



Appalachian Sustainable



Crowd Builds For 2012 Annual Meeting In Marco

The pre-registration for the 2012 Appalachian Hardwood Manufacturers, Inc. Annual Meeting has matched one year ago as members and guests prepare to learn about new markets and messaging for hardwoods.

The conference is set Feb. 29-March 4 at The Marco Island Marriott in Marco Island, FL. There are a few rooms available for the weekend nights.

"We have a great crowd attending and are sold out two nights," said Tom Inman. "Our business program is strong and people look forward to networking in southern Florida."

The business sessions includes:

- 1) details on the **Life Cycle Analysis for Hardwoods** completed by the American Hardwood Export Council;
- 2) details on Lincolnton Furniture bringing **furniture manufacturing back to North Carolina**.

Production of bedroom and dining room furniture began in December at the Lincolnton facility;

3) details on the final push for the **Hardwood Checkoff** will be presented by Blue Ribbon Committee Members. The program would generate marketing and research funds from sawmills, distribution yards, flooring and plywood plants;

4) details on the **Five-Year Review of the Appalachian Hardwood Verified Sustainable** program with new sustainability data from the U.S. Forest Service.

5) details on **Election 2012 from the Hardwood Federation** and races in the region;

6) details on new technology **for inventory control systems**;

AHMI will install new officers and trustees at the leadership luncheon for attendees on Sat-
(See Meeting on page 3)

Webinar Gives Tips On Hardwoods Promotion

Join the American Hardwoods Promotion (AHP) team on Feb. 21 at 2:00 PM EST for a FREE webinar on "how to use" the campaign branding and marketing materials to build your business. The webinar will:

- Explain the mission of the AHP program and creating a unified industry identity
- Provide an update on AHP initiatives to date and discuss how you can get involved
- Demonstrate simple ways you can incorporate the AHP into your marketing programs
- Include examples of what companies have done so far to add branding to their programs.

The webinar is designed for members of all



American Hardwoods
Treasured for Generations

hardwood trade associations and anyone involved in the American Hardwoods supply chain, including but not limited to, timberland owners, foresters, sawmills, lumberyards, manufacturers, retailers, and distributors.

Please contact americanhardwoods@gibbssoell.com or telephone 212-697-2600, ext. 1287.

Monthly newsletter of Appalachian Hardwood Manufacturers, Inc.
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web: www.appalachianwood.org

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

The way I see it...

By Tom Inman, AHMI President

...the report from Appalachian and eastern hardwood lumber producers and distributors ranges from no logs or lumber inventory to full decks, yards and sheds.

Why such a varied report? It seems that everyone has a little different take on what to prepare for this winter and spring.

I have participated in three gatherings of the hardwood industry in the past month: the Appalachian Lumbermen's Club in Hickory, NC, the Penn York Lumbermen's Club in Watkins Glen, NY, and the Indiana Hardwood Lumber Association in Indianapolis just last week. The situation for most companies depends on their location, the volume of rain, the temperatures and the leading factor - the financial shape of their company.

North Carolina, Tennessee and Virginia companies seem to be about where they want to be in volume of logs. It has been wet and warm but log supplies, ability to produce and lumber inventories are fair.

Pennsylvania and New York sawmills have been limited on logs because of wet and warm conditions. Most log yards were very low for the middle of winter.

Ohio, Indiana and West Virginia mills are mixed based on their location and dependence on gate logs. Many report they are "about where they want to be."

What does this mean for lumber supplies for the next few weeks and into the spring?

"About like last year," one lumberman said recently in Indiana. "We were a little better last year than the year before and looks like that's going to be the case again this year."

Forecasting is extremely difficult because of the variables like weather, timber availability, number of loggers, cash flow for companies and more. Lumber manufacturers are giving it their best guess by either building inventory in anticipation of short supplies in the next few weeks and others who are holding out to meet demand when it arises.

We'll see who was right.



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

Suppliers

Harry Mann
TradeTec Computer Systems Ltd.
600 Magnolia Ave, Suite 107B
Dunn, NC 28334

Diacon Technologies Inc.
Mark Tittler
100-3800 SE Columbia Way
Vancouver, BC V4A9

The deadline for renewal for 2012 was Jan. 31. If you have not renewed, please mail your dues as soon as possible to be included in all marketing materials. New members are the lifeblood of the association and if you know of companies that should join, please contact the AHMI office.

Upcoming AHMI Activities

Appalachian Hardwood Manufacturers, Inc. will attend / display at the following meeting, trade shows and other events to promote AHMI members and products in 2012:

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

Feb. 29-March 4 - AHMI Annual Meeting, Marco Island, FL

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

April 2-5 - Dubai Wood Show, Dubai UAE

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

June 19-22 - AHEC Southeast Asia Convention, Singapore

Aug. 22-25 - International Woodworking Fair, Atlanta, GA

Sep. 12-15 - National Hardwood Lumber Association Convention, Chicago, IL

Oct. 13-18 - High Point Furniture Market, High Point, NC

For more information, contact the AHMI office.

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urday. AHMI will also mark anniversaries.

There will be networking opportunities during four receptions, sporting events and breaks during the conference. Please see the full agenda for days and times and the other information on the unique opportunities.

The Marco Island Marriott offers beautiful views of the Gulf of Mexico, breathtaking sunsets and temperatures guaranteed to be in the 80s. There are still rooms available for the weekend nights.

Please make your reservations 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. The Marriott is about 40 minutes from the airport.

Enterprise Rent-A-Car is offering its Enterprise Corporate Account Discount Program to AHMI members. 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.

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

The AHMI registration form is included with this newsletter or you may register online at www.appalachianwood.org.

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!

Pat Crites Wins Spa Visit Gift Card

Pat Crites of Allegheny Wood Products is the winner of the free spa treatment during the 2012 Annual Meeting at Marco Island. Her name was drawn by AHMI Chairman Mike Parton from the list of people who registered early. Congratulations to Pat!

2012 Annual Meeting

Feb. 29-March 4

Wednesday, Feb. 29

6 p.m. Early Bird Reception at the home of Tom Talbot of Glen Oak Lumber

Thursday, March 1

4-6 p.m. Registration

4 p.m. AHMI Board of Trustees

6 p.m. Reception on the Beach

Dinner on your own

Friday, March 2

8:30 a.m. General Session

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

■ Life Cycle Analysis For American Hardwoods - Michael Snow, AHEC

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

11 a.m. Ladies Luncheon at the home of Mrs. Pat Crites of Allegheny Wood Products

12:30 p.m. Golf and Sporting Clays

6 p.m. Reception

Dinner on your own

Saturday, March 3

8 a.m. Producers Meeting

8 a.m. Distributors Meeting

■ George Barrett discusses hardwood markets

9:15 a.m. General Session

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

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

■ Election 2012 - Hardwood Federation

■ Inventory Control Software Technologies for 2012

12 noon Leadership Luncheon -
Chairman's Gavel Ceremony

1:15 p.m. Golf Tournament

Afternoon at the Beach games

6 p.m. Reception

Sunday, March 4

NO FORMAL BUSINESS

Vaughan-Bassett Plans \$8M Expansion

GALAX, Va. — Master and youth bedroom manufacturer Vaughan-Bassett plans an \$8 million expansion to boost its manufacturing capacity by 50 percent and add about 115 furniture production jobs.

The company will purchase a 350,000-square-foot plant next to its main bedroom plant here for about \$1.5 million from Webb Furniture Enterprises, which still makes mirrors and particle-board. Vaughan-Bassett will use the plant, which closed in 2006, to make youth and master bedroom furniture.

It also is spending about \$1.75 million to expand its rough end system in its main bedroom plant, another \$1.2 million in other machinery upgrades and about \$2 million in inventory, officials said. The project's first phase will involve moving machinery to the Webb facility from Vaughan-Bassett's adjacent bedroom plant. The newly purchased plant will reopen in March with about 50 workers.

The Webb Plant was built around 1960 and has a finishing line that was installed about 10 years ago, making it one of the newest of its kind in the U.S. Production, assembly and finishing work will take place on the plant's first floor, with some second and third story space used to warehouse finished goods.

The company said the expansion is related to its recent sales growth, which was up 19% in the fourth quarter. The company said its full year sales were \$84 million.

For the first six weeks of the company's 2012 fiscal year, which started Dec. 4, sales and orders are up more than 20%.

"Today, we are the largest wooden bedroom manufacturer in the United States, with almost 700 employees," said Wyatt Bassett, president and CEO of Vaughan-Bassett. "We need this expansion because we are growing quickly and we have reached full capacity in our Galax factory."

The company also has an assembly and warehouse operation in Elkin, N.C., which houses equipment that will be moved to the Webb facility.



CONSUMERS

Stanley Furniture Spends \$4M Retooling NC Plant

STANLEYTOWN, VA - Stanley Furniture Company, Inc. says it will spend \$4 million this year retooling its Robbinsville, NC factory.

Stanley Furniture believes manufacture of its children's Young America wood furnishings lines in the U.S. is preferred by American consumers. It spent \$4.2 million on capital expenditures in 2011 and will invest another \$3 million over the next two years on customer management systems.

"We are committed to completing our efforts to reinvent a manufacturing process in Robbinsville, NC to compete globally and occupy a meaningful space in the children's furniture marketplace," said Micah Goldstein, COO and CFO, as Stanley Furniture. "In 2012 we are planning an additional investment of approximately \$4 million to sufficiently automate this plant."

Glenn Prillaman, president and CEO, says the Stanley Furniture product line is now profitable, operating on an exclusively overseas manufacturing platform. "However, we have not completed the transition of our Young America product line and have not yet become a profitable domestic manufacturer," Prillaman said. "We believe we are roughly half of the way through this journey and, when completed, we will have an Internet-age brand ready for the younger consumer supported by a product offering difficult to duplicate from Asia."

Prillaman says Stanley Furniture will have a flexible manufacturing footprint that enables a more favorable cost structure, shorter lead times and higher inventory turns.

Need Green Certificates?

The 2012 Appalachian Hardwood Verified Sustainable certificates are available from the AHMI office. Order your new supply today at (336) 885-8315.

Roper Wins AHMI/ Bennett Scholarship

MORGANTOWN, WV - The West Virginia University Foundation recently announced that Christian Roper has been awarded the Howard D. Bennett / AHMI Scholarship for 2011-12.

The scholarship is designed to help forestry and natural resource students to attend WVU and reduce the student loan burden. Howard Bennett is a former AHMI executive director and the scholarship was established in his memory.



WORKSHOP

Project Management Course

RICHMOND, VA - Virginia Tech will offer a Project Management Certification Course and train for the Project Management Institute PMP certification exam. The course is set for March 10 through May 5 on Saturdays (excluding April 7) from 9 a.m. to 5 p.m. The cost is \$1,995 and includes texts and course materials, CEU certificate and access to online practice test engine.

The program consists of eight consecutive eight-hour classes. It follows the path of a project through initiation, planning and execution.

The locations are the Virginia Tech Richmond Center, 2810 N. Parham Road, Suite 300, Richmond, VA 23294 and the Virginia Hampton Roads Center, 1444 Diamond Springs Road, Virginia Beach, VA 23455. For more information or to register, visit www.cpe.vt.edu/pmc.

VT Changes College To Sustainable Biomaterials

BLACKSBURG, VA – The wood science and forest products department in Virginia Tech's College of Natural Resources and Environment has changed its name to the Department of Sustainable Biomaterials.

The decision was based on a desire to more accurately reflect the wide scope of education and research being done by the department and aligns with the college's broader transition in recent years toward an increased emphasis on sustainability and the environment.

The department, established in 1979 as an offshoot of the university's forestry program, has become a recognized North American leader in student education, research, and outreach. In recent years, faculty expertise has diversified to include education and research activities in nanomaterials, drug delivery, adhesion science, advanced composites, nontimber forest products, biofuels, aseptic packaging, and sustainable biomaterials.

"The forest industries of Virginia remain a \$25-billion contributor to the state's economy, and we will continue to serve this important sector," said Department Head Barry Goodell. "The new department name is broad enough to encompass newer aspects of the field, such as biofuels and renewable materials. We will continue to work with wood, the most widely used biomaterial, but we are expanding our focus to include other natural materials as well."

AHMI Mourns Death Of Lindy Markland

ALBANY, Ga. - Charles Lindbergh "Lindy" Markland, 83, of Albany, GA, formerly of Evans, GA, died on January 21, 2012.

He was a former partner in Highland Hardwoods of Augusta, GA. He is survived by his wife, Nancy Long Markland of Albany, GA; two daughters: Pam Newsome and husband Ed of Albany, GA, Cathy Villines and husband John of Cleveland, GA; a sister-in-law/ daughter Connie Buckley and

husband David of Martinez, GA; a grandson; Markland Aultman and wife Erin of Albany, GA; sister: Jean Mooney of Oak Ridge, TN; grandchildren and great-grandchildren.

Memorials can be made to the Salvation Army, Wounded Warrior Project, Wilson Hospice House, 320 Foundation Lane, Albany, GA 31707, or Martinez United Methodist Church, 3614 Washington Road, Martinez, GA 30907.



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.

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 \$ _____