



Since 1928

The Standard

Monthly Newsletter of APPALACHIAN Hardwood Manufacturers, Inc.

Demand the Appalachian Standard

September 2007



Inter-Industry Focuses On Flooring Issues

JOHNSON CITY, TN - The 2007 Appalachian Hardwood Manufacturers, Inc. Inter-Industry Meeting and Tour will discuss hardwood flooring trends and environmental concerns.

The meeting is set for Oct. 16 and 17 at the Carnegie Hotel in Johnson City, TN. The keynote speaker is Ed Korczak, executive director of the National Wood Flooring Association, in St. Louis, MO, who will discuss trends in the hardwood flooring industry.

His remarks are expected to include information on the NWFA Life Cycle Analysis for hardwood flooring. The association initiated the study in response to changes in building codes to include environmental statements.

The analysis is expected to show very positive results for hardwood flooring in building.

The Inter-Industry tours are set for Mullican Flooring's finishing operation and ABS Truss Plant, both in Johnson City. AHMI first held tours in conjunction with the Inter-Industry meeting in 2006 and had favorable results.

Mullican Flooring produces hardwood floors in both unfinished and prefinished. The Johnson City facility finishes the solid wood product in a unique process.

ABS Truss is owned by AHMI member John Graybeal who also owns McCloud Lumber. The truss plant manufactures walls and trusses for residential and commercial building.

"Our members should find our program to be extremely interesting as hardwood flooring continues to be an integral part of our hardwood markets," said AHMI President Tom Inman. "The National Wood Flooring Association has become the leader in the



AHMI INTER-INDUSTRY Oct. 16-17

Oct. 16

9 a.m. Golf tournament at Johnson City Country Club - lunch provided

10 a.m. Five-stand shoot at Graybeal Farm - lunch provided

4 p.m. AHMI Board of Trustees meeting

6 p.m. Reception

7 p.m. Dinner

Oct. 17

8:30 a.m. Tour Mullican Flooring operation

10:30 a.m. Tour ABS Truss Plant

12 noon Depart

REVERSE YOUR ROOM BY SEPT. 15

Call The Carnegie Hotel at (423) 979-6400

flooring industry and this information should help us better supply their need for hardwood lumber."

AHMI is planning sporting events for Tuesday in the area. A golf tournament begins at 9 a.m. at the Johnson City Country Club and informal shooting begins at 10 a.m. at the Graybeal farm.

The AHMI Board of Trustees will meet at 4 p.m. at the hotel. A reception begins at 6 p.m. and dinner at 7 p.m. with the program to follow. The tours the next day will conclude before lunch.

Please see page 6 of this newsletter for registration or visit online www.appalachianwood.org. For more information, call AHMI at (336) 885-8315.

AHMI, P.O. Box 427, High Point, NC 27261
phone: 336-885-8315 fax: 336-886-8865
e mail: info@appalachianwood.org
web: www.appalachianwood.org

APPALACHIAN Future Meetings

2007 Inter-Industry Meeting - Oct. 16-17

Carnegie Hotel, Johnson City, TN

2008 Annual Meeting - Feb. 20-24

Marco Island Marriott, Marco Island, FL

2008 Summer Family Conference July 27-29

The Grove Park Inn, Asheville, NC

The way I see it...

By Tom Inman, AHMI President

..."Appalachian Hardwood Verified Sustainable" stickers and certificates are hitting the marketplace. About 5,000 of them and counting.

The AHMI office printed 5,000 certificates for Producer, Distributor and Consumer members in the month of August. We have delivered thousands of letters to members and reprints of U.S. Forest Service letters that are being passed on to customers.

The response?

One AHMI Producer told me last week that the timing of this was perfect. He received his certificates on Tuesday and had three customers asking about certified wood and sustainability issues that week. He provided each of them with the AHMI letter and his Appalachian Hardwood Verified Sustainable certificates. Two of the three customers placed orders while the third required third-party certification.

"This has really helped us," the Producer member said. "We'll keep working on that other one."

That is the goal of this campaign. If we can satisfy your customer that the hardwood lumber you are providing to them is coming from a sustainable forest and we have the research and data to back that up, many customers are satisfied.

We have to continue to educate customers about our program. This is NOT another certification scheme and is NOT promoted as such. It is a campaign of fact: the timber growth versus removal ratio in the Appalachian Region as defined by AHMI is 2.29 to 1. We are meeting the needs of today without jeopardizing the needs of the future - sustainably.

Most hardwood lumber people already know that and now most customers can understand it. The same thing cannot be said for the foreign woods you are competing against so make certain your customer also understands that!

...the 2007 Inter-Industry Meeting is shaping up to be a great event in Johnson City, TN. I want to thank Mullican Flooring and Neil Poland and ABS Truss and John Graybeal for opening their operations for our tours. If you have never seen a prefinished flooring line the technology is amazing. Equally interesting is the construction of roof trusses and wall units at ABS. The tours follow what promises to be an educational report from the National Wood Flooring Association. Please register for this meeting today. Lumber buyers are our guests so there should be plenty of them.



MEMBERSHIP

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

Consumer

Homer Wood Hardwood Flooring
Kathleen Barker
1021 Industrial Drive
Titusville, PA 16354

Forestry

FiberTrade LLC
Steve Morris
21259 Jade Woods Drive
Bristol, VA 24202

New members are the lifeblood for all organizations. If you know of a company that should be a member of AHMI, please contact Tom Inman at (336) 885-8315.

Appalachian Sustainable Document Available

AHMI wants to help Producer members promote the new Appalachian Hardwood Verified Sustainable campaign to customers. We are offering you a letter from the association that explains the designation and a certificate that you can include with every pack of lumber or invoice that leaves your office. The certificate verifies your members in AHMI and states that you are producing Appalachian Hardwood Timber from a sustainable forest as defined by AHMI based on growth and removal data from U.S. Forest Service.



These letters and certificates are customized for your company and include an AHMI membership number. They are available in quantities of 100 for \$20-25. There are also rolls of 100 stickers available for \$10. Please contact the office at (336) 885-8315 to order.

AHMI has also established a new website, www.appalachianhardwood.info to explain our verified sustainable promotion to consumers.

AHMI Joins Sustainable Furniture Council

HIGH POINT, NC - Appalachian Hardwood Manufacturers, Inc. has become a founding member of the Sustainable Furniture Council.

The Sustainable Furniture Council is a non-profit industry association committed to promoting sustainable practices within the home furnishings business. Sustainable practices are those that create a healthy balance between the environment, local economy and social equity. Our immediate goals are:

- To raise awareness of the sustainability issue
- To assist companies in adopting good prac-

tices

- To serve as an information clearing house
- To create a symbol of assurance for consumers

ers

"This is a terrific partnership for AHMI because we know our forest is sustainable," said AHMI President Tom Inman. "We want to help others understand this and know that Appalachian Hardwoods mean a sustainable resource for their products."

Inman has joined the SFC Education Committee and hopes to help shape policy and activity in the future.

AHEC Commissions Study Of Illegal Logging

Reprinted from the AHEC European Report

The American Hardwood Export Council has commissioned Seneca Creek Associates to carry out a major assessment study on the risk of illegal wood entering the supply chain for American hardwood products.

Before undertaking the study, AHEC consulted procurement officials in Europe as well as representatives of the main certification schemes. Both CPET (the UK Government's Central Point of Expertise on Timber) and PEFC provided assurances that the study will meet their requirements for verified, legal "non-controversial" timber. The study will also assess the risk of wood being derived from the five categories of controversial source identified in the FSC Controlled Wood standard.

The results of the study are due by the end of this year. However, AHEC hope to present interim findings at the European convention in Amsterdam in October.

This research is part of an ongoing strategy being developed by AHEC and the Hardwood Federa-

tion to demonstrate to European markets that American hardwoods are legal and sustainable. A series of press releases are being circulated widely to the European media.

Jameson French, Vice President of the Hardwood Federation and a past AHEC Chairman was invited to address the latest round of discussions on illegal logging hosted by the Institute of International Affairs at Chatham House in London in July.

This high profile public platform gave the US hardwood industry a perfect opportunity to demonstrate its commitment to supplying legal and sustainable timber to European markets. French highlighted the AHEC study on legality and the Hardwood Federation's role in working closely with major environmental organizations in the US to put forward an amendment to the US Lacey Act so that it can be applied to timber imports. This legislative approach is seen by the Europeans as an important initiative to combat illegal logging and there was much praise at the Chatham House meeting for the commitment and vision shown by the US hardwood industry.

NHLA Includes Federation, AHEC Meetings

WASHINGTON, DC - The 2007 National Hardwood Lumber Association Convention is set Sept. 12-15 at the Washington Hilton.

The convention is the annual gathering of the nation's largest hardwood lumber group and for 2007 has secured retired Gen. Colin Powell and Col. Oliver North as speakers. There are also a host of business sessions, meetings and receptions.

To register, visit www.nhla.com.

The session will include meetings of the Hard-

wood Federation and the American Hardwood Export Council. Both groups plan updates on activities.

"There are very important issues around that world that AHEC is targeting for the promotion of American hardwoods," said AHMI President Tom Inman. "The Federation is gearing up its efforts to educate lawmakers on our issues and to prepare for the elections of 2008."

Inman will participate in meetings with both groups.

Penn Virginia Buys MeadWestvaco Land

Coal-property manager Penn Virginia Resource Partners L.P. (PVR) agreed to purchase 62,000 acres of West Virginia timberland from MeadWestvaco Corp. for \$93.1 million, the companies said.

The deal, expected to close in the third quarter, triples Penn Virginia's timber business. The Radnor, Pa., company estimates the acreage contains inventory consisting of about 240 million board feet of hardwood timber and about 2 million tons of hardwood and conifer pulpwood.

The land is located in Randolph, Upshur, Barbour and Tucker counties and is expected to generate \$8 million in cash flow before financing costs, Penn Virginia said. The forestland does not overlap with other Penn Virginia operations in West Virginia where the company produces natural gas.

"The timber business is attractive due to the stable and long-lived production, generally increasing prices for timber over the past several years, the nondepleting nature of the asset base, and the potential upside opportunities which we expect to arise over time," said James Dearlove, Penn Virginia resource's chief executive officer.

In a separate release, MeadWestvaco said it would return proceeds from the sale to shareholders.

The deal with Penn Virginia completes the initial stage for MeadWestvaco's new land-management strategy, under which the company established a new business unit to segment, sell and manage "high-value opportunities" for its U.S. land holdings.

USFS Top Attorney Joins AF&PA As General Counsel

WASHINGTON - The Bush Administration's top lawyer for the U.S. Forest Service will soon provide counsel to the American Forest and Paper Association. Jan W. Poling will join AF&PA as general counsel in September.

She becomes the second member of the administration to join AF&PA this year. In February, Dave Tenny became AF&PA vice president of forestry and wood products.

"Jan's experience managing complex legal issues will add great value to AF&PA and its public policy mission," said Donna Harmon, AF&PA president.



FORESTRY

AHFRA Seeks Funding For Forest Research

HIGH POINT, NC - The Appalachian Hardwood Forest Research Alliance recently issued invoices for the second phase of its work leading forest research in the region.

The Alliance was formed in 2005 and administered by Appalachian Hardwood Manufacturers, Inc. to oversee forest research projects. The concept was developed to carry on work that was formerly completed by corporate timberland managers.

Seven companies were founding members of the Alliance and committed to two years. Seed money was matched by a grant from the U.S. Forest Service and three projects are underway at the University of Kentucky, Virginia Tech, and West Virginia University. For more information or to participate, please contact the AHMI office.

Emerald Ash Borer Invades Pennsylvania

HARRISBURG, PA - The Pennsylvania Department of Agriculture has issued a quarantine order impacting the movement of ash material from the Pennsylvania counties of Allegheny, Butler, Beaver and Lawrence.

The emerald ash borer is an invasive beetle originating in Asia and signs of infestation include upper crown dieback, vertical bark splits and D-shaped emergence holes. Infested trees usually die within three years.

The quarantine order prohibits the transport of trees of any size, ash limbs, branches, stumps and roots, ash logs and lumber with either bark or the outer 1 inch of sapwood attached, and any cut firewood.

The quarantine will be enforced by state Department of Agriculture officials with help from the State Police and other agencies. Penalties include 90 days in jail and a maximum \$300 fine. Violators can also face a civil penalty of \$20,000 per violation.

Wood products companies can still handle ash material and wood chips provided they have obtained either a compliance agreement or limited permit. For more information, contact Wayne Blosser, Pennsylvania Department of Agriculture, at (717) 772-5205.



WORKSHOPS

Hardwood Planting Seminar Set At NCSU

RALEIGH, NC - Successful hardwood stand management begins with understanding important tree planting considerations and species-site relationships and a video-teleconference is set at sites across North Carolina.

The program is presented via the N.C. Research and Education Network and allows participants to view speakers and presentations and ask questions. The 3-hour forum begins at 9 a.m. on Sept. 12 and is available at 11 sites across North Carolina.

The cost is \$45 and more information or registration is available at www.ncsu.edu/feop/forum/forumlist.html.

Leading Change Workshop Planned At VA Tech

BLACKSBURG, VA - A workshop to help business leaders in the forest products industry develop the strategic agility needed to effectively compete in today's global market is set for Oct. 15-16 at Virginia Tech.

Managing and Leading Change will explore what changes are necessary to compete, how to respond to changes entrepreneurially, and strategies for effectively leading and managing change.

For more information and to register, visit www.forestindustries.vt.edu or telephone (540) 231-5182.

Hardwood Dry Kiln Course Set At Haywood CC

CLYDE, NC - The 39th Annual Hardwood Dry Kiln Operator's Short Course will be held Oct. 9-12 at Haywood Community College in Clyde, NC.

The program is sponsored by North Carolina State University Wood Products Extension. It will teach participants how to operate a kiln on a daily basis including sample selection and preparation. The course is designed to give new kiln operators training and as a refresher for seasoned operators.

For more information, contact Joe Denig, NCSU, Campus Box 8003, Raleigh, NC 27695 or telephone (919) 515-5582 or email Joe_Denig@ncsu.edu.

WV Forest Symposium Oct. 9

FLATWOODS, WV - A practical seminar for landowners and those in the wood products and forestry industries is set for Oct. 9 at the Days Inn Flatwoods, WV. The 2007 Forestry Symposium will present information on Natural Gas Proposed Legislation, Surface Owners' Rights-Mineral & Energy Development, Accuracy in Reporting Forestry Statistics, Ephemeral Streams-Supreme Court Ruling, Anti-Degradation & Flood Litigation Update, Cellulosic Ethanol Production & Research Updates, WV DOF - Commerce Department Report, Forestry Certification, and 2008 Legislative Preview.

For more information and to register, contact WVFA, P.O. Box 718, Ripley, WV 25271 or telephone (304) 372-1955.

New China Anti-dumping Duties Range 0.53%-216.01%

Reprinted from Furniture Today

WASHINGTON — The U.S. Department of Commerce has released the results of its first administrative review of antidumping duties on wood bedroom furniture from China, with duties ranging from 0.53% for Shanghai Aosen Furniture to 216.01% for Starcorp Furniture Co.

The review established an average 35.38% rate for 41 companies that sought a separate rate status. The review covered wood bedroom furniture shipments from China between June 24, 2004, and Dec. 31, 2005.

The review, which began in early 2006, ends months of uncertainty for the companies and their importers of record, which pay the duties on finished goods they import from these manufacturers. These new rates represent the remaining duties owed beyond initial cash deposits paid on goods shipped to this country during the review period.

The DOC processed requests to review more than 100 Chinese producers of wood bedroom furniture. A total of 57 companies were covered in this review. The rest either had their names taken off the review list or did not ship goods during the review period. Those that had their names taken off the review list were able to lock into a Section A duty rate. For much of the time period, this rate was 6.65%.

The 41 companies that applied for separate rate status had a preliminary duty of 62.94%, now lowered to 35.38%. An additional 11 companies that applied for separate status were denied.



APPALACHIAN



Hardwood Manufacturers, Inc. Inter-Industry Meeting - Oct. 16-17, 2007 Carnegie Hotel, Johnson City, TN

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 Carnegie Hotel, Johnson City, TN, for \$92 per night. Call (423) 979-6400 to reserve a room before Sept. 15. Ask for the AHMI room block to receive the special rate.

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

The meeting registration fee will be refunded on cancellations before Oct. 1. After that, subject to 50%.

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** _____

PLEASE REGISTER THE FOLLOWING FOR GOLF

Location TBA in Johnson City, TN. Tee times beginning at 9 a.m. and includes lunch. Medal play.

GOLF: _____ **HANDICAP** _____ **FEE: \$110**

GOLF: _____ **HANDICAP** _____ **FEE: \$110**

PLEASE REGISTER THE FOLLOWING FOR SHOOTING EVENT

Johnson City, TN. Five-stand beginning at 10 a.m. Bring your own gun and shells.

SHOOTING: _____ **FEE: \$25**

SHOOTING: _____ **FEE: \$25**

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