

# Appalachian Hardwood *Sustainable & Legal*

Monthly newsletter of  
Appalachian Hardwood Manufacturers, Inc.

April 2019



## Log & Lumber Grading 2019 Rules, Scanning Technology Lead Summer Conference Agenda

A new log grading program and advancements in scanning technology will improve the way Appalachian Hardwood logs and lumber are processed in 2019. These are two of the topics that will be discussed at the **Annual Summer Conference** of Appalachian Hardwood Manufacturers on **July 28-30 at The Greenbrier in White Sulphur Springs, WV.**

The business program will include:

- **Scanning For Lumber Grade** - Technology has increased dramatically to scan hardwood lumber for grade. Two presentations are planned with new scanning equipment that can save time and labor with impressive results.

- **Log Grading Rules Implementation** - Appalachian Hardwood Manufacturers and the Appalachian Hardwood Center have developed Rules for Scaling and Grading Hardwood Logs and a presentation will explain the guidelines.

- **White Oak Initiative Strategy**- A coalition has been formed to increase white oak growth across the U.S. The plan would focus on Appalachian forests, landowners and manufacturers.

- **INVITED - West Virginia Gov. Jim Justice** and owner of The Greenbrier Resort has been invited  
**(See Summer on page 3)**

## White Oak Initiative Hopes To Increase Sustainability

After 18 months of discussion, The White Oak Initiative (WOI) has been formed to ensure the long-term sustainability of white oak forests.

A diverse group of universities, state and federal agencies, private landowners, conservation organizations, trade associations, and forest industries has begun efforts to reverse downward trends in white oak growth. The first forecasts came in 2017 that white oak stands were not regenerating at sustainable rates.

WOI was formed under the American Forest Foundation with a goal of ensuring the long-term sustainability of white oak forests – and their economic, social and environmental benefits – for centuries, not just decades, according to its brochure.

The White Oak Initiative wants to develop meaningful, long-term change for white oak forests. The first step is an assessment of the forests and build a regional conservation plan, said Jordy Jordahl, WOI director. He spoke at the recent Kentucky Forest Industries Association Annual Meeting and has tentatively agreed to speak at the AHMI Summer Conference.

**(See White Oak on page 2)**



## The way I see it..

By Tom Inman, AHMI President

...log supplies are increasing across much of the Appalachian Hardwood region as weather improves and trucks have returned to the woods.

It has been a difficult winter and the first few days of spring for sawmills as rain and snow has limited logging. Most mill operators have timber under contract but have not been able to access because of wet conditions.

Log supplies have kept production down with mills operating 32 to 40 hours a week to keep from running out of logs. The lower production, however, has matched demand for lumber in many instances so it has been balanced.

This spring, however, that could change as logs flow into mills and production increases. Demand for lumber is seeing an uptick in several markets and hopefully matches the production availability.

The challenge is always balancing demand and supply. An interesting chart by Hardwood Market Report recently shows that gap between production and consumption of hardwood lumber continued to close in 2018.

There are a few species and grades that are readily available while demand for those is weak. Other species are in demand and inventories are low.

There continues to be hope that the U.S. and China will work out the trade dispute - both delegations are meeting in Washington DC this week. Removal of the tariff on hardwood exports to China would certainly help U.S. hardwood exports AND aid the Chinese economy which has softened.

---

## Join Us On Twitter, Facebook

Appalachian Hardwood Manufacturers, Inc. invites you to follow us on Facebook and Twitter.

Our Facebook page is **Appalachian Hardwood** at <https://www.facebook.com/Appalachian-Hardwood-115082515210245/>

Our Twitter account is **Appalachian Hardwood** at <https://twitter.com/AppalachianHdwd>

## White Oak from page 1

The assessment will include the health, population, age, diversity, harvest demand, economic and jobs impact, analysis of threats and white oak genetics. There will be tools available to encourage public and private landowners to grow white oak; train foresters, loggers and others in the forest industry.

On the ground implantation will include family forest owner outreach and support, and assistance to the public forest managers with better communications to explain the issues around the white oak species.

Jordahl said policy solutions are being developed to support state and federal programs for white oak sustainability. He said white oak is a cornerstone species of the forests of the eastern U.S. providing vital habitat and food for wildlife and plays an essential role in rural economies.

More information on the program will be available soon online.

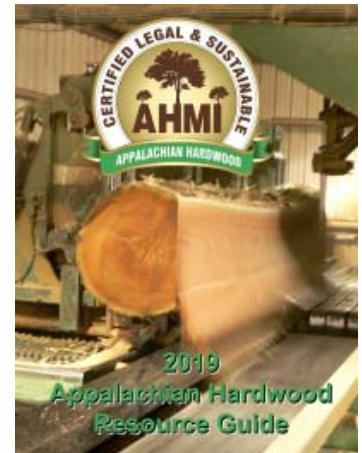
---

## 2019 AHMI Resource Guide Sent To Buyers

The 2019 Appalachian Hardwood Manufacturers, Inc. Resource Guide was mailed and emailed to thousands of lumber buyers around the world this week. The Guide includes information on member companies and the species availability.

If you need copies for your staff, please contact AHMI. The electronic version is available online at [www.appalachianhardwood.org](http://www.appalachianhardwood.org) and follow the link for Resource Guide. There are separate listings for each AHMI membership division as well as the entire Guide.

The data is also available on our mobile APP.





## Appalachian Hardwood Manufacturers, Inc. 2019 Summer Conference July 28-30 | The Greenbrier, WV Agenda

### Summer from page 1

to speak to our group on Business in West Virginia.

- **Hardwood CLT Tower In VA** - Virginia Tech's School of Architecture is constructing the first Appalachian Poplar Cross Laminated Timber structure in North America in Radford, VA. One of the architects has been invited to explain the project. (*Meeting attendees are invited to tour the building on Tuesday, July 30*)

There will be ample time for networking with members and guests at receptions and between sessions. We will also have the Summer Golf and Sporting Clays tournaments.

The Greenbrier is a National Historic Landmark and world-class resort that has been welcoming guests from around the world since 1778. America's Resort has long been a favorite destination of business leaders and AHMI members.

The Dining Collection at The Greenbrier is as diverse as it is delicious. Twenty restaurants and lounges offer world-class cuisine, served by staff dedicated to gracious hospitality.

The Greenbrier's team of culinary professionals carefully designs ingredient-driven menus, using locally sourced produce and regionally inspired flavors. Wine pairings are personally selected and unique craft beers and cocktails are prepared with an unprecedented attention to detail.

Please visit [www.appalachianhardwood.org](http://www.appalachianhardwood.org) and click on "Meetings" for information and to register online.

You may also call The Greenbrier on a special number set up for Appalachian Hardwood at (877) 493-2941. You must book by June 27, 2019.

For more information, please call the AHMI office at (336) 885-8315 or email to [info@appalachianhardwood.org](mailto:info@appalachianhardwood.org).

#### Saturday, July 27

**6 pm** - Early Bird Reception on Golf Club Patio

#### Sunday, July 28

**2-4 pm** - AHMI Board of Trustees Meeting in McKinley Room

**3-5 pm** - Meeting Registration in Lobby

**6-7 pm** - Welcome Reception in Cameo Ballroom

*Dinner on your own*

#### Monday, July 29

**8:30 am** - General Session in Chesapeake Room

- **Scanning For Lumber Grade** - Technology has increased dramatically to scan hardwood lumber for grade.

- **Log Grading Rules Implementation** - Appalachian Hardwood Manufacturers and the Appalachian Hardwood Center have developed Rules for Scaling and Grading Hardwood Logs.

- **Hardwood CLT Tower In VA** - Virginia Tech's School of Architecture is constructing the first Appalachian Poplar Cross Laminated Timber structure in North America. It is in Radford, VA.

**INVITED** - *West Virginia Gov. Jim Justice* and owner of The Greenbrier Resort has been invited to speak on Business in West Virginia.

**12:15 pm** - Golf Tournament at The Meadows Course

**12:15 pm** - Sporting Clays Tournament at The Gun Club

**6-7 pm** - Monday Reception in Champions Room

*Dinner on your own*

#### Tuesday, July 30

**9 am** - Breakout on Log Grading Rules

**1 pm** - Tour Hardwood CLT Observatory Tower in Radford, VA

Enjoy The Greenbrier and safe travels home!



### AHMI Exhibits At WoodPro Expo

Appalachian Hardwood Manufacturers showcased the Certified Appalachian and Solid Appalachian promotions to hundreds of cabinet, millwork and flooring manufacturers from the Carolinas and Georgia recently at the WoodPro Expo in Charlotte. Most participants were custom shops targeting the homebuilding/renovations markets.

## High Point Furniture Market Is April 6-10

The High Point Furniture Market is the largest furnishings industry trade show in the world, bringing more than 75,000 people to High Point every six months.

The spring 2019 event is set for April 6-10 with 2,000 exhibitors filling more than 180 buildings. Participants attend from more than 106 countries.

Showroom hours are Saturday – Wednesday: 8am – 7pm. Appointments are recommended prior to arriving to make sure staff is available.

If you plan to attend, please contact the AHMI office for assistance with transportation and hotels. Our office is located across the street from free market shuttles and we can help with showroom locations and more.

We can also assist with furniture showroom locations and general information. Call AHMI at (336) 885-8315.



AHMI welcomes the following new member:

#### **Distributor**

Frank Wilson Lumber Co., Inc.

Glenda House

PO Box 1277

Elkins, WV 26241

Tel: 304-636-3000

Fax: 304-636-9465

info@wilsonlumber.com

www.wilsonlumber.com

If you know of companies that should join, please share that with the AHMI office.

## AHMI Event Calendar

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

April 6-11: **High Point Furniture Market**, High Point, NC

May 1-3: **NWFA Flooring Expo**, Fort Worth, TX

May 2-5: **Appalachian Lumbermen's Club**, Myrtle Beach, SC

June 7-8: **PA Forest Products Show**, State College, PA

Jun 20-21: **AHEC Greater China Convention**, Ningbo, China

June 24-25: **AHEC SE Asia Convention**, Hanoi, Vietnam

July 28-30: **AHMI Summer Conference**, The Greenbrier, White Sulphur Springs, WV

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

Sept. 25: **PA Forest Products**, State College, PA

Oct. 2-4: **NHLA Convention**, New Orleans, LA

Oct. 19-23: **High Point Furniture Market**, High Point, NC

Oct. 21: **ASFD Pinnacle Awards**, High Point, NC

Nov. 13: **ALC Meeting**, Johnson City, TN

For more information or to participate in these events, please contact the AHMI office.

# Federation Sets Legislative Direction for 2019

*By Dana Lee Cole, Hardwood Federation  
Executive Director*

The 2019 Hardwood Federation's Board of Directors and Hardwood Federation PAC Board of Directors recently held their annual winter meetings with packed days of discussion, networking and strategic planning.

The Federation Board provides strategic direction for advocacy priorities and outreach efforts as well as oversight of the budget and administrative functions. The HF PAC Board is instrumental in helping to raise PAC dollars to support congressional allies and in identifying those we should consider for financial support.

The 2019 Board of Directors President is Rick Holden of Derr Flooring in Willow Grove, PA; Vice President Matthew Smith of Smith Creek in Borden, IN. AHMI is represented on both the Federation Board and on the Hardwood Federation PAC Board by Jay Reese of Penn-Sylvan International. The HF PAC Board President is Tommy Maxwell of Maxwell Hardwood Flooring and Vice President is Bob Miller of Frank Miller Lumber.

After considering the HF 2018 advocacy activity in D.C., the anticipated Administration agenda, and the responses to the annual Hardwood Federation Priority Policy Survey, the Hardwood Federation and Hardwood Federation PAC Boards discussed and set a course of action for 2019. The top issues are: Regulatory Reform, Federal Forest Management, Tax Reform, Trade, and Innovative Wood Products. Following these are: Funding Government Programs that Enhance Exports, Export Markets, the Lacey Act, Biomass, Immigration Reform, and the Endangered Species Act.

The Board also recommended a focus on Transportation issues – with special regard to trucking – and other Infrastructure issues that may move in a now divided Congress.

These are not new topics for the Federation, but the levels of importance placed on them by those who responded to the survey is a clear man-

date. Congress will continue to hear from us why it is important that the right decisions are made when considering reform measures in these areas...and why the wrong decisions can devastate our industry.

The Hardwood Federation Board of Directors reviewed the Hardwood Economic Impact Study. The findings show the U.S. hardwood forest products industry employs 1.8 million people and contributes \$348 billion to the U.S. economy.

Hardwood producers and manufacturers, including sawmills, lumber yards, flooring companies, kitchen cabinet manufacturers and railway ties, directly support more than 685,000 jobs in 25,000 facilities generating \$35 billion in annual income. Related industries, including transportation, retail, forest ownership and logging support more than 1.1 million jobs and add \$212 billion to the economy. For every \$1 million in output of hardwood products, 5.3 jobs are created.

The Hardwood Federation greatly appreciates the support of AHMI in the execution of this project. The Hardwood Federation was established as a coordinating body within the industry to represent common interests on federal policy – a mandate I am proud to continue.

The economic impact study project is a natural extension of our daily activities on the Hill: identifying unifying goals, gathering supportive industry and association leaders, jointly developing solutions and serving as an organizing body for implementing those solutions. The result is a product that has far reaching value beyond one company or one organization. I look forward to continuing to work with all the wonderful members of the hardwood community to identify future ways to serve the industry in this manner.

The hardwood industry economic impact study was conducted by Agribusiness Consulting and financially supported by 13 hardwood associations including AHMI. It may be viewed at [www.hardwoodfederation.com](http://www.hardwoodfederation.com).



## AHMI Increases Certified Appalachian

Dozens of Appalachian Hardwood Manufacturers, Inc. members have successfully completed the requirements of Certified Appalachian Hardwood and the database is growing.

Certified Appalachian was developed in 2017 to provide a third-party audit to standards approved by AHMI Trustees. Member companies can certify the legality and sustainability of logs, lumber and hardwood products.

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

Certified Appalachian requires logs/lumber:

- 1) originate in the AHMI region
- 2) are sustainable based on USFS FIA
- 3) are legally purchased with signed procurement forms
- 4) from companies that are legal entities and adhere to the laws of their state and country.

AHMI members are audited to the standards every two years. AHMI has contracted with Auditech & Associates to perform the audits.

The association is promoting the program to furniture, cabinet, and flooring companies as well as designers and architects. It will be emphasized at the High Point Market.

Details and enrollment forms have been mailed to AHMI members. Please contact the AHMI office to make application and the process is typically completed in 10 working days.

## Enrollment Begins In AHMI Retirement

Appalachian Hardwood Manufacturers, Inc. encourages members to enroll in the AHMI 401k Multiple Employer Plan.

The program is a partnership with UBS Financial and allows hardwood companies to pool existing retirement accounts or start new programs for employees. The plan offers economies of scale pricing that compress costs from service providers like the recordkeeper, third party administrator and financial consultant.

Participants will have access to low cost investments that are typically only accessible for very large corporate plans. There is also no individual company audit requirement saving staff time and creating efficiencies. Adopting employers have plan design flexibility and can retain their individual plan features such as matching formula, vesting and eligibility.

UBS is the world's largest wealth manager with approximately 7,000 financial consultants within the United States. AHMI's team, Southeast Wealth Consultants, is one of the 400 retirement plan consultants designated by UBS.

MassMutual offers approximately 10,800 investment options available on their MEP platform. AHMI members may already invest in many of these options.

Companies who join the plan will receive visits from MassMutual staff to assist employees in understanding the plan and all options. There will be an automatic payroll deduction process or reporting to move the contributions regularly.

A multi-employer plan is typically an employee retirement plan that covers the workers of two or more unrelated companies. The plans are concentrated in certain industries, where there are many small companies with each too small to justify an individual plan.

For more information, please contact the AHMI office at (336) 885-8315.