

High Point Market, Cabinet Group Plan Event

The High Point Market Authority (HPMA) and the National Kitchen and Bath Association (NKBA) are partnering at the High Point Market to educate designers.

The first NKBA | KBIS Design Experience will be held Oct. 26-28, during the five-day home furnishings trade show. The High Point Market attracts more than 40,000 furniture manufacturers, retail buyers, interior designers and related industries twice each year.

Located in the Hamilton Wrenn design district, the daily pop-up will feature educational programming, including live 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,” said 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.

HPMKT
High Point Market™



**Pinnacles
awarded
annually to
top
furniture
designers**

AHMI Sponsors Furniture Design Award

Appalachian Hardwood Manufacturers, Inc. will again sponsor the Pinnacle Award for the best furniture Designer-Maker category.

The award is given annually by the International Society of Furniture Designers. There are more than a dozen awards given and the Designer-Maker category recognizes the individual who creates and makes the piece.

The Pinnacle Awards® were developed to help professional designers-makers and the next generation of serious woodworking students receive exposure for their work, make valuable industry contacts, and launch their design careers. The Pinnacle recognizes the very best in furniture design each year, and its INNOVATION+DESIGN awards promote the outstanding work of the world’s finest designers.

The ISFD is an association of professional and student furniture designers in residential and contract furnishings and accessories. Its mission is to promote and advance outstanding design and to elevate and support the furniture designer through networking, mentorship, and professional development opportunities.

The presentation is Oct. 28 during the High Point Market. For more information or assistance in participating in the High Point Market, please contact the AHMI office at (336) 885-8315. Market dates are Oct. 26-30, 2024.

The way I see it...

By Tom Inman, AHMI President

...the southern Appalachian region has been severely hurt by Hurricane Helene and it will be years before these communities are restored.

I am sure everyone has seen the images from Asheville, North Carolina and surrounding areas. Tremendous flooding in that city and nearby have killed dozens, destroyed countless homes and businesses and changed the community forever.

The lesser reported story is the damage in the rural areas. I have talked with a dozen sawmill owners and managers in the past week from Waynesville, NC; Rutherfordton, NC; Trade, TN; Burnsville, NC; and Mountain City, TN, and every business was hurt.

The common issues are damaged roads and no electricity. The majority of sawmills and yards were operating on Monday of this week.

The roads are washed away in many areas and bridges are out. Workers are traveling unusual routes to get out where they can.

Roads from North Carolina to Tennessee are limited to just a few routes. The interstates remain closed and will likely be until mid-2025.

No one I spoke with lost a family member or employee during the storm or immediately after. They were counting their blessings.

All have damage, however, ranging from loss of hundreds of logs and packs of lumber, roof and walls ripped off buildings, water in electrical parts and no cellular coverage.

The communications piece has been the most frustrating for many. They were not able to check on family and friends for several days.

The mood 10 days later is a little better. They hope to have survived the worst and now are rebuilding with help from neighbors and friends.

The need continues to be great for recovery, food, water, building materials and more. Please donate to the organization of your choice.

If you need a suggestion, Samaritan's Purse is operated by Franklin Graham out of Boone, NC, and are doing great work. You can learn more at www.samaritanspurse.org.

Wood Innovations Grant Application Opens Soon

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 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.



Port Strike Averted; Operations Working

The dockworker strike across the East and Gulf Coast ports was temporarily resolved on Oct. 3. The International Longshoremen's Association (ILA) and the United States Maritime Alliance (USMX) reached a tentative agreement on wages representing a 62% salary increase and extended their current master contract until Jan. 15, 2025.

The agreement suspended the strike, allowing both parties to return to the bargaining table to negotiate remaining issues and finalize a formal deal. The three-day strike from Oct. 1-3 disrupted operations at several ports along the East and Gulf Coasts.

Most ports announced reopening plans Oct. 5:

- o Georgia Ports Authority is open.
- o North Carolina Ports is open.
- o The Port of Virginia is open.
- o The Port of New York and New Jersey announced open Oct. 5.

More than 50 containerships are currently waiting to discharge cargo at the affected ports, with around 100 more on the way. It is estimated that it will take up to a month to clear the backlog of cargo.

Please contact your freight forwarding company for more details.

European Commission Delays EUDR

On Oct. 1, the European Commission announced a proposed 12-month delay in implementation of the E.U. Deforestation Regulation (EUDR).

The American Hardwood Export Council reports the action would "make the law applicable on 30 December 2025 for large companies and 30 June 2026 for micro and small enterprises," assuming it's approved by the European Parliament and Council.

The EC states that the proposed flexibility addresses concerns raised by "global partners" who have weighed in on the rule. During the past year, the Hardwood Federation and AHEC leaders have met twice with officials from the U.S. Trade Representative, expressing concerns about the rule's adverse impacts on hardwood exports in the event the EUDR moves forward as originally planned.

The guidance documents presented last week show the EC's commitment to provide a reference of the recent collaborative efforts, involving stakeholders and competent authorities, to help ensure uniform interpretation of the law.

Key areas covered include details on the functionalities of the Information System, updates on penalties, and clarifications on critical definitions such as 'forest degradation', 'operator' in the scope of the law, and 'placing on the market'. There is also further guidance on traceability obligations.



The guidance is divided into 11 chapters covering a diverse range of issues such as legality requirements, timeframe of application, agricultural use, and clarifications on the product scope.

More information is available at:

https://green-business.ec.europa.eu/deforestation-regulation-implementation_en

The latest FAQ features over 40 new additional answers to address questions raised by a diverse range of stakeholders from around the world.

If a company places a relevant commodity or product on the market or exports them, it is considered an operator under the EUDR. An operator can be the company that harvests wood and then sells it, but an operator can also be the company that processes wood and then sells a relevant product (e.g. tables) and places this product for the first time on the market.

If a company makes a product available on the market in the course of a commercial activity without being an operator it is considered a trader under the EUDR.

Red Oak Receives Attention For Federal Contracts

By Dana Lee Cole, Executive Director

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 General Services Administration (GSA) to use red oak in federal government procurement of flooring for military truck beds.

Senator Shaheen responded to outreach from and worked closely with the Hardwood Federation team to draft and send this communication urging action to grow domestic markets for hardwood lumber. Senator Shaheen, Hardwood Federation staff and members of the industry reached out to key members of the Senate Appropriations Committee's Defense Subcommittee and the Senate Armed Services Committee to garner support and letter signatures.

Fortunately, many of the Committee members come from hardwood states and immediately understood the importance of this effort. Senators Marsha Blackburn (R-TN), Sherrod Brown (D-OH), Shelley Moore Capito (R-WV), who co-led the effort, Bob Casey (D-PA), Susan Collins (R-ME), Tom Cotton (R-AR), Angus King (I-ME) and JD Vance (R-OH) joined Sen. Shaheen in the letter.

The Senate letter echoes 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.

Specifically, the letter calls upon the agencies "to expedite transition to domestic Red Oak lumber for hardwood floorboards in U.S. military and other government vehicles, trailers and platforms." In late November 2023, the GSA approved the use of red oak for military applications within the context of an agency directive. The Senate letter is intended to build momentum for agency action and make the GSA directive a high priority.

The GSA's Commercial Item Description, which is a formal government procurement document referenced in the Senate communication, notes that truck beds made of "foreign Apitong were



unsustainable and counter to numerous U.S. Government regulatory and ethical commitments for responsible environmental stewardship in procurement." GSA further found that the material was also "not compliant with the Buy American Act of 1933 or Trade Agreements Act of 1979."

In addition to the letter to the relevant agencies, as part of this year's reauthorization of the National Defense Authorization Act (NDAA), Sen. Shaheen also secured report language as part of the Senate Fiscal Year 2025 NDAA bill to press the Department of Defense and GSA on switching to red oak and away from apitong for its truck trailer beds.

The NDAA is one of the few bills that is guaranteed to move forward in the Lame Duck session of Congress following the election. As the NDAA funds and authorizes critical military operations and initiatives, it is a top priority every December for Congressional action.

The Hardwood Federation team is working with Senator Shaheen's staff and our other champions on the Hill to ensure this report language remains in the final product that will be signed by President Biden.

This is only the first strike at a long list of government purchases that use materials other than U.S. hardwoods. Senator Shaheen and other signatories to the letter have offered to support additional efforts to move the DOD and other large government purchasers towards domestic materials.

The Federation will continue to build on this bipartisan effort to support the U.S. hardwood industry.

2025 Annual Meeting Set In Fort Lauderdale On Feb. 26-March 2

Mark you calendar for the 2025 Annual Meeting of Appalachian Hardwood Manufacturers, Inc. at the Marriott Harbor Beach Resort & Spa in Fort Lauderdale, FL, on February 26 - March 2.

Voted one of the best resorts in Fort Lauderdale, the Harbor Beach Resort is nestled along a quarter-mile stretch of pristine private beach. The resort offers signature Marriott service.

There will be industry business sessions and networking. Fun activities include golf, fishing, croquet and a closing reception and banquet.

Hotel reservations are open now at (800) 222-6543. Meeting registration open soon and please visit appalachianhardwood.org/meetings.



AHMI Videos, Materials Available 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 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:

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

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

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

2025

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

Feb. 5-7: **Ohio Forestry Association**, Columbus, OH

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

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

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

April 1-3: **KFIA**, Lexington, KY

April 26-30: **High Point Furniture Market**, High Point, NC

May 7-9: **Virginia Forestry Summit**, Roanoke, VA

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.

RAH Increases Social Media Following In 2024

By Ian Faight

RAHC Digital Community Manager

The Real American Hardwood Coalition (RAHC) continued to share our industry's stories through informative posts on social media. From showcasing a marvelous restoration project and highlighting tree science to discussing railway ties and previewing an annual industry event for families in Ohio, there was a little bit of something for everyone.

Renovating History with Hardwood

Each month, the RAHC features a stunning project to showcase the attributes and Naturally Authentic® character of Real American Hardwood® products.

In September, the RAHC showed that hardwood makeovers aren't just for homes. A post featured the Andrew Mellon Auditorium, a national historic landmark in Washington, D.C. Originally constructed in 1934, the grandiose venue was due for a refresh, including the restoration of its original 13,500-square-foot ornamental chevron floor. Highly skilled tradesmen from Universal Floors, Inc., hand-cut and installed new, solid rift- and quarter-sawn American white oak utilizing laser technology and fishing line to ensure accuracy. The project is a testament to preserving historic architecture, skilled craftsmanship, and Real American Hardwood. See it on Instagram.



Nature Provides a Vibrant Display

As summer turned to fall, the RAHC took the opportunity to educate followers on why hardwood tree leaves change colors and shed in fall. Of course, the RAHC also encouraged followers to take in the vibrant display produced by Mother Nature and to share photos from their fall adventures.

The Hardwood Under the Tracks

The RAHC not only utilizes social media to promote common hardwood products—such as cabinetry, flooring, furniture, and millwork—it also highlights lesser known applications—including industrial products. An informative post provided facts and figures about the crucial role Real American Hardwood crossties play in supporting the American economy and infrastructure, as well as ensuring our railways are a reliable, efficient, and environmentally friendly mode of transportation for raw materials, finished goods, and people.

Fall Family Fun

Each year over the first full weekend of October, the Paul Bunyan Show, hosted by the Ohio Forestry Association, attracts 15,000 attendees to the Guernsey County Fairgrounds in Cambridge, Ohio. The fun-filled, three-day event shines a spotlight on forestry, wood products, and careers.

What will families be able to enjoy while there? Lumberjack competitions, equipment demonstrations, crafts, shopping, delicious food, and so much more.

The RAHC shared a brief video to preview the event, and in less than a day, it received more than 4,000 views on social media. Give it a watch on Instagram or Facebook.

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.

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.