



Appalachian Sustainable



Cherry Is Top Species At Furniture Market

HIGH POINT, NC – While the banners at the High Point Furniture Market stated Made in the USA in many showrooms, it could have easily been changed to Made “from” USA hardwoods, according to the results of one survey.

The 2011 Furniture Styles and Material Use Survey found that American Cherry was the top species in four categories of wood furniture that was recorded. Bedroom groups and home office categories had twice as much American Cherry solids and veneers over next species, a dramatic increase from one year ago.

The survey is administered by Appalachian Hardwood Manufacturers, Inc. The analysis began in 1934 to track wood species and design style trends at the High Point market.

The material use survey is completed on the

This Cherry bed was an introduction by Vaughan-Bassett at the High Point Market in October



final days of market with crews visiting showrooms to record wood bedroom and dining room groups, wall units, entertainment centers and home office on display. The results are measured against previous markets.

(See Furniture on page 2)

Markets For Hardwoods, Checkoff Top Agenda

Appalachian Hardwood Manufacturers, Inc. invites you to attend the 2012 Annual Meeting on Feb. 29-March 4 at The Marco Island Marriott in Marco Island, FL. The association is returning to the Marriott after an outstanding visit in 2008.

There are informative business sessions on topics that are important to you and your business and ample time for networking with fellow members and guests.

The agenda includes:

- The Return of Furniture Manufacturing to North Carolina with Bruce Cochrane, president of Lincolnton Furniture
- New Markets for American Hardwoods with Michael Snow, executive director of the American

Hardwood Export Council

- The Five-Year Review of the Appalachian Hardwood Verified Sustainable program with updates on sustainability data from the U.S. Forest Service
- 2012 Election Update with a prominent U.S. Congressman from Florida who has been invited
- The Final Push for the Hardwood Checkoff with Blue Ribbon Committee Members Jim Howard and John W. Crites
- AHMI Leadership change and member anniversaries

Please see the agenda for days and times and the other information on the unique opportunities

(See Meeting on page 3)

Monthly newsletter of Appalachian Hardwood Manufacturers, Inc.
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Meetings

- 2012 Annual Meeting - Feb. 29-March 4**
The Marco Island Marriott, Marco Island, FL
- 2012 Summer Conference - July 28-31**
The Grove Park Inn, Asheville, NC
- 2012 Fall Meeting & Tour - TBA**

Furniture from page 1

"This is the only survey of its type at the world's largest home furnishings market to determine what wood species and furniture styling is on display at market," said Tom Inman, AHMI president. "This information is very valuable in tracking trends for future wood supply needs."

An estimated 1,200 manufacturers and their representatives show in High Point making it the largest exhibition of its type in the world. More than 50,000 manufacturers, sales representatives, furnishings buyers, interior designers, suppliers, and news media attended the 2011 fall market.

Manufacturers boosted introductions at the fall market to generate interest from retailers who have reported poor sales. Most exhibitors said market traffic increased 10-20 percent from one year ago and buyers were again looking for new product to get consumers into stores.

More than 90 percent of the bedroom and dining room furniture groups surveyed at market were an identifiable species of solid wood or veneer over solids. That is a slight improvement over the previous year.

Other findings were:

1) American Cherry continued to be the species of choice with 18% of bedrooms; 15.5% of dining room; 19% of the home office; and 14% of entertainment cabinets.

2) American Walnut increased its share from 2010 with 9% of bedrooms; 11% of dining rooms; 10% of home office; and tied for the top spot in entertainment cabinetry with 14% of product on display.

3) American Red Oak maintained second or third place in most categories with 9% of the bedroom; 8% of the dining room; 10% of home office; and 12% of entertainment cabinets.

4) Rounding out the top five in bedroom were mahogany and American White Oak; in dining room were mahogany and birch; in home office were American White Oak and mahogany; and in entertainment centers were mahogany and rubberwood.

"Designers used an array of color for the American Cherry from the traditional deep red to clear satin finishes that showed off the beauty and

character of the wood," said Inman. "American Cherry has many looks from the formal dining room to the casual bedroom and all denote quality. That was important to almost everyone at this market, quality furniture at reasonable prices."

American Walnut was on the rise this market with an emphasis on the finish. "Like the Cherry pieces, more manufacturers were using a clear, satin finish on the walnut that gave a casual look but really brought out the grain," Inman said.

Medium tones and softer finishes seemed to be a trend in all categories.

The balance of furniture was made up of other American species like Maple, Ash and Birch and other international species like wenge, acacia, and linga. Each of these accounted for 1-5% of the furniture on display.

Painted, printed wood and other materials saw declines for the second year in a row as they accounted for 10% or less of the pieces. In 2010, 12-14% of the products were painted, printed or overlays.

"That has been trending up for the past four years and drives the demand for high quality solid wood and veneer," Inman said.

The style count found traditional looks gained ground on contemporary styles in three of the four categories. In bedroom, traditional increased to 63%, up from 51% in 2010. In dining room, traditional styles were increased dramatically to 71%, up from 51 percent the previous year.

The same was true in home office with traditional styles up from 64% in 2010 to 80 percent in 2011. Contemporary styles increased its share of the entertainment center pieces on display, rising from 36% in 2010 to 38% in 2011.

"This is very good news for American hardwood producers because we have an increasing hardwood forest, especially in the Appalachian Region where a ratio of 2.3 trees are growing for each tree that is harvested or is dying combined," Inman said. "We can assure furniture manufacturers that these species will be available from this sustainable forest for a very long time."

For more information, contact AHMI at (336) 885-8315 or email tom@appalachianwood.org.

Meeting from page 1

at the Marco Island Marriott. The beautiful views of the Gulf of Mexico, breathtaking sunsets and temperatures guaranteed to be in the 80s will make this a meeting to remember.

The AHMI registration form is included with this newsletter or you may register online at www.appalachianwood.org. Please make your reservations early at Marco Island Marriott by calling 1-800-438-4373. Please make your airline reservations today for the best choices of flights to Fort Myers/Southwest Florida airport and don't forget that rental car. The Marriott is about 40 minutes from the airport.

For more information, contact the AHMI office at (336) 885-8315 or e mail to info@appalachianwood.org. We look forward to seeing you in Marco Island!

Enterprise offers discounted rentals

Enterprise Rent-A-Car is offering its Enterprise Corporate Account Discount Program to AHMI members for the 2012 Annual Meeting in Marco Island, FL. When making a car rental reservation, refer to the AHMI account number, **L350932** and PIN: **App** You will receive the following pricing:

Intermediate Vehicle - \$50/day; Full Size Vehicle - \$50/day; Premium Vehicle - \$65/day; SUV - \$65/day; Minivan - \$75/day; Convertible - \$80/day

To reserve a vehicle, please visit www.enterprise.com, or call the Fort Myers center at (239) 561-2227 option 5, option 2, and refer to the corporate code above.

Car Service available

American Comfort Limosines is extending discounted rates for all guests attending the conference. For airport arrivals or departures out of Fort Myers Airport (RSW), the rates with the discounts are:

Sedan (1-3 passengers) = \$69.00; SUV (1-6 passengers) = \$109.00; Van (1-10 passengers) = \$149.00

Gratuity, fuel, and airport charges are additional. For reservations, call 1-888-546-6117.

If you have any questions, please contact the AHMI office at (336) 885-8315.

2012 Annual Meeting Feb. 29-March 4

Wednesday, Feb. 29

6 p.m. Early Bird Reception

Thursday, March 1

4-6 p.m. Registration

4 p.m. AHMI Board of Trustees

6 p.m. Welcome Reception on the Beach

Dinner on your own

Friday, March 2

9 a.m. General Session

■ Furniture Manufacturing Returns To North Carolina - Bruce Cochran, Lincoln Furniture

■ International Markets For American Hardwoods - Michael Snow, AHEC

■ Hardwood Checkoff Final Push - Jim Howard and John W. Crites, Blue Ribbon Committee

12:30 p.m. Golf and Sporting Clays

6 p.m. Reception

Dinner on your own

Saturday, March 3

8 a.m. Producers Meeting (for Producers only) and Distributors Meeting (open to all)

9:15 a.m. General Session

■ 2012 Election Update - U.S. Congressman invited

■ Chairman's Report and 2012 Plan of Work; AHMI Member Anniversaries; Election of Officers and Board

■ Appalachian Hardwood Verified Sustainable Five-Year Update - U.S. Forest Service

12 noon Business Luncheon -

Chairman's Gavel Ceremony

1:15 p.m. Golf Tournament

Beach games

6 p.m. Reception

Sunday, March 4

NO FORMAL BUSINESS

Workshop Offers Tools For NWFA Program

A workshop to learn about the National Wood Flooring Association's Responsible Procurement Program will be held at the Wood Education & Resource Center, 301 Hardwood Lane, Princeton, WV, on Jan. 4, 2012. The workshop will share the findings, work products and other outcomes of the WERC funded project, "Advancing the National Wood Flooring Association's Responsible Procurement Program (RPP).

There is no cost to attend this workshop. To register or for more information, email jason@jasongrantconsulting.com.

1:00 to 1:15 PM – Welcome, introductions

-- Welcome to WERC Center (US Forest Service – WERC Representative)

1:15 to 3:00 PM – The NWFA RPP

-- Market and regulatory environment driving the trend to responsible sourcing of forest products (Richard Donovan, Rainforest Alliance)

-- The origins and purpose of the RPP (Don Finkell, Anderson Hardwood Floors)

-- Program elements and resources (Jason Grant, Jason Grant Consulting)

-- Growing the RPP: now and in the future (Michael Martin, NWFA)

-- The FSC Procurement Group: goals and activities (Finkell; Grant; Darrel Pendris, FSC---US)

3:00 PM to 3:45 PM - Chain of Custody Toolkits (Grant)

Upcoming AHMI Activities

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

Jan. 10, 2012 - Appalachian Lumbermen's Club, Hickory, NC

Feb. 8-9, 2012 - Indiana Hardwood Lumbermen's Association Annual Meeting, Indianapolis, IN

Feb. 15-16, 2012 - Hardwood Federation Winter Fly-In, Washington, DC

March 13, 2012 - Appalachian Lumbermen's Club, Pinehurst, NC

March 14-16, 2012 - Hardwood Manufacturers Association National Conference, New Orleans, LA

April 21-26 - High Point Furniture Market, High Point, NC

AHMI Resource Guide Info

HIGH POINT - Appalachian Hardwood Manufacturers, Inc. mailed its 2012 Appalachian Hardwood Verified Sustainable Resource Guide information recently. The directory is published annually and distributed to thousands of lumber buyers around the world.

It lists each member of the association and details about the company including location, contacts, equipment, available species and certification. There is also opportunities to advertise and promote specific details about your company.

Please return information by Jan. 31. For more information, contact AHMI at (336) 885-8315.

Wood Industry Tops Purchasing Managers Index

The wood industry lead the way in the Institute for Supply Management's latest survey of economic activity in 18 manufacturing U.S. industries.

ISM says manufacturing gained ground overall in November. Based on surveys of purchasing managers and other sources, it marks the 28th consecutive month manufacturing has grown; and the 30th consecutive month the nation's supply executives reported overall economic growth.

Of the 18 manufacturing industries, eight reported growth in November in the following order:

1) Wood Products; 2) Textile Mills; 3) Petroleum & Coal Products; 4) Primary Metals; 5) Food, Beverage & Tobacco Products

While housing is still lagging as speculators and buyers digest millions of foreclosures, a study finding housing affordability is near its highest level in more than 20 years.

Among purchasing managers, trepidation continues over the economy. Respondents cite continuing concerns about the general economic environment and government regulations.

EPA Releases Changes To BoilerMACT Rules

WASHINGTON – The U.S. Environmental Protection Agency announced on Dec. 2 changes to Clean Air Act standards for boilers and certain incinerators based on extensive analysis, review and consideration of data and input from states, environmental groups, industry, and the public.

The proposed reconsideration would achieve public health protections through significant reductions in toxic air pollutants while increasing the rule's flexibility and addressing compliance concerns raised by industry and labor groups, the EPA said. The changes also cut the cost of implementation by nearly 50 percent from the original 2010 proposed rule while maintaining health benefits. These standards meet important requirements laid out in the 1990 Clean Air Act Amendments.

More than 99 percent of boilers in the country are either clean enough that they are not covered by these standards or will only need to conduct maintenance and tune-ups to comply, the release states. The proposals focus on the less than one percent of boilers that emit the majority of pollution from this sector. For these high emitting boilers, typically operating at refineries, chemical plants and other industrial facilities, EPA is proposing more targeted emissions limits that protect Americans' health and provide industry with practical, cost-effective options to meet the standards – informed by data from these stakeholders. These limits are based on currently available technologies that are in use by sources across the country, the EPA said.

In a statement, Randy Rawson, president and CEO of the American Boiler Manufacturers Assn. said, "There appears to be nothing in [the] EPA proposals that cannot be handled in a timely and cost-effective way by the types of existing, state-of-the-art, technologically-advanced and fuel-flexible products and equipment supplied by the U. S. boiler manufacturing industry."

As a result of further information gathered through the reconsideration process, the proposal maintains the dramatic cuts in the cost of implementation that were achieved in the final rules issued in March while continuing to deliver significant public health benefits.

EPA's proposal recognizes the diverse and complex range of uses and fuels, including coal, natural gas, oil and biomass, and tailors standards to reflect the real-world operating conditions of specific types of boilers. Some of the key changes EPA is proposing include:

Boilers at large sources of air toxics emissions: The major source proposal covers approximately 14,000 boilers – less than one percent of all boilers in the United States – located at large sources of air pollutants, including refineries, chemical plants, and other industrial facilities. EPA is proposing to create additional subcategories and revise emissions limits. EPA is also proposing to provide more flexible compliance options for meeting the particle pollution and carbon monoxide limits, replace numeric emissions limits with work practice standards for certain pollutants, allow more flexibility for units burning clean gases to qualify for work practice standards and reduce some monitoring requirements.

Boilers located at small sources of air toxics emissions: The proposal also covers about 187,000 boilers located at small sources of air pollutants, including commercial buildings, universities, hospitals and hotels. However, due to how little these boilers emit, 98 percent of area source boilers would simply be required to perform maintenance and routine tune-ups to comply with these standards. Only 2 percent of area source boilers may need to take additional steps to comply with the rule. To increase flexibility for most of these sources, EPA is proposing to require initial compliance tune-ups after two years instead after the first year.

Solid waste incinerators and revisions to the list of non-hazardous secondary materials: EPA is proposing to adjust emissions limits for waste-burning cement kilns and for energy recovery units.

EPA will accept public comment on these standards for 60 days following publication in the Federal Register. EPA intends to finalize the reconsideration by spring 2012.

More information: <http://www.epa.gov/airquality/combustion>



Appalachian Hardwood Manufacturers, Inc. 2012 Annual Meeting Feb. 29-March 4 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. 27. Standard/Pool View Rooms are \$275, Tower Suites are \$399

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. **AHMI will have badges and other materials available on site for collection on Thursday, March 1.**

Registration before Feb. 3, 2012:

AHMI MEMBER - \$360 per person **GUEST - \$460 per person**
MEMBER SPOUSE - \$220 **GUEST SPOUSE - \$220**
CHILDREN AGE 12 & older - \$80; UNDER 12 - FREE
Add \$50 to any registration fee after Feb. 3, 2012

Full registration fee refunded on cancellations received by Feb. 3, 2012. Cancellations received after that time will be subject to 50% forfeiture.

Register by Dec. 31 for drawing on \$100 American Express Card!
Register by Jan. 15 for a drawing of Free Spa Treatment!

PLEASE REGISTER THE FOLLOWING FOR AHMI'S 2012 ANNUAL MEETING

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

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

Company: _____

Address: _____

City/State/Zip: _____

REGISTER FOR GOLF (Medal Play Friday; Captain's Choice Saturday)

Name: _____ FEE: \$210
Please check: Friday Saturday

Name: _____ FEE: \$210
Please check: Friday Saturday

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

Name: _____ FEE: \$110

Name: _____ FEE: \$110

Check # _____ Received _____

TOTAL \$ _____