



Appalachian Hardwood News

October 2025



Trump: Tariffs 'Bring Furniture Jobs Back'

The Trump Administration issued a Presidential Proclamation in September under Section 232 of the Trade Expansion Act, imposing new tariffs on imported timber, lumber, and derivative wood products.

The action follows a U.S. Department of Commerce investigation, which concluded that current import volumes threaten national security by undermining domestic wood product manufacturing, mill operations, and supply chains.

Effective October 14, 2025, the tariffs range from 10-50%.

"We are going to rebuild North Carolina furniture and in other places — South Carolina, too, to a lesser extent — they make furniture, too," Trump said. "Furniture we will put a very substantial tariff on. And when that happens, North Carolina can go out and start getting the grandchildren and the children because some of those incredible artists. But they still have the talent and they have time left. It is not like 'I hope it happens.' It is going to happen."

SAVE THE DATE - '26 Annual Meeting *Automation | Markets | Funding*

AHMI invites you to attend the **2026 Annual Meeting on March 4-8, 2026** at Naples Grande Resort, Naples, FL. The business sessions will offer details on key issues for the Appalachian Hardwood industry and there is ample time for networking and recreation.

Register before Dec. 31 for Spa Treatment or American Express gift card. **See page 3** for details.

The Naples Grande • Naples, FL
March 4-8

Buyers Ask Where Furniture Is Made

The High Point Market is set for Oct. 24-29 and if premarket is any indication, retailers are asking about U.S. made furniture.

The event is held twice annually and attracts thousands of manufacturers and retail buyers to North Carolina. Key buyers are invited a month early to "preview" in September what will be shown at the October market.

Reports from the September activities found buyers concerned about tariffs and supply chain interruptions. More buyers were asking if product was warehoused in the U.S. or still to be shipped.

There are hundreds of new products from domestic and international makers that will be introduced at the market later this month.

Appalachian Hardwood Manufacturers, Inc., and Real American Hardwood will help furniture and interior designers understand American hardwoods how the materials are readily available and aid in biophyllic design.

A seminar is set for Friday, Oct. 24 at the High Point Market and offers seven sessions for designers to learn how materials and design have impact on consumer well-being.

AHMI's Tom Inman will join others in discussing "From Forest to Feeling: The Emotional Power of Hardwood" and how hardwoods shape the experience in interior spaces. The presentation includes the latest research and practical insights on hardwood's grounding effect to create spaces that feel as welcoming as they look.

For more information or attend the High Point Market, contact AHMI office at (336) 885-8315 or tom@appalachianhardwood.org.

Details on acquiring badges, lodging and market events are available at www.highpointmarket.org.

HP
Market
Oct.
24-29

The way I see it...

By Tom Inman, AHMI President

....hardwood producers and distributors attending the 2025 National Hardwood Lumber Association Convention last week were "upbeat."

Lumber is moving and prices have stabilized or ticked up for several species and grades. A few distribution yard owners reported improved sales in August and September.

Distribution is a different model than production with yards able to buy what they can or have already sold. There are times when sales slow and distributors have excess inventory but they have the ability to manage inflow.

Sawmills were not quite as positive. With production at the lowest point in years, basic economics says low supply should increase prices.

The lack of demand, however, is what has driven production down and several mills right out of business. The remaining mills have difficulty finding timber at prices that can be manufactured profitably.

Landowners are hearing these reports and taking timber off the market. Couple that with a rise in demand for export logs and the domestic saw log has greater value.

NHLA Chairman Bucky Pesgalia of MO PAC Hardwoods in Missouri challenged members at the NHLA Convention to consider how export log sales hurt domestic sawmills. He said foreign mills are sawing these logs and competing in international markets with U.S. producers.

It already is having an impact. A Virginia sawmill shut down in early September as competition for logs drove the prices too high. Lumber and railroad ties could not be made at a profit.

Other mill managers at NHLA said that has been an issue for most of 2025. Every person said grade lumber and industrial material prices need to adjust to reflect the cost of doing business.

Without a change, more logs could be headed to sawmills in Vietnam and China. It is a challenge U.S. producers faced in the mid-2000s and again in 2012-14. It must be noted that those were times when there was a lot more of them.

Winner, Winner!!



Scott Cummings (right) holds the Ruger American rifle he won at the 2025 NHLA Convention in San Antonio last week. The giveaway was a fundraising promotion by Real American Hardwood. He is pictured with NHLA President Bucky Pesgalia of MO PAC Hardwoods who donated the rifle with an engraved walnut stock featuring the RAH logo and special checkering.

RAH Offers Flexible Giving Options

Real American Hardwood Campaign donors now have more freedom to support the movement. In addition to making an annual lump-sum contribution, supporters can opt for monthly or quarterly donation plans to better align with their budgeting needs.

These flexible options make it easier to champion authentic hardwood products, while maintaining steady support throughout the year.

Donors also have access to personalized account dashboards, where they can:

- Update organizational contact information
- Retrieve donation receipts
- Review giving history and manage plans

Ready to make your impact more manageable?

Contact admin@realamericanhardwood.org.

Automation, Markets Top '26 Agenda

Appalachian Hardwood Manufacturers invites you to attend the **2026 Annual Meeting** on **March 4-8, 2026** at Naples Grande Resort, Naples, 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 is being completed but includes morning business sessions, afternoon sporting events, receptions each evening and a closing Chairman's banquet dinner with the biennial change in leadership.

The planned business presentations are:

- * **Automation Progress For 2026**
- * **USDA Funds Rural Development**
- * **CLT Poplar Approved - What's Next?**
- * **SUSTA Connects Foreign Buyers**
- * **Real American Hardwood Update**
- * **AHMI Group Health, Retirement,**

Software Programs

- * **Annual Business & Board Elections**
- * **Producer & Distributor Meetings**

NETWORKING - CONNECTING - SOCIALIZING

FUN!! scheduled daily:

- **Annual Golf Tourn.** Friday
- **Annual Fishing Tourn.** Friday
- **Golf Event** Saturday
- **Croquet Tournament** Saturday
- **Afternoon on the Beach** Saturday
- **Evening Receptions** daily



- **Chairman's Banquet** Saturday
- **Relaxation on the Gulf Coast** DAILY

AHMI has visited the Naples Grande Resort twice in the past 12 years. It is located on the Gulf Coast with a boardwalk to a private beach, three pools, spa, golf, tennis and excellent dining.

There is shopping and dining just minutes away in Naples. Attendees should book travel to Fort Myers International Airport with taxis and private shuttles available to the resort.

The property has excellent meeting space that will add to the success. There are networking locations for business and friendships.

Please **REGISTER BY DEC. 31** for a drawing for a \$100 Spa Gift Certificate **OR** \$100 AMEX gift card. Make room reservations at Naples Grande Resort at www.appalachianhardwood.org/meetings. The block ends Feb. 4, 2026.

Please complete the registration form on page 7 of this newsletter and print and mail or visit **our website**. Call AHMI at (336) 885-8315 or email info@appalachianhardwood.org for more information.

Please review the expanded sponsor list to learn how your company can contribute to the success of the meeting. These are outstanding ways to keep your message in front of customers.

Sponsorships include:

- | | |
|------------|--------------------|
| Receptions | Breakfast |
| Speakers | Tournaments |
| Golf Holes | Beach refreshments |
- Contact the office today for the best selections.

We look forward to seeing you there!

Prepare Now For Wood Innovations Grant Applications

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

USDA invested more than \$80 million in 2025 to expand innovative uses of wood as construction materials, energy sources, and in manufacturing and processing input for wood products. Many AHMI member companies were recipients.

Since 2015, the Wood Innovations and Community Wood Grant programs have provided more than \$240 million to more than 500 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 processing equipment to create markets.

The grant period typically opens during National Forest Products week in October for 60 days. Please visit <https://www.fs.usda.gov/science-technology/energy-forest-products/wood-innovation> to watch for updates.



Benefit Health Plan, Inc
ADMINISTRATORS

Group Health, Wellness Access Through AHMI

Appalachian Hardwood Manufacturers, Inc. member companies now have access to group health insurance and group wellness programs.

The Benefit Health Plan Inc. offers four health insurance options for AHMI member companies. The plans include the largest independent, nationwide primary preferred provider organization - the PHCS network. It has more than one million health care providers nationwide: 920,000 practitioners, 4,800 acute care hospitals and 87,000 ancillary facilities. Group dental and vision plans are also available.

The BHPI / AHMI offering:

- Is designed specifically for lumber industry
- AHMI companies in one group, spreading out the risk
- Has extremely competitive rates
- Has low minimum requirements
- Provides upgraded access to Cigna & Blue Cross Blue Shield networks

Whether you have had group medical for years and are just looking for more competitive rates and benefits or if you have never had group medical before, this exclusive AHMI/BHPI offering is in a class of its own.

Wellness Program

AHMI members can sign up for a wellness program for employees that can be funded by tax savings. Employer's Choice has a suite of wellness options that are partially funded by tax savings under the Affordable Care Act. These preventative care programs have proven to lower long-term health risks and pair with existing health insurance or the new AHMI/BHPI group medical plan

Call Delta Wealth Services today at (828) 382-7755 or email info@DeltaWealthServices.com to schedule a time with a dedicated agent.

What Happened To The Farm Bill?

By Dana Lee Cole, Hardwood Federation
Executive Director

Over the August recess, when Members of Congress were back home in their states and districts, there was a fair amount of media attention around lawmakers voicing the need to enact a Farm Bill this fall, dubbing it Farm Bill 2.0.

The “2.0” modifier alludes to the fact that big pieces of the Farm Bill—namely Title 1 governing commodities like row crop agriculture and dairy, as well as Title IV which covers nutrition programs—have already been addressed in the comprehensive budget reconciliation bill that was signed by the President on July 4. What is left represents a small percentage of Farm Bill spending, but that portion has an outsized impact on the forestry and forest products value chain, including the hardwood sector.

The impact of Congress addressing the two biggest Farm Bill titles earlier this year is now being felt. In Farm Bills past, serious consequences loomed if Congress failed to act in reauthorizing a Farm Bill. Lawmakers forged a comprehensive 5-year farm policy bill.

So, what is at stake? Thankfully, a key Hardwood Federation deliverable as part of the Farm Bill is trade promotion. Both the Market Access and Foreign Market Development programs received **double funding** for their ongoing work in opening up markets overseas for domestically produced hardwood lumber. That was a considerable win.

Outside of trade, the primary items authorized by the Farm Bill for which we advocate are in the Forestry and Energy Titles. Under Forestry, many hardwood manufacturing companies have received funds under both the Wood Innovation (WIG) and Community Wood Grant programs.

These two funding streams have provided substantial, critical capital for projects ranging from replacing biomass boilers and other necessary sawmill upgrades to production of mass timber to projects that convert woody biomass to biofuels. At a time when domestic markets for lumber and residuals are desperately needed, these two programs are essential.



Also in the Forestry title is the Forest Inventory and Analysis (FIA) Program. This is essentially our country’s tree counting tool which keeps track of forested acreage in the U.S. and growth/drain ratios across our nation’s forests.

The forest products supply chain relies on updated FIA data to back up our claims that wood and paper production is sustainable and that our fiber baskets are healthy. Increasing funding for FIA so it is adequately staffed and forest data collection is timely and accurate is a high priority.

There are other important programs in the Farm Bill Energy Title that have benefited hardwood manufacturers. For those hardwood sawmills that also produce wood pellets, the Bioenergy Program for Advanced Biofuels has provided a substantial revenue stream as pellets qualify for this payment program.

In conversations with USDA officials and Congressional staff, inaction on a Farm Bill 2.0 will not mean that these programs lapse. Any continuing resolution (hopefully) will extend funds for these programs.

But it does underscore the need to focus advocacy on the appropriations process going forward and working to ensure that these vital Farm Bill programs from which we benefit are funded appropriately. What is lost due to Farm Bill inaction is the ability to update and revise these programs to better reflect current needs of the forest, the forest products industry and the overall bioeconomy.

In meeting with House Agriculture Committee Chairman Glenn Thompson (R-PA) late last month, he remained optimistic that a Farm Bill 2.0 effort would ultimately become law later this fall. The Hardwood Federation team has been working hard in both the House and Senate to support this goal and will continue our advocacy efforts in the coming weeks to making this outcome a reality.

AHMI Partner Services

Lumber Payroll software

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 cost reduction 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 (315) 750-9031 or email: nick@lumberpayroll.com.

401k Multiple Employer Plan

Appalachian Hardwood Manufacturers, Inc. members can enroll in the AHMI 401(k) Multiple Employer Plan that allows hardwood companies to pool existing retirement accounts or start new programs for employees.

Participants have access to low-cost investments like 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. The Retirement Consultants on the AHMI Plan have over 50 years of retirement plan consulting experience. You can reach out to them with any questions: John Faircloth 813-227-2892 and Michael Carey 813-227-2837. For more information, contact AHMI 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

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

Oct. 27: ISFD, High Point, NC

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

Nov. 11: ALC, Johnson City, TN

2026

Jan. 13: ALC, Greensboro, NC

Feb. 2-4: IHLA, Indianapolis, IN

March 4-8: AHMI Annual Meeting, Naples, FL

March 10: ALC, Roanoke, VA

April 21-23: NWFA Flooring Expo, Orlando, FL

For more information, please call the AHMI office at (336) 885-8315 or info@appalachianhardwood.org.

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 or email info@appalachianhardwood.org.

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.

Annual Meeting Naples Grande Resort, Naples, FL

REGISTRATION

March 4-8, 2026

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 / materials will be on site. **Reserve room online at www.appalachianhardwood.org/meetings** Room cutoff is Feb. 4.

Registration before Feb. 15, 2025:

AHMI MEMBER - \$600 per person	GUEST - \$700 per person
SPOUSE & ADULT CHILD - \$475	GUEST SPOUSE - \$575
CHILDREN AGE 10-18 - \$325, UNDER 10 - \$200	

Add \$75 to any registration fee after Feb. 15, 2026

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, 2026. Cancellations received after that will be subject to 50% forfeiture.

REGISTER for AHMI'S 2026 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, March 4 at 5:30 pm at home of Mitch & Iris Carr

Beach Fun & Drinks,
Sat., March 7 from 2-4 pm

Chairman's Banquet Saturday at 6:30 pm *(included in registration fee)*
_____ people will attend

Golf Tournament Friday at 11:45 am at *Naples Grande Golf Club*
(includes lunch, range balls. Rental clubs are available)

Name: _____ FEE: **\$360**
Name: _____ FEE: **\$360**

Fishing Tournament Friday at 12 noon sportfishing
(4-hour fishing trip, includes boxed lunch, drinks, tackle, bait, license)

Name: _____ FEE: **\$240**
Name: _____ FEE: **\$240**

Golf Event - Best Ball Tournament Saturday at 12 noon
(includes lunch, range balls. Rental clubs are available)

Name: _____ FEE: **\$200**
Pair me with _____

Croquet Tournament Saturday at 2 pm *(on site)*

Name: _____ FEE: **\$20**
Name: _____ FEE: **\$20**

Register by Dec. 31 for drawing \$100 Spa Gift Certificate or \$100 AMEX Gift Card

Check # _____ Received _____

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

TOTAL \$ _____