



**Certified Legal
& Sustainable**

October 2021

Monthly newsletter of
Appalachian Hardwood Manufacturers, Inc.
info@appalachianhardwood.org

Last Call: Worker Survey & Structural Grades

Appalachian Hardwood Manufacturers, Inc. members and guests will learn about structural grading systems for hardwood lumber and a new workforce training program 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:

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 hardwoods in mass timber.

A structural grading workshop is set for Wednesday, Oct. 13 at 8:30 a.m. at AFP Lumber

AHMI Fall Conference Set Business Sessions Oct. 11-12; Grading Workshop Oct. 13

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.

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.

(See Conference on page 3)

Mexico Furniture Lumber Buyers Coming To NC

Seven furniture manufacturers from Mexico have registered for receptions and tours in North Carolina on Oct. 16-20 and you have three opportunities to meet them.

Appalachian Hardwood Manufacturers Inc., the North Carolina Furniture Export Office and the North Carolina Department of Agriculture and Consumer Services are completing details to connect US hardwood lumber producers and distributors with buyers from Mexico/Latin America. The planned events are:

1) Networking reception on **Saturday, October 16, 2021 from 5-7 pm at the High Point Market Authority's The Point**, on Commerce Avenue in High Point, NC, at the Furniture Mar-

Meet Them Oct. 16, 19-20

ket. This event will attract other North American furniture makers who are at Market and want to develop new business partners. Attendees include US furniture companies who are seeking component parts manufacturing in Mexico. The reception requires registration so please email your request to attend to liz.isley@edpnc.com

(I encourage you to arrive early and visit potential customers at the Market)

2) Networking reception on **Tuesday, Oct. 19 from 5-7 pm in Asheville, NC**. There are six buyers who have committed to attend and others

(See Buyers on page 2)

The way I see it...

By Tom Inman, AHMI President

the report from the 2021 National Hardwood Lumber Association Convention was positive as lumber sales remain strong while prices for a few species and grades have softened.

The Convention had decent attendance as COVID continues to affect people and their desire to travel. For the first time in many years, AHMI had a booth to promote our Certified Appalachian Legal and Sustainable program and the 401k MEP.

These two initiatives continue to help members sell lumber and save money. I talked with several companies about both and distributed 2021 Resource Guides.

The main takeaways from the Convention were labor shortages are curtailing production. Log supplies for most companies are adequate and demand for lumber is strong.

One business session included secondary manufacturers who said business was still good. AHMI member Paul Wellborn of Wellborn Cabinets reported sales were excellent and expected to continue to grow for the next two quarters. Dimension manufacturer Jeremy McClain with Osborne Wood Products echoed the same.

The Real American Hardwood Coalition announced that fundraising goals are being met. A \$50,000 challenge by Superior Hardwoods for other Ohio manufacturers has been met and a second program is underway in Kentucky.

Learn more at realamericanhardwood.org



Jeremy Pitts of Nyle Dry Kiln sported the 'lumberjack look' to go with a promotional beer Nyle gave away at the 2021 NHLA Convention. No trees were harmed in the promotion!



MEMBERSHIP

AHMI welcomes back the following member:

Producer

New River Hardwoods, Inc.

4343 Highway 91

Mountain City, TN 37683

P: 423-727-4018

F: 423-727-4438

Contact: Wayne Law

Email: wlaw@newriverhardwoods.com

Website: newriverhardwoods.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.

Buyers from page 1

have been invited. Please register with Tom Inman at tom@appalachianhardwood.org for location and other details.

3) Export Conference on **Wednesday, Oct. 20 in Statesville, NC**, in conjunction with the NC Cooperative Extension Service. This is one-day workshop offers reports on export markets, financing, species, freight and more. The Mexican buying group will arrive at 12 noon for lunch and meetings from 1-4 pm.

Please register at <https://seahardwoodlumberexport2021.eventbrite.com>. The cost is \$35 per attendee with a processing fee.

These receptions and meetings will allow one-on-one contact with the buyers. There will also be domestic manufacturers attending on Saturday and Wednesday who hope to establish supply chain sourcing. Please indicate the type of connections that would be most beneficial to your business to facilitate the meetings. You will receive information about the location and parking for each event when you register.

If you have questions, please contact the AHMI office.

Conference from page 1

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.

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.

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.

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.

Please make room reservations NOW by contacting the Resort at (304) 269-7400 and ask for the Appalachian Hardwood block.

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

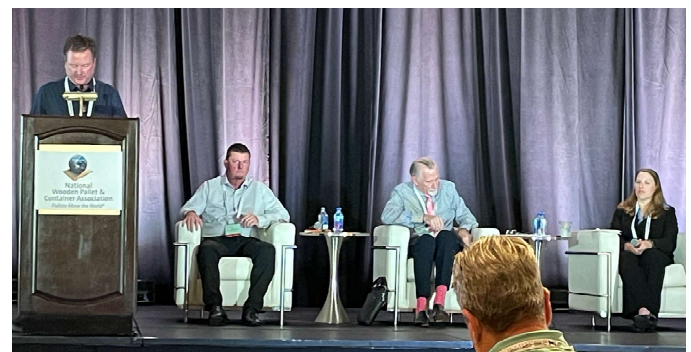
- *AFP Lumber, Buckhannon, WV*

Reese Talks Hardwood Lumber Supply For Pallets

AHMI Chairman Jay Reese, president of Penn-Sylvan International, recently participated in a lumber forum at the 2021 Annual Leadership Conference of the National Wooden Pallet Container Association.

More than 500 pallet manufacturers and suppliers attended to discuss pallet business. Demand for pallet products has been increasing for the past 12 months and producers are seeking more hardwood and softwood lumber resources.

Reese explained that labor shortages and freight continues to hamper lumber production. He said the Appalachian hardwood forest has the



AHMI Chairman Jay Reese (seated left) talks lumber trees and sawmills are working to meet the demand for lumber.

Lawmakers Consider Bill On Shipping Practices

*By Dana Lee Cole, Hardwood Federation
Executive Director*

As Congress reconvenes this fall, lawmakers continue to juggle multiple priorities ranging from transportation legislation to ocean shipping reform. That said, the fate of the Biden Admin.'s multitrillion-dollar "Build Back Better" plan continues to dominate the agenda.

Originally projected to cost \$3.5 trillion over 10 years, Democratic lawmakers are attempting to move the massive package over the finish line using Senate procedures, known as "budget reconciliation." This would allow the bill to pass the upper chamber with a simple 51 vote majority.

With all 50 Republican Senators uniformly opposed to the measure, and resistance from centrist Democratic Senators Joe Manchin (D-WV) and Kyrsten Sinema (D-AZ), the path forward for the bill grows more uncertain by the day, even as the projected price tag begins to diminish to the \$1.5 trillion to \$2.2 trillion range.

Even though the high-stakes "Build Back Better" plan dominates the headlines, a bipartisan group of House lawmakers have begun to move legislation that would protect U.S. exporters, including the hardwood industry, from unfair ocean shipping practices that hinder the movement of products to overseas markets.

On August 10, Reps. John Garamendi (D-CA) and Dusty Johnson (R-SD) introduced the industry-supported "Ocean Shipping Reform Act of 2021" (H.R. 4996). This important bill would make long overdue updates to the federal "Shipping Act" and institute remedies for unfair shipping practices that exacerbate global supply chain disruptions caused by the pandemic.

Specifically, the bill would empower the Federal Maritime Commission (FMC) to prevent ocean carriers from declining export cargo if the containers can be loaded safely and within a reasonable time frame.

The bill would also:

Hardwood Federation

- Establish reciprocal trade to promote U.S. exports as part of the FMC's mission.
- Require ocean carriers to adhere to minimum service standards to reflect best practices in the global shipping industry.
- Require ocean carriers or marine terminal operators to certify that any late fees—known in maritime parlance as "detention and demurrage" charges—comply with federal regulations or face penalties.
- Shift the burden of proof regarding the reasonableness of "detention or demurrage" charges from the invoiced party to the ocean carrier or marine terminal operator.
- Prohibit ocean carriers from declining opportunities for U.S. exports unreasonably, as determined by the FMC in a new, required rulemaking.
- And require ocean common carriers to report to the FMC each calendar quarter on total import/export tonnage and 20-foot equivalent units (loaded/empty) per vessel that makes port in the United States.

The Hardwood Federation and its coalition partners, ranging from the American Farm Bureau Federation to the American Chemistry Council, are campaigning to increase the number of bill co-sponsors to give H.R. 4996 momentum moving forward. So far, dozens of House lawmakers, including Republicans and Democrats, have signed up as co-sponsors of the bill.

While the likelihood for a stand-alone vote this year remains uncertain, lawmakers could fold the legislation into other vehicles, including coast guard reauthorization legislation.

On September 13, the Hardwood Federation signed on to a letter including more than 100 agriculture associations in support of the legislation and will continue to signal support to the Administration and Congress.

VA Grows Hardwood Initiative To Aid Forests

The Virginia Department of Forestry recently announced expansion of its Hardwood Initiative to increase the management and volume of stands in the state. Hardwood trees make up nearly 80% of forests, or 12.6 million acres in Virginia including more than 100 species.

State Forester Rob Farrell spoke recently at the Virginia Forest Summit and noted that forests are valued for timber, wildlife habitat and food and watershed protection. Landowners manage for a variety of reasons and the Virginia DOF has received \$350,000 from the state of Virginia to assist with hardwood management.

Hardwoods are important and prized for many reasons. They provide a valuable timber resource for landowners due to the strong and diverse industry in Virginia.

Farrell said most landowners consider forest management and practices to accomplish a desired purpose. He noted that because of the large variety of trees with differing characteristics, management of hardwood forests can be complex.

Also, hardwood forests, in general, grow and mature more slowly than pine forests. Because of these factors, it is very important for landowners to learn about their forests first, and then carefully plan before taking action.

Virginia DOF leads Virginia's Hardwood Management Initiative to improve hardwood management and ensure continued supply into the future. Landowners can receive financial assistance to grow more trees.

With new emphasis on the capture and storage of large amounts of carbon, landowners are understanding other values for their forests. Professional foresters, trained in the science and art of managing forests (silviculture), can guide landowners in planning and applying practices that will meet landowner's objectives and assure healthy, productive forests for the future.

For more information, visit www.dof.virginia.gov.

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:

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

March 8: **ALC Meeting**, Roanoke, VA

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](https://www.instagram.com/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. Please follow AHMI at @AppalachianHdwd.

For details, please email info@appalachianhardwood.org.

6 - 2021 October - Solid Appalachian Hardwood

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 NOW and mail to: AHMI, P.O. Box 427, High Point, NC 27261.

Register online at appalachianhardwood.org/meetings. Make your room reservations directly with Stonewall Resort at (304) 269-7400. A few rooms are available.

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

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: _____

Register online at appalachianhardwood.org/meetings. Make your room reservations directly with Stonewall Resort at (304) 269-7400.