



Appalachian Sustainable



Annual Meeting Offers New Green Messaging

Appalachian Hardwood Manufacturers, Inc. members will learn about new green messaging initiatives and new markets for hardwoods at the 2012 Annual Meeting.

The conference is set Feb. 29-March 4 at The Marco Island Marriott in Marco Island, FL. AHMI returns to the warm temperatures and white sand beaches of southwestern Florida.

The business sessions include:

- Full details on the **Life Cycle Analysis for Hardwoods** completed by the American Hardwood Export Council. The report explains the environmental benefits of solid hardwoods over substitute materials that claim to be "green." AHEC Executive Director Mike Snow will present the findings and AHEC's plans for 2012;

- AHMI will explain the **Five-Year Review of the Appalachian Hardwood Verified Sustainable** program with new sustainability data from the U.S. Forest Service. Wood consumers around the world have accepted the program and the new information provides more details on the environmental benefit of using Appalachian Hardwoods;

- Bruce Cochrane, president of Lincolnton Furniture will explain the **return of furniture manufacturing to North Carolina** for his company. Production of bedroom and dining room furniture began in December at the Lincolnton facility;

- The final push for the **Hardwood Checkoff** will be presented by Blue Ribbon Committee Members Jim Howard and John W. Crites. The program would generate marketing and research funds from sawmills, distribution yards, flooring and plywood manufacturers. The update will explain current efforts and when then vote may be held later this year;

- Technology continues to change at a rapid rate and two AHMI Supplier members will discuss the **changes for inventory control systems**;

- AHMI will install **new officers and trustees** at the leadership luncheon for all attendees on Saturday. We will also mark member anniversaries.

There will be networking opportunities during four receptions, sporting events and breaks during the conference. Please see the full agenda for **(See Meeting on page 3)**

Verified Sustainable Promotion Marks 5 Years

Appalachian Hardwood Manufacturers, Inc. celebrates the fifth anniversary of our successful Verified Sustainable program with a fresh look and new research from the U.S. Forest Service.

The effort promotes the sustainability of the Appalachian Hardwood resource from the 344 counties of the AHMI territory. It has



been accepted by wood consumers around the world as verification of a "green" resource.

The updated research will be announced at the 2012 Annual Meeting. To receive electronic copies of the 2012 logo and new certificates for the anniversary year, please contact

the AHMI office at info@appalachianwood.org

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

The way I see it...

By Tom Inman, AHMI President

...there is some good news from a variety of sources to end of 2011. (*And it's not that 2011 finally ended!*)

- Cabinetry sales were up again in November, according to the Kitchen Cabinet Makers Association. Sales rose 3.6 percent versus a year ago, and semi-custom cabinetry was up 8.6 percent.

- Furniture factory orders in October were 11 percent above October 2010, according to the survey of manufacturers and distributors by the accounting firm Smith Leonard. The October increase came after a 12 percent jump in September and a 9 percent increase in August. For the first 10 months of 2011, orders were 7 percent ahead of the same period in 2010, according to the survey reported by Furniture Today.

- Construction spending increased 1.2 percent in November, reports the Department of Commerce. Homebuilding, private nonresidential construction and public construction all increased compared to October. Apartment construction is the fastest growing area.

- A few major retailers are remodeling stores. Sears, Brookstone and JC Penney all have announced plans for major renovations. McDonald's continues its wood-based billion dollar makeover.

- Lumber demand was up slightly in December and lumber futures contracts of 1,000 board feet sold at the Chicago Mercantile Exchange hit their highest level in three months.

So there is the good news. The bad news continues to be that lumber pricing is mostly down with a few increases in poplar and ash. Occasional shortages will bump one species or grade but it is short-lived.

What will 2012 hold for the industry? The forecast in recent publications from many people is "expect more of the same." No one is excited about that but few are expecting further declines.

Slower production and winter weather are keeping lumber supplies at or slightly ahead of demand levels. Some folks are building a little inventory in anticipation of short supply in coming weeks. Those are the true optimists!

Norm Murray Wins \$100 Gift Card

Norm Murray of U*C Coatings is the winner of the \$100 American Express gift card for registering early for the 2012 Appalachian Hardwood Manufacturers, Inc. Annual Meeting. He registered in early December.

The prize will be awarded at the Friday business session. There is still one prize remaining with the deadline approaching.

Register by Jan. 15 for a Free Spa Treatment at the Marriott's Spa.

Register today at www.appalachianwood.org/meetings.htm or use the form on page 6 of this newsletter.

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:

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

Jan. 16 - Penn York Lumbermen's Club, Watkins Glen, NY

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

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

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

April 3-5 - 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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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. It was a member favorite during our last meeting there in 2008.

The Marriott has four dining venues with one, Kurrents, that accept reservations for dinner. A complete list of area dining locations is available from the AHMI office.

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. 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.

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 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.

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!

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

■ International Markets 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 (*for Producers only*)

8 a.m. Distributors Meeting

■ George Barrett will discuss hardwood lumber 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

■ 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

2011 AHMI Year in Review

PROMOTION - Domestic

- Expanded the Appalachian Hardwood Verified Sustainable campaign which utilizes U.S. Forest Service data for the Appalachian Region as defined by AHMI to verify the sustainability of the Appalachian Hardwood resource. The promotions certifies membership in AHMI and provides members with certificates, labels and letters explaining that timber growth exceeds harvests by more than 2-to-1. AHMI promoted the effort through advertising and public relations. Most AHMI member companies are participating.
- Published 2011 AHMI Resource Guide with member information listings and advertisements. This piece was delivered to 7,000 wood consumers.
- Participated in Spring and Fall International Home Furnishings Markets in High Point, NC. Staff visited to AHMI member companies showing at market and prospective members.
- Administered the annual Wood Species and Design Survey at the Fall International Home Furnishings market. Results of survey were distributed to media and furniture designers.
- Distributed thousands of promotional brochures and wood sample kits to wood consumers, individuals, schools and civic groups.
- Participant in state, regional and national association meetings and trade shows.
- Financial support of the Hardwood Federation.



PROMOTION - Export

- Member of the American Hardwood Export Council. AHMI staff participated in seminars and tours at Interzum in Cologne, Germany.
- Hosted a reception and dinner for Chinese furniture manufacturers in High Point.
- Distributed trade leads to Export Division members.

EDUCATION

- Assisted Hardwood Federation in legislative programs to U.S. Congress.
- Assisted member companies in Community Involvement Program presentations as requested. Completed programs at North Carolina State University.
- Co-sponsored the teacher education workshop in Tennessee.
- Scholarship presented to student at West Virginia University.

FORESTRY

- Administration of the Appalachian Hardwood Forest Research Alliance to partner with foresters in developing and completing forest research projects. AHMI oversees project to store existing research and design future projects to assist Appalachian hardwood foresters. One projects was completed and one initiated.
- Held Forestry Division meeting in West Virginia.
- Advocate for active management of our Eastern hardwood forests through letter writing, visits with decision makers, and participation in pro-forestry groups.
- Staff is active with several state forestry associations and on the board of the North Carolina Forestry Association.

MEMBERSHIP

- Membership had a net increase of nine new companies in 2011.

Columbia Forest Products Buys Cabinet Box Maker

GREENSBORO, NC — CFP Components, a division of Columbia Forest Products, has acquired Cabinotch, the Owensboro, KY manufacturer of a made-to-order cabinet box system.

Cabinotch cabinet box systems will now use Columbia's North American-made PureBond veneer core hardwood plywood, produced with no-added-formaldehyde, with interiors and shelving featuring Columbia's VOC-free UV finish.

"Cabinet interiors will be offered in clean white birch, or customers can match the species they selected for the hardwood face frames," says Todd Vogelsinger, Columbia's director of marketing. "This is important when using glass doors, and the desire is to keep the look of the cabinets consistent."

USFS Has New Contract Forms

The U.S. Forest Service recently posted new timber and special forest products contract forms on its website. Guidance for the use of these contract forms can be found at <http://www.fs.fed.us/forestmanagement/products/contracts.shtml>.

Contract form FS-2400-2 is used for the sale of decked timber in a timber settlement sale or for material along roads or in landings where only authorization to load and haul timber is required.

Contract Forms FS-2400-3S (scale) and FS-2400-3T (tree measurement) are used for timber products measured in cubic feet (convertible). Form FS-2400-3P is used for (nonconvertible).

Contract form FS-2400-4 is used for premeasured sales of timber products that can be measured in cubic feet (convertible) or (nonconvertible). Form FS-2400-6 is used for sales where timber is measured after felling (scaled). Form FS-2400-6T is used before felling.

Form FS-2400-13 is used for stewardship contracts where timber or forest products are measured after cutting and the value of the material being sold exceeds the cost of the services provided by the contractor. Form FS-2400-13T is used where timber or forest products are measured before cutting.

AHMI Offers Green Resource Solutions

Appalachian Hardwood Manufacturers, Inc. has six offerings for members who are seeking "green" documentation for their Appalachian hardwood products.

AHMI has partnerships with the WoodNet Market Council and Columbia Forest Products to provide access to Forest Stewardship Council Group Certification to AHMI members. The two companies currently hold group certificates with participants across the eastern U.S.

AHMI began offering pre-audit services from a contractor in 2008 for members seeking Sustainable Forestry Initiative, Forest Stewardship Council or Program for Endorsement of Forest Certification approval.

The association also developed a relationship with NSF to provide auditing for all of the schemes at a discounted rate for AHMI members.

The Appalachian Hardwood Verified Sustainable program offers certificates and letters verifying the resource is from the sustainable Appalachian Hardwood forest.

To learn more about all of these offerings, please visit the AHMI website at www.appalachianhardwood.org. For specifics on Group Certification, visit the website and click on the link from the home page. There are forms to print, complete and return to the AHMI office.

Approval for the group program could be completed in less than 30 days. If you have questions, please contact Inman at (336) 885-8315.

AHMI offerings include:

Appalachian Hardwood Verified Sustainable certificates

US Green Building Council LEED 5.1 & 5.2 requirement certificates

Pre-Audit Services for FSC, PEFC & SFI certification

FSC Group Certification for forestland and chain of custody

Audit Services for FSC, PEFC, SFI & American Tree Farm System



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 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 \$ _____