



Since 1928

The Standard

Monthly Newsletter of APPALACHIAN Hardwood Manufacturers, Inc.

Demand the Appalachian Standard

September 2006



Inter-Industry Offers Trend Reports, Tours

Appalachian Hardwood Manufacturers, Inc. is pleased to announce the 2006 Inter-Industry Meeting has been expanded to include a cabinet and a dimension plant tour. The session is planned Oct. 11-12 at the Holiday Inn Golf and Conference Center in Staunton, VA.

The meeting begins with roundtable discussions, a reception, dinner and program the first day and tours the second day. The newly announced tours are Thursday, Oct. 12 at **American Woodmark's Hardy County** cabinet facility and **Allegheny Dimension's** plant in Petersburg, WV.

The American Woodmark door and frame sub-assembly plant employs more than 700 people and builds doors, frames, drawer front and valances in Red Oak, Hard Maple and Hickory. The tour will begin at 9:30 a.m. and is expected to last one hour.

The tour continues at Allegheny Dimension in Petersburg, WV. The facility produces furniture components, millwork and architectural millwork utilizing advanced optimization systems and CNC equipment. Lunch will be provided at Allegheny Dimension. Reservations are required for both tours and participants will drive on their own.

The Inter-Industry meeting begins Oct. 11 with roundtable discussions at 4 p.m. on hardwood industry topics including markets, transportation and other issues important to producers, distributors and consumers. **Consumers are invited to participate for free.**

A reception is set from 6:30-7:30 p.m. Buffet dinner begins at 7:30 p.m. and the program will follow. The keynote speaker is Connie Edwards, lead designer for American Woodmark Cabinets in Winchester, VA. She will discuss trends in the industry and forecasts for the future.



Meeting Oct. 11-12

Oct. 11

9:30 a.m. Golf and Sporting Clay tournaments
4 p.m. Roundtable discussions
6:30 p.m. Reception
7:30 p.m. Dinner and Program

Oct. 12

9:30 a.m. Tours of American Woodmark Hardy County Plant and Allegheny Dimension Plant in Petersburg WV. Lunch provided.

ter, VA. She will discuss trends in the industry and forecasts for the future.

A golf tournament will be held Wednesday at the Country Club of Staunton. The tournament begins at 9:30 a.m. and will be medal play with consecutive tee times. Cost is \$55 and prizes will be awarded.

A sporting clays tournament has been added at the Shenandale Gun Club, a private facility west of Staunton. The 100-round tournament begins at 9:30 a.m. and participants must bring their own guns and shells. The cost is \$50.

AHMI meeting registration is available online at www.appalachianwood.org/meetings.htm. Participants can register online or print out a form and return to AHMI with payment. The registration fee is \$95 for AHMI members and \$195 for non-members.

Hotel rooms at the AHMI rate of \$84 may be reserved by calling the Holiday Inn Staunton at (800) 932-9061. The room block ends Sept. 29.

For more information, contact AHMI at (336) 885-8315 or tom@appalachianwood.org.

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e mail: ahmi@northstate.net
web: www.appalachianwood.org

APPALACHIAN Future Meetings

2006 Inter-Industry Meeting - Oct. 11-12, 2006

Holiday Inn Conference Center, Staunton, VA

2007 Annual Meeting - Feb. 22-25

Long Boat Key Resort, Long Boat Key, FL

2007 Summer Family Conference July 22-24

The Greenbrier, White Sulphur Springs, WV

Mark my words.....

By **Mark A. Barford, CAE, CF**
President

Let me apologize in advance if you try to contact the AHMI office this month and have trouble getting a live voice.

As happens this time of year, many events are scheduled that take staff away from the office. We just returned to the office from a very successful International Woodworking Fair (IWF) show in Atlanta, and were happy to see many members there. September will also be a big month of Appalachian and particularly Red Oak promotion. We hope to cross paths with you and welcome your participation in any of these events.



Mark A. Barford

I will be participating in four overseas events over the next five weeks in conjunction with the American Hardwood Export Council (AHEC). AHEC continues to be a great example of the whole industry working together for one goal – promotion of American hardwoods to our overseas buyers. These trips are:

- European Public Relations Workshop – Amsterdam
- 100% Detail Show for Architects – London

- Vietnamese Architectural Tradeshow and Red Oak Design Contest - Ho Chi Minh City (old Saigon)
- American lumber buying short course – Hong Kong

Tom Inman is using September to kick-off The Big Idea Student Design contest sponsored by the New Oak Partnership at four universities; Parson, The New School for Design; North Carolina State University; Georgia Tech and Savannah College of Art and Design.

Oak promotion continues on many levels, but the one-on-one work with designers is showing some immediate positive results. Our experience shows that work with “future” designers gets them thinking about hardwood even before they hit the workforce.

Of course, during September we will also participate with the Appalachian Lumberman’s Club, the Hardwood Federation annual meeting in Washington, DC, and at the National Hardwood Lumber Association convention in San Antonio, Texas. While there, NHLA has provided us time to update attendees on the efforts and future plans of the New Oak Partnership which has now raised over \$456,000.

We will look forward to seeing most of our members at the Inter-Industry meeting set for Oct. 11- 12 in Staunton, VA. For the first time, we are adding in plant tours with our roundtable discussions and meeting. Please call us with questions, and understand why you just may need to be a little extra patient! Thanks again for all of your support.

MEMBERSHIP

HIGH POINT - Appalachian Hardwood Manufacturers, Inc. welcomes the following new members to the association:

Producer

Mullican Lumber Co.
Neil Poland
PO Box 309
Ronceverte, WV 24970

Consumer

Glen Oak Lumber Co.
Randy Peterson
N2885 County Rd. F
Montello, WI 53949



New Oak Partnership Plans Update At NHLA

The New Oak Partnership will offer a progress report on activities to date during the 2006 National Hardwood Lumber Association Convention in San Antonio, TX.

Partnership members are encouraged to attend the session on Sept. 28 at 4:30 p.m. in Room CR12 and learn about the progress of this promotion and share ideas on future work. The session is open to all NHLA convention attendees. For more information, please email info@thenewoak.com.

AHMI Promotes Appalachian To Thousands

ATLANTA, GA - Appalachian Hardwood Manufacturers, Inc. staff and members shared the Appalachian message with thousands of attendees to the 2006 International Woodworking Fair in Atlanta.

The four-day show attracted woodworkers from around the world to learn about the latest equipment, manufacturing trends and suppliers to the industry. AHMI had an exhibit on a main concourse and distributed hundreds of pieces of literature and held discussions with many participants.

"This show has always been very important for us to reach existing and potential customers with the message of Appalachian," said Mark Barford, AHMI president. "We learned that many people know about the characteristics of Appalachian hardwoods and they want to know where to buy it."

Barford and AHMI Director of Communications Tom Inman were assisted in the booth by Dean Alanko and Bob Mohr of Allegheny Wood Products, Petersburg, WV. "It is always a tremendous help to have members assist us in making more contacts and offering information," Barford said.

Approximately 20 AHMI member companies also had booths in the show. AHMI staff placed a map in the AHMI booth that detailed the member locations within the show.



At the AHMI booth are (from left) Rob Young, Cole Hardwoods; and Dean Alanko and Bob Mohr, Allegheny Wood Products.

"People were very interested to obtain our membership lists and also learn about our oak promotion program," Barford said. Staff is contacting meeting attendees who requested more information and followup.

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

Industry Supports Taylor

The forest products industry showed up in support for Congressman Charles Taylor (R-NC) at a barbecue in August for his re-election to the U.S. Congress. Taylor has served for 16 years as the representative for Western North Carolina and is the only forester and tree farmer serving in the Congress.

AHMI President Mark Barford attended the lunch and said Taylor understands and advocates for many of the issues of importance to the success of the forest products industry. The Hardwood Federation, a consortium of 28 hardwood industry associations including AHMI which combine their advocacy efforts on behalf of the hardwood industry, donated \$2,000 to Taylor's re-election efforts.

"There were many representatives from AHMI member companies as well as other industries at the informal barbecue that included comments from Rep. Taylor," noted Barford. "We are pleased to know that due to Mr. Taylor's experience he has attained a number of positions of leadership in Congress that are important to many of his constituents including the hardwood industry."



The forest products industry joined Cong. Taylor (center, front row) at a lunch fundraiser recently



SUPPLIERS

USNR Buys Inovec

USNR, a U.S.-based manufacturer of machinery and control systems for the wood processing industry, announced in August the purchase of the Inovec business from General Electric. Based in Eugene, Oregon, Inovec is a leading supplier of optimization and control systems for primary and secondary breakdown in sawmills.

Chris Blomquist, vice president and manager of USNR's Optimization Division, said USNR products have generally targeted the softwood industry, while Inovec has focused on hardwood sawmills. He said pooling resources will create a winning combination for USNR, Inovec, and customers.

USNR designs, manufactures, and installs state of the art machinery, control systems, and optimization software for sawmills and planer mills. The company operates seven facilities in Washington, Arkansas, Florida, Michigan, British Columbia, Quebec, and now Oregon.

Corley Names Boaz President, COO

Corley Manufacturing Company announces that Charles W. "Chuck" Boaz has been promoted to President and Chief Operating Officer. A. J. "Chip" Corley will remain active as Chairman and C.E.O.

Boaz joined the company in 1981 with a B.S. in Forestry from the University of Tennessee. He was assigned as a Field Sales Engineer in 1983 and became Southern Regional Sales Manager in 1990. Also in this period he assisted in all sales territories as a product specialist for Lewis Controls Scanning and Optimization Systems.

In 1995, Boaz became Vice President of Sales and in 2004 was appointed Executive Vice President of the company.

Corley Manufacturing Co., established in 1905, manufactures a complete line of sawmill equipment and control systems including linear positioner carriages, bandmills, edger and gang edger systems, trimmer systems and, through its Lewis Controls subsidiary, scanning and optimization systems for sawmills.

AF&PA Names Duggan President

WASHINGTON - The American Forest & Paper Association announced in August that Juanita D. Duggan has been selected to be AF&PA's President and CEO replacing the retiring W. Henson Moore.

Duggan is currently the president and CEO of the Wine and Spirits Wholesalers of America, and has served in that capacity since 1998. "The forest products industry is a vital contributor to the American way, making the wood and paper products that people across the world rely on, managing millions of acres of America's forestland, and employing more than a million hard working Americans," said Duggan.

AF&PA is the national trade association of the forest, paper and wood products industry. AF&PA represents more than 200 companies and related associations that engage in or represent the manufacture of pulp, paper, paperboard and wood products. The forest products industry accounts for approximately 7 percent of total U.S. manufacturing output, employs 1.1 million people, and ranks among the top ten manufacturing employers in 42 states. Visit AF&PA online at www.afandpa.org

AHMI Seeks Consumer Sponsors For Meeting

Appalachian Hardwood Manufacturers, Inc. is seeking sponsorships for consumers to attend the 2006 Inter-Industry Meeting on Oct. 11-12 at The Holiday Inn Golf and Conference Center, Staunton, VA. This session brings together AHMI members and existing and/or potential customers.

For the past several years, AHMI has offered a sponsorship program and attracted more than 20 lumber buyers as guests of member companies.

All AHMI Producer and Distributor members are asked to sponsor one lumber buyer from the wood consuming industry (furniture, cabinet, moulding, etc.) AHMI staff will make the contact and invite these lumber buyers. Sponsors receive a list of all the buyers in attendance and the opportunity to socialize with these buyers during the reception and dinner that evening. Buyers receive a list of all sponsor companies, addresses, contact names and telephone numbers.

For more information or to sponsor a buyer, please contact Tom Inman at the AHMI office at (336) 885-8315 or email tom@appalachianwood.org.



VT Offers Course In Selling Forest Products

The Center for Forest Products Marketing and Management at Virginia Tech is presenting its 13th annual Forest Products Marketing program on Oct. 25-26 at The Inn at Virginia Tech.

The course offers an overview of the industry - its products, manufacturing practices, and current resource issues affecting the industry. Participants will learn about the keys of marketing: products, pricing, promotion, and distribution. The course is designed for new sales and marketing personnel who may be unfamiliar with the forest products industry or others interested in the basics of marketing and personal selling.

The workshop fee of \$395 (\$325 for employees of companies that are members of the Center for Forest Products Marketing and Management) covers registration, instructional materials, coffee breaks, continental breakfasts and lunches. Registration is available online at www.conted.vt.edu/forestpm/. The deadline to register is Oct. 11. Registrations are limited to the first 30 applicants. For additional information, contact Bob Smith at 540/231-9759 or email rsmith4@vt.edu.

The workshop will be held on the campus of Virginia Tech in Blacksburg. Lodging and registration are at the Inn at Virginia Tech and Skelton Conference Center. Participants are responsible for making their own reservations. Lodging rooms are being held until Sept. 25 at a reduced rate of \$99 for a single and \$119 double plus taxes. To reserve a room, please call toll free 1-877-200-3360 or 540/231-0146. Be sure to mention the name of the workshop.



Need More Information?
It is always available online at
www.appalachianwood.org

OSHA Safety Training Available Online

A new safety training program has been developed by North Carolina State University to offer free classroom-quality, self-instruction to small- and medium-sized businesses.

The Safety and Health Management Systems for Small Businesses assist businesses with Occupational Safety and Health Administration requirements and how to comply. The course introduces participants to occupational SHMS requirements.

The course is funded by OSHA and offers methods to analyze worksite accidents, routine self-inspections, comprehensive surveys, and job hazards.

This Course is offered in two different formats:

Online version - Access course materials from a website. You must be connected to the Internet as you take the Course.

CD - The CD version has the advantage of portability. However, the Course contains many links to important websites that are integral to the instruction. You must be connected to the Internet to access these sites. Also, if you are participating in the Certificate Track, you must be online to submit the Final Test and Course Evaluation. The Course is free, but the materials charge is \$5 per CD, plus shipping and handling. You can purchase the CD at IEShop.

For more information, please visit:

www.ies.ncsu.edu/safetyhealthmgmt/index.htm

Beginner Dry Kiln School Set At NHLA

The National Hardwood Lumber Association will sponsor a three-day beginners drying school to be held in Memphis, TN, Oct. 23-25.

The instructor will be Gene Wengert and the class is intended for the person with little or no knowledge about drying hardwood lumber. Class instruction includes lectures, written exercises and actual kiln operation.

Attendees will receive many handout copies and also a copy of DRYING HARDWOOD LUMBER, the latest text on hardwood lumber drying. The instructor has taught over 3,500 students on the basics of drying and is well known for his practical approach to drying.

For further information, contact Greg Lowery at g.lowery@NHLA.com or (901) 377-1818.



APPALACHIAN

Hardwood Manufacturers, Inc. Inter-Industry Meeting - Oct. 11, 2006

Holiday Inn Golf & Conference Center, Staunton, VA

To accurately plan the functions and ensure all members and guests are included on the Registration List, please complete this form and return it with your check to: **AHMI, P.O. Box 427, High Point, NC 27261.** AHMI has reserved a block of rooms at the Holiday Inn Golf & Conference Center, Staunton, VA, for \$84 per night. Call (800) 932-9061 to reserve a room before Sept. 29. Ask for the AHMI room block to receive the special rate.

MEETING REGISTRATION FEE: \$95 for members / \$195 for non-members

The AHMI meeting registration fee will be refunded on cancellations before Sept. 29. Cancellations after that time will be subject to 50% forfeiture.

Register Online at www.appalachianwood.org/meetings.htm

PLEASE REGISTER THE FOLLOWING FOR AHMI'S MEETING

NAME: _____ **BADGE NAME:** _____ **FEE:** \$95 / \$195

NAME: _____ **BADGE NAME:** _____ **FEE:** \$95 / \$195

Company: _____

Address: _____

City _____ **St.** _____ **Zip** _____

_____ people will attend the tours at American Woodmark and Allegheny Dimension

PLEASE REGISTER THE FOLLOWING FOR GOLF

Country Club of Staunton (adjacent to Holiday Inn), Staunton, VA. Consecutive tee times beginning at 9:30 a.m. Medal play.

GOLF: _____ **HANDICAP** _____ **FEE:** \$55

GOLF: _____ **HANDICAP** _____ **FEE:** \$55

PLEASE REGISTER THE FOLLOWING FOR SPORTING CLAYS

100 rounds at the Shenandale Gun Club, Staunton, VA. Participants must provide gun and shells.

CLAYS: _____ **FEE:** \$50

CLAYS: _____ **FEE:** \$50

TOTAL: _____

Check for \$ _____ encl. Date: _____ By: _____