



Appalachian Hardwood News

June 2025



Markets Are Focus Of Summer Presentations

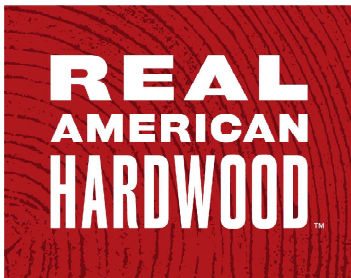
The state of key markets for all grades of Appalachian hardwood lumber and products is the subject of business sessions for the 2025 Appalachian Hardwood Manufacturers, Inc. Summer Conference.

There are presentations planned on grade, industrial and export lumber buyers. These include reports on solid grade hardwood promotions to architects and designers; industrial hardwoods for truck trailer flooring; and the latest information on tariffs. The Conference is set for July 19-22 at The Omni Homestead Resort in Hot Springs, VA.

Confirmed speakers are:



- **Prolam Trailer Flooring** Plant General Manager Jonathan Post will discuss the state of the art facility in Stuart, VA, and markets in 2025. The plant makes trailer floors from lower grades of red oak and white oak lumber.



- Real American Hardwood Coalition will discuss its work promoting solid hardwood products to **architects & designers**. The campaign began its second phase in 2024 and is targeting specifiers.



- **Tariffs and Impact on U.S. Hardwoods** in 2025 will be presented by American Hardwood Export Council Executive Director Mike Snow. The latest updates and impact on exports will be discussed.

AHMI Summer Conf. July 19-22, 2025



- The **Appalachian Hardwood Training Initiative** has trained more than 1,000 people at three schools. Leaders will discuss the success and plans for expanding the programs.

There will be two breakout sessions for Tuesday morning that are being finalized.

There will be ample time for networking with the leading producers and distributors of Appalachian hardwoods 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! There are dozens of outdoor and indoor activities across the resort.

Hotel reservations for the Conference available at (800) 843-6664 and ask for the Appalachian Hardwood group. **The block expires June 18 and rooms start at \$379.**

Please make dining reservations early for the best selections. Business casual is requested for all locations.

Meeting registration is on page 6 of this newsletter and online at appalachianhardwood.org/meetings. For more information, call the AHMI office at (336) 885-8315.

The way I see it...

By Tom Inman, AHMI President

....AHMI has reached more than 38,000 lumber buyers, architects and designers in May.

The association mails and emails Resource Guides to 7,500 domestic buyers and 11,000 international buyers each spring. The Guide has detailed information about every member company, lumber species availability and additional equipment and products.

In 2025, AHMI purchased a database of 21,000 domestic furniture and cabinet manufacturers AND architects and designers. These buyers and specifiers received the Resource Guide and other info about Appalachian Hardwood.

The total is more than **38,000 contacts in 2025** with legitimate customers who need hardwood lumber and products. Our email service records indicate that almost one half (48%) of these buyers opened the emails and followed the links.

That has been a tremendous response and we will continue the outreach this year. Get ready for the orders to pour in.

...there has been an increase in the number of AHMI members and non-members seeking documentation that Appalachian hardwood lumber and products are legally and sustainably harvested.

The **AHMI Certified Appalachian** and **Verified Sustainable** and **Legal** programs provide the solutions for many members. These programs offer: (1) a third party audited certification for all lumber or log products harvested from the region with Procurement Forms completed by suppliers; or (2) verification that the logs and lumber were produced in the region which is sustainable according to US Forest Service Forest Inventory Analysis data and legally purchased with documents signed by company owners.

AHMI has provided thousands of these documents to members and customers since the programs began in 2008. They are accepted by the Sustainable Furnishings Council and others as proof of the work by member companies.

Are you sending these to your customers? Contact the office today for 2025 versions.

USDA Invests \$200M To Increase Harvests On National Forests

U.S. Secretary of Agriculture Brooke L. Rollins announced this week a \$200 million investment to implement the U. S. Department of Agriculture (USDA) Forest Service's National Active Forest Management Strategy.

The initiative is designed to increase timber harvest, improve forest health and productivity, reduce wildfire risk, and support rural prosperity in forest communities. It supports President Trump's Executive Order: Immediate Expansion of Timber Production by streamlining burdensome regulations, leveraging emergency authorities, and expediting project approvals—ensuring faster access to critical timber resources.

The plan increases the use of long-term contracts to carry out these projects. It is reported to support a more stable supply of wood products, healthier forests, and stronger rural economies.

"President Trump is committed to cutting red tape, rolling back burdensome regulations and unleashing the potential of America's abundant natural resources," said Rollins in the release. "We are doing just that at USDA with this announcement to invest in timber production.

"This is a win for consumers who will see better prices with American grown products, and a win for forest management which will help keep our forests safer and reduce wildfire risk," she said. "Not only will this help our staff on the ground better carry out the mission of protecting lives, livelihoods and resources, it will support jobs in rural America and reduce our reliance on foreign lumber imports."

The announcement follows a memorandum from Rollins to US Forest Service staff to increase domestic timber harvests. In response, the Forest Service has committed to increasing timber harvest on national forests by 25%, with an overall goal of 4 billion board feet harvested annually by fiscal year 2028.

Cabinets, Components Tour Shows Hardwoods

WILLIAMSPORT, PA - The Wood Components Manufacturers Association recently held its Wood Tech Connect 2025 which included tours at seven facilities in central Pennsylvania that use solid hardwood, plywood and MDF.

The operations included cabinets, dimension, lumber processing and a snowboard maker. AHMI member Conestoga Wood Specialties opened plants in Beavertown and Beaver Springs, PA.

Company President Anthony Hahn said business was increasing for CWS for its finished products and dimension parts that are sold to other cabinet makers. He noted that 2025 was off to a good start.

Tour participants viewed hardwood lumber processing operations, rough mill, parts finishing and assembly.

Other sites included:

Legacy Crafted Cabinets which makes cabinets from CWS parts and other materials produced in the plant.

MDF cabinet maker Northway Industries

Snowboard maker Gilson Snow which uses solid Appalachian poplar for board cores

Tilo Industries, Lewis Lumber Products and Bently & Collins which produce dimension, com-



CWS plants use the latest technology to make cabinets and cabinet parts

ponents and lumber

RT Machine Co. that makes equipment for hardwood processing.

The tours show wood manufacturing continues to thrive in central Pennsylvania. Each of the companies reported sales were increased in 2025 over the previous year and the outlook was positive.

AHMI staff distributed dozens of Resource Guides to tour participants promoted the members who can provide Appalachian hardwood lumber and products.



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.

Appalachian Hardwood Manufacturers, Inc. will

be exhibiting in booth 321.

Over two days, attendees have the chance to engage with suppliers and see first-hand the latest innovative products, equipment, and machinery and 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.

AHMI Partner Services

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 at grant@DeltaWealthServices.com or call (828) 382-7755 ext. 1.

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.

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

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

June 12: Stiles Man. Showcase, High Point, NC

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

July 19-22: AHMI Summer Conference

Aug. 18: Penn-York Club, Spartansburg, PA

Sept. 9: ALC Meeting, Tryon, NC

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 with details.

Appalachian For Your Exhibits

AHMI has brochures, books, wood sample kits and other materials member companies can use in exhibitions to explain the benefits of Appalachian Hardwoods and forest management.

We also have videos and slide presentations for interactive messaging. Please contact the office for details.

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.

HF Fly-In Contacts Federal Legislators, Staff

By Dana Lee Cole, Hardwood Federation
Executive Director

More than 70 U.S. hardwood industry executives made the rounds on Capitol Hill in May in support of federal policies and legislation that would benefit the industry.

They also spoke out against those policies that could hurt the sector's ability to sustain and grow. The Fly-In participants visited more than 100 members of the Trump Administration and Congress.

On Tuesday, members of the Hardwood Federation Board of Directors met with officials from the U.S. Department of Commerce, the U.S. Trade Representative's Office, and the White House. With 22 members of the Federation and the HFPAC Board, the dialogue focused on educating Administration officials about the complexity of the U.S. hardwood industry.

The importance of international markets was a key discussion point, and comments were well received. The Federation staff is reaching out and hopes to schedule additional meetings, both in person and online, in the near future.

The day on the Hill included trade, business taxes, the Farm Bill and the reconciliation bill. There were meetings with proponents and those with opposing views to help change minds.

Our participants did a great job expounding on all three issues. I was constantly impressed by how effective hardwood industry representatives are when talking about their companies and their jobs. Their passion and love of the industry come across loud and clear.

Although this year's Fly-In is over, our work is not done. Advocacy takes time; and it takes patience. One or two meetings are never enough.

Engagement must be consistent and frequent. I challenge you to think about how you can en-



The NC contact team met with Sen. Thom Tillis (center). They are (from left) Salish Adhikari, NHLA; Tom Inman, AHMI; Joe Pryor, Oaks Unlimited; and Benji Richards, NHLA.

gage on your home turf. Invite members of Congress to your mill or operation. Speak up at local public meetings with Members. Write letters; send texts.

The more our elected officials hear from us, the more they will understand our industry and our needs. The Hardwood Federation is here to help. Never hesitate to reach out. And start thinking about Hardwood Federation Fly-In 2026...we are!

For more information on these policies, please visit www.hardwoodfederation.com.

Tax Bill Clears House Hurdle, Now Onto the Senate: The House of Representatives voted 215-214 last week to advance a comprehensive budget reconciliation bill that encompasses GOP policy priorities. The legislation includes robust tax provisions that revive and extend key business tax benefits, including full expensing, the research and development tax credit and the Section 199A deduction for S-Corporations. To pay for these provisions and others, a number of tax credits authorized by the Inflation Reduction Act were eliminated after 2025, including the Energy Efficient Home Credit (Section 25C of the IRS Code).



2025 AHMI Summer Conference July 19-22 The Omni Homestead Resort



Registration

To accurately plan the functions and make sure all participants are included on the Registration List, please complete this form and return it with your check or complete the credit card information below by July 11, 2025 and mail to: AHMI, P.O. Box 427, High Point, NC 27261.



MEETING REGISTRATION FEES

AHMI MEMBER - \$450 per person
AHMI MEMBER SPOUSE - \$325
CHILDREN 10 & older - \$225
CHILDREN UNDER 10 - \$50

GUEST - \$550 per person
GUEST SPOUSE - \$425
MONDAY SESSION ONLY - \$200

Registration after July 11, 2025 incur a \$100 late fee. Full registration will be refunded on cancellations received by July 12, 2025. Cancellations received after that time subject to 50% forfeiture.

PLEASE REGISTER THE FOLLOWING FOR AHMI'S SUMMER CONFERENCE

Name: _____ Badge Name: _____ FEE: \$ _____

Name: _____ Badge Name: _____ FEE: \$ _____

Name: _____ Badge Name: _____ FEE: \$ _____

Name: _____ Badge Name: _____ FEE: \$ _____

Company: _____

Address: _____

City/State/Zip: _____

AHMI GOLF TOURNAMENT *(Monday at 12 noon. The Old Course includes boxed lunch)*

Name: _____ FEE: \$240

Name: _____ FEE: \$240

SPORTING CLAYS TOURNAMENT *(Monday at 12:30 p.m. The Shooting Club)*

One round of 100 - Includes gun, ammo and targets, boxed lunch

Name: _____ FEE: \$280

Name: _____ FEE: \$280

CROQUET TOURNAMENT *(Monday at 2 p.m. at Croquet Lawn)*

Name: _____ \$30

Name: _____ \$30

Check enclosed _____

Total _____

Credit Card: _____

Expiration date _____ Security Code _____ Billing ZIP code _____

Name on card: _____

You may also register online at www.appalachianhardwood.org and follow the link to Meetings. Please make your room reservations there or directly with The Homestead at (800) 838-1766.

Book your room by June 18, 2025.