



Appalachian Hardwood News

February 2022

Monthly newsletter of
Appalachian Hardwood
Manufacturers, Inc.

info@appalachianhardwood.org

Cyber Attacks, Contract Risks Advice For 2022

AHMI Annual Meeting Includes Insurance Forum With Industry Leaders

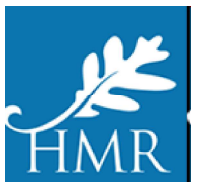
Appalachian Hardwood Manufacturers invites you to attend the **2022 Annual Meeting** on March 2-6 at The Diplomat Beach Resort in Hollywood, FL. The Hotel has extended the room block for online reservations only and can be reserved at www.appalachianhardwood.org/meetings.

The AHMI business presentations are:

Insurance Forum - Four AHMI member insurance professionals will discuss: (1) Cyber Security & Best Practices; (2) General Liability, Commercial Automobile, Workers' Comp.; (3) Umbrella / Excess Liability Coverage; (4) Contractual Risk Transfer Agreements Specific to Logging / Hauling;



Forest Carbon Credits in Appalachia - NCX Carbon is America's top provider of forest carbon credits and Manager Jeff Wright of North Carolina will explain the program in the AHMI region.



HMR Marks Century of Price & Production Indexing - Hardwood Market Report's Judd Johnson will detail the 100th anniversary of the leading hardwood lumber pricing and production guide.



Hardwood Federation 2022 Federal Focus - HF Executive Director Dana Lee Cole will share their federal government advocacy plans for 2022;

Real American Hardwood In 2022 - Coalition members will report an exciting recap of 2021 and plans for 2022.

AHMI Annual Meeting & Member Anniversar-

ies will be reported by Chairman Jay Reese along with the State of the Association. This will include election of officers / board members.

Producers and Distributors Divisions Meeting - Separate sessions for these two AHMI groups to discuss issues of importance to their sectors.

FUN!! The **Annual Golf Tournament** is Friday at The Club at Emerald Hills Course in Hollywood, FL. The **Annual Fishing Tournament** is Friday on the Atlantic with sportfishing from chartered boats.

A return trip to **TopGolf Miami Gardens** for fun and competition on Saturday. Or you can join the fun at **Saturday on the Beach** from 1-3 pm.

The Meeting will include a **reception and dinner cruise** on the **South Beach Lady** for all attendees on Saturday.

Make room reservations at the Diplomat Beach Resort by visiting the AHMI website at www.appalachianhardwood.org/meetings. There are links to make Diplomat Resort reservations and register.

Have questions? Call AHMI at (336) 885-8315 or info@appalachianhardwood.org.

The Diplomat Resort is a Curio Collection by Hilton and an elegant retreat with spacious rooms, gorgeous views of the Atlantic, Intracoastal Waterway, and a AAA Four-Diamond Award winner.

Dining...

Diplomat Prime is a luxury boutique steakhouse with prime beef aged in-house, seasonal seafood dishes, and select fare;

Port Royale opens in February with breakfast and dinner options.

Playa is a beachfront Nuevo Latino bar and restaurant.

(See Meeting on page 3)

The way I see it...

By Tom Inman, AHMI President

...2022 is maintaining a similar pace for production and sales of Appalachian Hardwood logs and lumber.

The past year was very good for the majority of AHMI members. Domestic sales were strong for most of the year and exports increased to China, Vietnam and Europe throughout the year.

Appalachian Hardwood Producers and Distributors that orders for White Oak, Hard Maple and some grades and thicknesses of Poplar were very strong in 2021 and continues in 2022. There have been price increases for green lumber and flattening of kiln dried lumber that have adjusted margins.

Even in the lower grades, demand for pallet material and frame stock is good. Mills and yards are busy trying to make, buy, dry and move lumber to meet the demand.

Most sawmills and log yards are reporting stable log inventories going into winter and freezing temperatures have allowed access to winter projects. It remains interesting how one sawmill has plenty of logs and you travel 50 miles away and the next is below their average.

Landowners and consulting foresters are pushing for timber price increases.

The first quarter forecast is good based on where markets are in the first month. Mill owners and managers are watching costs closely and still seeking more workers.

...AHMI and three community colleges have begun interviewing staff for the **Appalachian Hardwood Training Initiative**. The program was funded by the Appalachian Regional Commission in late 2021 and will provide worker training specific to hardwood industry jobs.

AHMI members will provide input on the courses and training at colleges in Virginia, West Virginia and Kentucky. The sessions will be available for existing workers who want to improve their skills and potential workers who know little about the hardwood industry. More exciting details will be announced soon.

Thank You 2022 Annual Meeting Sponsors

Appalachian Hardwood Manufacturers, Inc. would like to thank the following Meeting Sponsors for their support for the 2022 Annual Meeting. Without their assistance, our Meetings would not be terrific!

Below is a list of events and sponsors and we encourage members to thank these companies and allow them to provide you with goods and services:

Thursday Reception - Stringer Industries

Friday Reception - Ally Global and TS Manufacturing

Saturday Reception & Dinner - USNR, TMS Shipping and UBS Financial

Business session speakers - PLM Insurance and DMSi/Tally Express

Friday & Saturday breakfasts - Stella-Jones, Inc.

Friday Golf Prizes & Lunch - Corley Manufacturing

Friday Golf Refreshments - SII Dry Kilns

Fishing Prizes & Lunch - ISK Biocides

Top Golf Event - Cooper Machine

White Oak Sponsor - Nyle Dry Kilns

AHMI Dues For 2022

Appalachian Hardwood Manufacturers, Inc. 2022 Membership Dues were due Jan. 31, 2022. The dues are paid annually for members of the Distributor, Export, Consumer, Forestry and Supplier Divisions. The Producer members pay monthly based on lumber production. (Export membership is for Producer and Distributor companies in addition to their primary dues.)

The AHMI Board of Trustees approved the first increase in dues in almost 30 years for all membership categories. A letter accompanied the invoices explaining the changes.

If you have questions about these, please contact the AHMI office at (336) 885-8315. Please send your payment in as soon as possible to be included in all promotions and marketing efforts.

Meeting from page 1

Counter Point offers specialty espresso drinks, coffee, and a daily selection of house-baked breakfast pastries, salads and sandwiches.

Activities...

The **Diplomat Spa** is designed to melt away the stress and strains of the day while viewing the ocean. After a massage, facial or body treatment, head to the relaxation lounge for refreshments.

Enjoy the Atlantic Ocean beach with jet skis, lounge chairs and more available on-site from the Diplomat staff! Many of these activities are included with the daily resort fee.

2022 Meeting Ends With Intracoastal Dinner Cruise

Saturday Reception and Dinner Cruise aboard the **South Beach Lady**. All attendees will board the yacht at the Diplomat Landing across the street from the Resort for a trip south on the Intracoastal Waterway to Miami and return.

Your registration fee includes this reception, dinner, DJ for dancing and decks for sightseeing sponsored by USNR, TMX Shipping and UBS Financial. We will recognize Chairman Jay Reese for his final Meeting as our leader.

2022 Annual Meeting Agenda

Wednesday, March 2

6 p.m. Early Bird Reception

Thursday, March 3

Informal golf and fishing available. Call AHMI

3 p.m. Board of Trustees Meeting

4 p.m. Registration Opens

6 p.m. Welcome Reception by Stringer Industries

Friday, March 4

8:30 a.m. General Session

Business Presentations

12:30 p.m. Fishing Tournament

12:30 p.m. Golf Tournament at The Club at Emerald Hills

6 p.m. Reception by Ally Global and TS Manufacturing

Saturday, March 5

8 a.m. Producers Meeting (*Producers only*)

8 a.m. Distributors Meeting

9 a.m. General Session

Business Presentations

Annual Meeting & Member Anniversaries

Chairman's Report

12:30 p.m. Top Golf Tournament

1 p.m. Beach Fun at the Diplomat

5:30 p.m. Yacht Cruise Reception and Dinner

Sunday, March 6

8 a.m. Fellowship of Christian Lumbermen

Enjoy Florida and have a safe trip home

2022 Resource Guide Materials Are Due NOW

Appalachian Hardwood Manufacturers, Inc. will publish its **2022 Appalachian Hardwood Legal & Sustainable Resource Guide** soon to assist more than 8,500 consumers of hardwood lumber make wise buying decisions.

The annual Guide will be distributed free of charge to furniture and cabinet makers, millwork and flooring producers, architects and designers. An electronic version is emailed twice annually to more than 12,000 buyers in Asia, Indonesia, Europe, and Mexico.

It promotes AHMI members to individuals and businesses around the world. It highlights contact information for all active members and details the

specific characteristics of Appalachian Hardwood Lumber that wood consumers should demand!

Are you an Exporter? The AHMI Export Division offers you an exclusive section aimed at international customers of Appalachian Hardwoods. We ask that you complete the "Guide Exporter" form to list your company in this section. There is an additional \$200 fee to be an Export member and this information is emailed to our international customers.

We look forward to your participation in the 2022 Appalachian Hardwood Legal & Sustainable Resource Guide. Please send your materials immediately to be included.

Transportation Issues Get Action In Washington

*By Dana Lee Cole, Hardwood Federation
Executive Director*

In a November 2021 survey reflecting 15 macro-economic concerns raised in the broader business community, hardwood industry leaders identified transportation and related driver shortages as the second most pressing policy challenge.

Not long after in December, as negotiations in Congress began to unravel on the Administration's "Build Back Better" plan, the Administration pivoted to transportation issues and unveiled a "trucking action plan." The Administration attributed many current transportation logjams to workforce shortages that predate the pandemic, citing high labor turnover, aging workforce issues, and long hours spent away from home as factors that have exacerbated driver shortages.

To address the shortages, the Departments of Transportation and Labor (DOT and DOL) are initiating:

1) Expedite Issuance of Commercial Drivers Licenses The Administration will allocate more than \$30 million to the Federal Motor Carrier Safety Administration (FMCSA) to fund state "toolkits" outlining best practices for timely issuance of CDLs. The FMCSA will also monitor activities at the state level where CDL challenges persist. Administration officials cited a California program that expanded hours of service at testing locations to alleviate licensing bottlenecks as a success story that other states could emulate.

2) "90-Day Challenge" to Jump Start Apprenticeships The Administration pointed out that although the trucking industry is itself operationally diverse, including long-haul vehicles and fuel-carrying "tank trucks," all types of carriers concede that Registered Apprenticeship Programs will create pathways to on-the-job learning and credentials that incentivize driving careers. Specifically, the DOL unveiled an Apprenticeship Trucking Challenge website for businesses and unions interested in participating in the 90-day challenge. More information on the program is available at [Apprenticeship.gov](https://www.apprenticeship.gov).

3) Veteran Outreach - The Administration identified U.S. veterans as a logical labor pool from which to recruit thousands of well-trained drivers. According to one federal estimate, there are about "70,000 veterans who are likely to have certified trucking experience in the past five years." This outreach will require a partnership between DOL and the Dept. of Veterans' Affairs (VA) to align existing resources to focus on veterans transitioning into civilian employments.

4) "Driving Good Jobs" Initiative DOT and DOL have committed to a new partnership that will include listening sessions focusing on recruits, labor unions, and the business community, among other stakeholders. The initiative also will take a deeper dive into trucker pay and develop ways to recruit women and young drivers into the field.

To establish accountability, the Administration has pledged to achieve concrete goals through March. These include identifying partners from the 90-Day Apprenticeship Challenge; establishing task forces to focus on underrepresented communities and predatory truck leasing contracts that discourage entry into the field; and developing an action plan resulting from the sessions with program stakeholders.

On January 12, while commending the Administration for its timely implementation and commitment to mitigating the trucker shortage, the hardwood industry and other stakeholders submitted comments on the FMCSA proposed implementation of the DRIVE Safe Program, another Administration initiative authorized by the "Infrastructure Investment and Jobs Act," enacted last fall.

Co-signers urged the FMCSA to implement a program that more closely aligns with the legislative mandate outlined in the "Infrastructure Investment and Jobs Act," and cautioned against establishing requirements that would discourage participation in the program—for example, stringent reporting requirements that would require submission of data to FMCSA every 30 days.

(See Federation on page 5)

Federation from page 4

In late 2021, alleviating transport bottlenecks drew some bipartisan and government-wide consensus when the House passed HR 4996, the “Ocean Shipping Reform Act of 2021,” by a vote of 364–60. This important bill would update the federal “Shipping Act” and institute remedies for unfair shipping practices that exacerbate global supply chain disruptions caused by the pandemic.

It’s a New Year ... With the Administration rolling out a comprehensive “trucking action plan,” and Congress considering substantive international shipping reforms, there are reasons to be optimistic that transportation issues will improve as we drive into 2022.

Stay tuned for progress reports on federal efforts to help assure the timely delivery of hardwood products to their customers!

AHMI 401K Plan Grows, Cost To Invest Declines

Appalachian Hardwood Manufacturers, Inc.’s Multiple Employer Plan for retirement has exceeded \$36 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. For more information, please contact the AHMI office at (336) 885-8315.

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:

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

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

March 17: **NCFA Western Conference**, Canton, NC

March 23-25: **HMA National Conference**, Destin, FL

March 29-31: **KFIA Annual Meeting**, Lexington, KY

April 2-6: **High Point Furniture Market**, High Point, NC

April 6-8: **Central Hardwood Conference**, WVU, Morgantown, WV

April 12-14: **NWFA Wood Expo**, Tampa, FL

April 27-May 1: **ALC Beach Meeting**, North Myrtle Beach, SC

May 3-6: **Virginia Forestry Summit**, Blacksburg, VA

June 6-8: **Railway Tie Field Trip**, Roanoke, VA

July 24-26: **AHMI Summer Conference**, The Homestead, Hot Springs, VA

Aug. 23-26: **IWF Atlanta**, Atlanta, GA

Sept. 13-14: **PFFA Annual Conference**, State College, PA

Sept. 21-23: **NHLA Convention**, Cleveland, OH

Sept. 28-30: **NCFA Annual Meeting**, Greensboro, NC

Oct. 22-26: **High Point Furniture Market**, High Point, NC

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)

2022 Annual Meeting on March 2-6 The Diplomat Beach Resort, Hollywood, FL REGISTRATION FORM



To reserve one of the few remaining rooms, please visit our website at
www.appalachianhardwood.org/meetings
You can complete room reservations and your Meeting registration today!

To plan functions and include all participants on the Registration List, please complete this form and return with your payment to: AHMI, PO Box 427, High Point, NC 27261. Badges and other materials will be on site.

Registration before Feb. 11, 2022:

AHMI MEMBER - \$525 per person

GUEST - \$625 per person

MEMBER SPOUSE - \$375

GUEST SPOUSE - \$475

CHILDREN AGE 10 & older - \$250, UNDER 10 - \$200

Add \$75 to any registration fee after Feb. 12, 2022

Registration includes Saturday Reception & Dinner on South Beach Lady Yacht, two other receptions, business sessions and breaks, afternoon at the beach, and fun.

Full registration fee refunded on cancellations received by Feb. 11, 2022. Cancellations received after that time will be subject to 50% forfeiture.

REGISTER for AHMI'S 2022 ANNUAL MEETING

Name: _____ FEE: \$ _____

Name: _____ FEE: \$ _____

Company: _____

Address: _____

City/State/Zip: _____



Optional Events I / We will attend

*(included in
registration fee)*

___ Early Bird
reception Wed,
March 2 at 6 pm

___ Beach Fun &
Drinks, Saturday,
March 5 1-3 pm

Annual Golf Tournament Friday at 12:30 p.m. at The Club at Emerald Hills
(includes shuttle, lunch, range balls. Rental clubs are available)

Name: _____ FEE: \$160

Name: _____ FEE: \$160

Fishing Tournament Friday at 12:30 p.m. sportfishing in Atlantic
(4-hour fishing trip, includes boxed lunch, tackle, bait, license)
\$175 for each of six slots on multiple chartered boats

Name: _____ FEE: \$175

Name: _____ FEE: \$175

TopGolf Miami Saturday 12:30 p.m. *(Incl. shuttle, two-hours, food & beverage)*
Number of spaces reserved _____ @ \$80 each FEE: \$ _____

Check # _____ Received _____

Credit Card # _____ Exp. _____ Sec. Code _____ Billing Zip _____

TOTAL \$ _____