

## Flooring, Furniture Shows Seek Business

When the flooring and furniture industries meet in the next three weeks, there is great desire for business improvements.

The National Wood Flooring Association's Expo is April 21-23 in Orlando and the High Point Furniture Market is April 25-29 in North Carolina. For the past two years both wood consuming industries are waiting for markets to turn.

Flooring and furniture makers and sellers have dealt with the post-pandemic slumps as consumers turn their attention to out-of-home spending. More recently, the war in the Middle East has meant dramatically increased costs in anything that is petrochemical-based, from the materials used to make furniture to the costs of transporting products via ocean and land vehicles.

Sales of furniture, according to the U.S. Department of Commerce, fell 5.6 percent in February versus a year ago, down to an adjusted estimated \$10.89 billion. Through the first two months of 2026, furniture has \$19.87 billion in sales, off 4.8 percent from a year ago.

### AHMI Hosts Chinese Furniture Makers In High Point

Appalachian Hardwood Manufacturers, Inc. is partnering with the North Carolina Department of Agriculture to host furniture manufacturers from China during the High Point Market.

The group arrive Saturday, April 25 and will attend Market on April 26. They plan to tour showrooms to view furniture on display.

**AHMI will host a dinner on Sunday, April 26** in Winston-Salem and all AHMI members are invited to participate. There will be a brief presentation and then time for individual conversations.

For more information or to register to attend, please contact the AHMI office at (336) 885-8315. There is also sponsorship opportunities starting at \$100.

## International Buyers Understand Appalachian

Appalachian Hardwood Manufacturers, Inc. is taking advantage of membership in the Southeastern United States Trade Association and met with seven buyers from Vietnam and India in March.

The inbound mission brought companies who were already buying lumber and logs from the U.S. Most of the group were very familiar with Appalachian hardwood products and focused on sawmills and distribution yards in the region.

AHMI publishes its map on most materials and the buyers asked about products from specific states. The common requests were for white oak, red oak, poplar and walnut in 1COM and 2COM grades.

Their contacts have been shared with AHMI members by email in March. It included buyer contact and species details. For more information, contact the AHMI office.



*AHMI's Tom Inman (right) meets with buyers from India in Greensboro, NC, as part of the inbound trade mission by SUSTA*

## *The way I see it...*

By Tom Inman, AHMI President

...the rising cost of diesel fuel and transportation could not come at a worst time for the hardwood industry.

Forest harvesting operations and product transportation relies tremendously on truck transportation. The overwhelming majority of this equipment runs on diesel fuel which is more than \$5 a gallon in most states - up more than \$1.39 a gallon since before the war against Iran.

The diesel price hikes push up costs for everything else. Diesel is used to move most retail goods and truckers and retailers are likely to pass along higher transportation costs to buyers.

Surcharges are already on timber invoices and other transportation. It is an added cost most sawmills cannot afford.

One Producer member said this week that they are attempting to pass on the added cost to customers. It is met with resistance.

Another company ties its pricing to the motor fuel index. It is a component of the Consumer Price Index (CPI) and published monthly at the U.S., regional, and area level.

The CPI returns every month to the sampled outlets to obtain the current prices of the selected items, including any changes or discounts. Any characteristics of the selected items that have changed are identified and reviewed.

The company pays fuel surcharges based on the index so it can increase or decrease accordingly. The company's customers understand its pricing and allow for adjustments up and down.

Across the board, a large majority of index prices are based on the average price in the market. Unless you buy hundreds of millions of gallons a year, you may not be able to buy at or below the low, but you can get close.

Many contracts use an "Average-Minus" approach, where your price is the prevailing market average price minus a differential. That certainly makes sense during a time when every expense matters.

The ability to recognize and adjust for added costs can be the difference in profitability.

## Expo Richmond Is April 17-18



Join thousands of forestry professionals at EXPO Richmond 2026 - the 40th East Coast Sawmill, Logging & Pallet Equipment Exposition on April 17-18.

Experience two full days of exhibits, live machinery demonstrations, hands-on product exploration, and industry-leading educational sessions. Experience the best networking events for forestry professionals in the Mid-Atlantic region.

Please visit the **Appalachian Hardwood Booth 117** in the main building. There are more than 300 indoor and outdoor exhibitors showcasing sawmilling, kiln drying, pallet manufacturing and wood processing technologies.

There will also be harvesting and biomass machinery, material handling, trucking, and optimization solutions.

Visit [www.exporichmond.com](http://www.exporichmond.com).

## NHLA Offers Sawmills Benchmarking Study

NHLA and The Beck Group is currently offering a **Hardwood Lumber Benchmarking Study and Competitive Assessment**. The program provides a confidential assessment to help participating mills understand their operational and financial performance relative to peers.

The study collects data from participants to evaluate costs, staffing, yields, and sales realizations. Each participating mill will receive customized, confidential reports.

For more information or to register, scan the QR code below:



# 2026 Appalachian Hardwood Resource Guide Available

The Appalachian Hardwood Resource Guide for 2026 has been published in print and electronic form to aid purchasing decisions for Appalachian Hardwood Lumber, Logs and Products.


AHMI has mailed the Guide to thousands of buyers across the U.S. and emailed to more than 10,000 people internationally. Additionally, AHMI has secured a database of 22,000 lumber buyers, designers and architects in the U.S. who will receive it electronically.

The *Resource Guide* will be distributed at trade shows like the NWFA Wood Expo in April, Expo Richmond in April, the High Point Furniture Markets in April and October, the Furniture Manufacturers Expo in Charlotte in June, the IWF in Atlanta in August, the NHLA Convention among other events this year.

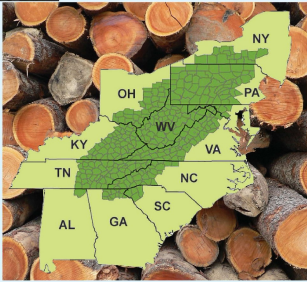
This information is available on the AHMI website at [www.appalachianhardwood.org/resource-guide](http://www.appalachianhardwood.org/resource-guide)

To receive additional printed copies, please contact the AHMI office.

*Appalachian Hardwood Manufacturers, Inc.*  
**2026 Resource Guide**



**Specify Appalachian**  
 Lumber  
 Logs - Timber  
 Products

AHMI's Tom Inman (left) meets with Darryl Wilkes and Steve Yelland



of JFR Holdings Inc. at Woodpack Global

## Pallet Association Rebrands; Makers Report Slow Sales

The National Wood Pallet and Container Association has rebranded to build a stronger, more connected future for wood packaging, anchored in U.S. leadership and advancing opportunity worldwide.

Woodpack Global was unveiled at its Annual Leadership Conference in late March. The name reflects the explosive growth, cutting-edge innovation, and boundless capacity that define today's wooden packaging sector, officials report. As global supply chains evolve, this rebranding captures the industry's unstoppable momentum and its critical role in moving the world's goods.

The conference was attended by hundreds of pallet manufacturers, suppliers and industry leaders. Business sessions explained both pallet and crating design software applications, how to tell the industry's story and lumber forecasts.

Softwood lumber availability is rising as hardwood inventories are stable. Forecasts for pricing reported slight increases.

The mood among attendees was hopeful as many report slow sales as the economy remains flat. Others said a substantial increase in recycled pallets has reduced demand for new products.

AHMI visited with dozens of makers and suppliers during the event.

# Make Your Voice Heard in D.C. June 9-10

*By Dana Lee Cole, Hardwood Federation*

Dates for the annual Hardwood Fly-In to D.C. have been set and **registration** is open! This year we will meet in Washington D.C. on Tuesday, June 9 and Wednesday, June 10.

Not only is the Fly-In a unique chance to share your insights, concerns, and opportunities with your Members of Congress, it is also a great way to celebrate the United States' 250<sup>th</sup> Birthday. Washington will be in full celebration mode in June, with **special events** to enjoy before or after the Fly-In.

This year we have tried to make our **agenda** as tight and focused as possible to make the best use of your valuable time. As in the past, we will start with a welcome reception on Tuesday and spend Wednesday on Capitol Hill meeting with your elected officials. We will end our Fly-In early in the evening on Wednesday with two select PAC events for our friends on both sides of the aisle.

If you are considering participating in the Fly-In for the first time, please be assured that the Federation team will hold briefing session before and during the Fly-In, develop materials to share, identify a state or regional group of peers for you to spend the day with, schedule meetings, and be available to answer any questions you may have.

Trade associations, like the Hardwood Federation, are important to the business community because they are able to focus day in and day out on a specific problems and can consistently communicate with and educate policy makers on the impacts proposed legislation and regulation can have on employers and employees in their communities.

Trade associations also develop consistent messaging that represents general industry agreement on important issues. In a perfect world, everyone in the industry can deliver the same message and strengthen the argument to make policy that best supports hardwood businesses. Your day-to-day focus is on business, not on politics. The Hardwood Federation focuses on politics to make your job easier.

The Hardwood Federation team is proud to represent the industry in Washington. But we can't and don't do it by ourselves. The Hardwood Federation



Fly-In to Washington D.C. has always been a highlight of our advocacy program. The second Trump Administration has moved at a blistering pace over the last year, making decisions and initiating policies that will have long term, significant impacts on the U.S. Hardwood industry. Global and domestic events are creating noise in D.C. that is loud and unending, but we continue to raise our voices over the din. We urge you to join us in June. Meet your federally elected officials. Tell your story. Network with your peers. Help us make the case for policies that work FOR the hardwood industry, not against it.

The Fly-In is an excellent opportunity for members of the hardwood industry to educate members of Congress about the U.S. hardwood industry and let their Members of Congress know just how businesses and employees are affected by the decisions being made on Capitol Hill. In the current fast-paced environment it is difficult to say for sure which issues will be red hot in June; potential priority issues include economic relief for hardwood industry companies, transportation, and regulatory reform. We will be ready to prepare you and your peers for whatever the topic of the day turns out to be.

A limited block of rooms is available at the Fly-In Host Hotel, the Embassy Suites D.C. Convention Center. **Register** today to take advantage of our special rate!

From past experience we know that direct communications with knowledgeable industry members is key to establishing and growing legislative contacts and their awareness of the Hardwood industry. Your participation is important...and very much valued. You can find out more about the Hardwood Federation, our priority issues and register for the Fly-In at **[www.hardwoodfederation.com](http://www.hardwoodfederation.com)**. Please reach out to us if you have questions or thoughts.

## Member Benefits

### 401k Multiple Employer Plan

AHMI members can enroll in the **AHMI 401(k) Multiple Employer Plan** for 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. AHMI's retirement consultants, Tampa Wealth Management Group | UBS Financial Services, have over 50 years of retirement plan experience. Contact: John Faircloth 813-227-2892 and Michael Carey 813-227-2837 or AHMI at 336-885-8315.

### Group Health, Wellness

AHMI member companies have access to group health insurance and group wellness programs.

The **Benefit Health Plan Inc.** offers four health insurance options and the largest independent, nationwide primary preferred provider organization. There are 920,000 practitioners, 4,800 acute care hospitals and 87,000 ancillary facilities in system.

**Employer's Choice** offers wellness options that are partially funded by tax savings under ACA. These preventative care programs 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](mailto:info@DeltaWealthServices.com) to schedule a time with a dedicated agent.

### 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. For more information, contact Nick Koen at Lumber Payroll at (315) 750-9031 or email: [nick@lumberpayroll.com](mailto:nick@lumberpayroll.com).

## AHMI Event Calendar

AHMI 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:

### 2026

April 16-18: **Expo Richmond**, Doswell, VA

April 21-22: **NWFA Flooring Expo**, Orlando, FL

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

April 30-May 3: **ALC Meeting**, North Myrtle Beach, SC

May 5: **Appalachian State Univ. Furniture Design Contest**, Boone, NC

May 13: **DHA Annual Meeting**, Asheville, NC

May 27: **SCAD Furniture Design Contest**, Savannah, GA

June 3-4: **Furniture Manufacturing Expo**, Charlotte, NC

June 9-10: **Hardwood Federation Fly In**, Washington, DC

Aug. 1-4: **AHMI Summer Conference**, Williamsburg, VA

Aug. 24-28: **International Woodworking Fair**, Atlanta, GA

Sep. 8: **ALC**, Tryon, NC

Sep. 16-18: **NHLA Convention**, Cleveland, OH

Sep. 21: **PennYork Club**, State College, PA

Sep. 22-23: **PFFPA**, State College, PA

Oct. 17-21: **High Point Furniture Market**, High Point, NC

Oct. 19: **ISFD Pinnacle Awards**, High Point, NC

Nov. 10: **ALC**, Johnson City, TN

For more information, contact AHMI office at (336) 885-8315.

### 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 [info@appalachianhardwood.org](mailto:info@appalachianhardwood.org).

## RAH Videos Attract Views

**Real American Hardwood** continues to push out new social media posts and videos that are hard-hitting the substitutes!

Posts in April have told consumers that Real American Hardwood is in more places than you think and your brain knows the difference between real and fake.

"Here is what real wood actually does to the people living with it:

- Reduces stress levels
- Improves mood and focus
- Adds warmth your nervous system literally registers
- Creates a sense of calm no synthetic surface can replicate"

Visit Real American Hardwood on Instagram and Facebook and share these posts. Follow us and ask your employees to share on their socials.

Reach out today to learn more at [realamericanhardwood.com/industry](http://realamericanhardwood.com/industry). Watch a variety of videos at: <https://www.facebook.com/reel/26608719435379349>

## SAVE THE DATE!!



**2026 AHMI Summer Conference**  
**Williamsburg Lodge, Williamsburg, VA**  
**August 1-4, 2026**

Celebrate the nation's 250th Anniversary & Colonial Williamsburg Foundation's 100th at the 2026 AHMI Summer Conference.

The business program will include reports on domestic and international markets, a tour of the historic pit sawmill and report from one of the nation's founders.

The agenda includes dinner at Shield's Tavern, receptions, golf and croquet and networking. Full details will be available soon. Please visit:

[www.appalachianhardwood.org/meetings](http://www.appalachianhardwood.org/meetings)

*Stiles' staff show ability of solid wood equipment*



## Stiles' Manufacturing Days Draws Record Crowd

Stiles Inc. holds its biannual Manufacturing Solutions Days at its High Point location with more than 400 attendees.

The company showcases its new equipment with detailed explanation and product demonstrations. The facility has saws, moulders, sanders, routers and finishing equipment

AHMI had a booth on Supplier Row to offer Resource Guides and solid hardwood information.

## Comact Buys Oleson Saw

Comact, a global leader in high-performance OEM wood-processing technologies, announces the completion of its acquisition of Oleson Saw Technology, a well-established leader in wide bandsaw blade manufacturing.

The transaction strengthens Comact's cutting and saw technology offering and further expands its aftermarket and consumables portfolio for the wood processing industry.

Based in York, PA, Oleson Saw Technology has built a strong reputation for supporting sawmills across North America with quality-manufactured wide bandsaw blades and filing room equipment. Oleson will continue operating from its existing York facility, ensuring continuity for customers and employees.

As part of the transaction, Comact reaffirms its commitment to supporting Oleson's continued distribution of high-quality, Swiss-made ISELI filing room equipment for bandsaws and circular saws.