



## Furniture, Kitchen & Bath Plan Oct. Event

The High Point Market Authority (HPMA) has partnered with the National Kitchen and Bath Association (NKBA), to present the NKBA | KBIS Design Experience, a first-of-its-kind event series open for three dates, Oct. 26-28, during the five-day home furnishings trade show.

Located in the Hamilton Wrenn design district, the daily pop-up will feature educational programming, including live culinary demonstrations and panel discussions for sharing kitchen and bath design insights.

“Presenting at High Point Market provides an unparalleled opportunity for the NKBA to showcase our commitment to innovation and excellence in the kitchen and bath industry,” says Bill Darcy, Global President and Chief Executive Officer, NKBA | KBIS. “It’s a chance to connect with top designers, architects, retailers, and manufacturers, to the home and interiors market.”

“The way living spaces are used today is fluid and ever-evolving,” says Tammy Covington Nagem, HPMA president and CEO. “It’s an exciting time to showcase the mix of furnishings, décor and utility in all parts of the home.”

“Partnering with the NKBA and KBIS allows us to deliver fresh experiences from the kitchen and bath design sector to this season’s guests of High Point Market,” adds Nagem. “We’re excited to add to our home furnishings focus at Market with this new offering.”

For more information or attend the High Point Market, contact AHMI office at (336) 885-8315 or email to [info@appalachianhardwood.org](mailto:info@appalachianhardwood.org).

## IWF Results Positive

Appalachian Hardwood Manufacturers, Inc. exhibited at the IWF Atlanta 2024 in August and made contact with hundreds of lumber buyers, manufacturers and suppliers to the wood products industry.

The show attracted an estimated 26,000 buyers and production staff from furniture, cabinet, flooring and millwork companies from across the U.S. and hundreds of international buyers.

The attendees viewed equipment, technology, supplies and services from approximately 1,100 exhibitors which included more than two dozen AHMI member companies.

AHMI staff and members distributed hundreds of Resource Guides and brochures as well as received information from companies seeking logs, lumber and dimension parts. The primary species were white oak, poplar, maple and red oak.

Buyers were encouraged to visit the AHMI website where they can search by species, state and division. The data from these prospects has been forwarded to AHMI members for outreach.

For more information on these companies, please contact the AHMI office at (336) 885-8315 or email to [info@appalachianhardwood.org](mailto:info@appalachianhardwood.org).

The next IWF event is scheduled for Aug. 25-28, 2026. in Atlanta.

**Stiles  
space at  
IWF  
attracts  
large  
crowd**



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

By Tom Inman, AHMI President

...the cost of producing Appalachian hardwood products has risen in 2024 and too often exceeds the sales price for the materials, according to a survey of producers across the region.

I recently completed an article on tie production for the Railway Tie Association and the findings were interesting. Eastern U.S. tie buyers have established quotas or lowered prices. and the reductions are bad math for sawmills at a time of rising timber prices and increased fixed costs.

"Profits just are not there in a regular railroad tie right now," one West Virginia producer reports. "I am cutting more switch ties and bridge timbers because we can make a little there."

One mill owner said when analyzing the timber cost, the production cost and then the market prices for grade lumber, ties, cants, and other products from the log, it is not a difficult time.

There have been more than a dozen sawmill closings in the region this year with the largest Allegheny Wood Products in West Virginia. It was believed that the loss of production would increase tie and lumber pricing.

It has not and markets for chips and other fiber products are also declining.

A competing product for ties is flooring grade lumber and pallet materials. Flooring producers in the Appalachian region have lowered prices and two major buyers announced recently they were not purchasing any materials for two weeks.

Two brighter spots are pallet cants as demand has improved and mining materials for cribbing, walls and posts. There are also new markets for industrial lumber going to stakes for silt fences.

Another producer says he thinks the fall will be stable but questions the availability of timber. Fewer tracts are up for purchase and sealed bid sales have declined.

"We just cannot pay big money for timber right now and landowners are waiting," he said. "It will turn, but we just don't know when."

Let's hope for sooner rather than later.

## Wood Innovations Grant Application Opens In October

Appalachian Hardwood Manufacturers, Inc. encourages members to apply for US Department of Agriculture's Wood Innovations Grants.

USDA invested more than \$45 million in 2024 to expand innovative uses of wood as construction materials, energy sources, and in manufacturing and processing input for wood products. A dozen AHMI member companies were recipients.

Since 2015, the Wood Innovations and Community Wood Grant programs have provided more than \$130 million to more than 400 recipients to support wood products and energy projects. WIG can fund:

- Architectural and engineering designs, cost analyses, permitting for commercial wood construction or wood energy projects development.
- Establishing or increasing wood products manufacturing to support forest restoration.
- Developing wood energy projects that use residues from wood products or woody biomass.
- Developing commercial woody biomass and wood product industrial parks.
- Overcoming market barriers to use wood
- Purchase and install manufacturing equipment at a mass timber production facility.
- Expand a sawmill to add higher value production lines that incorporate innovative technologies and cost cutting measures.
- Purchasing stationary wood processing equipment to create markets supporting forest management.

The grant period will open during during National Forest Products week on Oct. 21 for 60 days. Please visit <https://www.fs.usda.gov/science-technology/energy-forest-products/wood-innovation> to watch for updates.



# Court Blocks EPA's Strict Guidelines On Boilers

WASHINGTON — A D.C. Circuit panel sided with the U.S. Sugar Corp. this week finding the U.S. Environmental Protection Agency had wrongfully classified industrial boilers under a stricter standard for sources of hazardous pollution.

In a 2022 rule, the EPA defined industrial boilers as new sources rather than existing sources of pollution, even though the boilers at issue were built four years before the relevant emission standards were proposed in August 2020. The three-judge panel found the EPA's 2022 rule, intended to remedy a 2010 rule, deemed all boilers built in the intervening decade are "forever new." The judges applied the Supreme Court's recent decision in *Loper Bright v. Raimondo*, which overturned the long-standing legal doctrine known as Chevron deference that required judges to defer to a federal agency's interpretation.

Under *Loper*, the D.C. Circuit panel had to apply the Clean Air Act, rather than defer to the



agency's expertise on the environmental law. The EPA argued that it was right to define any boiler constructed after June 4, 2010, as a new source of pollution, as the 2022 rule was merely revising certain standards the appellate court had deemed invalid following a challenge.

The panel found otherwise, ruling that whether a source is new or not should rely on the specific standards under review were first proposed, not when the unamended standards were proposed. The American Wood Council (AWC) and American Forest & Paper Association (AF&PA) said "we are pleased the Court af-

firmed EPA's (and our) position that the already stringent air pollution limits for industrial boilers satisfy the requirements of the Clean Air Act."

"The forest products industry has invested roughly a billion dollars to reduce boiler emissions," the statement said. "This will provide mills with the information needed to comply when installing new boilers."

## HF, AHEC Discuss EUDR With Trade Reps

On Aug. 8, Hardwood Federation team members Dana Lee Cole and Pat Rita and American Hardwood Export Council (AHEC) Executive Director Mike Snow met with members of the U.S. Trade Representative's (USTR) office to discuss the latest developments regarding the European Union Deforestation Regulations (EUDR).

HF and AHEC, and most of the wood products industry sectors, have grave concerns about the impact these rules will have on European export markets if imposed as planned on Dec. 30 for companies with 250 or more employees. Smaller companies have to complete on June 30, 2025.

Snow provided detailed analysis of the continued issues hardwood exporters will face, as well as proposed strategies the U.S. government could use to level the playing field should the rules move forward.

The law requires that all wood products exported to Europe include:

- Tree species (scientific name)
- County of harvest
- Geo-coordinates of all plots of land where wood was harvested
- Date or time range of harvest
- Evidence wood was legally harvested
- Evidence wood is deforestation-free

USTR staff was appreciative of the industry's insight and action to date and has requested continued communications and updates. The Hardwood Federation will continue to work with Snow to educate U.S. officials and lawmakers.

Snow presented at the AHMI 2024 Summer Conference and the materials are available at [www.appalachianhardwood.org](http://www.appalachianhardwood.org).

# Talk To Representative About Hardwood Issues

*By Dana Lee Cole, Executive Director*

When talking to your U.S. Senators or House Representative, reiterate Hardwood Federation's messaging during your conversation to help push our policy priorities over the finish line.

Recommendations include:

## **1) Keep Hardwood Priorities in Farm Bill**

Whether a Farm Bill is finalized this year or in 2025, it's still important to hammer home the importance of maintaining key provisions for the hardwood industry—regardless of passage date:

Hardwood Export Promotion - Double funding for USDA's export promotion programs. The House version of the bill and the Senate framework include this key provision.

Biomass - Legally binding biomass carbon neutrality language as part of the Farm Bill reauthorization.

Workforce - The "Jobs in the Woods Act," folded into the Farm Bill, provides education grants ranging in size from \$500,000–\$2 million to promote jobs in the timber industry and U.S. Forest Service.

## **2) Affirm Biomass as Carbon Neutral**

The House passed a Fiscal Year 2025 funding bill that affirms classification of forest products biomass as "carbon neutral" and grows markets for hardwood residuals. Next steps include consideration in the Senate.

## **3) Cosponsor the Hardwood Access Bill!**

The Federation has convinced lawmakers to introduce a bill tailored specifically for the industry. Get support for the bipartisan H.R. 6880, the "Hardwood Access and Development Program Act." Championed by Reps. Tom Tiffany (R-WI-07) and Ann Kuster (D-NH-02), this bill creates a competitive grant program to support consumer education about the sustainability, low carbon footprint, domestic production, and rural economic impacts of U.S. made hardwood products.

## **Senators Urge Use Of More Red Oak**

On July 12, Sen. Jeanne Shaheen (D-NH) led a bipartisan group of eight other senators in a letter to the Department of Defense (DOD) and Gen-



eral Services Administration (GSA) to use red oak in government procurement. Sen. Shaheen responded to outreach from the Hardwood Federation to write and send this communication urging action to grow domestic markets for hardwood lumber. The letter urges the agencies "to expedite transition to domestic Red Oak lumber for hardwood floorboards in U.S. military and other government vehicles, trailers and platforms."

The senators echo Hardwood Federation talking points that using Red Oak will replace "critically endangered Apitong hardwood from tropical forests with a readily available, sustainable domestic source of lumber," scoring a win/win for the U.S. economy and environment.

## **Industry Advocates For Free Trade**

The Hardwood Federation has joined more than 40 other trade groups in a letter to senior White House officials urging the Biden Administration to promote policies that advance free trade. The letter identifies preferential trade agreements, incentives to grow the domestic workforce, stronger supply chains and assurances that the U.S. lead the world in establishing trade norms as key rationales for the Administration to focus on the issue.

## **OSHA Proposes Workplace Heat Standards**

The Occupational Safety and Health Administration (OSHA) has released a proposed rule on workplace heat standards. The agency cites record-breaking temperatures, especially during the summer months, as a rationale for moving forward with new workplace heat regulations. The proposal applies to both outdoor and indoor work settings and imposes four additional requirements on employers when the heat index reaches beyond 90 degrees.



## EXPORTS

# USDA: China Market Improves In 2024

Wood consumption is expected to recover slightly in 2024 in China compared to 2023 when the value of wood product imports declined 19 percent from 2022, the lowest import value in the past 10 years.

The People's Republic of China (PRC) launched a series of "historic" measures to support the struggling property sector in May 2024, including requiring only record low down payment ratios, lowering mortgage loan interest rates, and developing a RMB 300 billion relending program to tackle China's excess housing stock.

China's wood product imports are expected to rise slightly in 2024 as the domestic market recovers. Exports of wood products, especially wood furniture, are also expected to rise in 2024, driven by strong demand from the United States.

The PRC is the second largest wood importer (after the United States) and the largest wood product exporter in the world.

China's 2024 timber production (including logs and firewood) is forecast at 121 million cubic meters (m3), about two percent higher than the 119 million m3 produced in 2023 as the market recovers.

Based on 2022 data, Guangxi province remains the largest timber producing province, accounting for about 33 percent of total timber production. Guangdong, Fujian, Yunnan, Guizhou and Anhui provinces together accounted for 38 percent of total production in 2022.

Hardwood log imports totaled 9.9 million m3 in 2023, a decrease of 20 percent from 2022. Hardwood log imports in the first half of 2024 increased two percent from the same period of 2023.

The proportion of temperate hardwoods has increased due to greater availability and fewer environment concerns. China imported 4.6 million m3 of temperate hardwood logs in 2023.

## 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:

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

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

Oct. 15-17: **Forest Resources Association**, Greensboro, NC

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

Nov. 12: **ALC**, Johnson City, TN

Nov. 13-15: **GreenBuild**, Philadelphia, PA

### 2025

Jan. 14: **ALC**, Concord, NC

Feb. 5-7: **OFA**, Columbus, OH

Feb. 26-March 2: **AHMI Annual Meeting**, Fort Lauderdale, FL

March 11: **ALC**, Roanoke, VA

March 17-19: **IHLA**, Indianapolis, IN

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.

# RAH Increases Social Media Following In 2024

By Ian Faight

RAHC Digital Community Manager

The Real American Hardwood Coalition (RAHC) has gained 1,430 new followers on Instagram this year largely due to original, branded posts that are being created by the RAHC's social media team and backed by a minimal investment.

If you're not following @RealAmericanHardwood, you're missing out. Here's a brief look at recent posts.

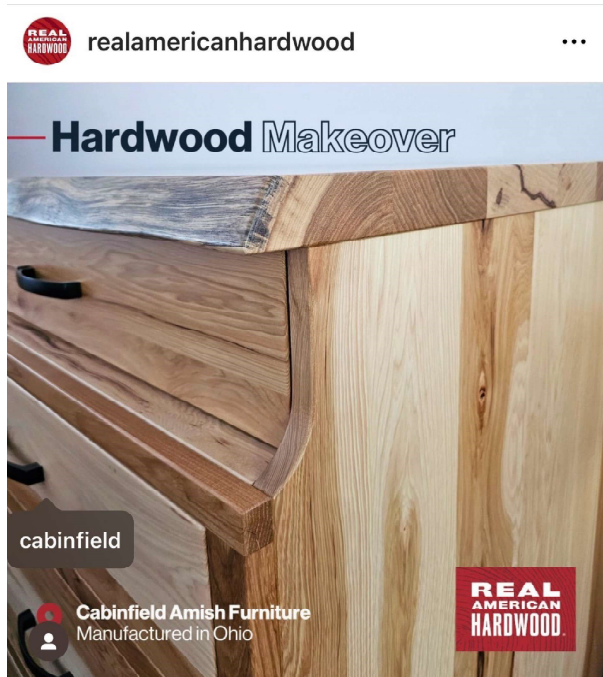
## New Home, New Furniture

When moving into a new home, your master bedroom is a blank slate. And for first-time buyers, it often presents an opportunity to purchase their first "adult" furniture. To offer some inspiration, the RAHC continued its Hardwood Makeover series by featuring a Pittsburgh home that was furnished with a live-edge bedroom set.

The five pieces were handcrafted by Amish artisans from 300 board feet of locally sourced, rustic hickory.

Built from solid wood and finished in a clear stain, the heirloom-quality furniture celebrates the natural beauty, color, curves, growth rings, and pores of Real American Hardwood.

Take a look below and on Instagram.



## Savor the Flavor

It's grillin' season and the perfect time to prepare some delicious food for your family and friends. To educate aspiring and seasoned grill masters alike, the RAHC cooked up a post to explain how Real American Hardwood brings the fuel and packs the flavor.



## Now That's Manufacturing Efficiency

Those in the hardwood industry already know that manufacturing products from Real American Hardwood is a highly efficient process. Other materials cannot say the same. And virtually every part of a log is used either as lumber, byproducts, or fuel. The RAHC shared that knowledge with a post comparing the amount of energy required to produce one ton of wood with alternatives. See the post on Instagram.

# AHMI Programs Provide Service, Save \$\$\$



## 401k Multiple Employer Plan

In a partnership with UBS Financial, the AHMI plan allows hardwood companies to pool existing retirement accounts or start new programs for employees. The plan offers economies of scale pricing that lowers costs for recordkeeping, third party administrators and financial consultants.

The MEP sponsor is AHMI and the association maintains fiduciary responsibilities. Participants have access to low-cost investments that are typically only available to very large corporate plans.

There is also no individual company audit requirement saving staff time and creating efficiencies. Participants have found savings of \$5,000-\$50,000 annually and streamlined recordkeeping.

Adopting employers have plan design flexibility and can retain their individual plan features such as a matching formula, vesting and eligibility. UBS is the world's largest wealth managers and the AHMI team, Southeast Wealth Consultants, is the plan provider designated by UBS.

The initiation or transfer can be completed in just a few weeks. UBS Financial schedules meetings with company employees to explain the offerings and help with decisions. For more information, please contact the AHMI office at (336) 885-8315.



## Lumber Payroll

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 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).

## 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.

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).