



Technology Tops Annual Meeting Reports

FORT LAUDERDALE, FL - Technology was the talk of the 2025 Annual Meeting of Appalachian Hardwood Manufacturers, Inc. with presentations on fire suppression and preparations for the EUDR.

The conference was held in late February at the Harbor Beach Marriott in Fort Lauderdale, FL. A great crowd of Appalachian producers, distributors, secondary manufacturers and suppliers participated in business sessions, networking receptions and sporting events.

Fire Suppression For Wood Manufacturers

FNA, Inc., headquartered in Sweden, has developed equipment that can detect ignition in wood processing equipment in mere second. Its Firefly equipment is installed at any location in manufacturing equipment and recognizes light and heat from spark.

Ryan Morrow, director for North America, said the detectors immediately send signals to moni-



MGD TECHNOLOGY

MGD technology, originally developed for aerospace, is based on the detection of fire related gases.

The Firefly MGD-detector can be described as an "electronic nose". Through intelligent analysis of several different gas combinations, the detector can identify a fire at a very early stage.

toring equipment to alert operators and/or turn on suppression systems that extinguish the flame. The pressurized water supply can use less than two liters of water to stop fires before they spread.

He said FNA equipment stops the flame, lessens damage to equipment and minimizes cleanup. The company has national and international cer-
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Poplar Is In 2025 ANSI/APA CLT Standards Book

The ANSI/APA Standards for Performance-Rated Cross-Laminated Timber have been published for 2025 and Yellow Poplar is included.

The guidelines were released February 28 and are updated periodically to provide standards for International Building Codes (IBC). The guidelines show the requirements and test methods for qualification and quality assurance for CLT manufacturers from solid-sawn lumber or structural composite lumber intended for use in construction applications.

The poplar inclusion process began in 2021 with research, testing and writing. All questions were answered in 2024.

The standards enable architects and designers to specify the materials in construction. The inclusion in IBC should occur later this year and governments adopt in the next three to five years.

AMERICAN NATIONAL STANDARD

ANSI/APA PRG 320-2025 Standard for Performance-Rated Cross-Laminated Timber



The way I see it...

By Tom Inman, AHMI President

...the 97th annual meeting of the Appalachian Hardwood Manufacturers, Inc. was another success in Florida.

A great crowd of members and guests participated in informative business presentations, fun sporting events and networked together to discuss business, family and more. The Friday reception was on the beach and folks put their toes in the sand as they mingled.

A takeaway is that business is improving. Many Producer and Distributor members report the final week of January and the month of February saw better sales and lumber shipments.

The overall mood is improving said many attendees. There was a hope that 2025 would be a better year for business and maybe, just maybe, we are experiencing that.

Logs remain tight in many areas. Several North Carolina and Tennessee sawmills are reporting that Hurricane Helene blowdown is making it to their mills.

Landscaping companies, tree cutters and folks with a chainsaw and a trailer are showing up at the gate with logs. Some of these logs are from neighborhoods and are large dimension. Many have metal fragments that are problems.

While the supply is good now, what will be the timber availability in these areas in two to 20 years? There are thousands of acres of timber on the ground and salvaged right now. The inventory for years to come is hurt.

Credit was another topic of networking times. Sawmills report that banks are negotiating credit lines and financing to lessen their risk in the forest products industry.

Some banks are cooling to the industry. It comes at a time when interest rates are higher on credit lines and profitability is low.

BUT..

the weather was sunny and 78 degrees everyday. The people were terrific!

The 2026 event is set for March 4-8 at the Naples Grande in Naples, FL. Mark your calendar!

AHEC Receives Export Promotion Funds

The American Hardwood Export Council (AHEC) has received its full funding allocation for 2025 and programs are back on schedule.

AHEC receives more than \$7 million from the US Department of Agriculture for export promotion. The allocations were frozen in February as the Trump Administration reviewed all foreign promotion efforts.

AHEC and the Hardwood Federation asked the industry to contact House and Senate offices to seek approval. The funds were released on February 27.

AHEC has revised its calendar for the shows and programs for 2025. These can be viewed at www.ahec.org.

AHMI Bylaws OK'd; Board Expands In 2026

The Appalachian Hardwood Manufacturers, Inc. membership approved changes to the association's bylaws at its Annual Meeting on March 1.

The AHMI Board named a committee in mid-2024 to review and make recommendations for updates. The suggested changes were approved by the Board in October and sent to eligible members in January for review.

Highlights of the changes are:

- Expansion of the Board of Trustees to include up to three Distributor Division members and up to 19 total members;

- Add a Benefits Division for companies who participate in ancillary programs. These members do not have voting rights;

- Quorum count is taken at the beginning of meetings;

- Revised definition of officer positions.

The changes were approved by members present on March 1, 2025 and take effect immediately. Copies are available from the AHMI office.

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tifications and active in more than 80 countries.

Firefly’s unique, patented prevention systems stand out in the world because of their design to detect and extinguish ignition sources before a fire or explosion occurs, Morrow said. The Firefly Spark Detection System solution detects super-heated particles from 250 °C because of its patented True IR technology. More information is available at www.firefly.se.

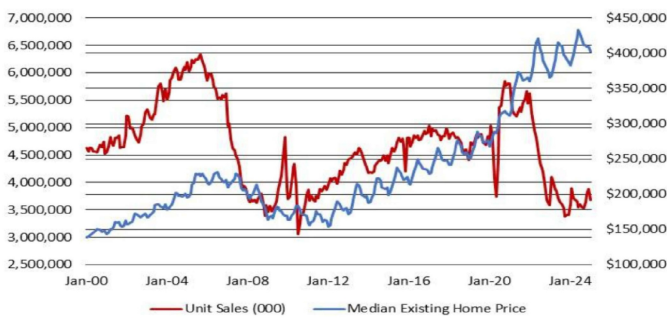
Software Solutions For EUDR

Three software companies provided details on technology to address the demands of the European Union Deforestation Regulations that are set to take effect in the next 18 months. The rules require importers of wood products into Europe to have documents that show the plot of land where timber was harvested.

Representatives from DMSi, Forestry Systems, and Legna presented information about each of their systems. The three have the ability to capture the geolocation of harvested logs and provide the data to inventory systems.

These details can be included in total to log and lumber buyers. The EU, however, has not finalized how this data will be received.

Economist Forecast 2025



Homes sales and Median Home Prices

UBS Financial economist shared the company’s forecast for the manufacturing economy in 2025. Jonathan Woloshin, UBS Wealth Management Chief Investment office real estate analyst, said the new presidential administration has brought uncertainty into the U.S. economy for 2025. Investors and economists are trying to determine direction for the year.

He said there is good news with job openings,

Thank you Meeting Sponsors!

Thurs. Reception	Stringer Industries
Fri. Reception	USNR
Sat. Breakfast	DeltaWealth
Sat. Reception	Stiles Machinery
Closing Banquet	PLM Insurance
Golf Prizes	Corley Manufacturing Co.
Golf Refresh	SII Dry Kilns
Fishing Lunch	Forestry Systems
Red Oak	UBS Financial
Red Oak	Stella-Jones
Meeting	CombiLift
Meeting	Farm Credit of VAs
Beach Refresh	Cooper Machine Co.
Snack Bags	TS Manufacturing

housing starts and interest rates. The number of people leaving the job market is declining and the employment outlook is good with unemployment around 4 percent.

Housing sales in 2024 were down because of two factors: lack of supply and affordability. Woloshin said the number of homes for sale around the country is low as new home construction slowed in the past 12 months. This has increased price and put many starter and move up homes out of reach for consumers.

Woloshin said there are debt issues with auto and student loan debt on the rise. He said these and credit card debt are areas of concern.

Sporting Events

Winners of AHMI events were:

Golf: 1st place Low Gross: Joe Pryor; 2nd place Low Gross: Mike Price; 1st place Low Net: Peter McCarty; 2nd place Low Net: Andy Nuffer; Closest to the Pin: Mike Price; Long Drive: Sylvain Dubuc.

Fishing: Largest fish: Will Parton; Most Fish: Jimmy Bradley

Early bird registration drawing winner was Frances Cooper.

For more information, visit www.appalachianhardwood.org.

The AHMI Summer Conference is July 19-22 at The Homestead in Hot Springs, VA.

Trade, Tariffs Are Top HF Issues In 2025

Compiled from Hardwood Federation reports

President Trump has confirmed his intent to move forward with 25% tariffs against Canada and Mexico, while upping the ante on tariffs on China from 10% to 20%. Here's a review:

Canada and Mexico: President Trump announced that 25% tariffs begin March 4 on imports from Canada and Mexico. The Administration has taken the more formal step of publishing its intent to impose the 25% tariffs in the Federal Register. Both countries have promised retaliatory action should U.S. tariffs move forward. Canada's retaliatory list includes a 25% tariff on wood and products including U.S. hardwoods.

China: The Administration moved forward to impose an additional 10% tariff on Chinese imports, raising the total tariff to 20%. Through an order issued March 1, the Administration states that the additional tariffs arise from China's failure to address the fentanyl crisis. China has imposed \$14 billion in retaliatory tariffs to date.

Log Exports: The American Hardwood Export Council (AHEC) announced Tuesday that China has imposed a ban on U.S. log imports based on the "quarantine of forest pests such as bark beetles and longhorn beetles." According to AHEC, there is no mention of a ban on lumber or other hardwood products.

New Executive Orders

President Trump signed two Executive Orders on March 1 affecting the U.S. timber industry. The first EO reviews national security implications of wood imports including lumber and wood products. The second calls for streamlining timber harvests on federal lands.

National Security: The Department of Commerce is instructed to initiate a Section 232 investigation into timber and lumber imports and derivatives (kitchen cabinets, furniture, etc.) to determine the effects on national security of these imports. Commerce's report, including recommendations to mitigate threats and strengthen the industry, is due no later than November 26. The in-



vestigation will look into:

- the current and projected demand for timber and lumber in the United States;
- the extent to which domestic production of timber and lumber can meet domestic demand;
- the role of foreign supply chains, particularly of major exporters, in meeting U.S. timber and lumber demand;
- the impact of foreign government subsidies and predatory trade practices on U.S. timber, lumber, and derivative product industry competitiveness;
- the feasibility of increasing domestic timber and lumber capacity to reduce imports; and
- the impact of current trade policies on domestic timber, lumber, and product production, and whether additional measures, including tariffs or quotas, are necessary to protect national security.

Forest Regulations: The second EO instructs the Secretary of the Interior and the Secretary of Agriculture, along with other agencies, to review and issue new regulations on forestry management practices to facilitate sale of more US timber and lumber. Specifically:

- Within 30 days of March 1, 2025, Interior and Agriculture must issue new or updated guidance regarding tools to facilitate increased timber production and sound forest management.
- Within 60 days, Interior and Commerce must complete a strategy on federal forest management projects under section 7 of the Endangered Species Act (ESA) to improve the speed of approving forestry projects.

Other reviews also apply.

Save the Date - Hardwood Federation Fly-In
May 13-15 Washington, DC

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.

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:

2025

March 11: ALC, Hotel Roanoke, Roanoke, VA

March 17-19: IHLA, Indianapolis, IN

April 1: Ohio Furn. Market, Millersburg, OH

April 2-3: KFIA, Lexington, KY

April 10-12: Stairbuilders Manufacturers Assoc., Pensacola, FL

April 15-17: NWFA Expo, Charlotte, NC

April 26-30: High Point Furn. Market, NC

May 1-4: ALC Meeting, N. Myrtle Beach, SC

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

May 13-15: Hardwood Federation Fly-In, Washington DC

May 20-22: Wood Component Manuf. Spring Tours, Williamsport, PA

June 11-12: Furniture Man. Expo, Hickory, NC

July 10-12: FRA Appalachian / WVFA Conference, Glade Springs, WV

July 19-22: AHMI Summer Conference

Sept. 9: ALC Meeting, TBD

Oct. 1-3: NHLA Convention, San Antonio, TX

Oct. 24-29: High Point Furn. Market, NC

Oct. 27: ISFD, High Point, NC

Nov. 6: Stiles Man. Showcase, High Point, NC

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.

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.

AHMI Readies Health Insurance, Wellness Offers

The Appalachian Hardwood Manufacturers, Inc. Board of Trustees have approved offerings for member companies to access group health insurance and group wellness programs.

AHMI surveyed members in 2024 about top business issues and health insurance ranked very high. Dialogue began with several companies to determine options to provide group benefits to members.

The Board agreed to encourage member companies to review two offerings.

Health Insurance

The Dough Agency has developed a captive health insurance offering and invited AHMI member companies to participate with three other industry groups. Dough Agency is aligned with DoughHCM which provides Lumber Payroll.

The Dough Agency Captive offers major medical plans with four options for employees. Dough Agency will fund the initial captive and premiums will be based on participating company census.

The startup funds and premiums will be invested to pay for claims. Reinsurance is purchased for catastrophic claims.

The proceeds above the claims will be provided back to participants as dividends. Modeling shows the program should reduce premiums annually.

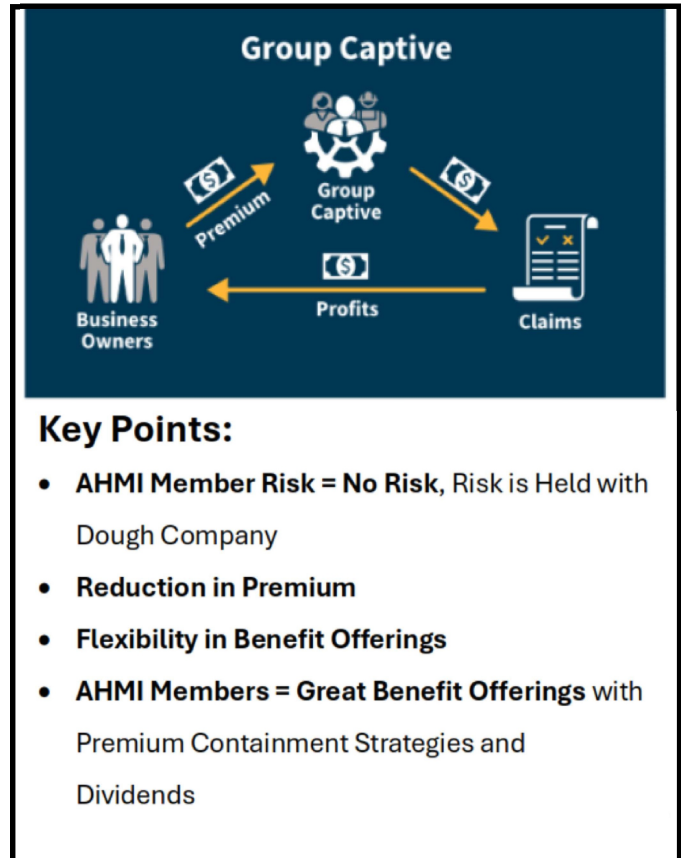
Preventative Wellness Program

Employer's Choice is a national company that provides preventative wellness programs. These were conceived from the Affordable Care Act and are not insurance but preventative care that is funded by federal tax savings.

The offerings are available through IRS codes 125, 213d, and 105 and are compliant with HIPPA, ERISA, and IRS regulations. Participants have reported a healthier more productive workforce.

Preventative wellness programs have proven to reduce long-term health risks. The Employer's Choice plan is available to all employees.

AHMI is finalizing details and the offering should be available later this year. Companies are



encouraged to consider before renewing current policies.

The plans will be sent to AHMI companies in the next few weeks for consideration. If you have questions, please contact the AHMI office at (336) 885-8315 or visit www.ahmiinsurance.com.

Employer's Choice
Preventive Care Plan

- **Improve Employee Benefits**
- **Better Employee Health**
- **Increase Company Profits**

NO OUT OF POCKET COSTS