



Appalachian Sustainable



Meeting Offers Cost Analysis, Plant Tour

The 2010 Appalachian Hardwood Manufacturers, Inc. Fall Meeting and Tour will be Nov. 9-10 at the Inn at Virginia Tech in Blacksburg, VA. The meeting will be held in conjunction with the Appalachian Lumbermen's Club.

The formal program begins on Nov. 9 with a reception for lumber salespeople and buyers from the Appalachian region at 6 p.m., dinner at 7 p.m. and program following dinner. The keynote speaker is Curt Hassler of BalkenTier in Morgantown, WV, a contractor for the Appalachian Hardwood Center at West Virginia University. He will report the overall results of the 2010 Appalachian Production Cost Survey and explain it to primary and secondary manufacturers.

"We have had a large number of AHMI sawmill members complete the survey and I believe this will be valuable information to compare costs with other facilities," said Tom Inman, AHMI president. "We hope to continue this survey on a regular basis and provide our members with useful data in running their businesses."

The presentation should be of interest to distributors and secondary manufacturers by learning more about the costs of their raw materials.

A tour of the rough mill and manufacturing plant of Vaughan-Bassett Furniture in Galax, Va., is Nov. 10 at 9 a.m. Vaughan-Bassett Furniture employs more than 700 people and is the largest U.S. producer of cased goods. Tour participants will view the state-of-the-art rough mill and Vaughan-Bassett's new line of Appalachian Hardwood furniture produced in Oak and Cherry.

2010 AHMI Fall Meeting & Tour Nov. 9-10 Blacksburg, VA



Vaughan Bassett Furniture's Appalachian Hardwood Collection in Oak

The fall gathering will include a golf tournament at 11 a.m. on Nov. 9 at the Pete Dye River Course in Radford, Va., with prizes for top finishers.

The Inn at Virginia Tech is an excellent facility with nicely appointed rooms and suites just off the campus. The AHMI rate is \$109 and you should make your room reservations early by calling (540) 231-8000 before Oct. 9 and ask for the Appalachian room block.

Please complete the registration form on page 6 of this newsletter or online at www.appalachianwood.org/meetings.htm. For more information, call AHMI at (336) 885-8315.

Appalachian Lumbermen's Club members have already paid registration fees in their 2010-11 dues. The golf fee should be paid with registration.

Monthly newsletter of Appalachian Hardwood Manufacturers, Inc.
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Meetings

2010 Inter-Industry Meeting - Nov. 9-10

The Inn at Virginia Tech, Blacksburg, VA

2011 Annual Meeting - March 3-6, 2011

Ponte Vedra Inn & Club, Ponte Vedra, FL

2011 Summer Conference - July 23-26

The Nemacolin, Farmington, PA

The way I see it...

By Tom Inman, AHMI President

...things will be interesting at the High Point Furniture Market in October.

It is time for the annual Furniture Market Species and Design Survey and we are enlisting High Point University students to assist. AHMI members are invited to join us as we visit the major wood furniture manufacturers to tally the 2010 offerings on Oct. 20-21 and compare with previous years.

The spring market saw a few dozen introductions by domestic and international companies. Many of these were solid wood - including a personal favorite the "Appalachian Hardwood" collection from Vaughan Bassett.

Furniture Today is reporting that Kincaid will offer a new 100-piece collection in maple, walnut and pine; Stanley Furniture will unveil a 55-piece and another 33-piece group; and Bernhardt will have a 55-piece and another 45-piece collections.

These are dramatic increases in major collections from the spring and most of these use a lot of solid wood. Will this translate to more business for solid wood sales this winter? It should if they are able to market the goods to retailers.

A full report next month or come to market and see for yourself. I can help with reservations, appointments and you can work from the new AHMI office just minutes from Market.

AHMI Mourns Death Of Dubler

Appalachian Hardwood Manufacturers, Inc. is sad to report the death of Gary J. Dubler, 59, of 423 Grimms Rd., Emporium, PA, on Sept. 25.

Dubler graduated from Pennsylvania State University in 1973 with a degree in Forestry and Wood Science. He retired in 2000 from Mallory Lumber Co. where he was a Sales Manager and co-owner. He was a member and past president of the Penn-York Lumbermen's Association and a past director of the National Hardwood Lumbermen's Association.

Surviving in addition to his mother, Florence Dubler, are his wife Julie Dubler; a daughter, Tess Dubler, Emporium; four brothers, and one sister.

Online Condolences may be placed at www.BarnettFuneralHome.net.



MEMBERSHIP

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

Producer

Lauren Lumber Co.
Keith Kendall
1051 Pine View Lane
Axton, VA 24054

Consumer

Beechvale Laminating LLC
Jonas Hochstetler
7241 TR 572
Millersburg, OH 44654

New members are the lifeblood of the association and we need your help connecting with new people or former members. Please call the AHMI office at (336) 885-8315 with suggestions of customers and competitors who can benefit from participation in the association.

Upcoming Events For Appalachian Promotion

Appalachian Hardwood Manufacturers, Inc. will attend / display at the following shows and other events:

Oct. 5-7 - Next Generation Technology Tour, High Point, NC

Oct. 13-16 - NHLA, Vancouver, BC

Oct. 16-22 - High Point Furniture Market, High Point, NC

Oct. 18 - American Society of Furniture Designers Annual Meeting, High Point, NC

Oct. 28-29 - North Carolina Forestry Association Annual Meeting, Pinehurst, NC

Nov. 9-10 - Inter-Industry Meeting at The Inn at Virginia Tech, Blacksburg, VA and tour at Vaughan-Bassett Furniture, Galax, VA

If you are interested in these events, please contact AHMI at (336) 885-8315 or tom@appalachianwood.org or learn more online at www.appalachianhardwood.org.

AHMI Aids Dialogue For VA, NC & SC Forest Certification

Appalachian Hardwood Manufacturers, Inc. recently assisted with a workshop to enhance understanding of forest certification standards, policy frameworks and market opportunities for forest landowners through constructive information exchange and dialogue.

The session was co-sponsored by Rainforest Alliance, the National Wood Flooring Association and AHMI to learn more about the market dynamics around certified wood products in North Carolina, South Carolina and Virginia. The day included presentations from landowner groups, industry sectors and state and federal agencies.

Neil Poland of Mullican Flooring and president of the National Wood Flooring Association detailed the NWFAs Responsible Procurement Program and his perspective on certified forest products markets.

It was followed by presentations on markets for certified fiber from paper and plywood companies in the region including Columbia Forest Products. A third group provided overviews of Forest Stewardship Planning and Agency programs and state Division of Forestry representatives discussed landowner programs.

"This was a truly diverse group from forest landowners to finished goods manufacturers and everyone is seeking markets for products," said Tom Inman, AHMI president. "It is clear there are growing markets for certified forest fiber and solid wood products, but the obstacle is the cost.

"It costs money and takes time to become certified and there is little if any desire from consumers to pay more for it," he said.

The session concluded with a tour of the Duke University Forest which was formerly Forest Stewardship Council certified but dropped the program because of the expense. Many participants agreed that programs must be developed to lower the cost and include more land in any system.

To learn more, please contact Inman at (336) 885-8315 or tom@appalachianwood.org.

SFI Conference Highlights Partnerships

The immense value of strong and diverse partnerships that yield benefits for forests, communities and markets across North America and around the world was the theme of the 2010 Sustainable Forestry Initiative® Annual Conference.

"Partnerships with groups from Habitat for Humanity to Time Inc. to the National Fish and Wildlife Foundation allow us to get involved in so many projects we're proud of," said SFI President and CEO Kathy Abusow.

The conference celebrated partnerships between large and small landowners, government officials, professional foresters, conservation groups, academia, aboriginal communities, auditors, buyers, forest products companies and biologists. For the second year, SFI chain-of-custody certification is on the rise with 976 certificates in May 2010, up from 500 in January 2009, and more than 2,000 certified locations, up from just 48 at the start of 2007.

Senators Battle EPA Over Boiler MACT

WASHINGTON – The Hardwood Federation, American Forest and Paper Association, and American Wood Council have enlisted 41 U.S. Senators to send a letter to the Environmental Protection Agency expressing concerns about the threat to manufacturing jobs posed by EPA's proposed maximum achievable control technology rule for industrial boilers.

In their letter, the Senators stated, "The Boiler MACT rule should be redrafted in a more balanced way that protects the environment, jobs, and the industries that are vital to our country's economy."

The proposed Boiler MACT rule would set emission limits at barely detectable and possibly unachievable levels; require installation of up to four different air pollution control devices that will conflict with other control requirements; and impose costs to the forest products industry resulting in lost jobs.

Hardwood Federation Connects With Congress

The 2010 Hardwood Federation Washington Fly-In contacted 37 members of Congress and four government agencies recently to discuss new Boiler MACT regulations and economic recovery.

Chris Keziah of Oak Ridge Hardwoods serves as the Appalachian Hardwood Manufacturers, Inc. representative on the HF board. He participated along with AHMI members Tom Talbot of Glen Oak Lumber, Jim Howard of Atlanta Hardwoods, Neil Poland of Mullican Flooring, Jack Shannon and Jack Shannon III of Shamrock Flooring, Brad Thompson of Columbia Forest Products, and Tom Inman, AHMI president.

Approximately 40 industry members from across the U.S. attended to make sure elected officials were aware of issues impacting their businesses and the need for economic recovery and a level playing field for the hardwood industry.

Industry members shared with Sen. Mitch McConnell (R-KY), the Senate Minority Leader, and eight other Senators and their staff - including Kay Hagan, (D-NC), Jim DeMint (R-SC) and Ron Wyden (D-OR). They were urged to support legislation that promoting the energy efficiency of wood such as the inclusion of hardwood products in proposed "Home Star" legislation which would encourage the use of wood in energy efficient home products.

"We also took the opportunity to convey our sincere thanks to our Senators for supporting S. Res. 411," said Deb Hawkinson, Executive Direc-



AHMI's Tom Inman, Cong. Nick Rahall (D-WV) and Chris Keziah of Oak Ridge Hardwoods meet in Washington, DC

tor of the Hardwood Federation. "The resolution gives credit to the U.S. hardwood industry as being responsible environmental stewards and U.S. hardwoods as sustainably managed, 'green' resources."

Both the House and Senate Resolutions provided the industry with a unique opportunity to educate policy leaders on the valuable merits of using hardwoods in any green building design. We will also be carrying this message to key Administration agencies currently designing green building procurement guidelines.

Other key messages taken up to Capitol Hill in meetings with 28 Congressional Representatives and their staff included urging EPA to reconsider its Boiler MACT standard, and developing an alternative to APHIS's phytosanitary certificate fee increase. Both of these issues are costly to hardwood manufacturers and exporters. In addition, industry leaders also expressed opposition to tax rates including capital gains and estate tax, and encouraged passage of H.R. 5297 to increase the availability of credit for small businesses. This bill is expected to pass.

Hardwood Federation Political Action Committee members also had the opportunity to meet with almost 30 Members of Congress at separate Republican and Democrat receptions. Featured speakers included Representatives Glenn Thompson (R-PA), Kevin McCarthy (R-CA), Alan Boyd (D-FL), and G.K. Butterfield (D-NC).



Sen. Kay Hagan (D-NC) listens to point from AHMI's Tom Inman and Todd Vogelsinger of Columbia Forest Products

Texas Furniture Store Adds More U.S.-goods

Reprinted from Furniture Today

TYLER, Texas — The owner of Ashley Furniture stores in Tyler and Longview, Texas, is changing the store names back to the original Southside Furniture as the retailer has integrated more American-made product into its line-up.

Owner Pat Melius converted back to Southside in Tyler and will do the same soon in Longview. She said that she realized that many furniture suppliers had gradually moved to all imported products.

"It made us stop and think and (ask) what could we do to help the country?" She said the move will help keep jobs in the United States and should reduce the long shipping delays common lately with imports.

The stores will continue to carry Ashley goods, she said, but also other brands, including some manufactured in Texas.

Talbot Receives Honor

Glen Oak Lumber & Milling CEO & Founder Tom Talbot was inducted into the National Wrestling Hall of Fame recently. Although he never wrestled a day in his life, Talbot was recognized for his impact on the sport at all levels.

He was inducted as an "Outstanding American"—a distinct honor, which demonstrates wrestling's pride in those who have used the disciplines of the sport to launch notable careers in other walks of life. This is in addition to receiving a Lifetime Service Award, which honors and recognizes individuals that have dedicated a significant portion of their lives to the advancement and promotion of the sport of wrestling.

Talbot's successful business endeavors, including Glen Oak Lumber & Milling and subsidiaries—which manufacture a diversified range of hardwood products from boards to biofuel in multiple states, including Kentucky—provided him with the flexibility to attend numerous collegiate and world team wrestling competitions.

VT Workshops Offer Innovative Concepts

The Department of Wood Science and Forest Products at Virginia Tech will be presenting three workshops during the Fall of 2010.

Process Improvement Frameworks Oct. 22

This workshop will give the basic knowledge on different process improvement frameworks such as Value Chains, Supply Chain Management, Business Process Management, and Enterprise Resources Planning that can help your firm to decrease costs and positively impact customer satisfaction.

Registration: \$35 includes materials, coffee break, and lunch. Please go to <http://www.cpe.vt.edu/reg/pifw> to register.

Innovation-Based Manufacturing Nov. 11

This workshop will give you an understanding of why innovation based manufacturing is critical to achieve economic development and how it can be pursued. The morning session of the workshop will expose participants to the basic concepts of innovation based manufacturing and how current

developments in policy, economic development, and open innovation relate to the practice of innovation in manufacturing

Registration: \$125 includes materials, practical session, coffee break, and lunch. Please go to <http://www.cibm.ise.vt.edu/workshop/index.html>

Supply Chain Management on Nov. 12

This workshop will focus on the most relevant aspects of supply chain management. We will review SCM basic concepts, third party logistics, SCM information technologies, and supplier relationships among other topics. We will focus on new trends and challenges in SCM that today firms need to be aware of to successfully compete in the market place.

Registration: \$35 includes materials, coffee break, and lunch. Please go to <http://www.ialr.org/news/event-registration> to register.

For more information on any of the workshops visit www.woodinnovation.org or contact Dr. Henry Quesada at quesada@vt.edu or (540) 231-0978.



Since 1928

Appalachian Hardwood Manufacturers, Inc. Inter-Industry Meeting - Nov. 9-10, 2010 The Inn at Virginia Tech, Blacksburg, VA



(joint meeting with the Appalachian Lumbermen's Club)

To accurately plan the functions and ensure all members and guests are included on the Registration List, complete this form and return it with your check to: **AHMI, P.O. Box 427, High Point, NC 27261. AHMI has a block of rooms at the Inn at Virginia Tech, Blacksburg, VA for \$109 per night. Call (540) 231-800 before Oct. 9 and ask for the Appalachian Hardwood room block.**

MEETING REGISTRATION FEE: \$85 for members / \$185 for non-members

ALC members registration fee is paid with annual dues to the Club.

The meeting registration fee will be refunded on cancellations before Oct. 10. After that, subject to 50% forfeiture.

Register Online at www.appalachianwood.org/meetings.htm

REGISTER FOR AHMI'S 2010 INTER-INDUSTRY MEETING

NAME: _____ **FEE: \$85 / Guest \$185**

NAME: _____ **FEE: \$85 / Guest \$185**

Company: _____

Address: _____

City _____ **St.** _____ **Zip** _____

REGISTER FOR FALL GOLF TOURNAMENT on Tuesday, Nov. 9 at 11 a.m.

Pete Dye River Course, Radford, VA. Medal play.

GOLF: _____ **FEE: \$50**

GOLF: _____ **FEE: \$50**

REGISTER FOR TOUR OF VAUGHAN-BASSETT FURNITURE PLANT,

GALAX, VA on Wednesday, Nov. 10 at 9 a.m.

45 min. southwest of Blacksburg. Reservation required

TOUR: _____ **FEE: FREE**

TOUR: _____ **FEE: FREE**

TOTAL: _____

CREDIT CARD PAYMENT (Visa or Mastercard only)

CARD NUMBER _____ EXPIRE _____

CARD BILLING ZIP CODE _____

Check for \$ _____ encl. Date: _____ By: _____