

## High Point Furn. Market Shows Oak, Cherry

HIGH POINT, NC — Furniture manufacturers at the Spring 2024 High Point Market reported significant order-writing and interest in higher quality products.

The twice annual event had more than 1,200 companies exhibiting new and existing product lines to retail store buyers from across the U.S., Canada and a dozen other markets. The Spring market was estimated to attract more than 40,000 exhibitors and buyers to High Point after flat attendance in fall 2023.

The High Point Market Authority said it was the strongest spring market since Covid with attendance estimated up 1% from last April. HPMMA officials said the number of larger retailers attending market increased 2% from the spring and the number of new buying companies is up 13.8% from last fall, representing more than 1,600 ac-



White Oak dining from Century

counts.

International attendance was estimated to be up 4% from last April, with the highest attendance  
(See Market on page 3)

## Wood Furniture, CLT Update Tops 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.

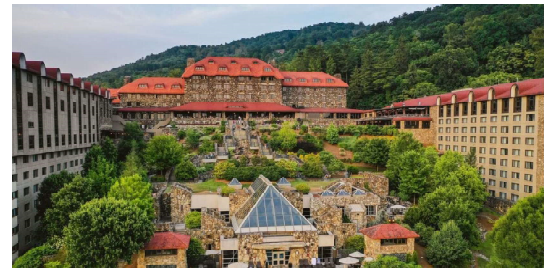
AHMI has planned informative business sessions for two days with timely topics:

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) **Poplar CLT Nears Final Vote** - The bid to include Poplar in cross-laminated timber building codes nears final vote. Update from Virginia Tech researchers on proposal.

**AHMI  
Visits  
Omni  
Grove  
Park Inn  
For  
Summer**



**Conference on July 20-23 in Asheville, NC**

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 3)

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

By Tom Inman, AHMI President

...the 2024 AHMI Summer Conference has an outstanding agenda for Producer, Distributor, Consumer and Supplier members to learn about new markets for hardwood lumber.

I strongly encourage all members and guests to consider attending this year. The Conference is set July 20-23 at The Omni Grove Park Inn in Asheville, NC, and marks the return after 8 years.

We have added a sawmill and yard tour, terrific sporting events and even discounted tickets to the Biltmore Estate.

Please make your plans today and get your hotel room. Register with AHMI soon. For more details, please see other information in this newsletter - story in on page 1 and a registration form is on page 7.



AHMI is pleased to announce new members:

### Producer

#### **Clonch Industries Inc.**

Rodney Clonch

PO Box 283

Dixie, WV 25059

Phone: 304-632-2641

Email: [rdclonch@clonchindustries.com](mailto:rdclonch@clonchindustries.com)

Website: [www.clonchindustries.com](http://www.clonchindustries.com)

Welcome to this company!

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.

## **Electrical Series for Maintenance Technicians**

Training for competencies for successful electrical service and troubleshooting in the facilities/industrial maintenance trades profession is offered by the Appalachian Hardwood Training Institute.

A series of courses to provide introductory skills, knowledge, and techniques typically used in this trade are set in May. The workshops involve lectures, demonstrations, reviews, and practical exams taught by an experienced professional in the electrical field.

It is intended to give the trainee a thorough introduction of the practical knowledge and troubleshooting experience used in facilities/industrial maintenance.

Introduction to Electrical Circuits equips participants with the knowledge and hands-on experience to design, build, test, and troubleshoot electrical circuits through theoretical learning, practical application, and equipment usage.

Introduction to Electrical Motors equips participants with knowledge and skills to operate, install, troubleshoot, and maintain electrical motors, adhering to NEC & NEMA standards.

Introduction to Electrical Controls prepares

participants to design, build, troubleshoot, and safely operate various electrical control circuits, including contactors, relays, and logic diagrams.

Class is held at Mountain Gateway Community College in the Buena Vista Workforce Center, 2045 Forest Ave, Buena Vista, VA 24416

Spring 2024 Workshop Dates & Times:

• Introduction to Electrical Circuits Monday, May 20, 8:00 AM – 5:00 PM

• Introduction to Electrical Motors Tuesday, May 21, 8:00 AM – 5:00 PM

• Introduction to Electrical Controls Wednesday, May 22, 8:00 AM – 5:00 PM

Tuition: \*\$150 p/workshop for qualifying AHTI enrollments (\$390 unsubsidized)

Workshops are designed to be taken consecutively, however, trainees may select one or more as needed.

Register by May 13, 2024 to reserve your seat at <https://forms.office.com/r/KH5SkjA8qG>.

Learn more about AHTI at [www.mgcc.edu/AHTI](http://www.mgcc.edu/AHTI). Qualified AHTI enrollees must be currently employed in or associated with the forest products industry.

## Market from page 1-----

from Canada, Mexico and Central America and the Caribbean and the Middle East.

Interest in solid white oak furniture for dining, bedroom and home office categories was strong. Several domestic manufacturers like Century Furniture, Vaughan-Bassett Furniture and John-Richard expanded existing bedroom and dining groups in white oak.

There were also introductions in American Cherry at market with natural or brown finishes. Several Amish companies like Millcraft and Fusion had new products available in cherry with new finishes.

Vaughan-Bassett Furniture offered two bedroom groups and one dining room in its Artisan & Post line in cherry. The natural finishes were well-received by buyers.

The Virginia manufacturer re-entered the dining room category with tables, chairs and buffets. V-B utilizes the former Webb Furniture factory in Galax, VA, for manufacturing.

Cherry was seen in other showrooms and exhibitors said buyers had interest in the natural and brown finishes. Designers said the look of cherry and new finishes were attracting retailers and interior designers.



Cherry dining suit from Gat Creek

Bassett Furniture had new pieces and emphasized a mixed container shipping program to retailers that offered solid wood products from international sources and upholstery motion chairs from Vietnam. The pieces were made from American hardwoods and engineered wood.

Other companies had large introductions that appealed to buyers. One company had 18 new bedrooms and 50 new dining sets made from solids and engineered wood that focused on middle and lower price points.

The next High Point Market is set for Oct. 26-30. For more information, visit [www.appalachianhardwood.org](http://www.appalachianhardwood.org).

## 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](http://www.appalachianhardwood.org/meetings) for the link to select days.

## Lumber Payroll Saves Members Thousands

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. Initial adopters are saving thousands of dollars in expenses.

For more information, contact Nick Koen at **Lumber Payroll** at Tel: 315-750-9031 or email: [nick@lumberpayroll.com](mailto:nick@lumberpayroll.com).



## Homag | Stiles Shows Solid Wood Equipment

Homag | Stiles Machinery recently held its Manufacturing Summit with more than 200 solid wood and composite material users participating at the Greensboro showroom.

The twice annual event showcases new lumber and sheet goods processing equipment for secondary manufacturers. It included saws, moulders, planers, joiners and CNC routers.

Attendees came from cabinet, millwork, stair and furniture factories across the U.S. and Mexico. Many reported plans to purchase equipment that improves automation and yield.

AHMI participated with an exhibit in the showroom area and distributed 2024 Appalachian Hardwood Resource Guides.

## Certified Appalachian Meets 'Green' Needs

AHMI members seeking certification for products to meet customer needs should enroll in Certified Appalachian Legal & Sustainable. The program provides a third-party audit of resources and processing.

It also verifies by county of origin the lumber that is being shipped in all transactions. Program participants have learned Certified Appalachian provides value to their customers.

As geographic location of timber resources becomes more important for domestic and ex-

port customers, Certified Appalachian pinpoints the harvest area in the region.

These details are simple to secure from landowners and loggers in this program. The standards were approved by the AHMI Board of Trustees in 2018 and application is simple with most companies approved in seven days.

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



**JUNE 13-14, 2024**

Hickory Metro Convention Center  
Hickory, North Carolina

**Where Furniture Manufacturers  
Find Suppliers**

[www.FurnitureManufacturingExpo.com](http://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 for 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](http://www.FurnitureManufacturingExpo.com) or email [Steve.Everett@ExpoDevCo.com](mailto:Steve.Everett@ExpoDevCo.com) for more information and to reserve a booth. **AHMI will exhibit in space 222.**

## AHMI 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:

May 8-10: **Hardwood Summit**, Memphis, TN  
May 21-23: **Hardwood Federation Fly In**, Washington, DC.

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](mailto: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.

# House Consider White Oak Resiliency Act

By Dana Cole, HF Executive Director

A bipartisan group of House members have introduced H.R. 5582, the White Oak Resilience Act. This legislation intended to prevent the supply of white oak lumber from dwindling to unsustainable levels as market demand for the material remains high.

The effort is being coordinated by the White Oak Initiative. The intention of the bill is not to restrict current harvesting of white oak, rather it is to work with the U.S. Forest Service and landowners to increase the future supply through research, reforestation, and planting.

Among other things, the bill would establish pilot projects for the USFS “to regenerate white oak where appropriate” and empowers the Civilian Conservation Corps to “plant white oak and associated hardwoods” in order to increase white oak and other hardwood species growth and re-establish native hardwood forests. While the bill has been referred to the House Ag Committee, a path forward is not certain at this time. Learn more at [WhiteOakInitiative.org](http://WhiteOakInitiative.org).

## Plan for Low-Carbon Buildings

On April 2, the Department of Energy (DOE) released a plan to “decarbonize the buildings sector.” Although short on specifics, the plan seeks to minimize “embodied carbon,” defined as “emissions from producing, transporting, installing, and disposing of building materials.” The overarching goal is consistent with industry advocacy related to proposals for low-carbon construction materials initiated by the EPA, an agency which the DOE identifies as a partner in achieving its low-carbon objectives. The Federation will track implementation of the plan as details unfold.

## “A Stronger Workforce for America Act”

On April 9, House lawmakers overwhelmingly passed H.R. 6655, A Stronger Workforce for America Act, with a rare, bipartisan vote, going straight to the floor within a week of having passed the workforce committee.

The legislation would support “workforce education programs at community colleges that align



with in-demand jobs.” The bill also creates apprenticeship programs for work-based training targeted at younger workers. The Federation will keep you posted on possible next steps.

## Senators Introduce Bipartisan Mass Timber Federal Buildings Act

On April 17, Sens. Jeff Merkley (D-OR) and James Risch (R-ID) introduced the bipartisan Mass Timber Federal Buildings Act, a bill to promote the use of mass timber in federal building and military construction projects—a significant market. The bill’s sponsors point out that the legislation will help create “jobs in rural and urban communities, reduce wildfire risk, increase forest resiliency, and shrink the carbon footprint of federal buildings.” A path forward for the bill is not known at this time.

## Democrats Identify Farm Bill Red Lines

Even as House Ag Committee Chair GT Thompson (R-PA) signals that he would like to roll out the Farm Bill before Memorial Day, House Democrats have outlined top line issues that could prolong a stalemate on what’s historically been a non-controversial piece of legislation. Specifically, Ag Committee Ranking Member David Scott (D-GA) has underscored his determination to allocate all IRA resources available for conservation projects and full IRA funding of rural electric projects, presumably to meet the Administration’s green energy goals.

The Democrat Ag leader also reaffirmed his party’s commitment to spare nutrition benefits from GOP cutbacks. The Federation will keep you posted on developments.

For more information, visit [www.hardwoodfederation.com](http://www.hardwoodfederation.com)

# 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 12:15 p.m. The Grove Park Inn Course includes boxed lunch)

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

### SPORTING CLAYS TOURNAMENT (Monday at 12:15 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 pm 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](http://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](http://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