



# APPALACHIAN

Newsletter of APPALACHIAN Hardwood Manufacturers, Inc.,  
serving the lumber industry since 1928

*Demand the Appalachian Standard*

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## **What's Inside**

v **Mark My Words** -  
page 2

v **Furniture makers  
file anti-dumping  
petition** - page 2

v **Fall Furniture  
Market Report**  
- page 3

v **AHMI Board  
welcomes new  
trustees** - page 4

v **AHMI presents  
design award** -  
page 5

v **Senate OKs forest  
bill** - page 5

v **NHLA lumber  
grading courses** -  
page 6

v **Forest rules may  
ease** - page 6

## **APPALACHIAN Future Meetings**

**2004 Annual Meeting**  
Feb. 26-29 - Sawgrass  
Marriott Resort, Ponte  
Vedra, FL

**2004 Summer Meeting**  
July 18-20 - The Grove  
Park Inn, Asheville, NC

**2004 Inter-Industry  
Meeting**  
Late Oct. - North Carolina

**2005 Annual Meeting**  
Feb. - The Sanctuary,  
Kiawah Island, SC

## **Politics, Hardwood Lumber Uses Highlight 2004 AHMI Convention**

PONTE VEDRA BEACH, FL - The 2004 Presidential Campaign and the Future Utilization of Hardwood Lumber will be the focus of the 2004 Annual Meeting of Appalachian Hardwood Manufacturers, Inc. Feb. 26-29.

The convention will be held at the Sawgrass Marriott Resort at Ponte Vedra Beach, FL. The meeting will begin with a Welcoming Social on Thursday, Feb. 26, and conclude with the Chairman's Banquet on Saturday night.

"Our 76th Annual Convention is shaping up to be our best ever," declared AHMI President Mark Barford. "The program, keynoted by a top member of President George Bush's political team, along with presentations on expanding hardwood markets and their future potential will in itself be a great benefit for attendees.

"In addition, we are returning to Ponte Vedra, Florida, and planning some gracious hospitality events," he said. "This area is always a member favorite."

The keynote speaker is Collister "Coddy" Johnson, national field director for Bush-Cheney04. He has served in the Bush Administration since January of 2001 as Associate Director of Political Affairs for the White House, overseeing political activity in nine Appalachian and Central states: Indiana, Kentucky, Kansas, Missouri, North Carolina, Ohio, Tennessee, Virginia and West Virginia.



**Sawgrass Marriott Resort**

Other confirmed speakers are Mullican Flooring President Neil Poland on hardwood lumber utilization in the flooring industry and Wood Promotion Network President Kelly McCloskey who will provide an update on that organization's recent survey of builders and architects about hardwood lumber.

The weekend will include an array of social and sports activities, with a special opportunity to play on the famed TPC golf course which includes the difficult 17th Island Hole.

"Within the next few weeks, members will receive meeting materials and have the first opportunity to secure their rooms and make arrangements for the meetings," Barford said. "In light of some improvement in markets, and a return to one of our most popular locations, we are expecting a large crowd."

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## Mark my words.....

By Mark A. Barford, CAE, CF  
President

It is always invigorating to have the furniture market come to town - the big crowds, the stunning furniture, the prognosticators filling us with optimism, and of course seeing all of our wood being utilized and praised by the buyers.

There was plenty of Maple, Cherry and Ash and the new big species... Malaysian Oak. What you ask is Malaysian Oak? As you know, there is not an Oak tree growing in Malaysia, so what's going on here?

What's going on is one of the biggest problems we are facing in the sales of American hardwoods... copycats. We have a great history of promotion by which the majority of the buying public now appreciates the many unique characteristics of Appalachian species, and goes to stores in search of them.

The problem is there is no truth in advertising and no accountability for those "misrepresentations" (*a kind word for lies*). The furniture industry, the food or clothing industries, do not have to list the ingredients of products. So the consumer is left to learn from either the promotion people or the floor salesman if he wants to know.

I know first hand. I have been fooled many times when we do our annual species survey at the furniture market. It amazes me what the industry has learned to do with finishes and coatings to make most any wood look like cherry. Specifically there is a species marked Chilean cherry which is "lenga", and Brazilian Cherry which is "jatoba."

You would also be amazed at what they can do with a piece of Alder to make it look like Cherry. The problem is, it's not. Many marketers are playing on the public's love for our wonderful Appalachian species to sell - and dare I say many times the consumer has no idea what he really is buying

The positive news about sales and orders does not always translate to more sales of American lumber - not as long as the public does not know the difference between our lumber and the phony copycats on the selling floor.



Mark A. Barford

## Furniture Makers File Anti-Dumping Petition On Chinese Imports

HIGH POINT, NC - The American Furniture Manufacturers' Committee for Legal Trade filed an antidumping petition on Oct. 31 that targets wooden bedroom furniture imported from China.

The petition asks that imports would be subject to duties because of unfair trade practices. The 31 companies supporting the action say it offers the best hope of slowing imports from China that are endangering U.S. furniture jobs.

Nearly all major manufacturers in North Carolina and Virginia have recently closed plants and laid off workers. Reports suggest more than 30,000 jobs have been lost in the past three years.

Chinese furniture shipments to the United States were \$5.7 billion in 2002, up 37 percent from 2001. Domestic bedroom production declined more than 20 percent for the period while Chinese bedroom imports increased more than 120 percent.

The petition argues that Chinese furniture makers are selling wooden bedroom furniture in the United States at artificially low prices - a form of "dumping" prohibited by international and U.S. trade laws. It requests that tariffs be imposed on imported products to inflate prices and equalize the market.

The petition was filed with the U.S. Department of Commerce and the U.S. International Trade Commission.

"This antidumping petition is about preserving U.S. factories and U.S. jobs," Joe Dorn, the committee's legal counsel, stated in a news release. "The petition presents very compelling evidence of the serious injury suffered by the U.S. wood bedroom industry and its workers from a surge of unfairly priced imports from China.

The ITC must issue a preliminary injury determination in the next two months, and the Commerce Department will issue its preliminary ruling within six months.

AHMI members participating on the committee are **Hooker Furniture Co.**, **Keller Mfg.**, and **Stanley Furniture Co.** Other manufacturers continue to join the campaign.

"This is an important issue to AHMI members who sell lumber to the furniture industry, whether domestically or internationally," said AHMI President Mark Barford.

# “Good” Times Found At Fall Furniture Market

HIGH POINT, NC - Good attendance. Good traffic. Good interest. Good market.

“Good” was the buzzword repeated dozens of times by furniture manufacturers describing the 2003 International Home Furnishings Market in High Point, NC, Oct. 16-22. The show is held twice annually for manufacturers to show new product and existing lines to retailers from around the world.

An estimated 60,000 buyers, sellers and industry trade people descended on High Point for the fall 2003 version. The crowd was down considerably from the records of the mid-1990s but continues to rise after September 2001.

“We have been told that the right people came to market this time,” said Dennis Teague of Kincaid Furniture, Hudson, NC. “That’s more important than having a large crowd, having the right people at market who buy furniture for their stores.”

The sentiment was echoed throughout many wood furniture manufacturers, according to an informal survey conducted by Appalachian Hardwood Manufacturers, Inc. Each furniture market, AHMI visits its Consumer Division members and reports on their success at market. During the Spring market, AHMI staff and volunteers conduct the Wood Species and Design Survey.

“We heard the words ‘good and fair’ at a number of showrooms and as simple as those terms are, they do sum up the report from this furniture market,” said AHMI President Mark A. Barford, CAE. “A lot of good things happened: wood continues to be a consumer favorite for home furnishings; retailers came looking for new product and found it; and people were upbeat about the next six months.”

A sign of optimism in the future is the number of introductions at market. Hooker Furniture Co., Martinsville, VA, officials are very optimistic.

“We definitely introduced more pieces at this market than we have in quite a few markets,” said Kim Shaver, Hooker Furniture director of marketing and communications. “We continue to go after new niches in the market and have found several that were successful.”

Traffic through the Hooker Furniture showroom was steady from “Tuesday to Tuesday,” she said. Attendance was slightly ahead of fall 2002.

“We have seen improvements since August and expect business to continue to trend upward for the next six months,” Shaver said.

Ken Fonville, president of Keller Manufacturing,



**AHMI's Tom Inman (left) with Kincaid's Dennis Teague in Kincaid Furniture showroom**

Corydon, IN, said furniture retailers were interested in new product and that is a sign that inventories are decreasing.

A positive business climate was discovered in a survey of furniture retailers that was released during market. The “Mood to Market” survey found “significantly” more optimism about current and future business than six months ago.

“The mood was certainly better than it has been in years,” said Steve Kincaid, president of Kincaid Furniture and La-Z-Boy’s casegoods group. “If you had the right products and the right program, you probably had a good market.”

Introductions were available from every AHMI Consumer Division member at market. “You expect that at market because that is what market is for, but the volume of new pieces this time was very encouraging,” Barford said. “Overall, it was upbeat and people were looking and all indications are that they were buying.”

The Residential Furniture Industry Overview from Jerry Epperson of Mann, Armistead & Epperson, Richmond, VA, predicts the most stable categories for furnishings in the next year will be youth bedroom, stationary upholstery and recliners. The worst sales will be in formal dining and high-end pieces.

“The home buying and mortgage refinancing have created a large demand for furnishings that may be a stimulus for the furniture industry later in 2003 and 2004,” Epperson said.

“A rise in demand for furniture certainly is good news for the hardwood industry,” Barford said. “We are preparing for improving markets for the next six to 12 months.”

# AHMI Trustees Plan Meeting For '04 Action

HIGH POINT - The Appalachian Hardwood Manufacturers, Inc. Board of Trustees will have a one day extended meeting Jan. 15, 2004 for in-depth discussion of the ongoing work of the association.

The meeting will be held in Roanoke, VA, at the Hotel Roanoke, and will begin with an informal dinner on Jan. 14.

"Every few years, the board likes to sit down and carefully review our programs and activities to be sure we are on track with the needs of the membership," reports AHMI President Mark Barford. "The board picked the January date so that the results of their efforts can be discussed with the membership at the Annual Meeting to be held in Jacksonville, FL, later in February."

The board will use the results of several recent membership surveys, as well as the issues session held during the 2002 Summer Conference.

AHMI members are encouraged to contact the Board of Trustees prior to the January meeting to offer any specific suggestions they have regarding AHMI's mission and activities. A full listing of the current board is below in this newsletter.

"The 2004 Annual Meeting will include the election of a new Chairman of the Board, and several new board members, so the timing is perfect for tweaking some of our existing programs and introducing a few new ideas that staff has," Barford said.

## Two Join AHMI Board

Appalachian Hardwood Manufacturers, Inc. Chairman of the Board Gary White welcomed two new board members recently to replace two members who resigned their position before the end of the term.

The new members are David Melton of Georgia Pacific Corp., Princeton, WV, and John Graybeal of McCloud Lumber Co., Hampton, TN.

Melton will be taking over the board seat of Dean Alanko, also of G-P. Alanko was recently elected to serve on the board of the National Hardwood Lumber Association. Melton is the hardwood lumber production supervisor for G-P, and is based out of Princeton, WV.

Graybeal will be filling the remaining term of Tim Bowman. Graybeal is the president and owner of McCloud Lumber Co. He and his wife, Carol Ann, and son, Jameson, have been regular fixtures at AHMI meetings.

"We are pleased to welcome these two new additions to the Board," said AHMI President Mark Barford. "Our Board is small as compared to most, so each member makes a significant impact. Please join me in welcoming them on to the board."

## AHMI Board of Trustees

**Chairman Gary G. White**, Gilbert Lumber Co., PO Box 1210, Gilbert, WV 25621 Tel. 304-664-3227

**Chairman-Elect J. Ed Ramsey**, Taylor-Ramsey Corp., PO Box 11888, Lynchburg, VA 24506 Tel. 434-929-7443

**Vice Chairman-Finance John W. Crites**, Allegheny Wood Products, Inc., PO Box 867, Petersburg, WV 26847 Tel. 304-257-1082

**Immediate Past Chairman Jim C. Hamer**, Jim C. Hamer Co., PO Box 418, Kenova, WV 25530 Tel. 304-453-6381

**Richard W. Burnett, Jr.**, Cross Creek Sales, Inc., PO Box 2768, Augusta, GA 30914-2768 Tel. 706-738-4027

**Ronald L. Elliott**, Gilbert Hardwood Centers, Inc., PO Box 129, Trinity, NC 27370 Tel. 336-431-2127

**John R. Graybeal**, McCloud Lumber Co., Inc., PO Box 128, Hampton, TN 37658 Tel. 423-725-5410

**Stephan J. Houseknecht**, Wagner Lumber Co., 4060 Gaskill Rd., Owego, NY 13827 Tel. 607-687-5362

**Trenor L. Hypes**, MeadWestvaco Corp., PO Box 577, Rupert, WV 25984 Tel. 304-392-6373

**Christopher R. Keziah**, Oak Ridge Hardwoods, Inc., PO Box 5715, Oak Ridge, TN 37831 Tel. 865-435-0054

**David Melton**, Georgia-Pacific Corp., 577 Clover Dew Dairy Rd., Princeton, WV 24740 Tel. 304-324-8337

**Michael B. Parton**, Gilkey Lumber Co., Inc., 2250 US Hwy. 221, North Rutherfordton, NC 28139 Tel. 828-286-9069

**John H. Patterson**, Begley Lumber Co., Inc., PO Box 2800, London, KY 40741 Tel. 606-877-1228

**James T. Powell, III**, Canton Hardwood Co., PO Box 1028, Canton, NC 28716 Tel. 828-648-3441

**Edward G. "Ted" Rowe, Sr.**, Aurora Timberland, 220 Wellington St. East, Aurora, Ontario L4G 1J5 CANADA Tel. 905-727-1729

**J. Jack Swanner**, T & S Hardwoods, Inc., PO Box 1004, Sylva, NC 28779 Tel. 828-586-4044

**Dennis H. Teague**, Kincaid Furniture Co., Inc., PO Box 605, Hudson, NC 28638 Tel. 828-726-2810

**Ray D. White**, Harold White Lumber Co., 2920 Flemingsburg Rd., Morehead, KY 40351 Tel. 606-784-7573

## AHMI Presents Furniture Design Pinnacle Award

HIGH POINT - Appalachian Hardwood Manufacturers, Inc. recently presented the 2003 Pinnacle Award for Juvenile Furniture to Simon Horn for the Simon Horn Nursery Collection.

The award is presented during the American Society of Furniture Designers Annual Banquet. The group honors its members in 15 design categories and AHMI has sponsored Juvenile Furniture for four years.



**Simon Horn Nursery Collection bed**

AHMI President Mark Barford gave the award to Horn. The judges comments on the collection were "heirloom-quality products that offer flexibility as the child grows; adaptable function provides the family the opportunity to yield whole-house versatility."

"We were extremely proud to present the award again this year to a designer who focuses on the quality of their product," Barford said. "That is one of the Standards of Appalachian Hardwoods, the highest quality lumber resource that is available."

Simon Horn Furniture Limited was formed in 1982 and is now Europe's leading manufacturer of classical beds.

## Cherokee NF Logging Halted

GREENEVILLE, TN - Complaints about possible harm to wildlife and plants blocked plans to log 84 acres of trees in a Carter County section of the Cherokee National Forest. Keith Sanderson, planning staff officer for the 640,000-acre forest between Chattanooga and Bristol along the North Carolina border, said the proposed sale was delayed for biologists to "re-evaluate" the area.

In an August appeal of the planned sale, an environmental group complained the Forest Service failed to obey its own rules. The appeal said the Forest Service analysis of the George Creek area was based on "inadequate species monitoring" that did not include such species as the Cerulian warbler, the Junaluska and four-toed salamander and American basswood.

The length of time for the delay was not immediately known.



# FORESTRY

## Senate Approves Healthy Forests Bill

WASHINGTON, DC - The Senate passed the Healthy Forests Restoration Act on Oct. 30 by an overwhelming 80-14 margin and will begin conference with the House soon to work out difference. The House approved a similar measure in May.

The Senate debate spanned two days and had lengthy debates on numerous amendments. The backdrop of the California fires and the months of bipartisan negotiations ensured passage.

The bill, a modified version of President Bush's "healthy forests" initiative, establishes expedited procedures for thinning operations on 20 million acres of fire-threatened federal lands while also seeking to protect old-growth trees. It authorizes, subject to future appropriation by Congress, \$760 million a year for thinning operations, more than double current expenditures.

At least half of the money would have to be spent on forested areas near populated areas. The rest would go to watersheds, endangered-species habitats, or areas that suffered wind damage or insect infestations.

Preliminary injunctions against logging projects would be limited to 60 days, subject to renewal after court review. The House version is closer to Bush's proposal. Among other things, it would impose a 45-day limit on preliminary injunctions.

"This was a terrific victory for the health of U.S. forests for many years to come," said Appalachian Hardwood Manufacturers, Inc. President Mark Barford.

The vote roll call of Senators from the Appalachian region was:

**YEAS** - Alexander (R-TN); Allen (R-VA); Bunning (R-KY); Byrd (D-WV); Chambliss (R-GA); DeWine (R-OH); Dole (R-NC); Frist (R-TN); Graham (R-SC); McConnell (R-KY); Mikulski (D-MD); Miller (D-GA); Santorum (R-PA); Sarbanes (D-MD); Sessions (R-AL); Specter (R-PA); Voinovich (R-OH); Warner (R-VA).

**NAYS** - Clinton (D-NY); Rockefeller (D-WV); Schumer (D-NY)

**Not Voting** - Edwards (D-NC); Hollings (D-SC); Shelby (R-AL)

## Plan Eases Forest Rules

WASHINGTON - Managers of the nation's 155 national forests would gain more leeway to approve logging and other commercial projects with less formal environmental review under a Bush administration plan to take effect by the end of the year.

Forest Service officials said the rules were designed to make forest planning more responsive to changing conditions by eliminating unnecessary paperwork and relying on assessments by local and regional managers. The new rules will be reviewed by the White House's Office of Management and Budget before going into effect this fall.

The plan would overhaul application of the landmark 1976 National Forest Management Act, which sets the basic rules for management of the nation's 190 million acres of forests.

## Judge: Logging Needs Permits

SAN FRANCISCO (AP) - Timber companies that engage in forest logging should be required to obtain federal stormwater pollution permits, a federal judge here has said in a first-of-its-kind ruling.

U.S. District Judge Marilyn Hall Pate said the U.S. Environmental Protection Agency has misconstrued the 1972 federal Cleanwater Act by exempting logging companies from going through the permitting process for stormwater runoff. The ruling was based on a lawsuit brought by environmental groups against the EPA and a Pacific Lumber Co. "Obviously, we're concerned that her ruling, which seems to take the position that culverts, ditches and other kinds of conveyances on forest lands are point sources like pipes out of a factory," said Jim Branham, a Pacific Lumber spokesman. "If, ultimately, that decision becomes the law of the land, it will create complete chaos."

An EPA spokesman said the agency was reviewing the decision.

## KY Chestnut Tree Flourishes

COLUMBIA, Ky. - It took fewer than 50 years for a foreign fungus in the eastern United States to nearly wipe out the American chestnut tree.

Only about a dozen large specimens from that era are known to stand today in the eastern United States. Scientists are focused on a 50-foot tree in south-central Kentucky to create a blight-resistant American chestnut by cross-pollinating it with the resistant Chinese chestnut.

Unlike Asian varieties of chestnut grown in the U.S. today, the native American chestnut was a fast, straight-growing tree that grew 100 feet tall or higher and could be up to 10 feet in diameter.

## NHLA Offers Certified Lumber Grading In WV

ELKINS, WV - The National Hardwood Lumber Association (NHLA) has partnered with the West Virginia Wood Technology Center and Fairmont State Community and Technical College to offer its Lumber Grading Training Program.

Hardwood lumber inspectors determine the species, grade and volume of lumber. The NHLA establishes and keeps the rules for the measurement and inspection of hardwood lumber quality. Founded in 1948, the NHLA Inspection School provides vocational training and has graduated more than 6,500 qualified lumber inspectors.

The certification process involves a 14-week intensive training program. The next NHLA Certification courses will be held Dec. 1, 2003 - March 5, 2004 and April 5, 2004 - July 2, 2004.

The course instructor is James Barnett, a NHLA certified lumber inspector with over 12 years experience in the lumber industry. NHLA Inspection School graduates generally receive several job offers, and can often select the region of the country in which they would like to work.

No prior knowledge of the lumber industry is required, but students must be 18 years of age, and have a high school diploma or GED. Tuition cost of this 14-week program is \$2,150.00, which includes tools and materials. Housing options are available. Employers who wish to send employees may also qualify for training funds.

For more information on this program, contact Paul Schreffler or Jamie Barnett at the WV Wood Technology Center, 304-637-7500. Or e-mail them [paul@wwwoodtech.com](mailto:paul@wwwoodtech.com) or [jamie@wwwoodtech.com](mailto:jamie@wwwoodtech.com).

## Lumber Grading Course Offered At Haywood Tech

WAYNESVILLE, NC - A Hardwood Lumber Grading Class is set at Haywood Technical Community College on Dec. 8-10.

This course introduces the National Hardwood Lumber Association lumber grades. Topics include lumber manufacturing according to NHLA rules and accepted practices.

The instructor is Scott Page and classes will be in Building 400 room 409. For more information, telephone (828) 627-4667 or (828) 627-4628 or e mail [tgreen@haywood.edu](mailto:tgreen@haywood.edu).