



Appalachian Hardwood News

May 2022

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

Domestic Furniture, Training Classes & Stave Mill Tour On Summer Agenda

Appalachian Hardwood Manufacturers, Inc. invites you to the 2022 Summer Conference on **July 23-26 at The Homestead in Hot Springs, VA**. The Resort is completing a \$120 million renovation and offers hospitality at its finest.

AHMI has an informative business program that includes:

1) **Domestic Furniture Makers Boom** with Vaughan-Bassett Furniture President Doug Bassett who will discuss the tremendous growth in US-made furniture manufacturing. VB has grown to more than \$100 million in sales in the past two years.

2) **Appalachian Hardwood Training Institute** with Dr. John Rainone president of Mountain Gateway Community College. He will update members on this ARC funded project to train workers in the hardwood industry.

3) **Real American Hardwood** ramps up with an engaging consumer website this summer. A report from the Coalition Board.

Two breakout sessions for Tuesday to gain more value:

a. **Poplar CLT Passes The Test** with Sailesh Adhari, a Virginia Tech researcher who is working with AHMI to submit an application for Poplar CLT to be included in International Building Codes. He will present the results and process.

b. **AHMI 401k Enrollment** - Representatives from UBS Financial will be on site to answer questions and enroll AHMI members in this multiple-employer program that offers retirement accounts for employees.

All attendees are invited to tour the **Speyside Bourbon Stave Mill** in nearby Millboro, VA on Tuesday at 1:30pm after you depart the confer-



ence. The specialty saw mill creates staves for bourbon barrels from Appalachian white oak.

There will be ample time for networking with members and guests at receptions and between sessions. We will also have the Summer Golf and Sporting Clays tournaments.

Experience the southern hospitality and elegant charm that have made The Homestead a premier destination. Located on 2,000 acres of scenic Virginia landscape, this resort provides timeless comforts and access to an array of exciting activities.

Please visit www.appalachianhardwood.org and click on "Meetings" for information and to register online. A paper registration form is included on page 6. You may also call The Homestead at (800) 838-1766 and ask for the Appalachian Hardwood block **by June 24, 2022.**

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

The Omni Homestead Resort is an experience unlike any other. Surrounded by the Appalachian Mountains, The Homestead creates the perfect
(See Summer on page 3)

The way I see it...

By Tom Inman, AHMI President

...promotion of Appalachian hardwood lumber, logs, products and forests is in at a fast pace by the AHMI staff.

Since March 1, I have participated in nine events with either an exhibit space, a presentation, a breakout session or opportunities to network. This has engaged thousands of current and potential lumber buyers.

I have four events scheduled in the next three weeks to keep Appalachian Hardwood in front of buyers, manufacturers, designers, academia and anyone else who will listen. It is a very busy time as business remains good in the second quarter.

The top issue for many producers and distributors now is freight. They have product sold and are working diligently to get it delivered.

More mills are telling customers they will have to pick up the lumber. One distributor reports that his warehouses are almost filled with product that is sold but that he cannot get delivered.

Companies with trucks have a small advantage by managing deliveries but the rising price of fuel is reducing margins. There has been \$.50-\$1 increase per gallon for diesel fuel in recent weeks.

One log seller said last week that fuel prices were up almost every day. Loggers and mill owners are not able to pass on the costs as they rise so quickly in the U.S.

A freight forwarder advises that exporters will continue to see challenges this summer with containers and shipments. He said it is a daily battle with the shipping lines to get containers picked up, loaded onto vessels and away.

BUT sales remain really good. There has been a softening of poplar and white oak demand in recent weeks but that is down from record highs for some grades. Yards and secondary manufacturers have restocked or at least are building inventories and not buying as strong.

Production has ticked up slightly as mills have figured out how to do more with less people. A few have hired workers that are learning their new jobs and increasing production.

We will see what the summer holds.

Furniture Sales Up 7% In 2022 Over Good '21

From Furniture Today

Retail sales rose 7.2% year-over-year in April and 15.3% vs. pre-pandemic levels according to Mastercard's SpendingPulse report.

Furniture and home furnishings sales were among key trends identified for the month, as Mastercard noted that the category recorded its seventh consecutive month of positive growth. Furniture and home furnishings are up 3.8% year-over-year and 25.7% compared with pre-pandemic 2019 levels.

While the housing market is starting to show signs of cooling, consumers continue investing in their homes and feathering their nests for seasons to come.

In-store sales were up 10%, while e-commerce sales are down 1.8% compared with last year, reflecting consumer demand to get out and shop. However, online sales remain elevated (up 92%) vs pre-pandemic April 2019. California, New York, Florida, Nevada and Illinois were among the states leading the charge back to brick-and-mortar.

AHMI Sponsors Teacher Camps In TN

Appalachian Hardwood Manufacturers, Inc. is again assisting the Tennessee Forestry Association by sponsoring Teacher Education Camps at three locations.

AHMI members are asked to encourage local teachers to participate. The three locations are:

June 21-23: UT Lone Oaks Farm in Middleton

July 12-14: Montgomery Bell State Park near Dickson

July 19-21: Cummins Falls State Park near Cookeville

For more information, contact Teri Frye, TFA Conservation Education Coordinator at (931) 319-4189 or terikfrye@gmail.com. The camps help educators better understand forest management and career opportunities for students.

Summer from page 1

environment for outdoor pursuits every family member can enjoy. From horseback riding and hiking to fly fishing and archery, there's an activity for any age.

Indoors offers a classic movie theater, pool, spa, and lobby for relaxation. Please visit the website for details and reservations.

Dining: The Dining Room offers fine dining with a refined continental cuisine with regional influences served across multiple courses. Open for breakfast, afternoon tea and dinner. Reservations are recommended and dress code is encouraged.

Jefferson's Restaurant features a farm-to-table approach with a hand-picked selection of prime and regional meats from Virginia and beyond. Serving dinner daily. **Jefferson's Tap Room** is more casual with pub-style classics for lunch and dinner with large TVs and floor to ceiling windows.

Woody's is named after beloved, long-tenured associate Woodrow "Woody" Pettus and is a guest favorite for lunch and dinner. Full bar service.

Spa: Treat your mind, body and senses to a rejuvenating experience with The Omni Homestead Resort's comprehensive wellness services.

Advanced reservations for all activities are strongly recommended. Please contact the Resort at (540) 839-3860 for reservations and details.

Room reservations must be completed by June 24, 2022 at the AHMI website or The Homestead.

AHMI 2022 Summer Conference

July 23-26 | The Homestead

Saturday, July 23

Early arrivals enjoy The Homestead

6 pm - Early Bird Reception in Tower Suite

Dinner on your own

Sunday, July 24

2-4 pm - AHMI Board of Trustees Meeting

3-5 pm - Meeting Registration in Lower Lobby

6-7 pm - Welcome Reception on Mt. Vernon Lawn

Dinner on your own

Monday, July 25

8:30 am - General Session in Empire Room

Virginia's Climate For Business

Domestic Furniture Makers Boom

Appalachian Hardwood Training Institute

Real American Hardwood

12:15 pm - Golf Tourn. on the Old Course

12:15 pm - Sporting Clays at Shooting Club

6-7 pm - Monday Reception Casino Lawn 2

Dinner on your own

Tuesday, July 26

Breakouts

9 am - Poplar CLT Test Results & Next Steps

9 am - AHMI 401k MEP Program

1:30 pm - Speyside Stave Mill Tour in Millboro, VA

Have a safe trip home.

Real American Hardwood Seeks Industry Donations

The Real American Hardwood Coalition is asking forest industry companies to fund a consumer campaign to engage people to buy American hardwoods.



A new website is under development to endear consumers to American Hardwood products and drive them to purchase. More than 30 associations (including AHMI as a founding member) comprise the Coalition, and their respective staff make up the leadership. The group has been posting on

social media over the past 12 months about the beauty, authenticity and availability of Real American Hardwood products available to them. The new website will showcase the beauty, authenticity, and Real features of solid American hardwood.

Please visit the industry website www.realamericanhardwood.org, and find resources. You can also learn the latest about the campaign, download the logo and see the list of companies that have contributed.

For more information, please contact the RAH at info@realamericanhardwood.org.

IWF Atlanta Attracts New Technologies, Design

With more than 750 exhibitors booked, IWF 2022 is on track to deliver more woodworking technology and design innovations than ever.

AHMI members are invited to attend and see engineering breakthrough innovations in products to keep business moving forward. For four straight days this August, IWF will deliver the industry's newest business solutions and largest U.S. product mix in North American woodworking's must-attend show.

Woodworking machinery makers have continuously improved the operation of equipment, with electronics simplifying set-up and operation. From freestanding floor machinery to highly sophisticated, high volume CNC production systems, visitors to IWF 2022 will find technology has improved in leaps and bounds in the four years since the last IWF.

An added benefit: systems are easier for new employees to learn to operate, and often can be run by a single operator. At IWF 2022, visitors will see three factors at play in new technologies:

Reduced labor requirements: infeed and offload systems, and materials transfer equipment lets just one individual manage jobs like lifting panels, and feeding CNC machines.

Digitalization is transforming individual free-standing machines—clamping stations, cut-off saws, edgebanders, and more—from manual mechanical set-up to electronic controllers, which are often able to recall frequently run jobs at the touch of a button.

Industry 4.0 and the Industrial Internet of Things (IIoT) now links a mix of manual and equipment-focused work centers, or entire plant floors, with paperless job tickets with electronic versions. In some cases job-to-job changeovers are read right off the electronic job ticket by the new generation of advanced technology.

IWF is the largest showcase of machinery, materials, supplies and services in North America for the woodworking and related industries.

Attendees will experience everything new



AUGUST 23 - 26 | 2022

Show Hours & Location

August 23 - 26, 2022

Tuesday - Thursday

8:30 AM - 5:00 PM

Friday

8:30 AM - 2:00 PM

Georgia World Congress Center
285 Andrew Young International Blvd
Atlanta, GA 30313

AHMI Exhibit Space is C2736

in manufacturing technology, innovation, product design, learning, networking and emerging sectors.

Thousands of new products are showcased by the world's top manufacturers and providers of machinery, supplies and services. See cutting edge demonstrations of machinery, tools and other products live on the show floor.

Meet with exhibitors and other industry experts face-to-face to exchange ideas and expand your business.

Learn new methods and solutions to your business challenges from industry leaders during the conference to help your company work more efficiently, expand to new markets and ultimately become more profitable.

You can register now at www.iwfatlanta.com. A discount of 40% is available from the AHMI office. Please email info@appalachianhardwood.org or call (336) 885-8315.

Forest Technology Summit Precedes Expo Richmond

The Department of Sustainable Biomaterials at Virginia Tech will be conducting a one day "Forest Products Innovation and Technology Summit," May 19, 2022, at Expo Richmond.

The program will focus on what technologies in the primary wood products sector can benefit operations in regards to optimization, grading, management and distribution. Innovation and technology for both hardwood and softwood production will be discussed.

The Summit will be held at the Hilton Garden Inn Richmond Airport. 441 International Drive, Sandston, VA, on May 19 at 8:15 am. For more information, visit <https://cfpb.vt.edu/education/2022-expo-richmond-educational-session/>

Join AHMI At Expo Richmond

Appalachian Hardwood Manufacturers, Inc. will exhibit at Expo Richmond and invites members to visit and/or meet buyers in our space. The booth is **space 744** in the Exhibition Building. AHMI members can gather there to talk with potential customers.

Expo Richmond is scheduled May 20-21 at the Richmond Raceway Complex and is sponsored by the Virginia Forest Products Association and Cooperative Extension Service at Virginia Tech.

Furniture Manufacturing Expo

The Furniture Manufacturing Expo returns to Hickory, NC offering education programs and exhibits on upholstery, woodworking, technology, and more. The Expo is held at the Hickory Metro Convention Center on July 20 & 22.

Hours are:

July 20 from 10:00 am – 5:00 pm

July 21 from 10:00 am – 4:00 pm

Visit www.furnituremanufacturingexpo.com for more information.

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:

May 20-21: **Expo Richmond**, Richmond, VA

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

June 21-22: **Pellet Fuels Institute**, Milwaukee, WI

July 20-21: **Furniture Manufacturing Expo**, Hickory, NC

July 21-23: **NCFAE Conference**, Asheville, NC

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

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

Sept. 13-14: **PFFPA 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.

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.



2022 AHMI Summer Conference

July 23-26 The OmniHomestead Resort



Registration

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 July 11, 2022 and mail to: AHMI, P.O. Box 427, High Point, NC 27261.

OMNI® RESORTS
the homestead

MEETING REGISTRATION FEES

AHMI MEMBER - \$380 per person

AHMI MEMBER SPOUSE - \$250

CHILDREN 10 & older - \$200

CHILDREN UNDER 10 - \$50

GUEST - \$480 per person

GUEST SPOUSE - \$350

MONDAY SESSION ONLY - \$200

Registration after July 11, 2022 incur a \$100 late fee. Full registration will be refunded on cancellations received by July 12, 2022. Cancellations received after that time subject to 50% forfeiture.

PLEASE REGISTER THE FOLLOWING FOR AHMI'S SUMMER CONFERENCE

Name: _____ Badge Name: _____ FEE: \$ _____

Name: _____ Badge Name: _____ FEE: \$ _____

Name: _____ Badge Name: _____ FEE: \$ _____

Name: _____ Badge Name: _____ FEE: \$ _____

Company: _____

Address: _____

City/State/Zip: _____

AHMI GOLF TOURNAMENT (Monday at 12:15 p.m. The Old Course includes boxed lunch)

Name: _____ FEE: \$240

Name: _____ FEE: \$240

SPORTING CLAYS TOURNAMENT (Monday at 12:30 p.m. The Shooting Club includes lunch)

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

Name: _____ FEE: \$240

Name: _____ FEE: \$240

STAVE MILL TOUR optional (Tuesday at 1:30 p.m. Speyside Stave Mill, Millboro, VA)

Name: _____ FREE

Name: _____ FREE

Check enclosed _____

Total _____

Credit Card: _____

Expiration date _____ Security Code _____ Billing ZIP code _____

Name on card: _____

You may also register online at www.appalachianhardwood.org and follow the link to Meetings. Please make your room reservations there or directly with The Homestead at (800) 838-1766. Book your room by June 24, 2022.