



Since 1928

The Standard

Monthly Newsletter of APPALACHIAN Hardwood Manufacturers, Inc.

March 2008



AHMI Honors Harless For Achievements

Appalachian Hardwood Manufacturers, Inc. recently presented James H. "Buck" Harless of Gilbert Lumber Co. with its first Outstanding Lifetime Achievement Award at the 2008 Annual Meeting.

Harless has been an active member of AHMI for more than six decades and his companies have contributed greatly to the success of AHMI and the Appalachian Hardwood Industry. The award honors those achievements and Harless' personal and business commitments.

"We are extremely pleased this morning to honor a true friend of our association and one of most successful lumbermen in the region and likely the world, Mr. James H. 'Buck' Harless," said John Crites, AHMI chairman.

In 1947 a "one horse sawmill" began as Gilbert Lumber Company and is now International Industries, Inc. with more than 15 companies comprised of lumber produc-
(See Harless on page 3)



AHMI Chairman John Crites (left) presents Outstanding Lifetime Achievement Award to Buck Harless

Certification, Port Plans Highlight Meeting

Speakers at the 2008 Annual Meeting of Appalachian Hardwood Manufacturers, Inc. announced a pilot project on forest certification and revealed changes in store for the mid-Atlantic ports.

The two sessions were among the business highlights of the 80th Annual Meeting of AHMI at the Marco Island Marriott, Marco Island, FL. More than 160 members and spouses gathered for the event.

"Our business sessions had a keen focus and socially, the weather was perfect," said Tom Inman, AHMI president. "I was extremely pleased by our attendance this year and the valuable information we

were able to provide to participants."

A key presentation was from the Sustainable Forestry Initiative and the announcement of a pilot project with AHMI to offer forest management and chain of custody certification for AHMI members. The AHMI Board of Trustees approved the plan in January which gives AHMI members access to a third-party audited certification program at a substantial savings.

AHMI has been working for more than one year on a group licensing project to assist members seeking certification. AHMI has met with SFI and Forest
(See Meeting on page 3)

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web: www.appalachianwood.org

APPALACHIAN Future Meetings

2008 Summer Family Conference July 27-29

The Grove Park Inn, Asheville, NC

2008 Inter-Industry Meeting - Oct. 28-29

Central Pennsylvania

2009 Annual Meeting - Feb. 25 - March 1

Ponte Vedra Inn & Club, Ponte Vedra, FL

Armstrong Accepts AHMI Chairmanship

Rick Armstrong of Homer Gregory Inc., Morehead, KY, was named the chairman of Appalachian Hardwood Manufacturers, Inc. at the 2008 Annual Meeting. He received the gavel from John Crites of Allegheny Wood Products, Petersburg, WV, at the AHMI Chairman's Banquet.

In his closing remarks to AHMI members during the Annual Meeting, Crites looked back on all of the change during the past two years. Markets for hardwood lumber have expanded around the world, the American lumber industry is shrinking, and AHMI transitioned to new staff and programs.

"We have been the talk of both the producing and wood consuming world with our promotion on the sustainability of the Appalachian Forest and work with the U.S. Forest Service," he said. "But it has been more than talk with AHMI members seeing sales results and increased interest from buyers wanting green products."

Armstrong will lead AHMI from 2008-2010. The other officers are Chairman-elect Jimmy Powell of Canton Hardwoods, Canton, NC; Vice Chairman of Finance Chris Keziah of Oak Ridge Hardwoods, Oak Ridge, TN; and Past Chairman Crites.

The Board of Trustees elected for the 2008-2010 term are:

1st two-year term: Tim Borntraeger of Babcock Lumber Co., Pittsburgh, PA; and Scott England, Gilbert Lumber Co., S. Charleston, WV

2nd two-year term: Bill Campoll of Coastal Lumber Co., Weldon, NC; Kent Carr of Augusta Lumber Co., Staunton, VA; Roy Cummings of Cummings Lumber Co., Troy, PA; and John Foley of Pine Mountain Lumber Co., Whitesburg, KY

3rd two-year term: John R. Graybeal of McCloud Lumber Co., Hampton, TN; Steve Hamer of Jim C. Hamer Co., Kenova, WV; Mike Hoover of Neff Lumber Mills, Broadway, VA; and Mark Vollinger, of W.M.

**AHMI
Chairman
John Crites
thanks Jerry
Vaughn for
service on
AHMI Board
of Trustees**



John Crites hands the AHMI gavel to Rick Armstrong. Joining them are (left) Pat Crites and Kathy Armstrong

Cramer Lumber Co., Hickory, NC.

The Associate Member representatives are:

Consumer: Chris Ghiloni of American Woodmark, Winchester, VA

Distributor: David Kay of Forest Products Inc., Conover, NC

Forestry: Doug Toothman of WPPLP, Huntington, WV

AHMI honored retiring board members Ed Ramsey of Taylor-Ramsey Corp., Lynchburg, VA; Steve Houseknecht of Wagner Lumber Co., Owega, NY; and Jerry Vaughn of Emmet Vaughn Lumber Co., Knoxville, TN, for their service to the board.



MEMBERSHIP

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

Distributor

Edwards Wood Products, Co.
Terry Williamson
P.O. Box 219
Marshville, NC 28103

Supplier

BB&T Insurance Services
Lee Howell
PO Box 7266
Greenville, NC 27834

If you know of a company that should be a member of AHMI, please contact Tom Inman at (336) 885-8315.

Meeting from page 1

Stewardship Council since early 2007. Inman said he hopes to have a similar arrangement later this year with FSC.

"AHMI is not advocating one program over another and hopes to have every opportunity available to our members so they can decide which works best for them," he said.

AHMI has hired a consultant to offer certification training workshops on both programs. These seminars are set for March 20 in Knoxville, TN, and April 17 in Morgantown, WV. Details on the workshops is available on page 3 of this newsletter and a registration form is on page 8.

Inman updated the attendees on the Appalachian Hardwood Verified Sustainable program. Announced in July 2007, the program provides letters, certificates and documentation of the sustainability of the Appalachian Hardwood Forest.

"Verified Sustainable will continue to meet the needs of members whose customers are seeking sustainability documentation," Inman said. "We have printed more than 12,500 certificates that have been distributed around the world."

Verified Sustainable is available to all AHMI members to provide "green" sourcing documentation.

The Saturday business session was highlighted by reports from the major mid-Atlantic port authorities in Maryland, Virginia and North Carolina. Three

Harless from page 1

tion and sales, coal mining and sales, the manufacturer of aluminum and steel trailers, and bodies and real estate holdings.

In 1994, Mr. Harless and partner, C. Fred Shewey gave the employees of International Industries, Inc. stock and the company became employee owned to continue the legacy and desire to provide for the future of the employees and their families.

"Buck Harless is truly one of the eagles that soars in this region and we honor you for your foresight, commitment and devotion to this industry," Crites said. He presented Harless with a carved eagle from West Virginia artist John Garton.

"I remember in 1949 I was approached by the members of AHMI who said we have a problem and want you to go to Washington on our behalf," Harless said. "This association has been a wonderful thing to come together, solve problems together and work together on behalf of the industry. Thank you so much."



Port Authority representatives were (from left) Rick Schiappacasee of the Baltimore Ports; Glenn Carlson of the North Carolina Ports; and Mike Jones of the Virginia Ports

representatives shared about each of their port systems and plans for the future.

Rick Schiappacasee of the Maryland Port Authority said the Port of Baltimore said the facility is more than 300 years old and handles pulp, paper, automobiles, rolling stock and millions of containers annually. The port has six terminals and is served by rail and interstate highway.

Mike Jones of the Virginia Port Authority in Norfolk, VA, said the port is one of the largest on the East Coast and served by more than 45 shipping lines. The port has five terminals including an inland service and has seen growth in both the volume of containers and cargo in 2007. The

Glenn Carlson of the North Carolina Port Authority in Wilmington, NC, said the ports at Wilmington and Morehead City are smaller than their competitors to the north but North Carolina focuses on service. He said an intermodel facility near Charlotte provides quick service at affordable rates to the port.

All three said expansion plans are underway to increase the size of each facility and dredging the channels to allow larger ships to serve the ports. The larger ships will dramatically increase the number of containers shipped from each.

The panel was asked about container availability and freight rates. The three agreed that containers will continue to be difficult to secure in 2008 as imports are off and exports of U.S. goods rise.

The rates will likely continue to rise because of the supply and demand. For contact information for these officials, please call the AHMI office at (336) 885-8315.

AHMI, SFI Begin Pilot Certification Program

Appalachian Hardwood Manufacturers, Inc. has entered into a pilot program with the Sustainable Forestry Initiative to offer forest and product certification to members.

AHMI and SFI staff formerly signed the agreement at the 2008 AHMI Annual Meeting. The program offers

"This is another tool for companies to use in the marketing efforts," said Rick Cantrell, SFI vice president. The SFI board has been working diligently to gain acceptance with consumers.

"We want to be recognized as the most credible certification system in the marketplace," he said. "We make sure that all of our claims are backed up with credible data."

SFI has begun a widespread marketing campaign that is showing results. "We have seen a tremendous increase in interest over the past two years with a 750 percent increase in chain of custody participants," Cantrell said.

SFI is also gaining ground in the forest with more than 8.5 million acres added into the program in 2007.

"There is better recognition of SFI in the marketplace and people are getting more involved in our program," he said.

SFI has developed a group licensing discount for AHMI members and will assist AHMI in developing a



system to demonstrate legality, implement verification, develop a framework for discussions with auditors and research pre-packaged implementation programs.

"For AHMI members whose customers are demanding certified products, we believe this pilot program will enable them to enroll in a certification program that is less expensive, easier to enroll and is credible," said Tom Inman, AHMI president. "Every company will have the opportunity to make their own decision about enrollment."

AHMI continues to discuss a similar arrangement with the Forest Stewardship Council with hopes of developing a program later in 2008.

AHMI will send SFI enrollment materials in March. Enrollment fees are prorated based on date of registration.

There are also two workshops scheduled in March and April to provide details about certification programs. For more information, see the story below and registration form on page 6 of this newsletter.

Certification Workshops Offer Answers

Appalachian Hardwood Manufacturers, Inc. will offer two one-day regional Certification and Labeling Short Courses designed specifically for members of AHMI to quickly educate participants about their options when it comes to certification and labeling.

The professional facilitators will outline the unique characteristics of each standard, how member companies could achieve conformance with the standards, which labeling and claims could be made, and what the costs of implementation and auditing would be. There will be consideration of the Sustainable Forestry Initiative, the Forest Stewardship Council and the American Tree Farm Systems.

The course is designed for mill managers, land managers and procurement personnel and will provide copies of the most recent standards and a presentation with notes that each participant can take away from the course.

The programs begin at 10 a.m. and the \$75 fee includes materials, lunch, & breaks. Attendance is

Workshop Schedule

March 20 - University of Tennessee-Knoxville

April 17 - West Virginia University Westvaco Natural Resources Center near Morgantown, WV.

Registration form page 8

limited to 40 participants.

The sessions are set for March 20 at the University of Tennessee-Knoxville and April 17 at the West Virginia University Westvaco Natural Resources Center near Morgantown, WV. A registration form is on page 8 of this newsletter so please complete and mail with your check to the AHMI office today. Credit card payments are accepted by telephoning AHMI.

AHMI has a block of hotel rooms at each location. For more information, call (336) 885-8315.

Verified Sustainable Receives AHFA Support

HIGH POINT, N.C. – The American Home Furnishings Alliance announced recently it will recognize the Appalachian Hardwood Verified Sustainable program for meeting the certified wood requirement in its Sustainable by Design program.

Sustainable by Design is a certification program designed to help AHFA member companies create a corporate culture of conservation and environmental stewardship by integrating sustainable business practices into manufacturing operations and sourcing.



Companies participating in the program are asked to analyze the environmental impact of their operations, raw materials and finished products. Then they must take specific steps to minimize their "environmental footprint" and develop goals for continual improvement. One component is using certified lumber in furniture production. Sustainable by Design requires companies to use a minimum of 3 percent cer-

tified lumber.

"There is an increasing demand among U.S. manufacturers for sustainable resources," notes AHFA Vice President Bill Perdue. "However, according to 2005 data, only about 7.2 percent of the world's forest areas are certified, and only about 19 percent of the 748 million acres of forest land in the United States is certified. This leaves companies that are striving to meet a certified lumber requirement in a bind."

AHMI launched its Appalachian Hardwood Verified Sustainable program in July 2007 in an effort to increase the supply of sustainable lumber available to woodworking industries. The Verified Sustainable program gives AHMI members documents verifying that the timber was sourced from the Appalachian Region. A U.S. Forest Service analysis found that the growth to removal ratio in the Appalachian Region is more than 2.29 to 1.

"The AHMI program is focused on ensuring sustainable forestry practices and, in fact, is the only program in the world that can verify its sustainability claims with real numbers," adds Perdue.

AHFA also recognizes Forest Stewardship Council (FSC) and Sustainable Forestry Initiative (SFI) certification programs.

Distributors Hear Of FL Forests, Markets

MARCO ISLAND, FL - The Appalachian Hardwood Manufacturers, Inc. Distributors Division learned about the forests and markets for forest products in Florida during the AHMI Annual Meeting.

The Division held its own session on Saturday and heard from Florida Forestry Association Executive Director Jeff Doran. He said Florida's forests are located in the central and northern portions of the state and two-thirds are owned by private landowners. He said 18 of Florida's 67 counties are majority forested with hardwoods amounting to 7.8 million acres and softwoods at 7.3 million acres.

Doran noted that state has purchased more than \$3 million in forest lands over the past 10 years. The state is battling development and discovering that more than 40,000 acres of timberland is converted annually and estimates are another 2.5 million acres will be developed by 2030.

"Timber remains a major part of the Florida economy," Doran said. More than 133,000 people are employed in the industry generating \$16.6 billion an-

nually.

Doran shared insight about explosive of manufacturing and business in China. He traveled to China recently with Florida business officials and counted more than 50 construction cranes from his hotel window in Shanghai.

"Much of their wood comes from Malaysia and other countries we consider to be rainforest and are the largest logs you will ever see," Doran said. To compete with these other countries, the United States must consider the taxes and restrictions on business.

Other opportunities for landowners and forest products companies are carbon credits and markets for trading of pollutions credits. These incentives to help the industry survive into the future.

"For these programs to be successful, they have to be broken down into terms and plans that people can understand," Doran said.

He summarized his remarks that development and land use changes are a real threat to Florida timber while the future continues to look bright.



50-year awards were presented to (from left) Dee Curtin of Pardee & Curtin; Jerry Vaughn of Emmet Vaughn Lumber; and Ben Forester of Rex Lumber Co. With them is AHMI Chairman John Crites.

Appalachian Hardwood Manufacturers, Inc. recognized companies for the 50-year and 25-year membership during the 2008 Annual Meeting.

50 Years of Membership

Emmet Vaughn Lumber Co., Knoxville, TN
Pardee & Curtin Co., Webster Springs, WV
Rex Lumber Co., Englishtown, NC

25 Years

Associated Hardwoods, Granite Falls, NC
Baillie Lumber Co., Hamburg, NY
Powell Lumber Co., Waynesville, NC

Special Thanks To Meeting Sponsors

Appalachian Hardwood Manufacturers, Inc. would like to thank the following companies for their sponsorship of the 2008 Annual Meeting. Their contributions allow the association to keep registration fees low and provide outstanding programs.

The sponsors are:

Early Bird Reception - Glen Oak Lumber Co.

Saturday Reception - Lowe Products, Inc.

Business session speakers - Pennsylvania Lumbermen's Mutual Insurance Co.

Golf tournament refreshment - SII Dry Kilns

Golf tournament prizes - Corley Manufacturing Inc.

Sporting clays tournament - ISK Biocides Inc.

Tennis Tournament - U*C Coatings Inc.

Promotion - Hardwood Market Report and Weekly Hardwood Review

Hardwood Federation Plans For '08 Election

Hardwood Federation Executive Director Deb Hawkinson reported the key issues and elections to watch in 2008 at the Appalachian Hardwood Manufacturers, Inc. Annual Meeting.

The Federation staff and board are focused on legislation including the Farm Bill, Green Building, climate, energy and trade issues. The Federation board established its priorities earlier this year and is educating lawmakers about the hardwood position on these matters.

Hawkinson said Appalachian legislators were key in the past 12 months in moving forward the Lacey Act amendment, expansion of wood-based ethanol and credits for finished wood products. The Federation will work with these and other lawmakers on the issues for 2008 and also is developing lists of candidates to support for election this year.

Hawkinson asked AHMI members to sign the authorization form allowing Federation's Political Action Committee volunteers to solicit them and their companies for donations. Copies are available from the AHMI office. For information, visit the Federation's website at www.hardwoodfederation.com.

Annual Meeting Tournament Winners

Appalachian Hardwood Manufacturers, Inc. congratulates the following for winning the Annual Meeting sports tournaments:

Golf

Medal Play: Low gross - 1st Webb Heintzelman, 2nd Tim Church, 3rd John Lowe

Low net - 1st Marijo Wood, 2nd John Winkler, 3rd Dan Mathews

Closest to the pin - Webb Heintzelman and Courtney Borntreager

Long drive - Tim Church and Marijo Wood

Team - 1st Joe Pryor, Gary Miller, Matt Begley; 2nd - John Lowe, Scott Lowe, Steve Reckart, Ryan Turman

Tennis

Men - 1st Kent Carr, 2nd Todd Carr

Ladies - 1st Kim Church, 2nd Iris Carr

Sporting Clays

1st Joe Newlin, 2nd Matt Begley, 3rd Tony Honeycutt



PROGRAMS

Workshops Target Hardwood Operations

PRINCETON, WV - The National Association of Home Builders' NAHB Research Center and the U.S. Forest Service will host a 1-day seminar—Gaining a Competitive Advantage: Insights for Smaller-sized and Startup Eastern Hardwood Manufacturers—at two different locations. The seminars will be in Asheville, N.C., on March 24, and Williamsport, Pa., on April 4.

These seminars will target smaller-sized and startup 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.

Seminar participants will also learn how to use new product development and commercialization tools that the Research Center recently developed.

Contact Ronda Oglesby at (301) 430-6262 or roglesby@nahbrc.org for more information about seminar locations or to make a reservation.

PSU Management Course

Penn State is offering a two-day course, "Management Skills Development for Wood Industry Managers," on March 26 and 27 at the Wood Education Resource Center in Princeton, W.Va.

The lead instructor is Dr. Judd Michael, associate professor of sustainable wood-based enterprises in the School of Forest Resources at Penn State. Sections of the course will also be taught by two other Penn State professors, Chuck Ray and John Park.

The course will be repeated in June on the Penn State main campus in State College. For more information, contact Dr. Chuck Ray at (814) 865-0679, or e-mail at cdr14@psu.edu.

Wood Solutions Fair Set

The Wood Solutions Fair will be held in Charlotte, NC, on March 27. Hosted by the Wood Products Council as part of the new WoodWorks program for non-residential construction, this day-long conference attracts international wood and design specialists to discuss a variety of topics of interest to architects, civil and structural engineers, building designers, inspectors, and other industry professionals.

Register online at www.woodworks.org, or by phone (916)-608-8686 or fax (916)-608-8787.

NCSU Offers Environmental, Safety & ISO Workshops

Environmental management and employee safety and health issues are a tremendous responsibility. Most managers and supervisors are not fully aware of, nor prepared to meet, day-to-day environmental and safety responsibilities. Yet every business and industry must comply with the multitude of government regulations or face fines and litigation.

The North Carolina State University Manager of Environmental Safety and Health (MESH) Certificate Program is designed for individuals with environmental or safety responsibilities who wish to improve their practical knowledge while earning valuable credentials. The course is set for March 24-28, 2008 at the NCSU Centennial Campus, Raleigh, NC.

RABQSA-Certified ISO 9001:2000 Lead Auditor Training is designed for anyone needing ISO 9001:2000 quality management system auditing skills as well as trainers who want an effective method of instructing employees in ISO 9001:2000.

This workshop highlights the importance of the process approach to ISO 9001:2000 and how it impacts not only your company's organization but also its auditing practices. The training is set for April 7-11 at the Marriott Airport Hotel in Greensboro, NC.

Those who pass Lead Auditor Training will receive a certificate of successful completion, which satisfies the training requirement for individual QMS auditor certification by RABQSA.

Having prepared over 110 previous companies for successful certification, NC State University will provide training, implementation, and assessment services and activities to prepare your organization to meet the ISO 9001:2000 requirements.

Other fast approaching ISO Management Systems events from NC State follow:

Tuesday, March 18, 2008

Effective Problem Solving and Root Cause Analysis at the NCSU McKimmon Conference Center, Raleigh, NC

Tuesday, April 8, 2008

Understanding ISO 14001 at the NCSU Centennial Campus, Raleigh, NC

For more information, contact Dan Lucas at dan_lucas@ncsu.edu or NC State University IES, NC State University - IES 909 Capability Drive, Research IV Building Campus Box 7902, Raleigh, NC 27695-7902.

Forest Certification & Labeling Short Course Registration Form

Certification and Labeling Short Courses are set for AHMI members learn about their options for forest and product certification and labeling. The professional facilitators will outline the unique characteristics of each standard, how member companies could achieve conformance with the standards, which labeling and claims could be made, and what the costs of implementation and auditing would be.

There will be consideration of the Sustainable Forestry Initiative, the Forest Stewardship Council and the American Tree Farm Systems. The courses are designed for owners, mill managers, land managers and procurement personnel and will provide copies of the most recent standards and a presentation with notes that each participant can take away from the course.

Each workshop is limited to 40 participants. Please check which course you will attend:

_____ Knoxville, TN on March 20
University of Tennessee
Plant Biotech Building Room 160
Hotel rooms are available for March 19 at the
Holiday Inn Select, 525 Henley St., Knoxville,
TN. For reservations, call (865) 522-2800 and
ask for the Appalachian Hardwood block at
\$89 plus tax.

_____ Morgantown, WV on April 17
West Virginia University
Westvaco Natural Resource Ctr.
Hotel rooms are available for April 16 at the
Lakeview Resort off I-68 at exit 10, 10 miles east
of the intersection of Interstates 79 and 68. For
reservations, call (800) 624-8300 and ask for the
Appalachian Hardwood block at \$79 plus tax.

***Please be sure all attendees included on this form and return it with your check to:
Appalachian Hardwood Manufacturers, Inc., P. O. Box 427, High Point, NC 27261***

MEETING REGISTRATION FEE: \$75.00 PER PERSON

NAME: _____ **\$75**

NAME: _____ **\$75**

NAME: _____ **\$75**

NAME: _____ **\$75**

COMPANY: _____

ADDRESS: _____

TELEPHONE _____

E MAIL _____

CHECK FOR \$ _____ ENCLOSED