

Railroad Ties, Markets & Growing White Oak

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 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.

*** 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.



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

*** Real American Hardwood Promotion** - RAH members will report on the Magnolia Network campaign and results from social media. Millions of consumers have been reached.



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

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



gressional campaigns specifically in the Appalachian region..

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

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.

(See Meeting on page 3)

The way I see it...

By Tom Inman, AHMI President

....there are several folks who are glad to see the new year arrive. The past year was poor for the hardwood lumber industry as markets declined and supply outpaced demand.

Many of the primary markets for grade hardwood lumber reported slow finished goods sales, adequate resource inventories and uncertainty for the near future.

"If there's one thing that's certain in business, it's uncertainty." – wrote Stephen Covey in his book *The Seven Habits of Highly Effective People*. He was correct and the remarks speaks directly to the hardwood lumber market in 2023.

Soft maple sales were slow-slow-slow. Hard maple sales were down but had a slight bump late in the year.

Red oak was off. Hickory, Ash and Poplar had weeks when demand picked up but the orders did not remain at that level.

Industrial markets slowed in the last quarter of the year. Orders for pallet material and cants were flat and railroad tie buyers were slowing purchases.

Markets for chips, dust and residuals were weak for most of 2023. With the closing of paper and fiberboard plants in the region and a major pellet maker facing challenges in Europe, the resource supply continues to far exceed demand.

I am a "glass half-full" guy so there is good news. White Oak continues to be in demand by flooring and furniture makers. Orders for 4/4 to 8/4 remain strong.

Walnut in upper grades is also moving, according to Appalachian Producers and Distributors. It was a decent High Point Furniture Market with introductions in Cherry.

Many trade magazines have forecasts in the January issues and most of these are for slow markets in the first two quarters of 2024. Sawmills are adjusting as best they can and yards are purchasing based on orders.

There have been a few closings and sales. Business truly is uncertain.



AHMI is pleased to announce the following new members:

Consumer

Somerset Hardwood Flooring
Adam McCombs
70 W. Racetrack Road
Somerset KY 42503
Phone: (606) 678-2842
Website: www.somersetfloors.com

Distributor

A & M Dry Kilns
Lavern Miller
1711 CR 200
Dundee, OH 44024
Phone: (330) 852-0505
Email: lavern@amkilndry.com

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.

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.

AHMI Dues For 2024

Appalachian Hardwood Manufacturers, Inc. mailed its 2024 Membership Dues recently and are payable by Jan. 31. The dues are annual for Distributor, Consumer, Forestry and Supplier Divisions. Producer members pay monthly. (Export membership is for Producers and Distributors in addition to primary dues.)

Rates remain the same for 2024.

Meeting from page 1

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 complete the registration form on page 6 of this newsletter. Print and mail to the AHMI office with your payment details or visit **our website** www.appalachianhardwood.org/meetings and complete the online form.



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.

- All guests can enjoy the nine-hole professionally manicured putting course.
 - The full-service spa offers luxury with relaxing massages, facials, treatments and nail services.
 - The Fitness Center offers state-of-the-art equipment, including Peloton bikes and offers both cardio and weight training.
 - 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!

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!

Annual Meeting Sponsorship

The 2024 Annual Meeting of Appalachian Hardwood Manufacturers, Inc. is an excellent place to meet existing and new customers. There are Meeting Sponsorships available to enhance the session and encourage companies.

Sponsors receive:

- 1) Recognition during the Annual Meeting;
- 2) Signage for each sponsored event;
- 3) Recognition in the meeting program;
- 4) Table for literature in the Meeting Room.

Please contact the AHMI office today about the remaining sponsorship opportunities.

2024 Resource Guide Materials Due NOW

Appalachian Hardwood Manufacturers, Inc. will publish its **2024 Appalachian Hardwood Legal & Sustainable Resource Guide** in February 2024 to assist more than 8,500 consumers of hardwood lumber make wise buying decisions.

The annual Guide is distributed 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.

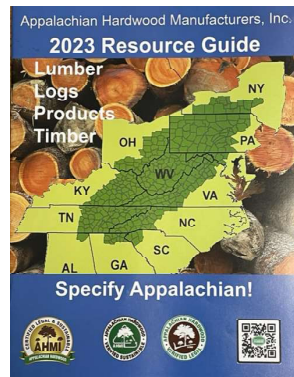
The Guide promotes AHMI members by listing contact information for all active members, species of lumber available, other hardwood products and certifications. It also details the specific characteristics of Appalachian Hardwood Lumber that wood consumers should demand!

Are you an Exporter? The AHMI Export Division offers you an exclusive section aimed at international customers of Appalachian Hardwoods. We ask that you complete the "Guide Exporter" form to list your company in this section. There is an additional \$225 fee to be an Export member and this information is emailed to international customers.

We look forward to your participation in the 2024 Appalachian Hardwood Legal & Sustainable Resource Guide. Please send your materials immediately to be included.

The Guide will be published in February in time for more than a dozen industry events in 2024. This includes the Expo Richmond in April, two High Point Furniture Markets, IWF Atlanta in August and GreenBuild in November.

Advertisements are available in a variety of sizes. For details, 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:

2024

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

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

March 7-8: **Appalachian Carbon Forum**, Lexington, KY

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, SC

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

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

Sept. 10: **ALC Meeting**, Asheville, NC

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.

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.

Congress Stacks Up To-Do List For 2024

By Dana Cole

Hardwood Federation Executive Director

The U.S Senate and House members pushed several key priority issues into 2024. This sets up a risky legislative strategy for an election year, when incumbent lawmakers tend to spend more time focused on the campaign trail than moving forward with a substantive policy agenda.

Congress passed measures that promote mass timber in defense projects, other high-profile items such as the farm bill, business taxes, and the Fiscal Year 2024 budget were delayed:

- Farm Bill 2024 – Advocating for the farm bill will remain the top priority for the hardwood industry. Lack of agreement on a FY 2024 budget and a chaotic process to elect a House Speaker pushed the farm bill aside this fall. Many key farm programs are currently subject to a continuing resolution until October 2024, lawmakers may have the flexibility to resolve anticipated roadblocks. The forest products industry expects to be successful in advocating for recognition of the carbon storage value of wood products, promote hardwood exports and support biomass energy.

- FY 2024 Federal Budget – Agreement on a compromise federal budget will monopolize lawmakers' attention when they return from the holidays. With the first deadline for government funding falling on January 19, the House leadership has paused consideration of specific appropriations bills to fund federal agencies to hammer out topline budget figures with Senate leaders.

- Business Taxes – This item is a little more difficult to predict, since history shows that Congress usually addresses tax issues at the end of the calendar year, leaving open the possibility of a tax package coming together in December. Congress typically attaches tax items to end-of-year budget deals, which we know will not pass until 2024. However, with looming federal government funding deadlines early in the New Year, we expect action on critical business tax incentives like full expensing (100 percent bonus depreciation) and the research and development tax credit. We understand from House Ways & Means Commit-

HF Policy Survey For 2024

The Hardwood Federation seeks industry input on priorities for 2024 that have the greatest impact on your business. Please complete a three-minute survey by clicking on the link below to share your opinion and **submit your answers by Friday, January 19.**

We have provided summaries of key concerns including carbon sequestration and storage, federal forest management, trade, and tax reform, along with a quick ranking metric for you to review and gauge the importance of each issue. Please go to:

<https://www.surveymonkey.com/r/65PGVKD>.

tee Chairman Jason Smith that a deal is close at hand with Democrat leadership over an enhanced child tax credit that would be paired with these business tax incentives.

- Foreign Aid and Border Security – Another looming issue this fall has been disagreement over a \$100 billion package to aid Ukraine, Israel and Taiwan backed by most congressional Democrats. Republicans, however, are insisting that border security measures be included in the mix, which has resulted in a stalemate that will roll into next year. This will impact timing for the farm bill and business taxes, the two key carry-over priorities for hardwoods.

- Transportation – Although not as pressing from a Hill perspective as the budget or taxes, passing transportation legislation has also fallen by the wayside this fall and is being pushed into 2024. Industry supports a "supply chain package," that passed out of the House Transportation Committee earlier this year which will expedite issuance of commercial drivers' licenses, enhance protections under the Ocean Shipping Reform Act and establish axle weight flexibility to facilitate delivery of dry bulk materials, including wood chips.

The Hardwood Federation team looks forward to a busy and productive 2024!

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

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 \$ _____