



Appalachian Sustainable



AHMI Reaches Secondary Manufacturers

Wood Moulding & Millwork

Appalachian Hardwood Manufacturers, Inc. President Tom Inman spoke recently to the Moulding & Millwork Producers Association Summer Conference about the availability and sustainability of the Appalachian Hardwood Resource.

The California-based association promotes the millwork products from its members across the country. The group works to develop sources of supply, to promote optimum use of raw materials, and to increase the domestic and foreign usage of moulding and millwork products.

Inman detailed the hardwood resource availability in the United States and specifically in the Appalachian forest. He explained forestland ownership, hardwood lumber production for the past 25 years and markets for lumber products.

Attendees were interested in the Appalachian Hardwood Verified Sustainable (AHVS) program and its benefit to secondary manufacturers. About 10 percent of the attendees were certified by a third-party scheme. Most agreed that AHVS provided the green and legal sourcing information their customers required.

"The response was very positive with excellent contact made with wood millwork producers," Inman said. "They are suffering through the recession and decline in housing like many of our other customers so the overall news was not very good."

For more information on the meeting or a list of MMPA members, please contact Inman at the AHMI office at (336) 885-8315 or email tom@appalachianwood.org.



Don Harshberger, W.M. Cramer Lumber Co., Ball Ground, GA; Mike Parton, Gilkey Lumber Co., Rutherfordton, NC and Tom Inman, AHMI, stand in the AHMI booth at IWF

International Woodworking Fair

AHMI distributed hundreds of 2010 Resource Guides at the International Woodworking Fair 2010 in Atlanta recently.

While the number of exhibitors and attendees were down from previous years, the crowd was eagerly seeking new sources for hardwood lumber, said AHMI President Tom Inman. The association moved to the main floor of one of the exhibit buildings.

"We gave away more material this year than in 2008 and overall it was a good show," he said. Buyers were reported from the U.S., Canada, Mexico, China, India, Europe, Brazil, Chile, Peru, Israel and Egypt.

"They were very interested in our Lumber re-
(See IWF 2010 on page 2)

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Meetings

2010 Inter-Industry Meeting - Nov. 9

The Inn at Virginia Tech, Blacksburg, VA

2011 Annual Meeting - March 3-6, 2011

Ponte Vedra Inn & Club, Ponte Vedra, FL

2011 Summer Conference - July 23-26

The Nemaocolin, Farmington, PA

The way I see it...

By Tom Inman, AHMI President

...the month of August has been extremely successful in the promotion of Appalachian Hardwoods to customers from across the globe.

The largest push came during the recent International Woodworking Fair (IWF) in Atlanta. Thousands of potential customers came by the exhibit over the four days and we distributed more Resource Guides than two years ago.

I spoke with more international buyers than ever before seeking most of our Appalachian species. Our new display was very well-received and people understood the vast resource available from the Appalachian forest.

The dividends should come over the next few weeks and months as inquiries are made to Producer and Distributor members.

Thanks to Mike Parton of Gilkey Lumber, Mark Vollinger and Don Harshberger of W.M. Cramer Lumber, Eric Porter of Abenaki Timber and Jim Skiver of Liberty Lumber Co. for spending time in the booth.

This was our first time on the main floor and I believe it was very successful. You will read about our other efforts with a Chinese delegation in Virginia, the national wood moulding folks in North Carolina and more in this newsletter.

...these promotion efforts come at a great time as hardwood lumber sales remain slow for the summer. Many mills are reporting that inquiries have not picked up substantially since July 4th.

Log availability and inventories are both good and production has increased slightly in recent weeks. This means green and kiln dried supplies for many species and grades are available - eclipsing demand.

What will that mean headed into the fall? Many producers are forecasting stable supply and the ability to meet orders for the next four to 12 weeks.

...register today for the AHMI Fall Meeting in conjunction with the Appalachian Lumbermen's Club on Nov. 9-10. See page 3 for details and page 6 for the registration form.

Upcoming Events For Appalachian Promotion

Appalachian Hardwood Manufacturers, Inc. will attend / display at the following shows and other events:

Sept. 14-15 - Hardwood Federation Fly-In, Washington, DC

Sept. 21 - Appalachian Lumbermen's Club, 12 Bones Smokehouse, Arden, NC

Oct. 13-16 - NHLA, Vancouver, BC

Oct. 16-22 - High Point Furniture Market, High Point, NC

Oct. 18 - American Society of Furniture Designers Annual Meeting, High Point, NC

Nov. 9-10 - Inter-Industry Meeting at The Inn at Virginia Tech, Blacksburg, VA and tour at Vaughan-Bassett Furniture, Galax, VA

If you are interested in these events, please contact AHMI at (336) 885-8315 or tom@appalachianwood.org or learn more online at www.appalachianhardwood.org.

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sources and top species were Red Oak, White Oak, Ash, Poplar and Walnut," Inman said. "We gave them Resource Guides and for the international customers, highlighted our Export Division members who are ready to ship."

More than a dozen AHMI members also displayed at the show and the majority were in the other exhibition building. AHMI gave out maps showing member's booth locations and had other members who worked out of the AHMI booth.

The association has displayed at IWF for 20 years and finds it to be an excellent source of contact with wood manufacturers. Thousands of new products were showcased by nearly 1,000 of the world's top manufacturers of machinery, supplies and service.

The show is designed for management, production, operations, design, from the small shop to the large plant. A detailed list of contacts made during the show will be sent to AHMI members.

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

Meeting Offers Costs Survey, Plant Tour

The 2010 Appalachian Hardwood Manufacturers, Inc. Fall Meeting and Tour will be Nov. 9-10 at the Inn at Virginia Tech in Blacksburg, VA. The meeting will be held in conjunction with the Appalachian Lumbermen's Club.

The formal program begins on Nov. 9 with a reception for lumber salespeople and buyers from the Appalachian region at 6 p.m., dinner at 7 p.m. and program following dinner. The keynote speaker is Curt Hassler of BalkenTier in Morgantown, WV, a contractor for the Appalachian Hardwood Center at West Virginia University. He will report the overall results of the 2010 Appalachian Production Cost Survey and explain it to primary and secondary manufacturers.

A tour of the rough mill and manufacturing plant of Vaughan-Bassett Furniture in Galax, Va., is Nov. 10 at 9 a.m. Vaughan-Bassett Furniture employs

more than 700 people and is the largest U.S. producer of cased goods. Tour participants will view the state-of-the-art rough mill and Vaughan-Bassett's new line of Appalachian Hardwood furniture.

The fall gathering will include a golf tournament at 11 a.m. on Nov. 9 at the Pete Dye River Course in Radford, Va., with prizes for top finishers.

The Inn at Virginia Tech is an excellent facility with nicely appointed rooms and suites just off the campus. The AHMI rate is \$109 and you should make your room reservations early by calling (540) 231-8000 before Oct. 9 and ask for the Appalachian room block.

Please complete the registration form on page 6 of this newsletter or online at www.appalachianwood.org/meetings.htm. For more information, call AHMI at (336) 885-8315.

AHMI Co-Sponsors Chinese Market Strategies

Appalachian Hardwood Manufacturers, Inc. recently cosponsored the Global Competitiveness of Hardwood Products: Strategies for Success in a Chinese Market workshop at the Lansdowne Resort, Lansdowne, VA.

The program was coordinated by the West Virginia University Division of Forest Resources to explore the opportunities and barriers confronting the US hardwood market in an increasingly challenging global economy. Industry leaders from both the US and China discussed strategies to improve trade relationships and eliminate trade barriers.

There were a dozen lumber buyers and top managers from Chinese companies. AHMI's Tom Inman moderated a discussion on the Future of Appalachian Hardwoods.

"Most participants understood that the Appalachian Hardwood Forest is a vast resource with a wide variety of species," Inman said. "They were very excited to learn about just how large our forest is and the sustainability we have achieved for the past 50 years."

Other topics included US-China trade barriers, the Lacey Act, Housing market outlook, and Increasing global competitiveness.



Several buyers asked about the U.S. hardwood industry's ability to produce lumber is specific dimensions for the Chinese market. Others asked about price and grade considerations for China.

"It was a very interesting dialogue each day and we presented what is done in the U.S. and they shared what they need," Inman said. "Both sellers and buyers agreed that better communication must be the focus of future business."

Representatives from Center for International Trade in Forest Products, China Flooring Holding Company, Ltd., China Forest Industry Association, China Wood International, China National Furniture Association, and US China Build participated.

For more information and a list of attendees, please contact Inman at (336) 885-8315 or email tom@appalachianwood.org.

Producer Cost Survey Deadline Is Sept. 24

Appalachian Hardwood Manufacturers, Inc. Producer members are asked to participate in the AHMI Production Cost Survey to analyze costs and compare to other Appalachian sawmills.

The AHMI Board of Trustees approved the survey at its July meeting following weeks of research. The survey is completed online and asks for:

- production volume
- log volume and costs
- log sources by category
- labor, utilities, and administrative costs
- mill residues
- species mix and grades
- other pertinent information

The survey requires input from procurement, production and administrative personnel. The data will be analyzed and each company will be compared to :

- sawmills of similar size
- sawmills in the geographic area (southern, central and northern Appalachian)
- all sawmills who complete the survey

The Appalachian Production Cost Survey is for AHMI members only and the expense is paid by the association. The results are expected in

Appalachian Hardwood Manufacturers, Inc. Survey of Hardwood Lumber Production Costs

2009 Gross Sales, by log size production. Please report in MBF. Daily report volumes seen in 2009.

2009 Total Production Hours. Enter hours of all operations, including all shifts at this location for 2009.

Are you currently using a log tagging system?

Yes No

Primary log breakdown? If other, please specify.
Check any that apply

Sawd
 Circle
 Other: _____

Page from AHMI Production Costs Survey

late October and will be mailed to AHMI members who participate.

An Executive Summary will be presented at the Fall 2010 Inter-Industry Meeting at The Inn at Virginia Tech in Blacksburg, VA on Nov. 9.

Producers are asked to complete the survey by Sept. 24 so the reports can be completed in October.

BB&T Ins. Wins Awards

RALEIGH, NC - BB&T Insurance Services recently was rated excellent in three separate studies conducted by independent research group Greenwich Associates:

- Greenwich 2010 Excellence Awards for Customer Satisfaction, National;
- Greenwich 2010 Excellence Award for Customer Satisfaction in the Southern Region; and
- Greenwich 2010 Large Corporate Insurance Study.

The National Customer Satisfaction Award was based on BB&T's ability to help corporate clients identify and manage their risk, and implement cost-effective coverage.

BB&T Insurance Services, the nation's sixth largest broker, operates more than 100 insurance agencies in Maryland, West Virginia, Virginia, Kentucky, Tennessee, North Carolina, South Carolina, Alabama, Georgia, Florida, and California.

Ash Quarantine Grows

The Pennsylvania Department of Agriculture has announced the significant expansion of the Emerald Ash Borer quarantine to 43 counties.

The announcement is in response to new discoveries of EAB in Pennsylvania and neighboring states. The order prohibits the movement from outside the quarantine region of ash logs, tree parts and nursery stock; green ash lumber and wood product; any hardwood firewood; and any hardwood chips.

EAB attacks only ash trees and is believed to have been introduced in Michigan 15 to 20 years ago on wood packing material from Asia. Since then it has been found also in Illinois, Indiana, Iowa, Kentucky, Maryland, Minnesota, Missouri, New York, Ohio, Pennsylvania, Virginia, West Virginia and Wisconsin.

Persons violating the quarantine are subject to both criminal and civil penalty.

Hardwood Federation Fly-In Set Sept. 14-15

The 2010 Hardwood Federation Washington Fly-In is set for Sept. 14-15 in Washington, DC, to visit federal legislators.

One of the key issues for 2010 is new Boiler MACT regulations that target the emissions of boilers with capacity greater than 10 million BTUs - which would impact many in the hardwood industry. Older boilers that produce at this capacity could be considered non-compliant and the increased compliance costs and disincentives to make use of existing wood waste for energy generation are major issues for the industry.

The meetings will be held at the Phoenix Park Hotel, at 520 North Capitol St. NW, Washington, DC. Individuals attending the meeting are asked to make their own reservations by calling Phoenix Park Hotel, 800-824-5419.

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

WVU Awards Bennett Scholarship

West Virginia University Foundation recently awarded the Howard D. Bennett Scholarship to a student in the Davis College of Forestry and Natural Resources.

Christian J. Roper of Hanover, MD, received the grant for the 2010-11 school year. He is a sophomore student.

"I would like to thank you for your contribution to the Scholarship Fund for the Division of Forestry and Natural Resources at WVU," Roper wrote to AHMI. "I was granted a \$1,000 scholarship goes a long way towards my tuition and will help me afford the other expenses that come with going to college."

The Bennett Scholarship is named after the former AHMI executive director who helped establish a test forest in West Virginia in the 1960s. It is awarded to deserving students in the Forestry and Natural Resources programs.

VT Workshops Target Energy, Operations

The Department of Wood Science and Forest Products at Virginia Tech will be presenting three workshops during the Fall of 2010. The workshops are planned to give insights, concepts, challenges, opportunities, and trends on energy savings, process improvement, and supply chain management topics.

The first workshop is Sept. 10 in South Boston, VA, on Lean Thinking for Energy Reductions. This workshop will review the basic concepts of lean thinking, energy management systems, energy audits, and how lean thinking projects could lead your firm to significant energy reductions.

Registration is \$35 and includes materials, coffee break, and boxed lunch. Go to <http://www.ialr.org/news/event-registration> to register.

The second is Oct. 22 in Blacksburg, VA and it will present fundamental concepts of the most significant process improvement frameworks. It will give the basic knowledge on Value Chains, Sup-

ply Chain Management, Business Process Management, and Enterprise Resources Planning that can help your firm to decrease cost and positively impact customer satisfaction.

Registration is \$35 and includes materials, coffee break, and boxed lunch. Please go to <http://www.cpe.vt.edu/reg/pifw> to register.

The third is Nov. 12 in Danville, VA, on Supply Chain Management. This workshop will focus on the most relevant aspects of supply chain management and will review SCM basic concepts, third party logistics, SCM information technologies, and supplier relationships among other topics.

Registration: is \$35 and includes materials, coffee break, and boxed lunch. Please go to <http://www.ialr.org/news/event-registration> to register.

For more information on any of the workshops visit www.woodinnovation.org or contact Dr. Henry Quesada at quesada@vt.edu.



Since 1928

Appalachian Hardwood Manufacturers, Inc. Inter-Industry Meeting - Nov. 9-10, 2010 The Inn at Virginia Tech, Blacksburg, VA



(joint meeting with the Appalachian Lumbermen's Club)

To accurately plan the functions and ensure all members and guests are included on the Registration List, complete this form and return it with your check to: **AHMI, P.O. Box 427, High Point, NC 27261.** AHMI has a block of rooms at the Inn at Virginia Tech, Blacksburg, VA for \$109 per night. Call (540) 231-800 before Oct. 9 and ask for the Appalachian Hardwood room block.

MEETING REGISTRATION FEE: \$85 for members / \$185 for non-members

ALC members registration fee is paid with annual dues to the Club.

The meeting registration fee will be refunded on cancellations before Oct. 10. After that, subject to 50% forfeiture.

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

REGISTER FOR AHMI'S 2010 INTER-INDUSTRY MEETING

NAME: _____ FEE: \$85 / Guest \$185

NAME: _____ FEE: \$85 / Guest \$185

Company: _____

Address: _____

City _____ St. _____ Zip _____

REGISTER FOR FALL GOLF TOURNAMENT on Tuesday, Nov. 9 at 11 a.m.

Pete Dye River Course, Radford, VA. Medal play.

GOLF: _____ FEE: \$50

GOLF: _____ FEE: \$50

REGISTER FOR TOUR OF VAUGHAN-BASSETT FURNITURE PLANT, GALAX, VA on Wednesday, Nov. 10 at 9 a.m.

45 min. southwest of Blacksburg. Reservation required

TOUR: _____ FEE: FREE

TOUR: _____ FEE: FREE

TOTAL: _____

CREDIT CARD PAYMENT (Visa or Mastercard only)

CARD NUMBER _____ EXPIRE _____

CARD BILLING ZIP CODE _____

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