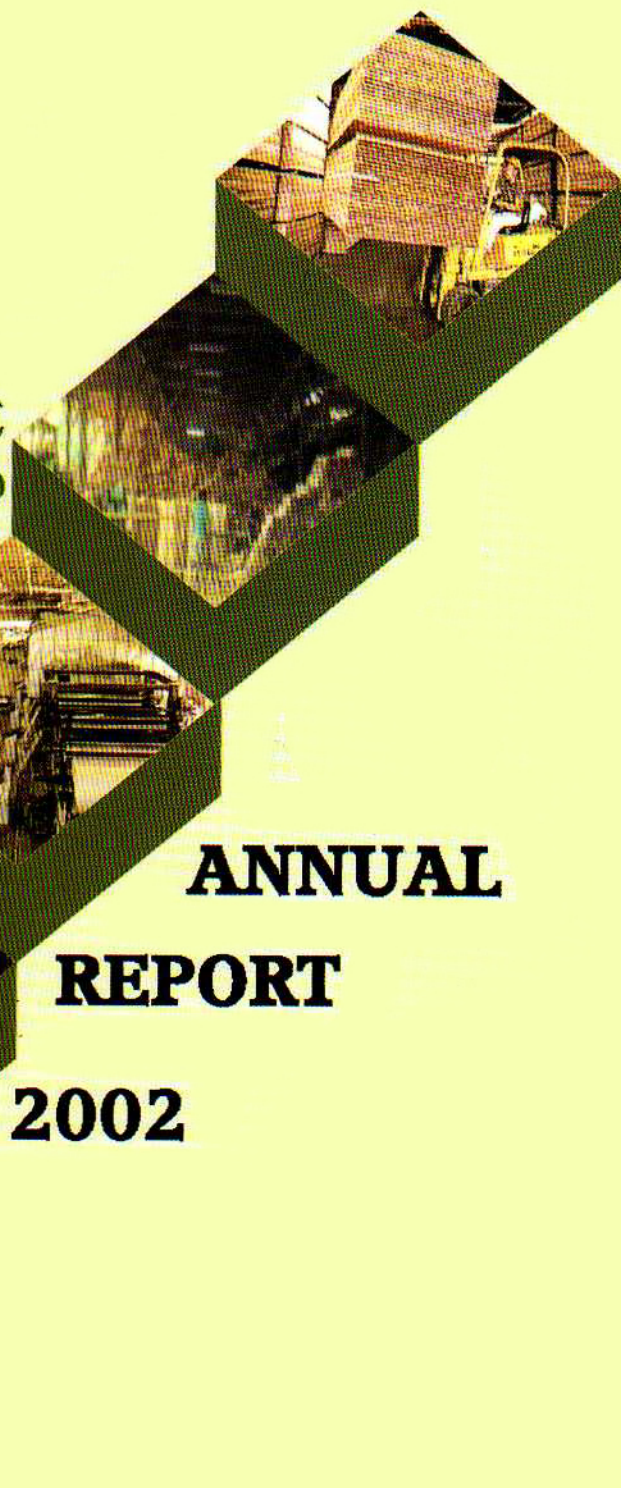




PHILIPPINE  
WOOD  
PRODUCERS  
ASSOCIATION



**ANNUAL  
REPORT  
2002**



## BOARD RESOLUTIONS

*The Board of Directors of the Philippine Wood Producers Association, by unanimous concurrence, submits herewith the Statement and Annual Report of the Chairman of the Board and the President as its Report to the Members for the year ended December 31, 2002.*

  
FERNANDO A. LU  
Chairman

  
ANTONIO C. OLIZON  
President

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**Board of Directors and Officers**

# COMPARATIVE STATISTICAL HIGHLIGHTS

## INDUSTRY INFORMATION

### ● RESOURCES

|  | 2001 | 2002p | Percentage Change |
|--|------|-------|-------------------|
| TLA's in existence, number                       | 19   | 18    | (5)               |
| Annual allowable cut, '000 cu m <sup>&lt;1</sup> | 212  | 171   | (73)              |
| Forest area under license, '000 ha               | 864  | 787   | (9)               |
| ITPLA's (IFMA), number                           | 186  | 193   | 4                 |
| ITPLA'S (IFMA), area, '000 ha                    | 615  | 697   | 13                |

### ● PRODUCTION (Volume in '000 cum)

|                          | 2001 | 2002p | Percentage Change |
|--------------------------|------|-------|-------------------|
| Logs <sup>&lt;2</sup>    | 571  | 334   | (42)              |
| Lumber                   | 197  | 152   | (23)              |
| Plywood <sup>&lt;3</sup> | 292  | 340   | 16                |
| Veneer                   | 255  | 229   | (10)              |

### ● EXPORT (Volume in '000 cum; Value in '000 US\$, FOB)

|  | 2001   |         | 2002p  |         | Percentage Change |       |
|--|--------|---------|--------|---------|-------------------|-------|
|  | Volume | Value   | Volume | Value   | Volume            | Value |
| Logs   | 5      | 157     | 1      | 43      | (80)              | (73)  |
| Lumber <sup>&lt;4</sup>                              | 105    | 15,958  | 91     | 10,267  | (13)              | (36)  |
| Plywood  | 7      | 3,162   | 22     | 9,772   | 214               | 209   |
| Veneer   | 3      | 1,584   | 6      | 3,089   | 100               | 95    |
| Other wood-based manufactured articles ('000 QK)     | 47,957 | 118,514 | 68,497 | 112,270 | 43                | (5)   |
| Furniture, n.e.s. of wood ('000 QK) <sup>&lt;5</sup> | na     | 114,851 | na     | 122,527 | na                | 7     |

### ● IMPORTS (Volume in '000 cum; Value in '000 US\$, CIF)

|  | 2001   |        | 2002p  |        | Percentage Change |       |
|--|--------|--------|--------|--------|-------------------|-------|
|  | Volume | Value  | Volume | Value  | Volume            | Value |
| Logs   | 551    | 44,707 | 434    | 40,613 | (21)              | (9)   |
| Lumber <sup>&lt;6</sup>                          | 371    | 86,271 | 369    | 85,977 | 1                 | (<1%) |
| Plywood  | 8      | 4,284  | 25     | 14,116 | 213               | 230   |
| Veneer   | 114    | 29,039 | 78     | 19,794 | (32)              | (32)  |
| Other wood-based manufactured articles ('000 QK) | 5,687  | 5,479  | 6,804  | 6,125  | 20                | 12    |

Source: Data furnished by FMB/DENR, 23 July 2003 (p-preliminary, a-less than 1,000 cu m)

<1 - Exclude AAC of IAOP not yet approved

<2 - Include plantation logs.

<3 - Industry figures somewhat higher than indicated here.

<4 - Finished lumber products only, raw lumber not allowed for export.

<5 - Value data from CFIP.

<6 - Volume data as projected for 2002 from ITTO; value data interpreted.

na - not available at the moment.

## ASSOCIATION INFORMATION

|                   | 2001        | 2002        | Percentage Change |
|-------------------|-------------|-------------|-------------------|
| Regular Members   | 90          | 88          | 2                 |
| Associate Members | 887         | 1,258       | 42                |
| Revenues          | P 7,501,735 | P 5,646,411 | (25)              |
| Expenses          | P 7,569,061 | P 6,137,189 | (19)              |
| Assets            | P 2,966,909 | P 3,303,946 | 11                |



# TO OUR MEMBERS

## WOOD-BASED INDUSTRY IN REVIEW

The International Tropical Timber Organization (ITTO) stated in its recent Annual Review and Assessment of the World Timber Situation that in 2002 the global tropical timber sector continued to evolve following the trauma of the late 1990s.

China is now becoming a large plywood exporter based on imported logs as the production of plywood by Japan is plummeting. Many producer countries continue their shift to secondary processed products whose exports in 2002 almost rose toward the level of primary tropical timber products trade.

Overall, in ITTO producing countries, log production and log and processed wood exports declined slightly in 2002 relative to the performance in 2000 and 2001. Prices for logs and processed wood products were mix as to the country of origin and of the species.

Specific to the Philippines, preliminary data of the government, mostly, indicated a 31% and 4% decrease in the apparent domestic consumption of logs and primary wood products (lumber, veneer and plywood), respectively, in 2002 compared to the 2001 performance.

Some 57% and 44% of the apparent domestic consumption of logs and of primary wood products, respectively, in 2002 came from imports as against 49% and also 44% of the same in 2001.

Relative to the previous year's, aggregate value exports of logs and primary and downstream wood products slightly improved by 1.5% in 2002 (US\$ 254 million up US\$ 258 million) while imports of the same declined by 2% (US\$ 170 million down US\$ 167 million).

Low GDP growth, budget deficit, slow entry of investments and the residual effects of past regional financial crisis and global political instability ushered in by various wars and terrorism, among others, affected the low albeit flat performance of the wood industry, as of most other industries.

Toward the very end of the year in review, Ms. Elisea G. Gozum was appointed by President Gloria M. Arroyo to replace Mr. Heherson T. Alvarez as the new Secretary of the DENR.

## INDUSTRIAL ROUNDWOOD OR LOG SUPPLY

The net supply or apparent domestic consumption (ADC) of logs in 2002 was 31% lower in volume than that in 2001.

The very poor supply of local logs, 42% lower than that of the previous year, was due to either late or none approval of the operations plans of some IFMA and TLA-holders. The shortage was filled up by imported logs, as in the previous year. Imported logs constituted 57% of the 2002 ADC compared to 49% of the 2001 ADC. Table 1 compares the pictures of the above situation.

Table 1 - Log Supply, in 000 cu m

| Source            | 2001  | 2002 | % Change |
|-------------------|-------|------|----------|
| Local             | 571   | 334  | (42)     |
| Import            | 551   | 434  | (21)     |
| Export            | 5     | 1    | (80)     |
| ADC               | 1,117 | 767  | (31)     |
| % Import from ADC | 49    | 57   |          |

Source: Interpreted from 2001 Philippine Forestry Statistics, and 2002 preliminary data, FMB/DENR.

## PRODUCTION, IMPORTATION, AND EXPORT OF PRIMARY WOOD PRODUCTS

The net supply or ADC of aggregate primary wood products in 2002, volumewise, was only 4% lower than in 2001 because of the decline in the local production of lumber, by 23%, and veneer, by 10%, over those in the previous year; while practically maintaining in 2002 level and 2001 the level of their volume import. The 16% hike in plywood production countered the general decline.

However, relative to the performance from the preceding year, the export of the these wood products showed a modest 3% growth. Table 2 illustrates the above situation.

Table 2 - Aggregate Primary Wood Products Supply, in 000 cu m

| Source            | 2001  | 2002  | % Change |
|-------------------|-------|-------|----------|
| Local             | 744   | 721   | (3)      |
| Import            | 493   | 472   | (4)      |
| Export            | 115   | 119   | 3        |
| ADC               | 1,122 | 1,074 | (4)      |
| % Import from ADC | 44    | 44    |          |

Source: Ibid.

Note: Primary wood products refer to lumber, veneer and plywood



## TO OUR MEMBERS

### WOOD MARKETS AND TRADE BALANCE

Primary wood products, principally lumber, and downstream wood products, such as wood-based manufactured articles and furniture of wood, constituting 9% and 91% of the total value of exports both in 2001 and in 2002, have diversified world markets.

Valuewise, imports were lower by 2% in 2002 than in 2001. In 2002, 96% of the import value was accounted for by logs, lumber and veneer, while wood-based manufactured articles, 4% only; in 2001 respective figures were 98% and 2%.

In 2002, logs were imported from New Zealand, Solomon Islands and Indonesia; lumber, almost entirely from Malaysia, and also from USA; and veneer, generally from Malaysia, and New Zealand.

Table 3 shows the relative balance of trade in wood with the export of high-value added products compensating for the import of input materials such as logs, lumber and veneer.

| Table 3 - Aggregate Export-Import Value, in 000US\$ |         |         |          |
|---|---------|---------|----------|
|   | 2001    | 2002    | % Change |
| Export, fob   |         |         |          |
| Logs  | 157     | 43      | (73)     |
| Primary wood products                               | 20,704  | 23,128  | 12       |
| Downstream wood products                            | 233,365 | 234,797 | 0.5      |
| Total   | 254,226 | 257,968 | 1.5      |
| Import, cif   |         |         |          |
| Logs  | 44,707  | 40,613  | (9)      |
| Primary wood products                               | 119,594 | 119,887 | 0        |
| Downstream wood products                            | 5,479   | 6,125   | 12       |
| Total   | 169,780 | 166,625 | (2)      |

Source: Ibid.

Note: Downstream products refer to furniture of wood and other wood-based manufactured articles.

### MAJOR ISSUES FACED

The main issues (see following Major Industry Issues) the wood industry faced during the year under review maybe summarized, thus:

- The continuing if not fluctuating devaluation of the peso against major currencies that affected the import of raw materials;
- The soft demand for, and the dull prices of, finished wood products;

- The reduction of tariff duties and absence of safety measures to even-up competition;
- The inability of the government, esp. DENR, to address key industry issues that hamper its competitiveness.
- In general, the creeping growth of the economy aggravated by the long-running political turmoil in southern Philippines.

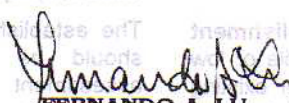
### THE ASSOCIATION

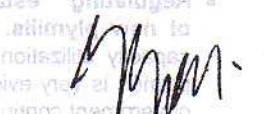
As always, this year in review, the Association Again elevated the usual concerns of the industry to the DENR, the Bureau of Customs, the Tariff Commission, the NCIP, etc. as it kept its commitments, as a member, to regional organizations, e.g. APPF and APTO, and to local industry organizations, e.g. PCCI, FPI and ECOP.

DENR Secretary E. G. Gozun has been very attentive to the concerns of the wood industry. In a very short span of time through her stint, she was able to address a number of the major concerns of the industry.

With the survival of the industry, as the uppermost concern, members of the Association have closed rank in confronting the issues of global competition in general and domestic unfair manufacturing and trade practices in particular. The Plywood Council was very active in putting order to the wood panel sector. Its supply rationalization program (SRP) was successfully implemented. The number of associate members of PWPA has increase by 42% from last year's.

Chair Emeritus Atty. Antonio G. Bernas continues to be active with his counsel the PWPA as its directors and officers as well as members have sustained their cooperation a support, enlightening indeed, the onus of the offices of the Chairman and the President.

  
FERNANDO A. LU  
Chairman

  
ANTONIO C. OLIZON  
President



# MAJOR INDUSTRY ISSUES 2002

## ISSUES

## POSITION TAKEN BY PWPA

## STATUS

Most of the industry issues raised in Year 2001, as contained in the preceding Annual Report, not having been addressed, have remained as continuing issues in Year 2002. They are not anymore repeated/enumerated herein.

### A. DENR CONCERN

#### 1. Woods operations

- Supply of wood materials from production second growth and plantation forests is not being tapped due to the absence of access policy.
- Poor development of small-sized IFMA, SIFMA and CBFM areas as sources of wood raw materials.
- Harvesting, transport and trading of trees planted in private lands, being regulated through SMF, are found anomalous.
- Intervention of NCIP and/or IP/ICC, invoking IPRA (RA 8371), in TLA/IFMA areas in particular and forestlands in general.

Allow access, through appropriate tenurial instruments and under sustainable forest management, to production second growth and plantation forests in expired TLA areas as additional sources of supply of timber.

Review the programs therefor with the end of view promoting their productive development. The industry could act as 'big brothers'.

Deregulate these practices, even on a trial basis, starting in the Caraga Region, in order to effect a smooth flow of wood materials that benefit all stakeholders concerned.

Claiming priority tenured forestlands as ancestral domains or lands is not intended by the law. The regulations of NCIP, e.g. AO 2002-3 should be reconciled with existing regulations of DENR.

The proposal is acceptable in principle among key government forester-officials but its operationalization is hesitated due to backlash from environmentalists; yet these forests remain open access to illegal means.

Accordingly, a foreign-funded project is looking how investments maybe attracted, esp. in CBFM, a priority policy of the DENR.

A MOA was signed by and between DENR and PWPA on August 9, 2002 implementing a deregulation exercise in Caraga Region, through an interim Clearing House system.

During the seminar-workshop in October, 2002 in Angeles City between NCIP and PWPA/CMP, areas of concern were discussed. Suggestions from the latter were yet to be studied by the former.

#### 2. Rationalization of the wood processing or manufacturing sectors.

- Need to update the wood industry rationalization program, in effect since MAO No. 50, Series of 1986, in order to make the wood industry globally competitive.
- Reviving the sawmill sector by allowing export of lumber manufactured from imported logs.
- Regulating establishment of new plymills. Idle or low capacity utilization of existing plymills is very evident yet the government continues to allow new plymills to be established contrary to regulations.

A new program of wood industry rationalization would achieve for the sectors concerned the following: revive sawmilling, limit proliferation of the veneer and plywood mills, and effect modernization or retooling of wood mills.

Allowing the export of such lumber is the key to reviving the lumber sector. Millers get back their dollars from export of lumber. More lumber for downstream wood industries. More mills means more employment.

The establishment of new plymills should be based on periodic assessment of the so-called "measured capacity"; i.e., the volume demand by the local and export markets. In this way, the sector becomes competitive.

Special Order No. 2001-691 was issued creating the Forest-based Industries Advisory Committee to address issues affecting the wood industry, such as the rationalization program. However, the Committee failed to address the issue.

Export as an approach in minimizing dollar drain and in generating employment is accepted by DENR. The PWPA and FMB are to draft regulations to effect the export mechanism. (Overtaken by change of DENR administration).

The DENR agreed to consider the recommendation, including PWPA's endorsement of application for new plymills - based on a rationalization program. (Overtaken by change of DENR administration).



# MAJOR INDUSTRY ISSUES 2002

## ISSUES

## POSITION TAKEN BY PWPA

## STATUS

### B. TARIFF COMMISSION, BUREAU OF CUSTOMS, AND DTI/BPS CONCERN.

- 1. Tariff Commission (TC).** The TC has continued the accelerated reduction of tariff rates on imported wood articles; through it and in the absence of measures to even the playing field, the wood industry is losing its competitive edge.
 

TC was asked for a slower if not temporary suspension of tariff reduction, esp. for plywood, under the MFN and AFTA-CEPT agreements. PWPA joined the FPI in urging a congressional action to stay the tariff at the 2001 level.

The petition for 2002 tariff at 2001 level failed; however for 2003, tariff will be reverted to 2002 level. PWPA sought government assistance to ease non-tariff barriers imposed by log exporting countries through bilateral arrangement.
- 2. Bureau of Customs.** The dumping and smuggling of plywood has caused the price of similar locally made products uncompetitive.
 

The Association, by itself, or through the FPI, has called the attention of the BOC and the Department of Trade and Industry about juxtaposed practices.

The PWPA in PCCI-led import monitoring and the vigilance of its Plywood Council somehow curbed import anomalies. The creation of PPSQF in October 2002 adds force against import malpractices.
- 3. Bureau of Product Standards.** Some plymills, who are not PWPA members, continue to manufacture and sell low quality plywood and even without PS licenses.
 

The Association urged BPS/DTI to intensify the monitoring of, filing charges against, and closing down of these types of erring mills as it asked its members concerned to have PS licenses (see below).

To further curb the manufacture and selling of substandard plywood, a MOA between BPS/DTI and DENR, who has power to close down mills, was proposed during the 51<sup>st</sup> Annual Meeting of PWPA.

Department of Trade and Industry  
BUREAU OF PRODUCT STANDARDS  
PS QUALITY CERTIFICATION MARK LICENSEES  
(Compliant to DAO 1:1997)  
As of April 30, 2003

| <u>PLYWOOD COMPANY</u>                                       | <u>YEAR ISSUED</u> | <u>LICENSE NUMBER</u> | <u>BRANDS</u>     |
|--|--------------------|-----------------------|-------------------|
| Agusan Plywood Corp.   | 2000               | Q-0145                | APC               |
| Asia Pacific Timber & Plywood Corp.                          | 1999               | Q-0059                | APTPCO            |
| Baganga Plywood Corp.  | 2000               | Q-0392                | ZAMBOPLY          |
| C. Alcantara & Sons, Inc.                                    | 1998               | Q-0016                | ECOWOOD/ALCANTARA |
| Davao Panels Enterprises, Inc.                               | 1999               | Q-0091                | FANCY PANELS      |
| EMCO Plywood Corp.   | 2000               | Q-0148                | EMCO              |
| Forever Richsons Trading Corp.                               | 2000               | Q-0241                | FRTC              |
| Hantex Manufacturing Corp.                                   | 2003               | Q-0704                | HANTEX            |
| Havana Lumber Inc. (previously Int'l. Hardwood & Veneer Co.) | 2003               | Q-0693                | INTERWOOD/HAVANA  |
| HCH Wood Corporation   | 2002               | Q-0637                | HCH               |
| La Peña Sawmill Corp.  | 2001               | Q-0443                | LA PEÑA           |
| Li Chiang Corp.  | 2002               | Q-0587                | LI-CHIANG         |
| M & S Co., Inc. (Cotabato Timberland Co.)                    | 2002               | Q-0581                | INDURA            |
| Mega Plywood Corp.   | 2002               | Q-0573                | ZAMBOPLY          |
| Mindanao Omega Industries Inc.                               | 2002               | Q-0621                | OMEGA             |
| Minrico Lumber Enterprises Co., Inc.                         | 2000               | Q-0240                | ATLAS             |
| Mintrade Corporation   | 2000               | Q-0395                | MINTRADE          |
| MR Board, Inc.   | 2001               | Q-0430                | MR BOARD          |
| Mt. Banahaw Wood Ind. Inc.                                   | 2000               | Q-0259                | MT. BANAHAWMBWII  |
| Pacific Timber Export Corp.                                  | 2001               | Q-0489                | PATECO            |
| Philippine Softwood Products, Inc.                           | 2000               | Q-0393                | PERMA PLY         |
| Premium Plywood Mfg. Corp.                                   | 2000               | Q-0296                | PPMC              |
| Republic Wooden Commodities Mfg. Corp.                       | 2001               | Q-0460                | REWOODCO          |
| Richmond Plywood Corp.                                       | 2000               | Q-0337                | RPC               |
| San Manuel Wood Products                                     | 2000               | Q-0248                | STA. CLARA PLY    |
| Sunrise Plywood Corp.  | 2002               | Q-0564                | SUNRISE PLY       |
| Surtgao Development Corp.                                    | 2002               | Q-0619                | SUDECOR           |
| Union Plywood Corp.  | 2000               | Q-0135                | UNION PLY         |
| United Wood Industries Corp.                                 | 1999               | Q-0113                | UNIWOOD           |
| Vicmar Development Corp.                                     | 2000               | Q-0355                | TOP FOREST        |
| Winlex Marketing Corp.                                       | 2001               | Q-0542                | WINLEX            |



## OUR MEMBERS

### REGULAR MEMBERS

#### CAR

**FURNITURE GROUP, INC.**  
R-273 Wellington Bldg., Plaza Ruiz,  
Binondo, Manila  
Mr. Florio M. Buñag

#### REGION I

**SHIPSIDE, INC.**  
Poro, San Fernando City, La Union  
Mr. Felipe U. Yap

#### REGION II

**LIBERTY LOGGING CORP.**  
123 Kaingin Rd., Balintawak,  
Quezon City  
Mr. Wilson Lim

**LUZON MAHOGANY TIMBER IND., INC.**  
44 Edison St., U. E. Tech. Subdivision,  
Malabon, Metro Manila  
Mr. Manuel A. Ng

**SCALA SAWMILL**  
No. 7 Damar Loop, Damar Village,  
Quezon City  
Mr. Vicente U. Peña

**WOODLAND WOOD PRODUCTS**  
119-K 3rd St., Kamuning,  
Quezon City  
Mr. Jose Allan Cruz

#### GMWPA

**ALASKA LUMBER CO., INC.**  
2071 Int. Raja Bago, Juan Luna St.,  
Tondo, Manila  
Mr. Felipe Lee

**ATLANTA WOOD DEVELOPMENT CORP.**  
12 T. Santiago St., Canumay,  
Valenzuela, Metro Manila  
Mr. Tan Chin

**CAPITOL SAWMILL, INC.**  
Paseo de Blas, Valenzuela, Metro Manila  
Mr. Rufino Chua

**CONSOLIDATED WOOD PRODUCTS, INC.**  
Km. 19 South Super Highway,  
Parañaque, Metro Manila  
Mr. Lino Uy

**EAST ASIA SAWMILL CORP.**  
1235 T. Earnshaw St., Tondo, Manila  
Mr. James Lee

**ELCO WOOD PROCESSING CORP.**  
San Juan, Balagtas, Bulacan  
Mr. Juan L. Santiago

**EXTENSIVE WOOD PROCESSING CORP.**  
Km. 15 Mc Arthur Highway, Dalandanan  
Valenzuela, Metro Manila  
Mr. Johnny Chan

**GOLDEN STAR IND. CORP.**  
Bo. Patubig, Marilao, Bulacan  
Mr. Edward Coquingo

**GREAT WOOD CORP.**  
Vicente Reales St., Valenzuela, Metro Manila  
Mr. Alfredo Go

**GREAT WORLD IND'L. INT'L. CORP.**  
Bo. Canumay Valenzuela, Metro Manila  
Mr. Benjamin Coquingo

**SAHARA WOOD CORP.**  
#2 T. Santiago St., Canumay,  
Valenzuela, Metro Manila  
Mr. Tan Chin

**SOUTHERN SAWMILL**  
1331 Dagupan St.,  
Tondo, Manila  
Mr. Tiong Ben dela Cruz

**STA. ANA INDUSTRIAL CORP.**  
2735 Old Panaderos St., Sta. Ana, Manila  
Mr. Benjamin Coquingo

**TABANG SAWMILL, INC.**  
Tabang, Bulacan  
Mr. Jose Ong Jr.

#### REGION III

**DELTA WOOD PRODUCTS CORP.**  
510 Tugatog St., Bo. Pantoc,  
Meycauayan, Bulacan  
Ms. Excelina Datuin



## OUR MEMBERS

### **GOODYEAR TIMBER PRODUCTS CORP.**

27-C Compound, Bagbagundo,  
Valenzuela, Metro Manila  
**Mr. Benny Coquino**

### **INDUSTRIAL TIMBER CORP.**

R-504 ITC Bldg., Sen. Gil J. Puyat Ave.,  
Makati City  
**Dr. Tomas Tangsoc, Jr.**

### **LA PEÑA SAWMILL CO., INC.**

No. 7 Damar Loop, Damar Village,  
Quezon City  
**Mr. Francisco U. Peña**

### **M R BOARD, INC.**

G/F Metrobank Bldg., Ortigas Ave. cor. Wilson St.,  
Greenhills, San Juan, Metro Manila  
**Mr. Jimmy A. Ng**

### **MAPLE RESOURCES DEVELOPMENT CORP.**

Pandayan, Meycauayan,  
Bulacan  
**Mr. Jimmy A. Ng**

### **NEW CENTURY TRADING & LBR. CORP.**

Bo. Capaya Uno, Angeles City,  
Pampanga  
**Mr. Henry Hui**

### **PANEL PRODUCTS INDUSTRIES CORP.**

#2 Lawang Bato cor. Daang Bato,  
Valenzuela, Metro Manila  
**Mr. Wellington C. Yao**

### **REGION IV**

### **GREEN CIRCLE PROPERTIES & RES., INC.**

Unit 1503-D Equitable Bank Tower,  
Paseo de Roxas, Makati City  
**Mr. Mauro A. Roxas**

### **INDUSTRIES DEVELOPMENT CORP.**

IDC Compound, E. Rodriguez Jr. Ave.,  
Ugong Norte, Quezon City  
**Mr. Joselito Ong, Jr.**

### **INTER-PACIFIC FOREST RESOURCES CORP.**

Rm. 203 Anita Bldg., 1300  
Quezon Ave., Quezon City  
**Mr. Leoncio Ruiz**

### **MT. BANAHAW WOOD IND., INC.**

24 Dancalan St., Damar Village,  
Quezon City  
**Mr. Rafael Tantuco**

### **PACIFIC TIMBER EXPORT CORP.**

2/F LGI Bldg., Ortigas Avenue, Greenhills,  
San Juan, Metro Manila  
**Mr. Fernando A. Lu**

### **TABLERIA TAN TAO SAWMILL, INC.**

Calicanto, Batangas City 4200  
**Mr. Johnny Yu**

### **VERDANT AGRO-FOREST DEVELOPMENT CORP.**

G/F Metrobank Bldg., Wilson St. cor Ortigas Ave.,  
Greenhills, San Juan, Metro Manila  
**Mr. Jimmy A. Ng**

### **NCR**

### **ASIA-PACIFIC TBR. & PLYWOOD CORP.**

14-A Trinidad St., Victoria Village, East Canumay,  
Valenzuela, Metro Manila  
**Mr. Ramon C. Lim**

### **BULACAN INTEGRATED WOOD**

197 Mc Arthur Highway, Valenzuela, Metro Manila  
**Mr. Felix L. Sy**

### **EXCEL WOOD INDUSTRIES, INC.**

c/o PLMA: 710-712 Beaterio St., Intramuros, Manila  
**Ms. Josie Ong**

### **FBJJ MARKETING**

197 Mc Arthur Highway, Valenzuela, Metro Manila  
**Mr. Felix L. Sy**

### **HANTEX MANUFACTURING CORP.**

5122 B. Hao St., Mapulang Lupa,  
Valenzuela, Metro Manila  
**Ms. Belen Chua**

### **HAVANA LUMBER, INC.**

2/F FUBC Bldg., 413 Escolta,  
Manila  
**Mr. Peter So**

### **INT'L HARDWOOD & VNR. CO. OF THE PHILS**

346 Isabel St., Sta. Ana, Manila  
**Ms. Carolina T. Young**

### **INTERNATIONAL PLYWOOD CORP.**

197 Mc Arthur Highway, Valenzuela, Metro Manila  
**Mr. Felix L. Sy**

### **PREMIUM PLYWOOD CORP.**

227 Felix Huertas, Sta. Cruz,  
Manila  
**Mr. Willy Dizon**



## OUR MEMBERS

**REPUBLIC WOODEN COMMODITIES  
MANUFACTURING CORP.**  
917 Susano Ave., Novaliches,  
Quezon City  
**Mr. Benjamin Uy**

**TOPLITE LUMBER**  
71 Sapang Bakaw St., Lawang Bato,  
Valenzuela, Metro Manila  
**Mr. Johnny Chua**

### REGION IX

**MEGA PLYWOOD CORP.**  
Suite 272 Wellington Bldg., Plaza Ruiz,  
Binondo, Manila  
**Mr. Alfredo Chua**

**MINDANAO ESTATES TIMBER CORP.**  
2227 Jose Abad Santos Avenue,  
Tondo, Manila  
**Mr. Jose Dy**

**SIRAWAI PLYWOOD & LUMBER CORP.**  
4/F Dacon Bldg., 2281 Pasong Tamo Ext.,  
Makati City  
**Atty. Antonio G. Bernas**

**SUNRISE PLYWOOD CORP.**  
2227 Jose Abad Santos Avenue,  
Tondo, Manila  
**Mr. Jose Dy**

### REGION X

**CAGAYAN DE ORO TIMBER  
COMPANY, INC. (CATIMCO)**  
Puntod, Cagayan de Oro City  
**Mr. Alarico S. Lim**

**INDUSTRIAL PLYWOOD GROUP CORP.**  
R-504 ITC Bldg., 337 Sen. Gil J. Puyat Ave. Ext.,  
Makati City  
**Dr. Tomas Tangsac, Jr.**

**SINAFAL SAWMILL CO., INC.**  
2/F PRL Bldg., Pasig Blvd., Pasig City  
**Mr. Arturo G. Dee**

**TIPI WOOD PRODUCTS CORP.**  
R-502 State Cond. I, Salcedo St.,  
Legaspi Village, Makati City  
**Mr. Emmanuel S. de Asis**

**UNION PLYWOOD CORP.**  
R-502 State Cond. I, Salcedo St.,  
Legaspi Village, Makati City  
**Mr. Antonio C. Olizon**

**WOODLAND DOMAIN, INC.**  
24 Real St., Zapote, Las Piñas,  
Metro Manila  
**Mr. Renato P. Dragon**

### REGION XI

**BAGANGA PLYWOOD CORP.**  
Suite 272 Wellington Bldg., Plaza Ruiz,  
Binondo, Manila  
**Mr. Alfredo Chua**

**C. ALCANTARA & SONS, INC.**  
3/F Alson's Bldg., 2286 Pasong Tamo Ext.,  
Makati City  
**Ms. Edith I. Alcantara**

**CHARVERSON WOOD INDUSTRY CORP.**  
Cor. Apitong Pakata St. Nova Tierra Village  
Lanang, Davao City  
**Mr. Alex de Lucia**

**CONSOLIDATED PLYWOOD IND., INC.**  
Km. 15 Panacan, Davao City 8000  
**Mr. Henry C. Wee**

**DAVAO PANELS ENTERPRISES, INC.**  
Km. 15 Panacan, Davao City  
**Mr. Juanito L. Calolot**

**DAVAO VENEER INDUSTRY**  
Riviera Village, Bajada, Davao City  
**Ms. Madie H. Sahid**

**FOREVER RICHSON'S TRADING CORP.**  
Cor. Apitong Pakata St., Nova Tierra Village,  
Lanang, Davao City  
**Mr. Alex de Lucia**

**MINDANAO OMEGA INDUSTRIES CORP.**  
Km. 14 Malagamot St.  
Panacan Valley Davao City  
**Mr. Jose Sia**

**MINTRADE CORPORATION**  
888 Mintrade Drive, Lanang, Davao City  
**Mr. Guilbert Go**

**SAN MANUEL WOOD PRODUCTS, INC.**  
Daliao, Toril, Davao City  
**Mr. Manuel Ting**



## OUR MEMBERS

### REGION XII

#### **FINDLAY MILLAR TIMBER CO.**

U-C G/F Cordova Bldg., Valero cor Sedeño Sts.,  
Salcedo Village, Makati City  
**Mr. Robert W. Kua**

#### **EVER SUN DEVELOPMENT LTD.**

Unit 102, 1357-B Paz St., Paco,  
Manila  
**Mr. Kevin Cheng**

#### **M & S COMPANY, INC.**

4/F Dacon Bldg., 2281 Pasong Tamo Ext.,  
Makati City  
**Atty. Antonio G. Bernas**

#### **MINRICO LUMBER ENTERPRISES CO., INC.**

Jose Lim Sr. St.,  
Cotabato City  
**Ms. Yu Beng L. Chua**

### ARMM

#### **COTABATO TIMBERLAND CO., INC.**

4/F DACON Bldg., 2281 Pasong Tamo,  
Makati City  
**Atty. Antonio G. Bernas**

#### **TIMBER IND. OF THE PHIL., INC.**

Unit C, G/F Cordova Bldg., Sedeño St. cor.  
Valero St., Salcedo Village, Makati City  
**Mr. Robert W. Kua**

#### **VICMAR DEVELOPMENT CORP.**

Unit C, G/F Cordova Bldg., Sedeño St. cor.  
Valero St., Salcedo Village, Makati City  
**Mr. Robert W. Kua**

### CARAGA REGION

#### **AGUSAN PLYWOOD CORP.**

R-502 APC Bldg., 1186 Quezon Avenue,  
Quezon City  
**Mr. William L. Perez**

#### **ARAS-ASAN TIMBER CO., INC.**

Rm. 11-12, 11/F Manila Bank, Corp.,  
6772 Ayala Avenue, Makati City  
**Mr. Evaristo M. Narvaez, Jr.**

#### **BUNSACO, INC.**

17 Forest Hills St., New Manila,  
Quezon City  
**Mr. Timothy Pichay**

#### **CASILAYAN SOFTWOOD & DEV'T. CORP.**

211 Pasong Tamo cor. Tindalo St.,  
Makati City  
**Mr. Leonides Rodil**

#### **EMCO PLYWOOD CORP.**

2<sup>nd</sup> Floor Ace Bldg., 103 Rada cor. Dela Rosa Sts.,  
Legaspi Village, Makati City  
**Mr. Alfonso C. Keh, Jr.**

#### **JAKA EQUITIES CORP.**

Jaka Center 211 Pasong Tamo St.,  
Makati City  
**Mr. Antonio J. Lim**

#### **NASIPIT LUMBER COMPANY, INC.**

5/F Maritima Bldg., 117 Dasmariñas St.,  
Binondo, Manila  
**Atty. Felix T. Tamesis**

#### **PHIL. SOFTWOOD PRODUCTS, INC.**

111 A. 6<sup>th</sup> St., cor 6<sup>th</sup> Ave., Grace Park,  
Caloocan City  
**Mr. Stanley Q. Tan/Mr. Stephen Q. Tan**

#### **PICOP RESOURCES, INC.**

2/F Moredel Bldg., 2280 Pasong Tamo Ext.,  
Makati City  
**Mr. Pedrito M. Aragon**

#### **PROVIDENT TREE FARMS, INC.**

Phimco Compound, A. Bautista St., Punta,  
Sta. Ana, Manila  
**President**

#### **RICHMOND PLYWOOD CORP.**

227 Felix Huertas, Sta. Cruz, Manila  
**Mr. Willy Dizon**

#### **ROYAL MATCH CO., INC.**

211 Pasong Tamo cor. Tindalo St.,  
Makati City  
**Mr. Leonides Rodil**

#### **SURIGAO DEVELOPMENT CORP.**

4/F Enzo Bldg., 399 Sen. Gil J. Puyat Ave.,  
Makati City  
**Mr. Aristeo G. Puyat**

#### **THE NEW SOUTH STAR MFG. CORP.**

1014 Quirino Highway, Nova., Quezon City  
**Mr. Peter Chua**

#### **UNITED WOOD INDUSTRIES CORP.**

111 A. 6<sup>th</sup> St., cor 6<sup>th</sup> Ave., Grace Park,  
Caloocan City  
**Mr. Stanley Q. Tan/ Mr. Stephen Q. Tan**



## OUR MEMBERS

### ASSOCIATE MEMBERS

#### REGION I

3R & M PAINT & GEN. MDSE.

A & JJ LUMBER CONST. SUPPLY

A.R. LU COMMERCIAL

ABAY'S CONST. SUPPLY

ACKSET LUMBER

ADAMAS AUTO-SUPPLY & GEN. MDSE.

ADAMAS CONSTRUCTION

AGOO BUILDERS

AL-A COMMERCIAL

ALARCOS CONST. SUPPLY & LUMBER

ALEX'S CONSTRUCTION SUPPLY

ANGELES BAUANG LUMBER

ANNA BEATRIX MARKETING & CONST.

ARLU COMMERCIAL

ARLY TRADING & CONST. SUPPLY

ARPEE CONST. SUPPLY

ASIA CONST. SUPPLY

ASIAN LUMBER & CONSTRUCTION

ASINGAN ENTERPRISES

AVENUE LUMBER & HARDWARE

BACCARRA HI-WAY LUMBER

BACCARRA LUMBER & HARDWARE

BACNOTAN BICYCLE STORE & GEN. MDSE.

BALLALOS ENTERPRISES

BARRACA COMMERCIAL

BAUAN ILOCANO LUMBER

BENZWOOD MARKETING

BERTRADE CONST. SUPPLY

BINALONAN ALFONSO LUMBER

BNB CONST. MAT. & CYCLE PARTS

BOY CONST. SUPPLY

BRUAN GENERAL MDSE.

C & M COMMERCIAL

C.D. MICU TRADING & CONST.

CABRERA TRADING

CAROPA TRADING

CARRIED LUMBER

C E C CONST. SUPPLY

CENTRO LUMBER & HARDWARE CORP.

CGK ENTERPRISES

CHUANCHO HARDWARE & GEN. MDSE.

CINDY'S LUMBER & HARDWARE

CO LAO LUMBER

COBY TRADING

CORAL SAND LUMBER & HARDWARE

CURRIMAO CONST. SUPPLY

D.S. TRADING

DAGUPAN EVERGOOD ENT., INC.

DAGUPAN TONY'S LUMBER

DANAE CONST. SUPPLY

DAYLIGHT ELECTRICAL SUPPLY & HARDWARE

DIAY LUMBER & HARDWARE

DOLORES LUMBER & HARDWARE

DOMESTIC LUMBER & HARDWARE

DOTON'S TRADING

DYUY LUMBER & HARDWARE

EAST CENTRAL PANG. LBR. & HARDWARE CORP.

EDEL'S CONSTRUCTION

EDJ TRADING

EL NIÑA ENTERPRISES

EROSALIE LUMBER

ERRALYN LUMBER & HARDWARE

ETERNA LUMBER & HARDWARE

FAR EASTERN LUMBER & HARDWARE

FERCAL HARDWARE & LUMBER

FIDEL CACAS GRAVEL & SAND & GEN. MDSG.

FILCO SHOWROOM

FIVE STAR LUMBER

FJM TRADING

FLORAYJUN CONCRETE PRODUCTS & CONST. SUPPLY

FM SALES CENTER

GOLDON AGRITECH CORP.

GREAT OKL LUMBER & HARDWARE

HI-WAY LUMBER & CONST. SUPPLY

HOLIDAY ENTERPRISES

HONEY BEE MARKETING

HUNDRED ISLAND MDSG.

I.L. LOVERANES MERCHANDISING



## OUR MEMBERS

J.C.M. ENTERPRISES  
JAAL LUMBER STEEL  
JC TRADING CENTER & LUMBER  
JOEL'S MERCHANDISING  
JOHN'S CONST. SUPPLY  
JMW MERCHANDISING CORP.  
JWC COMMERCIAL, INC.  
KAMBAL CONST. SUPPLY  
KAMBAL LUMBER & HARDWARE  
KAPITBAHAY LUMBER & HARDWARE  
KING'S COMMERCIAL CORP.  
KING'S LAND LUMBER & HARDWARE  
KTM TRADING  
KULILIG MERCHANDISING  
LAOAG FAR EASTERN LUMBER & HARDWARE  
LAOAG NEWTON CONST. SUPPLY  
LEIVERANCE ENTERPRISES  
LEONARDO'S CONSTRUCTION  
LIBERTY COMMERCIAL  
LA UNION CAPITAL LUMBER  
LA UNION KULIGLIG MERCHANDISING  
LA UNION LUMBER & HARDWARE  
LA UNION NEW CAPITAL LUMBER-HARDWARE CO., INC.  
LA UNION NEW CENTRAL TRADING  
LU NEW PEOPLES LUMBER & HARDWARE  
LA UNION PEOPLE'S LUMBER & HARDWARE  
LA UNION QUALITY TIMBER MANUFACTURING CORP.  
LA UNION R & R GENERAL MERCHANDISE  
LUCKY STAR LUMBER & HARDWARE  
MABUHAY LUMBER & HARDWARE  
MAE & KING CONST. SUPPLY  
MANAOAG LUMBER & HARDWARE  
MARLO MERCHANDISING  
MASUERTE CONST. SUPPLY  
MEDIUM LUMBER & HARDWARE & CARPENTRY SHOP  
MIKAJOBEH HARDWARE & CONST. SUPPLY  
MONG DING CONST. SUPPLY  
MORIES ENTERPRISES  
MORLA LUMBER & HARDWARE  
N.G. AQUINO MERCHANDISING  
N.I.F. LUMBER (FOR. FILIPINAS LUMBER)

NAGUILLIAN LUMBER & HARDWARE  
NARRA COMMERCIAL  
NARVACAN LUMBER & HARDWARE  
NAVASCA HARDWARE & CONST. SUPPLY  
NEW AGOO CEMENT CENTER LUMBER & HDWE.  
NEW ANTONIO LUMBER & HARDWARE  
NEW BACARRA LUMBER & HARDWARE  
NEW BANTAY LUMBER & HARDWARE  
NEW BATAK LUMBER & HARDWARE  
NEW BORN LUMBER & HARDWARE  
NEW CALASIAO LUMBER  
NEW DAGUPAN LUMBER  
NEW FERCAL HARDWARE & LUMBER  
NEW MORALES LUMBER & HARDWARE  
NEW NORTHCOAST TRADING CORP.  
NEW NORTHERN UNION LUMBER CORP.  
NEW POPULAR LUMBER  
NEW POZORRUBIO MERCHANDISING  
NEWTON CONSTRUCTION SUPPLY  
NORTH COAST TRADING CORP.  
NORTHERN LUMBER  
NORTHERN TRADING & CONST. SUPPLY  
ORBITO TRADING  
ORIENTAL BROTHERS TRADING  
ORIENTAL LUMBER CORP.  
PANGASINAN HOPE MERCANTILE CORP.  
PANGILINAN LUMBER & CONST. SUPPLY  
PEÑA HARDWARE  
PEOPLE'S CONSUMER STORE  
PHIL. TOPWOOD INDUSTRIES & TRADING CORP.  
PHILJ'S ENTERPRISES  
PHILWOOD CONST. SUPPLIES  
PIDDIG CENTRAL LUMBER & HARDWARE  
POPULAR LUMBER & HARDWARE  
PRO-BAHAY LUMBER & CONST. SUPPLY  
R.J. BUADA TRADING  
REIJAN CONST. SUPPLY  
RELIANCE CONST. SUPPLY  
RENNIEFE HARDWARE  
RHKP USON BUILDERS SUPPLY  
RIVERA HOLLOW BLOCKS & CONST. SUPPLY  
ROMMEL'S SALES CENTER  
RUFO LUMBER & CONST. SUPPLY



## OUR MEMBERS

RYES COMMERCIAL  
SALAZAR CONST. SUPPLY  
SALCEDO LUMBER  
SAN CARLOS LUMBER & HARDWARE, INC.  
SANCHEZ HARDWARE  
SINTONG MARKETING CO., INC.  
SOLIDBILT CONCRETE PRODUCTS & GEN. MDSG.  
SOLIDNORTH MARKETING  
SONSON CONCRETE PRODUCTS & CONST. SUPPLY  
STANDARD ENTERPRISES & CONST. SUPPLY  
T. GAMAYO CONST. SUPPLY  
TAGUMPAY LUMBER & HARDWARE  
TALICO INDUSTRIAL & CONST. SUPPLY  
TAMONDONG FURNITURE & GEN. MDSG.  
TGO LUMBER & HARDWARE  
THRIFTY MART LUMBER & HARDWARE  
TORRALBA'S HOLLOW-BLOCKS & CONST. SUPPLY  
UNIQUE LUMBER  
UPSTARTS ENTERPRISES  
VC BAUTISTA CONST. & SUPPLY  
VIGAN FORTUNE LUMBER & HARDWARE  
VIGAN FORTUNE LUMBER & HARDWARE - CANDON  
VIGAN GALAXIE GEN. MDSG. & LUMBER  
VILORIA LUMBER & HARDWARE  
VJ CRUZ STEEL SUPPLY & GEN. MDSE.  
WD MERCHANDISING  
WOODLUCK LBR. CONST. SUPPLY & GEN. MDSE.  
YAKAL CONST. & ELECTRICAL SUPPLIES CO.  
YAKAL LBR & COMMERCIAL DEV'T. INC. - CANDON  
YAKAL LBR & COMM'L DEV'T. INC. - TAGUDIN  
YAKAL LUMBER & HDWE - NARVACAN

### REGION II

D N M MINI-SAWMILL  
JADEWOODWORKS GENERAL MERCHANDISE  
MARJ'S WOOD INDUSTRIES  
SAN ANTONIO MINI-SAWMILL  
SIBBALUCA'S HARDWARE & CONST. SUPPLY  
STA. MARIA MULTI-PURPOSE COOP. INC.

### REGION III

A & J ROSEGOLD, INC.  
A. C. E.  
A. C. SUNRISE LUMBER CONST. SUPPLY  
A. DAVID CONST. SUPPLY  
A.Y. YABUT CONST. SUPPLY  
ABUCAY LUMBER  
ACUNA TRADING  
ADM LUMBER & HARDWARE  
ADRIANO L. LAXA STICK LUMBER DEALER  
ALGJ HARDWARE  
ANGELES ROMARS TRADING  
ANGELES LCM LUMBER  
ANGLI-LUMBER & HARDWARE  
ANMAR LUMBER & HARDWARE  
APUNG DUQUE LUMBER & HARDWARE  
ASIAN GLOBE TIMBER CORP.  
AWECA EXIM TRADING CORP.  
BAGUISA MINI LUMBER  
BALGON HARDWARE  
BANZIL-GALANG GENERAL MDSE.  
BATAAN COMMERCIAL ENTERPRISES  
BATAAN VICTORY LUMBER  
BERDIZ GENERAL MDSE. & CONST. SUPPLY  
CABZON HARDWARE  
CALIFORNIA LUMBER  
CDY CONST. SUPPLY  
CEL-AN TRADING  
CHANNEL CONST. & TRADING  
CORDERO'S TAGALOG LUMBER & HARDWARE  
DANGEL TRADING - BULACAN BRANCH  
DELTA WOOD PRODUCTS CORP.  
DOUBLE L TRADING  
DYNA MARKETING  
E & W LUMBER & CONST. SUPPLY  
E. B. DAVID CONST. SUPPLY  
EDMAR JOSEPH TRADING  
EDMARS TRADING  
EDSA TRADING  
EM LUMBER  
EVANGELINE FLORES  
EVER APPLIANCE CENTER, INC.  
FERDMAR ENTERPRISES



## OUR MEMBERS

FHERMART HARDWARE  
FIRST COCONUT TRADING  
FLORIDA HARDWARE  
FOLA  
FRIENDSHIP CONST. SUPPLY  
GESEN HARDWARE GRAVEL & SAND  
GOBEL TRADING  
GOTAMCO WOOD INDUSTRIES  
GRIPAL LBR. HDWE, AUTO & MILL SUPPLY  
HANS JEREMY LEE ENTERPRISES  
HARVEST GOLD CONCRETE PRODUCTS & GEN. MDSE.  
J. A. M. CUBACUB CONST. SUPPLY  
JCY ENTERPRISES  
JENREY BUILDERS & GEN. MDSE.  
JGS GRAVEL & SAND  
JOEWENG CONCRETE PRODUCTS  
JOYGEL TRADING  
JRD CONST. SUPPLY  
JT ROMAN ENTERPRISES  
KALAYAAN LUMBER & HARDWARE  
KING'S LUMBER & HARDWARE  
L. L. Y. CONST. SUPPLY  
LA PEDEMA TIMBER & SALES, INC.  
LANDMARK TRADING  
LAYUG'S CONCRETE PRODUCTS  
LC CONST. SUPPLY  
LOR TRADING  
LUCKY WOOD CONST. SUPPLY  
MABIGA CONST. SUPPLY  
MACABEBE COMMUNITY LUMBER & HARDWARE  
MAÑALAC CONCRETE PRODUCTS  
MAPLE LUMBER & HARDWARE  
MARCY TRADING & HARDWARE  
MARIS TRADING  
MARZON HARDWARE & LUMBER  
MB ZACARIAS  
MC LEONARDO ENTERPRISES  
MIDWAY BUILDERS SUPPLY  
MODERN CONST. SUPPLY  
MS LUMBER & HARDWARE & GEN. MDSE.  
MWF LUMBER  
N. T. VILLAVICENCIO LUMBER & HARDWARE

NCR CONSTRUCTION SUPPLY, INC.  
NEW CENTURY TRADING & LUMBER CORP.  
NEW J.S.T. ENTERPRISES  
OMAN  
PEOPLE'S LUMBER SALES CORP.  
PMM CONCRETE PRODUCTS  
QDY AND SON'S, INC.  
QUIMZA ENTERPRISES  
R. G. ROQUE CONST. & TRADING  
RBC LUMBER  
REYES-DIZON TRADING  
RIVERA'S LUMBER & HARDWARE  
RODLYN MERCHANDISING  
ROMULO PINGUL  
S. G. DE LEON  
SAN JOSE LUMBER & HARDWARE, INC.  
SAN MIGUEL TRADING  
SANDIGAN LUMBER COMPANY  
SEASON'S CONSTRUCTION  
SGM CONST. & SUPPLY  
SHAN LUMBER  
ST. DOMINIC LUMBER & HARDWARE  
TABLERIA MAHUSAY  
TOWNSITE TRADING  
UMLAS TRADING  
UNIPLY GEN. MDSE.  
WHITE ORCHIDS TRADING  
ZENY & ABEL'S CONCRETE PRODUCTS & CONST. SUPPLY

### NCR

143 BUILDERS  
366 MERCHANDISING CENTER  
3J'J TRADING CORP.  
828 HARDWARE & GEN. MDSE.  
A. BONAMY ENTERPRISES  
A. BONIFACIO CONST. SUPPLY  
ABC LUMBER  
AC ENTERPRISES  
ACB LUMBER & HARDWARE  
ACS HARDWARE & ELECTRICAL SUPPLY  
ACTION LUMBER  
ADDITION LUMBER, INC.  
ADELANTE (SPACE 118)



## BOARD OF DIRECTORS

**FERNANDO A. LU**

**Chairman**

Pacific Timber Export Corp.

**EDITH I. ALCANTARA**  
C. Alcantara & Sons, Inc.

**ROBERT W. KUA**  
Vicmar Development Corp.

**ARISTEO G. PUYAT**  
Surigao Development Corp.

**PEDRITO M. ARAGON**  
PICOP Resources, Inc.

**EVARISTO M. NARVAEZ, JR.**  
Aras-asan Timber Co., Inc.

**FELIX L. SY**  
Bulacan Integrated Wood  
Industries Corp.  
**STANLEY Q. TAN**  
United Wood Industries Corp.

**ANTONIO G. BERNAS**  
M & S Company, Inc.

**JIMMY A. NG**  
Maple Resources Dev. Corp.

**WELLINGTON C. YAO**  
Panel Products Industries Corp.

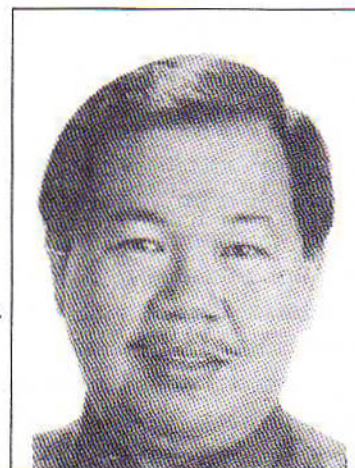
**FLORIO M. BUÑAG**  
Furniture Group, Inc.

**ANTONIO C. OLIZON**  
Union Plywood Corp.

**LEONARDO D. ANGELES**  
Secretary of the Board

**ALFONSO C. KEH, JR.**  
Emco Plywood Corp.

**WILLIAM L. PEREZ**  
Agusan Plywood Corp.



**LU**

|                  |                     |               |               |                 |
|------------------|---------------------|---------------|---------------|-----------------|
|                  |                     |               |               |                 |
| <b>ALCANTARA</b> | <b>ARAGON</b>       | <b>BERNAS</b> | <b>BUÑAG</b>  | <b>KEH, JR.</b> |
|                  |                     |               |               |                 |
| <b>KUA</b>       | <b>NARVAEZ, JR.</b> | <b>NG</b>     | <b>OLIZON</b> | <b>PEREZ</b>    |
|                  |                     |               |               |                 |
| <b>PUYAT</b>     | <b>SY</b>           | <b>TAN</b>    | <b>YAO</b>    | <b>ANGELES</b>  |

## Advisory Council

**RUFINO T. NASSER**

Timber Industries of the Philippines, Inc.

**BENJAMIN F. SANVICTORES**

Aras-asan Timber Co., Inc.



## EXECUTIVE OFFICERS



**OLIZON**

**ANTONIO C. OLIZON**

President

**ALFONSO C. KEH, JR.**  
Executive Vice President

**WELLINGTON C. YAO**  
VP- Particleboard &  
Fiberboard

**ROBERT W. KUA**  
VP-Membership Relations

**EVARISTO M. NARVAEZ, JR.**  
VP-Timber

**PEDRITO M. ARAGON**  
VP-Pulp & Paper

**STANLEY Q. TAN**  
Treasurer

**FELIX L. SY**  
VP-Lumber & Related  
Products

**FLORIO M. BUÑAG**  
VP-Government Relations

**JOSE A. LORENZO**  
Adviser-Forestry &  
Environment

**WILLIAM L. PEREZ**  
VP-Plywood & Related  
Products

**JIMMY A. NG**  
VP-International Relations

**ELIAS R. SERASPI, JR.**  
Adviser, Caraga Region

**LEONARDO D. ANGELES**

Executive Director



**KEH, JR.**



**NARVAEZ, JR.**



**SY**



**PEREZ**



**YAO**



**ARAGON**



**BUÑAG**



**NG**



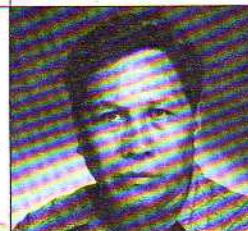
**KUA**



**TAN**



**LORENZO**



**SERASPI, JR.**



**ANGELES**



**SERAFICO**



**PATAWARAN**

### Secretariat

**LEONARDO D. ANGELES**  
Executive Director

**REGINO M. SERAFICO**  
Manager

**RICARDO M. PATAWARAN**  
Industry Coordinator



## OUR MEMBERS

|                                    |  |
|------------------------------------|--|
| AG & P CO.                         | CENTRAL ASIA HARDWARE                      |
| ALBAROSE ENTERPRISES               | CENTRAL PARAÑAQUE CONST. SUPPLY            |
| ALPHA LUMBER & CONST. SUPPLY, INC. | CHAMPION WOODWORKS CORP.                   |
| AMA KD WOOD MERCHANDISE CORP.      | CJ CONST. SUPPLY                           |
| AMITYVILLE TRADING                 | CNT LUMBER & CONST. SUPPLY                 |
| ANNJUDEE COMMERCIAL                | CONSOLIDATED WOOD                          |
| ANTON CONST. SUPPLY                | CONTRACT ENVIRONMENTAL PHILS., INC. (CEPI) |
| APEX HARDWARE & CONST. SUPPLY      | CS RICHWOOD                                |
| A-PLUS BUILDERS                    | CTS ELECTRICAL & GEN. MDSE.                |
| APOLLO LUMBER                      | D. J. K. CONST. SUPPLY                     |
| ARABIA HIGHWAY LUMBER & HARDWARE   | DALLAS HARDWARE & CONST. SUPPLY            |
| ARBOR ENTERPRISES                  | D-C ELECTRICAL SUPPLY                      |
| ASA LUMBER & CONST. SUPPLY         | DEE COMMERCIAL                             |
| ASAHI GLASS PHILIPPINES INC.       | DIMASALANG HARDWARE, INC.                  |
| ASIA'S 168 CONST. SUPPLY CO.       | DON ANTONIO LUMBER & CONST. SUPPLY, INC.   |
| AVENDANO LUMBER & HARDWARE         | DRACO WOOD MARKETING                       |
| AWARD BUILDERS CENTER              | DRACOPower HARDWARE & GEN. MDSE.           |
| B. G. I. ENTERPRISES               | EASTERN BUILDERS ENTERPRISES               |
| B.V. CONSTRUCTION SUPPLY           | ECHAVAL ENTERPRISES                        |
| BAGGAO CONSTRUCTION                | EH-BHOY BUILDERS & CONST. SUPPLIES         |
| BANAHAW LUMBER & HARDWARE          | EL CAVITEÑO LUMBER & CONST. SUPPLY         |
| BANSON LUMBER CORP.                | ELCO LUMBER CORPORATION                    |
| BANWOOD CONSTRUCTION CENTER        | ELITE CONST. SUPPLY, INC.                  |
| BASSWOOD CONST. SUPPLY, INC.       | ELITE LUMBER & CONST. SUPPLY               |
| BAYVIEW MARKETING                  | ELLEN ROBERT CO., INC.                     |
| BEDEC HARDWARE                     | ELNA ENTERPRISES                           |
| BEST LUMBER TRADING                | ETERNITY LUMBER & CONST. SUPPLY            |
| BESTCON ENTERPRISES                | EVERBEST SALES CENTER                      |
| BIG HORN ENTERPRISE                | EVEREST LUMBER                             |
| BONANZA BUILDERS CENTER, INC.      | EVERSHINE LUMBER & HARDWARE                |
| BORDEN INT'L. PHILIPPINES INC.     | EXCELL CONTRACTORS DEVELOPERS, INC.        |
| BOSTON BUILDERS                    | EXTENSIVE WOOD                             |
| BRICK WOOD TRADING                 | F & R MACAPIA TRADING                      |
| BRIGHTWAY COMMERCIAL               | F. S. YAP CONST. & GEN. MSDE.              |
| BRILLIANT DRAGON TRDG. CORP.       | F.BONAMY ENTERPRISES                       |
| BUILDERS LUMBER                    | FAMILY CONST. SUPPLY & GEN. MDSE.          |
| BULACAN CONST. SUPPLY              | FAMOUS LUMBER & CONST. SUPPLY              |
| C. G. E. LUMBER                    | FAR EASTERN PLYWOOD LAMINATION, INC.       |
| CAMP JOHN HAY DEVELOPMENT CORP.    | FILWOOD ENTERPRISES CO., INC.              |
| CANADA LUMBER                      | FINLEVI HOME BUILDERS, INC.                |
| CANUMAY WOOD CORP.                 | FIRST RELIABLE METAL WOOD                  |
| CARAGA FILCHIN CORP.               | FORMAPLY INDUSTRIES, INC.                  |
| CBT BUENAS ENTERPRISES CORP.       | G.L. CONST. SUPPLY                         |



## OUR MEMBERS

G.P.L. LUMBER & CONST. SUPPLY  
 GALAXY CEMENT CENTER  
 GEAR ON COMMERCIAL  
 GENMART WOOD DEV'T CORP.  
 GILBERT DEVELOPMENT CORP.  
 GINTONG DAGAT LUMBER  
 GLOBEMASTER TRADING - IMUS BRANCH  
 GOCHECO P.P. CO., INC.  
 GOLDEN COLOR ENTERPRISES  
 GOOD WOOD LUMBER & HARDWARE SUPPLY  
 GORBY WOOD TRADING  
 GRACE LUMBER  
 GREAT 7 MARKETING  
 GREENFIELD LUMBER & CONST. SUPPLY, INC.  
 GRF CORP.  
 GRM TRADING  
 GUADALUPE LUMBERYARD & SARI-SARI STORE  
 GUARANTY HARDWARE & CONST. SUPPLY  
 HERMANO'S BUILDER  
 HERMINIA MULINGBAYAN TRADING  
 HERVIC HARDWARE & CONST. SUPPLY  
 HOLYWOOD HARDWARE LUMBER & CONST. SUPPLY  
 HOMEWOOD LUMBER & CONST. SUPPLY  
 I. F. BLANCO'S TRADING CONST. SUPPLY  
 IDEAL LUMBER  
 INFINITY WOOD CORP.  
 INTERCORP ENTERPRISES  
 INTER-ISLAND LUMBER & HARDWARE  
 J J S MARKETING  
 J. RICH GENERAL MDSE.  
 J.N. COMMERCIAL CENTER  
 JAIMES S. CANILANG HARDWARE  
 JANS ENTERPRISE  
 JECAR TRADING CORPORATION  
 JERLAINE LUMBER & CONST. SUPPLY  
 JM CONSTRUCTION  
 JNC TRADING  
 JORDAN TRADING GEN. MDSE.  
 JOROSAL HARDWARE CONST. SUPPLY  
 JPC-BUILDERS CENTER  
 JUNTAY & COMPANY  
 K VILLE HARDWARE

K. BONAMY ENTERPRISES  
 KABAYAN ENTERPRISES  
 KALENTONG CONST. SUPPLY  
 KERRIGAN GENERAL MDSE.  
 KIAN SENG TRADING  
 KING MASTER CONST. SUPPLY INC.  
 LCS CONST. SUPPLY  
 LONG LIVE LUMBER & CONST. SUPPLY  
 LUCKY FORTUNE GENERAL MDSE.  
 LUCKY MERCHANDISE INC.  
 LUIS LUMBER & CONST. SUPPLY  
 M & S COMMERCIAL  
 MADE (MARKET DEVELOPERS), INC.  
 MADERINE COMMERCIAL  
 MAKATI AVENUE GRAVEL & SAND  
 MAKATI FINEST LUMBER & HARDWARE  
 MALAYA LUMBER & CONST. SUPPLY, INC.  
 MANABE HARDWARE & GEN. MDSE.  
 MANDALUYONG LUMBER  
 MANDALUYONG SINCERE HDWE & ELECTRICAL SUPPLY  
 MANILA MAHOGANY CORP.  
 MANILA MAHOGANY MARKETING CORP.  
 MANLY CONST. SUPPLY  
 MARBIN BUILDERS  
 MARCEL HARDWARE & CONST. SUPPLY  
 MATIMCO, INC.  
 MCGK WOODWORKS, INC.  
 MCLAINE TRADING  
 MEGACOM CONST. SUPPLY  
 METRO LUMBER HARDWARE & CONST. SUPPLY  
 MIDLAND CONSTRUCTION  
 MIDWAY MARKETING  
 MINDANAO AVENUE CONST. SUPPLY  
 MINDORO LUMBER  
 MUÑOZ CONST. SUPPLY  
 N. E. EVERBEST LUMBER & HARDWARE  
 NANYUN CONST. SUPPLY  
 NEOPOLITAN COMMERCIAL  
 NEW AYALA LUMBER & HARDWARE  
 NEW BEST CHOICE LUMBER & GEN. MDSE.  
 NEW CAINTA LUMBER & HARDWARE  
 NEW CORONA LUMBER  
 NEW COSMOPOLITAN LUMBER & HARDWARE



## OUR MEMBERS

NEW FAIRWOOD CONST. SUPPLY  
NEW GOLDEN TOWN LUMBER  
NEW KALENTONG LUMBER  
NEW MARVIN LUMBER & GEN. MDSE  
NEW OSAKA LUMBER  
NEW PAMPLONA LUMBER & CONST. SUPPLY, INC.  
NEW SABARTE HARDWARE  
NEW SANDALWOOD LUMBER & CONST. SUPPLY  
NEW SBJ MDSE. & ELECTRICAL SUPPLY  
NEW SPRING LUMBER  
NEW STO. DOMINGO LUMBER & HARDWARE  
NEW TROPICAL LUMBER & CONST. SUPPLY  
NEWTOWN HARDWARE & ELECTRICAL SUPPLY  
NHL CONST. SUPPLY  
NORTHLANDIA ENTERPRISES  
NOVALICHES CONST. SUPPLY  
OLC WOOD, INC.  
OMEGA LUMBER CORP.  
OZIGO LUMBER CORP.  
P. CASAL LUMBER  
P.V. LUMBER & CONST. SUPPLY  
PACO ASIA PLUMBING & HARDWARE  
PACWOOD, INCORPORATED  
PAN MERCHANDISING & CONST. SUPPLY  
PAN PLY MARKETING  
PARKWOOD CONST. SUPPLY  
PASIG UNITED LUMBER  
PHIL. TIMBER VALLY TRADING CORP.  
PHIL-AUSTRALIAN BRASS BED, INC.  
PHILUX INCORPORATED  
PIO VALENZUELA LUMBER  
POWER COMMERCIAL & INDUSTRIAL DEV'T. CORP.  
POWER LUMBER  
PP GOCHECO  
PRESTON MARKETING  
PRIME MAHOGANY PRODUCERS CORP.  
PRINCESS BUILDERS & GEN. MDSE. CO.  
PS CONCRETE PRODUCTS & GEN. MDSE.  
PSM BUILDERS  
PURITY TIMBER AGGREGATES CORP.  
PZ & SON'S, INC.  
Q. C. DAPITAN LUMBER & CONST. SUPPLY  
R.S.J. WOOD PRODUCTS  
RATIONAL LUMBER & HARDWARE INC.  
RAUTE WOOD  
RAY & GEM CONST. SUPPLY  
RAYWOOD HAND-CRAFTED FURNITURE  
RESINS INCORPORATED  
RGC CONST. SUPPLY  
RHI-AL CONST. SUPPLY  
RICHFIELD LUMBER & CONST. MATERIALS  
ROCKWELL LUMBER & HARDWARE  
ROLEME TRADING & LUMBER DEALER  
ROMY'S BUILDER CENTRUM  
S & L HARDWARE  
S.M. HARDWARE CORPORATION  
SABILE CONST. SUPPLY  
SAN ANDRES CONST. SUPPLY  
SAN LORENZO BUILDERS CENTER CORP.  
SIMCA CONST. SUPPLY  
SIZES & DIMENSION SALES, INC.  
SKAI WORLD INTERNATIONAL, INC.  
SKY-H LUMBER  
SKYRISE LUMBER & HARDWARE  
SOLAR WOOD SALES  
SOLEX ENTERPRISES  
SOLID NINE LUMBER & CONST. SUPPLY  
SOON CHIONG TRADING  
SOUTHSTAR LUMBER & CONST. SUPPLY  
SPECIFIED BUILDERS CENTER  
SPEED MASTER LUMBER  
STA. MONICA LUMBER & HARDWARE  
STRAWBERRY FOODS CORP.  
SUCAT IMPERIAL LUMBER & HARDWARE  
SUCCESS TRADING CONST.  
TALIPAPA LUMBER  
TEAMWOOD TRADING  
TENSILE BUILDERS SUPPLY  
TIGERWOOD TRADING & CONST. SUPPLY  
TIMBEREX CORPORATION  
TOPWOOD LUMBER & HARDWARE CO.  
TRAMSWOOD MARKETING  
TREND WAY BUILDERS, INC.  
TRION TRADE, INC.  
TRIUMPH LUMBER  
UCK MARKETING



## OUR MEMBERS

UNION LUMBER  
 UNITED FANCY PLYWOOD CORP.  
 UNITY BUILDERS CENTER  
 UNIWOOD LUMBER & CONST. SUPPLY  
 V. ROQUE CORP.  
 VIC-JAK TRADING  
 VICTOREX LUMBER & CONST. SUPPLY  
 VIEW MASTER TRADING CORP.  
 VIVA LUMBER  
 WATKINS YOUNG CO., INC.  
 WBS TRADING  
 WENCO CORPORATION  
 WILLTOP HARDWARE & ELECTRICAL SUPPLY  
 WILPHEN COMMERCIAL  
 WILSTRONG LUMBER & HARDWARE  
 WIL-VIC CONST. DEVELOPMENT CORP.  
 WOOD CITY ENTERPRISES CO.  
 WOOD FACTORS ENTERPRISES  
 WOOD MASTER ENTERPRISES  
 WOOD PLAZA CORPORATION  
 YELLOW HAT CONST. SUPPLY  
 ZADOK MERCHANDISING  
 ZAPOTE BUILDERS CENTRE  
 ZEUS COMMERCIAL

### REGION IV

202 LUMBER & HARDWARE  
 4-ML GENERAL MERCHANDISING  
 767 WOOD PRODUCTS  
 A & L LUCKY TRADING  
 A. ARELLANO HARDWARE  
 A.H. DE CASTRO CONST. SUPPLY & GEN. MDSE.  
 A.C.C. LUMBER  
 AA BUILDERS CENTER  
 AA LUMBER HARDWARE & CONST. SUPPLY  
 ACCI CONSTRUCTION SUPPLY  
 AGATHA CONCRETE PRODUCTS & CONST. SUPPLY  
 ALIWOOD TRADING CORP.  
 ALMARS LUMBER & HARDWARE  
 AMORADO CENTRAL TRADING., INC.  
 AMT CONST. SUPPLY & GEN. MDSE.  
 ANGEL'S WOODCRAFT & LUMBER RETAILER

ARIESTRADE COMMERCIAL, INC.  
 ARSENIA COMMERCIAL CENTER  
 ASI COCO & CONST. SUPPLY  
 AUGUSTO A. REYES, JR. LUMBER & HARDWARE  
 AUSTRIA FURNITURE AND SASH FACTORY  
 AV BORBON TRADING  
 B. MULINGTAPANG GEN. MDSE. & CONST. SUPPLY  
 BAGONG PAG-ASA PRODUCERS COOP.  
 BAGONG SILANG HARDWARE  
 BANNER INTERNATIONAL CORP.]  
 BATANGAS LUMBER & IND. SALES CORP.  
 BAUAN DRIVE-LINE TRADING CORP.  
 BCA CONST. SUPPLY  
 BEROYA'S CONST. SUPPLY  
 BEST CHOICE CONST. SUPPLY & GEN. MDSE.  
 BEST MAR LUMBER & HARDWARE  
 BIÑAN CRESTWOOD LUMBER & HARDWARE  
 BIÑAN GOLDWELL BUILDER'S CENTER  
 BIÑAN ORIENTAL LUMBER & HARDWARE  
 BIÑAN SAN VICENTE CONST. SUPPLY  
 BONGABONG BUILDER'S LUMBER & HARDWARE  
 BUHAY LUMBER & HARDWARE  
 C. B. F. LUMBER & HARDWARE SUPPLY  
 C. R. S. HARDWARE & CONST. SUPPLY  
 CAINTA TRADING CO., INC.  
 CALIT-CALIT TRADING & CONST. SUPPLY  
 CARMONA GLOBE MARKETING CORP.  
 CAVITE LUMBER & HARDWARE  
 CAVITE TIMBER FACTORY OUTLET INC.  
 CCB HARDWARE & CONST. SUPPLY  
 CELIA FOREST PRODUCTS & BY-PRODUCTS  
 CENTRAL HARDWARE  
 CMC LUMBER & CONST. SUPPLY  
 COLLEGE MERCHANDISING  
 CONSTRUCTION DEPOT CORP.  
 CRISANTA TRADING  
 D. Y. C. ENTERPRISES  
 DEUTCH HARDWARE & CONST. SUPPLY  
 DRAGON YEAR HARDWARE & CONST. SUPPLY  
 DSL MERCHANDISING  
 E. AMORADO GENERAL MDSE.  
 E. Q. MERCHANDISING  
 E.V.Y. CONST. & DEV'L. CORP.



## OUR MEMBERS

|  |   |
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| ECS CONST. SUPPLY                                | KAONG LUMBER                                    |
| ED HARDWARE & CONST. SUPPLY                      | KELLY HARDWARE & CONST. SUPPLY                  |
| EDSON TRADING                                    | KEYSTONE CONCRETE PRODUCTS & GEN. MDSG.         |
| EFCO LUMBER & HARDWARE                           | KING YING TRADING LBR. & HARDWARE CONST. SUPPLY |
| ELEGENCIA LUMBER & CONST. SUPPLY                 | KOPPERS TIMBER PRESERVATION PTY. LTD.           |
| ELWOOD HARDWARE & CONST. SUPPLY                  | LEMERY LUMBER                                   |
| EVELYN HARDWARE & CONST. SUPPLY                  | LENY'S HARDWARE AND LUMBER SUPPLY               |
| EYF ENTERPRISES                                  | LITO'S BUILDERS & CONST. SUPPLY                 |
| F. B. ENTERPRISES                                | LIWANAG GENERAL CONST. & SUPPLY                 |
| F. L. SOLIS CONST. SUPPLY & GEN. MDSG.           | LOLITA LUMBER & HARDWARE                        |
| F. T. M. CONSTRUCTION SUPPLY                     | LPL LUMBER DEALER                               |
| FACTORIA NASUGBU, INC.                           | LUCBAN BUILDER'S & CONST. SUPPLIES, INC.        |
| FAELNAR WOOD TRADING                             | LUCENA CENTRAL LUMBER & HARDWARE                |
| FELICIA SAN ROQUE BUILDERS & CONST. SUPPLY CORP. | LUCENA MABUHAY LUMBER & HARDWARE                |
| FIRST ABD CONST. SUPPLY                          | LUCENA MARKTOWN CONST. SUPPLY                   |
| FIRST PAG-ASA TRADERS & CONST. SUPPLY CORP.      | M. VILLANUEVA TRADING                           |
| FMC GRAVEL & SAND LUMBER & HARDWARE              | MARIKIT CONST. SUPPLY, INC.                     |
| FMC LUMBER & HARDWARE                            | MARSAN 2 MINI-LUMBER & GEN. MDSE.               |
| FMH GEN. MDSE. LUMBER & CONST. SUPPLY            | MASINAG BUILDERS & CONST. SUPPLY                |
| GLENN J. YU ENTERPRISES                          | MAXDYME LUMBER & CONST. SUPPLY                  |
| GML HARDWARE & CONST. SUPPLY                     | MAYAPA HARDWARE & GEN. MDSE.                    |
| GOLDEN DRAGON STRUCTURAL & MERCANTILE CO.        | MINDORO DE LUXE HARDWARE & LUMBER, INC.         |
| GREG MANUEL ENTERPRISES                          | MJL MARKETING ENTERPRISES                       |
| GUMACA NEW TIMES TRADING & LUMBER                | MONTALBAN ASIA CONST. CO.                       |
| HONG SHUN HARDWARE                               | N.T. SAMSON HARDWARE & CONST. SUPPLY            |
| IMUS LUMBER & MERCHANDISE CO., INC.              | NAIC CONST. SUPPLY                              |
| INTEGRATED POLE DISTRIBUTORS, INC.               | NATIONAL LUMBER                                 |
| J & H CONSTRUCTION SUPPLY                        | NATIVE LUMBER                                   |
| J. M. REYES CONST. SUPPLY & GEN. MDSE.           | NEW ANAYO II LUMBER & HARDWARE                  |
| J. J. LOPEZ GENERAL MERCHANDISING                | NEW APOLLO LUMBER CO.                           |
| JAT'S GEN. MDSE.                                 | NEW CITY LUMBER & HARDWARE                      |
| JCD MARKETING                                    | NEW DASMARIÑAS ALLIED LUMBER & HARDWARE, INC.   |
| JESMA HARDWARE & LUMBER SUPPLY                   | NEW JOHNLEX HARDWARE                            |
| JFT GENERAL MERCHANDISE & HARDWARE               | NEW LALAAAN TRADING CORP.                       |
| JKW GENERAL MERCHANDISE                          | NEW LAS PIÑAS LUMBER & HARDWARE                 |
| JNC YOUNG'S COMMERCIAL & GEN. MDSE.              | NEW LIFE MARKETING & CONST. SUPPLY              |
| JOHNLEXTER ENTERPRISES                           | NEW LITE CONST. SUPPLY, INC.                    |
| JOYME CONST. SUPPLIES, INC.                      | NEW MEGA CONCRETE PRODUCTS & CONST. SUPPLY      |
| JUSTIN TROY ENTERPRISES                          | NEW PHIL. LUMBER & CONST. SUPPLY                |
| K & Y CONST. SUPPLY, INC.                        | NEW TANZA NATIONAL LUMBER & GEN. MDSE.          |
| K. T. CONST. SUPPLY, INC.                        | NEW TOP STEEL BUILDERS CENTER, INC.             |
| KABAYAN LUMBER CORP.                             | NIKO TRADING CORP.                              |
|  | NORTHWEST BUILDER CENTER                        |



## OUR MEMBERS

|  |   |
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| O & S LUMBER & CONST. SUPPLY           | SANTA G. PEREZ TRADING & CONST. SUPPLY        |
| O.H. MARTINEZ TRADING                  | SEVEN PILLARS ENTERPRISES                     |
| ODIONGAN TAN'S LUMBER & HARDWARE       | SHERWIN CONSTRUCTION                          |
| OLIMAR TRADING                         | SHUTTLE HARDWARE & CONST. SUPPLY              |
| OLIVAREZ BUILDERS CENTER               | SILANGAN LUMBER & CONST. SUPPLY               |
| ONO HARDWARE AND LUMBER                | SNS TRADING CORP.                             |
| PAGODA INDUSTRIAL ENTERPRISES          | SOCIETY CONSTRUCTION SUPPLY                   |
| PALICO GLOBE MARKETING                 | SOUTH KINGDOM CONST. SUPPLY                   |
| PATENA HARDWARE                        | SOUTHWOOD MARKETING                           |
| PATMON HARDWARE LBR. & CONST. SUPPLY   | ST. ROSE CONCRETE PRODUCTS & LUMBER SUPPLY    |
| PAULA LIM LUMBER & HARDWARE            | STA. CRUZ JOY ENTERPRISES                     |
| PEAK RICH LUMBER CORP.                 | STA. CRUZ LUMBER HARDWARE & AUTO SUPPLY CORP. |
| PEÑA LUMBER DEALER                     | STA. ROSA HARDWARE & CONST. SUPPLY            |
| PERSIA TRADING, INC.                   | STEEL BUCKS CONST. SUPPLY                     |
| PHI-SIA MARKETING                      | SUNLIGHT BUILDERS CENTER, INC.                |
| PHOENIX CONST. SUPPLY                  | SUPER-NINE LUMBER & CONST. SUPPLY             |
| PILA HARDWARE & CONST. SUPPLY          | TABLERIA CENTRAL                              |
| PIRUSS ENTERPRISES                     | TABLERIA CENTRAL - MAIN                       |
| POWERLITE LUMBER & CONST.              | TABLERIA LA CONFIANZA CO., INC.               |
| PRIME WOOD CONST. & MARKETING INC.     | TABLERIA LIAN                                 |
| QUEZON VICTORY LUMBER                  | TAYTAY SASH CONTRACTORS COOP.                 |
| R.E. MERCADO GENERAL MSDE.             | TEREVI COMMERCIAL, INC.                       |
| R.O. MATULOY GEN. MDSE & CONST. SUPPLY | TIAONG TRADING                                |
| RDK CONST. SUPPLY                      | TOPYIELD HARDWARE & GEN. MDSE.                |
| RDL HARDWARE & CONST. SUPPLY           | TOPYIELD HARDWARE & GEN. MDSE.-BRANCH         |
| REGLOS MARKETING                       | UNI-BEST HARDWARE & GEN. MDSE., INC.          |
| RENE RACIMO LUMBER & HARDWARE          | V. B. DE SEVILLA ENTERPRISES                  |
| RICALLMOND ENTERPRISE                  | VAL'S CONSTRUCTION                            |
| RICOR ENTERPRISES                      | VC SAPUTIL LUMBER DEALER                      |
| RIVERSIDE LUMBER                       | VESH CONST. SUPPLY SASH FACTORY & WOODWORKS   |
| RMC HARDWARE & ELECTRICAL SUPPLY       | VICTON MARKETING & GEN. CONSTRUCTION          |
| RMR GRAVEL & SAND & CONST. SUPPLY      | VR PATRON HARDWARE LUMBER & CONST. SUPPLY     |
| ROANN CONST. & SUPPLIES                | W. DELAS ARMAS GRAVEL & SAND & CONST. SUPPLY  |
| ROSE INDUSTRIES, INC.                  | WELCOME LUMBER & HARDWARE                     |
| ROYAL TIGER HARDWARE                   | WILDIX CONST. SUPPLY                          |
| S. ALCAZAR ENTERPRISES                 | WOOD HAVEN MERCHANDISING                      |
| S.L. BALAYAN CONST. SUPPLY             | YAN-AN CONST. SUPPLY                          |
| S-9 CONST. SUPPLIES                    | YOUNG'S LUMBER & HARDWARE                     |
| SALES MASTER GEN. MDSE.                |   |
| SALINAS PLAZA CONST. SUPPLY            |   |
| SALUDO'S TRADING                       |   |
| SAMLI TRADING & CONST. SUPPLY          |   |
| SANGALANG HARDWARE & CONST. SUPPLY     |   |



## OUR MEMBERS

### REGION VII

DUMAGUETE PLANNING MILL & LBR. YARD CO., INC.  
FEAXIM TRADERS, INC.  
GREEN PEAKS WOOD RESOURCES  
LORIEN MARKETING  
MAITLAND SMITH CEBU, INC.  
RACE MARKETING  
WICKER & VINE, INC.

### REGION IX

ISAIAS TOP MARKETING CORP.  
JP TAWI-TAWI INT'L. TRADING CORP.  
MINDANAO REALM DEVELOPMENT & MDSG. CO.

### REGION X

AJ WOOD PRODUCTS, INC  
GULAYON MINI-SAWMILL & LUMBER YARD.  
MINDANAO TIMBER CORP.

### REGION XI

ALSONS TALAINGOD MULTI-PURPOSE COOP  
ALTHEA WOOD RESOURCE  
ASIA PULP & PAPER INTEGRATED MILLS, INC.  
BNC WOODCRAFT  
BULAKANON TIMBER & WOODWORKING SHOP  
CARBES MARKETING & GEN. MDSE  
CAYCAY ENTERPRISES  
DAVAO ESP RESOURCES, INC.  
DAVAO VHS CO., INC.  
DIOFEL MARKETING  
DTS LUMBER & CONST. SUPPLY  
EDITHA VILLAHERMOSA  
EM PAYOT LUMBER  
EMMA COCO LUMBER  
F. A. NIPA LUMBER DEALER  
FLORA LOQUINTE

GEMARINO LUMBER DEALER  
HEROBEN LUMBER & CONST. SUPPLY  
I.NEO ENTERPRISES  
IGANGON FARMERS MULTI-PURPOSE COOP. (IFMPC)  
JAMIANA WOODCRAFT  
JBL LUMBER  
JEROME CONST. SUPPLY  
JINGO JAY ENTERPRISES  
JNA LUMBER DEALER  
JOJIMCE WOODCRAFT  
JOMAN'S LUMBER  
JRL LUMBER  
LABRADOR LUMBER & CONST. SUPPLY  
M. D. B. ENTERPRISES  
MABINI INDUSTRIAL TREE PLANTATION, INC.  
MAGDUM WOOD CORE INDUSTRY  
MENDELUZ DELA SILVA  
MINTRADE (DAVAO) CORP.  
NAVALTA'S WOOD CRAFT & FURNITURE SHOP  
NONOY LUMBER & CONST. SUPPLY  
OLIVEROS LUMBER DEALER  
ORIENT WOOD INDUSTRIAL CO., INC.  
PETRA MINDANAO LUMBER  
POLONG'S WOODCRAFT & SAWMILL  
RR WASTE LUMBER DEALER  
SHAOLIN WOOD INDUSTRIES  
TORREMONIA ENTERPRISES  
ZUSIMA SOLIS

### CARAGA REGION

ARROWOOD INDUSTRIES, INC.  
TRISTAN COMMERCIAL & INDUSTRIAL CORP.



## **Report of Independent Auditors**

The Board of Directors  
Philippine Wood Producers Association, Inc.

We have audited the accompanying statements of assets, liabilities and members' equity of Philippine Wood Producers Association, Inc. (a nonstock, nonprofit corporation) as of December 31, 2002 and 2001, and the related statements of revenues and expenses, changes in members' equity and cash flows for the years then ended. These financial statements are the responsibility of the Association's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the Philippines. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the assets, liabilities and members' equity of Philippine Wood Producers Association, Inc. as of December 31, 2002 and 2001, and its revenues and expenses and its cash flows for the years then ended in conformity with accounting principles generally accepted in the Philippines.



PTR No. 7612875  
January 2, 2003  
Makati City

March 20, 2003



**PHILIPPINE WOOD PRODUCERS ASSOCIATION, INC.****(A Nonstock, Nonprofit Corporation)****STATEMENTS OF ASSETS, LIABILITIES AND MEMBERS' EQUITY**

|  | December 31       |                   |
|--|-------------------|-------------------|
|  | 2002              | 2001              |
| <b>ASSETS</b>                                |                   |                   |
| <b>Current Assets</b>                        |                   |                   |
| Cash   | ₱767,107          | ₱407,081          |
| Receivables - net (Note 3)                   | 2,418,150         | 2,441,345         |
| <b>Total Current Assets</b>                  | <b>3,185,257</b>  | <b>2,848,426</b>  |
| <b>Noncurrent Assets</b>                     |                   |                   |
| Property and equipment - net (Note 4)        | 108,989           | 108,783           |
| Other assets                                 | 9,700             | 9,700             |
| <b>Total Noncurrent Assets</b>               | <b>118,689</b>    | <b>118,483</b>    |
| <b>TOTAL ASSETS</b>                          | <b>₱3,303,946</b> | <b>₱2,966,909</b> |
| <b>LIABILITIES AND MEMBERS' EQUITY</b>       |                   |                   |
| <b>Current Liability</b>                     |                   |                   |
| Accounts payable and accrued expenses        | ₱142,868          | ₱296,609          |
| <b>Members' Equity</b>                       | <b>3,161,078</b>  | <b>2,670,300</b>  |
| <b>TOTAL LIABILITIES AND MEMBERS' EQUITY</b> | <b>₱3,303,946</b> | <b>₱2,966,909</b> |

*See accompanying Notes to Financial Statements.*



**PHILIPPINE WOOD PRODUCERS ASSOCIATION, INC.****(A Nonstock, Nonprofit Corporation)****STATEMENTS OF REVENUES AND EXPENSES**

|   | <b>Years Ended December 31</b> |                   |
|---|--------------------------------|-------------------|
|   | <b>2002</b>                    | <b>2001</b>       |
| <b>REVENUE</b>                          |                                |                   |
| Membership and assessment dues (Note 2) | <b>₱4,491,513</b>              | <b>₱4,213,748</b> |
| <b>EXPENSES</b>                         |                                |                   |
| Salaries, wages and employee benefits   | 860,687                        | 820,605           |
| Representation and entertainment        | 649,259                        | 355,688           |
| Retirement benefits                     | 600,000                        | —                 |
| Provision for doubtful accounts         | 494,500                        | 63,365            |
| Transportation and travel               | 476,856                        | 685,716           |
| Professional fees                       | 441,050                        | 588,000           |
| Condominium expenses, light and water   | 328,052                        | 291,757           |
| Office expenses                         | 318,622                        | 440,250           |
| Meetings and conferences                | 289,536                        | 1,211,696         |
| Public relations and information        | 265,005                        | 723,007           |
| Donations and gifts                     | 256,009                        | 757,654           |
| Telephone, telegram and postage         | 211,520                        | 203,072           |
| Insurance                               | 94,242                         | 111,163           |
| Subscription and publication            | 44,247                         | 851,781           |
| Depreciation (Note 4)                   | 41,426                         | 36,488            |
| Taxes and licenses                      | 36,366                         | 48,728            |
| Others                                  | 239,034                        | 312,765           |
|   | <b>5,646,411</b>               | <b>7,501,735</b>  |
| <b>LOSS FROM OPERATIONS</b>             | <b>1,154,898</b>               | <b>3,287,987</b>  |
| <b>OTHER INCOME (Note 5)</b>            | <b>1,645,676</b>               | <b>3,355,313</b>  |
| <b>EXCESS OF REVENUE OVER EXPENSES</b>  | <b>₱490,778</b>                | <b>₱67,326</b>    |

*See accompanying Notes to Financial Statements.*



**PHILIPPINE WOOD PRODUCERS ASSOCIATION, INC.**  
(A Nonstock, Nonprofit Corporation)

**STATEMENTS OF CHANGES IN MEMBERS' EQUITY**  
**FOR THE YEARS ENDED DECEMBER 31, 2002 AND 2001**

|                                      |                   |
|--------------------------------------|-------------------|
| <b>BALANCES AT JANUARY 1, 2001</b>   | <b>₱2,602,974</b> |
| Excess of revenue over expenses      | 67,326            |
| <b>BALANCES AT DECEMBER 31, 2001</b> | <b>2,670,300</b>  |
| Excess of revenue over expenses      | 490,778           |
| <b>BALANCES AT DECEMBER 31, 2002</b> | <b>₱3,161,078</b> |

*See accompanying Notes to Financial Statements.*

**PHILIPPINE WOOD PRODUCERS ASSOCIATION, INC.**  
(A Nonstock, Nonprofit Corporation)

**STATEMENTS OF CASH FLOWS**

|  | <b>Years Ended December 31</b> |                 |
|--|--------------------------------|-----------------|
|  | <b>2002</b>                    | <b>2001</b>     |
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>                  |                                |                 |
| Excess of revenue over expenses                              | <b>₱490,778</b>                | <b>₱67,326</b>  |
| Adjustments for:   |                                |                 |
| Provision for doubtful accounts                              | 494,500                        | 63,365          |
| Depreciation   | 41,426                         | 36,488          |
| Operating income before working capital changes              | <b>1,026,704</b>               | <b>167,179</b>  |
| Increase in receivables                                      | (471,305)                      | (214,198)       |
| Increase (decrease) in accounts payable and accrued expenses | (153,741)                      | 149,094         |
| Net cash provided by operating activities                    | <b>401,658</b>                 | <b>102,075</b>  |
| <b>CASH FLOWS FROM INVESTING ACTIVITY</b>                    |                                |                 |
| Additions to property and equipment                          | (41,632)                       | (25,483)        |
| <b>NET INCREASE IN CASH</b>                                  | <b>360,026</b>                 | <b>76,592</b>   |
| <b>CASH AT BEGINNING OF YEAR</b>                             | <b>407,081</b>                 | <b>330,489</b>  |
| <b>CASH AT END OF YEAR</b>                                   | <b>₱767,107</b>                | <b>₱407,081</b> |

*See accompanying Notes to Financial Statements.*



# **PHILIPPINE WOOD PRODUCERS ASSOCIATION, INC.**

**(A Nonstock, Nonprofit Corporation)**

## **NOTES TO FINANCIAL STATEMENTS**

### **1. Corporate Information**

Philippine Wood Producers Association, Inc. (the Association) is an association of corporations, partnerships and individuals engaged in logging, sawmilling, veneer and plywood manufacturing, wood preservation, and other related activities. The Association was incorporated as a nonstock, nonprofit corporation which aims to achieve unity in the wood industry under a single integrated association that would serve as spokesman for the entire wood industry in its continuing dialogue with government authorities. Its services, programs and activities are all geared towards the promotion and development of the lumber and plywood industry.

The Association is exempt from the payment of income tax with respect to revenues received in accordance with the provisions of Sec. 30 (f) of the amended National Internal Revenue Code which was passed into law effective January 1, 1998.

The Association had 6 and 7 employees in 2002 and 2001, respectively. The registered office address of the Association is at 3<sup>rd</sup> Floor, LTA Building, 118 Perea Street, Legaspi Village, Makati City.

### **2. Summary of Significant Accounting Policies**

#### Basis of Preparation

The accompanying financial statements have been prepared under the historical cost convention and in conformity with accounting principles generally accepted in the Philippines.

#### Adoption of New Accounting Standards

Effective January 1, 2002, the Association adopted Statement of Financial Accounting Standards (SFAS) 16/International Accounting Standards (IAS) 16, *Property, Plant and Equipment*.

Adoption of this new standard in 2002 did not result in any restatement of prior year financial statements. Additional disclosures required by new standard, however, were included in prior year financial statements, where applicable.

#### New Accounting Standards Effective Subsequent to 2002

The Accounting Standards Council has approved the following accounting standards which will be effective subsequent to 2002:

- SFAS 37/IAS 37, *Provisions, Contingent Liabilities and Contingent Assets*, which provides the criteria for the recognition and bases for measurement of provisions, contingent liabilities and contingent assets. It also specifies the disclosures that should be included with respect to these items.
- SFAS 10/IAS 10, *Events After the Balance Sheet Date*, which prescribes the accounting and disclosures related to adjusting and non-adjusting subsequent events.

The Association will adopt SFAS 37/IAS 37 and SFAS 10/IAS 10 in 2003 and, based on current circumstances, does not believe the effect of adoption will be material.



### Membership and Assessment Dues

Membership dues of Timber License Agreement (TLA) holders, sawmillers and associate members are based on monthly fixed rates. Assessment dues of TLA holders are computed based on the annual allowable cuts.

### Cash

Cash includes cash on hand and with banks.

### Receivables

Receivables are stated at face value less allowance for any doubtful accounts.

### Property and Equipment

Property and equipment are carried at cost less accumulated depreciation. Depreciation is computed using the straight-line method based on the estimated useful life of the assets as follows:

|                                      | Years |
|--------------------------------------|-------|
| Condominium unit                     | 15    |
| Office equipment                     | 4     |
| Furniture, fixtures and improvements | 4     |

## 3. Receivables

This account consists of:

|                                      | 2002              | 2001       |
|--------------------------------------|-------------------|------------|
| Members                              | <b>₱2,989,644</b> | ₱2,590,481 |
| Others                               | <b>277,339</b>    | 205,197    |
|                                      | <b>3,266,983</b>  | 2,795,678  |
| Less allowance for doubtful accounts | <b>848,833</b>    | 354,333    |
|                                      | <b>₱2,418,150</b> | ₱2,441,345 |

## 4. Property and Equipment

This account consists of:

|                                 | Condominium<br>Unit | Office<br>Equipment | Furniture,<br>Fixtures and<br>Improvements | Total<br>2002     | Total<br>2001 |
|---------------------------------|---------------------|---------------------|--|-------------------|---------------|
| <b>Cost</b>                     |                     |                     |  |                   |               |
| Beginning balances              | ₱1,010,396          | ₱391,539            | ₱147,526                                   | <b>₱1,549,461</b> | ₱1,523,978    |
| Additions                       | —                   | 41,632              | —  | <b>41,632</b>     | 25,483        |
| Ending balances                 | 1,010,396           | 433,171             | 147,526                                    | <b>1,591,093</b>  | 1,549,461     |
| <b>Accumulated depreciation</b> |                     |                     |  |                   |               |
| Beginning balances              | 1,010,396           | 296,334             | 133,948                                    | <b>1,440,678</b>  | 1,404,190     |
| Depreciation                    | —                   | 36,805              | 4,621                                      | <b>41,426</b>     | 36,488        |
| Ending balances                 | 1,010,396           | 333,139             | 138,569                                    | <b>1,482,104</b>  | 1,440,678     |
| <b>Net Book Value</b>           | <b>₱—</b>           | <b>₱100,032</b>     | <b>₱8,957</b>                              | <b>₱108,989</b>   | ₱108,783      |



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## 5. Other Income

This account consists of:

|                                 | 2002              | 2001              |
|---------------------------------|-------------------|-------------------|
| Special assessment dues         | <b>₱863,892</b>   | ₱563,304          |
| Interest income from trust fund | <b>610,329</b>    | 443,250           |
| Registration and entrance fees  | <b>100,755</b>    | 581,577           |
| Donations and contributions     | <b>70,000</b>     | 1,729,500         |
| Others                          | <b>700</b>        | 37,682            |
|                                 | <b>₱1,645,676</b> | <b>₱3,355,313</b> |

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## 6. Other Matter

On April 18, 2001, the associates's Board of Directors approved the amendment of the Association's Articles of Incorporation extending the Association's term of existence for another 50 years from and after the date of incorporation. Such amendment was approved by the Securities and Exchange Commission on December 6, 2001.



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