



Appalachian Hardwood *Sustainable & Legal*

Monthly newsletter of Appalachian Hardwood Manufacturers, Inc.

Furniture Makers Showcase Solids At Market

HIGH POINT, NC – Solid wood made a key return in the bedroom and dining room introductions at the Spring 2016 High Point Furniture Market.

Industry leaders Ashley, Kincaid, Hooker, Vaughan-Bassett and niche specialists like Gat Creek all emphasized solid wood offerings in their spring collections. Each of the manufacturers promoted the desire by consumers for the lasting value and beauty of solid wood.

More than 50,000 people participated in the twice annual event in April at the world's largest showroom complex in High Point. The show attracts manufacturers from around the world who show new and existing furniture and accessories to retail store buyers and interior designers.

Overall attendance was down slightly from the previous year but exhibitors reported good traffic and sales the opening days. The later days of market were not as strong as more interior designers
(See Furniture Market on page 3)



AHMI Summer Conference Set July 23-26 In WV

The 2016 AHMI Summer Conference is planned for July 23-26 at The Greenbrier with exceptional business programs. These include:

Gat Creek Success With Solid Appalachian - Gat Creek Furniture is known for its sustainable hardwood furnishings from the heart of the Appalachian region. Owner Gat Caperton will share their business strategy and the results of a survey that confirms consumers want sustainable, solid wood.

PLT Curriculum Meets Education Standards - School systems are restricting outside programs that do not meet curriculum requirements. Project Learning Tree has adapted and become "science" for many schoolchildren. West Virginia PLT Director Linda Carnell will explain the overwhelming success in WV and ways to duplicate in your state.

Planning For Succession, Acquisitions or Sales - AHMI Supplier members Southmark Consulting and TJT Consulting will discuss "Your Estate: Common Problems, Uncommon Solutions" and "Exit Planning Strategies for the Closely Held Business."

On Tuesday - University Research For Hardwood Lumber - AHMI members are invited to a session with the top forestry universities in the Appalachian region to discuss research projects. The
(See Summer Meeting on page 3)

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The way I see it...

By Tom Inman, AHMI President

...hardwood lumber availability in the Appalachian region is very good right now. Maybe too good, according to informal dialogue with AHMI members in recent weeks.

In travels across Kentucky, West Virginia, Virginia and North Carolina over the past six weeks, log supply for most producers is average or above. Production hours are also strong which means an ample supply of hardwood lumber in the market.

There may be oversupply for a few species and grades like low grade poplar or red oak. Producers report that markets for these species are not demanding the supply that is available.

Meanwhile tight supplies of white oak may get better in weeks ahead as pressure from stave log buyers is lower. White oak lumber remains in demand for export and flooring markets and that is good news for lumber Producers.

A common issue for most Producers is selling the byproducts. Customers for dust and chips are placing many sawmills on quotas or not taking new product at all.

One Producer said he is paying to have dust removed. This has not been a problem in the region for years as pellet operations, paper mills and others have purchased these byproducts at reasonable prices.

The times are changing and prices are down if selling at all. This will impact production for the late spring and summer but how much is the question.

When does the backup of byproduct slow production of lumber? "That's what we will see in the coming weeks," one sawmiller said. "I am not sure what that tipping point is until we reach it."

Welcome to 2016 where markets for all products from the mill - lumber to mulch - make a difference.

Sawmillers maintain they do what they always do during uncertainty - make their best educated guesses on timber purchases, produce the highest yield and quality they can at their mill, find markets for the lumber and move the byproducts to available outlets.

Engineered Products Keep Flooring Lead

CHARLOTTE, NC - Engineered flooring products continue to dominate the new offerings at the National Wood Flooring Association's 2016 Expo held recently.

Hardwood veneers on plywood cores and laminate products have grown in the new offerings at the annual show for each of the past five years. The alternatives to solid wood account for more than 50 percent of the wood flooring market and were most of the new offerings at the show.

Appalachian Hardwood Manufacturers, Inc. showcased our Solid Appalachian Hardwood displays at the Expo and distributed hundreds of Resource Guides and other materials. We also received trade leads of flooring manufacturers and lumber distribution companies that were added to our database of buyers.

Manufacturers were seeking white oak, hickory and walnut lumber for flooring. They reported that production has increased slightly from 2015 and most anticipate stable production and sales for the year.

Trends at the show included the continued emphasis on gray tones, wider plank flooring and open grain woods. The show attracted thousands of flooring manufacturers, distributors, installers and suppliers to the industry. The 2017 Expo is April 11-14 in Phoenix.

AHMI Sad To Report Passing

MORGANTON, NC - Charles F. "C.F." Hopkins, Jr., 60, of Morganton, NC died unexpectedly on April 26. He was a graduate of NC State University and was owner and president of Hardwoods of Morganton at the time of his death.

Hopkins is survived by his wife of 32 years, Laurie H. Hopkins; one daughter and mother.

A memorial funeral service is 11 a.m., May 6, 2016 at First Presbyterian Church in Morganton. Memorial contributions may be made to either First Presbyterian Church, 100 Silver Creek Road, Morganton, NC 28655 or to Burke County Friends for Animals, P.O. Box 1884, Morganton, NC 28680

Chinese Buyers Visit NC

HIGH POINT - A group of lumber buyers representing four Chinese furniture manufacturers and timber import companies recently visited North Carolina on a tour and buying mission in conjunction with the US Department of Agriculture and the North Carolina Department of Agriculture.

Appalachian Hardwood Manufacturers, Inc. jointly hosted a luncheon and business meetings in Clemmons, NC. Eight AHMI member companies participated in individual meetings with the buyers and discussed lumber needs.

The group was interested in Appalachian Ash, Red Oak, Poplar and Walnut. The companies produce furniture for export to the U.S. and Europe and domestic applications. One company is a tim-



BPM Lumber's Steve Staryak (left) meets with two buyers during the event

ber importer in central China. Information on the buyers was distributed to AHMI Export Division Members.

Furniture Market from page 1

and smaller retailers were just shopping.

Vaughan-Bassett Furniture, headquartered in Galax, VA, introduced its *Artisan & Post* collection of more than 60 pieces of bedroom furniture made from Appalachian sourced oak, maple and cherry, a return to solid wood.

President Doug Bassett said they are targeting a growing trend of consumers seeking solid hardwood furniture from Amish companies. The collection has three finishes in traditional styles. "We've launched this solid wood division because it's a growing market in bedroom," he said.

Gat Creek Furniture in Berkley Springs, WV, is known for its solid hardwood bedroom and dining room. The company maintained its focus on solid cherry and maple with colors added.

"We are a long-time believer in solid hardwood and that's all we do," said Gat Creek President Gat Caperton. "People know what they are getting when they purchase solid hardwood and it does make a better piece of furniture."

Kincaid Furniture and Hooker Furniture introduced new groups in solid alder. The bedroom collections included dozens of pieces in more contemporary designs that were made off-shore using American hardwoods.

Ashley Furniture introduced two groups in solid wood at the market following major introductions in 2015. The company continues to use a majority

of composites but sees growth in higher price categories with these imported solid wood groups made from American and international species.

AHMI distributed its Verified Sustainable certificates to member companies at the market and gave out hundreds of Resource Guides and other resources. AHMI also participated in designer meetings and market events. The next High Point Furniture Market is Oct. 22-26, 2016.

Summer Meeting from page 1----

The AHMI Board will ask these leaders about current research and to submit projects that benefit AHMI members for potential funding in 2016-17.

Please visit www.appalachianwood.org and click on "Meetings" for information and to register online. A form is on page 6 of this newsletter.

Please make your room reservations today by calling 1-877-493-2941. Please remember the group room rate is available for three days before and after the meeting.

The conference begins with an informal reception for early arrivals on July 23 at 6 p.m. Meeting registration is Sunday from 5-6 p.m. and the Welcoming Reception is at 6 p.m.

The business session is Monday at 8:30 a.m. followed by golf and sporting clays tournaments. Tuesday begins with an AHMI Board breakfast meeting followed by the University Program at 9:30 a.m. that is open to all AHMI members.



WORKSHOPS

NCSU Plans Kiln Drying Short Course

NC State University and the Southeastern Dry Kiln Club will offer the 47th Annual Dry Kiln Operator's Short Course on May 17 - 20, 2016 at Hodges Wood Products Lab located on the campus of NC State.

This short course will provide practical knowledge about how lumber is effectively kiln dried and scientific background on related wood properties and processes. It will have value for the beginner as well as experienced kiln operators and with supervisors, sales, and marketing personnel.

Instruction, by university faculty and industry experts, will be both in the classroom and through hands-on lab exercises using our 1000 BF steam heated dry kiln.

For more information about the course and online registration go to:

Go.NCSU.edu/SEDKCworkshop/

Kiln Drying Short Course Set In PA

Penn State University and the Keystone Kiln Drying Association will sponsor the Kiln Drying of Hardwood Lumber Short Course on July 19-21 at the Livestock Evaluation Center, 1494 West Pine Grove Road, Pennsylvania Furnace, PA 16865

The course will include lectures, demonstrations, and hands-on experience. Wood moisture relations, kiln operation, lumber handling and storage, and drying schedule preparation will be emphasized in relation to drying of hardwood lumber.

This is a basic course designed for Kiln Operator Trainees, Plant Managers and Supervisors. No previous drying experience is needed.

Registration Deadline: Tuesday, July 12. For more information, contact Penn State University Extension at ExtensionRegistration@ag.psu.edu.

AHMI Promotion & Trade Show Activities

Appalachian Hardwood Manufacturers, Inc. will attend / display at the following meetings and other events to promote member companies:

May 5-8: **Appalachian Lumbermen's Club Beach Meeting**, Myrtle Beach, SC

May 13-14: **EXPO Richmond 2016**, Richmond, VA

June 2: **Western NC Timber Conference**, Asheville, NC

July 24-28: **AHMI Summer Conference**, The Greenbrier, White Sulphur Springs, WV

Aug. 24-28: **International Woodworking Fair**, Atlanta, GA

Sept. 13: **Appalachian Lumbermen's Club**, TBD

Sept. 20-22: **Hardwood Federation Fall Fly-In**, Washington, DC

Sept. 26: **Penn York Lumbermen's Club**, State College, PA

Oct. 5-7: **NHLA Convention**, Washington, DC

Oct. 10-11: **KCMA Conference and Tours**, Greensboro, NC

Oct. 19-21: **AHEC European Convention**, Copenhagen, Denmark

Oct. 22-26: **High Point Furniture Market**, High Point, NC

Nov. 2-3: **Hardwood Lumber Outlook**, Princeton, WV

Nov. 8: **Appalachian Lumbermen's Club**, Johnson City, TN

For more information about these events, please contact Tom Inman.

AHMI has materials available for members to use at your industry events. These include Verified Sustainable and Verified Legal certificates, signs, labels, publications and more that can be designed to incorporate your company information. Please contact info@appalachianwood.org to learn more.

Storm The Halls Of Capitol Hill With HF

By Dana Lee Cole

Hardwood Federation Executive Director

The annual Fall Fly-In is the Hardwood Federation's biggest, most anticipated and most important event of the year. Each fall members of the hardwood industry gather in Washington D.C. to walk...and sometimes run...the halls and tunnels of Congressional office buildings to meet with Representatives, Senators and staffs from their - and other important - states to tell their stories. Our goal is clear and consistent: To have industry leaders provide their personal and professional perspectives about what the most important issues affecting the industry are and how our businesses are being impacted....and what Congress can do about it.

Although 2016 is a big election year, it is still important to make our voices heard. Many of the elected officials we will meet with will be back in 2017 and, with a new Administration and many new faces in Congress; we need returning members to have a clear understanding of our issues.

Last year was one of our most successful Fly-Ins in HF history with more than 50 attendees and over 100 meetings on the Hill. We also had exceptional attendance at both the Republican HFPAC reception and the Democratic HFPAC breakfast. It's our intention to build on this excellence and make this year's Fly-In even better - and that starts with you.

Over the summer, HF will closely monitor the issues affecting the hardwood industry and begin to craft what our top 2-4 issues to be covered will be. We will almost certainly be continuing to discuss the importance of bringing common sense management to our national forest system.

We will also likely be discussing how the federal government regulates biomass...will it be viewed as carbon neutral or considered as a toxic fuel that requires additional regulatory oversight? Other issues will almost certainly emerge during the weeks before Congress departs in July for the Democrat and Republican Conventions and the traditional August break.

We focus on those issues that are most pertinent to the industry at the time of the Fly-In in order



to most effectively leverage the time that Fly-In participants have with the Members of Congress and their staff. Each participant is encouraged to tell their own stories of their business, their employees, their struggles and triumphs, and generally how the formation of Federal policies affects them.

These are the personal stories that resonate and let the offices know how their individual constituents - or voters - are feeling. Hearing directly from you—face to face—helps inform the policy debates here in Washington that are happening now on issues that affect everything from access to fiber that feeds our mills to energy we use in our facilities to promoting and keeping open end markets for our products.

We hope you will take the time to join us in Washington. While it is a commitment of both resources and time, it is a commitment that can have direct impacts on your bottom line.

The Hardwood Federation staff is proud to represent the industry in Washington, D.C. and over the years we have built excellent relationships with key members of Congress who look to us for advice and counsel on issues impacting the Hardwood industry. But when members hear from you, their constituents, employers in their district, and community leaders, the message takes on a special significance and impact.

This year's Fly-In will take place on September 20-21, 2016, with a welcome reception the evening of September 20. Anyone related to the industry is welcome to join us in D.C.

Our special rate at the host hotel expires on August 15; be sure to make plans before it is too late!! You may register for the Fly-In at the following link: [HF Fly-In 2016](#). Please don't hesitate to contact the Hardwood Federation staff at dana.cole@hardwoodfederation.com or 202-463-2705 if you have any questions or would like more information.

2016 AHMI Summer Conference Registration

The Greenbrier, White Sulphur Springs, WV July 23-26, 2016

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 July 15, 2016 and mail to AHMI, P.O. Box 427, High Point, NC 27261.

MEETING REGISTRATION FEES:

AHMI MEMBER - \$295 per person	GUEST - \$395 per person
MEMBER SPOUSE - \$225	GUEST SPOUSE - \$325
CHILDREN 10 & older - \$95	CHILDREN UNDER 10 FREE!

Full registration will be refunded on cancellations by July 8, 2016. Cancellations received after that time will be subject to 50% forfeiture.

PLEASE REGISTER THE FOLLOWING FOR AHMI'S SUMMER CONFERENCE

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

Company: _____

Address: _____

City/State/Zip: _____

AHMI GOLF TOURNAMENT (Monday at 12:30 p.m. Meadows Course)

Name: _____ FEE: \$220

Name: _____ FEE: \$220

SPORTING CLAYS TOURNAMENT (Monday at 1 p.m. The Greenbrier Gun Club)

One round of 100 - Includes gun, targets and ammunition

Name: _____ FEE: \$190

Name: _____ FEE: \$190

SPOUSE BREAKFAST (Monday at 9 a.m. Main Dining Room)

Speaker on Greenbrier History - buffet breakfast charged to your room

Name: _____ FEE: room charge

UNIVERSITY RESEARCH LUNCHEON (Tuesday at 12 p.m.)

Name: _____ FEE: \$35

Check enclosed _____

Credit Card: _____

Expiration date _____ Sec. Code _____

Name on card: _____

Billing zip code _____

Total _____

You may also register online at www.appalachianwood.org/meetings.htm. Please make your room reservations at www.appalachianwood.org/meetings.htm and follow link to The Greenbrier