



Since 1928

# The Standard

Monthly Newsletter of APPALACHIAN Hardwood Manufacturers, Inc.

*Demand the Appalachian Standard*

May 2007



## USFS: AHMI Counties = Sustainable Forest

The 2007 Appalachian Hardwood Manufacturers, Inc. Summer Family Conference will offer an exciting update on the AHMI "Appalachian Sustainability" program.

This initiative was discussed by AHMI Producer members at their roundtable during the 2007 Annual Meeting. AHMI staff and leadership are developing the promotion with the assistance of the U.S. Forest Service.

AHMI staff learned in 2003 that USFS data proves more trees are growing in AHMI's 344 counties than are being harvested and dying combined. The ratio is estimated at 4 to 1 and proves the AHMI boundary is a sustainable forest.

AHMI President Tom Inman has held a series of meetings with US Forest Service Forest Inventory Analysis leaders to compile this data into a report that is beneficial to AHMI members.

"The Forest Service agrees with us and we will have a complete breakdown of this analysis and what it means to AHMI members during the Summer Conference," Inman said. "Forest Service officials will participate in the session to explain this to our members and how we can use this to gain access to new markets and customers who want 'green' products."

The Summer Conference is July 22-24 at The Greenbrier in White Sulphur Springs, WV.

Other speakers include AHMI member Alex Shumate of Southmark Consulting who will discuss financial planning for individuals and businesses. He will help members understand the complexity of estate planning issues in a brief session during the business meeting and then a breakout session on Tuesday for invited guests.

A third speaker for the Monday morning session

**2007 AHMI Summer Family Conference  
July 22-24**

**Meeting Agenda on page 2  
AHMI Meeting Registration Form on page 6  
Greenbrier Reservation Form attached**

will discuss business certification under the Sustainable Forestry Initiative and the Forest Stewardship Council. During the 2007 Annual Meeting, speakers from both groups explained each program and AHMI has invited a third party auditor to offer specific details to members during the Summer Conference.

"We have an extensive program for Monday morning that impacts every member or company in some way," Inman said.

The Greenbrier is completing a \$50 million renovation with a new restaurant and lounge, enhancements to guest rooms and expansion of activities.

"The Greenbrier has long been an AHMI tradition as members enjoy its amenities while participating in informative business sessions and fellowship," Inman said. "In 2007, we have the added benefit of coming to The Greenbrier immediately after a major renovation so we will be among the first groups to experience the improvements."

Registration materials are included in this newsletter. The Greenbrier room reservation form is included and should be sent directly to The Greenbrier. The AHMI Meeting registration form can be found on page 6.

Both registration forms are available online at [www.appalachianwood.org/meetings.htm](http://www.appalachianwood.org/meetings.htm). If you have questions, please call the AHMI office at 336-885-8315.

AHMI, P.O. Box 427, High Point, NC 27261  
phone: 336-885-8315 fax: 336-886-8865  
e mail: [ahmi@northstate.net](mailto:ahmi@northstate.net)  
web: [www.appalachianwood.org](http://www.appalachianwood.org)

## APPALACHIAN Future Meetings

**2007 Summer Family Conference July 22-24**

The Greenbrier, White Sulphur Springs, WV

**2007 Inter-Industry Meeting - Oct. 16-17**

Location to be announced

**2008 Annual Meeting - Feb. 20-24**

Marco Island Marriott, Marco Island, FL

## ***The way I see it...***

**By Tom Inman, AHMI President**

...there are three opportunities for Appalachian Hardwood Manufacturers, Inc. members to learn about major industry issues and what their competitors are doing about them in the next three months.

AHMI has three meetings planned in three months. Why? To keep our membership informed on trends in forestry, business, financial, production and market issues.

The first opportunity is the AHMI Forestry Division meeting and tour on May 22-23. Complete details and registration is included on page 4 of this newsletter. The Forestry Division is made up of private and corporate foresters who manage the Appalachian Forest Resource. This division has been a part of AHMI since the 1940s when Producer members realized the valuable partnership between the sawmill and the forester and forest landowner.

Our agenda for 2007 includes updates on forest research, flooding in southern West Virginia and a report on the Cerulean Warbler. The tour will include flood aftermath and forest harvest sites in southern West Virginia. AHMI has received authorization from the Society of American Foresters to offer three hours of Continuing Education Credits for participants.

The next opportunity is June 6-7 with a joint tour with the Hardwood Manufacturers Association. Registration materials are included with this newsletter. Participants will visit Allegheny Wood Products' mill in Marble, PA; a cabinet operation; dimension plant; distribution yard; and baseball bat manufacturer. I believe you can always learn from seeing how other people do things. Often you learn just how smart or dumb you are and at least you are exposed to different methods of operating.

The third opportunity is July 22-24 for the 2007 Summer Family Conference at The Greenbrier. You have probably already read the story on page 1 but I want to add that I see this shaping up to be a great business session. AHMI members will gain valuable insight into the AHMI sustainability message that will entice new customers. You will also hear details about forest certification participation. And our third matter is financial planning that during these times is becoming increasingly important.

Three meetings in three months is a lot to plan and complete but your association is up to the task. It is the mission of your staff and leadership to provide opportunities for AHMI members to learn and grow.

## **2007 Summer Conference Agenda**

### **Saturday, July 21**

6:30 pm - Early arrivals reception *Chairman's Suite*

### **Sunday, July 22**

4-6 pm - Welcome & Registration *Main Lobby*

6:30-7:30 pm - Reception *Colonial Terrace*

Dinner on your own

### **Monday, July 23**

8:30 am - General Session *Crystal Room*

Appalachian Sustainability

Forest Certification

Financial Planning

12 noon - Golf Tournament *Old White Course*  
(*Shotgun start, medal play, boxed lunch*)

1 p.m. - Sporting Clays Tournament *Greenbrier*  
(*100 shots, ammo, gun rental, lunch*) *Gun Club*

2 pm - Tennis Tournament *Greenbrier Courts*

6:30-8 pm - Reception *Howard's Creek*

Dinner on your own

### **Tuesday, July 24**

8 a.m. AHMI Board of Trustees

9 a.m. Financial Planning Breakout session by  
Southmark Consulting *Invited guests*

**Have a safe trip home!**

## **AHMI Prints Resource Guide**

HIGH POINT - Appalachian Hardwood Manufacturers, Inc. has published its Appalachian Hardwood Lumber Resource Guide for 2007.

The book is the annual Membership Directory and is the association's main promotional piece for Appalachian hardwood lumber. It also lists company and contact information for all AHMI members and advertisements.

For additional copies, please contact the AHMI office at (336) 885-8315. The Resource Guide contact information is also available online at [www.appalachianwood.org](http://www.appalachianwood.org).



**2007 AHMI  
Resource Guide**

## AHMI & HMA To Tour PA Sawmills, Plants

A joint meeting and mill tours between Appalachian Hardwood Manufacturers, Inc. and the Hardwood Manufacturers Association is set for June 6-7 in central Pennsylvania.

The Northeast Regional Meeting for HMA and Appalachian tour will include visits to:

Allegheny Wood Products sawmill in Marble, PA

Appalachian Wood Products cabinet manufacturing facility in Clearfield, PA

**AHMI / HMA  
Northeast  
Regional  
Meeting &  
Tour  
June 6-7  
Central PA**

Matson Lumber Co., Brookville, PA

PW Hardwoods, Brookville, PA

Brookville Wood Products, Brookville, PA

Hickman Lumber Co., Emlenton, PA

"We are very pleased to partner with HMA to broaden the scope of the tours and participants," said AHMI President Tom Inman. "These operations offer innovative approaches to manufacturing lumber and secondary products in the hardwood region."

AHMI Chairman John Crites who owns and operates Allegheny Wood Products invites AHMI members to visit his Pennsylvania operation. AWP purchased this mill from Georgia-Pacific Corp. in 2005 and Crites promises attendees will be intrigued by this facility.

The other stops include sawmills, yards, and manufacturing plants for kitchen and bath cabinets and hardwood baseball bats. There will be a reception and dinner in Clarion, PA, on June 6.

A registration form is included with this newsletter or you can register online at [www.hmamembers.org](http://www.hmamembers.org). For more information, please contact AHMI at (336) 885-8315.

## U.S. House Considers Ban On Illegal Timber

A bipartisan group of U.S. House members want to increase pressure on those who sell and import illegally harvested timber from around the world.

The "Legal Timber Protection Act" introduced recently would ban the import, export or sale of timber that was illegally sold in violation of a foreign or domestic law or international environmental treaty. The bill would simply apply the Lacey Act, a 1900 law prohibiting trade in illegal fish and wildlife, to plants.



Weaber Flooring's Greg Haupt and John Georgelis with AHMI's Tom Inman (center)

## AHMI Participates In Wood Flooring Expo

DENVER, CO - Appalachian Hardwood Manufacturers, Inc. participated in the 2007 National Wood Flooring Expo.

AHMI President Tom Inman walked the show flooring speaking with the 500 exhibitors and thousands of attendees about the benefits of Appalachian hardwood lumber. He also visited AHMI members exhibiting at the show.

"This show brings together flooring manufacturers from across the United States and internationally to reach home builders and their installers with displays on the latest in wood flooring products," Inman said. "I saw a mixture of solid wood and engineered products and the majority of it continues to oak and maple."

He distributed AHMI literature and promotional materials from The New Oak Partnership. Inman also talked with several prospective members.

"This is an excellent show for reaching consumers of our Appalachian hardwood lumber," he said. "The mood and attendance were down slightly given reductions in the housing markets."

As much as 30 percent of hardwood lumber and plywood traded globally could be of suspicious origin, Rep. Earl Blumenauer (D-Ore.) said. U.S. companies lose \$460 million annually in export opportunities because of illegally harvested timber.

A representative of the American Forest & Paper Association welcomed the interest in decreasing illegally harvested timber and forest products but worried of the potential costs to domestic companies.

# Forestry Tour Focuses On Flooding, Issues

MULLENS, WV - Appalachian Hardwood Manufacturers, Inc.'s Forestry Division will meet May 22-23 for discussion of flooding in southwest West Virginia and forestry in that area.

Forestry Division Chairman Doug Toothman has called for the program and tour to discuss the flooding litigation and areas impacted in the southern region of West Virginia. Forestry Division members will hear a presentation from Rob Jones of Jim C. Hamer Lumber Co., Kenova, WV, on the lawsuits and rulings. Jones has assisted Jim C. Hamer Co. and other companies in responding to the lawsuits and the appeals process through the WV court system.

Participants will also receive an update from Curt Hassler, program director of the Appalachian Hardwood Forest Research Alliance. This group was founded in 2005 to oversee research throughout the region. Three research projects have begun and Hassler will update participants on these activities.

Barbara Breshock with the WV Division of Forestry will give a presentation on the Cerulean Warbler and its possible consideration for listing on the endangered species list. West Virginia Forestry Association Executive Director Dick Waybright has also been invited to speak on the state of forestry affairs.

The meeting will be held at the Twin Falls State Park in Mullens, WV. On May 22, the reception be-



gins at 6 p.m. with dinner at 6:30 p.m. The business meeting will begin at 7:15 p.m.

On May 23, a tour begins at 8:30 a.m. and includes harvest sites and flood damaged areas. It will end with a discussion and boxed lunch.

The meeting has been approved for Continuing Education Credit hours by the Society of American Foresters. Credits will be distributed at the meeting.

Meeting registration fee is \$50 and includes the reception, dinner, & box lunch for the tour. There will also be a golf tournament for those interested on May 23 beginning at 1:30 p.m. The golf fee is \$45.

This meeting is open to all AHMI members and guests. It the annual meeting of the division and an opportunity to see forest management in the field.

AHMI has a room block at Twin Falls State Park with a group rate of \$69/night for single. To reserve a room, call the park at (304) 294-4000.

To register for the AHMI Forestry Division meeting, please complete the form below, detach and mail with your check to AHMI, P.O. Box 427, High Point, NC 27261. For more information, please contact AHMI at (336) 885-8315 or e mail to tom@appalachianwood.org.

**Appalachian Hardwood Manufacturers, Inc. Forestry Division  
Annual Meeting & Tour - May 22-23 at Twin Falls State Park, Mullens, WV  
Reception May 22 at 6 p.m., Dinner at 6:30 p.m. Program at 7:15 p.m.  
Tour on May 23 at 8:30 a.m.**

**MEETING FEE: \$50 per person (includes reception, dinner, and tour lunch)**

NAME: \_\_\_\_\_ BADGE NAME: \_\_\_\_\_ \$50

NAME: \_\_\_\_\_ BADGE NAME: \_\_\_\_\_ \$50

COMPANY: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

**GOLF on Wednesday, May 23 at 1:30 p.m. at Twin Falls State Park**

NAME: \_\_\_\_\_ \$45

NAME: \_\_\_\_\_ \$45

***Please send payment with registration***



**Student at Northeast Bradford Elementary School in Rome, PA, view a forest products display by R.J. Williams Inc. of Apalachin, NY. The company included AHMI's Wood Fact Books with other materials for students.**

## **Study: Appalachian Mills Face Transportation Needs**

BLACKSBURG, VA - The Appalachian forest products industry will continue to globalize, necessitating reduced transportation costs and increased shipping effectiveness for the industry to remain competitive.

These were the findings of a study completed of 34 hardwood manufacturers in the Appalachian Region and 14 in the South by Virginia Tech. Another 50 industry leaders were interviewed.

The study reports that transportation is strongly impacting the competitiveness of the Appalachian forest products industry. Researchers found that new and expanded intermodal facilities throughout the region are recommended.

## **Grant Funds Conservation**

A new federal initiative is underway to preserve, restore and reinvigorate natural ecosystems and new economies in a section of the Appalachian Mountains.

The Mid-Atlantic Highlands Action Program, a multi-state partnership administered by the U.S. Environmental Protection Agency, is a first-ever attempt to coordinate environmental conservation and economic revival in the middle of the Appalachian range.

The governors of Pennsylvania, West Virginia, Maryland and Virginia recently signed a charter formally establishing the partnership. The states, under the coordination of the EPA and using an initial \$2.5 million federal grant, will survey the region's ecologically important highlands areas and identify pilot projects to aid ongoing community conservation efforts and local economies.

# **The New Oak Partnership Update**

The New Oak Partnership (NOP) continues its mission to reach designers and architects with a positive message about Oak and this summer will emphasize 'green.'

The environment and concern for it continues to foster support with consumers and NOP is targeting architects in two mailings and special sections on the website, [www.thenewoak.com](http://www.thenewoak.com).

"We realize that architects have considerable influence on design trends and we want them to understand the many benefits of Oak, especially the environmental pluses," said Appalachian Hardwood Manufacturers, Inc. President Tom Inman, who serves as NOP project manager. "Oak is the ultimate green resource and when people hear our message they understand."

NOP has more than 75 participating companies and associations. It was formed in 2006 to promote the "new look" of Oak to designers in the cabinet, furniture, interior design, architecture and flooring industries.

The effort is co-chaired by Victor Barringer of Coastal Lumber, and Ed Ramsey of Taylor-Ramsey Corp., and the steering committee includes Bill Campoll of Coastal Lumber and Dean Alanko of Allegheny Wood Products. The group meets monthly and has launched a number of efforts to reach designers with the new look including:

- a series of postcards with images of the "new look" for Oak;
- a dynamic website which includes the new looks and ideas ([www.thenewoak.com](http://www.thenewoak.com));
- a series of Oak design contests with U.S. design schools, and overseas competitions the American Hardwood Export Council;
- meetings directly with manufacturers to form Oak promotion partnerships;
- a targeted media campaign

"The Partnership is a great example of how the industry can pull together for a short-term promotion on a quick response basis," said Inman. "The effort is expected to last through this year and early 2008 to invigorate Oak."

Participants are welcome to join in the campaign. For more information, please visit the website [www.thenewoak.com](http://www.thenewoak.com) or email [info@thenewoak.com](mailto:info@thenewoak.com). Contributions are accepted at AHMI, P.O. Box 427, High Point, NC 27261.

# APPALACHIAN

## Hardwood Manufacturers, Inc.

### 2007 Summer Family Conference

### The Greenbrier, White Sulphur Springs, WV July 22-24, 2007

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 to: AHMI, P.O. Box 427, High Point, NC 27261.

**To reserve your room, please use the Greenbrier form and note that rates start as low as \$270 per night. Call The Greenbrier at 1-800-624-6070 . Cut-off is June 22, 2007.**

#### REGISTRATION FEE:

AHMI MEMBER - \$265 per person  
MEMBER SPOUSE - \$135

GUEST - \$365 per person  
GUEST'S SPOUSE - \$235

CHILDREN UNDER 16 FREE!

*Full registration will be refunded on cancellations received by June 30, 2007. Cancellations received after that time will be subject to 50% forfeiture.*

#### **PLEASE REGISTER THE FOLLOWING FOR AHMI'S SUMMER FAMILY CONFERENCE**

Name: \_\_\_\_\_ Badge Name: \_\_\_\_\_ FEE: \$ \_\_\_\_\_

Name: \_\_\_\_\_ Badge Name: \_\_\_\_\_ FEE: \$ \_\_\_\_\_

Name: \_\_\_\_\_ Badge Name: \_\_\_\_\_ FEE: \$ \_\_\_\_\_

Name: \_\_\_\_\_ Badge Name: \_\_\_\_\_ FEE: \$ \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

#### **REGISTER FOR GOLF** (Old White Course, Noon Monday Medal Play includes box lunch)

Name: \_\_\_\_\_ Hdcp \_\_\_\_\_ FEE: \$195

Name: \_\_\_\_\_ Hdcp \_\_\_\_\_ FEE: \$195

#### **REGISTER FOR TENNIS** (Monday afternoon)

Name: \_\_\_\_\_ FEE: \$25

Name: \_\_\_\_\_ FEE: \$25

#### **REGISTER FOR SPORTING CLAYS**

(The Greenbrier Gun Club at 1 p.m. Monday includes box lunch)

**One round of 100 targets - Includes ammunition and gun rental**

Name: \_\_\_\_\_ FEE: \$130

Name: \_\_\_\_\_ FEE: \$130

**TOTAL** \$ \_\_\_\_\_