

Appalachian Hardwood *Sustainable & Legal*

Monthly newsletter of
Appalachian Hardwood Manufacturers, Inc.

March 2018



AHMI Members Become Certified Appalachian

Appalachian Hardwood Manufacturers, Inc. members are completing the requirements of Certified Appalachian Hardwood and the first audits will be completed soon.

The Certified Appalachian program is audited by an independent firm that will attest that participating companies have met newly adopted standards. AHMI members will be able to certify the legality and sustainability of their logs, lumber and products.

The program is the next phase of the successful Appalachian Hardwood Verified Sustainable and Legal campaigns that began in 2007. These verify member companies are adhering to voluntary standards adopted by the AHMI Board.

Certified Appalachian requires that logs and lumber:

- 1) originate in the AHMI region (*344 counties in 12 states*)
- 2) are sustainably managed and harvested based on USFS Forest Inventory Analysis
- 3) are legally purchased with new procurement forms for landowners/loggers/suppliers to sign and return
- 4) AHMI members must be a legal entity and adhere to the laws of their state and country.

AHMI members will be Certified Appalachian for Sustainable and/or Legal and audited every two years. AHMI has contracted with a North Carolina firm, Auditech & Associates, which has reviewed the new standards and will begin certifying members this month.

Details and enrollment forms have been mailed to AHMI members. Certificates are available upon completion. If you have questions, please contact the AHMI office.

Sustainable Furnishings Council Recognizes Certified Appalachian

The Sustainable Furnishings Council recently recognized the Certified Appalachian program as providing audited documentation of sourcing and acceptance in its endorsed programs.

The SFC is a coalition of manufacturers, retailers and designers dedicated to raising awareness and expanding the adoption of environmentally sustainable practices across the home furnishings industry. Its mission is to help companies reduce their environmental footprint and help consumers find healthy furnishings.

SFC urges the use of Life Cycle Assessment as the best method for analyzing the environmental and health impact of products, and a verifiable chain of custody as the only acceptable method for tracking wood flow.

AHMI was a founding member of the Council in 2007 and has been a supporter for several years. With recognition of the Certified Appalachian program, AHMI returns as a member and will assist with wood sustainability webinars and programs in the future.

For more information, please visit www.sustainablefurnishings.org.



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FURNISHINGS COUNCIL
sustainablefurnishings.org

The way I see it...

By Tom Inman, AHMI President

...the pressure on logs is as keen as it has been in several years, according to reports from AHMI sawmills and log buyers.

The weather has been a key factor for the past month as wet conditions and warmer temperatures have restricted access and transportation. Mills in Kentucky, West Virginia, Ohio and Virginia report they are out of logs or extremely low.

One company with multiple locations said they have mills that are out, others that are very concerned and the remaining are concerned. Rains continue to fall throughout the region today.

Log buyers report that demand for export logs continue to rise as Chinese companies are back to work after the Chinese New Year. Buyers are seeking all grades of logs for these export markets.

That has fueled tremendous debate in recent weeks at area meetings. The Indiana Hardwood Lumber Association Convention held a "hot topics" session about it and many called for a log sales ban or tariff.

American Hardwood Export Council's Mike Snow told the group that a log ban would require a change to the U.S. Constitution which would have to be ratified by the majority of state legislatures. A tariff is challenging because you have to show that domestic markets are harmed because of subsidies from a foreign government.

The pressure on logs continue to mount and basic economics proves that when supplies are low and demand is high, the price rises. The costs is increasing for logs, lumber, cants and almost every solid part of the forest resource.

In a free market that is usually a good thing for the owner of the goods. In this case it would be the landowner and those who have timber under contract.

Mills that are relying on gatewood are finding it a challenge to keep log yards full with the highest quality at a reasonable price. The report for the near term is a continuation of that and hopefully better weather in the spring will help logging and transportation.



AHMI welcomes the following new member:

Supplier

Progressive Rail Inc.

Jason Culotta

21778 Highview Avenue

Lakeville, MN 55044

Tel. (608) 332-5415

Email jculotta@progressiverail.com

New members are the lifeblood of the association and AHMI has developed a package of materials to send to prospective members to show them the benefits of joining.

If you know of potential members in any category from Producers through Forestry, please contact AHMI at (336) 885-8315. We will send materials and schedule a visit to their facility.

AHMI Sad To Report Passing Of Nelson Ochs

AHMI is sad to report the recent death of Nelson C. Ochs of Leeper, PA, following a battle with brain cancer. He was born Jan. 21, 1960 in Brookville to the late Nelson C. Ochs Sr. and Elaine (Zacherl) Ochs of Lucinda, PA.

He graduated from North Clarion High School and attended the National Hardwood Lumber Association lumber grading school in Memphis TN.

He was employed by Tuscarora Hardwoods in Elliottsburg, PA. in domestic and export lumber sales. He was also employed by Clarion Hospital EMS. He was a member of Penn York Lumberman's Club, and I-80 Lumberman's Club (founding member).

Surviving are his wife, Nancy (Walter) Ochs, ; his mother; Brittany (Craig) Parrett of Marienville and son Mack Ochs of Raleigh, NC; and two grandchildren.

Memorial Contributions may be made to Clarion Forest VNA Hospice, 271 Perkins Road, Clarion, PA 16214.

AHMI Touts 'Certified' At Flooring, Furniture Shows

Appalachian Hardwood Manufacturers, Inc. is spreading the news about Certified Appalachian at regional hardwood and secondary manufacturing shows.

AHMI President Tom Inman attended the 2018 Indiana Hardwood Lumber Association Convention and the 2018 Ohio Forestry Association recently. Both events were well-attended and he shared information on the new promotion with members and guests.

IHLA had a record crowd and the mood was very upbeat for hardwood sales for the winter. There were reports of log shortages in several areas because of wet weather.

A session on log exports attracted a large crowd and discussions centered on the impact to domestic sawmills and secondary manufacturing.

The OFA meeting had interesting business sessions on exports and a panel discussion on domestic use of hardwoods. It was noted that the continued rise in housing starts will boost lumber sales into these markets.

AHMI will be participating in the National Wood Flooring Expo in Tampa on April 11-13 and the Spring High Point Furniture Market on April 14-18 in High Point, NC. More than 100,000 buyers, manufacturers, designers and installers participate in these shows.

These are two key markets for grade hardwoods and solid wood continues to battle engineered products and wood substitutes as low-cost alternatives.

AHMI will showcase its new promotion Certified Appalachian Hardwoods and educate end users about the legality and sustainability of Appalachian lumber. Research shows these issues are becoming more important to today's consumers who want to know what is in the products they are buying and where the materials are sourced.

For more information on either of these events or to participate in the AHMI space, contact Tom Inman at the AHMI office at (336) 885-8315.

Survey Will Ask About Log Grades At Mills

Appalachian Hardwood Manufacturers Inc. and the Appalachian Hardwood Center at West Virginia University will soon survey sawmills about log grades and scaling.

The survey is designed to learn how mills currently grade and scale logs. The information will be used to develop a grading system for logs in the Appalachian region.

The AHMI Trustees approved the proposal in January so standards can be implemented by loggers, brokers and sawmills. AHMI will partner with AHC to enlist a Rules Committee, develop the specifics and educate the hardwood industry. The Log Grading Rules should be in place by late summer.

The industry uses an ad hoc log grading system that is based on scaling diameter, clear faces, and species. There are nuances that include admitting or excluding certain log lengths, end conditions, and position in tree.

The proposed log grading program would be designed to consistently identify logs at the yard or mill and then determine which grades are the most profitable. Hassler said it will allow sawmills to achieve the best mix of log grades for meeting customers needs.

The system would be based on current industry practices and use species, diameter, and clear faces and assume the sawmill objective is to maximize the proportion of higher grade (select & better lumber) which is a significant departure from the USFS log grading system which focuses on Common and Better yields.

AHMI will establish a log grading rules committee to develop, maintain, and revise the rules. A program of workshops/training sessions would educate log graders. There are also plans to develop a core of national log inspectors for dispute resolution and training.

Please watch for the two-page survey and return as soon as possible to the AHC for compilation. If you have questions, contact the AHMI office.

Promoting CLT To US Code Officials Begins

By Dana Lee Cole

Hardwood Federation Executive Director

Cross Laminated Timber, or CLT, is quickly gaining recognition as an innovative material that presents an opportunity to construct sustainable, cost effective structures in condensed time periods using wood as the primary building material.

The product is made from dimensional lumber in panels between three and seven layers thick. Prefabricated off site, panels are press-glued together and cut to size and customized for mechanical and electrical systems.

CLT is primarily made of softwood in the U.S. but there are opportunities for hardwood. Europe has already embraced hardwood CLT for use in numerous projects around the continent.

Although the future of CLT, both softwood and hardwood, looks promising, there are barriers that must first be overcome before it becomes a widely accepted construction material. Currently CLT buildings in the U.S. are limited to six stories; any higher than 85 feet requires additional testing, peer review, and specific project approval. However, the International Code Council, developer of model building codes in the U.S., is considering amendments this year that would give approval for 18-story CLT buildings in the 2021 International Building Code.

The hardwood industry can help reach out to these building officials that will vote on final proposals to the existing codes are crucial to success. There are 8,000 government jurisdictions across the country and each is permitted from 4 to 12 voting representatives based on population served.

Communicating the importance of expanding CLT's role in future construction projects is vital. You can help explain key points to code officials:

1. Tall wood buildings have an established track record. Recent buildings in the United Kingdom, Norway, British Columbia, Minneapolis and Portland have provided real-world examples of how mass timber works in tall buildings. Learn more at www.thinkwood.com/buildingbetter/taller-buildings.

2. The International Code Council (ICC) Ad Hoc Committee on Tall Wood Buildings has proposed a series of 14 code changes to allow up to 18 stories of tall wood construction. It is comprised of engineers, architects, building and fire officials, and has studied the science of tall wood buildings.

The wood products industry are asked to help make changes to U.S. building codes to use hardwood and softwood CLT

3. Mass timber has inherent fire resistance. Successful ASTM E119 fire endurance testing led ICC to first recognize CLT in the 2015 *International Building Code*. 2-hour fire endurance was required by code, but actual fire testing demonstrated **endurance of 3 hours and 6 minutes**. Additional fire testing specified by the ICC Ad Hoc Committee further validated the fire performance of mass timber.

4. Other benefits of mass timber:

a. The resilience of mass timber panels offers the strength of steel at lower weight;

b. Mass timber is a renewable resource that sequesters greenhouse gasses and is manufactured at much lower energy intensity, and substitutes for carbon-intensive fossil-fuel alternatives;

c. Mass timber panels can be installed easily, in less time, and at a lower cost;

d. The design flexibility and energy efficiency afforded by mass timber panels offer opportunities to create more attractive built environments.

5. Ask Eligible Voters to Register by March 16. Eligible voters in the ICC process are public officials or qualified government agencies, defined as "governmental units, departments or agencies engaged in the administration, formulation, implementation or enforcement of laws, ordinances, rule or regulations relating to the public health, safety and welfare." That definition includes housing bureaus, energy code enforcers, building code departments, fire bureaus and many more. Each agency can receive a number of votes proportionate to the total population it serves:

0-50,000 = 4 votes

50,001-150,000 = 8 votes

Over 150,000 = 12 votes

If you know or work with those you believe to be eligible voters, please reach out to them and encourage them to vote. If their agency is not yet registered to vote, they may do so by joining the ICC by March 16, 2018 at <https://www.iccsafe.org/membership/join-icc/>. Agencies will then have until Sept. 23 to designate their voting representatives. Membership fees range from \$135 to \$370, depending on the jurisdiction's population, and covers an entire agency. Each individual does **not** need to pay the registration fee.

Wood Pro Expo Draws NC Cabinet, Furniture

Members of the woodworking industry in North Carolina and South Carolina attended the recent Wood Pro Expo in Charlotte, NC.

AHMI participated with an exhibit and talked with dozens of cabinet shop workers and furniture frame producers. The majority of lumber buyers were seeking supplies of white oak, maple, poplar and cherry.

The show was designed to attract secondary manufacturers from across the region to view the latest in materials and manufacturing equipment. It was sponsored by the Woodworking Network.

The crowd was slightly below expectations and show officials said it will be held in conjunction with the closet expo in 2019. AHMI was the only solid hardwood lumber association or business at the show and distributed dozens of Resource Guides, educational books and materials.

The Wood Pro Expo returns to Lancaster, PA, on Oct. 18-19, 2018.

Home Furnishings Expo Moves To SC In July

GREENVILLE, SC – The 2018 Home Furnishings Manufacturing Solutions Expo in July is specifically designed for American producers of furniture and home furnishings products looking for the latest in manufacturing technology and services.

The Expo is registering a wide variety of companies, including a number of exhibitors returning from last year's event. It is set for July 18-19 at the TD Convention Center and is the second show. It represents the first time it will be held in the Carolinas, convenient to manufacturing centers.

The event also offers a two-day educational program developed by top leaders in the industry discussing regulatory environmental policy and the latest innovations. For more information, visit www.HFMSE.com or contact Lorie Gross at 404-334-4586 or Lorie.Gross@ExpoDevCo.com.

AHMI Trade Show / Meeting Activities

Appalachian Hardwood Manufacturers, Inc. will attend / display at the following meetings and other events to promote solid hardwood and AHMI member companies:

March 7-9: **NWPCA Annual Conference**, Fort Lauderdale, FL

March 13: **Appalachian Lumbermen's Club**, Greensboro, NC

March 21-23: **HMA National Conference**, Greenville, SC

April 11-14: **NWFA Flooring Expo**, Tampa, FL

April 14-18: **High Point Furniture Market**, High Point, NC

May 3-6: **Appalachian Lumbermen's Club**, Myrtle Beach, SC

May 18-19: **Expo Richmond**, Richmond, VA

May 24-25: **North Carolina Ag Export Conference**, Greensboro, NC

June 21-22: **AHEC Asia Convention**, Xi'An Shaanxi, China

July 29-31: **AHMI Summer Conference**, The Homestead, Hot Springs, VA

Aug. 22-25: **International Woodworking Fair**, Atlanta, GA

Sept. 11-12: **Hardwood Federation Fly In**, Washington, DC

Sept. 24: **Penn York Club Meeting**, State College, PA

Sept. 25: **Pennsylvania Forest Products Association Meeting**, State College, PA

Oct. 2-4: **NHLA Convention**, Toronto, Canada

Oct. 13-17: **High Point Furniture Market**, High Point, NC

Oct. 15-16: **AHMI Fall Meeting at the Furniture Market**, High Point, NC

Oct. 15: **ASFD Pinnacle Awards**, High Point, NC

Oct. 18-19: **Wood Pro Expo**, Lancaster, PA

Nov. 13: **Appalachian Lumbermen's Club Meeting**, Johnson City, TN

For more information, please contact the AHMI office.

AHMI Summer Conf. Is July 28-31 At Homestead

Appalachian Hardwood Manufacturers, Inc. invites you to join us at The Omni Homestead Resort for the **2018 Summer Conference on July 28-31** in Hot Springs, VA.

The resort celebrates its 252nd year in 2018 as AHMI marks 90 years. There will be a special AHMI anniversary celebration during the meeting with invitations to past presidents/chairmen to return.

The Omni Homestead Resort touts itself as America's first resort. It has more than 2,000 acres of scenic Virginia landscape and provides timeless comforts and an exciting array of activities.

Two major hot springs flow onto the property, featuring a full-service spa and the opportunity to take in the mineral waters just as President Thomas Jefferson did in 1818. The 2-acre water park features two water slides, a lazy river, a water play zone and a sandy beach for the kids, along with a cozy whirlpool and private cabanas with exclusive services.



The Homestead is an AHMI member favorite location for the Summer Conference

AHMI is developing its informative business sessions which include:

- Hardwood Market Update - David Caldwell, HMR;
- Certified Appalachian in the Marketplace - Tom Inman, AHMI;
- Others still being finalized.

There will be golf and sporting clays tournaments and time for networking with members and guests.

Please make your room reservations today by visiting <https://www.omnihotels.com/hotels/homestead-virginia/meetings/appalachian-hardwood-manufacturers-inc>

- OR Call (800) 838-1766.

Registration materials will be mailed later this month so please review and make your room reservations early.



FUTURE MEETINGS

The **2018 Fall Meeting** will be in conjunction with the High Point Furniture Market on Oct. 15-16 in High Point, NC. Members are invited to take advantage of individual meetings with furniture manufacturers and then attend a luncheon with furniture designers on Oct. 16.

The market attracts more than 1,200 furniture manufacturers from around the world. The meeting is set for days when suppliers are encouraged to attend.

The hotel room block is being finalized and

AHMI will have more information available soon.

The **2019 Annual Meeting** will be Feb. 20-24 at the W Hotel in Fort Lauderdale, FL. AHMI returns to its normal meeting schedule next year.

The W Hotel recently completed a dramatic \$55 million renovation and blends beachside calm with insider cool. Located just steps from the Fort Lauderdale beach and near the best of the city, the resort has a glamorous rooftop pool and award-winning STEAK 954 restaurant.

Please mark your calendar for both events.