

## Ties, White Oak Forestry & Pressed Poplar

Appalachian Hardwood Manufacturers invites you to attend the **2024 Annual Meeting** on **Feb. 21-25** at Hammock Beach Resort. The business sessions will offer key issues for the Appalachian Hardwood industry.

The format follows previous events with business sessions in the morning, sporting events in the afternoon and receptions each evening to network and renew friendships.

Hammock Beach Resort is an hour south of Jacksonville in Palm Coast, FL. It offers excellent dining, golf, spa and miles of unspoiled cinnamon sand beach along the Atlantic. Guests call it an extraordinary treasure and an oasis of tranquility and relaxation.

The business presentations include:

**\* InventWood Makes Poplar Truly Hard** – A Maryland company has designed a process to press Poplar and other lumber into a stiff building material. The company is a leader in cellulose-based material innovations.



**\* Railroad Tie Demand in 2024** – Nate Irby, executive director of the Railway Tie Association, will discuss tie demand in 2024.



**\* White Oak Initiative Educates Landowners** – WOI Executive Director Jason Meyer will share the group's mission to educate landowners on forest management for White Oak.



## AHMI Annual Meeting Program Offers Details On 2024 Issues



**\* Real American Hardwood Promotion** – RAH members will report on the Magnolia Network campaign and results from social media. Millions of consumers have been reached in the first six months.



**\* Hardwood Federation & Campaign 2024** - Executive Director Dana Cole will share key hardwood issues in the 2024 Presidential and Congressional campaigns.



**\* AHMI Board Member & Officer Elections** - Chairman Tom Sheets will present the State of the Association and member anniversaries. New Board members and officers will be approved.



**\* Producer & Distributor Divisions Meetings**  
- Separate sessions for these AHMI groups to discuss  
(See Meeting on page 3)

## *The way I see it...*

By Tom Inman, AHMI President

....a recent Export Conference in North Carolina with more than a dozen buyers from Mexico, China and India found buyers reporting lower demand for lumber in their home markets.

The event was hosted by the North Carolina Department of Agriculture and AHMI sponsored a dinner for the buyers. The contact information has been shared with AHMI Export Division members and is available to any member.

The Chinese buyers said manufacturing in China was steady but at low volumes. These lumber importers said warehouse inventories were high but they were still seeking White Oak, Poplar, Walnut and Red Oak.

The Mexican buyers were more upbeat that demand for hardwood components and finished goods were increasing. The buyers were seeking White Oak, Red Oak, Poplar and Walnut lumber to supply parts for US furniture and cabinet makers.

The lone buyer from India was seeking pine logs, pine lumber and possibly hardwood. He was new to the marketplace.

My takeaways from the conference were:

1) the global economy is weak. There have been improvements after Covid shutdowns but business is slow. This mirrors reports from the American Hardwood Export Council. *(Copies of AHEC market reports are posted on [www.appalachianhardwood.org/marketreports](http://www.appalachianhardwood.org/marketreports))*

2) Steve Zambo with AGL Group reported that container availability was increasing and prices for freight to many markets were declining. He said both reflect the demand.

3) There is no "hot market" for lumber around the world. US exporters are serving existing customers and the few "new" customers are those that are not able to get terms from others.

The hardwood industry needs international markets to purchase all grades and species of lumber. AHMI continues to work closely with AHEC and also contacts international buyers annually to promote Appalachian species and member companies who export.

## Grant Process Help For AHMI Members

Appalachian Hardwood Manufacturers, Inc. and Innovative Funding Partners recently completed a grant writing webinar for training and assistance in applying for US Department of Agriculture's Wood Innovations Grants.

USDA has \$50 million to invest in 2024 to expand innovative uses of wood as construction materials, energy sources, and in manufacturing and processing input for wood products.

AHMI members are eligible to hire Innovative Funding Partners as a contractor at a discounted rate. The company will provide full service in writing and submitting the application or provide a review of the application a company completes before it is submitted.

Details are available from Louise Mathias at [louise.mathias@innovativefundingpartners.com](mailto:louise.mathias@innovativefundingpartners.com).

The open funding opportunity comes through the Forest Service's three key grant programs to support the forest products economy:

- 1) Wood Innovations Grant
- 2) Community Wood Grant
- 3) Wood Products Infrastructure Assistance.

The agency is seeking proposals that support innovative uses of wood in the construction of low carbon buildings, as a renewable energy source, and in manufacturing and processing products. These programs also provide direct support to expand and retrofit wood energy systems and wood products manufacturing facilities.

The webinar is available to view online for a small fee. It details the entire process, provides tips for success, and frequently asked questions.

There are also PDFs available to assist in locating applications and USFS assistance. For more information, contact the AHMI office.





# Meeting *from page 1*

cuss issues of importance. The Producers meeting is limited to that membership category while the Distributors meeting is open to all.

## **FUN!! planned daily:**

**Annual Golf Tourn.** Friday at Ocean Course.

**Annual Fishing Tourn.** Friday sportfishing.

**Golf Scramble** Saturday at Conservatory Course.

**Croquet Tournament** Saturday.

**Afternoon on the Beach** Saturday.

**Evening Receptions** daily.

**Time for networking**, dinner with friends.

Please REGISTER by DEC. 31 for a drawing for \$100 Spa Gift Certificate **OR** \$100 AMEX gift card. Make room reservations at Hammock Beach Resort by calling **(866) 841-0287** then option 1 and option 3. Ask for Appalachian Hardwood block.

Please complete the registration form on page 6 of this newsletter, print and mail or visit **our website**.

## **Hammock Beach Resort activities**

The premiere destination for relaxation and enjoying the best of Palm Coast Florida, the resort has two breathtaking Signature golf courses — the iconic Jack Nicklaus designed Ocean Course and the Conservatory Course designed by Tom Watson. They have spectacular oceanfront views, dramatic rolling hills and challenging layouts.

- Whether honing your putting game or just a little fun, all guests can enjoy the nine-hole professionally manicured putting course.

- The full-service spa offers serenity and luxury with relaxing massages, cleansing facials, hair treatments and nail services.

- The Fitness Center offers state-of-the-art equipment, including Peloton bikes and offers both cardio and weight training. There are regular classes from spinning to aerobics to yoga.

- Float down the lazy river, ride the water slide or build a poolside sandcastle; all with full food and beverage service in the lounge areas. There are separate upper and lower-level pools, an adult pool, a 32-person hot tub, volleyball and poolside bar.

Register and make room reservations today!



Hammock Beach Resort offers pools, lazy river and is on the Atlantic Ocean with private beach

## **AGENDA**

### **WEDNESDAY, FEB. 21**

**6 pm - Early Bird Reception**

### **THURSDAY, FEB. 22**

*Morning activities on your own*

**2 pm - AHMI Board of Trustees Meeting**

**3 pm - Registration**

**6 pm - Welcome Reception** sponsored by Stringer Industries

*Dinner on your own*

### **FRIDAY, FEB. 23**

**8:30 am - General Session**

Business Presentations

**12 pm - Golf Tournament** – Ocean Course

**12 pm - Fishing Tournament**

**6 pm - Reception**

*Dinner on your own*

### **SATURDAY, FEB. 24**

**8 am - Producers Meeting** – *Producers only*

**8 am - Distributors Meeting** – *(open to all)*

**9:15 am - General Session**

Business Presentations, Annual Meeting, Election of Officers

**12 pm - Golf Scramble Event**

**2 pm - Croquet Tournament**

**2-4 pm - Fun on the Beach**

**6 pm - Reception**

*Dinner on your own*

### **SUNDAY, FEB. 25**

**8:30 am - Fellowship of Christian Lumbermen**

*Travel home safely!*

## Webinar Explains ERCs For Hardwood Companies

AHMI member company Delta ERC is inviting hardwood companies to participate in a discussion with Damon Mintz, the Chief Revenue Officer at Jorns & Associates, to discuss the Employee Retention Credit program. The webinar is set **Dec. 6 at 1 pm** EST and hosted by NHLA.

Delta ERC and Jorns & Associates have helped lumber companies apply for and receive these refunds for keeping employees at work during the Covid 19 pandemic. Mintz will explain the ERC and how most companies are leaving significant money unclaimed.

The webinar will explain ERCs and how it can be a great safety net with unanticipated funds. The event is sponsored by Delta ERC. To register, please contact the AHMI office at (336) 885-8315 or email [tom@appalachianhardwood.org](mailto:tom@appalachianhardwood.org)

## 2024 Resource Guide Materials Mail Soon

Appalachian Hardwood Manufacturers, Inc. will mail its **2024 Appalachian Hardwood Legal & Sustainable Resource Guide** materials soon.

The annual Guide is distributed to furniture and cabinet makers, millwork and flooring producers, architects and designers. An electronic version is emailed annually to 12,000 buyers in Asia, Indonesia, Europe, and Mexico.

The Guide promotes AHMI members by listing contact information for all active members, species of lumber available, other hardwood products and certifications. It also 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 look forward to your participation in the 2024 Appalachian Hardwood Legal & Sustainable Resource Guide. Please send your materials immediately to be included.

## 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:

Nov. 14: **ALC**, The Carnegie, Johnson City, TN

### 2024

Jan. 9: **ALC**, Embassy Suites, Greensboro, NC

Feb. 5-7: **IHLA**, Marriott Downtown, Indianapolis, IN

Feb. 21-25: **AHMI Annual Meeting**, Hammock Beach Resort, Palm Coast, FL

March 12: **ALC**, Hotel Roanoke, Roanoke, VA

March 25-27: **HMA National Conference**, Charleston, SC

April 2-4: **KFIA**, Lexington, KY

April 11-13: **Expo Richmond**, Richmond, VA

April 13-17: **High Point Furniture Market**, High Point, NC

April 23-25: **Virginia Forestry Summit**, Charlottesville, VA

May 2-5: **ALC Beach Meeting**, North Myrtle Beach, SC

June 25-27: **Pellet Fuel Institute** Annual Meeting, Charleston, WV

July 20-23: **AHMI Summer Conference**, Asheville, NC

Aug. 6-9: **International Woodworking Fair**, Atlanta, GA

Oct. 2-4: **NHLA Convention**, St. Louis, MO

Oct. 26-30: **High Point Furniture Market**, High Point, NC

Nov. 12-15: **GreenBuild**, Philadelphia, PA

For more information, please call the AHMI office at (336) 885-8315 or [info@appalachianhardwood.org](mailto:info@appalachianhardwood.org).

If you know of events that AHMI should consider for participation, please contact the office. AHMI also has materials member companies can use in exhibitions to explain the benefits of Appalachian Hardwoods and forest management.

# RAH Asks Companies To Engage On Social Media

One way your company can help promote Real American Hardwood products—and our industry—is to be more active on social media and engage with the RAHC.

Like, comment, share, follow, and subscribe! And be sure to use #RealAmericanHardwood across social platforms.

In October, the Real American Hardwood Coalition (RAHC) utilized social media to inspire homeowners with design trends, highlight Manufacturing Day, and go behind the lumber to recognize National Forest Products Week.

Here's a brief review of a few posts.

## A Designer Look

The RAHC continued its Hardwood Makeover series and showcased a gorgeous custom flooring project that proved hardwood floors are anything but boring. The luxury look was achieved using white oak and a combination of finishing techniques. See the post on Instagram.

## Promoting Industry Jobs

October 6 marked Manufacturing Day and the RAHC used the opportunity to create interest in jobs and career paths in the wood industry.

The video featured a group of high school students who went on a tour of Middle Tennessee



Lumber Company's manufacturing and shipping facilities, and learned about the skills and technology used in the industry. Watch the video on Instagram.

## Why Are Forests Important?

The RAHC answered this question during National Forests Products Week with a video telling the story of Hickman Woods and Allegheny Mountain Hardwood Flooring—a fourth-generation, family-owned business in Western Pennsylvania. The video addressed misconceptions about the wood industry, explained how no part of a tree goes to waste during lumber production, and shared a childhood story. Watch the video on Instagram.

For more details and ways to participate, visit [www.realamericanhardwood.com](http://www.realamericanhardwood.com).



## Make a Real Impact

One way your company can help promote Real American Hardwood products—and our industry—is to be more active on social media and engage with the RAHC.

Like, comment, share, follow, and subscribe! And be sure to use #RealAmericanHardwood across social platforms.



@RealAmericanHardwood



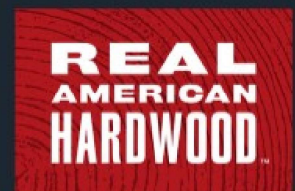
@RealAmericanHardwood



@RealAmericanHwd



@RealAmericanHardwood





## 2024 Annual Meeting on Feb. 21-25 Hammock Beach Resort, Palm Coast, FL

### REGISTRATION



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.

**To reserve your room, call (866) 841-0287, option 1 then option 3. Ask for Appalachian Hardwood block.**

The room cutoff is Jan. 24, 2024 and all oceanfront rooms start at \$319. Rate is honored before & after!

**You can also register online at [www.appalachianhardwood.org/meetings](http://www.appalachianhardwood.org/meetings)**

#### Registration before Feb. 9, 2024:

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. 9, 2024*

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

**Full registration fee refunded on cancellations received by Feb. 1, 2024.**  
**Cancellations received after that will be subject to 50% forfeiture.**

#### REGISTER for AHMI'S 2024 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. 21  
at 6 pm

\_\_\_ Beach Fun & Drinks,  
Sat., Feb. 24  
from 2-4 pm

**Golf Tournament Friday at 12 noon** at Ocean Course  
*(includes lunch, range balls. Rental clubs are available)*

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

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

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

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

**Golf Scramble Saturday at 12 noon** at the Conservatory  
*(includes shuttle, lunch, range balls. Rental clubs are available)*

Name: \_\_\_\_\_ FEE: \$225

**Croquet Tournament Saturday 2 p.m.**

Number of spaces reserved \_\_\_\_ @ \$25 each FEE: \$ \_\_\_\_\_

Check # \_\_\_\_\_ Received \_\_\_\_\_

Credit Card # \_\_\_\_\_ Exp. \_\_\_\_\_ Sec. Code \_\_\_\_\_ Billing Zip \_\_\_\_\_

**TOTAL \$ \_\_\_\_\_**