

AHMI Promotion Targets Thousands Of Buyers

Trade Shows, State Meetings & Resource Guides Market 'Appalachian'

Appalachian Hardwood Manufacturers, Inc. is reaching thousands of lumber buyers in the US and internationally.

Association staff have participated in state forestry association meetings, Expo Richmond, the High Point Furniture Market, and mailed / emailed the 2024 Certified Appalachian Legal & Sustainable Resource Guide to international buyers. The response has been extremely positive as buyers seek sources of Appalachian sources of Appalachian hardwood lumber, logs and products.

AHMI has revamped its trade exhibit to focus



on Appalachian species, their availability from members and growth rates in the forest, all of which are of interest to buyers.

AHMI also promotes the Certified Appalachian and the Verified Appalachian programs, Guidelines for Log Grading and Scaling and the 401k Retirement and Lumber Payroll programs.

The offerings benefit members and appeal to prospects looking for ways to get in front of buyers while also reducing costs to their companies. For more information on these, please stop by the AHMI exhibit or contact the office.

See list of upcoming events on page 4.

Wood Furniture, EUDR Rules Top 24SC Agenda

The **2024 Summer Conference** of Appalachian Hardwood Manufacturers is **July 20-23** at **The Omni Grove Park Inn** in Asheville, NC. The resort is a member favorite with its rich history, unique room options, exceptional dining and relaxed southern hospitality.

AHMI has planned informative business sessions for two days with timely topics:

1) **AHEC Solution For Europe Rules** - American Hardwood Export Council is developing a plan to meet new European Union rules for wood imports. Executive Director Mike Snow will share an update from spring meetings with EU leaders.

2) **Wood Furniture Report 2024** - North Carolina furniture manufacturer / importer has been invited to discuss solid hardwood furniture markets this year.

3) **Conservative Climate Caucus** - U.S. Rep. Chuck Edwards (NC-11) has been invited to explain the U.S. House's CCC that offers common sense solutions to the national debate on climate

AHMI Visits Omni Grove Park Inn For Summer Conference on July 20-23 in Asheville, NC



and sustainability.

4) **Real American Hardwood Promotion** - the second phase of consumer promotion is underway and the Coalition will report on positive results in social media, streaming and Magnolia Network.

Breakout sessions **Tuesday** to gain more value:

a. AHMI 401k Enrollment - Representatives from UBS Financial will be on site to answer questions and enroll AHMI members in the multiple-employer program that offers retirement accounts
(See Meeting on page 2)

Meeting from page 1-----

for employees. The program saves money on plan costs and offers a variety of investments.

b. Lumber Payroll Enrollment - AHMI has partnered with Lumber Payroll to offer a discounted program for companies to manage payroll. DoughHCM staff will explain the program and enroll companies in ways to speed the process and save money.

Mill Tour Tuesday - AHMI will offer a sawmill and yard tour at Oaks Unlimited in Waynesville, NC. Oaks Unlimited owner and AHMI Board member Joe Pryor will showcase the company's operations. The facility is 35 minutes from GPI and the tour begins at 1 pm.

A registration form is included with this newsletter. You may also call The Omni Grove Park Inn at (800) 438-5800. You **must book by June 20**.

The Grove Park Inn has been expanded since the last AHMI Conference with new accommodations, multiple formal and casual restaurants, retail shops, indoor and outdoor pools and its award-winning 43,000-square-foot spa.

Voted one of the "Top resort spas in the U.S." by Condé Nast Traveler, the expansive, 43,000-square-foot subterranean spa boasts numerous water features like eucalyptus steam rooms, waterfalls and a mountain view hot tub. It is recommended to make Spa Treatment and Dining reservations as you make your room reservation.

Biltmore Estate - Group passes are available to tour Biltmore Estate during the Conference. Please visit www.appalachianhardwood.org/meetings for the link to select days.



AHMI is pleased to announce new members:

Producer

Bourne Lumber Co.

Chance Bourne
699 Mussers Mill Rd
Crocket, VA 24323
Tel. (276) 686-1661
chancebournelumber@gmail.com

Distributor

Oak Valley Hardwoods

Jimmy Lee
6018 Hathaway Ln
Waxhaw, NC 28173
Tel. (336) 906-4103
jimmylee@ovhardwoods.com

Consumer

Koppers, Inc.

Tony Machamer
436 7th Ave.
Pittsburgh, PA 15219
Tel. (740) 624-7509
machamertl@koppers.com

Welcome to these companies! New members are vital to the work of AHMI and 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, and meeting opportunities.

Visit High Point For Furn. Market April 13-17

AHMI will promote members at the High Point Furniture Market on April 13-17.

The AHMI Certified Appalachian Legal and Sustainable Resource Guide will be distributed to thousands of furniture manufacturers, retailers and designers. AHMI's Tom Inman will meet with exhibitors to discuss hardwood use and trends in the furniture industry.

This is a great show for suppliers and AHMI

recommends visiting on Monday, April 15 or Tuesday, April 16. 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 and there is a fee for Industry badges.

For more information, contact AHMI.

Visit AHMI Booth 1711 At Expo Richmond

The East Coast Sawmill and Logging Equipment Exposition (*also known as EXPO Richmond or the Richmond Show*) has become America's leading trade show for the forest products industry.

The event has changed dates and location for 2024 and the event is now at the Meadow Event Park in Doswell, VA, on April 12-13. The facility offers indoor and outdoor spaces for our exhibitors to continue to provide the active product and machinery demonstrations while giving a unique 'hands on' experience for attendees.



Find the products and solutions your business needs for sawmilling, kiln drying, pallet manufacturing/recycling, harvesting, biomass, trucking, optimization/scanning, material handling, firewood production, supplies and services.

Appalachian Hardwood is exhibiting in **space 1711** in the Main Building. Please plan to spend time in the AHMI booth with other members and prospects. Also use the space to meet customers and friends.

Hardwood Industry Summit Set May 8-10

The National Hardwood Lumber Association is inviting the industry to a Hardwood Industry Needs Workshop on May 8-10.

Organized in collaboration with NHLA, the USDA Forest Service, and the U.S. Endowment for Forestry and Communities, this workshop aims to delve deep into the current state of the U.S. hardwood industry.

The primary objective to comprehensively understand the challenges and opportunities within the U.S. hardwood industry. By identifying critical needs, the goal is to prepare for significant improvements in the hardwood lumber sector through enhanced wood utilization, product innovation, and market development.

This summit is designed to bring together a

diverse array of stakeholders including hardwood manufacturers, academics, government officials, and representatives from various associations.

Event Details:

- Date: May 8- 10, 2024
- Location: NHLA Headquarters in Memphis, TN
- Registration Fee: \$45 per person
- Limited Capacity: To ensure an enriching experience for all participants, registration is capped at 100 individuals.

Registration: To register for this exclusive event, contact NHLA Executive Director Dallin Brooks at dallin@nhla.com.

AHMI Videos, Presentations 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 2024 Appalachian Hardwood Resource Guide and a searchable database are there.

AHMI Partners With Lumber Payroll Co.

Appalachian Hardwood Manufacturers, Inc. has established a partnership with a payroll software and supplemental insurance provider.

Dough HCM LLC offers unique, proprietary technology to its customers through Lumber Payroll. It is specific to the hardwood industry payroll needs and offers electronic access to wages.

This benefit helps employees reduce financial strain and hardship AND differentiates employers, allowing them to offer a unique benefit that is expected to attract and retain talent.

AHMI members will be guaranteed a minimum 15% in cost reductions from their existing providers.



Lumber Payroll provides savings in the form of a contractually obligated rebate. The rebate will be paid to the member companies quarterly.

As more AHMI members adopt, Lumber Payroll increases the rebate to members using the software. As an example, if the first company to adopt into the program receives 15% in annual savings, as soon as the 11th joins, the first will increase to 20% savings, and at the 21st company joining, savings will increase to 25%.

Dough HCM offers a Section 125 plan that provides certain supplemental insurance benefits on a pre-tax basis. This money is taken out of the individual's gross pay and can be used for items such as group health insurance premiums, qualified out-of-pocket medical expenses, and daycare for eligible dependents.

For more information on Lumber Payroll and the Section 125 program, please contact:

Nick Koen at **Lumber Payroll** at Tel: 315-750-9031 or email: nick@lumberpayroll.com. The company website: www.doughhcm.com

You may also contact the AHMI office.

RAH Promos Courts, Floors

The Real American Hardwood Coalition (RAHC) shared a series of social media posts in March to inspire, educate, and make hardwood relatable to everyday life:

Center Court

The NCAA Men's and Women's Division I Basketball Tournaments captivate sports fans in

March and RAHC challenged its followers with a simple question: Do you know what all the NCAA March Madness venues have in common? Real American Hardwood courts.

Real Luxury Flooring

Continuing its Hardwood Makeover series, the RAHC showcased a gorgeous flooring project, leaving no doubt that Real American Hardwood defines real luxury flooring. The project featured 2,700 square feet of 8-inch rift and quartered, and plain sawn white oak in a herringbone pattern.

Visit www.realamericanhardwood.com to learn more on join on Instagram.



Stiles Wins Glu-Lam Plant Contract

Stiles Machinery, in collaboration with Kallesoe, and System TM is pleased to announce that Rosboro – North America's largest producer of glued-laminated timber ("GLT") – has chosen the HOMAG Group members to deliver mass timber solutions for their new GLT Factory in Springfield, Oregon.

The new GLT factory will utilize a highly efficient System TM Feeding System followed by a Finger-Jointing Line that is seamlessly integrated with two Kallesoe Radio-Frequency GLT Press Lines. HOMAG Group is excited to partner with Rosboro on this project and work together to grow the North American Mass Timber industry.



JUNE 13-14, 2024

Hickory Metro Convention Center
Hickory, North Carolina

**Where Furniture Manufacturers
Find Suppliers**

www.FurnitureManufacturingExpo.com

Reserve Booth Now For Furniture Expo 2024

Furniture Manufacturing Expo, being held June 13-14 at the Hickory Metro Convention Center in Hickory, NC, is the only trade show in North America showcasing the largest gathering of suppliers and the latest solutions for manufacturers of home furnishings.

Over two days, attendees have the chance to engage with exhibiting suppliers and see first-hand the latest innovative products, equipment, and machinery as well as gain a better understanding of the services and new technology making a critical impact on warehousing, logistics, finance, and the bottom line. The show also features an engaging education program developed by leaders in the upholstery, woodworking, and consulting industries.

Exhibit Rates INCLUDE all Material Handling charges onsite! Rates also include Pipe & Drape, Company ID Sign, Wastebasket, Daily Booth Cleaning, Directory Listing, Booth Staff Badges, and Unlimited Complimentary Badges for Invited Customers.

Visit www.FurnitureManufacturingExpo.com or email Steve.Everett@ExpoDevCo.com for more information and to reserve a booth. **AHMI will exhibit in space 222.**

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:

- April 11-13: **Expo Richmond**, Richmond, VA
- April 13-17: **High Point Furniture Market**, High Point, NC
- May 2-5: **ALC Beach Meeting**, North Myrtle Beach, SC
- May 8-10: **Hardwood Summit**, Memphis, TN
- June 13-14: **Furniture Manufacturing Expo**, Hickory, NC
- 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. Members are welcome to work in the booth or meet customers.

AHMI also has materials member companies can use in exhibitions to explain the benefits of Appalachian Hardwoods and forest management. Please contact the office for details.

AHMI also has materials for member companies to use in your trade exhibits. There are Wood Fact Books, Guidelines for Grading & Scaling Logs, Characteristics of Appalachian Hardwoods and hardwood sample kits available.

Please contact the office to learn more or place your order.

HF Urges Variability, Science On Old Growth Forests

By Dana Cole, HF Executive Director

As the Administration moves forward with its climate policies, some federal regulators are embarking on a path to define “old growth” forests in a manner that undercuts science and sustainable forest management.

In the face of these challenges, the U.S. hardwood industry continues to educate policymakers on the industry’s long history of practicing sustainable forest management, which maximizes environmental benefits while providing well-paying jobs in underserved and rural communities. More specifically, the industry reminds federal agencies, especially USDA, that effective forest management, which acknowledges the carbon benefits of tree harvest, and the variability of regional ecosystems is essential to the Administration’s climate mitigation strategy.

This is especially true when sizing up policies related to old growth forests. In April 2022, the Administration released [Executive Order \(E.O.\) 14072](#), a directive focusing on forest health and outlining a path forward to assess mature and old growth forests on federal public lands.

Following the E.O., the Federation submitted comments on USDA’s Request for Information (RFI) in 2022 and Advance Notice of Proposed Rulemaking (ANPRM) in 2023. Within the petitions, the Federation urged the Administration to avoid a “one size fits all” approach to defining old growth.

In late 2023, USDA proposed an unprecedented nationwide Forest Plan amendment that would supersede existing Forest Plans to impose “consistent old growth policies” on all 128 forest management plans. This action effectively opens the door to impose a one-size-fits-all approach to classify old growth forests, removing more national forest acreage from sustainable forest management, while also creating complex, new management requirements.

The Federation joined forest sector allies in comments filed in January 2024 opposing the pro-



posal on the grounds that action would:

- Contradict established federal policy that no single definition of old growth forest represents the diversity of old growth ecosystems.
- That the proposal violates the agency’s 2012 Planning Rule, which requires the USFS to engage stakeholders in a science-based process that acknowledges the need for local flexibility.
- Impose requirements to manage forests “adjacent” to existing old growth for old growth characteristics, thereby undermining other Forest Plan goals, including multiple-use objectives.

The wood products sector has requested that USDA withdraw its proposal to amend all 128 forest management plans and continue to address the old growth issue through the locally led forest planning process, governed by the 2012 Planning Rule. This will ensure a thorough and transparent regulatory process consistent with established USFS policies grounded in the National Forest Management Act.

The hardwood sector also supports [S. 3929](#), a bill sponsored by Sen. Barrasso (R-WY) that would prevent the USFS from moving forward with its forest plan amendment process. On the House side, Hill sources have informed HF staff that there is interest from at least one member in leading the charge for a companion bill.

We anticipate that concerns around the old growth issue will be included in the key issues addressed during the upcoming Fly-In.

If interested in joining us for the Fly-in May 21-23 in Washington, DC, you can sign up at www.hardwoodfederation.com.

The Federation will keep you posted on developments related to federal old growth policies as they unfold.

2024 AHMI Summer Conference

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 8, 2024 to: AHMI, P.O. Box 427, High Point, NC 27261.

MEETING REGISTRATION FEES

AHMI MEMBER \$400 per person	GUEST - \$495 per person
AHMI MEMBER SPOUSE \$300	GUEST SPOUSE - \$395
ADULT CHILDREN 18+ \$225	
CHILDREN 11-17 \$100	MONDAY SESSION ONLY - \$175
CHILDREN 10 & UNDER <i>free</i>	

Full registration will be refunded on cancellations received by July 8, 2024. Cancellations received after that time subject to 50% forfeiture.

PLEASE REGISTER THE FOLLOWING FOR AHMI'S SUMMER CONFERENCE

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

Company: _____

Address: _____

City/State/Zip: _____

GOLF TOURNAMENT (Monday at 12:00 p.m. The Grove Park Inn Course includes boxed lunch)

Name: _____ FEE: \$200
 Name: _____ FEE: \$200

SPORTING CLAYS TOURNAMENT (Monday at 12:00 p.m. Biltmore Sporting Club includes lunch)

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

Name: _____ FEE: \$200
 Name: _____ FEE: \$200

CROQUET TOURNAMENT (Monday at 2 p.m. Grove Park Inn Pavilion Lawn)

Name: _____ FEE: \$30
 Name: _____ FEE: \$30

OAKS UNLIMITED TOUR (Tuesday at 1 p.m. in Waynesville, NC)

Lunch on your own; Meet at company office at 3530 Jonathon Creek Rd., Waynesville, NC.

Name: _____ FREE
 Name: _____ FREE

BILTMORE HOUSE TICKETS Group passes available at www.appalachianhardwood.org/meetings
Tour the House, Estate and Winery and select day and time.

Check enclosed _____ **Total** _____
 Credit Card: _____
 Expiration date _____ Security Code _____ Billing ZIP code _____
 Name on card: _____

Register online at www.appalachianhardwood.org/meetings. Please make your room reservations there or directly with The Omni Grove Park Inn at (800) 438-5800. Book your room by June 20, 2024