



# Appalachian Hardwood News

November 2022

Monthly newsletter of  
Appalachian Hardwood  
Manufacturers, Inc.  
[info@appalachianhardwood.org](mailto:info@appalachianhardwood.org)

## Cabinet Sales, Forest Carbon On Agenda For 2023 Annual Meeting

Appalachian Hardwood Manufacturers invites you to attend the **2023 Annual Meeting** on **Feb. 22-26** at The Ponte Vedra Inn & Club, a member favorite in north Florida.

There are business presentations each morning, sporting events in the afternoon and evening receptions for networking and renewing friendships. The Ponte Vedra Inn is located near Jacksonville, FL, and all accommodations are oceanfront.

The business sessions include:

**Cabinet Industry in 2023** – Marsh Cabinets Chief Executive Officer Edwin Underwood will discuss cabinet markets in the U.S. The company is based in High Point, NC, and he is a former chairman of the Kitchen Cabinet Manufacturers Association.

**Carbon and the Climate Agenda on Timberlands** – AHMI has invited speakers to explain the impact carbon values have on timberland management.

**Real American Hardwood Influence** – RAH members will report on current actions with social media and consumer influencers.

**AHMI Annual Meeting & Member Anniversaries** - Chairman Tom Sheets will present the State of the Association and member anniversaries.

**Producer and Distributor Divisions Meeting** - Separate sessions for these two AHMI groups to discuss issues of importance to their sectors.

**FUN!!** There are several activities planned  
(See Meeting on page 2)

## Lumber, Log Grading Sessions Teach Skills

Appalachian Hardwood Manufacturers provided skills training on structural lumber grading and log grading at two courses and assisted with a hardwood lumber grading short course recently.

The programs were held in West Virginia and Virginia and included sawmill employees and students from Mountain Gateway Community College. Each course involved classroom instruction and hands-on application of guidelines.

The Hardwood Lumber Structural Grading Workshop was led by Lon Sibert of Renewable Resources Associates. It trained attendees on how structural grades are applied to hardwood lumber.

The grading system is required for cross-laminated timber and other structural uses. Participants graded Poplar to test their skills.

The Appalachian Hardwood Training Institute contracted with the National Hardwood Lumber Association for a hardwood lumber grading short course at Glenville State University. Participants learned the basics about hardwood lumber grades.

(Please see Training on page 2)



Participants apply guidelines to hardwood logs

## Training from page 1 -----

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.

A Hardwood Log Grading Guidelines course taught log graders and potential graders about current practices applied to hardwood log values. The Guidelines were published by AHMI in 2019 and updates previous rules with a better understanding of log grades.

Students applied the guidelines on a dozen logs with specific defects. The course was sponsored by Blue Ridge Lumber Co.

AHMI thanks the companies who sent employees to each of the courses. There will be additional training in coming weeks (*see page 5 for details*) and months.

For more information, visit the AHMI website at [www.appalachianhardwood.org/training](http://www.appalachianhardwood.org/training) or call the office at (336) 885-8315.



**Students learn how to apply structural grades to hardwood lumber. All materials used in commercial buildings must be graded to American Lumber Standards Committee rules. Because of the major differences between hardwood and softwood, each type of wood has its own grading system.**

## Meeting from page 1 -----

daily for fun! The **Annual Golf Tournament** is Friday at PVI's Ocean Course. The **Annual Fishing Tournament** is Friday with sportfishing from chartered boats. There is a **Golf Scramble** on Saturday on PVI's Ocean Course.

**New This Year** – The Inaugural AHMI Croquet Tournament on Saturday on the Ponte Vedra Inn Croquet Court.

Please REGISTER by DEC. 31 for a drawing for \$100 Spa Gift Certificate or \$100 AMEX gift card. Make room reservations at the Ponte Vedra Inn by calling (904) 285-1111 and ask for the Appalachian Hardwood block.

Please complete the registration form on page 6 or at [www.appalachianhardwood.org/meetings](http://www.appalachianhardwood.org/meetings). Have questions? Call AHMI at (336) 885-8315 or [info@appalachianhardwood.org](mailto:info@appalachianhardwood.org).

### 2023 Annual Meeting Agenda

#### Wednesday, Feb. 22

6 p.m. Early Bird Reception

#### Thursday, Feb. 23

*Informal golf and fishing available. Call AHMI*

2 p.m. Board of Trustees Meeting

3 p.m. Registration Opens

6 p.m. Welcome Reception by Stringer

Industries

#### Friday, Feb. 24

8:30 a.m. General Session

Business Presentations

12:30 p.m. Fishing Tournament

12:30 p.m. Golf Tournament on Ocean Course

6 p.m. Reception

#### Saturday, Feb. 25

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. Golf Scramble Tournament

1 p.m. Beach Fun on the Atlantic

2 p.m. Croquet Tournament

6 p.m. Reception

#### Sunday, Feb. 26

8 a.m. Fellowship of Christian Lumbermen



# Furniture Market Crowd Returns, Sales Decline

HIGH POINT, NC – Furniture market attendees here in October said it was the first “normal” market since the pandemic began and the mix of domestic and international products was balancing but the retail hangover from strong sales of 2021 and the first half of 2022 lingers.

The past two years have been very positive for domestic furniture manufacturers as consumers were forced to stay home because of COVID. There was disposable income available and a desire to upgrade living spaces with fresh looks and new products.

Retail warehouses were emptied in 2021 and manufacturers struggled to meet the demand. Furniture retailers were forced to wait because of supply chain breakdowns and higher prices for freight on imported containers. They turned to domestic makers to provide the goods that consumers demanded.

That changed in June 2022 as the economy slowed and inflation rose, said many retailers and furniture makers at the High Point Market on Oct. 22-26. There were crowds in town to see new products and discuss plans for 2023, but buying was down compared to the previous 12 months.

“It was a good market and buyers were looking for product to fill in areas where they have gaps,” said Doug Bassett, president of Vaughan-Bassett Furniture. “Stores have a lot of inventory right now and inflation is impacting sales. People are spending that money on other things.”

Most manufacturers said the furniture industry has been in a recession since early summer, with reported orders off 30% or more. Higher priced goods are still in demand which is good news for solid wood producers.

American Drew Furniture and Kincaid Furniture showrooms had new products in a mix of solids and veneers. The species included oak, ash and maple solids.

“It was a good market for us with interest in our walnut designs,” said Jorge Rangel, president of Trra Furniture of Mexico. “People still want nice pieces for their homes with a different look than what



**Doug Bassett of Vaughan-Bassett Furniture shows a maple bedroom group to AHMI members and guests at the High Point Market**  
other people have. We were very successful with buyers.”

Trra sources walnut from the U.S. and its contemporary designs showcase the beauty of the wood with natural finishes. The company had bedroom and cased goods introductions.

Bassett Furniture expanded several existing lines in oak and maple species with new finishes. The stains highlighted the grain in American oak and soft maple in its Benchmade collection.

The company maintained an emphasis on the sustainability of the resource from American forests.

Domestic upholstery is in high demand, as retailers prefer U.S. goods to reduce lead times and dependency on international supply chains. Demand for frame stock hardwoods is expected to be strong into 2023.

Attendance at the High Point Market was up 8.7% compared to fall 2021 numbers and 5.3% higher than attendance in April. International buyers, who hadn't been able to attend recent markets were back with an increase of 45%. The High Point Market Authority reported there were 1,689 brands represented at the show.

The next High Point Market is April 22-26, 2023.

## Export Conference Attracts 26 Buyers To NC

Appalachian Hardwood Manufacturers, Inc. co-sponsored an Export Trade Conference on Oct. 26 and two dozen international buyers participated.

The majority of buyers were seeking Poplar, Red Oak, White Oak, Ash and White Pine for furniture and cabinets. A few companies were interested in logs.

AHMI distributed copies of the 2022 Appalachian Hardwood Resource Guide and met with each buyer to learn about specific needs.

AHMI, the North Carolina Department of Agriculture, NC Forestry Association and NC Cooperative Extension Service hosted the event. There were presentations on NC wood resources and species, lumber exports and reports from international markets from a panel of the buyers.

The contact information for each company is available from the AHMI office at (336) 885-8315



**AHMI members connected with international buyers at event in Greensboro, NC**

or [tom@appalachianhardwood.org](mailto:tom@appalachianhardwood.org). The list was sent to all Export Division members on Oct. 27.

## Stiles Promotes Automation At Solutions Showcase

Stiles Machinery holds its annual Solutions Showcase at its facility in High Point recently which attracted more than 200 furniture, cabinet, flooring and millwork makers.

The two-day event allows the company to educate customers about new equipment and its use. There are detailed exhibitions from company experts on saws, moulders, sanders, finish applications and more.

AHMI's Tom Inman spoke about hardwood resources, labor issues for primary manufacturers



and offered a forecast for the next 12 months. Stiles is an AHMI Supplier Division member. Visit [stilesmachinery.com](http://stilesmachinery.com) for details.

## 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:

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

Jan. 10, 2023: **ALC**, Greensboro, NC

Feb. 6-8: **IHLA Convention**, Indianapolis, IN

Feb. 22-26: **AHMI Annual Meeting**, Ponte Vedra Inn, Ponte Vedra, FL

Mar. 14: **ALC**, Roanoke, VA

Mar. 28-30: **KFIA**, Lexington, KY

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

Apr. 26-28: **Virginia Forestry Summit**, Williamsburg, VA

May 4-7: **ALC Beach Meeting**, Myrtle Beach, SC

July 23-25: **AHMI Summer Conference**, The Greenbrier, White Sulphur Springs, WV

If you know of events that we should consider, contact AHMI at [info@appalachianhardwood.org](mailto:info@appalachianhardwood.org) and provide details.



## You Could Win 'Real American' Guitar From HMR Raffle On Dec. 16

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.



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.

Only Real American Hardwood Coalition can give you that opportunity. Just visit [www.hmr.com/guitar](http://www.hmr.com/guitar) and follow the instructions.

RAH is a domestic consumer promotion initiative.

The consumer website is [RealAmericanHardwood.com](http://RealAmericanHardwood.com) and its industry website is [www.RealAmericanHardwood.org](http://www.RealAmericanHardwood.org).

View the latest video on the promotion plans for the future here: <https://www.youtube.com/watch?v=oA-IR90h9-Y>

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

The guitar will be awarded on Dec. 16.



## TRAINING

Nov. 14-16, 2022

### 3-Day Introduction to NHLA Hardwood Lumber Grading Rules

Location: Gilkey Community Center in Rutherfordton, NC

Instructor: Mark Depp, NHLA National Inspector

Registration: \$375.00

This introductory course is hosted by AHMI, NCFA, and ALC and is perfect for those wanting to get a basic understanding of the hardwood grading rules. This class is ideal for yardmen, sawyers, edgemen, sales and office staff, and management-level personnel. Lunch will be provided daily.

For more information contact **Carol McElya** at **901-399-7563** or [c.mcelya@nhla.com](mailto:c.mcelya@nhla.com)

Nov. 15-17, 2022

### NHLA Lumber Grading Short Course

Location: Cumberland Mtn. State Park Lodge in Crossville, TN

Instructor: NHLA staff

Registration: \$100.00

Sponsored by Tennessee Forestry Association

To register contact **TFA** at **931-572-8592**

For more information contact **Larry Pitts** at **931-572-8592** or [lpitts@tnforestry.com](mailto:lpitts@tnforestry.com)

November 17-18, 2022

### 2-Day Introduction to Log Grading

Location: Gilkey Community Center | Rutherfordton, NC

Instructor: Mark Depp, NHLA National Inspector

Registration: \$250.00

This introductory course is being hosted by the AHMI, NCFA, and ALC. The purpose of the class is to educate students on the grading rules for log procurement, mainly discussing veneer class and factory class grading.

For more information contact **Carol McElya** at **901-399-7563** or [c.mcelya@nhla.com](mailto:c.mcelya@nhla.com)

# 2023 Annual Meeting on Feb. 22-26

## Ponte Vedra Inn & Club, Ponte Vedra, FL

### REGISTRATION FORM



To reserve your room, call the Ponte Vedra Inn at (904) 285-1111 for Appalachian block  
The room cutoff is Jan. 27, 2023 and all oceanfront rooms are \$339. Rate is honored before & after!

**Make reservations online at [www.appalachianhardwood.org/meetings](http://www.appalachianhardwood.org/meetings)**

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. 10, 2023:

AHMI MEMBER - \$450 per person      GUEST - \$550 per person  
SPOUSE & ADULT CHILD - \$350      GUEST SPOUSE - \$450  
CHILDREN AGE 10-18 - \$250, UNDER 10 - \$150

*Add \$75 to any registration fee after Feb. 10, 2023*

Registration includes three receptions, business sessions and breaks,  
afternoon at the beach, and fun.

*Full registration  
fee refunded on  
cancellations  
received by Feb. 1,  
2023. Cancellations  
received after that  
time will be subject  
to 50% forfeiture.*



#### REGISTER for AHMI'S 2023 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,  
Feb. 22 at 6 pm

\_\_\_ Beach Fun &  
Drinks, Saturday,  
Feb. 25 1-3 pm

**Golf Tournament** Friday tee times start at 11:30 a.m. at PVI's Ocean Course  
*(includes shuttle, lunch, range balls. Rental clubs are available)*

Name: \_\_\_\_\_ FEE: \$250

Name: \_\_\_\_\_ FEE: \$250

**Fishing Tournament** Friday at 12 p.m. sportfishing inshore  
*(4-hour fishing trip, includes boxed lunch, tackle, bait, license)*  
\$200 for each of four slots on multiple chartered boats

Name: \_\_\_\_\_ FEE: \$200

Name: \_\_\_\_\_ FEE: \$200

**Golf Scramble** Saturday at 12:30 p.m. at PVI's Ocean Course  
*(includes shuttle, lunch, range balls. Rental clubs are available)*

Name: \_\_\_\_\_ FEE: \$200

**Inaugural AHMI Croquet Tournament** Saturday 2 p.m. at Ponte Vedra Inn Court  
Number of spaces reserved \_\_\_\_\_ @ \$25 each FEE: \$ \_\_\_\_\_

Check # \_\_\_\_\_ Received \_\_\_\_\_ **TOTAL** \$ \_\_\_\_\_  
Credit Card # \_\_\_\_\_ Exp. \_\_\_\_\_ Sec. Code \_\_\_\_\_ Billing Zip \_\_\_\_\_