



Since 1928

The Standard

Monthly Newsletter of APPALACHIAN Hardwood Manufacturers, Inc.

Demand the Appalachian Standard

June 2007



USFS Verifies Appalachian Is Sustainable

The U.S. Forest Service research proves that the hardwood forest in the Appalachian Hardwood Manufacturers, Inc. territory is sustainable.

AHMI received notification in late May that the AHMI boundary is sustainable. U.S. Forest Service researchers have been compiling the data for three months and discovered 2.74 trees are growing for every tree that is harvested or dying combined.

"This is terrific news for AHMI members because this proves that we are producing hardwood lumber from a sustainable region of the United States," said AHMI President Tom Inman. "The association will soon release its program to help our members promote this to the world that Appalachian means sustainable."

The campaign will be launched at the 2007 Appalachian Hardwood Manufacturers, Inc. Summer Family Conference July 22-24 at The Greenbrier in White Sulphur Springs, WV. The initiative has been discussed by AHMI Producer members and AHMI staff and leadership are developing the promotion with the assistance of the U.S. Forest Service.

Forest Inventory Assessment Researcher Chris Oswald will present his findings at the meeting. He will also share about research on species, age class of trees and other forest health changes. Oswald is based at the U.S. Forest Service FIA headquarters in Knoxville, TN.

"I am very excited about what this will mean for our members in marketing their lumber and logs to customers around the world," Inman said. "When asked about sustainability, AHMI will be able to provide members with a document that verifies the Appalachian region is producing hardwood lumber that is sustainable managed."

**2007 AHMI Summer Family Conference
July 22-24**

**Meeting Agenda on page 2
AHMI Meeting Registration Form on page 6
Greenbrier Reservation Form included**

AHMI has developed an extensive program for the conference that offers something for everyone, Inman said. Other speakers include AHMI member Alex Shumate of Southmark Consulting who will discuss financial planning for individuals and businesses. He will help members understand the complexity of estate planning issues in a brief session during the business meeting and then a breakout session on Tuesday for invited guests.

A third speaker for the Monday morning session will discuss business certification under the Sustainable Forestry Initiative and the Forest Stewardship Council. A fourth presentation will be provided by Dean Alanko of Allegheny Wood Products and a member of the New Oak Partnership Steering Committee will provide an update.

"We have a full program and a host of information so participants should come prepared to learn what is available to them from AHMI," Inman said.

The Greenbrier is completing a \$50 million renovation with a new restaurant and lounge, enhancements to guest rooms and expansion of activities.

"The Greenbrier has long been an AHMI tradition as members enjoy its amenities while participating in informative business sessions and fellowship," Inman said. "In 2007, we have the added benefit of coming to The Greenbrier immediately after a major renovation."

(See Conference on page 2)

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APPALACHIAN Future Meetings

2007 Summer Family Conference July 22-24

The Greenbrier, White Sulphur Springs, WV

2007 Inter-Industry Meeting - Oct. 16-17

Location to be announced

2008 Annual Meeting - Feb. 20-24

Marco Island Marriott, Marco Island, FL

The way I see it...

By Tom Inman, AHMI President

...the markets for Red Oak are stabilizing. Based on remarks from Appalachian Producers from across the region, many people are picking up additional orders. A sawmill that had four orders two weeks ago, had five orders last week and sales staff are saying they have five orders again this week.

Just as a number of factors lead to the decline in Red Oak prices and markets, there are several issues at work today. Both market reporting services are commenting that shipments are improving and sellers were optimistic that price has reached a level where Red Oak is appealing.

During the recent Interzum in Germany, importers from around the world were interested in talking about Red Oak and considering it in place of White Oak or European Oak. Their initial comments were about the color of Red Oak lumber and they asked if sawmills and yards color sort. Our message is utilization of nature's resource and we encouraged the buyers to contact companies to discuss needs.

Price was always next and while we could not discuss prices with these buyers, they already knew the value of Red Oak.

...Appalachian hardwood lumber woes recently got the attention of the media in West Virginia. The Charleston (WV) Daily Mail published an article titled "Hardwood Industry Hits Hard Knocks." The writer talked with local, state and regional officials about the decline in lumber sales and value in recent months.

The article gave us a chance to help the public understand that hardwood lumber producers are competing in a difficult business climate. It also spoke to the taxation and regulation issues that continue to negatively impact our industry.

...the AHMI Summer Family Conference at The Greenbrier will be exceptional. The property has recently completed a \$50 million renovation, there are new dining and entertainment options, fresh accommodations and The Greenbrier's award-winning staff and service.

AND, we have an exciting lineup of speakers and presentations to help your business survive and grow. Please make plans today and your room reservations immediately to secure the best spots. Registration forms are included with this newsletter. I look forward to seeing you this summer in West Virginia.



MEMBERSHIP

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

Consumer

Lowe Products Inc.
John Lowe
PO Box S
Shepherdstown, WV 25443

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.

Conference from page 1

vation so we will be among the first groups to experience the improvements."

The Greenbrier is a National Historic landmark, and its classic architecture, exquisite interior design, carefully sculpted landscape, impeccable service and outstanding amenities have hosted distinguished guests from around the world since 1778.

This renowned property offers 721 rooms, including 33 suites and 96 guest and estate houses. All of the resort's rooms have been outfitted with luxurious new bedding and linens, large plasma-screen televisions and electronic key locks.

An entirely new culinary experience will debut later this summer with the opening of Hemisphere, featuring a globally influenced tasting menu and 38°80, a unique cocktail lounge. Guests enjoy over 50 recreational activities including 3 championship golf courses, indoor and outdoor tennis courts and a 40,000-square-foot spa.

"Registrations are mounting and we expect another great Greenbrier crowd this year," Inman said. "If you are new to the association or have not been in years, this summer is the time to return."

Registration materials are included in this newsletter. The Greenbrier room reservation form should be sent directly to The Greenbrier. The AHMI Meeting registration form can be found on page 6.

Both registration forms are available online at www.appalachianwood.org/meetings.htm. If you have questions, please call the AHMI office at 336-885-8315.

Forestry Tour Focuses On Flooding, Issues

MULLENS, WV - Appalachian Hardwood Manufacturers, Inc.'s Forestry Division members received updates on key forestry issues during an informative meeting and tour in southwest West Virginia.

Forestry Division Chairman Doug Toothman coordinated an extensive program on a variety of issues facing forest landowners and foresters. The program was held at Twin Falls State Park and included tours of Western Pocahontas Properties land.

Flooding litigation in the state was the central focus with two speakers, Rob Jones of Jim C. Hamer Co. and Scott Durham of Twin Falls State Park. Southern West Virginia was the scene of costly flooding in 2001 following record rainfall and residents sued land management companies and sawmills for damages.

Jones is a member of a communications task force organized by the West Virginia Forestry Association to educate residents about forestry practices. The group targeted the counties with television advertisements, newspaper editorials and speeches prior to the suit going to trial.

After weeks of testimony and presentations, a jury returned for the plaintiffs but it was overturned by the judge. The case is now on appeal to the West Virginia Supreme Court.

Jones said the case will set a precedent in the state for flooding and has the potential to dramatically impact insurance costs. The appeal will likely be heard later this year or early 2008.

Durham spoke on flooding within the park. He showed pictures of floodwaters from 2001 and the damage to the park which is located northeast of Mullens, a town hardest hit.

Barbara Breshock of the WV Division of Forestry gave a presentation on the Cerulean Warbler and its failure to be included on the endangered species list. She said the bird was discovered in dozens of locations across West Virginia and throughout the Appalachian Region.

While in decline, the volume of sightings shows the bird is not endangered. Breshock said its wintering areas in South America are changing and biologists remain concerned that it could be impacted in the future.

During the tour the following morning, a recorded call immediately lured in a cerulean warbler on a mountain ridge just north of the park. Tour participants were able to view it for several minutes.

Participants also received an update from Curt



Cerulean Warbler was spotted on tour

Hassler, program director of the Appalachian Hardwood Forest Research Alliance. This group was founded in 2005 to oversee research throughout the region. Three research projects have begun to study growth and yield of hardwood stands in the region, regeneration of low-value, high-graded stands; and pre-conditioning treatments.

West Virginia Forestry Association Executive Director Dick Waybright shared for a few minutes about issues before the West Virginia legislature. Taxes and managed timberland continue to top the forestry issues for the state.

Waybright said WVFA and its members continue to work with Gov. Joe Manchin and state officials to keep taxes low and educate them that the majority of forest landowners in West Virginia are residents.

"There was a tremendous amount of information at our meeting and these foresters were able to gather facts that can assist them in their work," said AHMI President Tom Inman. "Doug (Toothman) put together a great program with something for everyone."

During the tours the next day, the group visited sites that were harvested in recent years to view regeneration and discuss landing sites and roads.

The meeting was approved for Continuing Education Credit hours by the Society of American Foresters. For more information, please contact AHMI at (336) 885-8315 or e mail to tom@appalachianwood.org.

Interzum Attracts Wide Audience To Red Oak

COLOGNE, GERMANY - Lumber importers and buyers from around the world were intrigued by the color and appearance of American Red Oak at the 2007 Interzum.

The show attracts furniture, cabinet, flooring and joinery manufacturers from across Europe and the eastern hemisphere. The American Hardwood Export Council had a large booth that was focused on American Red Oak.

AHMI President Tom Inman joined AHEC staff and others in educating show participants about the beauty and benefits of Red Oak and other American hardwood lumber species.

"The booth was terrific with the alien head, furniture from several design contests and an Italian manufacturer, and a floor that was constructed from 1 common lumber that showed all of the character and color of Red Oak," he said. "People were very interested in the variety of colors found in Red Oak."

The New Oak Partnership contributed the Red Oak lumber for the stand.

The AHEC crew surveyed attendees about Red Oak, if they were using it in the products or had plans to in the future. Many said they have not been but were interested in learning more about it.

"Most people were very interested after seeing the product on display," Inman said. "They are partial to White Oak in Europe but are considering Red Oak



Bob Sabistina explains grades to the media

because of availability and price."

AHEC also constructed a grading station in the booth and former chief inspector for the National Hardwood Lumber Association, Bob Sabistina, held demonstrations throughout the show. He helped attendees learn what NHLA grades are by going through a pack of lumber.

"This was a very good show for AHEC and traffic was increased from 2005 most people agreed," Inman said. "Attendees from Europe, the Middle East, and North Africa were very interested in American lumber and logs."

New Oak Partnership Goes To Contemporary Show

NEW YORK — Attendance at last month's International Contemporary Furniture Fair was up about 8% from last year and included a representative from The New Oak Partnership.

The show attracted more than 25,000 people which was a record. Of the visitors, 54% were interior designers or architects, 25% were retailers, 11% were product designers or manufacturers, and 10% were representatives, distributors or developers.

New Oak Partnership sent its public relations company representative Pam Fitzgerald.

"This was a huge show and I met with dozens of companies and individual designers as well as representatives from schools of design," she said. "I had good conversations and learned a lot. This gave me a great opportunity to promote oak and thenewoak.com."

Crowd Down For ALC Spring Meeting

MYRTLE BEACH - While the crowd was down for the 2007 Appalachian Lumbermen's Club spring meeting, the mood was upbeat.

AHMI President Tom Inman participated in the weekend meeting and talked with dozens of lumber producers and buyers from across the region. Many reported that business conditions were slow but sales were moving.

"As the number of manufacturing companies in the Appalachian region declines, this decreases participation in the club and meeting each year," Inman said. "It continues to be worthwhile to have contact with AHMI members and non-members to discuss current issues."

Approximately 170 people participated in the event. The next meeting for the club is November 2007 in Hickory, NC. More information about club events can be found online at www.lumberclub.org.

Hardwood Federation Names New Executive

The Hardwood Federation recently announced the appointment of Deborah Hawkinson to the position of Executive Director.

Hawkinson was selected through an extensive selection process ably conducted by the Hardwood Federation Board Search Committee, said HF President Ted Rossi. She brings over 20 years of industry experience in Washington, DC, to the Hardwood Federation including 15 years in the Weyerhaeuser Corporation's Federal and International Affairs office.

Most recently Hawkinson has served as Director of Operations and Director of Issues Management for the American Forest and Paper Association. She will officially take the reins of the Hardwood Federation on July 5.

"We welcome the addition of this outstanding professional to our Hardwood Federation team," Rossi said. Grace Terpstra, HF lobbyist, has served as interim director during the transition and is expected to continue her role as lobbyist. For more information, visit online www.hardwoodfederation.org.



NHLA Inspection Training Set

ELKINS, WV - The West Virginia Wood Technology Center has scheduled two National Hardwood Lumber training programs beginning in July.

The center will offer a short course on July 11-13 for anyone wanting to become familiar with NHLA Lumber Grading Rules. The course provides an introduction to lumber inspection and the basics of grading rules.

The center will offer a 14-week Lumber Inspection Program from July 30-Nov. 4. The classes are taught to the strict NHLA standards and successful participants will receive certification as a lumber inspector.

Housing is readily available in the Elkins area for both programs. Financial assistance is also available for qualified participants.

The West Virginia Wood Technology Center is located at 10 Eleventh Street, Elkins, WV 26241. For more information, contact Jamie Barnett at (304) 637-7500 or visit online www.wvwoodtech.com.

2007 Summer Conference Agenda

Saturday, July 21

6:30 pm - Early arrivals reception *Chairman's Suite*

Sunday, July 22

4-6 pm - Welcome & Registration *Main Lobby*

6:30-7:30 pm - Reception *Colonial Terrace*

Dinner on your own

Monday, July 23

8:30 am - General Session *Crystal Room*

Appalachian Sustainability

Forest Certification

Financial Planning

New Oak Partnership update

12 noon - Golf Tournament *Old White Course*
(*Shotgun start, medal play, boxed lunch*)

1 p.m. - Sporting Clays Tournament *Greenbrier*
(*100 shots, ammo, gun rental, lunch*) *Gun Club*

2 pm - Tennis Tournament *Greenbrier Courts*

6:30-8 pm - Reception *Howard's Creek*
Dinner on your own

Tuesday, July 24

8 a.m. AHMI Board of Trustees

9 a.m. Financial Planning Breakout session by
Southmark Consulting *Invited guests*

Have a safe trip home!

**To reserve your room at
The Greenbrier for the 2007
AHMI Summer Conference,
please complete the
registration form included
with this newsletter and fax
to The Greenbrier at
304-536-7818. For more
information, please call
1-800-624-6070.**

**The cut-off date for AHMI's
room block is June 22, 2007.**

APPALACHIAN

Hardwood Manufacturers, Inc.

2007 Summer Family Conference

The Greenbrier, White Sulphur Springs, WV July 22-24, 2007

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 to: AHMI, P.O. Box 427, High Point, NC 27261.

To reserve your room, please use the Greenbrier form and note that rates start as low as \$270 per night. Call The Greenbrier at 1-800-624-6070 . Cut-off is June 22, 2007.

REGISTRATION FEE:

AHMI MEMBER - \$265 per person

GUEST - \$365 per person

MEMBER SPOUSE - \$135

GUEST'S SPOUSE - \$235

ADULT CHILDREN - \$25

CHILDREN UNDER 16 FREE!

Full registration will be refunded on cancellations received by June 30, 2007. Cancellations received after that time will be subject to 50% forfeiture.

PLEASE REGISTER THE FOLLOWING FOR AHMI'S SUMMER FAMILY CONFERENCE

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

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

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

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

Company: _____

Address: _____

City/State/Zip: _____

REGISTER FOR GOLF (Old White Course, Noon Monday Medal Play includes box lunch)

Name: _____ Hdcp _____ FEE: \$195

Name: _____ Hdcp _____ FEE: \$195

REGISTER FOR TENNIS (Monday afternoon)

Name: _____ FEE: \$25

Name: _____ FEE: \$25

REGISTER FOR SPORTING CLAYS

(The Greenbrier Gun Club at 1 p.m. Monday includes box lunch)

One round of 100 targets - Includes ammunition and gun rental

Name: _____ FEE: \$130

Name: _____ FEE: \$130

TOTAL \$ _____