



Appalachian Sustainable

October 2014

Monthly newsletter of Appalachian Hardwood Manufacturers, Inc. P.O. Box 427 High Point, NC 27261

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Future Meetings

2014 Fall Meeting - Oct. 14-16
Sheraton Charlotte Airport, Charlotte, NC
in conjunction with Wood Products Manufacturers Association

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

2015 Summer Conference - July 24-28
Colonial Williamsburg, Williamsburg, VA

AHMI-WPMA Meeting Drawing Crowd Registration Is Open Until Oct. 3

Appalachian Hardwood Manufacturers, Inc. and the Wood Products Manufacturers Association 2014 Joint Meeting & Tours is attracting a growing group of lumber producers and distributors and secondary manufacturers to Charlotte, NC, on Oct. 14-16.

This is the first joint meeting of the two associations to allow networking between primary and secondary manufacturers of hardwood products. The event will be based at the Sheraton Charlotte Airport.

The program begins with separate board meetings for both groups on the afternoon of Oct. 14. Registration will open at 5 p.m. and the reception begins at 6 p.m. with a "meet and greet" to introduce the two groups. Dinner will begin at 7:30 p.m. at the host hotel.

On Wednesday, Oct. 15, there will be a continental breakfast before plant tours depart at 8 a.m. Due to the size of the group, the tours will be simultaneous and attendees will select the tour when they register.

Plant Tour 1 includes:

Piedmont Stair Works - is a full service staircase company that manufactures straight, flared, and curved staircases.

Huntersville Hardwoods - is a concentration yard with a diverse inventory of more than 25 species of premium hardwood lumber. It includes state-of-the art sorting line, high speed planers, and 480,000 feet of kiln capacity.

The Door Works Company - is a family-owned wholesale custom interior door manufacturer. Any door width up to 55" and door height up to 120" is available.

Plant Tour 2 includes:

Windsor Windows & Doors - crafts some of the finest windows and doors available. It offers a streamlined manufacturing process, state-of-the art equipment, and innovative new designs.

Decore-Ative Specialties - has more than 250 door styles, custom-sized, in any wood species, RTF, laminates, veneers, and custom doors. We supply both the commercial and residential markets.

Lunch at Weinig USA

Both tours will meet at Weinig Group for lunch and tour of their U.S. showroom. They make equipment for the solid wood industry like moulders, planers,

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The way I see it...

By Tom Inman, AHMI President

...hardwood lumber markets continue to do well for many species and grades, according to a recent VERY informal survey of AHMI Producer, Distributor and Consumer members.

I was gathering data for a presentation to the Penn York Lumbermen's Club in September and found several interesting comments or reports:

- Red Oak demand is improving as Chinese buyers are again seeking lumber. There are regional needs in China with the Shanghai area saturated but southern and northern provinces in shorter supply.

- Poplar has remained steady with an uptick in demand in recent weeks. Millwork and frame shops are seeking supplies. Production has equaled sales with lower available inventories.

- Hickory demand is outpacing supply because of flooring. Exports of hickory lumber in all grades have increased.

- Ash demand is up for furniture and flooring.

- Walnut is in strong demand with many suppliers commenting that they are 8 to 12 weeks out on orders.

- Pallet and crating demand is rising slowly so low grade material is moving. Pallet makers who "pay on time" have wood available.

- The Window and Door Manufacturers Association (WDMA)'s Architectural Door 2014 U.S. Market Study forecasts sustained growth for the architectural door market through next year. The recently released study calculates robust market growth in the wood flush door market of nearly 24 percent for this year and 22 percent for next.

- Hard Maple is slow with flooring demand "dead" said one manufacturer. The cabinet industry remains flat so little demand for hard maple.

- Soft Maple markets are spotty so said several sources. Furniture makers have some work and inquiring about loads.

- Road mats are stable as inventories are building going into winter. One sawmill noted that they are warehousing more finished mats than ever as customers wait to order "just in time." The growing inventories have a few folks worried about decreasing demand.

Inman Updates PY On Lumber Markets

STATE COLLEGE, PA - Appalachian Hardwood Manufacturers, Inc. President Tom Inman spoke at the September meeting of the Penn York Lumbermen's Club sponsored by AHMI member Walker Lumber Co.

More than 120 people attended the meeting of lumber producers, distributors and secondary manufacturers from the northeast. The session preceded the annual Pennsylvania Forest Products Association Annual Meeting.

Inman updated the group on lumber production and markets in 2014. He explained that Appalachian Poplar, Hickory and White Oak continue to be in strong demand for furniture and flooring while Hard Maple and Soft Maple are declining. He also encouraged attendees to download the AHMI phone APP for member and meeting information.

High Point Furniture Market Is Oct. 18-23

The High Point Furniture 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 2014 event is set for Oct. 18-23 with 2,000 exhibitors filling more than 180 buildings. Participants attend from more than 106 countries.

Showroom hours are Saturday – Wednesday: 8am – 7pm. The final day is still considered supplier day with company purchasing staff on hand to view product and meet with suppliers. Appointments are recommended prior to arriving to make sure staff is available.

For more information on market or if you plan to attend, please contact the AHMI office for assistance with transportation and hotels. Our office is located across the street from free market shuttles and we can help with showroom locations and more.

The market follows the AHMI & WPMA Joint Meeting this year. For more information, call AHMI at (336) 885-8315.

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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.

Team Penske Race Shop Tour

Both groups will visit the Penske Racing facility in Mooresville, NC, for a tour of the race shop for three NASCAR teams.

MYSTERY EVENT - WPMA has planned an enjoyable evening that will give you a true flavor of what makes Charlotte famous. We hope that you will enjoy this fun-filled time with your new and old friends. Dress is corporate casual and the group will depart the hotel for an event and reception. This will be followed by dinner as a group at one of Charlotte's unique private events facilities.

The Thursday Business Session will be held at the hotel and begins at 8 a.m. Kevin Barlow, WPMA president, and Steve Houseknecht, AHMI chairman, who will share reports from the two associations.

Attendees will be asked to share the largest problem/challenge that their company has faced this year and the solution implemented to eliminate this challenge.

Following the roundtables, there will be presentations on:

- Making Proper FSC Claims
- U.S. Commerce Assistance for US Lumber Markets
- Reducing Your Energy Expenses - Real Solutions from Fellow Members

There is a registration form on page 6 of this newsletter that you can complete and mail in with your check to AHMI, PO Box 427, High Point, NC 27261 or online at:

<http://events.constantcontact.com/register/event?llr=4yqoqbcab&oeidk=a07e9o4k7ao453fab25>

To complete your hotel reservations, please call the Sheraton Airport Charlotte at 1-704-392-1200 or <https://www.starwoodmeeting.com/Book/WPMA>. There may be availability. For more information, contact the AHMI office at 336-885-8315.

Joint Meeting Agenda

Tuesday, October 14th

6:00 p.m. "Mini Roll Call" – Introduce yourself and what your company does. (*Waterfall Area*)

6:15 p.m. "Find Your Match" (*Waterfall Area*)

6:30 - 7:30 p.m. Reception – (*Waterfall Area*)

7:30 p.m. Dinner Banquet (*Ballrooms A, B, C*)

Wednesday, October 15th

6:30 a.m. – 8:00 a.m. Continental Breakfast (*Restaurant*)

7:45 a.m. – 3:30 p.m. Plant Tours (*buses depart in front of the hotel with lunch along the way*)

4:15 p.m. - Depart for "Mystery Night Event" (*Front of Hotel*)

Thursday, October 16th

6:30 a.m. – 8:00 a.m. Continental Breakfast (*Restaurant*)

7 a.m. - 8:00 a.m. "Making a Proper FSC Claim" (*Ballrooms A, B, C*)

8 a.m. – 8:15 a.m. Membership Meetings (*Ballrooms A, B, C*)

8:15 a.m. – 10 a.m. Roll Call (*Ballrooms A, B, C*)

10 a.m. – 10:30 a.m. Refreshment Break (*Ballroom Foyer*)

10:30 a.m. – 11:30 a.m. "Commerce Department Assistance for US Lumber Markets" (*Ballrooms A, B, C*)

11:30 a.m. – 12:30 p.m. Reducing Your Energy Expenses – Real Solutions from Fellow Members" (*Ballrooms A, B, C*)

12:30 p.m. "Get Away Lunch" (*Waterfall Area*)

Hardwood Federation Makes 100+ Visits

by Dana Lee Cole, HF Executive Director

The highlight of the Hardwood Federation's year is the annual "Fly-In" to Washington, D.C. This is the industry's opportunity to personally carry their message to Congress...messages focused the top federal issues keep us awake at night.

On September 9, 2014, 50 hardwood industry leaders stormed Capitol Hill in Washington, D.C. This small but mighty group combined forces to make over 100 visits to members of the U.S. House of Representatives and U.S. Senate, taking time out of their busy schedules to discuss issues of vital importance to the hardwood industry and how proposed Congressional and Administrative actions will help...or hinder...their businesses, employees and local communities.

Although the Hardwood Federation covers a wide range of regulatory, financial and environmental issues on a daily basis, the focus of the 2014 "Fly-Into DC" was on three key concerns:

1. The U.S. Fish and Wildlife misguided proposal to list the **Northern Long Eared Bat (NLEB)** as endangered under the Endangered Species Act.

- U.S. Fish & Wildlife Service (USFWS) proposed listing the NLEB – with its 39 state range – as "endangered" under the Endangered Species Act on Oct. 23, 2013. The sole threat to the NLEB is fungal disease called White Nose Syndrome (WNS), for which there is no known cure.

- USFWS released interim guidance, which could have a number of negative outcomes specific to the forestry industry: harvesting restrictions; seasonal activity limits; broad forest management restrictions on "potential" roost trees.

- Restrictions on harvest or potential roost trees would have a minimal impact on the NLEB preservation with NO verified relationship to WNS spread, but would have devastating effects on forest management, forest landowners, and the entire forest products value chain.

2. The U.S. Environmental Agency's (EPA) impending **over-regulation** of biomass emissions, including those generated at hardwood mills and facilities:

- The forest products industry, including hard-

wood, is waiting on the release of EPA's proposal which will determine how carbon emissions from biomass combustion will be treated under the Clean Air Act.

- Bioenergy is an abundant, clean, sustainable, renewable energy resource capable of meeting growing energy needs. It comes from sources such as biomass from working forests and farms, waste wood and other organic material, and new sources of dedicated energy crops.

3. Potentially **unfavorable tax reform** proposals that would hit small forest landowners the hardest.

- In February 2014, House Ways & Means Committee Chairman Dave Camp (R-MI) unveiled his comprehensive tax reform plan for overhauling the U.S. tax code, which eliminates a number of deductions that are crucial to our fiber suppliers – including the current capital gains preferential tax treatment (15%) for revenue derived from timber harvesting; repealing the current deduction on timber growing costs; eliminating the deduction and amortization of reforestation costs.

- Nearly doubling the tax rate in timber proceeds would be devastating for forest landowners across the spectrum – small private to large industrial – and the downstream effects on companies in the hardwood manufacturing sector relying on this fiber for product and energy are consequential.

- The Hardwood Federation supports efforts to reform the U.S. tax code, but not when it makes it more difficult for private landowners to keep their lands forested.

The Hardwood Federation will continue to work on these issues even though Congress has recessed until mid-November. Raise these issues with YOUR member of Congress and U.S. Senators as they campaign in your hometown.

They will be making the rounds during this very important campaign season...speaking to business groups, visiting churches, schools and supermarkets. Or invite them to visit your facility...they are looking for every opportunity to talk directly to voters...and you can take the opportunity to talk to them!



Hyatt Coconut Point is 2015 Meeting site

2015 Meeting Set At Hyatt Coconut Point

Appalachian Hardwood Manufacturers Inc. members are reminded that the 2015 Annual Meeting of the association will be Feb. 25-March 1 at the Hyatt Coconut Point in Bonita Springs, FL.

The meeting program is being developed and will include an informative mixture of industry speakers and topics. There will also be two golf tournaments, a fishing tournament and ample time for networking.

The Hyatt hotel features secluded beach access with water shuttle to the private Gulf of Mexico beach. The hotel has three pools, hot tubs and cold plunge waterfall.

The Stillwater Spa offers signature, full-body massages, replenishing facials, and treatments that leave both mind and body restored and vibrant after days spent soaking in the sun. On-site recreation includes the Championship 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 with of course seafood and American favorites.

The resort is located just north of Naples, FL, and minutes away from 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. For more information, please contact the AHMI office.

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:

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

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. 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

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.

Thousand Cankers Back In PA

HARRISBURG, PA – The Pennsylvania Department of Agriculture announced an infected walnut twig beetle was discovered in Chester County and Thousand Cankers Disease has returned to the state. The discovery prompted state officials to enact a wood quarantine ban for part of the state, similar to one enacted when the disease first appeared in Pennsylvania three years ago. The disease was found on a black walnut tree in Plumstead Township, Bucks County, and reported by the property owner to Penn State Cooperative Extension.



APPALACHIAN Hardwood Manufacturers, Inc.



2014 Fall Meeting and Tours

Charlotte Sheraton Airport, Charlotte, NC Oct. 14-16, 2014

To accurately plan the functions and make sure all participants are included on the Registration List, please complete this form and return it with your check or complete the credit card information below by **Oct. 3, 2014** to AHMI, P.O. Box 427, High Point, NC 27261 or register online at www.appalachianwood.org/meetings.htm

MEETING REGISTRATION FEES:

- Full Registration - \$399 per person** *or select individual events below*
- Tuesday Evening Buffet \$175.00 Wednesday Plant Tour \$125.00
- Mystery Night Dinner \$175.00 Thursday Business Meeting \$125.00

Full registration will be refunded on cancellations received by Sept. 20, 2014. Cancellations received after that time will be subject to 50% forfeiture.

PLEASE REGISTER THE FOLLOWING FOR AHMI'S FALL MEETING & TOURS

Name: _____ FEE: \$ _____

Name: _____ FEE: \$ _____

Name: _____ FEE: \$ _____

Name: _____ FEE: \$ _____

Company: _____

Address: _____

City/State/Zip: _____

Payment information

Total _____

Check enclosed

Credit Card: VISA / MasterCard # _____

Expiration date _____ Security Code _____

Name on card: _____

You may also register online at www.appalachianwood.org/meetings.htm

I will participate in: *Please select. If a multiple registration, list number on each tour:*

Plant Tour 1

Piedmont Stair Works

Huntersville Hardwoods

The Door Works Company

Plant Tour 2

Windsor Windows

Decore-ative Specialities

PLEASE MAKE ROOM RESERVATIONS AS SOON AS POSSIBLE!

Please make your room reservations by calling the Sheraton Charlotte Airport at 1-704-392-1200. You must mention the WPMA Appalachian Hardwood block to receive the group rate of \$169 per night. This rate is only valid until Sept. 25th, so don't delay as this is a very busy time of the year in Charlotte. You can book online at <https://www.starwoodmeeting.com/Book/WPMA>