



Appalachian Sustainable

January 2014

Monthly newsletter of
Appalachian
Hardwood
Manufacturers, Inc.
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Future Meetings

2014 Annual Meeting - Feb. 26-March 2

Boca Beach Club,
Boca Raton, FL

2014 Summer Conference - July 26-29

The Homestead,
Hot Springs, VA

2014 Fall Meeting - October in North Carolina

in conjunction
with Wood
Products
Manufacturers
Association

Crowd Builds Early For 2014 Meeting

Appalachian Hardwood Manufacturers, Inc. members and guests are registering daily for the 2014 Annual Meeting. The room block is almost sold out!

"The response has been terrific for this year because I know people are excited about going to Boca Raton," said Tom Inman, AHMI president. "It is a beautiful property and we have an outstanding rate for that time of year - couple that with timely business sessions and AHMI members want to be there."

The Annual Meeting is Feb. 26 - March 2 at The Boca Raton Resort & Club in Boca Raton, FL. There are five informative business sessions, election of new officers and trustees, receptions and networking. This year we are bringing back the Chairman's Banquet with music and dancing on Saturday night.

"This was an AHMI tradition for years and Chairman Chris Keziah wanted to complete his term with a fun evening to close out the meeting," Inman said. "We have an excellent reception and dinner planned and one of Boca's most recommended DJs for a fun evening."

The Boca Raton Resort & Club was established in 1926 (*just two years before AHMI*) and is the preferred tropical destination of families, business leaders and those seeking an unforgettable getaway. The hotel offers an array of leisure opportunities and facilities unparalleled in South Florida and a landmark setting.

(See 2014 Meeting on Page 3)

Checkoff Comment Period Extended

The U.S. Department of Agriculture has extended the public comment period for the Hardwood Lumber and Hardwood Plywood Promotion, Research and Information Checkoff until Feb. 18, 2014. The industry has another 30 days to comment on the program to develop a promotion, education and research campaign funded by an assessment on hardwood lumber manufacturers and distributors, hardwood plywood manufacturers and hardwood flooring makers.

The Hardwood Checkoff, as it is commonly called, would be administered by a board of industry members selected by the Secretary of Agriculture. The assessment rate varies according to the product manufactured.

The purpose of the program, as stated in the order, would be to strengthen the position of hardwood lumber and hardwood plywood in the marketplace and maintain and expand markets for hardwood lumber and hardwood plywood. A referendum will be held among eligible hardwood lumber manufacturers and hardwood plywood manufacturers to determine whether they favor implementation of the program prior to it going into effect.

You can learn more and make your comments by visiting the AHMI website at www.appalachianwood.org and following the link on the home page. If you have questions, please call the AHMI office at (336) 885-8315.

The way I see it...

By Tom Inman, AHMI President

... the Hardwood Checkoff has received a lot of attention over the past few weeks. The program was proposed in 2011 to "promote American Hardwoods to consumers" and "complete research on American forests, hardwood lumber and plywood."

The order has been written by a committee of industry leaders and published by the U.S. Department of Agriculture for 60 days to receive comments. That period has now been extended until Feb. 18.

The reaction is mixed. No one I have talked with or heard make comments at meetings is opposed to promotion and research. The method of getting there, how it will be administered and how much it costs are causing great debate.

Discussion is good. At a recent meeting of the Appalachian Lumbermen's Club, the discussion was passionate. Those for and against spoke their minds and made their points.

That has been the case at other association meetings and we will again discuss the proposal at the 2014 Annual Meeting in Boca Raton. We have Producer, Distributor and Consumer members on both sides of the issue and I believe I understand most of the issues from each side.

AHMI will continue to help educate our members about the issue and allow for discussion. The Board of Trustees has chosen not to take a position because the association has no vote in the matter.

We will, however, maintain and expand our promotion of Appalachian Hardwoods and will be introducing a new marketing effort for this year called "Solid Appalachian Hardwood" at the 2014 Annual Meeting. We will continue the administration of the Appalachian Hardwood Forest Research Alliance which has completed six research projects that have benefitted landowners and managers over the past seven years.

I encourage you to investigate the Hardwood Checkoff yourself and make your decision based on the facts. The vote will likely be in the early fall and will shape the industry for years to come - no matter the result!

AHMI Saddened By Death Of Buck Harless

AHMI is sad to report the death of Mr. James H. "Buck" Harless, 94, of Gilbert, WV, on Jan. 1. He was born October 14, 1919. He attended Gilbert public schools and graduated high school.

In 1947, he was offered an opportunity to own a one-third interest in a small sawmill that was doomed to failure without proper management and operation. This was the beginning of Gilbert Lumber Co. and its many subsidiaries and what was to become International Industries, Inc., a collection of diverse companies.



Mr. Buck Harless

In 1966 Georgia Pacific Corporation purchased his lumber operations making him a multimillionaire at age 47. He then owned and operated sawmills in South America and in the 1970s, he entered the coal business in southern West Virginia. The timing was fortuitous because the price of coal soared to record highs.

Preceding him in death were his first wife, June; son, Larry, infant granddaughter, Shera Elizabeth; brother, Fred, and sister, Mae Morris; half brothers, Milton, Frank, Pearly J. "Bud", Jr., and Marshall Ray; and best friend, Fred Shewey. Survivors include his wife, Hallie, of Gilbert; daughter, Judith Ann Burgess, of Murfreesboro, Tenn.; half brothers, Jimmy, and Earl; stepsons, Ryan and Brett Mollette; four grandchildren: James Harless, II and wife, Sjon, of Flamingo Beach, Costa Rica and Mobile, AL.; Maurice Kirk "M.K." Harless and wife, Paula, of Mobile, AL; Beverly Burgess of Shelbyville, Tenn.; and Stephanie Burgess Palmer and husband, Robert "Robby" of Mobile, AL; great-grandchildren: James Howard "Trip", III; Hope; Chelsea; Kitty; Chase; and Hannah.

The family suggests contributions to the Larry Joe Harless Community Center, 202 Larry Joe Harless Drive, Gilbert, WV 25621.

2014 Meeting *from page 1*

The business meeting agenda includes:

- **Hardwood Flooring Markets Report** with Neil Poland of Mullican Flooring and past chairman of the National Hardwood Flooring Association

- **Industrial Mat Products Rising** with Vince Walters of Bridgewell Mats

- **Forest Growth and Timber Availability** with Blake Stancell of The Forestland Group

- **New Solid Appalachian Hardwood Promotion** with Tom Inman of AHMI

- **Hardwood Checkoff Dialogue** with John Crites of Allegheny Wood Products and Checkoff Blue Ribbon Committee; and Jeff Hanks of Bill Hanks Lumber representing NoHardwoodCheckoff.com. There will be time for questions following their remarks.

AHMI meetings are always complete with time for networking with fellow members and guests during receptions, sporting events and dinner. This year will mark the election of officers and board members. There will be a Chairman's Dinner on Saturday night followed by music, dancing and more fun.

There will be golf tournaments each day and for the first time, a fishing tournament on Friday afternoon.

The Boca Raton Resort and Club offers:

- Half mile of private beach, along the stunning Atlantic Ocean

- Five world-class restaurants and six other dining options at the Resort and Beach Club

- Spa Palazzo, offering peace and tranquility, with 44 treatment rooms and menu of services

- Two 18-hole championship golf courses, including a full program of clinics and lessons, equipment rental, and award-winning pro shop

- Three state-of-the-art fitness centers, allowing you to maintain your daily regimen during travel

- Comprehensive children's program.

Please make your reservations early by visiting www.appalachianwood.org and click on Meetings and use the group code **AHMIHB**.

The AHMI registration form is included on page 6 or you may register online. We look forward to seeing you in Boca Raton!

2014 AHMI Annual Meeting Agenda

Wednesday, Feb. 26

6 p.m. Early Arrival Reception in the Chairman's Suite

Thursday, Feb. 27

Informal golf tee times available

Informal fishing excursion available

5 p.m. Registration

6 p.m. Welcome Reception

Dinner on your own

Friday, Feb. 28

8:30 a.m. General Session

- **Hardwood Flooring Markets Report** with Neil Poland of Mullican Flooring and past chairman of the National Hardwood Flooring Association

- **Industrial Mats Take More Low Grade** with Vince Walters of Bridgewell Mats

- **Forestland Growth and Timber Availability** with Blake Stancell of The Forestland Group

12 noon Fishing Tournament

1 p.m. Golf Tourney at Boca Country Club

6:30 p.m. LUA hosted Reception

Dinner on your own

Saturday, March 1

8 a.m. Producers Meeting (*Producers only*)

8 a.m. Distributors Meeting with Walt McIlvain of VisionTally

9 a.m. General Session

- **Chairman's Report** from Chris Keziah of Oak Ridge Hardwoods and AHMI Chairman

- **Annual Meeting** and Election of Officers, Trustees, Member Anniversaries

- **Solid Appalachian Hardwood Promotion** with Tom Inman, AHMI president

- **Hardwood Checkoff Dialogue** with John Crites of Allegheny Wood Products and Checkoff Blue Ribbon Committee; and Jeff Hanks of Bill Hanks Lumber representing NoHardwoodCheckoff.com

1 p.m. Golf Tourney at Resort Course

2 p.m. Fun at the Beach Club

6:30 p.m. Chairman's Reception

7:30 p.m. Chairman's Banquet followed by music and dancing

Sunday, March 2

NO FORMAL BUSINESS - ENJOY BOCA AND HAVE A SAFE TRIP HOME



AHMI welcomes the following new members:

Distributor

Summit Forest Products LLC
Matt Bubar
4211 N. Buffalo Street Suite 16
Orchard Park, NY 14127

Consumer

Tennessee Hickory Products
Grant Wanzer
PO Box 309
Loudon, TN 37774

New members are the lifeblood of the association and if you know of companies that should join, please contact the AHMI office at (336) 885-8315 or info@appalachianwood.org. We have a packet of materials to send them.

AHMI Resource Guide Information Due Jan. 31

HIGH POINT - Appalachian Hardwood Manufacturers, Inc. members are asked to return their 2014 Appalachian Hardwood Verified Sustainable Resource Guide information by Jan. 31 to be included.

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 if applicable.

There is also an opportunity to advertise and promote specific details about your company. Advertising rates remain the same for 2014.

"The Resource Guide is a valuable tool in our promotion program to make certain buyers know who to contact when purchasing Appalachian hardwoods," said AHMI President Tom Inman.

It is also available in electronic form on the AHMI website. Please return information by Jan. 31 to be included in the Guide. For more information, please contact the AHMI office at (336) 885-8315 or info@appalachianwood.org

AHMI Activities 2014

Appalachian Hardwood Manufacturers, Inc. will attend / display at the following meeting, trade shows and other events to promote AHMI members and products in 2013-14:

Feb. 4-6, 2014: Indiana Hardwood Lumbermen's Association, Indianapolis, IN

Feb 11-12: Hardwood Federation Annual Meeting, Washington, DC

Feb. 26-March 2: AHMI 2014 Annual Meeting, Boca Raton, FL

March 12-14: HMA National Conference, Savannah, GA

March 28-April 1: Interzum Guangzhou, Guangzhou, China

April 4-10: High Point Furniture Market, High Point, NC

April 7-8: Annual Material Use and Design Survey at Furniture Market, High Point, NC

April 16-19: NWFA Convention & Flooring Show, Nashville, TN

May 15-18: ALC, Myrtle Beach, SC

June 9-11: NeoCon, Chicago, IL

July 28-30: AHMI Summer Conference, The Homestead, Hot Springs, VA

Sept. 8-10: Hardwood Federation Fly-In, Washington, DC

Oct. 8-11: NHLA Convention, Las Vegas, NV

Oct. 14-16: Fall Meeting & Tours in conjunction with the Wood Products Manufacturers Association, Charlotte, NC

Oct. 18-23: High Point Furniture Market, High Point, NC

Oct. 21: American Society of Furniture Designers, High Point, NC

For more information, please contact the AHMI office at (336) 885-8315.

**Register today for the
2014 Annual Meeting, Feb. 26-
March 2 at the Boca Raton
Resort & Club, Boca Raton, FL**

Appalachian Programs Successful In 2013

PROMOTION

- Expanded the Appalachian Hardwood Verified Sustainable program 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 promotion certifies membership in AHMI and provides members with certificates, labels and letters explaining that timber growth exceeds harvests by more than 2.45-to-1. Almost 75 percent of AHMI members are participating.
- Introduced the Appalachian Hardwood Verified Legal program to promote the legality of hardwoods from the region.
- Published 2013 Appalachian Hardwood Verified Sustainable and Legal Resource Guide with member information (including participation in certification programs) and advertisements. This piece was delivered to more than 8,000 wood consumers and another 12,000 around the world electronically.
- Participated in Spring and Fall International Home Furnishings Markets in High Point, NC.
- Distributed hundreds of promotional brochures and wood sample kits to wood consumers, individuals, schools and civic groups.
- Participated in state, regional and national association meetings and trade shows as a speaker, exhibitor and attendee.
- Financial support of the Hardwood Federation and the American Hardwood Export Council.

PROMOTION - Export

- Member of the American Hardwood Export Council Executive Committee. AHMI staff participated in trade shows in Germany and China.
- Distributed trade leads to Export Division members.

EDUCATION

- Assisted Hardwood Federation in legislative programs to U.S. Congress.
- Completed programs at High Point University and North Carolina State University.
- Co-sponsor teacher education workshop in Tennessee.
- Scholarship to a West Virginia University student in the forestry program.

MEMBERSHIP

- Membership in AHMI was stable at 198 member companies.
- Three successful membership meetings with increasing attendance

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. Six projects have been completed and one is in process.
- 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.



APPALACHIAN Hardwood Manufacturers, Inc.



2014 Annual Meeting on Feb. 26 - March 2 Boca Raton Resort & Club, Boca Raton, FL

To reserve your room, call the **Boca Raton Resort** at 1-888-557-6375 and use the group code **AHMIHB**. The block cutoff is Jan. 28. Rooms begin at \$278

To plan functions and include all participants on the Registration List, please complete this form and return with your payment to: AHMI, P.O. Box 427, High Point, NC 27261. Badges and other materials will be on site

Registration before Feb. 7, 2014:

AHMI MEMBER - \$395 per person **GUEST - \$495** per person
MEMBER SPOUSE - \$250 **GUEST SPOUSE - \$350**
CHILDREN AGE 10 & older - \$150; UNDER 10 - FREE
Add \$50 to any registration fee after Feb. 7, 2014

Registration fee includes all business sessions and speakers, four evening receptions and Saturday Chairman's Banquet and entertainment.

Full registration fee refunded on cancellations received by Feb. 7, 2014. Cancellations received after that time will be subject to 50% forfeiture.

REGISTER for AHMI'S 2014 ANNUAL MEETING

Name: _____ FEE: \$ _____
 Name: _____ FEE: \$ _____
 Company: _____
 Address: _____
 City/State/Zip: _____

Optional events: We will attend

- Early Bird reception Wed., Feb. 26
- Saturday Afternoon at the **Beach Club**

We want info on:

- Other golf times
- Other fishing times
- Off-site shopping
- Off-site dining
- Off-site recreation

ANNUAL GOLF TOURNAMENTS *Boca Raton Resort Club & Country Club, 1 pm Shotgun Start each day*

Name: _____ FEE: \$ _____
 Please check: Friday at Boca Country Club Course \$160
 Saturday at Boca Resort Course \$190

Name: _____ FEE: \$ _____
 Please check: Friday at Boca Country Club Course \$160
 Saturday at Boca Resort Course \$190

FISHING TOURNAMENT *Friday at 12 p.m. (Departs from boat dock for 5 hour trip, includes tackle, bait, license) Fee: \$100*

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

Check # _____ Received _____
 Visa or MasterCard _____ Exp. _____

TOTAL \$ _____