



Appalachian Hardwood News

September 2022

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

Hardwood Training Tours & Workshops Set

Appalachian Hardwood Manufacturers members will be able to send workers to specific training courses this fall and winter.

The Appalachian Hardwood Training Institute (AHTI) is preparing classes at three campuses in the region for the fall semester. AHMI members and guests are invited to presentations, tours and meetings with potential workers with the AHTI on Oct. 11-12 at the Mountain Gateway Community College (MGCC) Campus in Clifton Forge, VA.

This is an excellent opportunity for mill owners, managers, and human resource staff to meet potential employees and learn of training courses for existing workers.

AHTI was formed in 2021 by AHMI and three colleges (Mountain Gateway Community College, Glenville State University and Big Sandy Community College) to develop and implement hardwood sawmill and secondary manufacturing courses. It is funded by a \$1.5 million grant from the Appalachian Regional Commission and matches.

Attendees will learn from staff from each college about the training courses offered in the fall of 2022 and plans for 2023. They will also offer ways to connect with current students and graduates. There will be tours of the MGCC facilities and meetings with students and faculty. A reception, dinner and speaker are planned at Col Alto Hampton Inn in Lexington, VA, that evening. A block of rooms have been reserved and are available by calling (540) 463-2223 and ask for Appalachian Hardwood block "APH."



Clifton Forge, VA Oct. 11-12
Hotel rooms at Hampton Inn Col Alto,
Lexington, VA



Courses are designed for students and existing workers

On Oct. 12, there are two workshops planned for sawmill employees:

Hardwood Log Grading Guidelines – for log graders and potential graders to train on guidelines published by AHMI in 2020. It details US Forest Service rules and updates with current practices for a better understanding of log grades. There will be a presentation from the book application of the practices on logs. Held at Blue Ridge Lumber near Covington from 9 am-1 pm and ends with lunch.

Hardwood Lumber Structural Grading Workshop – for lumber graders and potential graders to introduce structural grading rules and application for hardwoods. The course prepares employees to learn how structural grades are applied to lumber used in construction. These rules apply to hardwoods used in cross-laminated timber and more. Held at MGCC from 9 am to 2 pm and ends with lunch.

The program is funded by the Appalachian Regional Commission to improve the skills of existing workers and attract new employees to the hardwood industry. Workforce coaches have been

(See Fall Training on page 2)

The way I see it...

By Tom Inman, AHMI President

...talking to lumber sellers and lumber buyers over the past few weeks gives both sides of hardwood lumber sales.

Markets have favored lumber sellers for the past 18-20 months as demand has been high and supply limited. Many sawmills and yards had record quarters in 2021 and the first half of 2022 with prices at historic levels for poplar and other species and grades.

Most could not produce enough - not because they did not want to - but were capped by labor shortages. Buyers were taking inventory as soon as it could be shipped.

In August, this began to turn as buyers become more anxious about their inventories and needs for the second half of 2022. They began to delay new orders a week and then two weeks and sellers shared their anxiety.

At the recent IWF 2022, sellers reported that many buyers were not taking calls. For the past 18 months, buyers have sought every piece of hardwood lumber they could find and usually at a premium.

That has changed in August and sellers have been seeking out the buyers. Hardwood inventories are building and prices are adjusting.

A positive from most manufacturers at IWF 2022 is that business remains good. Many said they have orders for the third and fourth quarters.

Furniture, cabinet and millwork makers all say sales of their products are good. One major cabinet maker said they continue to work more than 40 hours per week.

It is not as robust for flooring as finished goods inventories are rising and sales have stabilized.

It has been a very good run for the hardwood lumber producer and distributor. It is a period of adjustment the past three weeks and we head into fall with questions.

Yogi Berra said "it ain't over 'til it's over" and he was right. It ain't for lumber sales either, it's just adjusting.

Fall Training from page 1-----

hired at each campus and are working with administrators to develop courses, said AHTI Project Coordinator Brooke Shehan.

The classes will be announced soon. The overall goals are:

- Create a model beyond the three states.
- Continue training sessions at each of the college sites.
- Develop pathways for trainees into certificate/degree programs.
- Develop a whitepaper to outline a training model for the remaining ten states in Appalachia.
- Expand within the ARC region with assistance from Community Colleges of Appalachia.

For more information on the college contacts and ways to enroll, please contact the AHMI office at (336) 885-8315.

AHMI Fall Training & Workshops Agenda

Tuesday, October 11

Mountain Gateway Community College

9:00 AM AHMI Board Meeting

11:00 AM Welcome + AHTI Presentations

12:00 PM Lunch

1:00 PM Tours of Forestry Department, Courses and Meeting with Students

4:00 PM Depart

5:30 PM Reception, Dinner & Speaker - Hampton Inn Col Alto, Lexington, VA

Wednesday, October 12

9AM-1PM Log Grading Guidelines Workshop - Blue Ridge Lumber Co. in Callahan, VA

9AM-2PM Structural Grading Workshop - MGCC

Lunch - Warren 424

Review of materials (if needed)

Please register online at www.appalachianhardwood.org/meetings or use the form on page 6 of this newsletter. Make your room reservations there also or directly with Hampton Inn Col Alto at (540) 463-2223. Book your room by Sept. 16, 2022

Automation Attracts IWF Atlanta Attention

Technology was the focus of IWF 2022 in Atlanta recently as equipment manufacturers had the latest scanners, material handling and processing equipment on full display.

AHMI participated with booth that attracted hardwood lumber buyers and sellers. More than a dozen AHMI members spent time in the booth interacting with buyers and visitors.

AHMI member Eagle Machinery & Supply had its latest technology for hardwood lumber scanning for grade. The company is responsible for sales, service, and support for WoodEye Scanners in North America and the lumber grade scanner received a lot of attention.

Other members like Stiles, TS Manufacturing, Stringer Industries, Nyle, SII Dry Kilns and USNR had new products to meet customer needs. There were a dozen hardwood lumber companies with booths and most reported interest from buyers.

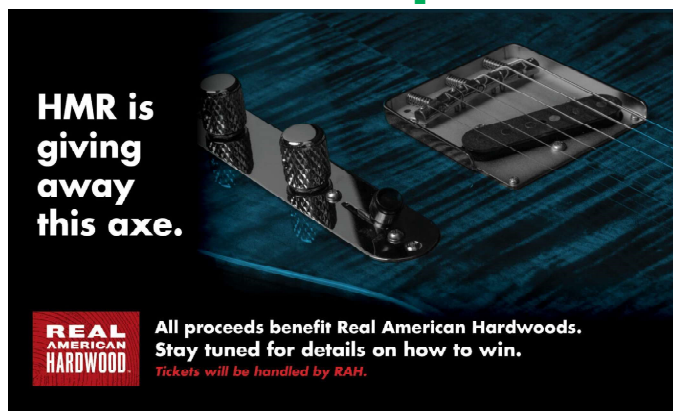
Lumber inquiries included soft maple for furniture and cabinet manufacturers; poplar for millwork plants; white oak and walnut. AHMI is completing a list of contacts from the show and will be distributing to members.

For more details, please email info@appalachianhardwood.org or call (336) 885-8315.



Lumber sellers filled the AHMI booth at IWF. From left are

Anthony Hammond, Roy Anderson Lumber; Brian Ballard, Tioga Hardwoods; Tommy Steele, Quanax; Adam Conway and Addison Conway, Superior Hardwoods; and Tom Inman, AHMI



HMR Donates Guitar For 'Real American' Raffle

You have the opportunity to win a custom guitar and proceeds benefit Real American Hardwood.

Hardwood Market Report (HMR) is celebrating it's 100th Anniversary and giving everyone a chance at this truly custom guitar from Ferner Fine Instruments in Memphis, TN.

Only Real American Hardwood Coalition can give you that opportunity. Just visit www.hmr.com/guitar and follow the instructions.

It is an incredible, one-of-a-kind Custom T model electric guitar, valued at more than \$4,000. It is also your chance to support RAH's work for the hardwood industry.

RAH domestic consumer promotion initiative. It's consumer website is RealAmericanHardwood.com and its industry website is www.RealAmericanHardwood.org.

AHMI is a founding member of the Coalition and contributes financial support annually. More than two dozen AHMI members have contributed.



Amy Shields of AHUG shares information about Real American Hardwood with visitor to IWF

AHMI Touts Members At NHLA, Furn. 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 has reserved booth 810 at NHLA in Cleveland on Sept. 21-23. Members are encouraged to visit or use the booth to meet and network with other attendees.

AHMI will promote members in the Sustainability Solutions Exhibition at the High Point Furniture Market (MPMKT) on Oct. 22-26. 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.

We learned from Doug Bassett of Vaughan-

NHLA Convention

Sept. 21-23

High Point Market

Oct. 22-26, 2022

Bassett Furniture that many imported furniture makers are seeking new sources for products because of supply chain issues in 2021 and 2022. These companies exhibit at HPMKT and is an excellent time to meet them.

This is a great show for suppliers and I recommend visiting on Monday, Oct. 24 or Tuesday, Oct. 25. You can build your business or at least meet with companies that are seeking lumber.

The Market Authority makes it easy with a website on lodging, transportation, events and more. Please visit www.highpointmarket.org.

For more information, contact AHMI.

Export Conference Follows Furn. Market In October

Appalachian Hardwood Manufacturers, Inc. is co-sponsoring an export trade conference in October on the final day of the High Point Furniture Market.

AHMI will join the North Carolina Department of Agriculture, the NC Division of Forestry and the NC Cooperative Extension Service in hosting the event in Greensboro, NC. The focus is to provide export education, introduce NC wood resources and species, and provide opportunities to learn foreign markets and business meetings between wood suppliers and buyers.

For more information on the Conference, please contact Tom Inman at tom@appalachianhardwood.org or Harry Watt, NC State University Wood Products Extension tel. (704) 880-3067 harry_watt@ncsu.edu.

The Foreign Buyers Meeting Contact is Michelle Wang, NC Dept. of Agriculture tel. (919) 714-1562 michelle.wang@ncagr.gov.

Agenda

8:00 – 9:00 a.m. Registration

9:00 – 9:10 a.m. Opening Remarks

9:10 – 9:30 a.m. Resource-Hardwood Forest Statistics

9:30 – 9:50 a.m. Lumber Export Statistics

10:00 – 10:20 a.m. Export Credit Insurance

10:30 – 10:50 a.m. Introduction of minor species

11:00 – 11:20 a.m. International Currency Transactions

11:20 – 12:00 p.m. Foreign Markets Panel Discussion

12:00 – 1:00 p.m. Lunch

1:00 – 4:00 p.m. Buyers meeting

The event will be held at the NC Cooperative Extension Service facility at 3309 Burlington Road, Greensboro, NC 27405

Appalachian Hardwood Featured On Podcast

Appalachian Hardwood Manufacturers, Inc. will be featured on Episode 9 of the "Select & Better Podcast with Clay Miller." It will air the week of Sept. 5.

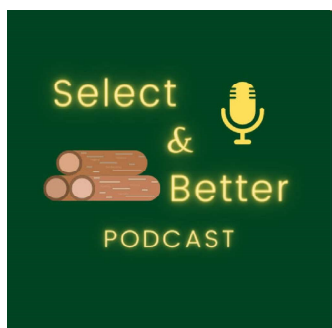
It is hosted by Clayton Miller, a veteran of the hardwood lumber industry, and currently a buyer with Aurora Timberland. He has thought provoking and extremely informative conversations with industry leaders.

Miller and Tom Inman discuss the benefits of Appalachian lumber; the recent IWF 2022 in Atlanta with a report on technology and the mood from buyers; current market conditions and more. The podcast is 60 minutes.

It is available at <https://selectandbetterpodcast.buzzsprout.com/> or by downloading from Spotify. There are eight previous episodes on a variety of hardwood topics with industry leaders.

If you are interested in the topics on the podcast and have a question, would like to have a conversation on the podcast or any other matter, please contact selectandbetterpod@gmail.com.

Follow AHMI on social media with updates on members, hardwood promotion and more. The Instagram account is [appalachianhdwd](#).



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. 13: **ALC**, Asheville, NC

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

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

Oct. 11-12: **AHMI Fall Training & Workshops**, Clifton Forge, VA

Oct. 18-20: **NWPCA Tours**, Augusta, GA

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

Oct. 26: **Export Conference**, Greensboro, NC

Nov. 8: **ALC**, Johnson City, TN

If you know of events that we should consider, contact AHMI at info@appalachianhardwood.org and provide details.

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 meeting presentations.

We encourage members to link these from your website or social media pages. For details, please email info@appalachianhardwood.org. The 2022 Appalachian Hardwood Resource Guide and a searchable database are there.

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 ready to send these materials to prospective members that you do business with. Remember the suppliers who sell you goods and services can also benefit from membership in AHMI. Please contact the AHMI office for details or if you



know of companies that should join.

Membership information is available on the web at www.appalachianhardwood.org/members. The application can be submitted online and information is updated weekly. For more information, please call the AHMI office at (336) 885-8315 or email info@appalachianhardwood.org.



2022 AHMI Fall Training Tours & Workshops - Oct. 11-12 in Virginia

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, 2022 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 Hampton Inn Col Alto at (540) 463-2223. Book your room by Sept. 16, 2022

MEETING REGISTRATION FEES *(includes two lunches, reception, and dinner)*

___ Tues. Oct. 11 - General Session, Tour, Reception & Dinner \$155

___ Tues. Oct. 11 - Reception & Dinner Only \$85

___ Wed. Oct. 12 - Hardwood Log Grading Workshop \$45

___ Wed. Oct. 12 - Hardwood Lumber Structural Grading Workshop \$45

Full registration will be refunded on cancellations received by Sept. 30, 2022. Cancellations received after that time subject to 50% forfeiture.

PLEASE REGISTER THE FOLLOWING

Name: _____ FEE: \$ _____

Name: _____ FEE: \$ _____

Company: _____

Address: _____

City/State/Zip: _____

Structural Grading Workshop *(Wed. Oct. 12 8:30 am MGCC, Clifton Forge, VA)*

Name: _____ FEE: \$45

Name: _____ FEE: \$45

Log Grading Workshop *(Wed. Oct. 12 8:30 am Blue Ridge Lumber, Callahan VA)*

Name: _____ FEE: \$45

Name: _____ FEE: \$45

Total _____

Check enclosed _____

Credit Card: _____

Expiration date _____ Security Code _____ Billing ZIP code _____

Name on card: _____

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