innovation and ability to meet the needs of the marketplace”. Sponsored by the National Kitchen and Bath Association.

The NAHB (*National Association of Home Builders*) offers a series of trade shows and conferences. The complete list can be found in the website <http://www.nahbexpos.com/>

**National Green Building Conference**

March 18-20, 2001. The Westin Seattle. Seattle, WA

**Remodel America**

March 29-31, 2001. Wyndham Anatole Hotel & Trinity Hall. Dallas, TX

**The Remodelers' Show**

November 1-3, 2001. Atlantic City Convention Center. Atlantic City, NJ

**International Builders' Show**

February 8-11, 2000. Georgia World Congress Center. Atlanta, GA

**International Commercial Construction Exposition (ICCON)**

February 8-11, 2002. Georgia World Congress Center. Atlanta, GA

**tecHOMExpo**

February 8-11, 2002. Georgia World Congress Center. Atlanta, GA

**Associations**

The First Source Association Index

These pages provide an alphabetical listing of industry associations

<http://www.afsonl.com/resources/associations/>

**General Business**

***National Association of Wholesalers/Distributors***

1725 K Street NW, Washington, D.C. 20006

Tel: (202) 872-0885, Fax: (202) 785-0586

Contact: [pubs@nawd.org](mailto:pubs@nawd.org)

<http://www.nawpubs.org/>

They have a website with information on books and tapes published especially for wholesalers-distributors.

***Direct Marketing Association (DMA)***

Headquarters

1120 Avenue of the Americas, New York, NY 10036-6700

Tel: (212) 768-7277, Fax: (212) 302-6714

Washington D. C. Office

1111 19th Street, N.W., Washington, D.C. 20036-3603

Tel: (202) 955-5030, Fax: (202) 955-0085

Contact: online email by subject

<http://www.the-dma.org/>

“The DMA is the oldest and largest trade association for users and suppliers in the direct, database and interactive marketing field”.

### **Forestry and Primary Wood Products**

#### ***Aerial Forest Management Foundation***

Tel: (503) 6782665

Contact: [steve@aol.com](mailto:steve@aol.com)

They promote the general welfare of the helicopter logging industry and the welfare of its members. They foster and increase the usefulness of the helicopter logging industry to the general public. They also provide education about the helicopter use in logging operations.

#### ***American Fiberboard Association***

1210 W Northwest Highway, Palatine, IL 60067. Phone: (847) 934-8394 Fax: (847) 934-8803

Contact also to: [afa@fiberboard.org](mailto:afa@fiberboard.org)

<http://www.fiberboard.org/>

“The American Fiberboard Association (AFA) is the national Trade Organization of manufacturers of cellulosic fiberboard products used for residential and commercial construction. AFA serves as the central clearing house on the industry and technical information for architects, builders, contractors, distributors, dealers, government agencies and the general public. The Association works with government and private organizations to develop and improve industry standards and specifications and to update building codes”.

#### ***American Forest and Paper Association***

1111 19th Street NW, Suite 800, Washington, DC 20036. Phone: 202-463-2700.

Contact also to: [info@afandpa.org](mailto:info@afandpa.org)

<http://www.afandpa.org/>

“AF&PA is the national trade association of the forest, paper and wood products industry”. They represent “member companies engaged in growing, harvesting and processing wood and wood fiber, manufacturing pulp, paper and paperboard products from both virgin and recycled fiber, and producing engineered and traditional wood products. AF&PA members include manufacturers of over 80 percent of the paper, wood and forest products produced in the United States”.

#### ***American Forest Resource Council***

1500 SW First Avenue, Suite 330, Portland, Oregon, 97201

Tel: (503) 222-9505, Fax: (503) 222-3255

Contact: online e-mail

<http://www.afrc.ws/>

“The American Forest Resource Council strives to provide a positive operating environment for the forest products community, representing nearly 100 forest product manufacturers and forest landowners in twelve states, west of the Great Lakes”. “AFRC



was created in October 2000 as a result of a merge between the Independent Forest Products Association (IFPA) and the Northwest Forestry Association (NFA)”.

***American Hardboard Association***

1210 West Northwest Highway, Palatine, IL 60067 USA phone: 847-934-8800 Fax: 847-934-8803

Contact also to: [aha@hardboard.org](mailto:aha@hardboard.org)

<http://www.hardboard.org/>

National trade organization of manufacturers of hardboard products used for “exterior siding, interior wall paneling, household and commercial furniture and industrial and commercial products. AHA serves as the central clearing house on industry and technical information for architects, builders, contractors, distributors, dealers, government agencies and private organizations to develop and improve industry standards and specifications and to update building codes”.

***American Hardwood Export Council (AHEC)***

United States Headquarters: 1111 19th Street, NW Suite 800 Washington, D.C. 20036

Tel: (202) 463-2720, Fax: (202) 463-2787

Contact: Mike Snow, Executive Director (e-mail in the website)

[www.ahec.org](http://www.ahec.org)

[www.ahec-europe.org/](http://www.ahec-europe.org/)

“AHEC is the leading international trade association for the American hardwood industry, representing the committed exporters among American hardwood companies and all the major American hardwood product trade associations”.

***American Lumber Standard Committee, Inc. (ALSC)***

P. O. Box 210

Germantown, MD 20875-0210

Tel: 301-972-1700

Contact to: [alsc@alsc.org](mailto:alsc@alsc.org)

Web Site: NA

Publishes the standard which establishes standard sizes, establishes the methods for assigning design values and establishes the standardized requirements for writing specifications (grading rules) for virtually all softwood lumber produced in North America. ALSC also provides for an accreditation board to accredit agencies that inspect and supervise the shipment of softwood lumber to assure uniform industry-wide labeling and inspection.

***American Tree Farm System***

Tel: 1 (888) 889-4466

Contact: [yolanda\\_jacobs@affoundation.org](mailto:yolanda_jacobs@affoundation.org)

<http://www.treefarmssystem.org/>

“The Tree Farm System provides conservation education to non-industrial private forestland owners in the United States. Currently, there are approximately 9.9 million private landowners who own more than 57% of the forested land in the United States.

The Tree Farm system goal is to reach out to these landowners and assist them in managing their forests sustainably’.

***American Walnut Manufacturers Association***

PO Box 5046, Zionsville, IN 46077

Tel/Fax: (317) 873-8780,

Contact to: larryfrye@compuserve.com

<http://www.walnutassociation.org/>

“The American Walnut Manufacturers Association is an international trade association representing manufacturers of walnut lumber, dimension lumber, veneer, walnut squares, and gunstock blanks. The association was first organized in 1912. The purpose of the association is to help the industry build and maintain better markets for walnut and lead in efforts to ensure proper management, and sustainability of the timber supply, of all fine hardwoods, especially walnut”.

***American Wood Preservers Institute***

2750 Prosperity avenue, suite 550, Fairfax, Virginia 22031-4312 U.S.A

Tel: (800) 356-AWPI / (703) 204-0500, Fax: (703) 204-4610

Contact to: info@awpi.org

<http://www.awpi.org/>

“First established in 1921, the American Wood Preservers Institute (AWPI) is the national industry trade association representing the pressure-treated wood industry throughout the United States. Member companies are wood pressure treaters, preservative manufacturers, and supporting companies working to conserve forest resources, preserve the environment, and extend the life of wood products through the manufacture of pressure-treated wood”.

***American Wood Preservers Association***

P.O. Box 5690 Granbury Texas 76049-0690 U.S.A.

Tel: 817-326-6300, Fax: 817-326-6306

email: John F. Hall awpa@itexas.net

<http://www.awpa.com/>

“The American Wood-Preservers' Association (AWPA) is an international, nonprofit technical organization founded in 1904 to provide a common forum for the exchange of information for all segments of the wood preservation industry. AWPA provides a link for technical exchange between industry, researchers, and users of treated wood”.

***APA - The Engineered Wood Association***

P.O. Box 11700, Tacoma, Washington 98411-0700

Tel: (253) 565-6600 / Fax: (253) 565-7265

Contact to: help@apawood.org

<http://www.apawood.org/>

APA is a nonprofit trade association. APA was founded in 1933 as the Douglas Fir Plywood Association, and was later recognized as the American Plywood Association. In 1994, APA changed its name to APA – The Engineered Wood Association to better reflect the type of products manufactured by APA members. Those products include

nowadays plywood, oriented strand board (OSB), glued laminated timber (glulam), composite panels, wood I-joists, and laminated veneer lumber.

***APPALACHIAN Hardwood Manufacturers, Inc.***

P.O. Box 427, High Point, NC 27261  
Tel. (336) 885-8315, Fax (336) 886-8865  
Contact: online e-mail

<http://www.appalachianwood.org/>

The mission of Appalachian Hardwood Manufacturers, Inc. is to assist the customer in making the best decision for his/her hardwood needs. "AHMI is a 205-member trade association headquartered in High Point, N.C.", and their goal is the promotion of logs, lumber and products from that region.

***Associated Oregon Loggers Inc.***

P.O. Box 12339, 1127 25th Street SE, Salem, Oregon 97309-0339  
Tel: (503) 364-1330, Fax: (503) 364-0836  
Contact to: online e-mail

<http://www.oregonloggers.org/>

A trade association, which mission is to provide business services to contract logging firms and related businesses. In addition to providing services to loggers, they also make information available to the public about forestry in general.

***California Lumbermen's Accident Prevention Association***

P.O. Box 775 Bayside CA 95524  
Tel: (707) 825-8061, Fax: (707) 8227315  
Contact: [clapa@norcalsafety.com](mailto:clapa@norcalsafety.com)  
Website: NA

This is a non-profit organization. Their purpose is the prevention of accidents among California Lumbermen. They provide assistance to employers about workplace safety and health.

***California Redwood Association (CRA)***

405 Enfrente Drive, Suite 200, Novato, California 94949  
Toll free: 888-CALREDWOOD (888-225-7339)  
Tel: (415) 382-0662, Fax: (415) 382-8531  
Contact to: [info@calredwood.org](mailto:info@calredwood.org)

<http://www.calredwood.org/>

"CRA provides design and building professionals with technical information and answers to questions". CRA offers lumber merchants sales and marketing tools to help sell redwood and answer customer questions.

***Cedar Shake & Shingle Bureau***

P.O. Box 1178, Sumas, WA 98295-1178  
Tel: (604) 820-7700 Fax: (604) 820-0266  
Technical information: online  
Contact: [info@cedarbureau.com](mailto:info@cedarbureau.com)

<http://www.cedarbureau.org/>

“The Cedar Shake & Shingle Bureau is the non-profit industry association that represents Certi-label brand product manufacturing members, distributors, wholesalers, retailers, and other associates. Founded in 1915, the Cedar Bureau administers a quality assurance program, lobbies for building code acceptance of Certi-label products, provides quality marketing services, and protects the viability of the cedar shake and shingle roofing and sidewall industries”.

***Columbia River Log Scaling & Grading Bureau***

2260 Oakmont Way, Eugene, OR 97401  
Telephone (541)342-6007 Fax (541) 485-3086  
Hours: 7:30 - 5:00 M-F  
Contact: info@crls.com  
<http://www.crls.com/>

“The Columbia River Log Scaling & Grading Bureau is a third-party log scaling organization (TPSO) and has been in business continuously since 1910, providing unbiased log scaling and grading”.

***Composite Panel Association (CPA) (ex National Particleboard Association)***

18928 Premiere Ct., Gaithersburg, MD 20879  
Tel: (301) 670-0604, Fax: (301) 840-1252  
Contact: info@pbmdf.com  
[www.pbmdf.com](http://www.pbmdf.com)

“The Composite Panel Association (CPA) is the North American trade association for particleboard (PB) and medium density fiberboard (MDF) industries and for other compatible products. The CPA is dedicated to increasing the acceptance and use of industry products and providing for the general welfare of the industry”.

***Engineered Wood Research Foundation (EWRf)***

P.O. Box 11700, Tacoma, Washington 98411-0700  
Tel: (253) 565-6600, Fax: (253) 565-7265  
Contact: help@apawood.org  
<http://www.apawood.org/>

Founded in 1945 as the Plywood Research Foundation, the Engineered Wood Research Foundation (EWRf), as it is known today, is a wholly owned nonprofit subsidiary of APA – The Engineered Wood Association. “The mission of the Engineered Wood Research Foundation is to advance technological and production innovations benefiting engineered wood product manufacturers and consumers through sponsorship of research and widespread industry information transfer”.

***Flexible Packaging Association***

1090 Vermont Avenue, NW Suite 500. Washington, DC 20005  
Tel: (202) 842-3880, Fax: (202) 842-3841.  
Contact: fpa@flexpack.org  
[www.flexpack.org](http://www.flexpack.org)

A trade association for converters and suppliers of the flexible and packaging industry.

***Forest Products Society***

2801 Marshall Court, Madison, WI 53705-2295

Tel: (608) 231-1361, Fax: (608) 231-2152

Contact: info@forestprod.org

<http://www.forestprod.org/>

“The Forest Products Society is an international not-for-profit technical association founded in 1947 to provide an information network for all segments of the forest products industry. The Society's Vision is to be the world leader in technical information transfer to further the socially beneficial use of wood and fiber resources. The Society's Mission is to foster innovation and research in the environmentally sound processing and use of wood and fiber resources by disseminating information and providing forums for networking and the exchange of knowledge.

***Forest Resources Association, Inc.***(formerly the American Pulpwood Association)

600 Jefferson Plaza, Suite 350, Rockville, Maryland 20852

Phone: (301) 838-9385 Fax: (301) 838-9481

Contact: online e-mail

<http://www.apulpa.org/>

The Mission of the Forest Resources Association is to promote the best interests of wood fiber suppliers and consumers in the economical, efficient, and sustainable use, and stewardship, of forest resources to meet wood fiber needs through private enterprise.

***Hardwood Distributors Association***

North Tonawanda, NY 14120 PO Box 988

Tel: (716) 694-0562 (It is possible to contact Chris Miller, the treasurer at this phone number)

<http://www.arcacat.com/arcacatcos/cos37/arc37221.cfm>

(They don't have a website, it is possible to send an e-mail through this website)

A consortium of recognized wholesale distribution yards involved in the merchandising of hardwood lumber, plywood, and flooring. Promoting fair and ethical competition among members, protecting their interests, and encouraging production of the highest quality product.

***Hardwood Manufactures Association***

400 Penn Center Boulevard, Suite 530, Pittsburgh, PA 15235

Fax: (412) 829-0844

Contact: no e-mail provided

<http://www.hardwood.org/>

The website corresponds to the Hardwood Information Center, based in Pittsburgh, Pa. This site is a service of the Hardwood Manufacturers Association (HMA) a non-profit national trade association of more than 150 U.S. hardwood lumber producers and processors in 34 states. The Hardwood Information Center is an independent organization that provides facts, tips and advice about U.S. hardwoods and hardwood products. They also provide information about U.S. hardwood forests and sustainable hardwood forestry.

***Hardwood Plywood & Veneer Association (HPVA)***

P.O. Box 2789, Reston, VA 20195-0789, USA

Tel: (703) 435-2900; Fax: (703) 435-2537

Contact: [hpva@hpva.org](mailto:hpva@hpva.org), online e-mail of specific staff members

<http://www.hpva.org/>

HPVA offers a wide variety of information and resources on hardwood plywood, veneer, and engineered flooring. HPVA's mission is "to promote and support the long-term growth and prosperity of our industry, our members, and the natural resources upon which we depend."

***International Wood Products Association***

4214 King Street, West, Alexandria, Virginia 22302

Tel: (703) 820-6696, Fax: (703) 820-8550

Contact: [info@iwpawood.org](mailto:info@iwpawood.org)

<http://www.iwpawood.org/>

“The International Wood Products Association (formerly the International Hardwood Products Association) is the only timber association in the United States committed to the promotion and enhancement of trade in the imported wood products industry”. “The mission of IWPA is to advance international trade in wood products through leadership in business, environmental and governmental affairs”.

***Intertribal Timber Council***

1112 N.E. 21st Ave. Portland, OR 97232-2114

Tel: (503) 282-4296, Fax: (503) 282-1274

Contact: [itc1@teleport.com](mailto:itc1@teleport.com)

<http://www.teleport.com/~itc1/index.html>

“The ITC is a nation-wide consortium of Indian Tribes, Alaska Native Corporations, and individuals dedicated to improving the management of natural resources of importance to Native American communities. The ITC works cooperatively with the Bureau of Indian Affairs (BIA), private industry, and academia to explore issues and identify practical strategies and initiatives to promote social, economic and ecological values while protecting and utilizing forests, soil, water, and wildlife”.

***IRIS Forest Products Industry Directory***

<http://primusweb.com/forest/>

Contains over 2500 links to active web sites representing the forest products industry, including a very comprehensive section on information resources.

Keep Oregon Green Association, Inc.

P.O. Box 12365, Salem, OR 97309

Tel: (503) 363-3606, Fax: (503) 945-7490

No e-mail, No website

The purpose of the association is forest fire prevention education, information. Each year they conduct a huge advertising campaign in several media. They also work close with schools. They teach two related courses in High Schools.

***National Hardwood Lumber Association***

P. O. Box 34518, Memphis, TN 38184-0518

Tel: (901) 377-1818, Fax: (901) 382-6419

Contact: info@natlhardwood.org

[www.natlhardwood.org/main.html](http://www.natlhardwood.org/main.html)

“The National Hardwood Lumber Association is a non-profit trade association headquartered in Memphis, Tennessee, made up of over 1,700 member firms that produce, sell and use hardwood lumber. Founded in 1898 for the purpose of setting up a uniform system of grading rules for the measurement and inspection of hardwood, the Association presently has many other functions, which include”: hardwood inspection service, hardwood promotion, certification programs, export development, etc”.

***Northwest Pulp and Paper Association***

1300 114th Ave. SE, #200 Bellevue, WA 98004

Tel : (425) 455-1323

Contact: only by phone

A trade association representing the pulp and paper industry in the Pacific Northwest; activities include reviewing proposed environmental and energy regulations and laws affecting the industry.

***Oregon Forest Industries Council***

1201 Court Street NE Suite 300, Salem, OR 97301 or P.O. Box 12826, Salem, OR 97309

Tel: (503) 371-2942, Fax: (503) 371-6223

Contact: ofic@ofic.com

<http://www.ofic.com/>

“The Oregon Forest Industries Council (OFIC) serves as a central voice for Oregon's forest resource producing companies and communities. OFIC was established in 1975 to represent the interests of Oregon's forest products companies and industrial landowners in the legislative, regulatory, and political arenas”.

***Oregon Forest Products Transportation Association***

P.O. Box 884, Salem, OR 97308

Tel: (503) 364-5168, Fax: (503) 585-9684

Contact: Linda@ofpta.com

Developing and promoting safe, efficient transportation of forest products in a manner consistent with the public interest and which best serves its independent forest products truckers.

***Oregon Logging Conference***

P.O. Box 10669, Eugene, Oregon 97440 USA

USA Tel: (800) 595-9191 Outside the USA: (541) 686-9191

Contact: oregonlogging1@aol.com

<http://www.oregonloggingconf.com/>

The Oregon Logging Conference was formed in 1939 and its purpose was and is to assist those in the logging and related industries. Every panel and seminar at the Oregon

Logging Conference is a place to exchange ideas and information on logging and related industries.

***Pacific Logging Congress***

PO Box 1281, 20816 SE 222nd St., Maple Valley, WA 98038

Tel: (425) 413-2808, Fax: (425) 413-1359

Contact: pacificlogging@aol.com

<http://www.pacificloggingcongress.com/>

“The Pacific Logging Congress mission is to fulfill the need to provide sound technical education about the forest industry. Founded in 1909, the Pacific Logging Congress has sought to educate politicians, educators, their students and the general public about the need for sound responsible forestry to supply global needs for wood fiber”.

***Pacific Lumber Inspection Bureau***

***Paperboard Packaging Council***

201 North Union Street, Suite 220, Alexandria, VA 22314

Tel (703) 836-3300, Fax (703) 836-3290

Contact: paperboardpackaging@ppcnet.org

<http://www.ppcnet.org/>

“The Paperboard Packaging Council (PPC) is the trade association representing the manufacturers of paperboard folding cartons in the United States and internationally. The PPC was formed in 1967 when the Folding Paper Box Association of America (founded in 1933) merged with the Institute of Better Packaging (founded in 1929). The PPC functions as the voice and a forum for the industry, promotes the many benefits of its products and provides critical industry information for its members”.

***Redwood Inspection Service***, a division of the California Redwood Association

405 Enfrente Drive, Suite 200, Novato, California 94949

Tel: (888) 225-7339, (415) 382-0662, Fax: (415) 382-8531

Contact: info@calredwood.org

<http://www.calredwood.org/>

A division of the California Redwood Association, and the official grading and rules-writing agency for the redwood lumber industry.

***Softwood Export Council***

<http://www.softwood.org>

“The SEC is a trade council of U.S. softwood grading agencies, industry trade associations, state export promotional development agencies, and others interested in promoting U.S. softwood internationally”.

***Southern Cypress Manufacturers Association***

400 Penn Center Blvd. #530, Pittsburgh, PA 15235

Tel: TOLL FREE: 1-877-607-SCMA

Contact: online e-mail

<http://www.cypressinfo.org/>



“SCMA acts as a source of information about cypress and does not become involved in the investigation or resolution of disputes between buyers and sellers of cypress lumber and products”.

***Southern Forest Products Association***

P. O. Box 641700, Kenner, LA 70064-1700

Tel: (504) 443-4464, Fax: (504) 443-6612

<http://www.sfpa.org/>

The mission of the Southern Forest Products Association is “to maintain current markets, develop and expand new market opportunities for Southern Pine forest products, and to engage in such activities and programs that the members deem useful to advance and protect their interests”.

***Southeastern Lumber Manufacturers Association***

671 Forest Parkway, Forest Park, Georgia 30297

Tel: (404) 361-1445, Fax: (404) 361-5963

Contact: online e-mail

<http://www.slma.org/>

SLMA provides “a unique service to independent lumber manufacturers regardless of company size or species manufactured. With emphasis on government affairs, marketing and management and operational issues, the staff and leadership of SLMA develop programs for the needs of the independent lumber manufacturer”.

***Southern Pine Council***

<http://www.southernpine.com/>

“The Southern Pine Council is a joint promotional body coordinated and supported by manufacturers of Southern Pine lumber. These manufacturers are members of the Southern Forest Products Association (SFPA) and Southeastern Lumber Manufacturers Association (SLMA)”.

**Structural Board Association (SBA)**

45 Sheppard Avenue East, Suite 412, Toronto, Ontario, Canada M2N 5W9

Tel: (416) 730-9090, Fax: (416) 730-9013, Toll Free Fax: (888) 262-0094

Contact: online e-mail

<http://www.sba-osb.com/sba.about/sba.about.1.html>

The Structural Board Association represents the world's leading manufacturers of Oriented Strand Board (OSB). The association is the authoritative source for OSB (Oriented Strand Board) product and technical information. SBA has been active in educating architects, engineers and others about OSB's performance and characteristics.

**Structural Insulated Panel Association (SIPA)**

3413 A 56th Street NW Gigaharbour WA 98335

Tel: (253) 858-SIPA (7472), Fax: (253) 858-0272

Contact: [staff@sips.org](mailto:staff@sips.org)

<http://www.sips.org/>

The Structural Insulated Panel Association, (SIPA) is a non-profit trade association representing manufacturers, suppliers, builders, and others committed to providing

quality structural insulated panels for all segments of the construction industry. Their mission is to “increase the use and acceptance of SIPs in North America through a strong trade association that provides an industry forum for promotion, communication, education, research, and quality assurance”.

**Technical Association of the Pulp and Paper Industry (TAPPI)**

P.O. Box 105113, Atlanta, GA 30348-5113

Tel: (800) 332-8686 USA, (800) 446-9431 Canada, on-line list of toll free international fax numbers.

Contact: On-line list of staff phones and e-mails by subject of interest.

<http://www.tappi.org/>

“TAPPI is the leading technical association for the worldwide pulp, paper, and converting industry”. “Founded in 1915, TAPPI has grown into the world's largest professional association serving the pulp, paper, and converting industries”.

***The Railway Tie Association***

115 Commerce Drive, Suite C, Fayetteville, GA 30214

Tel: (770) 460-5553, Fax: (770) 460-5573

Contact: ties@RTA.org

<http://www.rta.org/>

“The Railway Tie Association was organized in 1919 as The National Association of Railroad Tie Producers”. “The name was changed to The Railway Tie Association in 1932”. “The purpose of the Association is to promote the economical and environmentally sound use of wood crossties. The Association is involved in research into crosstie design, and ongoing activities dealing with sound forest management, conservation of timber resources, timber processing, wood preservation and safety of industry workers”.

***Timber Operators Council (TOC Management Services)***

6825 S.W. Sandburg St., Tigard, OR 97223

Tel: (503) 620-1710, Fax: (503) 620-3935

Contact: toc@toc.org

[www.toc.org](http://www.toc.org)

TOC Management Services provides its members with solutions to their needs in human resources. They help with the full range of issues—“employee relations, safety, union organizing defense, group workers’ compensation and employee benefit plans”. They also publish newsletters and special reports that update their members on important developments in labor and employment law.

***Timber Products Manufacturers***

951 East Third Avenue, Spokane, WA 99202-2287

Tel: (509) 535-4646, Fax: (509) 534-6106

Contact: tpm@tpmrs.com

<http://www.tpmrs.com/>

TPM Resource Solutions assists companies in the wood products industry with human resource issues, safety, education and training, and employee benefits. They are a service-

led, member-driven organization dedicated to keeping their members advised of the challenges and opportunities in the world marketplace.

***West Coast Dry Kiln Association***

P.O 1531 Clackamas OR 97015

Tel: (503) 655-1955, Fax: (503) 657-1304 (ask for John Herrold)

Contact: only by phone or fax

Their purpose is to share knowledge about drying procedures and they also help to build networks between people that have kiln drying needs.

***West Coast Lumber Inspection Bureau***

P.O. Box 23145, Portland, OR 97281-3145

Tel: (503) 639-0651, Fax: (503) 684-8928

WCLIB U.S. headquarters is located at: 6980 S.W.Varns St.Tigard, OR 97223

Eugene District Office: Tel: (541) 746-3511, Fax: (541) 746-3511

Contacts: Brad Shelley, Vice President, bshelley@wclib.org

Don DeVisser, Technical Director, devisser@wclib.org

<http://www.wclib.org/>

“The WCLIB is one of six lumber grading rules writing agencies in the United States accredited by the American Lumber Standard Committee, Inc. which write and publish grading rules, and supervise lumber grading. The American Lumber Standard Committee, Inc. operates under Product Standard PS20-94 promulgated by the U.S. Dept. Of Commerce”.

***Western Forestry and Conservation Association***

4033 SW Canyon Road, Portland, OR 97221

Tel: (503) 226-4562, Fax: (503) 226-2515

Contact: richard@westernforestry.org

<http://www.teleport.com/~wfca/>

The Western Forestry and Conservation Association offers high quality education workshops and seminars for professional foresters “throughout Oregon, Washington, Idaho, Montana, Northern California, and British Columbia”.

***Western Red Cedar Lumber Association, Head Office***

1200 - 555 Burrard Street Vancouver, BC V7X 1S7

Tel: (604) 684-0266, Fax: (604) 687-4930

Contact: wrcla@wrcla.org

<http://www.wrcla.org/>

The Western Red Cedar Lumber Association (WRCLA) is a Vancouver based non-profit association. The mission of WRCLA is “to produce quality Western Red Cedar lumber products and support them with technical information, education and promotion”.

***Western Wood Preservers Institute (WWPI)***

7017 NE Highway 99 #108, Vancouver, Washington 98665

Tel: (360) 693-9958, (800) 729-WOOD, Fax: (360) 693-9967

Contact: wwpi@teleport

<http://www.wwpinstitute.org/>

Western Wood Preservers Institute represents the pressure treated wood industry in western North America. WWPI mission is to “protect and promote the manufacture and markets for preservative treated wood products produced by the industry in western North America. This shall be accomplished through coordinated industry strategies, utilizing the best scientific information available”.

***Western Wood Products Association (WWPA)***

522 SW Fifth Ave., Suite 500, Portland, Oregon 97204-2122

Tel: (503) 224-3930, Fax: (503) 224-3934

Contact: [info@wwpa.org](mailto:info@wwpa.org)

<http://www.wwpa.org/>

WWPA is a trade association representing softwood lumber manufacturers in the 12 Western states. The Association also provides services in Alaska. WWPA delivers services to sawmills as well as those who use softwood lumber products. WWPA services include: Develop and maintain Western lumber grading rules, lumber quality control and mill inspections, lumber grade certification and reinspection, lumber technical literature, seminars and user education, U.S. lumber supply and demand and other services.

***World Forest Institute***

4033 SW Canyon Road, Portland, Oregon 97221

Tel: (503) 228-0803, Fax: (503) 228-3624

Contact: [wfiwfc@ix.netcom.com](mailto:wfiwfc@ix.netcom.com)

<http://www.vpm.com/wfi/>

“The World Forest Institute (WFI) was established in 1989 as the information services division of the World Forestry Center”. “WFI provides valuable services designed to meet the diverse needs of manufacturers, consultants, researchers, brokers, government agencies, and others. Through WFI, clients expand their access to information on international markets, new products, evolving technologies, wood species and characteristics, and emerging trends in forestry”.

***World Forestry Center***

4033 SW Canyon Rd, Portland, Oregon 97221

Tel: (503) 228-1367, Fax: (503) 228-4608

Contact: [mail@worldforestry.org](mailto:mail@worldforestry.org)

<http://www.worldforestry.org/>

“The World Forestry Center is a non-profit educational institution founded in Portland, Oregon in 1966”. They operate an international institute, conference facilities, World Forestry Center Museum (opened 1971), and a gift shop in Washington Park, adjacent to the Oregon Zoo and 175-acre Hoyt Arboretum. Their purpose is “to promote the establishment, protection, and sustainable management of forests and related resources globally through education, research, and demonstration”.

***WoodWorld***

<http://www.woodfibre.com/index.html>

Wood World was established as a world wide trading site for information to promote trade in the Wood Industry

### Value-Added Products

#### ***American Furniture Manufacturers Association***

PO Box HP-7, High Point, NC 27261. Phone: 336-884-5000 FAX: 336-884-5303

<http://www.afmahp.org/>

AFMA is the nation's largest trade association for furniture manufacturers. The Association is dedicated to promote the growth and development of the furniture industry and improving the effectiveness and efficiency of furniture manufacturers in the United States.

#### ***The American Ladder Institute***

401 North Michigan Avenue

Chicago IL 60611 Phone: (312) 644-6610

Fax: (312) 527-6705

e-Mail (online): Christina Whipple or Ronald Pietrzak (Exec. Director)

<http://www.americanladderinstitute.org/>

“First incorporated in 1947, the American Ladder Institute (ALI) has emerged as the national trade association representing America’s ladder industry, which generates in excess of \$850 million in sales annually”. “ALI was founded to serve primarily as a national meeting ground for small, family-owned, wood ladder businesses”.

#### ***Association of Woodworking & Furnishings Suppliers® (AWFS®)***

5800 S. Eastern Avenue, Suite 330 Commerce, California 90040

Tel: 1-800-946-AWFS (2937), 1-323-838-9440, Fax: 1-323-838-9443

Contact to: [info@awfs.org](mailto:info@awfs.org)

<http://www.awfs.org/>

AWFS has an international membership that includes manufacturers and distributors of machinery, hardware, lumber, upholstery materials, bedding, wood products and other supplies to furniture and cabinet manufacturers. Their mission is “to provide programs and services, which benefit their members and promote a growing and financially sound woodworking and furnishings industry”.

#### ***Home Furnishings International Assoc.***

Tel: (214) 741-7632; (800) 942-4663, Fax: (214) 742-9103

Contact: [hfia@dallas.net](mailto:hfia@dallas.net)

<http://www.hfia.com/>

“HFIA is a trade association for the home furnishings industry”. They provide services, such as low merchant Visa/Mastercard rates, Health/Life insurance and consumer finance program. They also provide group discounts on business forms, long distance telephone service, books and car rentals.

***Kitchen Cabinet Manufacturers Association***

1899 Preston White Drive, Reston, VA 20191-5435

Tel: (703) 264-1690, Fax: (703) 620-6530

Contact: Online e-mail

<http://www.kcma.org/>

“The Kitchen Cabinet Manufacturers Association (KCMA) is a voluntary non-profit industry trade association originally founded in 1955. Currently, KCMA has over 360 members located in the United States and Canada who manufacture kitchen cabinets and bath vanities, countertop fabricators or supply goods and services to the industry”.

***Laminating Materials Association***

116 Lawrence Street, Hillsdale, NJ 07642-2730 USA

Tel: (201) 664-2700, Fax: (201) 666-5665

Contact: info@lma.org

<http://www.lma.org/>

“The Laminating Materials Association (LMA) is a non-profit trade group representing all decorative overlays and edgbanding in North America. These overlays and edgfinishing materials are applied to a wood substrate and used in the production of furniture (household and office), store fixtures, kitchen cabinets, etc”.

***Maple Flooring Manufacturers Association***

60 Revere Dr., Suite 500

Northbrook, IL 60062

Tel: (847) 480-9138, Fax: (847) 480-9282

<http://www.maplefloor.org/>

This manufacturers association has information for architects and specifiers, and also provides flooring solutions for residential commercial and industrial facilities and for academic institutions and athletic facilities.

***National Bark and Soil Producers Association***

10210 Leatherleaf Ct., Manassas, VA 20111-4245

Tel: (703) 257-0111, Fax: (703) 257-0213

Contact: info@nbspa.org

<http://www.nbspa.org/>

“The mission of the NBSPA is to define quality products and promote an open marketplace for producers of horticultural mulches, consumer soils and commercial growing media”. “The NBPA serves as the only information forum for bark producers on issues like equipment, production, laws and regulations, personnel management, marketing, and supplier services”.

***National BioEnergy Industries Association***

122 C Street, NW., 4th Floor, Washington, D.C. 20001

Tel: (202) 383-2540, Fax: (202) 383-2670

<http://www.ia-usa.org/k0393.htm>

“The National BioEnergy Industries Association (NBIA) is the trade association for the U.S. biomass energy industry. Members include landowners, foresters, harvesters, fuel

transporters, processors, and wood fuel users, as well as developers of biomass feedstock, equipment manufactures, construction contractors, consultants, biomass energy project developers, and owners/operators of biomass direct-combustion facilities”.

***National Oak Flooring Manufacturers Association***

P.O. Box 3009, Memphis, Tennessee, 38173-0009

Tel: (901) 526-5016, Fax: (901) 526-7022

Contact: [info@NOFMA.org](mailto:info@NOFMA.org)

[www.nofma.org/](http://www.nofma.org/)

Since 1909, the principal role of the National Oak Flooring Manufacturers Association has been to create and administer industry standards on hardwood flooring. Establishing grading rules for flooring is a major part of these standards. NOFMA is the Governing body for hardwood flooring manufacturing and Grading Rules.

***National Sash & Door Jobbers Association***

10047 Robert Trent Parkway - New Port Richey, FL 34655-4649

Tel: (727) 372-3665, Fax: (727) 372-2879

Contact: online e-mail

<http://www.nsdja.com>

NSDJA, National Sash & Door Jobbers Association, is a National Association organized “to promote the use and increased consumption of stock millwork and related building products, to advocate and promote the sale of such products through sash and door jobbers, to perform such lawful functions that promote and provide for the welfare of the sash and door jobbing industry, and in general to aid the growth of the industry”.

***National Wood Flooring Association (NWFA)***

16388 Westwoods Business Park, Ellisville, MO 63021

Tel: (800) 422-4556, Fax: (636)391-6137, Canada: (800) 848-8824, International: (636) 391-5161

Contact: [info@nwfa.org](mailto:info@nwfa.org)

<http://www.woodfloors.org/>

“The National Wood Flooring Association (NWFA) is a non-profit trade association representing all segments of the wood flooring industry, including manufacturers, distributors, retailers and installers. The NWFA's mission is to be a leading resource of accurate and expert wood flooring information for the consumer and the wood flooring industry”.

***National Wood Tank Institute***

PO Box 2755, 5500 N. Water Street, Philadelphia, PA 19120

Tel: (215) 329-9022, Fax: (215) 329-1177

[woodtanks@aol.com](mailto:woodtanks@aol.com)

Developing and promoting technical information for end users, engineering and design for industrial application of wood staves, tanks and pipes, and insure reputable quality and installation.

***National Wooden Pallet and Container Association(NWPCA)***

1800 North Kent Street, Suite 911 - Arlington, VA 22209-2109

Tel: (703) 527-7667, Fax: (703) 527-7717

Contact: online e-mail

<http://www.nwpc.com/>

“The National Wooden Pallet & Container Association (NWPCA) is an international trade association representing manufacturers, recyclers and distributors of pallets, containers and reels. NWPCA was founded in 1947 and its headquarters office is in Arlington, Virginia, USA”. NWPCA is dedicated to the success of their members by helping them create cost-effective, environmentally responsible solutions to meet their customer’s needs.

***Northwest Wood Products Association (ex Wood Products Competitiveness Corporation), (WPCC)***

64672 Cook Ave #B, Bend, OR 97701

Tel: (541) 385-5353

Contact: [nwpa@nwpa.org](mailto:nwpa@nwpa.org)

<http://www.nwpa.org/>

“NWPA is an association of wood products manufacturers that helps firms grow and be more profitable through programs in the areas of Market Development, Capital Access, Training and Technology, and Supply Development. NWPA serves the industry both as a provider of services as well as a connector”.

***Western Pallet Association***

P.O. Box 1095 Comas WA 98607

Tel: (360) 835-1900, please contact David Schweitzer

Contact: [western@triax.com](mailto:western@triax.com)

The purpose of this association is to promote the use of wooden pallets and containers.

***Window and Door Manufacturers Association (ex National Wood Window and Door Association)***

1400 East Touhy Avenue, Suite 470, Des Plaines, IL 60018

Tel: (800) 223-2301, Fax: (847) 299-1286

Contact: [admin@wdma.com](mailto:admin@wdma.com)

<http://www.nwwda.org/>

“The Window and Door Manufacturers Association (WDMA) is a trade association representing approximately 130 U.S. and Canadian manufacturers and suppliers of windows and doors for the domestic and export markets. Members sell to distributors, dealers, builders, remodelers, architects, contractors and other specifiers in residential, commercial and institutional markets”

***Wood Machinery Manufacturers of America (WMMA)***

1900 Arch St., Philadelphia, PA 19103-1498

Tel: (215) 564-3484, Fax: (215) 564-2175

Contact: [wmma@sernley.com](mailto:wmma@sernley.com)

<http://www.wmma.org/public/index.html>



“Wood Machinery Manufacturers of America has worked to increase the productivity and profitability of U.S. machinery and tooling manufacturers and the businesses that support them”. “WMMA has dedicated itself to the advancement of the U.S. woodworking machinery and cutting tool industry while promoting awareness of American technology in the woodworking industry”.

***Wood Component Manufacturers Association (WCMA, ex HDMA and ex NDMA)***

1000 Johnson Ferry Rd.Suite A-130, Marietta, GA 30068

Tel: (770) 565-6660

Contact: SKELawser@aol.com

<http://www.woodcomponents.org/body.htm>

“The WCMA represents manufacturers of wood component products made from various hardwoods, softwoods, plywood and engineered wood materials”. The WCMA was initially organized as the Hardwood Dimension Manufacturers Association (HDMA). In 1985, the association changed its name to the National Dimension Manufacturers Association (NDMA). “In 1996, the name was changed to Wood Component Manufacturers Association to reflect the broader range of wood component products being produced by its member companies”.

***Wood Moulding and Millwork Producers Association***

507 First Street, Woodland, CA 95695

Tel: (530) 661-9591, (800) 550-7889, Fax: (530) 661-9586

Contact: online e-mail

<http://wmmpa.com/>

“The WMMPA is an international trade association for manufacturers of hardwood and softwood moldings, interior and exterior door frames and jambs, plank paneling, Fingerjoint, MDF, and related millwork products”.

***Woodwork Institute of California***

3164 Industrial Blvd., West Sacramento, CA 95691

P. O. Box 980247, West Sacramento, CA 95798-0247

Tel: (916) 372-9943, Fax: (916) 372-9950, Fax on Demand: (916) 372-9949

Contact: online e-mail

<http://www.wicnet.org/>

The purposes of the Woodwork Institute of California, a California Non-Profit Corporation, is “to develop and disseminate information relative to the uses, advantages and functional utility of wood products in all types of building construction; to carry out a sound promotional plan, the effects of which will increase public acceptance and greater use of wood products”; among others.

***Woodworking Machinery Importers Association of America***

5024-R Campbell Blvd., Baltimore, MD 21236

Tel: (410) 931-8100, Fax: (410) 931-8111

Contact: info@wmia.org

<http://www.wmia.org/>

The Woodworking Machinery Industry Association (WMIA) “has provided the North American wood products industry with the most technologically advanced woodworking systems available in the global market.” They have a wide range of programs that “provide industry awards, scholarships and a host of other methods to support industry initiatives and address industry issues”.

## **Construction and Building**

### ***AEC InfoCenter: Architecture, Engineering, Building Construction***

<http://www.aecinfo.com/>

Nice link to architects, engineers, construction, and home builders. Lists contacts, software, hardware, publications, associations and institutes, news groups, and links. There are even interactive discussion forums for building topics of interest. Very comprehensive listing of suppliers (products and services).

### ***AIA / AAF***

<http://www.aiaonline.com/>

The American Institute of Architects. Description of the institute, member services, conference notification, and searchable database of architect's web sites around the globe.

### ***AMBSQ - QLMA***

<http://www.sciage-lumber.qc.ca/>

Quebec Lumber Manufacturer's Association. Provides an interesting variety of useful statistics and statistical publications, as well as other types of publications, and a member directory.

### ***American Institute of Timber Construction***

7012 S. Revere Parkway, Suite 140

Englewood, CO 80112

Tel: 303 792-9559

Fax: 303 792-0669

Contact: online e-mail

<http://www.woodfibre.com/assn/mk000193.html>

“The American Institute of Timber Construction (AITC) is the national technical trade association of the structural glued laminated (glulam) timber industry”.

### ***American Nursery and Landscape Association***

1250 I street NW suite 500, Washington, D.C. 20005-3922

Tel: (202) 789-2900, Fax: (202) 789-1893

Contact: online email

<http://www.anla.org/>

“The American Nursery & Landscape Association is the national voice of the nursery and landscape industry. Members grow, distribute, and retail plants of all types, and design and install landscapes for residential and commercial customers. ANLA provides education, research, public relations, and representation services to members”.

***American Society of Interior Design***

<http://www.asid.org/>

Market service for connecting to an interior designer (residential or commercial). On-line referral service.

***Architectural Woodwork Institute***

1952 Isaac Newton, Square West, Reston, VA 20190

Tel: (703) 733-0600, Fax (703) 733-0584

Contact: several e-mail addresses online,

Judith B. Durham Executive Vice President : [jdurham@awinet.org](mailto:jdurham@awinet.org)

<http://www.awinet.org/>

A nonprofit organization that promotes the advancement of architectural woodwork through education, training, and standards. AWI promotes integrity, quality and value among its members, designers, suppliers and customers.

***Building Systems Councils of NAHB***

1201 15th Street, NW, Washington, DC 20005

Contact: send letters to the upper address.

<http://www.nahb.com/builders/bsc.htm>

The National Association of Home Builders (NAHB) is a federation of more than 850 state and local builders associations throughout the United States. They actively promote policies that help provide and expand opportunities for Americans to have safe, decent and affordable housing. The Building Systems Councils (BSC) is part of NAHB and can help to put interested persons in contact with suppliers of modular, panelized and log home systems.

***Hardware and Home Centre Industry Resource Center***

<http://www.nrha.org>

This is the web page of the National Retail Hardware Association. Posts the annual "Market Measure" report. This is an excellent report which looks at home centers, retail hardware, and lumber yards. It looks at the sales, top companies, product lines, sales within products lines, and other useful statistics. Also interesting reports on DIY consumers.

***Hearth Products Association***

1601 North Kent Street, Suite 1001, Arlington, Va 22209

Tel: (703) 522-0086, Fac: (703) 522-0548

Contact: [hpamail@hearthassociation.org](mailto:hpamail@hearthassociation.org)

<http://www.hearthassoc.org/>

"The Hearth Products Association (HPA) is a trade association established to represent and promote the interests of the hearth products industry in North America". "HPA promotes the development, manufacturing and consumer awareness of hearth appliances and related products, including factory-built fireplaces; wood, pellet, coal, and gas stoves; fireplace inserts, gas logs, glass doors" and others.

***Home Improvement Research Institute***

<http://www.hiri.org/>

***Log House Builders Association of North America (LHBANA)***

22203 State Route 203, Monroe, WA 98272

Tel: (360) 794-4469

Contact: loghouse@premier1.ne

<http://www.premier1.net/~loghouse/index.html>

The Log House Builders Association of North America is the Trade Association for log homebuilders. The primary purpose of their association is to spread information about log houses and to pass it to future generations. To accomplish their objective, they use a variety of tools, including, among others, an Apprenticeship Program, a free referral service (to introduce purchasers to qualified builders), Journals, Newsletters and international meetings.

***Manufactured Housing Institute***

2101 Wilson Blvd., Suite 610, Arlington, VA 22201-3062

Tel: (703) 558-0400, Fax: (703) 558-0401

Contact: info@mfghome.org

<http://www.manufacturedhousing.org/home.html>

“Mission Statement: MHI is the national trade organization representing all segments of the manufactured housing industry. MHI serves its membership by providing research, promotion, education and government relations programs, and by building consensus within the industry”.

***Mountain States Lumber and Building Material Dealers Association***

9034 E Easter Place, Suite 103, Englewood, CO 80112

Tel: (303) 793-0859, Fax: (303) 290-9137

Contact: mslbmda@msn.com

[www.mslbmda.org](http://www.mslbmda.org)

The Mountain States Lumber and Building Material Dealers Association is a trade association representing the states of Arizona, Colorado, Southeast Idaho, New Mexico, Utah and Wyoming. The goal of the association is to “to actively serve the building material dealers in the Mountain States Region by providing forums for communication and interaction, tools and services to assist in meeting members' goals and objectives”.

***National Association of Home Builders***

1201 15th street, NW, Washington, DC 20005

Tel: (800) 368-5242 or (202) 822-0200 within the Washington, D.C. metropolitan area.

Contact: info@NAHB.com

<http://www.nahb.com/>

The National Association of Home Builders (NAHB) is a federation of more than 850 state and local builders associations throughout the United States. They actively promote policies that help provide and expand opportunities for Americans to have safe, decent and affordable housing.

***National Association of Housing and Redevelopment Officials***

630 Eye Street, NW, Washington DC 20001

Toll Free: (877) 866-2476, Tel: (202) 289-3500 Fax: (202) 289-8181

Contact: [nahro@nahro.org](mailto:nahro@nahro.org)

<http://www.nahro.org/>

“The National Association of Housing and Redevelopment Officials (NAHRO) is the leading housing and community development advocate for the provision of adequate and affordable housing and strong, viable communities for all Americans — particularly those with low- and moderate-incomes”.

***National Association of the Remodeling Industry (NARI)***

780 Lee St. Suite 200, Des Plaines IL 60016

Tel: (847) 298-9200, Fax: (847) 298-9225

Contact: [info@nari.org](mailto:info@nari.org)

<http://www.nari.org/>

The purpose of NARI is “to establish and maintain a firm commitment to developing and sustaining programs that expand and unite the remodeling industry; to ensure the industry's growth and security; to encourage ethical conduct, sound business practices and professionalism in the remodeling industry; and to present NARI as the recognized authority in the remodeling industry”.

***National Building Materials Distributors Association***

401 N Michigan Avenue, Chicago, IL 60611

Tel: (888) 747-7862, Fax: (312) 644-0310

Contact: [NBMDA@sba.com](mailto:NBMDA@sba.com)

[www.nbmda.org](http://www.nbmda.org)

“The North American Building Material Distributors Association (NBMDA) represents a network of distributors and manufacturers dedicated to pursuing the association's mission of developing and promoting the effectiveness of distribution processes to improve member profitability and growth”.

***National Frame Builders Association***

4840 W. 15th St. Suite 1000, Lawrence, KS. 66049-3876

Tel: (800) 557-6957, Fax: (785) 843-7555

Contact: [nfba@postframe.org](mailto:nfba@postframe.org)

<http://www.postframe.org/index.htm>

“The National Frame Builders Association (NFBA) represents post-frame construction, manufacturing, and marketing companies, as well as code and design professionals and is the only trade association representing the interests of the post-frame construction industry throughout the United States”.

***National Lumber and Building Material Dealers Association (NLBMDA)***

40 Ivy Street, SE, Washington, DC 20003

Tel: (800) 634-8645, (202) 547-2230, Fax: (202) 547-7640

Contact: online e-mail

[www.dealer.org/nlbmda/index.htm](http://www.dealer.org/nlbmda/index.htm)

The mission of the NLBMDA is “to promote the success of America’s lumber and building material dealers through advocacy, information, cooperation, and innovation”.

Their general objectives are to “monitor and influence government policies that affect the business environment of members”, to “influence public opinion and public education; to “monitor, interpret, and disseminate information on government actions, industry trends, market conditions, technological developments, and economic issues affecting the industry”, among others.

***North American Wholesale Lumber Association (NAWLA)***

3601 Algonquin Road, Suite 400, Rolling Meadows, IL 60008

Tel: (800)527-8258, Fax: (847) 870-0201

Contact: [info@lumber.org](mailto:info@lumber.org)

<http://www.lumber.org/>

NAWLA “is an international trade association of over 650 leading forest and building products industry wholesalers, manufacturers and industry affiliated companies throughout the United States and Canada. NAWLA is dedicated to enhancing professionalism, to maintaining the integrity of lumber distribution and to the responsible use of forest resources.

***The Construction Specifications Institute***

99 Canal Center Plaza, Suite 300, Alexandria, VA 22314

Tel: (800) 689-2900, (703) 684-0300, Fax (703) 684-0465

Contact online

<http://www.csinet.org/>

“The Construction Specifications Institute (CSI) is a national professional association that provides technical information and products, continuing education, professional conferences, and product shows to enhance communication among all the nonresidential building design and construction industry's disciplines and meet the industry's need for a common system of organizing and presenting construction documents”.

***Truss Plate Institute (TPI)***

583 D'Onofrio Drive, Suite 200, Madison, WI 53719

Tel: (608) 833-5900, Fax: (608) 833-4360

Contact: only by phone or fax

[www.tpinst.org](http://www.tpinst.org)

Mission: To maintain the wood truss industry on a sound engineering basis. To accomplish this purpose, the Truss Plate Institute establishes methods of design in construction of wood trusses in accordance with the American National Standards Institute's accredited consensus procedures for coordination and development of American National Standards.

***Western Building Material Association (WBMA)***

PO Box 1699, Olympia, WA 98507

Tel: (360) 943-3054, Fax (360) 943-1219

<http://www.wbma.org/>

“WBMA is the regional trade association serving building material dealers throughout the states of Alaska, Idaho, Montana, Oregon and Washington”. They are also a federated association of the National Lumber and Building Material Dealers Association

***Wood Truss Council of America***

One WTCA Center, 6300 Enterprise Lane Madison, WI 53719

Tel: (608) 274-4849, Fax: (608) 274-3329

Contact: wtca@woodtruss.com

<http://www.woodtruss.com/>

“Established in 1983, the Wood Truss Council of America (WTCA) has become the only national trade association representing structural wood component manufacturers. Its growing membership also includes truss plate and original equipment manufacturers, computer engineering and other service companies, lumber mills, inspection bureaus, lumber brokers and distributors, and professional individuals in the fields of engineering, marketing and management”.

## 9. INTERNATIONAL SOURCES

Even though this document focuses on the Pacific Northwest, the increasing globalization of companies leads us to include information about foreign markets.

### World Organizations

Food and Agricultural Organization of the United Nations (FAO)  
Via delle Terme di Caracalla, 00100 Rome, Italy  
Tel: 39 06 5701, Fax: 39 06 5705 3250

The FAO has a very good website: <http://www.fao.org/> that communicates its main purpose: Working to alleviate poverty and hunger by promoting agricultural development, improved nutrition, and the pursuit of food security. The FAO website also has a forestry section. The specific purpose of FAO regarding the forests is "how to use trees, forests and related resources to improve people's economic, environmental, social and cultural conditions while ensuring that the resource is conserved to meet the needs of future generations". Online it is possible to find several publications like the brochure FAO, Forests and Forestry and the FAO Strategic Plan for Forestry; series of Information Notes on selected specific programmes and activities in sustainable forest management; State of the World's Forests 1999, on-line data bases; or the electronic version of Unasylya, the quarterly international journal of forestry and forest industries published by FAO. It is possible to find several of the publications of FAO in libraries as well:

- ***World forest products demand and supply 1990 and 2000*** / prepared by the Industry Working Party, sponsored by the FAO Advisory Committee of Experts on Pulp and Paper and expanded to include officers of governments, universities and other institutions, jointly with Policy and Planning Service Forestry Department, FAO. HD9750.5 .W61
- ***Yearbook of forest products*** = Annuaire des produits forestiers = Anuario de productos forestales / Food and Agriculture Organization of the United Nations. SD131 .F62 1986
- ***Unasylya*** <http://www.fao.org/waicent/faoinfo/forestry/unasylya/> Offered by FAO, this is an electronic version of the well known Unasylya journal.

#### ***FAO Liaison Office for North America (LOWA)***

Suite 300, 1001 22nd Street Northwest, Washington, DC 20437, USA  
Telephone: (202) 653-2400; (202) 653-2398  
Fax: (202) 653-5760  
Telex: 64255 FOODAGRI



### ***United Nations/Economic Commission for Europe TIMBER COMMITTEE***

<http://www.unece.org>

The Timber Committee is a principal subsidiary body of the ECE (UN Economic Commission for Europe) based in Geneva, Switzerland. It constitutes a forum for cooperation and consultation between member countries on forestry, forest industry and forest product matters. All countries of Europe, the CIS, the United States of America, Canada and Israel are members of the ECE and participate in its work.

The ECE Timber Committee, within the context of sustainable development, provides member countries with the information and services needed for policy- and decision-making regarding their forest and forest industry sector, including the trade and use of forest products.

The ECE Timber Committee publishes many documents, and some are public online. Some of those online documents include the following:

- The Status of forest certification in the ECE region
- A summary of “The competitive climate for wood products and paper packing: the factors causing substitution with emphasis on environmental promotions”
- Forest certification update for the ECE Region, summer 1999
- Trade and environment issues in the forest and forest products sector
- Forest certification update for the ECE Region, summer 2000
- Markets for Secondary Processed Wood Products, 1990-2000

### ***International Union of Forestry Research Organizations***

<http://iufro.boku.ac.at/>

List of all the sub-groupings of IUFRO (including forest products marketing) and meeting locations, agendas and times. Searchable, downloadable.

### ***World Bank***

[www.worldbank.org](http://www.worldbank.org)

Especially interesting is the World Bank's Office of the Publisher, that offers a wide range of products and services for sale, either as individual items, subscriptions, or standing orders. These products regularly receive reviews in academic and professional journals. World Bank publications can be ordered online.

### ***International Monetary Fund Home Page***

<http://www.imf.org/>

Description of initiatives, news, access to the joint World Bank-IMF library network, and an extensive publications listing (including on-line ordering).

### ***World Trade Organization***

<http://www.wto.org/>

Offers explanation of regulations affecting trade between WTO member countries.

### ***World Forest Institute***

<http://www.vpm.com/wfi/>

Offers individual information retrieval ("Based on our client's information needs, WFI collects data and research from various international sources and presents it to the client's requirements. Services could be as simple as forwarding a name or research paper, to as involved as producing a market study."), conference proceedings, country reports (introduction to a country's forest resources, forest products industry, economy, and trade; \$125 each), and "country desk" information on demographics, economy, etc.

## Europe

### ***European Forest Institute***

<http://www.efi.fi/>

Good data base links (forest resources, forest products, timber trade flow, and links to outside databases), publications and more. Good site for finding market information on Europe in particular.

### ***Timber Trade Information Service***

<http://www.efi.fi/~michie/trade.htm>

Part of the European Forest Institute, offering trade data by country. Easy to use, but grossly outdated! (4 years out of date).

### ***EUROSTAT***

<http://europa.eu.int/en/comm/eurostat/serve/>

Offers on-line statistical information (general, economy and finance, population and social conditions, energy and industry, forestry, external trade, and distributive trade, services and transport) with a focus on Europe. Limited detail, but not a bad starting point for other information sources.

***Euromonitor International*** is a leading global commercial information provider with 28 years of research expertise.

Customer Service - London Office  
60-61 Britton Street, London EC1M 5UX, UK  
Tel: 44 (020) 7251 8024, Fax: 44 (020) 7608 3149  
[e-mail: info@euromonitor.com](mailto:info@euromonitor.com)

Customer Service - Chicago Office  
122 South Michigan Avenue, Suite 1200, Chicago, Illinois 60603, USA  
Tel: (312) 922 1115, Toll free: 1 (800) 577 EURO (US and Canada only), Fax:  
(312) 922 1157  
[e-mail: info@euromonitorintl.com](mailto:info@euromonitorintl.com)

### ***Euromonitor.com***

Instant access to in-depth strategic analysis and up-to-date market statistics for dozens of global industries <http://www.euromonitor.com/default.asp>. They almost don't have free information though.

CEPI is the ***Confederation of European Paper Industries*** - a Brussels-based non-profit organization that is both the forum for and voice of the European pulp, paper and board industry. They have lots of related publications that are possible to download online without any cost. Some of them are:

[www.cepi.org](http://www.cepi.org)

- Environment Report 2000 November 2000
- CEPI Annual Report 2000 November 2000
- Comparative Matrix of Forest Certification Schemes November 2000
- European pulp and paper industry 1999-1998 key figures autumn 2000 Autumn 2000
- The importance of paper and board packaging

#### ***Finnish forest industries association***

FFIF, Snellmankatu, P.O. Box 336, FIN-00171 Helsinki  
Tel: 358 913261.

[www.forestindustries.fi](http://www.forestindustries.fi)

One of the most interesting aspects of this site is that they have online information about forest industries and markets in Europe.

#### ***Finnish Forest Institute***

<http://www.metla.fi/>

Excellent site. Includes METINFO (on-line forest statistics, mostly in Finnish but includes an English electronic version of the Finnish Statistical Yearbook of Forestry), Forest Finland (information on the Finnish forest industry), and WWW Virtual Library for Forestry (an excellent link to forest-related resources on the internet).

#### ***SkogForsk***

<http://www.skogforsk.se/eng/>

The Forestry Research Institute of Sweden. The site gives a description of the Institute and its activities and offers a wide selection of publications and software (to be ordered), plus access to the "SkogForsk News" free of charge.

#### ***Statistics Norway***

<http://www.ssb.no/english>

An EXCELLENT site, for all that you will ever need to know on Norway, and more! Statistics on population, environment (including forestry), social conditions, labour markets, prices and economic trends, finances, and much much more. Also a lengthy links page to statistical agencies in every country of the world.

#### ***UK timber trade federation***

Clareville House 26/27 Oxendon St, London SW1Y 4EL  
Tel: 020 7839 1891

Email: [tff@tff.co.uk](mailto:tff@tff.co.uk)  
[www.tff.co.uk](http://www.tff.co.uk)

The Focus magazine, with articles about timber trade in Europe, can be downloaded from this site.

## **Asia and the South**

### ***Malaysian Timber Council***

<http://www.mtc.com.my/>

EXCELLENT site. Sections on trade, forestry statistics, prices, policy, the Malaysia WWW Virtual Library, and the Furniture Industry website. Fantastic links to other sites.

### ***MAF Forest Gate - New Zealand***

<http://www.maf.govt.nz/Forestry/>

This site provides an overview of NZ forestry and gives access to publications listing and statistics.

### ***New Zealand Forest Research Institute***

<http://www.forestresearch.co.nz>

### ***QFRI - Australia***

<http://www.forests.qld.gov.au/resadv/qfri/>

Queensland Forestry Research Institute. Description of QFRI's many forestry research areas, publications listing.

## **Chile**

### **Sitiomadera.com - Chile**

<http://www.sitiomadera.com/>

“Sitiomadera.com is a Wood Products Market Information Center where information on the wood market and industry in Latin America and throughout the world is compiled, analyzed and made known. Sitiomadera.com belongs to Fundación Chile and has a professional team with abundant experience in the gathering and analysis of information on the worldwide wood sector”.

### **Aldea forestal – Chile**

<http://www.aldeaforestal.cl/>

**Forest village (Aldea Forestal)** is the virtual community of the Chilean forest sector Chilean that constitutes an integrated system of technical and commercial information as well as a business center for companies. This community acts like a multi-service platform to improve the competitiveness and management of private and public agents of the Chilean forest sector (translation).

### **Corporacion Chilena de la Madera A.G. (CORMA)**

Agustinas 1357 Piso 3 Santiago Chile

Tel: (56 - 2) 688 79 78, Fax: (56 - 2) 688 79 88

<http://www.corma.cl/>

Contact: [corma@corma.cl](mailto:corma@corma.cl)

The Chilean Corporation of Wood Products (CORMA) was founded on April 15<sup>th</sup> 1952. This association gathers about 300 professionals, entrepreneurs, and companies of the Chilean forestry sector. The main pulp and paper, panels, lumber, remanufacturer, and forestry companies are represented in this association. They make up to a 90% of the Chilean forest products exports (translation).

## Canada

### ***Bank of Canada***

<http://www.bank-banque-canada.ca/>

Inflation calculator, exchange rates, financial statistics and a list of downloadable publications, free of charge.

### ***Canadian Forest Service***

<http://www.nrcan.gc.ca/cfs/>

Home page for the CFS, including links to all regional pages. Contains a publications list (for all regional centres) and a search engine.

### ***Canadian Sustainable Forestry Certification Coalition***

<http://www.sfms.com/>

Information about the coalition, and the Canada Standards Association's Sustainable Forest Management Standards for Canadian Forests. Includes publications listing.

### ***Department of Foreign Affairs***

<http://www.dfait-maeci.gc.ca/>

Contains "InfoExport" (information on preparing an export plan and developing a market entry strategy), "WinExports" (The World Information Network for Exports-a database of Canadian exporters and their capabilities), "CanadExport" (the Departments trade newsletter), information on trade agreements, market reports (good summaries by geographic region), full listing of Canadian consulates around the world and contact trade commissioners, and other information services (access to "InfoCentre", FaxLink, and the DFAIT Library).

### ***Institute for Research in Construction***

<http://www.nrc.ca/irc/>

The IRC is involved in research, building code development and materials evaluation services. Links to other codes and standards institutes.

### ***List of Federal Institutions***

[http://canada.gc.ca/depts/major/depind\\_e.html](http://canada.gc.ca/depts/major/depind_e.html)

Searchable listing of all Canadian federal organizations.

***National Forestry Database Program***

<http://nrcan.gc.ca/cfs/proj/iepb/nfdp/>

Overview, summary for 1996, and electronic version of the Compendium of Canadian Forestry Statistics.

***Natural Resources Canada***

<http://www.nrcan.gc.ca/>

Home page for Natural Resources Canada, leading to all Departments. Overviews and a search engine.

***NRCan Employee Directory***

<http://www.nrcan.gc.ca/home/phonee.htm>

Handy search engine for the entire NRC employee phonebook, including position titles, addresses, voice/fax/e-mail.

***Pacific Forestry Centre***

<http://www.pfc.forestry.ca>

As the Regional Centre that contains the greatest amount of market related information, this is a useful site for publication listings, staff information, and links to other sites. In the near future, most publications coming out of the PFC will be downloadable (the entire documents, not just abstracts).

***Pacific Forestry Centre Publications***

<http://www.pfc.cfs.nrcan.gc.ca/socioeconomic/industry.htm>

Download PFC publications or order them online.

***Statistics Canada***

<http://www.statcan.ca/>

The Statistics Canada homepage, offering Daily News, general statistics (free), information regarding the 1996 Census, and a full listing of products and services (most of which are user-pay) at <http://www.statcan.ca/english/services>. Includes a search engine for Statistics Canada information.

***CANSIM Search***

<http://www.statcan.ca/english/CANSIM/>

Search the Statistics Canada CANSIM database. Good engine for finding out the availability of forestry related Canadian statistics on production, costs, value-added, etc. (Trade data is available through a separate service at [http://www.statcan.ca/trade/scripts/trade\\_search.cgi](http://www.statcan.ca/trade/scripts/trade_search.cgi)) While looking up the availability of statistics is free of charge, downloading the actual reports is user-pay.

***Strategis***

<http://strategis.ic.gc.ca/>

Industry Canada's web service, offering a comprehensive listing of their services, publications, international trade data, company information, international business opportunities, business information by sector, microeconomic research and statistical

analysis, technology/innovation/licensing, business support and services, market access, human resources/training, consumer information, and overall "market intelligence". A very impressive web page!

***Trade Data On-line***

[http://strategis.ic.gc.ca/cgi-bin/tdst-bin/wow/wow.start\\_application](http://strategis.ic.gc.ca/cgi-bin/tdst-bin/wow/wow.start_application)

Industry Canada's on-line trade data (through Strategis); limited to 6 digit HS code.

**Canada-Provincial**

***BC Ministry of Forestry***

<http://www.for.gov.bc.ca/>

BC MoF main web page, with links to all branches, regions and districts, the MoF library, a Forest Practice Code Section, Forest Renewal BC, and more. The page contains a glossary of terms, a subject index, and a search engine. There is also a good link page to other sites at [http://www.for.gov.bc.ca/HFD/library/lib\\_www.htm](http://www.for.gov.bc.ca/HFD/library/lib_www.htm), including address/phone directories, universities, other provincial governments, forest companies, and a long list of forest related web sites.

***Forest Renewal BC***

<http://www.forestrenewal.bc.ca/frbc/>

FRBC's own web page, including project listings, corporate structure and business plan, news releases and events, etc. Contains a search engine and links to other sites.

***Ontario Ministry of Natural Resources***

<http://www.mnr.gov.on.ca/>

Contains news releases, fact sheets on the Ontario forest products industry, and on-line publications (including their annual report). Search engine.

***Québec - Ministère des Ressources Naturelles***

<http://www.mrn.gouv.qc.ca/>

Contains statistics on Québec's forest industry, as well as selected government publications (downloadable on Adobe-limited information).

***Canada Wood Council***

<http://www.cwc.ca/>

The CWC has been evolving their web resource over many years, and their efforts show! This is an excellent web resource for anything from "how-to" for using wood in residential and nonresidential applications, an extensive "media-monitoring" service, catalogue of their publications and software, and probably the most extensive links to other wood related web resources in existence.

***Canada's Forest Network***

<http://www.forest.ca/>

"Guide to Canadian Forest and Forest Products Information"; A comprehensive listing and search engine for accessing forest and forest product resources on the Web.

### ***Canadian Forests***

<http://www.canadian-forests.com>

"CANADIAN FORESTS is a non-profit, private initiative on the Internet undertaken by John Roper, a forestry consultant based in Vancouver, British Columbia. It facilitates access by Internet users to the growing number of Websites that provide information on forests and forestry in Canada." Searchable database for directories (government, non-governmental organizations, industry, education and research, and consultants). Job Postings, internet marketing, e-mail directory.

### ***Canadian Trade Ex***

<http://www.woodtech.net/>

"Linking Forestry, Construction & Industrial Supply Industries of Canada". Publications, trade show listings, classifieds, and a very handy search engine (for example, search for all companies in Canada producing a particular product such as laminated veneer lumber).

### ***Centre for International Forestry Research***

<http://www.cgiar.org/cifor/>

CIFOR's site gives information on research activities, publications and contacts.

### ***Council of Forest Industries***

<http://www.cofi.org/>

Statistics, Annual Facts book (in .pdf format), news releases, publications.

## **Mexico**

### **Asociación Nacional de Fabricantes de Tableros de Madera (ANAFATA)**

**(National association of wood panel manufacturers) (translation)**

Viaducto Miguel Alemán No. 277, Col. Escandón,

C. P. 11800, México, D.F.

Tel: 01(5) 273-09-86, Fax: 01(5) 273-09-33

### **Asociación Nacional de Plantadores Forestales A. C. (ANAPLAN)**

**(National association of forest planters) (translation)**

Viaducto Miguel Alemán No. 277, Col. Escandón,

C. P. 11800, México, D.F.

Tel: 01(5)273-00-04, Fax: 273-09-33

E-mail: [al702682@campus.ccm.itesm.mx](mailto:al702682@campus.ccm.itesm.mx)

### **Cámara Nacional de las Industrias de la Celulosa y el Papel (CNICP)**

**(National chamber of the pulp and paper industries) (translation)**

Priv. San Isidro No. 30, Col. Reforma Social, C.P. 11650, México, D.F.

Tel: 01(5) 202-86-03, 01 (5) 326-22-17, Fax: 01(5) 202-13-49

<http://www.cnicp.org.mx/>



## Japan

### ***Bank of Japan***

<http://www.boj.or.jp/en/index.htm>

Excellent source of financial statistics and publications for Japan, with links to many other central banks world-wide.

### ***Japan Information Network***

<http://jin.jcic.or.jp/index.html>

Statistics, agencies, information sources, publications, directory of government and industry, etc. Handy search engine available at <http://www.jinjapan.org/stat/index.html>

### ***Japan Ministry of Agriculture, Forestry and Fisheries***

<http://www.maff.go.jp/eindex.html>

Good statistical database.

### ***Japan Ministry of Land, Infrastructure, and Transport (formerly Construction)***

<http://www.moc.go.jp/eng/eng/index.htm>

Defines mandate (largely transportation related). Also Buildings Research Institute at <http://www.kenken.go.jp/>.

### ***Japan Ministry of Foreign Affairs***

<http://www.mofa.go.jp/>

List of services, Japan consulates and contacts, publications, etc.

### ***Japan Ministry of International Trade and Industry***

<http://www.miti.go.jp/index-e.html>

Good publications list, such as White papers, Charts and Tables Related to Foreign Direct Investment in Japan, Fact Sheets Regarding Recent Trade Developments of the U.S. and Japan, Survey on Impact of Exchange Fluctuations, Statistics on Japanese Industries 1997, Industrial Statistics Monthly, Journal of Japanese Trade and Industry, etc. Good statistical section.

### ***Japan Ministry of Transport***

<http://www.motnet.go.jp/mthome.htm>

Highlights transportation services, etc., regionally throughout Japan.

### ***Japan Statistics Bureau***

<http://www.stat.go.jp/1.htm>

Good source of summary statistics and links to all Japanese statistical agencies.

### ***JETRO, Japan External Trade Association***

<http://www.jetro.go.jp/>

The best internet sources for Japan reviewed here. An excellent collection of services offered, Japanese statistics, publications, links to other sites, etc. Also a Vancouver branch at <http://www.canadex.com/jetrovan/>

***Library of Congress Japan Study***

<http://lcweb2.loc.gov/frd/cs/jptoc.html>

A very comprehensive study of Japan, including a country profile, history, society, economy, trade, politics, international relations, etc, plus a search engine. Link back to the Library of Congress' main page for similar studies on an impressive number of countries.