



Since 1928

# The Standard

Monthly Newsletter of APPALACHIAN Hardwood Manufacturers, Inc.

*Demand the Appalachian Standard*

December 2007



## Verified & Certified Highlight 2008 Agenda

Appalachian Hardwood Manufacturers, Inc. will tout its Verified Sustainable program and introduce a pilot project for forest certification at the 80th Annual Meeting.

The 2008 Annual Meeting and Convention are set for Feb. 20-24 at The Marco Island Marriott, Marco Island, FL. The meeting will be highlighted by informative business sessions, change in leadership and addition of new board members.

The agenda will include success stories from AHMI's Verified Sustainable program. There are 60 AHMI member companies participating in the campaign and approximately 10,000 certificates have been distributed around the world.

"We continue to hear very positive reports from members of the acceptance of this promotion from their customers," Inman said. "Other companies are learning about it and contacting AHMI about membership and what it takes to be involved."

The AHMI Board of Trustees plans to announce an agreement for a certification pilot program with one if not both major U.S. certification schemes. AHMI staff and leaders have worked for several months to develop a program to assist AHMI member companies to achieve certification for operations.

"We want to offer members a broad array of choices that AHMI can help them to understand and participate in if their business calls for it," Inman said. "We believe that working together as an association, we can develop the best offerings to fit the needs of the marketplace at a price that is economically feasible."

With the Presidential, Senate and House elections in 2008, AHMI members will receive an update from Hardwood Federation Executive Director Deb

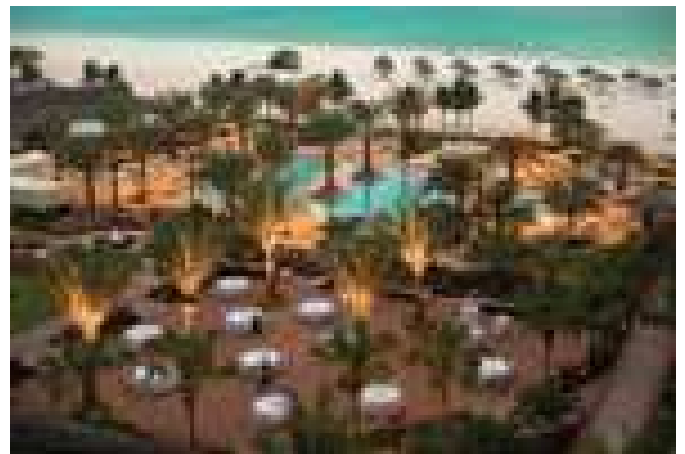
Hawkinson. The forecast and plans for the Federation should be of keen interest.

The second day of business will focus on transportation issues. AHMI has invited representatives from the major eastern U.S. Port authorities to explain each of their facilities and share in a panel discussion of freight issues at the ports.

"We believe all of these issues are extremely important to our members in 2008," Inman said. "Certification, the elections, and transportation will impact every company at some level next year so our sessions should help you prepare."

The Marco Island Marriott recently completed a \$187 million renovation and redesign that added even more wondrous experiences to this already acclaimed destination, the management said. There are renowned restaurants, championship golf, a world-

**(See Meeting on page 3)**



**The view from guest rooms at Marco Island Marriott where AHMI will be hold its 2008 Annual Convention Feb. 20-24**

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### APPALACHIAN Future Meetings

**2008 Annual Meeting - Feb. 20-24**

Marco Island Marriott, Marco Island, FL

**2008 Summer Family Conference July 27-29**

The Grove Park Inn, Asheville, NC

**2008 Inter-Industry Meeting - TBA**

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

**By Tom Inman, AHMI President**

...2007 is winding down and will be a phenomenal year for Appalachian Hardwood Manufacturers, Inc. In preparing year end reports and accounting, I have been reviewing our progress for 2007. The news is very good.

AHMI has 213 members across its five divisions. There are more than two dozen prospective members that have received letters and applications after contacting the office or those I believe would benefit from membership. We mailed 2008 renewal information to current members last week and are already receiving checks and updated information.

These are good signs for any association. Our goal is to provide services that benefit our members and the best way to gauge that is participation. This year will rank as one of the top in promotion of Appalachian Hardwoods, registration of new members, meeting attendance and financial success.

...lumber sales continue to be slow. Many hardwood manufacturers are reporting that lumber is moving but margins are razor thin. Other mills and yards have storage sheds that remain full and shipments are quickly replaced with new production.

"I have never seen it like this before," one long-time manufacturer said this week. "It is just so slow. Our sales people are saying that there just aren't any new orders out there for six weeks from now."

I am an optimist. I believe it is times like these that you review what you are doing and determine new and better ways to perform. The saying goes that if you keep doing the same thing then you can expect the same results. Those who will remain in the hardwood lumber industry know it and are the ones seeking those new and better ways.

...the best flight choices for Florida in February are going quickly for the 2008 AHMI Annual Meeting. The Southwest Florida International Airport in Ft. Myers is your best choice for getting to Marco Island but Miami is just a little farther away with hundreds of flights daily. Rental cars go just about as fast so if you have not made your reservations to fly and drive, I encourage you to make those today. The Marco Island Marriott reports that all of the suites in our block are taken but rooms remain available. Take a minute to call them today at 1-800-438-4373 and book your room before Jan. 22. It will be here soon.



## **MEMBERSHIP**

HIGH POINT - Appalachian Hardwood Manufacturers, Inc. welcomes the following new members to the association:

### **Producer**

Clear Lake Lumber Co.  
Mark Brown  
PO Box 129  
Spartansburg, PA 16434

### **Distributor**

L.R. McCoy & Co., Inc.  
Jed Dawson  
120 Front St., Ste. 800  
Worcester, MA 01608-1415

### **Consumer**

Tarkett Wood Inc.  
Wendy McIlquham  
2225 Eddie Williams Road  
Johnson City TN 37601

New members are the lifeblood for all organizations. If you know of a company that should be a member of AHMI, please contact Tom Inman at (336) 885-8315.

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## **AHMI's 2008 Renewals**

HIGH POINT - Appalachian Hardwood Manufacturers, Inc. mailed its 2008 membership renewal information on Dec. 1. For the 16th consecutive year, AHMI dues have remained at the same level for all divisions.

Membership in the association assures the promotion of Appalachian hardwood lumber and products will continue around the world. AHMI signed up 18 new members in 2007. Exciting plans are developing for 2008 that will further benefit member companies with certification and promotion, said AHMI President Tom Inman.

"We have accomplished many key promotion programs in 2007 and will expand those efforts next year to reach a wider audience," he said. "Our plan is that the association will grow and continue to adapt to the marketplace."

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

## Meeting from page 1

class spa and a wide range of activities. These include upscale shops for men and women, a free-form fantasy pool with views of the Florida Gulf, new dining options and completely redesigned and redecorated guest rooms.

"The facility is truly first class and you walk out of the resort right onto the white sands of the Gulf of Mexico," Inman said. "We are going to take advantage of that with a special beach reception one night where participants can sport their Hawaiian shirts and flip flops and relax."

AHMI will recognize members achieving 50-year and 25-year status. There will also be the annual golf, tennis, and sporting clays tournaments.

"This year will mark the changing of leadership for AHMI," Inman said. "For the past two years, John Crites has done an exceptional job directing the board and leading the association and he will be handing the gavel to Rick Armstrong of Homer Gregory Co. We will honor both of these men and others who have completed their terms on the board and new trustees who are joining us."

An invitation along with registration materials was sent recently to members to announce the dates and encourage them to make flight and room reservations. AHMI has rooms remaining and members are urged to make their resort reservations as soon as possible. Please view more information about the resort at [www.marcoislandmarriott.com](http://www.marcoislandmarriott.com) or contact the AHMI office at (336) 885-8315.

Flights to Florida in February also fill very quickly. Please make your travel plans soon to receive the best choices. A meeting registration form is on page 6 of this newsletter or you can register and pay online at [www.appalachianwood.org/meetings.htm](http://www.appalachianwood.org/meetings.htm).

## AHMI Offers Sponsorships

Appalachian Hardwood Manufacturers, Inc. is seeking sponsors for the 2008 Annual Meeting and Convention. These sponsorships enable the association to keep registration fees low and provide outstanding programs and entertainment.

The following opportunities are available:

Business session speakers

Saturday reception

Coffee breaks

Other meeting sponsorship opportunities are being considered. Please contact the AHMI office at (336) 885-8315 for more information.

### 2008 Annual Meeting Agenda

#### Wednesday, Feb. 20

**6 p.m.** Early Bird Reception *Chairman's Suite*  
*Dinner on your own*

#### Thursday, Feb. 21

**4-5:30 p.m.** Registration *Lobby area*

**6 p.m.** Welcoming Social *Tiki Beach*  
*Dinner on your own*

#### Friday, Feb. 22

**9 a.m.** General Session *Palms Ballroom*  
80th Anniversary Presentation

AHMI Member Anniversaries

AHMI Verified Sustainable Successes -  
Panel Discussion

AHMI Certification Program Pilot

**12:30 p.m.** Golf Tournament *The Rookery*  
*Medal Play*

**1 p.m.** Sporting Clays *Port of Islands Gun Club*

**6 p.m.** Reception *Sunset Terrace*  
*Dinner on your own*

#### Saturday, Feb. 23

**8 a.m.** Producers Meeting *Palms Ballroom*  
*(open to producers only)*

**8 a.m.** Distributors Session *Palms Ballroom*  
*(open to all meeting attendees)*

**9:15 a.m.** General Session *Palms Ballroom*  
80th Annual Meeting, Chairman's Report  
and 2008 Plan of Work

Election of Officers and Board

Eastern U.S. Port Authorities Roundtable -  
Various representatives

2008 Election Cycle and Hardwood  
Federation - Deb Hawkinson, HF Executive  
Director

**12:30 p.m.** Golf Tournament *The Rookery*  
Consecutive Tee Times - Captain's Choice

**2 p.m.** Tennis Tournament *Marco Island*  
*Club Courts*

**6:30-7:30 p.m.** 80th Anniversary Reception  
*Palms Ballroom Royal & Coconut*

**7:30 p.m.** 80th Anniversary Banquet  
*Palms Ballroom Royal & Coconut*

#### Sunday, Feb. 24

NO FORMAL BUSINESS

HAVE A SAFE TRIP HOME!

## USFS Eyes Certification For National Forests

The Forest Service is considering joining the ranks of private and state forest managers who have had their lands and timber products stamped with a "green" label.

At issue is whether the federal agency should apply for an independent certification of one or more national forests -- an effort that gained momentum with delivery of a report last month from the nonpartisan Pinchot Institute for Conservation.

Certification for the wood products industry is a voluntary, nonregulatory, market-based promotion of responsible forestry practices that ensures wood is harvested from sustainably managed forests. For the Forest Service, which already operates under strong environmental laws, certification would offer an image boost.

"The national forests out of all land ownerships in the United States have had 30 years of intense controversy," said Al Sample, president of the Pinchot Institute. "When it comes to the question of providing public reassurance and rebuilding trust, they feel third party certification could be something of great value."

Forest Service senior policy analyst Doug MacCleery says the agency could benefit by having an independent, third-party evaluation of its activities, comparing them with international standards and reporting to the public and stakeholders.

## Conservation Plan Addresses Development

WASHINGTON - As homes and shopping malls proliferate, the United States loses about 6,000 acres of open space every day, four acres per minute.

Now the Forest Service is developing a national strategy to protect and conserve open space. The plan, announced last week, will use partnerships with private landowners and state and local governments to identify areas most in need of protection.

The Forest Service also will work with Congress to create tax breaks and other incentives to promote conservation and reduce development. The conservation plan takes effect immediately.

Preserving open space is one of her top four goals, Kimbell said. The others are improving forest health to reduce the risk of wildfire, controlling invasive species and managing outdoor recreation. forest land is privately owned.



## PROGRAMS

### Lumber Grading Course

A Hardwood Lumber Grading Short Course has been scheduled for Dec. 12-14 at Haywood Community College in Clyde, NC.

The course is designed to provide an introduction of the NHLA hardwood lumber grades and accepted practices. Students will be given the basic knowledge of hardwood lumber grades and how to apply the rules in grading, measuring, tallying and manufacturing lumber.

The cost to attend is \$200, which includes lunch each day and an NHLA Rule Book. To register, call Kristie Norton at (828) 627 4505 or email [knorton@haywood.edu](mailto:knorton@haywood.edu).

### Competitive Advantage Workshop Set

Gaining a Competitive Advantage: Insights for Smaller-Sized and Start-up Eastern Hardwood Manufacturers Seminar - Wood Education & Resource Center, Princeton, WV on Jan. 16, 2008.

This seminar will target smaller sized and start-up manufacturers of eastern hardwood products, from primary producers to secondary manufacturers. Participants will gain a competitive advantage by learning about emerging product demand trends in the building products industry and how to respond effectively to these trends.

Participants will also learn how to use new product development and commercialization tools. Contact Ronda Oglesby at 301-430-6262 or [roglesby@nahbr.org](mailto:roglesby@nahbr.org) for registration information.

### WV Forestry Symposium

The 23rd Annual A. B. Brooks Forestry Symposium will be held on Feb. 6-7, 2008 at the Charleston House Holiday Inn, Charleston, WV. This is an excellent opportunity to meet with West Virginia's elected officials and discuss any legislative concerns. The 2008 WV Tree Farmer of the Year will also be recognized at this time.

For room reservations at the Charleston House, call (304) 344-4095 and mention you are with the West Virginia Forestry Association A. B. Brooks Forestry Symposium by the room cut off date of Jan. 16. For meeting registration information, please contact WVFA at 304-372-1955.

## Furniture Factory Orders, Shipments Decline

*Reprinted from Furniture Today*

HIGH POINT — Furniture factory orders in September were down 2% from the same month a year earlier, while shipments were down 6%, according to Smith Leonard's monthly survey.

The High Point-based accounting and consulting firm reports that 68% of the U.S. residential furniture manufacturers take part in Smith Leonard's monthly survey. It reported lower orders in September than a year earlier, and 74% reported lower shipments.

For the year through September, orders were running 4% behind the 2006 pace and shipments were down 5%.

The newsletter noted that the industry continues to struggle with recent announcements of retail failures, the soft housing market and likely price increases on Chinese product. The report had a bright spot: 32% of factories did report order gains in September and that people are still buying furniture.

## Consumer Outlook Drops To Low For Year

NEW YORK — The Conference Board's Consumer Confidence Index fell for the fourth consecutive month in November, hitting its lowest level of the year. The index, which measures consumers' assessments of current economic conditions and their expectations for the future, was measured at 87.3 in November, down from 95.2 in October. The index hit its 2007 peak at 111.9 in July, but has declined steadily since then.

The index, which is based on interviews with 5,000 U.S. households, also showed that consumers expect inflation to rise and stock prices to drop. Most, however, said they planned to spend more on Christmas gifts this year than 2006.

In addition, only 12.4% of those interviewed expect business conditions to improve during the next six months and 16.7% expect conditions to worsen.

Of the nine U.S. regions in the survey, only one — New England — registered an increase from October to November. However, its November number of index of 79.3 was the second lowest number among the regions.

The highest regional score was the west south central at 121.6. That region includes Texas, Louisiana, Oklahoma and Arkansas.



## MARKETS

## Furniture Companies Get \$35.1 M In Duties

HIGH POINT — U.S. Customs and Border Protection has disbursed \$35.1 million to a group of U.S. furniture manufacturers in duties collected on Chinese wood bedroom furniture.

That's a 61% increase over last year's \$21.8 million disbursement. Stanley Furniture got the largest payout, about \$8.9 million, followed by Vaughan-Bassett at about \$6 million.

The funds are distributed under the Byrd Amendment, which sends collected duties to petitioners — companies that filed the 2003 antidumping complaint that led to the duties.

Other companies receiving more than \$1 million were American of Martinsville at \$2.3 million, Kincaid at \$2.3 million, Bassett at \$2.1 million, Sandberg at \$1.6 million, Johnston Tombigbee at \$1.5 million, Vaughan at \$1.8 million and Lea Inds. at \$1.4 million.

Other disbursements went to Stickley, which received \$981,128; Carolina Furniture Works, \$843,434; Higdon, \$824,954; Perdues, \$804,487; Mobel, \$652,946; Century, \$648,337; Michels and Co., \$604,461; Vermont Quality Wood Products, \$365,549; Moosehead Mfg., \$310,300; T. Copeland and Sons, \$293,835; MJ Wood Products, \$273,817; Harden Furniture, \$157,321; Tom Seely Furniture, \$141,725; and Bebe Furniture, \$72,645.

## AHMI Educates NCSU Students On Hardwoods

RALEIGH, NC - Appalachian Hardwood Manufacturers, Inc. President Tom Inman recently spoke to forestry graduate students about the hardwood lumber resource in the Appalachian Region.

The program was held for the Hardwood Silviculture class at North Carolina State University. The students have researched forestry and forest practices but not as much time on inventories and markets, Inman said.

The presentation focused on the volume of standing timber and timber harvests as well as markets for lumber domestically and internationally.

He shared with them the availability of Appalachian hardwoods and species composition throughout the region.

# APPALACHIAN Hardwood Manufacturers, Inc.

## 2008 Annual Meeting Feb. 20-24

### Marco Island Marriott, Marco Island, FL

**To reserve your room at Marco Island Marriott, call 1-800-438-4373**  
*AHMI's block cutoff is Jan. 22. Standard Rooms are \$299; A few suites remain.*

AHMI will mail registration materials to meeting attendees prior to Feb. 15. Please bring your badges and other materials with you to the meeting. To plan functions and include all participants on the Registration List, please complete this form and return with your check to: AHMI, P.O. Box 427, High Point, NC 27261.

**Registration before Jan. 25, 2008:**  
**AHMI MEMBER - \$360 per person**                      **GUEST - \$460 per person**  
**MEMBER SPOUSE - \$240**                                **GUEST SPOUSE - \$240**  
*Add \$50 to any registration fee after Jan. 26, 2008*  
*Register online at our website [www.appalachianwood.org](http://www.appalachianwood.org).*

*Full registration fee refunded on cancellations received by Jan. 25, 2008. Cancellations received after that time will be subject to 50% forfeiture.*

**PLEASE REGISTER THE FOLLOWING FOR AHMI'S 2008 ANNUAL MEETING**

Name: \_\_\_\_\_ Badge Name: \_\_\_\_\_ FEE: \$ \_\_\_\_\_

Name: \_\_\_\_\_ Badge Name: \_\_\_\_\_ FEE: \$ \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

**REGISTER FOR GOLF** (*Medal Play Friday at The Rookery; Captain's Choice Saturday at The Rookery*)

Name: \_\_\_\_\_ Hdcp \_\_\_\_\_ FEE: \$230  
Please check:  Friday       Saturday

Name: \_\_\_\_\_ Hdcp \_\_\_\_\_ FEE: \$230  
Please check:  Friday       Saturday

**REGISTER FOR SPORTING CLAYS** (*Friday 1 p.m. )*  
*(Lunch, 100-shots, ammunition, gun rental and cart included)*

Name: \_\_\_\_\_ FEE: \$100

Name: \_\_\_\_\_ FEE: \$100

**REGISTER FOR TENNIS** (*Saturday at 2 p.m. Marco Island Marriott Courts*)

Name: \_\_\_\_\_ FEE: \$30

Name: \_\_\_\_\_ FEE: \$30

Check # \_\_\_\_\_ Received \_\_\_\_\_ **TOTAL** \$ \_\_\_\_\_

