



Softwood Export Council Newsletter

SPRING 2007

Market Analysis

By Hande O. Buyuksahin

The strong US domestic market for softwood lumber in the recent past has focused softwood producers and products away from international markets. With the current slow-down in US domestic housing and rapidly falling lumber prices, international markets are beginning to draw some attention. Strong markets in Europe and Asia have kept prices healthy and allowed US producers to become very competitive.

American softwood lumber exports continued to increase in 2006, up by 21% over 2005. Total US softwood exports was \$591.5 million in 2006 up from \$486 million the previous year. Mexico, China, Japan and EU countries were the main export destinations of U.S. softwoods.

Editors Note:

this special issue of the SEC newsletter includes a review of US softwood products and pricing over the past year into international markets. Data is from the USDA FAS export statistics

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Arab Wood - Dubai



The UAE Minister of Environment and Water opened the Dubai Wood show in the Dubai Inter Exhibition Center in late February. This second edition of the show increased participation of companies by 120% from its inaugural show last year. More than 125 companies from more than 40 countries were at the show. The show has become the focal point for the woodworking sector in the Gulf and Middle East and for world wide companies looking to tap into the booming Middle East market. The audience for the show included timber merchants, designers, furniture manufacturers, carpenters, architects, engineers, and wholesalers and retailers of building materials and construction suppliers.

The 10 member delegation American softwood contingent was made up of company members from the WMMPA, PLEA, SFPA and SEC

and SPC staffs. Interest from show goers ranged from low grade pine and upper grades for furniture manufacturing, to construction lumber for wood structures and concrete forming to glu-lams and other engineered wood products for construction, landscaping, and other decoration and exterior uses of treated wood.

More than 90 direct contacts with sales potential were taken by attending staff and distributed to SEC and SPC members. The feedback from the show was one of immediate needs for Middle East construction and price was not always the final consideration. With rising prices for traditional European sources and restricted supplies buyers were serious about softwood inquires, some asking for immediate quotes.

(Continued on page 2)

EU Market Analysis

Spring 2007

DUBAI (Continued from page 1)

Does it pay to attend these trade shows?

One of the participant companies at the Dubai show had a seven container order of western softwoods and millwork within a week after his arrival back in the states. Another US softwood producer who responded to the trade leads had a trial container of western softwood furniture lumber set to go at the end of March. Two other companies are also in negotiations for sales of softwoods for shipment into the Middle East, again coming from initial contact and trade leads from the Arab Wood show.

Interested? See page 6

In 2006 the EU 25 countries imported over \$75 million in American softwoods with an average price of \$413 m³ / \$985 mbf. The 2006 year to date exports is \$75 million. The most expensive exported species in 2006 was Douglas fir, with an average price of \$1,071 m³ / \$2,551 mbf. LP Pine, and Hemlock also have higher price tags. SY pine was the most imported specie (\$42 million) with an average price of \$400 m³.

Another price increase can be seen in Spruce prices which increased significantly and reached \$422 m³ from \$ 160 m³. Spruce prices had shown an increasing trend even though the export value was small.

In terms of price reduction Red-

wood and Cedar had shown price decline from 2005 to 2006. In 2006 Spain was the leading importer of American softwoods with \$23 million, up by 17%. The average price was \$379 m³ / \$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, SY Pine and Redwood are the main imported species. The average price was \$476.53 m³ / \$1,134 mbf. Italy had the highest prices of American softwood imports. U.K. imported total of \$10 million of American softwoods in 2006 up by 48% from 2005. The average price was \$410 m³ / \$978 mbf.

| EU-25 | Value (000) | | | M3 | Quantity | | | \$/M3 | | | \$/mbf |
|--------------------------|---------------|---------------|---------------|-----------|---------------|---------------|---------------|------------------|-----------------|-----------------|-----------------|
| | 2004 | 2005 | 2006 | | 2004 | 2005 | 2006 | 2004 | 2005 | 2006 | 2006 |
| SOFT/ TREATED | 53,794 | 62,524 | 75,944 | M3 | 133515 | 158238 | 183484 | \$ 402.91 | \$395.13 | \$413.90 | \$985.08 |
| D,FIR | 818 | 1,581 | 1,716 | M3 | 1321 | 1681 | 1601 | \$619.23 | \$940.51 | \$1,071 | \$2,550.9 |
| R,D-FIR<12.7 | 6,178 | 5,233 | 2,809 | M3 | 8327 | 6593 | 3457 | \$741.92 | \$793.72 | \$812.55 | \$1,933.8 |
| R,REDWOOD | 1,176 | 1,230 | 190 | M3 | 1215 | 1450 | 304 | \$967.90 | \$848.28 | \$625.00 | \$1,487.5 |
| D,OTHER SW | 198 | 621 | 411 | M3 | 271 | 2454 | 720 | \$730.63 | \$253.06 | \$570.83 | \$1,358.5 |
| R,HEMLOCK | 1,040 | 3,694 | 3,857 | M3 | 2012 | 7360 | 7684 | \$516.90 | \$501.90 | \$501.95 | \$1,194.6 |
| FNGR-JNTD | 1,183 | 791 | 3,804 | M3 | 2093 | 1148 | 8315 | \$565.22 | \$689.02 | \$457.49 | \$1,088.8 |
| D,SPRU | 105 | 242 | 16 | M3 | 1168 | 1511 | 36 | \$89.90 | \$160.16 | \$444.44 | \$1,057.7 |
| R, SY PINE | 31,567 | 30,658 | 32,934 | M3 | 80486 | 78411 | 75620 | \$392.20 | \$390.99 | \$435.52 | \$1,036.5 |
| D,LP PINE | 961 | 1,140 | 60 | M3 | 1829 | 1967 | 147 | \$525.42 | \$579.56 | \$408.16 | \$971.43 |
| R,D-FIR<5.1 | 489 | 368 | 553 | M4 | 2276 | 1658 | 1406 | \$214.85 | \$221.95 | \$393.31 | \$ 936.09 |
| D,SY PINE | 4,597 | 6,050 | 10,145 | M3 | 13978 | 17623 | 26672 | \$328.87 | \$343.30 | \$ 380.36 | \$905.26 |
| D,OTH PINE | 750 | 1,498 | 5,555 | M3 | 1798 | 4028 | 14733 | \$417.13 | \$371.90 | \$377.04 | \$897.37 |
| D,D-FIR | 2,868 | 3,689 | 2,594 | M3 | 7005 | 8229 | 7324 | \$409.42 | \$448.29 | \$354.18 | \$842.94 |
| R,OTH PINE | 337 | 3,854 | 9,262 | M4 | 620 | 14952 | 29698 | \$543.55 | \$257.76 | \$ 311.87 | \$742.26 |
| WR CEDAR | 0 | 367 | 318 | M3 | 3531 | 1872 | 1274 | \$ - | \$196.05 | \$249.61 | \$594.07 |
| S-P-F MIX | 16 | 395 | 178 | M3 | 10 | 4140 | 982 | \$1,600 | \$95.41 | \$181.26 | \$ 431.41 |
| | 53,794 | 62,524 | 75,944 | M3 | 133515 | 158238 | 183484 | \$402.91 | \$395.13 | \$413.90 | \$985.08 |

China Market Analysis

Spring 2007

Throughout 2006, China imported \$23 million in American softwoods. Based on import quantities; Cedar, Southern Yellow Pine, Ponderosa Pine and Spruce were the popular species.

Last year China imported \$1.8 million in US Cedar species. The average price of the Cedar was \$417 m³ / \$993 mbf. The price of the Cedar increased an average of 10% over the year.

There are several large product markets for U.S. softwoods such as wooden pencils, musical instruments and interior fittings. According to

FAS reports, US softwood exports should increase driven by demand from the construction industry, including interiors, infrastructure construction and outdoor landscaping.

In 2006, the average price of American softwoods \$377 m³ / \$899 mbf. Yellow Cedar was the highest priced specie by \$613 m³ / \$1460 mbf. The most imported specie was Ponderosa Pine by 14,656 m³. The average price of it was \$509.21 / \$1.211mbf.



| | Value (000) | | | | Quantity | | | \$/m3 | | | \$/mbf |
|---------------------|---------------|---------------|---------------|-----------|--------------|--------------|--------------|-----------------|-----------------|-----------------|------------------|
| | 2004 | 2005 | 2006 | | 2004 | 2005 | 2006 | 2004 | 2005 | 2006 | 2006 |
| CHINA | | | | | | | | | | | |
| SOFT/TREATED | 25,995 | 23,351 | 22,914 | M3 | 98840 | 78477 | 60662 | \$263.00 | \$297.55 | \$377.73 | \$ 899.00 |
| R,YELL CEDAR | 30 | 39 | 405 | M3 | 36 | 58 | 660 | \$ 833.33 | \$672.41 | \$613.64 | \$1,460.4 |
| R,REDWOOD | 157 | 142 | 147 | M3 | 232 | 216 | 248 | \$ 676.72 | \$657.41 | \$592.74 | \$1,410.7 |
| D,YELL CEDAR | 15 | 51 | 188 | M3 | 103 | 135 | 333 | \$145.63 | \$377.78 | \$564.56 | \$1,343.6 |
| D,OTH CEDAR | 1,927 | 3,557 | 661 | M3 | 6422 | 11354 | 1469 | \$ 300.06 | \$313.28 | \$449.97 | \$1,070.9 |
| R,WR CEDAR | 435 | 54 | 6,066 | M3 | 1641 | 100 | 13714 | \$ 265.08 | \$540.00 | \$442.32 | \$1,052.7 |
| R,OTH CEDAR | 11,209 | 7,300 | 4,537 | M3 | 40539 | 23501 | 10867 | \$276.50 | \$310.63 | \$417.50 | \$ 993.66 |
| D,OTH PINE | 190 | 172 | 201 | M3 | 531 | 890 | 506 | \$357.82 | \$193.26 | \$397.23 | \$945.42 |
| D,SY PINE | 1,705 | 2,122 | 4,487 | M3 | 4757 | 5868 | 11311 | \$358.42 | \$361.62 | \$396.69 | \$ 944.13 |
| R,PONDROSA | 187 | 573 | 470 | M3 | 875 | 2802 | 1261 | \$213.71 | \$204.50 | \$ 372.72 | \$887.07 |
| R, SY PINE | 3,113 | 4,816 | 668 | M3 | 9044 | 13869 | 2147 | \$344.21 | \$ 347.25 | \$311.13 | \$740.49 |
| SITKA SPRU | 1,303 | 767 | 255 | M3 | 3712 | 4106 | 826 | \$351.02 | \$ 186.80 | \$308.72 | \$734.75 |
| D,OTHER SW | 202 | 205 | 94 | M2 | 447 | 520 | 307 | \$451.90 | \$394.23 | \$306.19 | \$ 728.73 |
| TREATED | 938 | 77 | 248 | M3 | 15688 | 289 | 830 | \$ 59.79 | \$ 266.44 | \$298.80 | \$711.13 |
| R,OTHER SW | 0 | 70 | 37 | M3 | 0 | 131 | 132 | \$ - | \$ 534.35 | \$280.30 | \$667.12 |
| D,PONDROSA | 3,510 | 2,467 | 3,602 | M3 | 12780 | 11244 | 13195 | \$274.65 | \$219.41 | \$272.98 | \$649.70 |
| R,OTH PINE | 63 | 188 | 424 | M3 | 193 | 922 | 1610 | \$326.42 | \$203.90 | \$263.35 | \$626.78 |
| FNGR-JNTD | 45 | 108 | 54 | M3 | 75 | 452 | 218 | \$ 600.00 | \$238.94 | \$247.71 | \$589.54 |
| R,D-FIR<5.1 | 30 | 92 | 34 | M3 | 0 | 345 | 330 | \$ | \$ 266.67 | \$103.03 | \$245.21 |
| Total | 25,995 | 23,351 | 22,914 | M3 | 98840 | 78477 | 60662 | \$263.00 | \$297.55 | \$377.73 | \$899.00 |

Mexico Market Analysis

Spring 2007

The United States has the largest share of the Mexican import market for forest products. The higher demand from the construction and furniture sectors, as well as the shortcomings in domestic production and lack of available imports from other Latin American countries played an important role in increasing imports.

In 2006, Mexico imported \$109.9 million in US softwoods, up by 34% over 2005. Pine was the leading imported species reaching over 17% of the total.

In contrast, the most expensive softwood imported to Mexico was Finger Jointed by 66,140 m³. It was priced as high as \$289 m³ / \$688 mbf. Other Pine, Spruce and Ponderosa pine were close followers. Ponderosa exports was \$ 14.5 million last year; at \$301 m³ / \$412 mbf. Overall, the price differences is upward. In 2005, the average price was \$211 m³ while it was \$271 m³ / \$467mbf in 2006.

Current product in demand: 3"x 3" x 8'3" posts for concrete forming, economically priced.



| Mexico | Value (000) | | | Quantity | | | | \$/m3 | | | \$/mbf |
|----------------------|---------------|---------------|----------------|----------------|----------------|----------------|----------------|----------|----------|----------|-----------|
| | 2004 | 2005 | 2006 | | 2004 | 2005 | 2006 | 2004 | 2005 | 2006 | 2006 |
| SOFT/TREATED | 62,855 | 81,512 | 109,951 | M ³ | 319,600 | 385,177 | 404,328 | \$196.67 | \$211.62 | \$271.94 | 467.21 |
| R,OTH PINE | 7,368 | 10,706 | 10,511 | M3 | 33,585 | 32,449 | 31,756 | \$219.38 | \$329.93 | \$330.99 | \$787.76 |
| D,OTH PINE | 7,539 | 10,662 | 10,974 | M3 | 44,612 | 58,650 | 44,190 | \$168.99 | \$181.79 | \$248.34 | \$591.04 |
| FNGR-JNTD | 6,835 | 9,487 | 19,138 | M3 | 25,670 | 39,006 | 66,140 | \$266.26 | \$243.22 | \$289.36 | \$688.67 |
| OTHER SPRU | 3,174 | 7,692 | 11,196 | M3 | 6,326 | 14,720 | 17,339 | \$501.74 | \$522.55 | \$645.71 | \$1,536.7 |
| D,PONDROSA | 6,260 | 7,402 | 8,059 | M3 | 24,145 | 31,305 | 26,522 | \$259.27 | \$236.45 | \$303.86 | \$723.19 |
| R,PONDROSA | 4,164 | 6,302 | 6,578 | M3 | 28,992 | 48,758 | 30,388 | \$143.63 | \$129.25 | \$216.47 | \$515.19 |
| TREATED | 6,150 | 5,276 | 6,969 | M3 | 34,134 | 27,555 | 35,654 | \$180.17 | \$191.47 | \$195.46 | \$465.20 |
| D,OTHER SPRU | 4,758 | 4,047 | 3,486 | M3 | 21,773 | 21,626 | 15,053 | \$218.53 | \$187.14 | \$231.58 | \$551.16 |
| D,D-FIR | 2,945 | 3,214 | 4,253 | M3 | 15,615 | 17,307 | 16,291 | \$188.60 | \$185.71 | \$261.06 | \$621.33 |
| R,D-FIR<5.1 | 2,252 | 2,987 | 2,899 | M3 | 18,279 | 15,464 | 12,586 | \$123.20 | \$193.16 | \$230.34 | \$548.20 |
| S-P-F MIX | 1,593 | 1,932 | 8,392 | M3 | 7,173 | 10,967 | 39,023 | \$222.08 | \$176.16 | \$215.05 | \$511.83 |
| D,OTHER SW | 2,343 | 1,702 | 2,225 | M3 | 12,608 | 7,725 | 11,457 | \$185.83 | \$220.32 | \$194.20 | \$462.21 |
| D,FIR | 1,490 | 1,572 | 2,959 | M3 | 9,933 | 10,017 | 11,958 | \$150.01 | \$156.93 | \$247.45 | \$588.93 |
| HEM-FIR MIX | 527 | 1,061 | 1,656 | M3 | 2,998 | 6,714 | 7,552 | \$175.78 | \$158.03 | \$219.28 | \$521.89 |
| D,LP PINE | 580 | 822 | 988 | M3 | 2,737 | 5,084 | 3,429 | \$211.91 | \$161.68 | \$288.13 | \$685.75 |
| R,FIR | 330 | 756 | 2,573 | M3 | 2,108 | 5,283 | 6,763 | \$156.55 | \$143.10 | \$380.45 | \$905.48 |
| R,W/R PINE | 197 | 618 | 2,720 | M3 | 1,145 | 3,193 | 12,027 | \$172.05 | \$193.55 | \$226.16 | \$538.26 |
| D,SY PINE | 526 | 295 | 451 | M3 | 2,746 | 1,670 | 2,084 | \$191.55 | \$176.65 | \$216.41 | \$515.06 |
| R,D-FIR<12.7 | 434 | 110 | 690 | M3 | 1,550 | 803 | 1,534 | \$280.00 | \$136.99 | \$449.80 | \$1,070.5 |
| Total species | 62,855 | 81,512 | 109,951 | M3 | 319,600 | 385,177 | 404,328 | \$196.67 | \$211.62 | \$271.94 | \$647.21 |

Japan Market Analysis

Spring 2007

After a very slow start in 2006, American softwood exports to Japan finished the year strong and reached \$41 million in 2006. The Japanese housing market, which accounts for 85% of the country's wood use, grew 2.5% in 2006 after many slow years, and is forecast to further increase in 2007 to 1.35 million units.

With the strong European market and strong Canadian dollar, US producers and products are competitive to the Japanese buyers. The 2006 average softwood lumber price was \$344m³ / \$819 mbf up from \$298m³ in 2005.

In 2006 the most expensive specie was WR Cedar reaching \$893m³. SY Pine reached as high as \$530m³ or \$1,261mbf. Spruce, Hem Fir Mix and Douglas fir followed in price returns. SY Pine, D-Fir, Hem- Fir Mix and Sitka spruce also



had the highest export quantity in 2006. While Sitka spruce prices had decreased 10%, the D-Fir prices sustained their average 2005 price levels in 2006 and entered 2007 higher following a very strong run up in the fourth quarter, along with increasing shipments..

Western US softwood species continue to play an important role in 2007 in the Japanese market. The second half US export numbers show that Sitka Spruce, D-fir and Hem-Fir mix should be the leading import species in 2007.

| Japan | Value (000) | | | | Quantity | | | \$/m3 | | | \$/mbf |
|--------------------------|---------------|---------------|---------------|-----------|----------------|----------------|----------------|------------------|------------------|------------------|------------------|
| | 2004 | 2005 | 2006 | | 2004 | 2005 | 2006 | 2004 | 2005 | 2006 | 2006 |
| SOFT/ TREATED | 62,595 | 34,387 | 41,930 | M3 | 196,745 | 115,337 | 121,794 | \$ 318.15 | \$298.14 | \$344.27 | \$ 819.3 |
| D,D-FIR | 22,014 | 10,704 | 13,148 | M3 | 62,279 | 29,245 | 35,918 | \$ 353.47 | \$ 366.01 | \$ 366.06 | \$871.2 |
| D,SITKA SPR | 14,688 | 9,116 | 2,222 | M3 | 43,706 | 30,174 | 5,913 | \$ 336.06 | \$ 302.11 | \$ 375.78 | \$ 894.3 |
| HEM-FIR MIX | 7,763 | 4,696 | 6,759 | M3 | 41,592 | 31,464 | 31,448 | \$ 186.65 | \$149.25 | \$214.93 | \$511.5 |
| SITKA SPRU | 3,432 | 1,318 | 669 | M3 | 7,574 | 2,850 | 1,506 | \$ 453.13 | \$ 462.46 | \$ 444.22 | \$1,057 |
| D,REDWOOD | 1,057 | 1,314 | 576 | M3 | 1,822 | 1,807 | 903 | \$ 580.13 | \$ 727.17 | \$637.87 | \$1,518 |
| R,D-FIR<5.1 | 4,806 | 1,282 | 4,547 | M3 | 13,436 | 3,085 | 10,710 | \$ 357.70 | \$ 415.56 | \$424.56 | \$1,010 |
| R, SY PINE | 1,041 | 1,275 | 1,041 | M3 | 2,547 | 3,078 | 2,540 | \$ 408.72 | \$ 414.23 | \$ 409.84 | \$ 975.4 |
| R,D-FIR<12.7 | 932 | 809 | 280 | M3 | 2,397 | 2,066 | 706 | \$ 388.82 | \$391.58 | \$ 396.60 | \$ 943.9 |
| D,SY PINE | 1,255 | 665 | 316 | M3 | 3,676 | 2,018 | 596 | \$ 341.40 | \$ 329.53 | \$530.20 | \$1,261 |
| R,D-FIR>12.7 | 872 | 596 | 7,591 | M3 | 3,784 | 1,759 | 19,887 | \$ 230.44 | \$ 338.83 | \$ 81.71 | \$908.4 |
| D,PONDROSA | 409 | 332 | 210 | M3 | 1,095 | 1,322 | 445 | \$ 373.52 | \$ 251.13 | \$ 471.91 | \$1,123 |
| D,FIR | 72 | 324 | 106 | M3 | 1,680 | 988 | 530 | \$42.86 | \$327.94 | \$ 200.00 | \$476. |
| R,PONDROSA | 178 | 207 | 293 | M3 | 509 | 679 | 725 | \$ 349.71 | \$ 304.86 | \$ 404.14 | \$961.8 |
| R,OTH PINE | 951 | 163 | 311 | M3 | 4,589 | 769 | 710 | \$ 207.23 | \$ 211.96 | \$ 438.03 | \$1,042 |
| R,REDWOOD | 289 | 124 | 503 | M3 | 321 | 151 | 1,021 | \$ 900.31 | \$821.19 | \$492.65 | \$1,172 |
| D,OTH CEDAR | 554 | 113 | 297 | M3 | 669 | 403 | 733 | \$ 828.10 | \$ 280.40 | \$ 405.18 | \$964.3 |
| TREATED | 54 | 25 | 1,459 | M3 | 120 | 44 | 4,436 | \$ 450.00 | \$568.18 | \$ 328.90 | \$ 782.7 |
| D,WR CEDAR | 45 | 51 | 731 | M3 | 110 | 111 | 818 | \$ 409.09 | \$ 459.46 | \$ 893.64 | \$ 2,126 |
| | 62,595 | 34,387 | 41,930 | M3 | 196,745 | 115,337 | 121,794 | \$318.15 | \$ 298.14 | \$ 344.27 | \$ 819.36 |

Events

Spring 2007

SEC MEMBER ORGANIZATIONS

American Institute of Timber Construction

Center for International Trade in Forest Products

Evergreen Building Products Association

Idaho Department of Commerce

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

Contact Information

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Upcoming events — Spring 2007

SEC Staff and member organizations will be participating at a number of shows and seminars in the spring 2007. 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.

Europe

Interzum, Germany May 9-12, 2007 Köln;

Interzum is the biggest furniture show in Europe. The show will host hundreds of furniture manufacturers, suppliers and designers.

Construmat, Spain 2007 May 14-19, 2007, Barcelona

Construmat is the one of biggest construction shows in Europe. The show attracts visitors and exhibitors from construction and machinery industry.

Timber show 2007 September 25-27, 2007, London

A new show (second year) aimed at the wood industry in the UK. The show attracts visitors and exhibitors from construction, furniture, and interior fittings industry.

Japan

Total Construction & Materials Show June 6-9, 2007, Osaka;

It is one of the leading construction shows in Japan. The show attracts visitors and exhibitors from construction and machinery industry.

Mexico

Techno Meuble June 28-30 2007, Guadalajara;

This is the biggest furniture supply show in Mexico. The show will host furniture manufacturers, suppliers and designers.

Expo CIHAC October 16-20 2007, Mexico City

This is the Mexico's answer to the NAHB show for builders, architects and building designers. It is the biggest builder show in Mexico.

China

Furniture China—ZOW 2007 September 27-30, 2007, Shanghai

ZOW is the biggest furniture show in China. The show will host thousands of furniture manufacturers, suppliers and designers.

Upcoming Events 2006-07

| | |
|--|-----------|
| Interzum Germany, Köln | May 2007 |
| Construmat, Spain, Barcelona | May 2007 |
| Techno Meuble, Guadalajara | June 2007 |
| Total Construction & Materials, Osaka | June 2007 |
| SEC Board of Directors Meeting, Seattle | June 2007 |
| International Staff Meeting, Portland | July 2007 |
| Woodworking Ireland, Dublin | Sep 2007 |
| ZOW 2006, China | Sep 2007 |
| US China Build Mission China | Sep 2007 |
| Expoferretera, - Guadalajara, Mexico | Sep 2007 |
| Timber Show—London | Sep 2007 |
| Expo CIHAC, Mexico City | Oct 2007 |
| Japan Homebuilding Show, Tokyo | Oct 2007 |

For links to information on these events go to
www.softwood.org/calendar