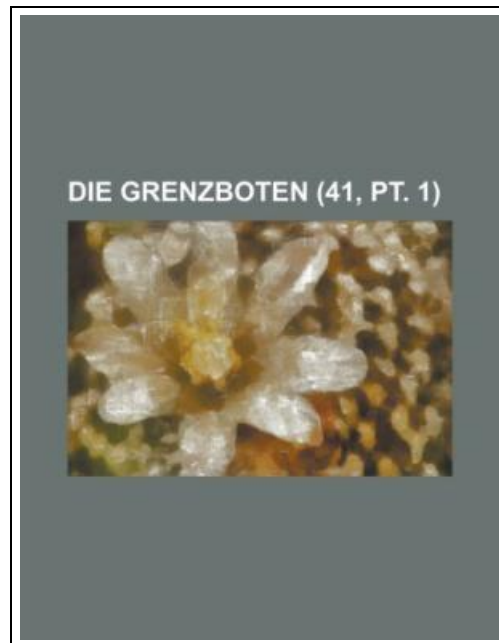


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RareBooksClub. Paperback. Book Condition: New. This item is printed on demand. Paperback. 34 pages. Original publisher: Newton Square, PA: U. S. Dept. of Agriculture, Forest Service, Northern Research Station, 2008 OCLC Number: (OCoLC)352929057 Subject: Forest products industry -- United States. Excerpt: . . . STUDY 1: OPPORTUNITIES AND CHALLENGES FOR PRIMARY PRODUCERS freight disadvantage from the Lake States region compared PRIMARY PRODUCER to more coastal states would place northern hardwoods CASE EXAMPLES at a disadvantage. However, this firm has overcome the freight disadvantage with a species advantage. Case 1: Lumber Exports to China A hardwood lumber producer based in the U. S. Lake Walnut, which has limited commercial growing range States region aggressively approached the Chinese market within the United States, makes up a large portion of for a 5-year period starting in 2002. This firm has several their exports in logs and lumber. White oak and red oak large sawmills and significant kiln capacity producing comprises much of their remaining lumber exports. kiln-dried northern hardwoods. To be successful in They have the capability to source southern oak species the Chinese lumber market, a company must invest to accommodate pricing and margin issues. Although a significant amount of time and money to develop the endeavor was not profitable for the first years, the potential contacts and foster business relationships. Some company is now turning a profit in this market. Exporting U. S. firms have chosen not to develop a physical presence lumber and logs to China required commitment, patience, in China but rather sell to brokers or wholesalers. Others and a significant investment in time and money. have tried to develop an on-the-ground presence in China and have chosen to hire an agent to represent their products and interests. An agent may represent only Case 2: Lumber Exports to China...

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