



# Softwood Export Council Newsletter

LATE-SUMMER 2006

## USCB Fall Mission

*By Rose Braden*

The US China Build program, a project of SEC member Evergreen Building Products Association, is holding its fifth annual China sales mission and seminar series. This year's mission will be held September 17-22, 2006 and visit three of China's growing housing markets: Guangzhou, Qingdao, and Shanghai.

The mission will include half-day seminars about the benefits of building American-style housing and using American building materials. These seminars will include ten, 15 minute presentations by US companies and a mini-trade show featuring the speaker's products and literature. Ample time will be included for seminar attendees to meet with US company representatives.

Contact Rose Braden at the USCB office in Portland at 503-248-0407 for further information.

## In this issue

<b>Japan returns</b>	<b>1</b>
<b>Product analysis</b>	<b>2</b>
<b>Upcoming Events</b>	<b>7</b>
<b>SEC membership</b>	<b>7</b>

## Market and Product Analysis

*By Hande O. Buyuksahin*

The strong US domestic market for softwood lumber the past few years has focused softwood producers away from international markets. With the current slowdown in domestic housing and rapidly following lumber prices, international markets are beginning to draw some attention. American softwood lumber exports have continued to increase for the first 5 months of 2006 up by 13%. In 2005, the world total softwood exports was \$486 million

up from \$436 million in 2004. Mexico, China, Japan and EU countries were the main export destinations of U.S. softwoods.

*(Continued on page 2)*

*Editors Note:*

*this special issue of the SEC newsletter is a review of US softwood products and pricing over the past year into international markets.*

## Japan returns to US sources

*By Craig Larsen*

Anecdotal information recently heard from both Japan and the US point to a return of both the Japanese buyer and the US mill producer of international product lines.

The downturn in the U.S. housing market has put pressure on pricing so that mills have begun to look at and return to some higher value international product lines. In the Japanese market that would include metric sized taruki (2x2), mabashira (2x4), and kudabashira (4x4). 90mm and 120mm "baby squares" are in demand and popular in Japan. Recent previous buying patterns of the Japanese have been more focused on Hirakaku or timber sizes

but this market segment has been taken over by European and Chinese small glue laminated stock. The Japanese buyer does realize that there are fewer US mills who can produce to metric sizes, but those

that can now have a willing inquiry list from Japan. Canada continues to focus on cutting the pine beetle damaged Lodgepole pine which limits the quality the Japanese have come to

expect and species availability. The stronger Canadian dollar has also narrowed the price gap for US produced Douglas fir and hemlock. Japan is on track to produce 1.2 million housing starts in 2006 with 500,000 of those being wood frame construction.



# Market and Product Analysis

Late-Summer 2006

(Continued from page 1)

## EU Market

In 2005 EU 25 countries imported over \$62 million American softwoods with an average price of \$391 m<sup>3</sup> / \$930 mbf. The 2006 year to date exports is already \$33 million which is 40% increase when it compared to the same period in 2005.

The most expensive exported species in 2005 were large sections of Douglas fir, D-fir (<12.7cm / 5" and



smaller), (both Rough and Dressed) with an average price of \$793 m<sup>3</sup> / \$1,889 mbf. LP Pine, Redwood and Hemlock also have higher price tags. SY pine was the most imported specie (\$30 million) with an

average price of \$390 m<sup>3</sup>.

Last year, overall D-Fir prices increase 8% and reached an average of \$448 m<sup>3</sup> / \$1006 mbf. Another price increase can be seen in finger jointed prices which increased 20% from 2004 to 2005 and reached \$422 m<sup>3</sup> from \$335 m<sup>3</sup>. At the same time, Spruce prices had shown an increasing trend even though the export value was small. In terms of price reduction Redwood and Cedar had shown slight price decline from

	Values 1000/\$			Quantity (m3)			\$/m3			
	2004	2005	2006	2004	2005	2006	2004	2005	mbf	2006
<b>TOTAL</b>	<b>44,315</b>	<b>51,006</b>	<b>27,275</b>	<b>109,027.00</b>	<b>125,509.00</b>	<b>66,248.00</b>	<b>\$406.459</b>	<b>\$406.39</b>	<b>\$967.21</b>	<b>\$411.71</b>
DENMARK	644	421	284	1,485.00	1,139.00	566	\$433.67	\$369.62	\$879.70	\$501.76
FRANCE	1,583	1,714	1,445	6,824.00	6,365.00	4,647.00	\$231.97	\$269.28	\$640.89	\$310.95
GERMANY	2,359	2,258	1,377	6,417.00	5,590.00	3,604.00	\$367.61	\$403.93	\$961.36	\$382.07
ITALY	12,584	11,734	4,023	22,096.00	21,660.00	8,168.00	\$569.51	\$541.73	\$1289.3	\$492.53
SPAIN	21,195	27,597	16,065	55,025.00	72,678.00	38,936.00	\$385.18	\$379.71	\$903.72	\$412.60
UK	5,950	7,282	4,082	17,180.00	18,077.00	10,327.00	\$346.33	\$402.83	\$958.74	\$395.27
<b>TOTAL</b>	<b>44,315</b>	<b>51,006</b>	<b>27,275</b>	<b>109,027.</b>	<b>125,509</b>	<b>66,248.</b>	<b>\$406.45</b>	<b>406.39</b>	<b>\$967.21</b>	<b>\$411.71</b>

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2004 to 2005. However, the export quantity increased over the 2005.

In 2005 Spain was the leading importer of American softwoods with \$27 million. So far in 2006, imports are already over \$16 million, a 60% increase comparing to the 2005 import rates. The average price was \$379 m<sup>3</sup> with \$903 mbf. Spain mostly imported SY Pine, Hemlock and D-Fir.

Italy and U.K. imports followed Spanish imports. Italy imported \$11 million of American softwoods. D-Fir (Rough, and Dressed-FIR<12.7), SY Pine and Redwood are the main imported species. The average price was \$541.73 m<sup>3</sup> / \$1,289 mbf. Italy had the highest prices of American softwood imports. U.K. imported total of \$7 million of American softwoods in 2005. In 2006 U.K has already imported \$4 million of

(Continued on page 3)

# Market and Product Analysis

Late-Summer 2006

(Continued from page 2)

American softwoods and showed 90% increase from 2005. The average price was \$402 m<sup>3</sup> / \$958 mbf. U.K. mostly imported SY Pine, Hemlock, D-Fir and Hem-Fir Mix.

Germany and France were imported significant amount of American softwoods in 2005. Furthermore, both countries are also showing major increase in 2006 imports. Germany showed 55% increase and has already reached \$1.3 million imports.

Recently, Germany start importing finger jointed American softwoods (FNJR-JNTD), and Yellow Cedar (Dressed, YELL CEDAR).

D-Fir imports are also increased by 20% in the first 5 months of 2006. The average price is \$403 m<sup>3</sup> / \$961.36 mbf.



EU 25	Value 1000/\$			Quantity (m3)			\$/m3		
	2004	2005	2006	2004	2005	2006	2004	2005	mbf
<b>SOFT/TREATED</b>	<b>53,794</b>	<b>62,245</b>	<b>33,198</b>	<b>133,515</b>	<b>159,155</b>	<b>81,144</b>	<b>\$402.91</b>	<b>\$391.10</b>	<b>\$930.81</b>
D-FIR<12.7	6,178	5,233	1128	8327	6593	1348	\$741.92	\$793.72	\$1,889.0
D,LP PINE	961	1,140	60	1829	1967	147	\$525.42	\$579.56	\$1,379.3
D,D-FIR	2,868	3,689	821	7005	8229	2129	\$409.42	\$448.29	\$1,066.9
R,REDWOOD	1,176	1,088	0	1829	1967	147	\$642.97	\$553.13	\$1,316.4
R,HEMLOCK	1,040	3,694	1,610	2012	7360	3315	\$516.90	\$501.90	\$1,194.5
R,OTH PINE	337	3,824	4,214	620	14952	15980	\$543.55	\$255.75	\$608.69
FNJR-JNTD	1,183	791	1,595	3531	1872	2535	\$335.03	\$422.54	\$1,005.6
R, SY PINE	31,567	30,557	15,700	80486	78201	34980	\$392.20	\$390.75	\$929.98
R,D,OTH PINE	750	1,488	1,762	1798	4000	5430	\$417.13	\$372.00	\$885.36
D,OTHER SW	198	621	161	271	2454	219	\$730.63	\$253.06	\$602.27
D,SY PINE	4,597	5,933	4,257	13978	17310	10870	\$328.87	\$342.75	\$815.74
S-P-F MIX	16	395	82	10	4140	655	\$1,600	\$95.41	\$227.08
R,WR CEDAR	0	367	80	2276	1625	434	\$0.00	\$225.85	\$537.51
R,D-FIR<5.1	489	339	263	1168	1511	555	\$418.66	\$224.35	\$533.96
LMBR,D,FIR	818	1,581	675	7005	8229	2129	\$116.77	\$192.13	\$457.26
LUM,D,OTHER SPRU	105	242	16	1215	1264	36	\$86.42	\$191.46	\$455.66
OTHER SPRU	160	197	0	2093	1148	2535	\$76.45	\$171.60	\$408.41
	<b>53,794</b>	<b>62,245</b>	<b>33,198</b>	<b>133,515</b>	<b>159,155</b>	<b>81,144</b>	<b>\$402.91</b>	<b>\$391.10</b>	<b>\$930.81</b>

# Market and Product Analysis

Late-Summer 2006

## China

Throughout 2005, China imported \$23.5 million in American softwoods. Based on import quantities; Cedar, Yellow Pine, Ponderosa Pine and Spruce were the popular species.

Last year China imported \$11 million in Cedar (Dressed, OTH CEDAR; Rough, OTH CEDAR). The average price of the Cedar was \$310 m<sup>3</sup> / \$740 mbf. The price of the Cedar increased an average of 10%

over the year. There are several large markets for U.S. softwoods such as pencils and musical instruments and interior fittings. According to FAS reports, U.S. softwood exports are expected to increase driven by demand from the construction industry, including interiors, in-



frastructure construction and outdoor landscaping.

In 2005, the average price of American softwoods \$297 m<sup>3</sup> / \$708 mbf.

Yellow Cedar was the highest priced specie by \$672 m<sup>3</sup> / \$1600 mbf. In contrast to Japanese exports, Sitka Spruce exports declined with a 50% decreasing price change. On the other hand, Cedar, SY Pine and D-Fir prices continue to increase.

CHINA	Values 1000/\$			Quantity m <sup>3</sup>			\$/ m <sup>3</sup>		
	2004	2005	2006	2004	2005	2006	2004	2005	mbf
<b>SOFT/TREATED</b>	<b>25,995</b>	<b>23,351</b>	<b>7,458</b>	<b>98840</b>	<b>78477</b>	<b>26,652</b>	<b>\$ 263.00</b>	<b>\$ 297.55</b>	<b>\$ 708.17</b>
R,YELL CEDAR	30	39	164	43	58	268	\$ 697.67	\$ 672.41	\$1,600.3
R,REDWOOD	157	142	49	232	216	77	\$ -	\$ 657.41	\$1,564.6
D,D-FIR	25	263	0	75	452	0	\$ 333.33	\$581.86	\$1,384.8
R,WR CEDAR	435	54	1,832	1641	100	4795	\$ 265.08	\$540.00	\$1,285.2
D,OTHER SW	202	205	18	447	520	74	\$ 451.90	\$394.23	\$938.27
D,YELL CEDAR	15	51	160	103	135	273	\$ -	\$377.78	\$899.11
D,SY PINE	1,705	2,122	450	4757	5868	1161	\$ 358.42	\$361.62	\$860.66
R, SY PINE	3,113	4,816	105	9044	13869	289	\$ 344.21	\$347.25	\$826.45
R,OTHER SW	0	70	0	232	216	131	\$ -	\$324.07	\$ 771.30
D,OTH CEDAR	1,927	3,557	230	6422	11354	543	\$ 300.06	\$313.28	\$745.61
<b>OTH CEDAR</b>	<b>11,209</b>	<b>7,300</b>	<b>2,330</b>	<b>40539</b>	<b>23501</b>	<b>5802</b>	<b>\$ 276.50</b>	<b>\$310.63</b>	<b>\$739.29</b>
SW LUM TREATED	938	77	106	15688	289	254	\$ 59.79	\$266.44	\$634.12
SW FNGR-JNTD	45	108	18	199	463	32	\$ 226.13	\$233.26	\$555.16
D,PONDROSA	3,510	2,467	1,138	12780	11244	4081	\$ 274.65	\$219.41	\$522.19
R,PONDROSA	187	573	353	875	2802	764	\$ 213.71	\$204.50	\$486.70
R,OTH PINE	63	188	155	193	922	739	\$ 326.42	\$203.90	\$485.29
D,OTH PINE	190	172	140	531	890	381	\$ 357.82	\$193.26	\$459.96
SITKA SPRU	1,303	767	73	3712	4106	531	\$ 351.02	\$186.80	\$444.58
<b>Total</b>	<b>25,995</b>	<b>23,351</b>	<b>7,458</b>	<b>98,840</b>	<b>78,477</b>	<b>26,652</b>	<b>\$263.00</b>	<b>\$ 297.55</b>	<b>\$708.17</b>

# Market and Product Analysis

Late-Summer 2006

## Mexico

Mexico is one of the most important markets for American softwood exports. The United States has the largest share of the Mexican import market for forest products. According to Foreign Agricultural Service (FAS) Attaché reports, Forty-six percent of lumber imports to Mexico were sourced from the United States in 2005. The higher demand from the construction and furniture sectors, as well as the shortcomings in domestic production played important role in imports

In 2005, Mexico imported \$81.5 million in softwoods. In the first 5

months of 2006 imports have continued to increase by 25% over 2005 and have reached over \$39 million. Using the Harmonized Tariff System (HS) code system, Pine (Dressed) was the leading imported species reaching over 14% of the total.

In contrast, the most expensive softwood imported to Mexico was spruce (OTHER SPRU). It was priced as high as \$522 m<sup>3</sup> / \$1243 mbf. Rough, OTH PINE; Rough, White/Red Pine; and FNGR-JNTD were close followers of Spruce. Finger Jointed exports was \$ 9.5 million last year; \$243 m<sup>3</sup> / \$578 mbf.

For the first 5 months of 2006, finger jointed has the highest value in the market with \$7.2 million exported.

In a closer look, there can also be seen some price differences between 2004 and 2005 in Mexican exports. In 2004, the average m<sup>3</sup> price was \$196 while it was \$221 in 2005. The average mbf price was \$504. Rough, OTHER Softwood prices didn't change from 2004 to 2005 while finger jointed prices decreased 8% to \$243m<sup>3</sup> / \$578 mbf.

MEXICO	Value \$1000/m <sup>3</sup>			Quantity(m <sup>3</sup> )			\$/m <sup>3</sup>		
	2004	2005	2006	2004	2005	2006	2004	2005	\$/ mbf
<b>SOFT/TREATED</b>	<b>62,855</b>	<b>81,512</b>	<b>39,026</b>	<b>319,600</b>	<b>385,050</b>	<b>135,195</b>	<b>196.67</b>	<b>211.69</b>	<b>\$503.83</b>
OTHER SPRU	3,174	7,692	4,277	6,326	14,720	11,102	\$501.74	\$522.55	\$1,243.68
R,OTH PINE	7,368	10,706	4,089	33,585	32,449	14,075	\$219.38	\$329.93	\$785.24
R,W/R PINE	753	421	502	3,766	1,941	2,394	\$199.95	\$216.90	\$ 516.22
FNGR-JNTD	6,835	9,480	7,193	25,670	39,006	23,444	\$266.26	\$243.04	\$ 578.43
D,PONDROSA	6,260	7,402	2,438	24,145	31,305	11,359	\$259.27	\$236.45	\$ 562.75
D,OTHER SW	2,343	1,697	424	12,608	7,725	2,192	\$185.83	\$219.68	\$ 522.83
R,OTHER SW	543	1,830	180	2,627	8,860	815	\$206.70	\$206.55	\$ 491.58
SW TREATED	6,150	5,276	2,370	34,134	27,555	7,690	\$180.17	\$191.47	\$ 455.70
R,D-FIR<5.1	2,252	2,987	1,228	18,279	15,664	6,551	\$123.20	\$190.69	\$ 453.85
OTHER SPRU	4,758	4,047	1,679	21,773	21,626	8,917	\$218.53	\$187.14	\$ 445.38
D,D-FIR	2,945	3,214	1121	15,615	17,307	5,445	\$188.60	\$185.71	\$ 441.98
<b>OTH PINE</b>	<b>7,539</b>	<b>10,662</b>	<b>4,380</b>	<b>44,612</b>	<b>58,650</b>	<b>21,767</b>	<b>\$168.99</b>	<b>\$181.79</b>	<b>\$ 432.66</b>
-P-F MIX	1,593	1,932	2,280	7,173	10,967	7,289	\$222.08	\$176.16	\$ 419.27
D,LP PINE	580	822	270	2,737	5,048	2,730	\$211.91	\$162.84	\$ 387.55
HEM-FIR MIX	527	1,061	380	2,998	6,714	2,314	\$175.78	\$158.03	\$ 376.11
D,FIR	1,490	1,572	1572	9,933	10,017	6,751	\$150.01	\$156.93	\$ 373.50
R,FIR	330	753	213	2,108	5,283	2,331	\$156.55	\$142.53	\$ 339.23
<b>R,PONDROSA</b>	<b>4,164</b>	<b>6,302</b>	<b>1,975</b>	<b>28,992</b>	<b>48,758</b>	<b>12,243</b>	<b>\$143.63</b>	<b>\$129.25</b>	<b>\$ 307.62</b>
<b>Total</b>	<b>62,855</b>	<b>81,512</b>	<b>39,026</b>	<b>319,600</b>	<b>385,050</b>	<b>135,195</b>	<b>\$196.67</b>	<b>\$211.69</b>	<b>\$ 03.83</b>

# Market and Product Analysis

Late-Summer 2006

## Japan

In 2005 the American softwood exports to Japan were \$62.5 million. So far in 2006 imports are only \$11 million. Even though the Japanese housing market, which accounts for 85% of the country's wood use, grew 2.5% in 2004 after many slow years, the 2005 imports continued to show decreasing trends. According to FAS Gain reports, increasing housing should help 2006 totals and increase furniture and interior market segments exports. In terms of construction sector Two-by-four wooden stick frame housing grew 11% and growth in the "Built-for-

Sale" housing market was up 5%, with real estate developers capitalizing on affordable lot prices in the suburban markets of major metropolitan and regional cities. With the US and Canadian dollars getting close in value the construction market segment should be attractive to US producers and Japanese buyers. The 2005 average softwood lumber price was \$298m<sup>3</sup>, down from \$318 in 2004.

In 2005 the most expensive species was SY Pine (Rough, SY PINE) reaching as high as \$617m<sup>3</sup> or \$1,469mbf. Spruce, Hemlock and Douglas fir followed SY Pine. D-

Fir and Sitka Spruce have the highest export quantity in 2005. In addition, the prices of these species decreased from 2004. While Sitka spruce prices had only decreased 10%, the D-Fir prices decreased drastically from \$529 m<sup>3</sup> to \$340 m<sup>3</sup> with a 35% change.

Even though the D-Fir prices are reduced, the increasing shipments of 2006 are encouraging. In Japanese exports western US softwood species continued to play an important role in 2005. The export numbers showed that Sitka Spruce, D-fir and Hem-Fir mix should be the leading import species in 2006.

JAPAN	Values 1000/\$			Quantity m <sup>3</sup>			\$/m <sup>3</sup>		
	2004	2005	2006	2004	2005	2006	2004	2005	mbf
<b>SOFT/TREATED</b>	<b>62,595</b>	<b>34,387</b>	<b>11,359</b>	<b>196,745</b>	<b>115,337</b>	<b>40,998</b>	<b>\$ 318.15</b>	<b>\$298.14</b>	<b>\$ 709.58</b>
R, SY PINE	1,041	1,275	501	2397	2066	0	\$ 434.29	\$ 617.13	\$1,468.7
D,OTHER SPRU	289	58	0	110	111	85	2,627.27	\$522.52	\$1,243.6
R,HEMLOCK	173	53	55	328	106	445	\$ 527.44	\$500.00	1,190.00
R,D-FIR<5.1	4,806	1,282	142	7574	2850	1140	\$ 634.54	\$449.82	1,070.58
R,SITKA SPRU	3,432	1,318	506	13436	3085	329	\$255.43	\$427.23	1,016.80
D,REDWOOD	1,057	1,314	269	2547	3078	1085	\$415.00	\$426.90	\$1,016.0
D-FIR<12.7	932	809	0	3676	2018	114	\$253.54	\$400.89	\$ 954.12
OTHER SPRU	30	86	0	37	219	0	\$ 810.81	\$392.69	\$ 934.61
D,SY PINE	1,255	665	49	1822	1807	402	\$688.80	\$368.01	\$ 875.87
OTH CEDAR	554	113	93	2	327	0	\$277,000	\$345.57	\$822.45
S-P-F MIX	232	138	14	669	403	184	\$346.79	\$342.43	\$ 814.99
<b>D,D-FIR</b>	<b>22,014</b>	<b>10,704</b>	<b>2,344</b>	<b>41592</b>	<b>31464</b>	<b>17715</b>	<b>\$529.28</b>	<b>\$ 340.20</b>	<b>\$ 809.67</b>
D-FIR>12.7	872	596	2,744	3784	1759	7847	\$230.44	\$ 338.83	\$ 806.41
D,FIR	72	324	106	1680	988	210	\$ 42.86	\$327.94	\$780.49
R,FIR	645	450	63	264	1419	278	2,443.18	\$ 317.12	\$754.76
R,REDWOOD	289	124	112	543	394	45	\$532.23	\$314.72	\$ 749.04
D,SITKA SPRU	14,688	9,116	796	43706	30174	2503	\$ 336.06	\$302.11	\$ 719.03
R,PONDROSA	178	207	137	4589	769	133	\$38.79	\$ 269.18	\$ 640.65
D,PONDROSA	409	332	77	1095	1322	233	\$ 373.52	\$ 251.13	\$ 597.70
HEM-FIR MIX	7,763	4,696	2,667	62279	29245	6795	\$124.65	\$160.57	\$ 382.17
<b>Total</b>	<b>62,595</b>	<b>34,387</b>	<b>11,359</b>	<b>196,745</b>	<b>115,337</b>	<b>40,998</b>	<b>\$ 318.15</b>	<b>\$ 298.14</b>	<b>\$ 709.58</b>

# Events

Late-Summer 2006

## SEC MEMBER ORGANIZATIONS

American Institute of Timber Construction

California Redwood Association

Center for International Trade in Forest Products

Evergreen Building Products Association

Idaho Department of Commerce and Labor

Ketchikan Wood Technology Center

Maine International Trade Center

North American Wholesale Lumber Association

OSU Department of Wood Science and Engineering

Pacific Lumber Exporters Association

Pacific Lumber Inspection Bureau

University of Alaska-Fairbanks Sitka Forest Products Program

Washington State Office of Community Trade and Economic Development

West Coast Lumber Inspection Bureau

Western Wood Products Association

Western Wood Preserves Institute

Wood Moulding and Millwork Producers Association

## Upcoming events — Fall 2006

SEC Staff and member organizations will be participating at a number of shows and seminars in the fall of 2006. Your organization is strongly encouraged to join the SEC marketing efforts at trade shows and other activities. Mark your calendar for your participation. Contact SEC Portland for travel assistance.

### China:

The Shanghai International Furniture Supply and ZOW Trade fair will take place Sep 11-15.

US China Build Mission aimed at builders and developers will take place in September, 2006

Cityscape Expo exteriors landscape show will be held in Guangzhou through September 13-15, 2006

### Mexico:

Expoferretera tradeshow will take place in Guadalajara between September 8-10, 2006

Expo CHIAC, the home builders show will be in Mexico City on October 17-21, 2006

Provimueble furniture suppliers tradeshow will be held in Mexico City in January 2007

### Japan:

Japan Home Building and Construction show will be held November 15-17, 2006 Tokyo

Home Builders Expo tradeshow will take place in Osaka between October 26-28, 2006

### Europe:

The Timber Show, the first annual wood industry show held in London from October 12—14, 2006

Branchentag Holz, the German wood industry show will take place from Oct 19-21 in Wiesbaden, Germany.

Maderalia, a trade show for furniture supply will take place from Nov. 2006 in Valencia, Spain.

## Upcoming Events 2006-07

<b>ZOW 2006</b> , China	Sep 2006
<b>US China Build Mission</b> China	Sep 2006
<b>Expoferretera</b> , - Guadalajara, Mexico	Sep 2006
<b>Expo CIHAC</b> , Mexico City	Oct 2006
<b>Timber Show</b> —London	Oct 2006
<b>Music China</b> , - Shanghai China	Oct, 2006
<b>Japan Homebuilding Show</b> , Tokyo	Oct, 2006
<b>Japan Lumber Importers</b> , Tokyo	Nov, 2006
<b>Maderalia</b> , Valencia	Nov, 2006
<b>Provimueble</b> , Mexico City	Jan, 2007
<b>China Building 2007</b> , Beijing	Mar 2007
<b>Interzum Guangzhou</b> , Guangzhou	Mar 2007
<b>Interzum Germany</b> , Köln	May 2007

*For links to information on these events go to [www.softwood.org/calendar](http://www.softwood.org/calendar)*

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