



AHMI Promotion Targets Thousands Of Buyers

Trade Shows, State Meetings & Resource Guides Market 'Appalachian'

Appalachian Hardwood Manufacturers, Inc. is reaching thousands of lumber buyers in the US and internationally.

Association staff have participated in state forestry association meetings, Expo Richmond, the High Point Furniture Market, and mailed / emailed the 2025 Certified Appalachian Legal & Sustainable Resource Guide to international buyers. The response has been extremely positive as buyers seek sources of Appalachian hardwood lumber, logs and products and prepare forests for the future.

AHMI has revamped its trade exhibit to focus



on Appalachian species, their availability from members and growth rates in the forest, all of which are of interest to buyers.

AHMI also promotes the Certified Appalachian and the Verified Appalachian programs, Guidelines for Log Grading and Scaling and the 401k Retirement and Lumber Payroll programs.

The offerings benefit members and appeal to prospects looking for ways to get in front of buyers while also reducing costs to their companies. For more information on these, please stop by the AHMI exhibit or contact the office.

See list of upcoming events on page 4.

Order Expands Harvest On National Forests

U.S. Secretary of Agriculture Brooke Rollins issued a Secretarial Memo establishing an "Emergency Situation Determination" on 112.6M acres of National Forestry System (NFS) land to expand American timber production by 25%.

The memo empowers the U.S. Forest Service to expedite work on the ground and carry out authorized emergency actions to reduce wildfire risk and save American lives and communities.

"Healthy forests require work, and right now, we're facing a national forest emergency. We have an abundance of timber at high risk of wildfires in our National Forests," said Secretary Rollins.

The Memo is part of a larger effort to ensure American resources are properly managed for generations to come. This work will support rural economies, reduce wildfire risk, and build capacity through workforce alignment and expanded partnerships, the USFS release states.

Ever-Changing Tariffs Hike Costs Of Exports

The past month has been an unusual time for businesses and markets, starting with President Trump's announcement of sweeping tariffs and ending with an abrupt pause on most of them.

The President has announced country-specific tariffs on dozens of U.S. trading partners and then paused most of them for 90 days. He said the reason was that "more than 75 countries have called Representatives of the United States ... to negotiate a solution to the subjects being discussed relative to Trade, Trade Barriers, Tariffs, Currency Manipulation, and Non Monetary Tariffs, and that these Countries have not."

The White House had insisted that tariffs weren't about negotiations, but the President has said that "a lot of times, it's not a negotiation until it is." The pause on higher tariffs gives the White House three months to engage in negotiations with

(See Tariffs on page 2)

The way I see it...

By Tom Inman, AHMI President

...the Appalachian hardwood industry was off to a fair start in 2025 and then the "T" word returned.

Most AHMI producers were reporting improved sales each month of the first quarter. Shipments were also increasing and demand was on the rise.

Then President Trump announced tariffs on products from foreign countries in March and April. The amounts have changed almost daily but the dialogue has slowed lumber sales especially in export markets.

Producers reported that orders began to slow as Canada and Mexico were hit with tariffs and the currencies in these countries declined against the dollar. The costs increased.

Other countries were added to the tariff list and those countries retaliated with tariffs against U.S. goods. The talks continue between foreign leaders and their delegations to work out trade deals with the U.S. The tariff rates seem to change daily.

The U.S. hardwood industry has stood for free trade for decades. American lumber manufacturers have exported products to Europe and Asia primarily but new markets were evolving.

Most understand the value-added tax and tariffs that other countries imposed on U.S. products as a cost of doing business. It has been discussed with U.S. government officials for years and there were minor changes but little resolution.

The hardwood industry knows first-hand that other countries have subsidized their timber industries and kept the price of imported lumber and products below costs. At a recent meeting in Kentucky, a furniture company representative shared the cost of a "finished" rubberwood part he imports was cheaper than the lumber costs from a U.S. supplier.

Is that a level playing field and free trade? Will tariffs help or hurt? How long before trade with other countries is truly fair?

The answer depends on who you ask and where they are in the supply chain.



AHMI is pleased to announce a new member:

Supplier

Carbotech

Clint Averitt

17 Abby Lynn Circle

Clarksville, TN 37043

Tel: 931-801-1344

Email: clint.averitt@carbotech.ca

Website: www.carbotech.ca/en/

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.

AHMI provides promotion, networking, education and cost-savings programs for member companies. Please see page 4 of this newsletter for opportunities.

Tariffs from page 1 _____

individual countries.

Last week the Chinese Ministry of Finance State Tariff Council issued a statement that matched the US' increased tariff rate. The new tariff rate is **125%** and will apply to American products shipped after April 10 and arriving in China after May 13.

China has also placed a ban on US logs.

The European Commission approved "trade countermeasures" against the United States that put a tariff of 25% in place on a wide range of products, including hardwood lumber, veneer, flooring, particle board, fiberboard, plywood, casks, and joinery. The first set of tariffs will go into effect starting May 16, however, there seem to be multiple "rounds" of tariff implementation.

It remains to be seen if this temporary pause will delay any retaliation from Europe or other markets, and if China will once again raise their tariff on American products.

Visit High Point For Furn. Market April 26-30

AHMI will promote members at the High Point Furniture Market on April 26-30.

The AHMI Certified Appalachian Legal and Sustainable Resource Guide will be distributed to thousands of furniture manufacturers, retailers and designers. AHMI's Tom Inman will meet with exhibitors to discuss hardwood use and trends in the furniture industry.

This is a great show for suppliers and AHMI

recommends visiting on Monday, April 28 or Tuesday, April 29. You can build your business or at least meet with companies that are seeking lumber.

The Market Authority makes it easy with a website on lodging, transportation, events and more. Please visit www.highpointmarket.org and there is a fee for Industry badges.

For more information, contact AHMI.



Reserve Booth Now For Furniture Expo 2025

Furniture Manufacturing Expo, being held June 11-12 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 firsthand 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 by leaders in the 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 for more information and to reserve a booth.

Save The Date! AHMI Summer Conf. July 19-22, 2025 Omni Homestead Resort

AHMI will return to Virginia for the 2025 Summer Conference so please save the date!

The agenda is being finalized but will include reports on lumber scanning technology, truck flooring markets, updates on tariffs and more.

There will be ample time for networking with the leading producers and distributors of Appalachian hardwood products and secondary manufacturers. Plan to join the fun with the summer golf tournament, sporting clays, croquet and relaxation.

The Omni Homestead Resort & Spa recently completed a \$170 million renovation and offers top-ranked golf, decadent spa, two-acre water park, and more! Hotel reservations for the Conference available at (800) 843-6664 Refer to Appalachian Hardwood group.

Meeting registration will be open soon.

For more information, call AHMI at (336) 885-8315 or visit www.appalachianhardwood.org/meetings.



AHMI Partner Services

401k Multiple Employer Plan

The AHMI plan allows hardwood companies to pool existing retirement accounts or start new programs for employees. Participants have access to low-cost investments that are typically only available to very large corporate plans. There is 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.

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.

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.

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

Preventative Wellness Program

Employer's Choice is a national company that provides preventative wellness programs through the Affordable Care Act and funded by federal tax savings.

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

Wellness programs improve employee benefits, and health while increasing company profits. There are no out of pocket expenses for the program.

For more information, contact Grant Deviney (828) 382-7755 ext. 1 or grant@DeltaWealthServices.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

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. 15-16: US Endowment Working Forests Summit, Pittsburgh, PA

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

Oct. 27: ISFD, High Point, NC

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

Nov. 11: ALC, Johnson City, TN

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.



HF Educates Lawmakers On Tariff Impacts

*By Dana Lee Cole, Hardwood Federation
Executive Director*

In light of the extreme and swift impacts of the global tariffs imposed recently, the Hardwood Federation has sent the following message to all House and Senate offices, including the Chiefs of Staff and staff members engaged in agriculture and trade policy.

It has been approved by all members of the Hardwood Federation Board and HFPAC Committee. We will also be using this document to guide conversations with the Administration, acknowledging that their goals of economic growth and international parity are those we share, but requesting financial support for export dependent sectors as negotiations take place.

Email to Congressional Offices:

The U.S. hardwood industry is the largest supplier, producer, and exporter of hardwood logs and lumber in the world and is a significant supplier, producer, and exporter of hardwood veneer. Our mills also process logs and lumber for use in the domestic production and manufacturing of a wide range of hardwood products including flooring, cabinets, furniture, and moldings in our homes as well as industrial products like railway ties and construction mats.

Residuals from our mill and manufacturing processes go into the production of paper, shipping cartons, wood fuel pellets, mulch, and animal bedding. Ninety percent of our raw materials are harvested on lands owned by private families and landowners, providing generational income to millions.

The U.S. hardwood industry shares the Trump Administration's commitment to growing the U.S. economy, including the domestic production of hardwood lumber and products made with materials harvested from our public and private forestlands. We also appreciate the Administration's actions to increase timber harvests on federal lands, however, timber cannot be milled into usable lumber if the milling and processing infrastructure disappears.



The U.S. hardwood industry is globally integrated; it depends on **both** domestic consumption and international markets to survive. If the current situation continues, the entire industry infrastructure will collapse unless sufficient federal support is provided to allow the industry to survive the turmoil of a global trade war.

The Hardwood Federation and the men and women of the U.S. hardwood industry stand ready to work with Congress and the Administration to identify ways to support our companies and those they employ and realize a stronger and more successful economy. We are encouraging the Administration to engage in negotiations as quickly as possible with our trading partners to achieve fair, mutually beneficial agreements and avoid long-term harm to our domestic mills and manufacturing facilities.

We are looking to both Congress and the Administration for the financial support necessary to maintain domestic production capacity. Waiting too long will result in the loss of this truly unique and American industry.

Register Now for Fly-In 2025!

Taxes. Trade. Tariff. Regulations. Federal policy impacting you and your business is currently being debated on Capitol Hill. Don't depend on others to speak for you! Join the Hardwood Federation's Fly-In to D.C. May 13-15 for your chance to make your voice heard!

You and a group of your peers will visit Congressional offices, share your business story and insight, and become an advocate for policies that support the U.S. hardwood industry.

Registration is now open. Please visit:

<https://thehardwoodfederation.regfox.com/hardwood-federation-fly-in-2025>

Hardwood Federation Tariff Relief Proposal

The following is a tariff relief proposal that has been approved by the Hardwood Federation Board and will be distributed to Congress.

Background: The hardwood industry is a fully integrated industry, from logging to manufacturing finished consumer goods like flooring, cabinetry, moldings, railway ties and many other products. The industry supports millions of jobs in the U.S., mostly in rural areas. In 2024, U.S. hardwood producers shipped products worth \$3.6 billion to global markets; including \$1.3 billion to Greater China, Hong Kong and Macau; \$327 million to Vietnam; \$230 million to Mexico; \$547 million to Canada; and \$380 million to the European Union.

The U.S. had a trade surplus of \$667 million when considering all hardwood products (lumber, logs, cooperage products, veneers, flooring, plywood, chips, siding, and molding). If considered by itself, U.S. hardwood lumber has a trade surplus of \$1.3 billion.

The U.S. Hardwood industry was severely and negatively impacted by retaliatory tariffs on our products during the 2018-2020 trade dispute with China, losing approximately half our sales; markets which we have yet to recover. Domestic prices also took a tumble due to lack of export markets, creating additional pain and long-term damage to the industry.

Although the Hardwood industry understands and supports the objectives of the current Trump Administration to improve the manufacturing economy of the U.S., we are concerned that our industry cannot sustain another blow to our ability to manufacture and export our products, provide much needed jobs in rural America, and support local economies without financial support from the U.S. government that will enable us to ride out the impacts of another prolonged dispute.

Proposed Relief Measures: To support the industry should pursuit of trade goals result in retaliatory tariffs directed at our products, we propose the following action.

A \$450 million fund be identified and reserved



for distribution to impacted members of the U.S. hardwood industry.

Eligible companies are those that export hardwood lumber or products overseas. This includes exporting sawmills, lumber yards, and manufacturers. Companies must provide a USDA issued Phyto certificate (or other required export customs declaration) as verification of their export activity.

Companies applying for relief will do so through the Department or Agency channels deemed appropriate by the Administration or Congress.

Payments will be based on the following formula:

$.80 (\text{Quarterly Receipts of Base Year 2024} - \text{Quarterly Receipts of Impact Year}) = \text{Relief Payment (RP)}$

Receipts = Sales Receipts of **Products Sold**

If the Average Price of the top 5 export hardwood species declines by more than 9% (as determined by figures provided by the Hardwood Market Report), an additional payment will be made according to the following formula.

$\% \text{ Decline (RP)} = \text{Additional Relief Payment (ARP)}$

Total Payment: $\text{RP} + \text{ARP}$

Top 5 Export Species: Red Oak, White Oak, Cherry, Walnut, Poplar

The Hardwood Federation Board of Directors, Member Associations, and Staff stand ready to work with the Trump Administration to achieve a strong and vital U.S. manufacturing economy. We are happy to discuss next steps at your convenience.