



2020 November

Monthly newsletter of

Appalachian Hardwood Manufacturers, Inc.

www.appalachianhardwood.org | info@appalachianhardwood.org

Maples Were On Display At High Point Market

Maple was the leading species for domestic bedroom and dining furniture manufacturers at the 2020 Fall High Point Market in October.

It was the third attempt at a market after two previous events were cancelled because of COVID-19. It was extended to nine days with assignments made to attendees based on the region of the country where they were located.

There were few international buyers or exhibitors at this market.

The domestic manufacturers and importers who had product to show were open for business. Most of them reported fair business with existing customers but little new traffic.

There was a trend of hard and soft maple on display at many showrooms. Domestic makers (who were open) were writing sales because retailers knew they had product.

Bassett Furniture expanded its Bench Made collection of hand-crafted hard maple and oak bedrooms that showcase the natural beauty of the hardwood. The groups include 16 finishes with natural, gray and medium brown tones.

The Bench Made dining collection included new maple tables. Bassett expanded low and middle-priced bedroom products in oak and composite materials. The groups were designed to re-



Vaughan-Bassett Furn. group in three species

place imported goods that retailers were not able to purchase because of supply chain interruptions.

Century Furniture was busy with new pieces in a variety of groups. A showroom representative said more than two-thirds of their dealers were attending the High Point Market and seeking to refill stores and warehouses.

"People are home and making upgrades as they plan to spend more time there," one sales rep said. The Jacques Bedis bedroom with oak frames and the Bridgeton collection of dining room and occasional tables maple were popular. Portions of the group included walnut and beech accents.

New maple pieces were offered at Vaughan-Bassett Furniture with expanded bedroom groups in the LM Collection by Erin & Ben Napier of Laurel, Mississippi. The new pieces included four bedrooms in maple with gray and brown finishes.

The groups have a blend of traditional and contemporary designs from the HGTV stars. The Bungalow group is the top seller for the company in the past two years.

VB expanded the Artisan Post collections with new pieces in maple and cherry. The solid hard-

See **Furniture Market** on page 2



Maple dining table and chairs from Bassett Furn.

Furniture Market from page 1
wood groups continue to be top sellers for small and mid-sized retailers offering quality bedroom groups made in Virginia.

Country View Furniture from Millersburg, OH, had a new bedroom group in maple with a contemporary design that was well-received. A sales representative said buffet pieces were added to existing dining room table and chairs because of customer demand as more are dining at home.

The company's elm dining continued to be a showroom standout.

High Point Market is the largest furnishings industry trade show in the world, with more than 2,000 manufacturers in 11.5 million square feet of showroom and exhibit space in multiple buildings in downtown High Point, NC. Each Market attracts tens of thousands of retail home furnishings buyers, interior designers, architects, and others in the home furnishings industry.

The next Market is April 17-21, 2021.

Certified Appalachian Helps Sell Lumber

Dozens of Appalachian Hardwood Manufacturers, Inc. members have successfully completed the requirements of Certified Appalachian Hardwood and are completing sales.



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 process takes a short time to complete and does require assistance from your log suppliers. Approval usually takes less than a week and is in place for two years.

Please contact the AHMI office for details.



MEMBERSHIP

AHMI welcomes the following new members:

Producer

Pennsylvania Hardwoods Co.

John Pysh
2253 State Rt 227
Pleasantville, PA 16341
Phone: 814-590-6730
Email: jpysh@pahardwoods.com
Website: www.pahardwoods.com

Consumer

D Yoder Hardwoods

Marion Yoder
2131 CR 70
Sugarcreek, OH 44681
Phone: 330-852-8105
Email: marion@dyoderhardwoods.com

Consumer

Stella-Jones Corp.

Contact: Jason Dallas
1000 Cliff Mine Rd, Suite 500
Pittsburgh, PA 15275
Phone: 412-818-7458
Email: jdallas@stella-jones.com
Website: www.stella-jones.com

New members are vital to the work of AHMI. If you know of companies that should join, please share that information with the AHMI office. We have a packet of materials that explain the promotion work, retirement plan, health insurance and meeting opportunities through membership.

We are beginning the process of renewals for 2021 and have an exciting program of work planned. It is hoped that we can return to trade shows and other meetings to connect with buyers in person.

AHMI is developing video presentations to link with buyers virtually to educate them on the Appalachian Hardwood resource and the member companies that produce it.

AHMI Returns To Ponte Vedra In 2021

Appalachian Hardwood Manufacturers invites you to the **2021 Annual Meeting Feb. 24-28** at The Ponte Vedra Inn and Club in Ponte Vedra, FL.

The location near Jacksonville was the first choice for members who completed the Meetings Survey this summer. Many liked the north Florida location for a drive or easy flight to the venue.

The Ponte Vedra Inn has hosted AHMI previously and has completed extensive room renovations and golf course redesign. The Inn has set the standard for elegant and refined resort, golf, tennis, spa and recreation experiences—all with touches of gracious Southern hospitality.

The business sessions are being finalized but will include:

Economic Forecast for 2021 from a UBS economist;

National Politics in 2021 from the Hardwood Federation;

Secondary Manufacturing Upgrades from Stiles / Homag

Real American Hardwood Promotion update; and another industry presentation.

There will be receptions, networking, golf and fishing tournaments and time with industry friends. **Producers and Distributors Divisions Meetings** on Saturday will discuss industry issues.

The Annual Golf Tournament and Annual Fishing Tournaments are Friday. There will be a Saturday Golf event or you can join the group for Saturday on the Beach.

There are receptions planned each evening and ample time for networking with members and guests at receptions, events and dinners throughout the Annual Meeting.

Hotel reservations are open now by calling (888) 839-9145. The block includes room nights before and after the Meeting dates. Registration will open soon.

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

2021 ANNUAL MEETING AGENDA

WEDNESDAY, FEB. 24

6 pm - Early Bird Reception – Oceanfront Courtyard

THURSDAY, FEB. 25

Morning activities on your own

2 pm - AHMI Board of Trustees Meeting – Tarpon Room

4 pm - Registration – Convention Center

6 pm - Welcome Reception – West Terrace

FRIDAY, FEB. 26

8:30 am - General Session – Ballroom 1

Business Presentations

12 pm - Golf Tournament – Lagoon Course

12 pm - Fishing Tournament – Atlantic

6 pm - Reception – Surf Club Patio

Island Green Hole In One Contest

SATURDAY, FEB. 27

8 am - Producers Meeting – *Producers only* – Tarpon Room

8 am - Distributors Meeting – *(open to all)* Ballroom 1

9:15 am - General Session – Ballroom 1

Business Presentations, Annual Meeting

12 pm - Golf Tournament – Ocean Course

2-4 pm - Fun on the Beach

6 pm - Reception – Ballroom Terrace

SUNDAY, FEB. 28

8 am - Fellowship of Christian Lumbermen – Tarpon Room

Annual Meeting Sponsorship

The 2021 Annual Meeting of Appalachian Hardwood Manufacturers, Inc. will be February 24-28 at The Ponte Vedra Inn and Club in Ponte Vedra, FL. There are Meeting Sponsorship available to enhance the session and encourage companies.

Sponsors receive:

- 1) Recognition during the Annual Meeting;
- 2) Signage for each sponsored event;
- 3) Recognition in the meeting program;
- 4) Table for literature at registration or in the Meeting Room.

Please contact the AHMI office today about the remaining sponsorship opportunities.

IWF Connect Virtual Attracts Wood Buyers

The IWF Atlanta for 2020 was converted into IWF Connect! because of COVID-19 and the online trade show for the woodworking industry was deemed a success.

Appalachian Hardwood Manufacturers, Inc. had a virtual exhibit along with a few members and equipment suppliers. We received more than two dozen inquiries and sent those buyers the 2020 Appalachian Hardwood Resource Guide and other information.

The IWF Connect! reported hundreds of consumers and manufacturers of wood products had registered for the show. There were live-chat product demos and courses available during the event. IWF Atlanta returns in 2022.

Appalachian Hardwood Promotes To Tie Group

AHMI's Tom Inman presented virtually to the 2020 Railway Tie Association Annual Meeting. Hundreds of tie producers, buyers and suppliers to the industry participated in the three-day conference in October.

Inman surveyed several AHMI members about their tie production and plans for the fall and winter. Most sawmill operators reported a decline in tie production earlier this year but that has increased.

The tie business has stabilized for many treating companies and demand has improved.

AHMI Event Calendar

Appalachian Hardwood Manufacturers, Inc. is monitoring events and meetings to determine the best locations to promote AHMI member companies and products.

Below are the plans for the remainder of the year. Please check with the AHMI office before you make final plans to make certain the event is still planned.

Nov. 10: **ALC Meeting**, Johnson City, TN

2021

Jan. 12: **ALC Meeting**, Asheville, NC

Feb. 8-10: **IHLA Convention**, Indianapolis, IN

Feb. 24-28: **AHMI Annual Meeting**, Ponte Vedra Inn, Ponte Vedra, FL

March 9: **ALC Meeting**, Pinehurst, NC

March 24-26: **HMA National Conference**, Austin, TX

April 17-21: **High Point Furniture Market**, High Point, NC

April 28-30: **NWFA Expo**, Baltimore, MD

May 21-23: **Expo Richmond**, Richmond, VA

If you know of events that we should consider, contact Tom Inman at tom@appalachianwood.org and provide details. AHMI members are invited to join Inman at the events listed above.

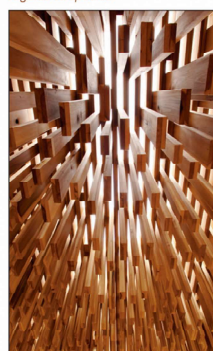
Follow AHMI on Twitter & Instagram for weekly updates on members, hardwood product promotion and events. Please link to:

[/twitter.com/AppalachianHdwd](https://twitter.com/AppalachianHdwd)

[/instagram/appalachianhdwd](https://www.instagram.com/appalachianhdwd)

Sustainable American Hardwoods

A guide to species



AHEC Publishes New Species Guide

The American Hardwood Export Council has published a new "Sustainable American Hardwoods: A Guide To Species," booklet and online resource.

The Guide is fully illustrated and provides comprehensive information on commercially available hardwood species. This includes comparison tables on physical, mechanical and working properties, end use applications and glossary of terms specific to the hardwood industry.

The Guide and other materials are available to the hardwood industry at: <https://www.americanhardwood.org/en/library/publications>

You can download the Guide or link to it from your company website.

2020 Election Was Held - Winners TBD

By Dana Lee Cole, HF Executive Director

No matter your political persuasion, the seemingly endless 2020 Election is over. Now the votes are cast, although there are still some questions about the results. At press time, there are still a number of key races undecided in the 2020 U.S. elections.

Regardless of how your preferred candidate fared, we as a country will go on. And the Hardwood Federation will continue to work across the aisles in our nation's Capital to move legislation that supports the U.S. hardwood industry.

Democrats will retain control of the House but by a much smaller margin than expected, Republicans unexpectedly gained seats. It also seems probable that the Senate will remain in Republican hands, although only very narrowly. And should one or both Georgia Senate races go to a runoff in January, this could change.

It is important to keep in mind that, whoever controls the Senate, the party's margin will be very slim. Typically, 60 votes are needed to move legislation in the upper chamber which requires opposing party support to pass any legislation. There are parliamentary ways around this, but historically the 60-vote requirement has been honored.

Gridlock will continue to be the rule and not the exception. We will again most likely be working with a split government with both parties exerting some control over pieces of the legislative process.

The first order of business in the new year for the Hardwood Federation staff will be to connect with new Members of Congress and the Administration to educate them about the U.S. hardwood industry and its contributions to the economy at both the state and federal levels. We have at least seven new Senators touch base with and roughly two dozen new House members.

We also need to re-connect with returning Committee Chairs and make ourselves known to new leadership. Identifying those in positions to help us, what points of agreement exist and who we need to win over to our way of thinking are at the top of our to-do list.

A couple of key Committee Chairs that we know will be new are on the House and Senate Agriculture Committees. Rep. Collin Peterson (D-MN-7) lost his reelection bid after decades in the House. He shepherded a number of Farm Bills and he and his staff knew our sector quite well.

The silver lining is that the three House members vying for his post are Jim Costa (D-CA-16), Marcia Fudge

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(D-OH-11) and David Scott (D-GA-13). Representative Costa is a moderate who always comes to the Hardwood Federation fly-in breakfast and knows us well. Likewise, Representatives Scott and Fudge are from hardwood states and knowledgeable on hardwood.

In the Senate, should the Republicans maintain control, Pat Roberts is retiring and on track to replace him as Chair of the Agriculture Committee is John Boozman (R-AZ). Another big change is on the Senate Energy & Natural Resources Committee where Senator Lisa Murkowski (R-AK) is ending her term as Chair. Slated to replace her is Senator John Barasso (R-WY). This committee is critical for us as it takes the lead on federal forest management and natural resource policy issues.

Should Democrats take control, Senator Debbie Stabenow (D-MI) will most likely return to head up Agriculture and Senator Joe Manchin (D-WV) would serve as Chair of the Senate Energy & Natural Resources Committee. The Federation has great connections with both and have worked with them and their staffs over the last several years. They are very aware of our industry's issues and have been helpful in the past.

To prepare for 2021, the Hardwood Federation Board of Directors provided both the Trump and Biden campaign teams a list of our priorities for the new Congress. This list serves as our starting point for advocacy efforts and will also be shared with Senate and House leaders. Unexpected issues will inevitably arise, but these are the issues we hope to focus on over the next year. The Federation Board recommends that the new Administration:

- Enter into international agreements that promote free and fair global trade systems, grow the demand for U.S. hardwoods around the world, and avoid the kinds of punitive retaliatory tariffs that have devastated the U.S. hardwood industry.
- Maintain and increase USDA funding that supports growing global markets for U.S. hardwood and hardwood products, specifically USDA's Foreign Market Development and Market Access Program.
- Implement policies that promote and foster strong domestic markets for U.S. hardwood and hard-

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Prepare Now For HealthCare Offerings In 2021

Appalachian Hardwood Manufacturers, Inc., members are encouraged to consider the group healthcare options available through your membership.

AHMI has joined the National Association of Manufacturers Health Care program that is designed to meet the unique health care needs of smaller manufacturing companies. The health benefits options are offered by United Healthcare.

Many plans renew in the fourth quarter and it is recommended that you start the quoting process 90 days prior to your plan renewal.

Depending on the state, businesses with 2 to 99 employees may choose from a variety of PPO (Preferred Provider Organization) and HSA (Health Savings Account) health plans. AHMI members have access to UnitedHealthcare's Choice Plus care provider network of more than 1.3 million physicians and care professionals, 6,000 hospitals and care facilities nationwide.

Under NAM Health Care, eligible member com-

HOW THE PLAN WORKS



panies can also provide supplemental benefits including dental, vision and life. UnitedHealthcare will work with any licensed and appointed agents who want to sell NAM Health Care.

Mercer will provide AHMI members with consulting services for health benefit offerings and contribution strategies, marketing support to sign up and enroll their employees, plan administration and compliance consulting services.

For more information, please visit the website: **AHMI.NAMHealthCare.com/Review** or contact the AHMI office.

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wood products including new funding to research the environmental and home health benefits of hardwood products.

- Support public and private green building initiatives by extending a sustainable tax credit to building and construction projects, including U.S. wood products, used in these projects.
- Increase government purchases of U.S. structural and finished wood products for federal building and transportation projects and for U.S. military truck beds.
- Recognize the benefits and fully fund the programs that support active forest management on federal and private forest lands, including sustainable timber harvest, restoration, maintenance of forest roads and fire prevention. These programs are vital to the health and sustainability of not only the forests themselves, but also the surrounding communities.
- Finalize the EPA rule recognizing combustion of biomass derived from sustainably managed forests as carbon neutral. Forest based biomass is renewable and sustainable and bioenergy produced from biomass helps keep our forestlands as forests and not converted to other non-growing uses.

• Expand the pass-through deduction enacted as part of the Tax Cuts and Jobs Act (TCJA) and make it permanent. Most businesses in the hardwood sector are organized as S-Corporations and other pass-through structures. The TCJA provided favorable tax treatment for large companies that are eligible for C-Corp status, but small and medium sized businesses are taxed at a higher rate. This has created an unlevel playing field that skews against businesses in rural communities.

• Fully fund and enforce the Lacey Act, which was amended in 2008 to combat illegal logging around the globe. The Hardwood Federation actively supported this amendment and is committed to fair, equitable and legal trade in forest products.

Elections are an important reminder of why organizations like the Hardwood Federation exist and are important to you as a leader in the Hardwood industry. Although elected officials, administrations and political appointees may come and go, it is important to have consistent representation in Washington D.C. to represent your interest no matter who sits in the White House or speaks from the House or Senate floor.

We remain dedicated to pushing federal policies that help sustain and grow the Hardwood industry in the United States.