



Appalachian Sustainable



Ethan Allen's Success Added To Meeting

Ethan Allen Inc. is having tremendous success making Appalachian Hardwood furniture and shipping to China for sales in Ethan Allen stores.

The collections made from Hard Maple and other Appalachian species are in great demand, Ethan Allen officials report. The company has rehired all of its workforce plus additional people at the Old Fort, NC facility.

Details of this effort and plans into the future have been added to the AHMI 2012 Summer Conference on July 28-31. The meeting will be held at the Grove Park Inn in Asheville, NC, less than 30 minutes drive from the Ethan Allen factory.

Don Garrett, vice president and general manager of the facility, will present the encouraging report on Ethan Allen. He will share information on Chinese markets and how AHMI Verified Sustainable is helping Ethan Allen Inc. meet its green goals.

A second program will help companies who directly or indirectly export. The presentation will be by Michael Allocca, president of Allocca Enterprises, and will discuss export compliance for companies in 2012.

Allocca says many exporters do not understand the regulations imposed in recent years by the U.S. Department of Commerce. Violations can lead to fines and seizure of goods.

The Commerce Department has expanded its role since the 9/11 attacks and rules are amended frequently.

Allocca Enterprises was founded in 2006 and offers consulting services and training seminars across the United States and world. It specializes

AHMI
Summer
Meeting
July 28-31
2012



The Grove Park Inn®
RESORT & SPA

ASHEVILLE, NC

in compliance audits, classifications and implementing written export and import procedures.

Allocca will offer basic information during the meeting on Monday and those that need training are encouraged to participate in an advanced workshop on Tuesday. The cost is \$35 and will include policies and procedures to assure compliance.

The workshop is designed for employees who are responsible for documentation. The training will be very specific for the new rules.

The Summer Conference will be the first opportunity for members to meet the new director of the Hardwood Federation. Dana Cole was hired recently to replace Deb Hawkinson who resigned to join the Forest Resources Association.

Cole is currently a vice president with the National Association of Manufacturing. She has also worked in government.

The Grove Park Inn is a member favorite with its panoramic view of the Appalachian Mountains, award-winning spa facility, amenities and location in the region. AHMI meeting attendees will also be able to experience Asheville's finest attractions with:

- Optional tour of the Biltmore House on Sunday. Discounted tickets are available on the reg-
(Conference on page 3)

Monthly newsletter of Appalachian
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Meetings

2012 Summer Conference - July 28-31
The Grove Park Inn, Asheville, NC
2012 Fall Meeting & Tour - Oct. 9-11
Crown Plaza, Asheville, NC
2013 Annual Meeting - Feb. 28-March 3
Hyatt Grand Cypress, Orlando, FL

The way I see it...

By Tom Inman, AHMI President

...logging capacity is a crucial concern going forward in the Appalachian Hardwood region.

At a recent meeting of the Forestry Division of Appalachian Hardwood Manufacturers, Inc., members lamented the reduction in logging companies in West Virginia, Virginia, Pennsylvania and Kentucky.

One forest landowner reported that they have tracks of timber ready to harvest and cannot find enough crews to complete the work. The scenario has been reported in several areas around the region.

While mechanization has dramatically improved the speed and efficiency of logging, the number of companies and specifically workers continues to decline. The lure of higher wages from coal, natural gas and petroleum companies is decimating the logging workforce.

One solution proposed last week is job training and education about the industry. The North Carolina Association of Professional Loggers has a 16-week Forestry Equipment Operator Program designed to teach the skills necessary to work as an entry level forestry equipment operator.

Individuals who successfully complete the program will interview with logging companies who are hiring at a graduation job fair and to continue training in conjunction with the NC Department of Labor's Apprenticeship Program.

The class costs \$360 but is fully refundable if the participant completes the training. The next session will start in mid-August.

This is an excellent solution to give people the skills needed to go to work. The model is being promoted in other states to move qualified people into logging careers.

The challenge will remain for business development, equipment financing, workers compensation insurance and more. But it is a start and exposure to the industry and then training will lead more people into the woods.

For more information, contact the NCAPL at www.ncloggers.com or call (919) 271-9050.

Furniture Company Announces NC Plant

RALEIGH, NC — International furniture manufacturer SBFI announced plans to open a new plant in McDowell County, North Carolina recently.

SBFI will create 25 jobs and invest more than \$1.4 million in the city of Old Fort, NC, over the next three years. Founded in 1976, SBFI designs, manufactures and installs trading room furniture, and control center furniture made from hardwood lumber, steel and composite materials.

The company is headquartered in London, with operations in Hong Kong and Sydney, as well as agents in Brussels, Tokyo, Moscow, Dubai and India. SBFI North America has its headquarters in Asheville, NC.

The new plant, which is located across the street from an Ethan Allen factory, has 31,360 square feet of space on approximately 3.5 acres of land according to the real estate listing.

The facility is one of more than a dozen new furniture manufacturing plant and other expansions announced in North Carolina and Virginia this year.

Upcoming AHMI Activities

Appalachian Hardwood Manufacturers, Inc. will attend / display at the following meeting, trade shows and other events to promote AHMI members and products in 2012:

July 13-14 - WV Forestry Association, Canaan Valley, WV

Aug. 22-25 - International Woodworking Fair, Atlanta, GA

Sep. 12-15 - National Hardwood Lumber Association Convention, Chicago, IL

Sep. 18-20 - Hardwood Federation Fly In, Washington, DC

Oct. 3-5 - NC Forestry Association Annual Meeting, Asheville, NC

Oct. 9-11 - Fall Meeting with ALC and HMA, Asheville, NC

Oct. 13-18 - High Point Furniture Market, High Point, NC

For more information, contact the AHMI office.

Conference from page 1 —

istration form. Children 16 and under are free but a ticket is required.

- 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.

The Grove Park Inn 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.

AHMI will have golf and sporting clay tournaments on Monday in conjunction with the meeting. There is also whitewater rafting, hiking, mountain biking and more recreational opportunities available in the Asheville area.

To reserve your room, please call The Grove Park Inn at 1-800-438-5800 and use the AHMI code: 690227. Cut-off is June 18, 2012.

A meeting registration form is included on page 6 of this newsletter. If you have questions, please call the AHMI office at (336) 885-8315.

Inman Attends KCMA

WILLIAMSBURG, VA - Appalachian Hardwood Manufacturers, Inc. President Tom Inman recently participated in the Kitchen Cabinet Manufacturers, Inc. Annual Convention in Williamsburg, VA.

A good crowd of manufacturers and suppliers discussed industry trends and market conditions during the meeting. While cabinet sales remain flat, an economist speaking at the session reported that housing starts should improve in 2013.

He noted that multi-family unit construction continues at a steady pace with apartments and condominiums leading the way. While much of this construction uses lower priced cabinets, there is still demand for products.

The association also heard about trends in kitchen design and use. Wood cabinets continue to be the demand leader.

The general mood of participants was upbeat. The association presented Colonial Williamsburg with an honorary membership because of its tradition of cabinet making.

2012 Summer Conference

Agenda

Saturday, July 28

Bell Chere Festival in downtown Asheville

6:00 pm - Early arrival reception in Chairman's Suite

Sunday, July 29

Bell Chere Festival in downtown Asheville

Biltmore House tickets available. Transportation on own.

6:00 pm - Reception on Grove Park Inn's

Vanderbilt Terrace

Dinner on your own

Monday, July 30

8:30 am - General Session

1) Ethan Allen Concentrates on World Markets - Don Garrett, Ethan Allen Operations Inc.

2) Hardwood Lumber Export Compliance - Michael Allocca, Allocca Enterprises

3) Hardwood Federation New Executive Director Dana Cole

11:45 am - Sporting Clays Tournament at Fowler Farms

12 noon - Golf Tournament at Grove Park Inn course

6:00 pm - Reception on the Sunset Terrace
Dinner on your own

Tuesday, July 31

7:30 a.m. AHMI Board of Trustees

9 a.m. Export Compliance Workshop by Allocca Enterprises

IKEA Tops Cabinet Ranking

IKEA ranked highest in consumer satisfaction for kitchen cabinet purchases, according to JD Power and Associates. It was slightly ahead of American Woodmark, Thomasville, Merillat, KraftMaid Cabinetry and American Classics.

IKEA earned 776 points out of 1,000. The others were American Woodmark (767) and Thomasville (763), Merillat (760), KraftMaid Cabinetry (758) and American Classics (702).

Forestry Meeting Offers Skid Trail Findings

Appalachian foresters and land owners learned about two projects to help better analyze forest growth and yield models and save money and time rehabilitating skid trails.

The 2012 Appalachian Hardwood Forest Research Alliance and Appalachian Hardwood Manufacturers, Inc. workshop and meeting was held recently in Flatwoods, WV. AHFRA is a research program administered by AHMI.

Dr. John Brooks of West Virginia University discussed his followup research on Whole Stand Appalachian Hardwood Growth and Yield Systems. This AHFRA-funded project began in September 2009 to develop a whole stand growth and yield model to predict future trees per acre, basal area and volume.

Brooks and his researchers developed specific models for whole forest stands. The work enables landowners and foresters to monitor current and estimate future growth.

Participants received reports and the software to enter their own data into the models.

Dr. Chad Bolding of Virginia Tech presented his research comparing erosion rates under a variety of sites and closure techniques on logging jobs. The research was designed to provide additional insight into state BMP recommendations.



The modeling evaluated a wide range of conditions and cover BMPs for skid trails in Virginia. It was determined that hardwood and softwood slash had very similar erosion control successes as mulch and seed at a substantial cost savings.

The researcher used bladed and overland trails for this project. Silt bags measured runoff from no cover, slash, and mulch and seed.

Participants received printed reports on the findings. It will be published and presented to state foresters for consideration.

AHFRA is a partnership of land owning companies who pool resources to fund silvicultural issues. For more information, contact AHMI.

Small Sawmill Profitability

A workshop titled Profitable Operation of Small Sawmills Workshop with Hands-On Demonstrations will be held Thursday, June 14 at the WERC facility in Princeton, WV.

This workshop focuses on small sawmills and lumber drying operations that use gas engines, diesel engines, and single-phase electric power. Equipment vendors are invited to set up exhibits and offer demonstrations.

Classroom lectures cover equipment currently available for small sawmill and lumber drying operations, how to saw for improving hardwood lumber grades, basics of the hardwood lumber grading system, lumber drying basics, heating a kiln with a stick wood water stove, profitable business and marketing strategies, and how to make value-added products. For information, contact Harry

Watt at 704-880-5034.

Local Products Marketing

North Carolina State University Cooperative Extension is presenting Educational Webinars on Local Wood Products Marketing at noon EDT on June 28, July 26, and August 16, 2012.

This webinar is to help wood products manufacturers that use U.S. hardwoods to make value-added wood products to expand sales, profitability, and employment.

The remaining webinars will discuss how to expand the production and sale of locally made wood products. The webinars have interactive PowerPoint slideshows and opportunities for speakers and attendees to interact via a microphone or through real-time text messages.

To register, call Harry Watt at 704-880-5034.

Federation Asks Congress To Enforce Lacey

The Hardwood Federation lead an effort recently to ask Congress to support the Lacey Act and all that it has accomplished in addressing the issue of illegal logging worldwide since its passage in 2008.

The letter specifically opposes legislation designed to weaken the law. A resolution was introduced this year called the Retailers and Entertainers Lacey Implementation and Enforcement Fairness Act, and H.R. 4171, the Freedom from Over-Criminalization and Unjust Seizures Act (FOCUS) Act of 2012.

"The U.S. forest products industry produces about \$175 billion in products annually and employs nearly 900,000 men and women in good paying jobs," the letter states. "The industry meets a payroll of approximately \$50 billion annually and is among the top 10 manufacturing sector employers in 47 states."

An industry study prior to passage of the 2008 Lacey Act amendments estimated that illegal logging cost the U.S. forest products industry some \$1 billion annually in lost export opportunities and

depressed U.S. wood prices.

"Because of the seriousness of this issue, our industry has worked within a unique coalition that also includes environmental groups, labor organizations, retailers and others to amend the Lacey Act, and to encourage full and timely implementation," the letter states. "The U.S. forest products industry has a proud tradition of providing sustainable and legal resources to our customers both domestically and around the world.

"Illegal logging and the threat posed to U.S. jobs and forest resources by illegally sourced products throughout the world is being addressed by the Lacey Act, allowing our industry to compete fairly in the international market," it says. "We believe the Lacey Act is a sound law whose effectiveness would be diminished by enactment of H.R. 3210 and/or H.R. 4171. As such, we urge your opposition to these bills. We stand ready to work with you and your colleagues on finding alternative approaches."

AHMI was one of dozens of associations and businesses to sign on the request.

Federation Names Cole Executive Director

Dana Lee Cole has been named the third Executive Director of the Hardwood Federation and will begin serving in the role on June 25.

Cole's appointment follows the departure of Deb Hawkinson who has accepted the position of President at the Forest Resources Association.

"Dana is a great choice for the Hardwood Federation," said Brad Thompson, President of Hardwood Federation. "She brings a wealth of experience in the

public and private sectors, and has been a senior association executive with key strengths in developing and executing strategic plans, building membership, leadership and successfully implementing great policies at the National Association



Dana Cole

of Manufacturing over the last several years that have strengthened and built its membership."

Cole, a native of Michigan, which is home to more than 250 hardwood businesses, began her career working for Governor John Engler as a policy advisor. Since 2004, Cole has been at the 11,000-member National Association of Manufacturers (NAM) as the Vice President of Corporate Affairs and Corporate Board Secretary.

"I'm excited to join the Hardwood Federation," Cole said. "The impact small and medium-sized businesses have on our economy cannot be overstated, and I'm going to continue to impress upon Congress and the Administration how vital the hardwood community is. I'll also be keeping the Hardwood Federation Political Action Committee moving forward in the hopes of hitting its 2012 fundraising goals."

The Hardwood Federation Fly In is scheduled for Sept. 18-19 in Washington, DC.

2012 AHMI Summer Family Conference

The Grove Park Inn, Asheville, NC, July 28-31, 2012

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 credit card information below by June 30, 2012 to AHMI, P.O. Box 427, High Point, NC 27261.

MEETING REGISTRATION FEES:

AHMI MEMBER - \$280 per person
MEMBER SPOUSE - \$140
CHILDREN 12 and older - \$40

GUEST - \$380 per person
GUEST'S SPOUSE - \$240
CHILDREN UNDER 12 FREE!



Full registration will be refunded on cancellations received by June 30, 2012. 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: _____

BILTMORE HOUSE DAY PASS FOR SUNDAY, JULY 29 (optional)

Tickets will be mailed to you. Transportation on your own. ____ **Adult Tickets @ \$45 each** ____
Children 16 and under are FREE but will still need a ticket ____ **Child Tickets @ free**

SUMMER GOLF TOURNAMENT (Monday 12:30 p.m. Course at The Grove Park Inn. Incl. box lunch)

Name: _____ FEE: \$145

Name: _____ FEE: \$145

SPORTING CLAYS TOURNAMENT (Fowler Farms Sporting Clays van departs at 11:45 a.m.)

One round of 100 targets - Includes transportation, boxed lunch, and ammunition

Name: _____ FEE: \$80

Name: _____ FEE: \$80

EXPORT COMPLIANCE WORKSHOP (optional Tuesday 9-11:30 a.m. at Grove Park Inn)

Name: _____ FEE: \$35

Name: _____ FEE: \$35

Payment information

Total _____

Check enclosed _____

Credit Card: VISA / MasterCard # _____

Expiration date _____ Name on card: _____