



Appalachian Hardwood News

November 2025



White Oak Dominates HP Furn. Market Species

There was keen interest in American products at the High Point Furniture Market and this focused attention on Appalachian hardwood species.

The tariff situation is ever-changing and retail buyers at the twice annual exhibition were seeking products that had stable pricing. Domestic manufacturers reported that was an early question for many who visited the 12 million square feet of showroom space in High Point on Oct. 25-29.

Several makers highlighted USA goods with signage and banners. Others are known for their product origin.



Century Furn. cabinet

“We had several new buyers talk with us because they know we make it in Virginia and we can deliver quickly,” said Doug Bassett, president of Vaughan-Bassett Furniture. “They like that and want the stability that comes with it.”

The Galax, VA manufacturer offers bedroom groups made of solid soft and hard maple, oak and a mixed maple/walnut design that was new for market. It was well-received as were other pieces.

“We are all about maple this market with several new designs of our own and our partnership with Ben and Erin Napier,” Bassett said.

(See Furniture on page 3)

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 planned business presentations are:

* **Automation Progress For 2026** - AHMI has enlisted a panel of suppliers to discuss minor tweaks and major upgrades that are available in 2026 to increase efficiency.

* **USDA Funds Rural Development** - The USDA offers grants to companies in rural regions to fund energy development assistance and efficiency improvements. The guarantees also support loan applicants who want to establish, reopen, expand, or improve a sawmill or wood processing facility.

* **SUSTA Connects Foreign Buyers** - The Southern United States Trade Association (SUSTA) works to increase the export of southern U.S. agricultural products. It offers 50% cost share / reimbursement for export marketing expenses.

* **Real American Hardwood Update** - Coalition Board members will share plans for 2026 targeting architects and designers.

* **AHMI Group Health, Retirement, Software Programs** - Delta Wealth will explain health insurance and wellness benefits for member companies. One program is funded through tax savings.

* Annual Business & Board Elections

* Producer & Distributor Meetings

(See Annual Meeting on page 3)



Naples Grande Resort, Naples FL

The way I see it...

By Tom Inman, AHMI President

...tariffs were on the mind of buyers and sellers at the recent High Point Furniture Market.

Buyers want to know if pricing and availability will remain constant. They were asking manufacturers where the products were made. Those made or at least partially produced in the USA were easily identified.

"Made in the USA" and flags were prominent in showrooms of domestic makers. The exhibitors said new customers were responding to the marketing and inquiring about the goods.

Most of these US companies were using American hardwoods, veneers and plywood / engineered wood in these products. They were marketing the species, especially white oak and walnut which lead the way, but also maple and cherry.

Yes, cherry was available in a dozen showrooms in a medium brown or natural finish with little "red" coloration. Buyers were responding to the new look for cherry with orders.

Maple bedroom and dining room dominated both the Bassett Furniture and Vaughan-Bassett Furniture showrooms. The designs showcased the color in soft maple and character of wormy wood.

It is interesting that more manufacturers were marketing the origin of the wood. "American" preceded the species identified on product cards.

That should boost American hardwood lumber inquiries in coming weeks. These plants, whether in Hickory, NC, or Ho Chi Minh, Vietnam, will need lumber to meet the forecasted buying demand of American consumers.

Home News Now reports that furniture retailers, manufacturers and marketers should be preparing for increasing sales the next two quarters.

"There is a growing number of first-time and value-conscious buyers that are seeking versatile, smaller-scale furnishings for transitional spaces. Stores must offer financing, delivery and design help that reduce friction for newly stressed homeowners," the online news service reports.

Is that a light at the end of the furniture tunnel? The forecast is for brighter times.

Annual Meeting from page 1

NETWORKING - CONNECTING - SOCIALIZING

FUN!! scheduled daily:

- **Annual Golf Tourn.** Friday
- **Annual Fishing Tourn.** Friday sportfishing
- **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 info.

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!

Furniture from page 1

"This continues to perform well in all of our markets."

Vaughan-Bassett also expanded its solid wood Artisan & Post bedroom line with Pure Maple, which is also part of the Erin & Ben Napier licensed collection. Made with solid maple, it includes several bed options and companion case pieces in several finish options and also has an upholstered bed in several fabric options.

Gat Creek Furniture introduced new designs in solid walnut and solid maple. The walnut group had a clear urethane finish that is baked on and extremely hard, said Gat Caperton, owner.

"We have been working on this finish to make it the most durable in the market, we believe," he said. "Our customers like the look and the way it shows off the grain."

Gat Creek had two groups in maple with painted finishes. The look was fresh and appealing to buyers, he said.

White oak dominated most of Century Furniture's new designs. The hardwood collections have styling with natural, washed and dark finishes that show off the grain.

Lexington Home Brands showed its newest collection, Copacabana, which features 30 case goods pieces made with white oak veneers.

Kincaid Furniture expanded groups in both oak and alder. The company specifies species when placing order with international manufacturers.

The groups were well-received by retailer buyers and designers.

The next High Point Market is April 25-29, 2026.

Appalachian Hardwood Manufacturers, Inc., and Real American Hardwood spoke to furniture and interior designers about American hardwoods in biophilic design. AHMI's Tom Inman discussed "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.



Kamiya won Designer Maker for walnut bedroom

Solid Hardwood Designs Win Pinnacle Awards

Pinnacle Awards are the top prizes given to furniture designers annually for unique pieces by The International Society of Furniture Designers. The 2025 recipients included pieces from key American species.

Appalachian Hardwood Manufacturers Inc. sponsored the Designer – Maker Category and the winner was Jeremy Kamiya of Kamiya Furniture for his Covenant Bed. The piece was made from American walnut and was described as a marriage of natural material - each component held together by fit, not by force.

It included sliding dovetail stretchers, dowel-reinforced haunched through-tenons and hand-cut, polished brass pins and wedges. The company is headquartered in High Point, NC, and Kamiya is a repeat winner.

Real American Hardwood sponsored the Biophilic Design Category and there was a tie between winners Bernhardt Furniture for its Madura Outdoor Sofa and the Pelican Storage Chair and Perriand Table by Hévée House.

Designed with exterior wood-grade materials, the sofa has plush cushions for entertaining and relaxing. The Perriand Table features a spacious tabletop and three drawers, allowing for shared use while respecting individual needs. Its ingenious design offers a perfect balance between collaboration and independence.

There were two dozen Pinnacles given with 18 products made from wood.

Wood Innovations Grant Applications Are Due Soon

Appalachian Hardwood Manufacturers, Inc. encourages members to work now on 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> for updates.



EXPORTS

EU Tweaks EUDR, Dates For Implementation Same

The European Commission in October published its proposal to amend the EU Deforestation Regulation. **The significant change is that the EC is no longer proposing a general delay to the EUDR, and the application date remains December 30th, 2025.**

However, there are two specific adjustments made to the timeline:

- “Micro and small” EU operators would have until 30 December 2026 to comply. This concession would apply only to EU operators with net turnover of up to EUR 8 million and average 50 employees. It would not apply to medium or large sized operators above these thresholds. (This definition applies to the EU importer, NOT the exporter.)
- EU Member States will only begin checks on operators and applying enforcement measures after 30 June 2026. In the interim, regulators may issue warnings to operators, accompanied by recommendations to achieve compliance, where they “become or are made aware of non-compliance”, but they wouldn’t apply sanctions.

Please note that this proposal still needs to be approved by both the European Parliament and the Council before it can enter into force.

American Hardwood Export Council Environmental Policy Director Rupert Oliver has reviewed the proposal and believes it once again highlights the need and value of all U.S. hardwood exporters to sign up for the American Hardwood Assured program at www.hardwood.us.

The website offers AHA Statements that detail the low risk of American hardwoods and allow exporters to list the county of origin. It provides an effective and verifiable process to assure end users that U.S. hardwood is both legally sourced and deforestation-free.

AHA delivers this assurance at scale using the latest remote sensing and identification technologies combined with expert risk assessment.

Hardwood Industry Makes Voice Heard

By Dana Lee Cole, Hardwood Federation Executive Director

On Tuesday, October 14, the Hardwood Federation transmitted a letter to Trump Administration officials making the case that U.S. hardwood companies should be included in any trade assistance programs addressing agriculture industries negatively impacted by trade and tariff policies.

While the farming community, particularly those who harvest soybeans are the focus of significant attention as exports have slowed, it is important for decision makers at the highest level to understand that the hardwood industry, an important agricultural industry sector, is also suffering from uncertain global markets.

The letter was sent to U.S. Department of Agriculture Secretary Brooke Rollins, U.S. Department of Commerce Secretary Howard Lutkin, U.S. Treasury Secretary Scott Bessent, and U.S. Trade Representative Jamieson Greer. Over 430 hardwood mills, manufacturers, yards, logging companies, and suppliers signed on to the letter.

A copy of the letter and other information is available at www.hardwoodheartland.com/media

Working with Monument Advocacy, a D.C. based consulting group hired by the Federation to increase our outreach capacity, the industry letter has resulted in significant attention from the press.

And we are not done yet. Monument continues to share the letter with state and local press outlets and connect hardwood industry members



Harold White Lumber Co. log yard



Chris Keziah of Oak Ridge Hardwoods

with journalists as requested. If you have press contacts in your local area, feel free to share the letter and encourage coverage.

Articles from home states are also being shared with Members of Congress. The federal government shutdown has closed the doors of many offices, but officials are still working in their home states.

It's a great time to share the letter with your representatives and senators. You can find office e-mail addresses at [Contact.Gov](https://www.contact.gov).

The Hardwood Federation continues to focus advocacy efforts on raising awareness of current challenges facing the industry and the need to structure trade agreements that support exports or provide bridge support to sustain hardwood operations until such deals can be achieved. Thank you to everyone that has supported the Hardwood Federation as we make every effort to address the challenges of today.



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.

Group Health, Wellness Available To AHMI Members

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 and 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.

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

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

March 11-12: Ohio Forestry Assoc., Columbus, OH

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

April 25-29: High Point Furniture Market, High Point, NC

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.

Wellness Program

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.

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 _____ **TOTAL \$ _____**
 Credit Card # _____ Exp. _____ Sec. Code _____ Billing Zip _____