

Worker Training, CLT Update On Fall Agenda

Appalachian Hardwood Manufacturers, Inc. members and guests will learn about a new workforce training program and structural grading systems for hardwood lumber at the 2021 AHMI Fall Conference.

The association will return to the Stonewall Resort and Conference Center in Roanoke, WEST VIRGINIA on Oct. 11-13 with a demonstration on the final day at AFP Lumber in Buckhannon, WV.

The business program is Tuesday, Oct. 12 at 8:30 a.m. and will offer key updates on ongoing projects and a new proposal:

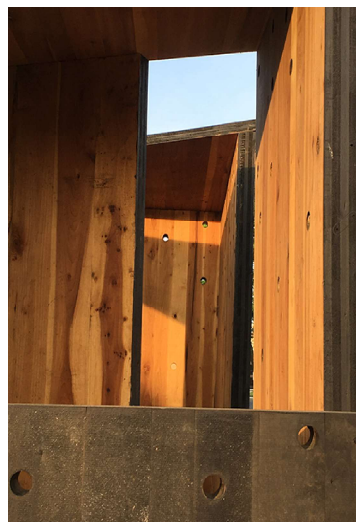
Appalachian Hardwood Training Institute - AHMI has partnered with three colleges in the region to develop workforce training specific to the hardwood industry. The project awaits approval from the Appalachian Regional Commission and will offer simple and extensive courses on sawmill equipment and technology to certify workers on job skills. Presentation will be given by community college leaders who are designing the curricula.

Poplar Cross-Laminated Timber Panel Tests and Next Steps - AHMI is engaged with Virginia Tech on the development and testing of CLT produced from poplar. The tests are complete and VT researchers will discuss the next steps.



Stonewall Resort in Roanoke, WV

AHMI Fall Conference Set At Stonewall Resort Oct. 11-12; Grading Workshop Oct. 13



CLT Poplar Structure

Structural Grading of Hardwood Lumber - Renewable Resources Inc. owner Lon Sibert will offer the basics of structural grades for hardwood lumber. There are potential markets for poplar and other hardwood lumber in mass timber. A structural grading workshop is set for Wednesday, Oct.

13 at 8:30 a.m. at AFP Lumber in Buckhannon, WV, to teach an overview of structural grading of hardwood lumber. The workshop is limited to the first 25 registrations so please sign up early.

Sawmills are encouraged to send lumber graders and production managers to the presentation and demonstration. The workshop will be limited to 25 participants.

There will be golf and sporting clays tournaments on Tuesday at 12:30 pm. Golf is on the Palmer Course at Stonewall Resort and the shooting event at Stonewall Sporting Clays course. Guns, ammo, targets and cart is provided.

There will be reception and dinner as a group both days beginning at 5:30 pm.

(See Conference on page 3)

The way I see it...

By Tom Inman, AHMI President

our Fall Conference 2020 was such a great success we are going to do it again this year!

We are returning to the Stonewall Resort and Conference Center in Roanoke, WEST VIRGINIA, just off I-79 north of Flatwood. The West Virginia state facility offers great meeting facilities, recreation and is centrally located in the region.

Members from across the states can easily drive to Stonewall and network with others in industry leaders and attend informative business sessions. The timing of our event will follow two programs we have been working on for months: workforce training and poplar cross-laminated timber.

These will see key progress in late September and details will be announced at the Conference. We have added a training workshop on Wednesday, Oct. 13 for members to learn an overview of structural grading requirements for hardwoods.

For lumber to be sold and used in CLT and other mass timber applications, it must be graded and stamped to meet National Grading Rules. The dimensional rules apply to all species and Lon Sibert with Renewable Resources Inc. will explain the differences between structural and NHLA grades.

Lumber graders can be trained on both and stamps are available from at least six agencies to mark the lumber. It can also be machine graded for stress and then stamped.

While hardwood lumber markets have been very strong for the past several months and expected to continue for weeks, we all know that business runs in cycles. We have to prepare for changes in the marketplace by developing new markets when times are good.

Mass timber and structural building products are in short supply now. The hardwood industry must develop ways to gain entrance into these markets and it begins with grading the lumber to national standards so it is accepted.

See details page 1 & registration form page 6.



MEMBERSHIP

AHMI welcomes the following new member:

Supplier

BolDesign

Brett Bollinger

2601 Withers Drive

Hudson, NC 28638

828-754-7001

brettbollinger@boldesigninc.com

www.boldesignsinc.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.

AHMI 401K Plan Grows, Cost To Invest Declines

Appalachian Hardwood Manufacturers, Inc.'s Multiple Employer Plan for retirement has exceeded \$33 million invested from member companies and the new threshold reduces costs.

In a partnership with UBS Financial, the AHMI plan allows hardwood companies to pool existing retirement accounts or start new programs for employees. The plan offers economies of scale pricing that lowers costs for recordkeeping, third party administrators and financial consultants.

Participants have access to low cost investments that are typically only available to very large corporate plans. There is also no individual company audit requirement saving staff time and creating efficiencies.

The early participants in the AHMI 401K MEP have found savings of \$5,000-\$12,000 a year. It also has streamlined recordkeeping.

UBS Financial representatives have detailed packets with a company's current retirement program costs and the estimated savings in the AHMI 401K plan. Your plan can transfer in just a few weeks. For more information, please contact the AHMI office at (336) 885-8315.

Conference from page 1-----

The AHMI Board of Trustees will meet Monday at 2:30 pm.

The Stonewall Resort has guidelines in place that follow local, state and federal restrictions for COVID-19. Social distancing will be enforced and masks required in all public areas.

The Stonewall Resort is a truly unique lakeside destination. AHMI is extending invitations to members of the West Virginia Forestry Association, Appalachian Lumbermen's Club and the Penn York Lumber Club.

Please see page 6 of this newsletter for registration or visit www.appalachianhardwood.org. If you have questions, please contact the AHMI office at (336) 885-8315 or email tom@appalachianhardwood.org. We look forward to seeing you in person at the conference.

We have several sponsorship opportunities for companies and sales teams to assist AHMI and promote your products to attendees. Sponsors receive: 1) Recognition in the packets; 2) Signage for each sponsored event; and 3) Recognition during the meeting.

Please make room reservations before Sept. 18 by contacting the Resort at (304) 269-7400 and ask for the Appalachian Hardwood block. You can also register online at www.appalachianhardwood.org/Meetings.

2021 Fall Conference - Oct. 11-13

Stonewall Resort, Roanoke, WV

Agenda

Monday, Oct. 11

2:30 pm - AHMI Board of Trustees Meeting

5:00 pm - Registration opens

5:30 - 8:30 pm - Welcome Reception and Dinner

Tuesday, Oct. 12

8:30 am - General Session

1) **Appalachian Hardwood Training Institute** - Dabney S Lancaster Community College and Glenville State College leaders

2) **Poplar CLT Tests & Next Steps** - Virginia Tech researchers

3) **Structural Grades of Hardwoods Introduction** - Renewable Resources Inc.

12:30 pm - Golf Tournament - Palmer Course at Stonewall Resort

12:30 pm - Sporting Clays - Stonewall Sporting Clays

5:30-8:30 pm - Reception and Dinner

Wednesday, Oct. 13

8:30 am - Structural Lumber Grading Workshop - AFP Lumber, Buckhannon, WV

Real American Hardwood Begins Social Media

The list of participating companies in the Real American Hardwood promotion is growing and more companies have downloaded the RAH Logo and User guide.

The Coalition plans to start featuring examples of how the logo is being used on social media outlets...so please share photos at info@realamericanhardwood.org

RAHC has launched a video to inspire and encourage hardwood companies to get involved and help build a domestic consumer marketing campaign for hardwood products. The campaign will push back on substitute look-alike products and

secure the hardwood industry's future. The video may be viewed on the Real American Hardwood Coalition [website](http://www.realamericanhardwood.org) or [YouTube Channel](https://www.youtube.com/channel/UCqj8K8K8K8K8K8K8K8K8K8K). Feel free to share this video with your peers.



RAHC has requested proposals from website developers to create the consumer-facing Real American Hardwood site. For more information, please email info@realamericanhardwood.org.

Federal Infrastructure Bill Moves Forward

*By Dana Lee Cole, Hardwood Federation
Executive Director*

Members of Congress are back in D.C. after time back in their home states and districts for the traditional August recess.

The focus of the Administration and both houses of Congress will be on sorting out how two related legislative efforts will move forward: the \$500B Infrastructure Investment and Jobs Act, a comprehensive infrastructure package to fund traditional infrastructure improvement projects including roads, ports, bridges, and rail; and a \$3.5T reconciliation package blueprint that outlines the priorities and financing structure of President Biden's "social infrastructure" investment initiatives outlined in his American Families Plan.

The Hardwood Federation is focusing our attention on ensuring that if these two proposals move forward, the final products do not include measures that will be detrimental to the hardwood industry. We are communicating four simple messages to Congressional offices:

1) Recognize the important role forest products play in reducing atmospheric carbon: The Administration recognizes that the trees in our public and private forest lands absorb and store significant amounts of carbon. But it is equally important for them to acknowledge that the products resulting from well managed forests are 50% stored carbon by weight and that managed forests are more effective and efficient carbon sinks than those that remain untouched.

2) Prevent tax increases that harm small and medium sized businesses: The ambitious programs of the American Family Plan need to be funded. Congress is considering increases to the Estate Tax, eliminating the Step-Up basis on Capital Gains, and increasing corporate taxes among other changes to the tax code. The Federation is opposing any changes that will negatively impact our businesses.

3) Support efforts to increase labor pool: Lack of workers is a top issue of concern for the

Hardwood Federation

industry. The Hardwood Federation is advocating for action that encourages workers to rejoin the workforce.

4) Back infrastructure proposals that help the hardwood industry: The Hardwood Federation supports measures in the Infrastructure Investment and Jobs Act that help our companies transport raw materials, manufacture goods and ship finished products (better roads, safe bridges, reliable energy sources, etc.). We also advocate for proposals to increase the number of truck drivers, including increasing the number younger drivers and women drivers.

While these are the Federation's priority issues, we will also speak out on other issues that impact hardwood companies as they come up. As a leader in the hardwood industry, we encourage you to do the same. Meet with your Member of Congress, invite them to visit you and your employees at your facility, call, text or write to about what is impeding your ability to sustain and grow your business.

We are here to help! Write to us at hardwoodfederation@hardwoodfederation.com if we can provide guidance and advice. We look forward to a busy fall!

Certified Appalachian Helps Sell Lumber

AHMI members seeking certification for products to meet customer needs should consider Certified Appalachian Legal & Sustainable. The program provides a third-party audit of resources and processing.

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



AHMI will exhibit at the 2021 NHLA Convention later this month. Stop by booth K8 for the latest update on our programs



AHMI Will Promote Members, Certified At Meetings, Market

Appalachian Hardwood Manufacturers, Inc. will exhibit at the National Hardwood Lumber Association and the High Point Furniture Market in coming weeks promoting member companies and the sustainability of the Appalachian hardwood resource.

AHMI will have a booth at NHLA for the first time in years and will be in space K8. Members are encouraged to visit or use the booth to meet and network with other attendees.

The NHLA Convention is Sept. 22-24 in West Palm Convention Center in West Palm Beach, FL.

AHMI will promote members in the first Sustainability Solutions Exhibition at the High Point Furniture Market on Oct. 15-20. The vignette will emphasize the Appalachian Hardwood region's growth to removal ratio of 2.4 to 1 and the legality of the lumber resource.

Details on AHMI's Certified Appalachian Legal and Sustainable program and participants will be included. Thousands of furniture manufacturers, retailers and designers are expected to visit the exhibit.

For information, contact the AHMI office.

AHMI Event Calendar

Appalachian Hardwood Manufacturers, Inc. plans to attend the following events to promote AHMI member companies and products. Members are welcome to participate in the AHMI exhibit and we can assist with registration if required. Please check with the AHMI office before you make final plans:

Sept. 14: **ALC**, Greensboro, NC

Sept. 15-17: **NWPCA Annual Conference**, Orlando, FL

Sept. 22-24: **NHLA Convention**, West Palm Beach, FL

Sept. 29-Oct. 1: **NC Forestry Association**, Greensboro, NC

Oct. 11-13: **AHMI Fall Conference**, Roanoke, WV

Oct. 15-20: **Sustainability Solutions Exhibit**, High Point, NC

Oct. 16: **HP Furniture Market Reception with Mexican Manufacturers**, High Point, NC

Oct. 16-21: **High Point Furniture Market**, High Point, NC

Nov. 9: **ALC**, Johnson City, TN

2022

Feb. 7-9: **IHLA Convention**, Indianapolis, IN

March 2-6: **AHMI Annual Meeting**, Hollywood FL

If you know of events that we should consider, contact AHMI at info@appalachianhardwood.org and provide details. Follow AHMI on social media with updates on members, hardwood promotion and more. Please connect at: [/instagram/appalachianhdwd](#) and LinkedIn under [Appalachian Hardwood](#).

AHMI Videos Online

AHMI has increased the number of promotion videos we have posted on our website and YouTube. Visit www.appalachianhardwood.org for links to these and presentations from previous meetings.

We encourage members to link these from your website or social media pages. For details, please email info@appalachianhardwood.org.

2021 AHMI Fall Conference

Oct. 11-13 at the Stonewall Resort



To accurately plan the functions and make sure all participants are included on the Registration List, please complete this form and return it with your check or complete the credit card information below by Sept. 30, 2021 and mail to: AHMI, P.O. Box 427, High Point, NC 27261.

Register online at appalachianhardwood.org/meetings. Make your room reservations there also or directly with Stonewall Resort at (304) 269-7400. Book your room by Sept. 18, 2021

MEETING REGISTRATION FEES *(includes two receptions, dinners)*

Full Conference \$225 per person (AHMI, ALC, PennYork, WVFA members)
 \$275 per person non-members

Tuesday Only \$135 per person (AHMI, ALC, PennYork, WVFA members)
 \$185 per person non-members

Spouse \$100

Full registration will be refunded on cancellations received by Sept. 18, 2021. Cancellations received after that time subject to 50% forfeiture.

PLEASE REGISTER THE FOLLOWING FOR AHMI'S FALL CONFERENCE

Name: _____ FEE: \$ _____

Name: _____ FEE: \$ _____

Company: _____

Address: _____

City/State/Zip: _____

I am a member of:

____ AHMI ____ ALC ____ Penn York ____ WVFA

GOLF TOURNAMENT *(Tuesday at 12:30 pm Palmer Course Stonewall Resort includes lunch)*

Name: _____ FEE: \$130

Name: _____ FEE: \$130

SPORTING CLAYS TOURNAMENT *(Tuesday 12:30 pm Stonewall Sporting Club includes lunch)*

One round of 100 - Includes gun, ammo and targets, boxed lunch

Name: _____ FEE: \$170

Name: _____ FEE: \$170

Structural Grading Workshop *(Wed. Oct. 13 8:30 am AFP Lumber, Buckhannon, WV)*

Name: _____ FEE: free but limited

Name: _____ FEE: free but limited

Check enclosed _____

Total _____

Credit Card: _____

Expiration date _____ Security Code _____ Billing ZIP code _____

Name on card: _____

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