

American
Ash Is
Hardwood
Of Choice
For New
Kincaid
Group
unveiled at
High Point
Market



Domestic Hardwoods Increase In High Point

The use of domestic hardwood species were more visible at the 2025 Fall High Point Market.

The annual show was Oct. 25-30 and attracted thousands of manufacturers, retail store buyers and designers from around the world. While attendance was down from the spring market, the volume of introductions was slightly higher.

AHMI staff visits showrooms to distribute Resource Guides and other materials. There is also an informal survey of wood species that are on display and planned for the next six month.

Topping the list this fall was white oak with introductions by Century Furniture, Bassett, Vaughan-Bassett and Ashley. There were also new pieces in red oak and soft maple by these same companies and an emphasis on ash at Kincaid Furniture.

The number of manufacturers who specify "oak" in their materials was on the rise. The majority were built from red oak but "red" was not printed on the hangtags.

Most sales people reported order writing was
(See Market on page 3)

Fire Detection, EUDR Solutions Highlight '25 Annual Meeting

Appalachian Hardwood Manufacturers invites you to attend the **2025 Annual Meeting on Feb. 26-March 2** at Marriott Harbor Beach in Fort Lauderdale, FL. The business sessions will offer details on key issues for the Appalachian Hardwood industry and there is ample time for networking and recreation.

The agenda includes morning business sessions, afternoon sporting events, receptions each evening and a closing banquet dinner.

Marriott Harbor Beach is nestled along a quarter-mile stretch of pristine private beachfront blending Fort Lauderdale's laid-back tropical tranquility with signature Marriott service.

The business presentations are:

* **FNA Innovates Fire Suppression For Wood Manufacturers** - FNA representatives will explain new technology to detect and suppress sparks and fire in wood manufacturing processes.

* **Software Solutions For EUDR** - A panel discussion of software technology that will address data collection to meet the needs of EUDR and more.

* **Benefits, Insurance Programs Save Money** - AHMI

partners will explain payroll, health and affinity insurance programs that increase benefits while saving money.

* **UBS Economist Forecast 2025** - UBS Financial economist will share the company's forecast for the manufacturing economy in 2025.

2/26-3/2/25
**Marriott Harbor
Beach**
Fort Lauderdale

(See Annual Meeting on page 2)



AHMI is pleased to announce a new member:

Producer

Mitcheltree Brothers Lumber
Kyle Mitcheltree
8485 Mercer St
Pulaski, PA 16143
Tel: (724) 598-7885
Email: kylemitcheltreembl@gmail.com
Website: www.mitcheltreebros.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.

The way I see it...

By Tom Inman, AHMI President

...the assessment of damage from Hurricanes Helene and Milton to timber in the southeast United States is staggering.

Preliminary findings in the state of Georgia estimate more than 8.8 million acres of timberland were devastated and economic loss of \$1.28 billion. In Florida, the state Division of Forestry estimates almost 9 billion tons of hardwood and softwood trees suffered moderate to catastrophic damage and losses are projected at \$200 million.

Foresters in North Carolina have preliminary estimates at \$220 million loss to forest landowners. The majority of these timberlands are privately owned and managed and the loss was not covered by insurance.

Landowners can seek assistance from the Emergency Forest Restoration Program (EFRP) which is designed to help non-industrial private forests restore forest health damaged by natural disasters. Each state has local FSA County Committees to distribute the funds which are limited to \$500,000 per person or legal entity per disaster.

Annual Meeting from page 1

* **Hardwood & The New Congress** - Hardwood Federation Executive Director Dana Cole will share key hardwood issues in 2025 with the new Congress and President.

* **Producer & Distributor Divisions Meetings** - Separate sessions for these AHMI groups to discuss issues of importance.

FUN planned daily!

Wednesday, Feb. 26

5:30 pm - Early Bird Reception

Thursday, Feb. 27

Morning activities on your own

2 pm - AHMI Board of Trustees Meeting

2-4 pm - Registration

5:30 pm - Welcome Reception by Stringer Ind.

Dinner on your own

Friday, Feb. 28

8:30 am - General Session

Business Presentations

12 pm - Golf Tournament

12 pm - Fishing Tournament

5:30 pm - Reception

Dinner on your own

Saturday, March 1

8 am - Producers Meeting – Producers only

8 am - Distributors Meeting – (open to all)

9:15 am - General Session

Business Presentations, Annual Meeting

1 pm - Golf Event

2-4 pm - Fun on the Beach

5:30 pm - Reception & Closing Banquet

Sunday, March 2

8:30 am - Fellowship of Christian Lumbermen

Travel home safely!

Please **REGISTER BY DEC. 31** for a drawing for \$100 Spa Gift Certificate **OR** \$100 AMEX gift card. Make room reservations at Marriott Harbor Beach by calling **(954) 525-4000** and ask for Appalachian Hardwood block. Room rates start at \$399 plus resort fee and block ends Jan. 26, 2025.

Registration form is on page 7 or visit www.appalachianhardwood.org/meetings. Call AHMI at (336) 885-8315.



Kincaid Furniture's Tim Annas (left) meetings with Jeff Zangari and Roy Zangari of Meadow River Lumber Co. at High Point Market

Market from page 1

down from one year ago and retailers were seeking new pieces or simply filling gaps in current lines. One manufacturer said the volume of interior designers was on the rise.

"We are seeing a lot of the 'Mom and Pop' retailers closing and more design companies buying for customers," one furniture representative said. "These designers are developing the look for an entire house because the customer is either too busy or doesn't know how."

Home News Now magazine reported at Market a recent survey of furniture buyers that found nearly half of consumers want design help for the whole home. The breakdown included 24% who want design help for the living room, 15% for the kitchen and 12% for the primary bedroom.

Only 7% sought help for the dining room and the guest bedroom and office tied at 5%.

The High Point Market Authority (HPMA) and the National Kitchen and Bath Association (NKBA) partnered at Market to educate designers. The pavilion included daily presentations to explain design elements throughout the home.

For more information, contact the AHMI office at info@appalachianhardwood.org.

AHMI Reaches Furniture Designers With Pinnacle

Appalachian Hardwood Manufacturers, Inc. was the sponsor of the 2024 Pinnacle Award for the Maker / Designer category for the International Society of Furniture Designers.

The awards were presented on Oct. 28 during the High Point Market. The gala attracted hundreds of designers and manufacturers and presented design awards in 20 categories.

AHMI returned to the design competition this year and targeted the category that honors the best furniture designer

who actually "made" the piece. The 2024 winner was Erika Cross Studio for her piece titled "The Bolt." It is a table made from wenge and stone that is adjustable in height. Judges called it "playful, functional and dynamic."

Other finalists in the category were made from oak, maple and walnut. American hardwood species were prominent in many categories.

The Pinnacle recognizes the very best in furniture design each year, and its INNOVATION+DESIGN awards promote the work of the world's finest designers.

AHMI Chairman Roy Zangari and AHMI President Tom Inman participated in the awards program. AHMI plans to sponsor it again in 2025.



INTERNATIONAL SOCIETY OF FURNITURE DESIGNERS



Pinnacle Award for Maker / Designer was The Bolt by Erica Cross

News Is Mixed Heading Into November Elections

By Dana Lee Cole, Executive Director

During the first week in October, U.S. hardwood companies breathed sighs of relief as reprieves were granted related to two issues of great concern to the industry.

First, on October 1, the European Commission announced that it was proposing a 12-month delay for implementation of the E.U. Deforestation Regulation (EUDR). This action signals much needed flexibility for a rule that the U.S. wood products industry and broader agriculture sector deem to be unworkable. The Hardwood Federation has been working closely with the American Hardwood Export Council (AHEC) to educate U.S. government officials about the seriously negative impacts of this regulation on the industry.

In a second much welcomed development on October 4, dockworkers on the Atlantic and Gulf coasts agreed to extend their existing contract until January 15, 2025, suspending the work stoppage that began midnight on September 30. With the International Longshoremen's Association (ILA), representing workers, and the U.S. Maritime Alliance (USMX), which represents the ports, returning to the bargaining table, the issue of automation remains the most challenging issue to resolve. On October 25, the ILA and USMX issued a joint statement indicating that the parties will resume contract negotiations in November.

Hardwoods Fight for Tax Relief

On October 15, the Federation submitted comments to the Main Street Tax Team—a working group established by House Ways & Means Chair Jason Smith (R-MO) back in April to identify key tax priorities—to help ensure that hardwoods benefit from the investment certainty created by the 2017 tax law. While endorsing the House tax package that passed earlier this year, which restores 100% bonus depreciation of equipment, the depreciation and amortization (EBITDA) business interest deduction and an R&D tax credit, the letter urges Congress to address unfinished business.



Key items include continued estate tax flexibility and making permanent the 20% small business deduction for pass-through entities. In addition to submitting comments to the Main Street Tax Team, the Federation joined more than 65 allies in a letter to House tax leaders urging outright repeal of the estate tax.

Share Your Views on OSHA's Proposed Heat Rule

The feds have proposed first-time-ever workplace heat standards that would impose more red tape on sawmills and other manufacturers. The Federation wants your feedback on the proposal, so that we can strengthen the comments we plan to submit to the agency. Specifically, how would a federal heat standard impact your operations and your bottom line?

Here are three key take-aways from the proposal:

1. It requires employers to draft a workplace Heat Injury and Illness Prevention Plan (HIIPP) with site-specific information to control "heat hazards."

2. Implements control measures triggered by a heat index of 80 degrees that include cool drinking water and break areas, requiring a sawmill to monitor the temperature and heat index at various locations during business hours.

3. Requires more control measures when heat index reaches 90 degrees, including mandatory 15-minute rest breaks every two hours.

If you find the above workplace rules burdensome, please share your perspectives with Bryan.Brendle@hardwoodfederation.com.

Export Compliance Workshop Dec. 4-5

Join the U.S. Commercial Service in Charlotte, NC, to learn the tools for export compliance requirements. The program offers experts from US regulatory agencies and private sector regulatory agencies with the knowledge and tools necessary to help you navigate export opportunities and adhere to critical export regulations.

These comprehensive programs will introduce the many facets of USG export regulations and help companies put a regulatory plan into place to effectively mitigate risks and safeguard your products in international markets.

Company representatives who will benefit from attending export compliance training seminars include:

- Senior Management
- Export Compliance Officers/Managers
- Export Control Specialists
- Logistics and Shipping Personnel
- Sales and Marketing Teams
- Research and Development (R&D) Teams
- Legal and Compliance Teams
- Supply Chain Managers
- IT and Technology Professionals
- Human Resources

For information and to register, visit www.ncworldtrade.org.

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:

Nov. 12: **ALC**, Johnson City, TN
2025

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

Jan. 23: **SAF Kentucky | Tennessee Annual Meeting**, Knoxville, TN

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.

Appalachian For Your Exhibits

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.

AHMI Partners Provide Service, Savings

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.

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.

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.

For more information, please contact the AHMI office at (336) 885-8315.

Lumber Payroll

AHMI 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. 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.

Wood Innovations Grant Period Open

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

The application period closes **Dec. 11, 2024 for Wood Innovations** and **Dec. 18, 2024 for the Community Wood and Wood Products Infrastructure Assistance 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.
- 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.

Visit <https://www.fs.usda.gov/science-technology/energy-forest-products/wood-innovation> for more information.



2025 Annual Meeting on Feb. 26-March 2 Harbor Beach Marriott., Fort Lauderdale, FL

REGISTRATION



All participants must register to accurately plan for receptions, Saturday Closing Banquet and function space. 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 (954) 525-4000** ask for Appalachian Hardwood block.

The room cutoff is Jan. 26, 2025 and rooms start at \$399 plus resort fee.

You can also register online at www.appalachianhardwood.org/meetings

Registration before Feb. 15, 2025:

AHMI MEMBER - \$600 per person	GUEST - \$675 per person
SPOUSE & ADULT CHILD - \$475	GUEST SPOUSE - \$575
CHILDREN AGE 10-18 - \$300, UNDER 10 - \$200	

Add \$75 to any registration fee after Feb. 15, 2025

Registration includes three receptions, closing banquet dinner, business sessions and breaks, afternoon at the beach, and fun!

Full registration fee refunded on cancellations received by Feb. 1, 2025. Cancellations received after that will be subject to 50% forfeiture.

REGISTER for AHMI'S 2025 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. 26 at 5:30 pm

Beach Fun & Drinks,
Sat., March 1 from 2-4 pm

Saturday Closing Banquet at 7 pm *(included in registraton fee)*
 ___ people will attend

Golf Tournament Friday at 12 noon at Emerald Hills Club
(includes lunch, range balls. Rental clubs are available)

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

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

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: **\$200**

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

TopGolf Saturday at 1pm *(includes shuttle and lunch)*

Name(s): _____ FEE: **\$135 each**

Check # _____ Received _____

Credit Card # _____ Exp. _____ Sec. Code _____ Billing Zip _____

TOTAL \$ _____