What is the Hardwood Federation?

- Voice of the U.S. Hardwood Industry
- Established in 2004
- 28 Hardwood Businesses Organization Members
Our Members

- American Hardwood Export Council
- American Hardwood Utility Group
- Appalachian Hardwood Manufacturers
- Appalachian Lumbermen’s Club
- Empire State Forest Products Assn.
- Hardwood Distributor’s Assn.
- Hardwood Manufacturers Assn.
- Hardwood Plywood & Veneer Assn.
- Indiana Hardwood Lumber Assn.
- Kentucky Forest Products Assn.
- Kitchen Cabinet Manufacturers Assn.
- Lake States Lumber Assn.
- Maple Flooring Manufacturers Assn.
- Missouri Forest Products Assn.
- National Wood Flooring Assn.
- National Woodland Owners Assn.
- North Carolina Forestry Assn.
- Northeast Loggers Assn.
- Pennsylvania Forest Products Assn.
- Penn-York Lumbermen’s Club
- Railway Tie Association
- Southern Cypress Manufacturers Assn.
- Southwestern Hardwood Manufacturers Club
- Tennessee Forestry Association
- Virginia Forestry Association
- Western Hardwood Association
- Westside Hardwood Club
- Wood Component Manufacturers Assn.
The Hardwood Federation Charge

- Educate Policy Makers
- Monitor Federal Policy
- Participate in the Process
- Network with Allies
- Support Our Champions - HFPAC
Quarterly US HDWD Lumber Exports to China

5 quarters of data since trade war

Compared to previous 5 quarters, the market is down $820 million

Q2 2018 vs Q3 2019: Down 60%
Changes in China, 2019 vs 2017

- **25% Tariff**
  - Red Oak: -47%
  - White Oak: -49%
  - Ash: -50%
  - Cherry: -24%

- **20% Tariff**
  - Maple: -49%
  - Other Temperate: -74%

- **5% Tariff**
  - Walnut: +13%
  - Western Red Alder: -41%
  - Yellow Poplar: -67%

Source: USDA GATS, data through November for both years
How Did We Get Here?


China retaliates with tariffs on $3B in U.S. goods
How Did We Get Here?


China retaliates with 25% tariffs on $34 B in U.S. goods.


China retaliates with 10% tariffs on $16 B in U.S. goods.

China retaliates with 5-10% tariffs on $60 B in U.S. goods.

Fall 2018: U.S. threatens to escalate 10% tariffs to 25%.

May 5, 2019: Negotiations break down. Electronics company Huawei placed on restricted export list to the US.

June 1, 2019: U.S. raises 10% tariffs on $200 B in Chinese goods to 25%.

China retaliates with 5-25% tariffs on $60 B in U.S. goods.
How Did We Get Here?

August 2019: US and China agree to talks.

Dec. 13, 2019: US and China announce “Phase I” Trade Deal

What Now?

Commitments Have Been Made

US Monitoring of Progress is Underway

Focus is now on China to Facilitate Sales
Why is Trade Hard?

Decisions are made at the very highest levels of government.

Constant changes to the status quo.

Limited powers lie with Congress.

Many agree with the “get tough” position.
Lessons Learned

You Can’t Just Be an Observer

Consistent Engagement Matters

Prepare for Crisis
Federation Action

Congressional Outreach

Administration Contacts

Fly-Ins to D.C.
How to Be Engaged

Become Informed

Become Involved

Take Action!
If you do not take an interest in the affairs of your government, then you are doomed to live under the rule of fools.

Plato