



November 2014

Monthly newsletter of  
Appalachian  
Hardwood  
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## Future Meetings

**2015 Annual Meeting - Feb. 25- March 1**

Hyatt Coconut Point,  
Bonita Springs, FL

**2015 Summer Conference - July 24-28**

Colonial Williamsburg,  
Williamsburg, VA

# Appalachian Sustainable

## Tours Showcase Hardwood Users AHMI-WPMA Joint Meeting Successful

Appalachian Hardwood Manufacturers, Inc. and the Wood Products Manufacturers Association members combined for very successful Fall Meeting and Tours recently in Charlotte.

This was the first joint meeting of the two associations and members were able to meet new suppliers or customers depending on where they were in the manufacturing process. The event included tours of five facilities, receptions and dinners to allow time for networking.

The plant tours were the main attraction with visits in the Charlotte area to:

**Piedmont Stair Works** is a full service staircase company that manufactures straight, flared, and curved staircases for residential and specialty commercial applications. The group viewed the process from lumber to finished cases and saw a 12-foot curved staircase under construction.



**Piedmont Staircase's Jimmy McGee explains stair building**



**Mel Yoder (right) of Yoder Lumber views boards at Huntersville Hardwoods**

**Windsor Windows & Doors** is a maker of solid and engineered windows and doors. The tour included both production lines and its streamlined manufacturing process in stations. The company has state-of-the art equipment which allows them to bend wood for arched windows and doors.

**Decore-Active Specialties** produces cabinets more than 250 door styles in a variety of wood species, laminates, veneers, and custom work for both com-

**Huntersville Hardwoods** is a concentration yard with a diverse inventory of more than 25 species of premium hardwood lumber. The tour included the state-of-the art sorting line, high speed planers, 480,000 feet of kiln capacity and new storage warehouses.

**The Door Works Company** is a family-owned wholesale custom interior door manufacturer and tour participants saw engineered and solid wood doors being constructed.

**(Fall Meeting on Page 3)**

# High Point Furniture Market Called 'Good'

HIGH POINT, NC - Manufacturers at the 2014 Fall High Point Furniture Market reported interest in new products and orders written, according to an informal survey.

The market is the largest furnishings industry trade show in the world, bringing more than 75,000 people to High Point every six months. The fall event was Oct. 18-23 with exhibitors filling more than 180 buildings.

"We were busy the first four days," reported a salesman at Vaughan-Bassett Furniture. "People were looking for something new for their stores and we have it. They bought it."

Industry reports listed attendance at average for the Fall market. Most retail buyers said they were seeking new pieces to attract customers.

Stickley Furniture introduced additions to its Mission Oak collection. The company reproduced an early Stickley design made from solid quarter-sawn white oak. The group was received well by buyers, reported the N.Y.-based manufacturer.

Jasper Cabinet expanded its Amish-made Madison Avenue bedroom with new panel beds with custom finishes in both Oak and Maple. The Grand Rapids, MI, company produces a mixture of domestic and imported bedroom, home office, curios and secretaries in solid wood.

"Sales were very good for our new products," a company representative said. "Buyers were adding new pieces to their stores."

Kincaid Furniture had strong response to its



**Kincaid's Cherry Park Collection maintains popularity with buyers**

new groups in Maple and Ash. Its parent company, La-Z-Boy, restructured its case goods business and is moving more production offshore. The all-import model for its wood furniture will close the case goods production at its Hudson, NC, plant.

Ohio furniture manufacturers at market continue to expand as more companies showcase their production. The solid wood bedroom and dining room groups of Maple, Oak, Cherry and Ash continue to attract dealers to this growing niche.

"We see most of the small stores who are looking for unique product to add," said one manufacturer. "We believe we can increase our production to meet the demand if this continues."

Century Furniture expanded its Charlotte Moss collection with Maple solids and Acacia veneers. The collection of bedroom and seating continues to perform well for Century.

Hooker Furniture introduced the Studio 7H collection, a 70-piece offering that combines modern and rustic styling. Pieces are available in Walnut and Acacia veneers.

Stanley Furniture also unveiled, Crestaire. The 68-piece collection was based on a group the company made in the 1960s. The finishes included a dark Walnut, a white pearlescent, and gold and silver leaf on various accent items.

Manufacturers from more than 106 countries exhibit in High Point.



**Vaughan-Bassett solid oak bedroom group received much attention in gray finish**



# Fall Meeting from page 1

mercial and residential markets.

Weinig USA hosted the attendees for lunch and a tour of their U.S. showroom. The company produces moulders, planers, tool grinders and tooling, optimizing crosscut saws, fingerjointing machines, and a systems division that designs, builds, and installs software and handling equipment to link Weinig equipment for efficient production processing.

After the manufacturing tours, the group visited the Penske Racing facility in Mooresville, NC, for a tour of the race shop for three NASCAR teams. The shop features a second story viewing area to watch the cars being built.

The race shop visit was a warm up for the Mystery Event at Kart Racing in Charlotte where attendees had the chance to drive go carts on an indoor track. More than half of the group participated and Ryan Murray of Artisan Millworks was the overall winner with AHMI member Billy Thompson of Thompson Forest Products in Greensboro, NC, placing second.

The Thursday Business Session included presentations on export assistance from the U.S. Department of Commerce, a panel discussion of energy saving techniques for secondary manufacturers and a dialogue from attendees sharing the largest problem/challenge that their company has faced this year and the solution implemented to eliminate this challenge.

The problems centered on wood availability, freight and qualified employees. The solutions were varied but suggestions were offered to others facing similar circumstances.



**The Door Works Co.'s Tom Fody shows design to group in front of CNC router**



**Billy Thompson gives the thumbs up as he prepares for the winners heat  
(join AHMI on Facebook for more photos)**

AHMI welcomes the following new member:

### **Distributor**

Maine Woods  
Jeff Poirier  
PO Box 111  
Portage Lake, ME 04768

New members are the lifeblood of the association and there are benefits to companies in each of our divisions. If you know of hardwood



sawmills, concentration yards, secondary manufacturer or consulting foresters as well as vendors who sell goods to your company, please contact the AHMI office at (336) 885-8315 or [info@appalachianwood.org](mailto:info@appalachianwood.org). We will send them membership information or schedule a visit with you to ask them to join. The 2015 membership dues will be mailed on Dec. 1.

## US Forest Service Amends Timber Index

The U.S. Forest Service recently amended its Forest Service Handbook direction regarding selection of Producer Price Index in timber sale contracts for the purposes of Market Related Contract Term Additions.

The direction also includes a process to select an alternate index for some contracts, if requested by the purchaser. Please contact your District Forester if you have questions.

The rules state forest supervisors shall select the appropriate index for each timber sale in accordance with 36 CFR 223.52(a), and may consider the following when determining which index is most appropriate:

1. When over 50 percent of the sale volume is appraised as sawtimber, the lumber index representing the preponderance of the volume must be used, that is, either the softwood lumber or hardwood lumber index.

2. When over 50 percent of the sale volume is appraised as non-sawtimber and a local market exists for pulp (clean) chips, use the wood chips index, except for conditions described in this section.

3. When over 50 percent of the sale volume is appraised as non-sawtimber and a local market exists for oriented strand board chips; the softwood lumber index may be used.

4. When over 50 percent of the volume is appraised as non-sawtimber and the sale does not meet the conditions in paragraphs 2 or 3, forest supervisors should carefully consider the mix of material in the sale and local markets for that material. Select the index that most closely reflects sale and market conditions recognizing the intent of MRCTA is to provide relief to purchasers during a drastic decline in market conditions. For example, if over 50 percent of the volume is expected to be processed in a co-generation facility but harvesting is dependent upon the profitability of the sawtimber component of the sale, one of the lumber indices may be most appropriate.

## Ashley Furniture Grows NC Operation

ADVANCE, NC - The nation's largest furniture manufacturer, Ashley Furniture, recently opened a 1.1 million square foot expansion in Davie County, NC.

The completion of Phase 2 of the project brings Ashley Furniture's manufacturing and distribution complex to 2.8 million square feet. The new facility will create 660 jobs in the county with plans to be at 800 next year.

The \$80 million plant and warehouse will produce 16,000 pieces of upholstered products each week for customers mostly in the Southeast and will also serve as a major export hub for international markets.

Ashley Furniture, based in Arcadia, WI, has grown to become the nation's largest furniture manufacturer, with more than 11 million square feet of domestic manufacturing, warehouse and distribution space.

## Frame Workshop Set

An Upholstery Frame Workshop will be held on Nov. 13 beginning at 8 a.m. on the Community Room at Conover Station in Conover, NC.

This one day workshop offers upholstery industry professionals the opportunity to gain educational information and to network with fellow frame designers, engineers and manufacturers. Most frame makers and upholstery manufacturers have improved their frame building so much that companies have reduced inventory and cut manufacturing times while reducing lot sizes.

The workshop is for frame manufacturers and designers, engineers, upholstery manufacturing managers and frame shop managers/employees. Topics include: updates on CNC equipment, reports from material vendors-lumber, plywood, OSB, design software, labor, Improving material yields and lowering manufacturing costs.

There is no charge to attend. For more information and to register, contact Harry Watt, NCSU Wood Products Extension, Phone 704-880-5034 or email: [harry\\_watt@ncsu.edu](mailto:harry_watt@ncsu.edu)



## EXPORTS

### EU Rules For Ash Remain Unresolved

There continues to be confusion about the changes to European Union Phytosanitary Requirements after Oct. 1, 2014, for Ash from emerald ash borer affected areas. It has also been applied to Birch and states that both must be "bark-free with at least 2.5cm of outer sapwood removed."

This requirement was introduced by the EU following their internal appraisal of existing phytosanitary measures in North America and an ambiguous summary of scientific evidence compiled by the European Plant Protection Organisation (EPPO). The EU appears to have been particularly influenced by Canada's decision in March 2012 to require the removal of 2.5cm of sapwood from green ash lumber imported from EAB controlled areas in the US. (This is despite the fact that Canada has always recognised kiln drying as an alternative treatment for EAB and also reduced their requirement for removal of sapwood in green lumber from 2.5cm to 1cm in March this year.)

The American Hardwood Export Council is challenging the ruling. As soon as more information is available, AHMI will forward on to members.

### Mid-Atlantic Forest Products Expo Set

The 2014 Mid-Atlantic Forest Products Expo is set for Nov. 11-13 at the Renaissance Portsmouth - Norfolk Waterfront Hotel in Portsmouth, VA, and is hosted by state cooperators from North Carolina, South Carolina or Virginia.

The 2014 conference is a 2-day program that addresses certification issues pertaining to wood products for export including AHMI's Verified Sustainable. Tom Inman will speak on Nov. 12.

Other speakers will address the most recent economic trends, technological innovation, and resource availability for forest products exports from the region. The conference is designed to appeal to businesses interested in export markets.

### AHMI Schedule Of Trade Shows, Events

Appalachian Hardwood Manufacturers, Inc. will attend / display at the following meetings, trade shows and other events to promote AHMI members and products in 2014:

Nov. 11: Stiles Machinery Solid Wood Showcase, Greensboro, NC

Nov. 11: Appalachian Lumbermen's Club, Asheville, NC

Nov. 12-13: Mid-Atlantic Forest Exports Conference, Portsmouth, VA

Nov. 17 - NCSU Hardwood Silviculture, Raleigh, NC

Jan. 13, 2015: Appalachian Lumbermen's Club, Hickory, NC

Feb. 4-6: NRLA Expo, Boston, MA

Feb. 10-11: Hardwood Federation, Washington DC

Feb. 25-March 1, 2015: AHMI Annual Meeting, Bonita Springs, FL

March 10-12, 2015: Indiana Hardwood Lumber Association, Indianapolis, IN

March 17, 2015: Appalachian Lumbermen's Club, Greensboro, NC

March 29-April 1: Interzum Guangzhou, China

April 28-May 1, 2015: National Wood Flooring Association Convention, St. Louis, MO

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

There will be Continuing Education Credits for Professional Foresters and Engineers.

Following the program, tours are set on Thursday, Nov. 13 at:

Tour 1 - Enviva Port Tour, Limited to 35 participants, \$45 fee includes buffet lunch

Tour 2 - Port of Norfolk Tour, Limited to 50 participants, \$45 fee includes buffet lunch

The conference is set at the Renaissance Portsmouth - Norfolk Waterfront Hotel at 425 Water Street, Portsmouth, VA. Rates start at \$89 single so reserve your room at 1-888-839-1775.

For more information, please visit [www.mafpexports.org](http://www.mafpexports.org).



# Cabinet Industry, Exports Focus Of '15 Meeting

Appalachian Hardwood Manufacturers Inc. has secured four key speakers for the 2015 Annual Meeting of the association on Feb. 25-March 1 at the Hyatt Coconut Point in Bonita Springs, FL.

The business sessions will present:

- **Preparing For The Future Of Cabinets** -

Chris Watson, president of Conestoga Wood Specialties of East Earl, PA. Conestoga marked 50 years in the wood products business in 2014 and is preparing for continued success. Watson will share developments in the wood cabinet industry.

- **Domestic International Sales Corporations (DISC)** - Stewart Feldman of The Feldman Law Firm in Houston, TX, has more than 30 years experience in sophisticated legal, tax and financial transactions. He will explain the DISC program and the tax benefits in 2015 to small and medium companies who export.

- **American Hardwoods: The Environmental Decision** - Mike Snow of the American Hardwood Export Council will explain the American Hardwood Environmental Profile (AHEP) which combines output from the AHEC's Life Cycle Assessment with other credible data sources to give U.S. hardwood suppliers comprehensive environmental impact data. This is tailored individually to each sale and can be delivered to the customer.

- **Truth About Trees** - Crystal Oldham, executive director of the Hardwood Forest Foundation, will present a program at a Naples area elementary school as part of the meeting. She will report on that and success of the educational campaign across the US.

AHMI is also developing a program on **logistics and domestic freight delivery issues**.

The meeting will include four receptions and we are especially pleased to announce that long-time AHMI members **Mitch and Iris Carr of Shenandoah Forests** will host the Early Bird reception on Wednesday at their home in Naples.

For sporting events, AHMI will have two golf tournaments at the resort. After great success in 2014, the meeting will also offer a fishing tournament on Friday in the backwaters of Estero Bay.

The Hyatt has an exclusive beach on the Gulf of Mexico and the water taxi takes guests on an



## 2015 AHMI Annual Meeting Feb. 25-March 1 Hyatt Coconut Point Bonita Springs, FL

enjoyable 15-minute ride to Big Hickory Island. White soft sand and the brilliantly colored Gulf of Mexico create a quiet, restful haven with plenty of open chairs and umbrellas for those looking to relax. The hotel has three pools, hot tubs and cold plunge waterfall on its main campus.

The Stillwater Spa offers signature, full-body massages, replenishing facials, and treatments. On-site recreation includes the Raptor Bay golf course, tennis and rock climbing wall, 24-hour StayFit™ gym, bicycle and kayak rentals.

The hotel has three restaurants and two bars along with poolside dining with innovative cuisine from seafood to American favorites.

There are boutiques on site for shopping and just minutes away are the Coconut Mall, the Miromar Outlets and the Gulf Coast Town Center.

The resort is located just north of Naples, FL, and close to the Southwest Florida International Airport. Please make your flight reservations today for the best selection. AHMI has received a discount car rental rate from Enterprise and information will be included in the registration materials which will be mailed in early November.

Hotel reservations are available now at <https://resweb.passkey.com/go/AHardwood>

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