



Since 1928

The Standard

Monthly Newsletter of APPALACHIAN Hardwood Manufacturers, Inc.

May 2008



Congressman, Carbon Highlight Agenda

The future of immigration reform and carbon credits will be the subject of discussion at the 2008 Appalachian Hardwood Manufacturers, Inc. Summer Family Conference on July 26-29 at the Grove Park Inn in Asheville, NC.

U.S. Rep. Heath Shuler (D-NC) has committed to share his thoughts and receive input on immigration reform measures in the fall of 2008. He will also discuss other issues important to the hardwood industry like energy and natural resources.

Shuler will keynote the Monday business program following a breakfast meeting with contributors to the Hardwood Federation Political Action Committee. The addition to the conference agenda was approved in recent days.

"We are thrilled to have Congressman Shuler join us and share his work on behalf of western North Carolina," said Tom Inman, AHMI president. "He has been a friend of the industry through a close connection with the Hardwood Federation and his remarks will be welcome."

Shuler was elected to Congress in 2006 and serves on the House Committee on Small Business, Committee on Transportation and Infrastructure and Committee on Natural Resources.

AHMI members will also receive information on new carbon credit exchange programs. These services allow forest landowners to receive payments

2008 AHMI Summer Conference July 26-29 The Grove Park Inn Asheville, NC



US Rep. Heath Shuler (left) visits with Wendell Cramer of W.M. Cramer Lumber and AHMI's Tom Inman at 2007 Hardwood Federation meeting. Shuler will speak at the AHMI session.

for acres of forests dependent on the average age of the trees and overall condition of the forest.

Trees capturing carbon now has a market value as companies work to reduce their carbon footprint. Many companies choose to buy credits from the Chicago Climate Exchange to offset their carbon output. Justin Maxson, president of MACED in Berea, KY, will explain the program and how Appalachian landowners can become involved and what impact this

(See Meeting on page 3)



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web: www.appalachianwood.org

APPALACHIAN Future Meetings

2008 Summer Family Conference July 26-29

The Grove Park Inn, Asheville, NC

2008 Inter-Industry Meeting - Oct. 28-29

Central Pennsylvania

2009 Annual Meeting - Feb. 25 - March 1

Ponte Vedra Inn & Club, Ponte Vedra, FL

The way I see it...

By Tom Inman, AHMI President

...forest and wood product certification is gaining momentum in the U.S. hardwood industry in 2008.

Appalachian Hardwood Manufacturers, Inc. has completed two certification workshops and they were very successful. How do we know? An overflow crowd at one session and positive reaction from attendees.

Certification has been around since the mid-1990s but has failed to establish itself in the hardwood industry. The lack of consumer demand and higher costs have limited participation.

Certification advocates have never given up and worked through non-governmental organizations to put pressure on the marketplace. By promoting the Leadership in Energy and Environmental Design (LEED) standard, the pro-certification forces have generated market pull from architects and designers. These people want acceptance from their peers and in some cases incentives from the government to design and build efficiently.

The hardwood industry is in favor of efficient design. We all want buildings that make the best use of natural resources that are renewable. We know that hardwoods should be at the top of the list and they have not been. Industry leaders are fighting for that and gaining ground in 2008.

The marketplace is beginning to realize how little certified hardwood is available. The industry also sees it and a few companies are changing that. Within the next 30 days, two AHMI members will become chain of custody certified and others will follow by the end of the summer.

The forest is a different matter. Landowners do not see they immediate return from the investment in certification. The NGOs are promoting tax incentives to offset the costs of certification but few localities and states are offering them. So far.

I continue to field questions weekly about certification. Some AHMI members see no need for it and if their customers are not asking, I can understand it.

A growing number, however, are getting requests for small amounts of certified wood. One AHMI member reported that portions of orders have a certified wood requirement. If that portion cannot be filled, the entire order is lost. They speak from experience.

In today's market, the loss of any order is difficult to take. Seeking ways to avoid that is driving more AHMI members to not only consider certification but actually begin the process and find a way to pay for it.



MEMBERSHIP

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

Distributor

Crown Hardwood Co., Inc.
Peter Schlobach
1270 Baltimore Pike
West Grove, PA 19390

If you know of a company that should be a member of AHMI, please contact Tom Inman at (336) 885-8315 or email tom@appalachianwood.org.

AHMI Verified Sustainable Materials Available

AHMI members are reminded that 2008 Appalachian Hardwood Verified Sustainable materials are available from the AHMI office. These include certificates for each load of lumber or products, letters from AHMI and from



the U.S. Forest Service explaining the program and decals for use on packaging or invoices.

These materials can be delivered to your company within a few days of placing your order. Please contact Dinah Farrington at the AHMI office at (336) 885-8315 to place your order.

Market Draws 47,168 Buyers

HIGH POINT – Despite an industry sales slump that has caused numerous bankruptcies and going-out-of-business sales, buyer registrations at the most recent High Point market were essentially even with last spring's event.

Data compiled by the High Point Market Authority shows that 47,168 buyers registered for the most recent market, compared with 47,109 in the spring of 2007. Of that number, 4,139 were first-time buyers, and another 2,081 were buyers who had not attended the High Point market in at least two years.

In addition, 1,739 were international buyers – almost double the number who registered last spring, the Market Authority said.

Meeting from page 1 _____

may have on timber production.

A third session is planned on the ever-changing insurance landscape with a presentation by Lumbermen's Underwriting Alliance.

AHMI will offer its third Forest Certification and Labeling Workshop on Tuesday, July 29 at the Grove Park Inn. The workshop educates AHMI members about the forest and product certification schemes in the marketplace.

Participants receive a binder with each of the standards and detailed explanation of how each can be applied. A separate workshop registration form is included with this newsletter.

The Grove Park is an AHMI member favorite with its panoramic view of the Appalachian Mountains, award-winning spa facility, newly-designed golf course and central location.

The Spa is one of the country's finest and provides full services to guests. The spa appointments go quickly and members are encouraged to reserve times today by calling (828) 252-2711 ext. 2772.

AHMI meeting attendees will also be able to experience Asheville's finest attractions with:

- Accommodations at the The Grove Park Inn
- Optional tour of the Biltmore House on Sunday
- Annual Bele Chere Festival in the downtown area

is Friday-Sunday. Bele Chere means "beautiful living" and the festival is a celebration of that with music, food, crafts and celebrations.

There are registration forms on pages 7 and 8 of this newsletter. You may also sign up online at www.appalachianwood.org/meetings.htm. If you have questions, please call the AHMI office at (336) 885-8315.

AHFRA, AHMI Forestry Meeting Scheduled

PRINCETON, WV - Appalachian Hardwood Manufacturers, Inc.'s Forestry Division and the Appalachian Hardwood Forest Research Alliance will hold a joint meeting July 16 & 17 to receive an update on forest regeneration in the Appalachian Region.

The program will be held at the Wood Education Resource Center in Princeton, WV. There will be a program on July 16 and tours set for July 17.

The research is directed by Dr. Tom Fox, a forestry and natural resources professor at Virginia Tech. He will offer a general review of hardwood silviculture in the Appalachians and then discuss the regeneration models he and his researchers are de-

2008 AHMI Summer Conference Agenda

Saturday, July 26

Bell Chere Festival in downtown Asheville

6:30 pm - Early arrival reception in Chairman's Suite

Sunday, July 27

Bell Chere Festival in downtown Asheville

Optional 1:30 pm Biltmore House Tour departs from Grove Park

6:30-7:30 pm - Reception

Dinner on your own

Monday, July 28

8:30 am - General Session

Congressional Update

Carbon Credit Program in Appalachia

Insurance Issues in 2008

12 pm - Sporting Clays Tournament at

Fowler Farms

1pm - Golf Tournament at Grove Park Inn course

2 pm - Tennis Tournament at Grove Park Inn courts

6:30-7:30 pm - Reception

Dinner on your own

Tuesday, July 29

8 a.m. AHMI Board of Trustees

Optional 10 am-4 pm Forest Certification Workshop

veloping.

Participants will also receive an update from Curt Hassler, AHFRA program director, on the other research projects that are underway.

AHFRA was founded in 2005 to oversee research throughout the region. The coalition of forest land management companies received a U.S. Forest Service grant to fund the research work.

More information and registration forms for the meeting will be mailed to AHMI Forestry Members soon. If you would like to be included, please contact the AHMI office or check the website at www.appalachianwood.org.

Dantherm Filtration Targets Efficiency

THOMASVILLE, NC - AHMI member Dantherm Filtration announces an optimization system for wood dust extraction operations in the hardwood industry.

Dantherm engineers have targeted energy efficiency as a key to helping companies survive during difficult economic times. They have discovered optimization of dust extraction systems can save equipment and money that would be wasted.

The Dantherm system offers fan-zoning to operate as manufacturing processes require and integrate energy management into the overall system. The benefits of the system are reduced energy costs, minimizing filter and sound emissions and decreasing air system requirements.

Dantherm Filtration is part of the Dantherm Group, a leader in industrial air management, industrial cooling, ventilation and air management.

For more information or to set up a demonstration, contact Mike Archer at 1-800-533-5286 or email to info.us@danthermfiltration.com.

SAF Publishes Report On State Of U.S. Forest

The Society of American Foresters has published a comprehensive, peer-reviewed report on the status of America's forestland. This 68-page report outlines the latest facts and figures in easy to read graphs, charts, tables, and supporting commentary.

The State of America's Forests is the most definitive, one-source compilation of credible forestry facts touting more than 50 sources and peer-review by academia, non-governmental organizations, and the USDA Forest Service. View the Online Report.

- On average, 11 percent of the world's forestland benefits from some type of conservation effort. In the United States, 20 percent is protected by conservation initiatives.

- The United States ranks fourth on the list of most forest-rich countries, following the Russian Federation, Brazil, and Canada, with 8 percent of the world's primary forest.

- In 2006, almost 8 percent of US forests (approximately 58 million acres) were at significant risk from insect and disease mortality.

More information is available at <http://safnet.org/aboutforestry/index.cfm>.

AHMI Exhibits At IWF

ATLANTA, GA — The International Woodworking Machinery & Furniture Supply Fair-USA® has completed the initial booth assignments for IWF 2008, with more than 960 companies assigned more than 764,000 net square feet of exhibit space. AHMI will again exhibit at the fair.

IWF will hold its biennial event on Wednesday-Saturday August 20-23, 2008, at the Georgia World Congress Center in Atlanta.

"This strong response by our previous exhibitors shows that IWF continues to be the predominant show in our industry worldwide for sales and marketing of products for woodworking and related manufacturing," said Charles R. (Tommy) Tomkins, IWF 2008 Chairman and President of Crescent Fine Furniture Company, based in Gallatin, TN. "IWF is known throughout the world as a buying show with over 51% of the buyers holding top management positions within their company."

AHMI's booth is A425 between buildings A and B. To register for the event, please contact the AHMI office or visit online www.iwfatlanta.com.

American Chestnut Tree Planted On Wayne NF

NELSONVILLE, OH – For the first time on the Wayne National Forest, hundreds of American Chestnut seedlings are taking root in southeast Ohio thanks to a partnership between researchers, forestry organizations and volunteers that are working to restore the once dominant tree to its natural habitat.

Workers and volunteers from the Wayne National Forest; The American Chestnut Foundation, Ohio Chapter; Ohio University, Department of Environmental and Plant Biology; and researchers from the U.S. Forest Research Lab in Delaware, Ohio recently planted more than 100 disease-resistant American Chestnut seedlings on a reclaimed strip mine site on the National Forest; with plans to plant up to 600 more throughout the spring.

The American Chestnut was nearly wiped out by a blight that killed an estimated four billion trees in the eastern United States in the early 20th century. The American Chestnut Foundation's backcross breeding program produces seed that combines the disease-resistant traits of the Chinese Chestnut with the superior size and timber traits of the American Chestnut.

Certification Workshops Offer Answers

Appalachian Hardwood Manufacturers, Inc. has completed two regional Certification and Labeling Short Courses and a third is set for July 29.

The workshops are designed specifically for AHMI members to learn about their options for forest and product certification and labeling. The first course was March 20 in Knoxville, TN, and the second was April 17 in Morgantown, WV.

More than 65 people have attended the courses and learned how forest and product certification can benefit their companies.

The professional facilitators outline the unique characteristics of each standard, how member companies could achieve conformance with the standards, which labeling and claims could be made, and what the costs of implementation and auditing would be. There is consideration of the Sustainable Forestry Initiative, the Forest Stewardship Council and the American Tree Farm Systems.

The course is designed for mill managers, land managers and procurement personnel and provides copies of the most recent standards and a presentation with notes that each participant can take away from the course.

The next session is July 29 following the 2008 AHMI Summer Conference at the Grove Park Inn. You do not have to register for the Summer Conference to attend the certification workshop.

The registration fee is \$75 and includes all mate-



AHMI's Forest Certification Workshop filled the room at WVU's MeadWestvaco Center in Morgantown, WV

rials, the facilitator fee and lunch.

"These workshops have been very beneficial to members to learn what certification is all about," said AHMI President Tom Inman. "We have received positive feedback that people are ready to move forward and others who do not see the need to proceed at this time. It helps answer those questions."

A registration form is on page 6 of this newsletter. Please complete and send in with your payment information to AHMI. Hotel information is included on the form. If you need additional information, please contact Inman at the AHMI office at (336) 885-8315.

National Woodland Owner Survey Begins

The USDA Forest Service's National Woodland Owner Survey is an annual survey of these individuals and organizations that own over two-thirds of the woodland in the U.S. The purpose of this survey is "to increase understanding of private woodland owners - the critical link between forests and society."

The survey creates a dialogue between landowners and the rest of society so that needs and concerns of the landowners can be heard and addressed. Survey teams are contacting more forest-land owners to fill-out a questionnaire no more than once during a state's inventory cycle.

The eight sections of the survey ask questions related to:

The general characteristics of the landowner's woodland;

Reasons for why they own woodland;

How they use their woodland;

If their woodland is managed, how is it managed;
How landowners learn about their woodland;

The landowner's concerns about using their woodland;

Intended future uses of their land; and

Some general demographic information.

All information provided by respondents to the National Woodland Owner Survey is held in strict confidentiality. By law, no information is allowed to be released to anyone - be they another government agency or a private citizen - that can be used to identify an individual who provides information to the Survey. The information collected will only be used to produce statistical reports of general trends in landowner attributes.

Go to <http://fiatools.fs.fed.us/NWOS/tablemaker.jsp> to submit requests for data tables & graphics by state.

Forest Certification & Labeling Short Course

A third Certification and Labeling Short Course is set for AHMI members to learn about their options for forest and product certification and labeling. The professional facilitator will outline the unique characteristics of each standard, how member companies could achieve conformance with the standards, which labeling and claims could be made, and what the costs of implementation and auditing would be.

There will be consideration of the Sustainable Forestry Initiative, the Forest Stewardship Council and the American Tree Farm Systems. The course is designed for owners, mill managers, land managers and procurement personnel and will provide copies of the most recent standards and a presentation with notes that each participant can take away from the course.

The workshop is limited to 40 participants.

Asheville, NC on July 29 from 10 am to 4 pm

The Grove Park Inn

Rooms are available for July 28 at the Grove Park Inn, Asheville, NC for \$229 by calling 1-800-438-5800

The alternate hotel is Comfort Inn West at I-40 exit 44. Rooms are \$80.99. Call 1-828-665-6500 and ask for the Appalachian room block.

You do not have to register for the 2008 AHMI Summer Family Conference to participate in the Forest Certification Short Course.

Please return this form with your check or complete the credit card info below. Mail to: AHMI, P. O. Box 427, High Point, NC 27261

MEETING REGISTRATION FEE: \$75.00 PER PERSON

NAME: _____ **\$75**

NAME: _____ **\$75**

COMPANY: _____

ADDRESS: _____

TELEPHONE _____

E MAIL _____

VISA / MC # _____ **Exp.** _____

Billing address zip code _____



APPALACHIAN Hardwood Manufacturers, Inc.



2008 Summer Family Conference The Grove Park Inn, Asheville, NC July 26-29, 2008

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 or complete the credit card information below by June 30, 2008 to AHMI, P.O. Box 427, High Point, NC 27261.

MEETING REGISTRATION FEES:

AHMI MEMBER - \$270 per person

GUEST - \$370 per person

MEMBER SPOUSE - \$140

GUEST'S SPOUSE - \$240

ADULT CHILDREN - \$30

CHILDREN UNDER 18 FREE!

Full registration will be refunded on cancellations received by June 30, 2008. 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: _____



The Grove Park Inn[®]
RESORT & SPA

ASHEVILLE, NC

To reserve your room, please use the enclosed Grove Park Inn form and note that rates start as low as \$229 per night. Call The Grove Park Inn at 1-800-438-5800 and mention the AHMI code: 6898HJ. Cut-off is June 15, 2008.

Please register for optional Biltmore Tour and Sporting Events and complete payment information on reverse page of this form



APPALACHIAN Hardwood Manufacturers, Inc.

Tour and
Sporting
Event
Registration

2008 Summer Family Conference The Grove Park Inn, Asheville, NC July 26-29, 2008

BILTMORE HOUSE TOUR (optional) (Sunday at 1:30 p.m. departs on bus from Grove Park Inn)

Name: _____ FEE: \$55

Name: _____ FEE: \$55

Name: _____ FEE: \$55

Name: _____ FEE: \$55

GOLF TOURNAMENT (Monday at 1 p.m. The Golf Course at The Grove Park Inn)

Name: _____ Hdcp _____ FEE: \$155

Name: _____ Hdcp _____ FEE: \$155

TENNIS TOURNAMENT (Monday at 2 p.m. on Grove Park Inn courts)

Name: _____ FEE: \$25

Name: _____ FEE: \$25

SPORTING CLAYS TOURNAMENT (Fowler Farms Sporting Clays northwest of Asheville at 12 p.m.)
One round of 100 targets - Includes transportation, boxed lunch, and ammunition

Name: _____ FEE: \$75

Name: _____ FEE: \$75

Total (include registration fees from reverse page) _____

Payment information

Check enclosed _____

Credit Card: VISA / MasterCard # _____

Expiration date _____

Name on card: _____

Billing zip code _____