



Appalachian Hardwood Sustainable & Legal

Monthly newsletter of Appalachian Hardwood Manufacturers, Inc.

AHMI & ALC Plan Meeting, Tours In TN

Appalachian Hardwood Manufacturers, Inc. and the Appalachian Lumbermen's Club will partner for the 2016 Fall Meeting & Tours on Nov. 15-16 at the Carnegie Hotel in Johnson City, TN. Tours will be held at Domtar Paper and Mullican Flooring. See registration on page 6 of this newsletter.

The event is an excellent opportunity for sawmills, distribution yards and secondary manufacturers to meet with key producers and processors from the Appalachian region. The program begins with optional sporting events: Golf Tournament will be held at the Johnson City Country Club Course in Johnson City, TN, with consecutive tee times beginning at 10 a.m.; and a 5-Stand Shooting Tournament will be at Kettlefoot Gun Club in Bristol, TN, at 11 a.m.

Registration will open at 5:30 pm and is followed by a reception at 6 pm and dinner. The dinner speaker is Domtar Plant Manager Bill MacPherson who will discuss current production of uncoated paper and fiber procurement needs from the central Appalachian region.

The plant tours on Nov. 16 begin at 8 a.m. and will include Domtar Paper (*there will be a limited number of participants at Domtar and you must ride vans that will be provided*) and Mullican Flooring, a leading manufacturer of solid and engineered hardwood flooring. All attendees are welcome at Mullican Flooring. Tours begin at 8:30 am at both facilities and a second tour will begin at 10:30 a.m. at Mullican.

You will be asked on the registration form to select the tour and time you will participate. Members of both the AHMI and the ALC will receive priority on the Domtar tour. There will be an informal lunch at 12:30 pm in Johnson City, TN following the tours.

There is a registration form on page 6 of this newsletter to complete and mail with your check to: AHMI, PO Box 427, High Point, NC 27261 or online at: www.appalachianwood.org/meetings.htm

For more information, contact the AHMI office at 336-885-8315. For Carnegie Hotel reservations: Please call 866-757-8277 and ask for Block: Appalachian Hardwood. Rates begin at \$99.99 and are available until Oct. 31.



Hardwood Federation Fly-in

More than 70 visits were completed recently to federal legislators in Washington DC. Meeting with Sen. Shelly Moore-Capito WV-R (center) are from left Tom Inman, AHMI; John Crites Sr., John Crites II and Roger Sherman, of Allegheny Wood Products. See story on page 5

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The way I see it...

By Tom Inman, AHMI President

...solid hardwood lumber continues to face more competition each week it seems. If you are a college football fan, you probably watch "College Game Day" on ESPN sponsored by HomeDepot on Saturday mornings.

The retailing giant receives a commercial about every 10 minutes during the broadcast and on a recent Saturday, every other HomeDepot advertisement was "hardwood-look" tile. They touted the beauty, durability and PRICE on this competing flooring product for homes and businesses about six times an hour.

It does look like hardwood. They say it wears well AND it may be cheaper than some solid hardwood. This joins the growing list of competitors in the flooring market including imported laminates, vinyl, carpet, and other tile.

We have our work cut out for us educating homeowners, builders and renovators about the benefits of SOLID APPALACHIAN HARDWOOD. We have the SUSTAINABILITY, true beauty, and natural characteristics of hardwoods that tile does not. We must keep educating and promoting!

...recent visits to two Appalachian region universities showcased their work with hardwoods. I met with professors at Clemson University and Penn State University and viewed their research facilities. Clemson's Wood Utilization Center is testing cross-laminated timber for construction material. They can blast projectiles at more than 100mph to test strength of products.

The researchers have discovered key assets for softwoods and hope to do more work with hardwoods in the future.

Penn State has changed its research to more project specific work for companies. I shared with them the Hardwood Symposium at Virginia Tech this year and the collaboration between wood products, wood science and architecture schools.

AHMI continues to develop its research proposal that was initiated by the Board of Trustees earlier this year. The Research Committee will have more details to members in the coming months.

AHMI Co-Sponsors Turkish Lumber Buyers

Appalachian Hardwood Manufacturers, Inc. is co-sponsoring a group of lumber importers from Turkey that will be in Kentucky on Oct. 9-14. They will be visiting sawmills and distribution yards.

AHMI members are invited to meet with them on **Thursday, Oct. 13 from 1 to 4 pm** at the Carl Perkins Community Center at Crayton Jackson Lane in Morehead, KY. You will have a table to visit with each of the buyers and discuss their log and lumber needs. Please come prepared with your company brochures and inventory.

Please contact the AHMI office with your commitment to attend. The list of buyers will be available at the meeting and sent by email on Friday, Oct. 14.

Future Of U.S. Hardwood Lumber Conference Planned

Registration is now open for the Future of the U.S. Hardwood Lumber Industry conference to be held Nov. 2-3 at the Wood Education & Resource Center in Princeton, WV.

The event is designed to:

- Update on the economic situation and the status of the industry
- Obtain an overview of market conditions
- Gain insights into the future of the hardwood lumber industry and hardwood lumber markets
- Tour a state-of-the-art hardwood lumber mill
- Network and to benefit from two days of learning, and discussing with leading industry experts.

The conference is sponsored by Appalachian Hardwood Manufacturers, Inc., the Wood Education and Resource Center (WERC), Northeastern Area State and Private Forestry, U.S. Forestry Service, National Hardwood Lumber Association, Superthin Saws, Virginia Tech, and Virginia Cooperative Extension.

More information can be found at <http://woodproducts.sbio.vt.edu/futurehardwoods/>

S. Korea: Hanjin Containers Delivered By Oct. 30

South Korean government sources say 90% of the bankrupt Hanjin Shipping's vessels should finish unloading cargo by the end of October, according to South Korean government sources.

The government has reiterated that Hanjin Shipping and its parent firm, Hanjin Group, are fully responsible for covering the costs of discharging the more than \$14 billion in cargo from its vessels stuck at sea. But with all the measures taken so far, around 90% of Hanjin's vessels should finish offloading their cargoes by Oct. 31, the Ministry of Oceans and Fisheries reported.

Hanjin has 97 container vessels.

Hanjin Shipping last week secured US\$100 million in short-term borrowings from financial institutions to help alleviate the logistics situation faced by its vessels stranded at sea worldwide, raising its total short-term borrowings.

Earlier in the week, Seoul Central District Court said the sale of Hanjin Shipping was one of the options legal authorities were considering with the shipping line in receivership, Lloyd's List reported. But the court has not decided on a course of action at the moment, according to a court official.

Timber City Exhibit At National Building Museum

This fall, the National Building Museum challenges the notion that wood is an antiquated building material with its "Timber City."

The exhibition demonstrates the many advantages offered by cutting-edge methods of timber construction, including surprising strength, fire resistance, sustainability, and beauty. Drawing attention to the recent boom in timber construction worldwide, Timber City further highlights several U.S. based projects, including two winners of the U.S. Tall Wood Building Prize, sponsored by the U.S. Department of Agriculture, in partnership with the Softwood Lumber Board and the Binational Softwood Lumber Council.

Curated and designed by Yugon Kim and Tomomi Itakura, founding partners of the Boston-based architectural design firm ikd, the exhibition's immersive installation will feature numerous architectural models, dramatic prefabricated wood walls, and large-scale samples of mass timber. Stories will highlight recent innovations of timber technology, especially cross-laminated timber, known as CLT, and explore how U.S. based timber manufacturing can help revitalize rural manufacturing communities and benefit urban centers.

Strong and versatile, timber is the only building material that can reduce carbon emissions and remove carbon from the atmosphere, moving us towards more sustainable, healthy, and beautiful



Timber City exhibit showcases use of solid and engineered wood products at the National Building Museum from Sept. - May

buildings and cities.

The National Building Museum is America's leading cultural institution devoted to interpreting the history and impact of the built environment. We do this by telling the stories of architecture, engineering, and design. It is located at 401 F Street NW, Washington, D.C. 20001

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**Inman Updates PY On
Solid Hardwood Work**

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

Inman updated the group on the Solid Appalachian Hardwood promotion over the past 12 months that has included email blasts, postcards, revised website and a new video. The promotion has centered on the health benefits of solid Appalachian hardwoods in flooring, furniture, cabinets and millwork.

The effort targets first-time home buyers and remodelers in the eastern U.S. It has received a positive response and work continues on new messaging.

High Point Furniture Market Is Oct. 22-26

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 2016 event is set for Oct. 22-26 with 2,000 exhibitors filling more than 180 buildings. Participants attend from more than 106 countries.

Showroom hours are Saturday – Wednesday: 8am – 7pm. 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.

For more information, call AHMI at (336) 885-8315.

AHMI Promotion & Trade Show Activities

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

- Oct. 5-7: **NHLA Convention**, Washington, DC
- Oct. 9-11: **KCMA Conference and Tours**, Greensboro, NC
- Oct. 10-14: **Turkish Lumber Buyers**, Kentucky
- Oct. 19-21: **AHEC European Convention**, Copenhagen, Denmark
- Oct. 21: **Sustainable Furnishings Council Anniversary**, High Point, NC
- Oct. 22-26: **High Point Furniture Market**, High Point, NC
- Oct. 24: **ASFД Annual Meeting**, High Point, NC
- Nov. 2-3: **Hardwood Lumber Outlook**, Princeton, WV
- Nov. 15: **Appalachian Hardwood Manufacturers, Inc. and Appalachian Lumbermen's Club Meeting & Tours**, Johnson City, TN
- Jan. 10: **Appalachian Lumbermen's Club**, Hickory, NC
- Feb. 7-9: **IHLA Annual Convention**, Indianapolis, IN
- Feb. 15-17: **Hardwood Federation**, Washington, DC
- March 2-5: **AHMI Annual Meeting**, The Diplomat, Hollywood, FL
- March 14: **Appalachian Lumbermen's Club**, Greensboro, NC
- April 11-14: **NWFA Flooring Expo**, Phoenix, AZ
- May 4-7: **Appalachian Lumbermen's Club**, Myrtle Beach, SC
- July 22-25: **AHMI Summer Conference**, Biltmore Inn, Asheville, NC

Join Us On Twitter, Facebook

Appalachian Hardwood Manufacturers, Inc. invites you to follow us on Facebook and Twitter.

Our Facebook page is **Appalachian Hardwood** at <https://www.facebook.com/Appalachian-Hardwood-115082515210245/>

Our Twitter account is **Appalachian Hardwood** at <https://twitter.com/AppalachianHwdw>

HF Fly-In Visits 70+ Senators, Representatives

By Dana Lee Cole, HF Executive Director

American politics and how Washington D.C. is functioning are under an intensely watchful eye this year with one of the most contentious election. In an increasingly polarizing political environment, making sure the hardwood story and how federal policies impact our businesses is at the forefront of our politicians' minds is vital.

The annual Hardwood Federation Fly-In is our most important and widely anticipated event of the year and this year, 40 hardwood representatives from across the U.S. participated. We attended over 70 meetings with members and staff.

The meetings covered five priority issues:

- **Federal Forestry Reform** – H.R. 2647 the “Resilient Federal Forests Act of 2015” has passed the House and has been referred to both the Senate Agriculture and Energy Committees where work continues to address needed reform to federal land management, while also considering concerns regarding forest fire funding;
- **IRS Estate Tax Changes** – The IRS has proposed changes under Code Section 2704 that would add considerable complexity to the process of valuing and transferring family owned businesses, imposing increased estate taxes on the next generation. HF asks that the Treasury Department withdraw the proposed regulations, or, at a minimum, add a clearly defined exception for active businesses;
- **Biomass Carbon Neutrality** – the forest products industry needs certainty on how carbon emissions from biomass will be handled. EPA needs to forge a clear, simple, realistic, and consistent policy that recognizes the environmental and economic benefits of biomass energy;
- **Tall Wood Buildings** – We support the Timber Innovation Act bills in both the House (H.R. 5628) and the Senate (S. 2892), which would help develop new markets for wood products; and
- **Map and FMD** – The Hardwood Federation strongly supports full funding for the Market Access Program (MAP) - \$200 million - and Foreign Market Development (FMD) program - \$34.5 million - as authorized in the 2014 Farm Bill.

The HF PAC sponsored social events for Re-



From left are Pem Jenkins, Turn Bull Lumber; Jim Sitts, Columbia Forest Products; Julio Alvarez, Bill Hanks Lumber Co.; Sen. Tom Tillis, NC-R; Pryor Gibson, NCFA; and Tom Inman

publicans and Democrats during the Fly-in. The Hardwood Manufacturers Association's Millennial Council sponsored our Welcome Reception. We were fortunate to hear a few words from Sen. Tammy Baldwin (D-WI), a great example of how time and effort from Wisconsin based hardwood companies and HF can turn a new Senator with limited knowledge of the industry into an advocate.

One member of the U.S. House that comes to the job with a wealth of experience is Rep. Bruce Westerman (R-AR, 4) who spoke after dinner. He is a trained Forester and Engineer, with a Degree from the Yale Graduate School of Forestry. He provided a enlightening overview of his time in Congress and how vital it is to get more industry representatives to Washington to help him as he fights for us and our issues.

After dinner, Westerman and his staff were beyond gracious and invited the entire HF group to a night time tour of the newly restored U.S. Capitol Building. You never know what will happen during the Hardwood Federation Fly-In!!

We hope everyone enjoyed their time on the Hill, learned something new, and came away with a new appreciation of how their engagement can make a difference on public policies made in Washington. I encourage everyone to join us for next year's Fly-In so we can reach more offices and be more effective.

For more information on the Federation, contact us at (202) 463-2705.



APPALACHIAN Hardwood Manufacturers, Inc.



2016 Fall Meeting and Tours

in partnership with the Appalachian Lumbermen's Club
The Carnegie Hotel, Johnson City, TN Nov. 15-16, 2016

To accurately plan the functions and that all participants are included, please complete this form and return it with your check or credit card information by Oct. 15, 2016 to AHMI, P.O. Box 427, High Point, NC 27261 or register online at www.appalachianwood.org/meetings.htm

REGISTER THE FOLLOWING FOR FALL MEETING & TOURS (please select one)

AHMI Member: reception & dinner \$65; reception, dinner & tours \$95 (*choose tour below*)

ALC Member: reception & dinner \$0; reception, dinner & tours \$25 (*choose tour below*)

Non-member: reception & dinner \$100; reception, dinner & tours \$130 (*choose tour below*)

Name: _____

Company: _____

Address: _____

City/State/Zip: _____

Full registration will be refunded on cancellations received by Oct. 15, 2016. Cancellations received after that time will be subject to 50% forfeiture.

WEDNESDAY TOURS: I will participate in:



Domtar Paper & Mullican Flooring Tours at 8 am

(*limited participation & must ride van*)

Mullican Flooring Tour at 8:30 am (*drive self*)

Mullican Flooring Tour at 10:30 am (*drive self*)



TUESDAY SPORTING EVENTS (*optional*)

Golf Tourney at 10 a.m. Johnson City Country Club, Johnson City, TN **FEE: \$65**

5-Stand Clays Tourney at 11 a.m. Kettlefoot Gun Club, Bristol, VA **FEE: \$35**

You must supply gun & ammo

Check enclosed _____

Payment information

\$ _____ **Total**

Credit Card: _____

Expiration date _____ Sec Code _____ Billing Zip Code _____

Name on card: _____

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

PLEASE MAKE ROOM RESERVATIONS AS SOON AS POSSIBLE!

Please make your room reservations by calling the Carnegie Hotel at **866-757-8277**. You must mention the Appalachian Hardwood block to receive the group rate of \$99 per night.