



# Appalachian Sustainable

February 2013

Monthly newsletter of  
Appalachian  
Hardwood  
Manufacturers, Inc.  
P.O. Box 427  
High Point, NC 27261

T. 336-885-8315  
F. 336-886-8865

info@appalachianwood.org  
www.appalachianwood.org



## Future Meetings

**2013 Annual Meeting - Feb. 27-March 3**  
Hyatt Grand Cypress, Orlando, FL

**2013 Summer Conference - July 27-30**  
The Greenbrier, White Sulphur Springs, WV

**2013 Fall Meeting - TBD**

## Logging, Freight Get Attention

Agenda Includes Millwork Forecast, AHEC Science Push

The business program for the 2013 Annual Meeting of Appalachian Hardwood Manufacturers, Inc. has a session for every AHMI member.

The lineup is strong with details on logging capacity that should interest landowners and sawmills; specifics on international freight for exporters and importers; a forecast for the millwork industry; the latest on promoting science as the basis for using American Hardwoods; and a new initiative to assure Appalachian Hardwood customers that the resource is legal.

"We have a great program of extremely knowledgeable people who will present details our members will not hear anywhere else this early in the year," said Tom Inman, AHMI president. "You will leave with the information needed to make decisions this quarter and throughout the year to improve in 2013."

Confirmed speakers are:

Danny Dructor, executive director of the American Loggers Council, who will discuss **logging capacity in the United States** in 2013 and ALC's plans to train and increase the number of loggers in the Appalachian region and across the country;

Curtis Struyk, president of TMX Shipping, who will discuss **international freight issues** in 2013 and the impact of the recent settlement of negotiations between East Coast ports and workers unions;

Tom Talbot, Glen Oak Lumber and Milling, who will discuss **millwork manufacturing** in 2013 and forecasts for the year in residential housing;

Michael Snow, executive director of the American Hardwood Export Council will update the **Life Cycle Analysis of American Hardwoods** and the push by AHEC for science in sustainability of building materials;

and Inman who will introduce an initiative from AHMI to help members assure the **legality of Appalachian Hardwoods** for international customers who will need documentation beginning in March.

The meeting is Feb. 27-March 2, 2013 at the Hyatt Grand Cypress in Orlando, FL. The location is attracting attention.

"The Hyatt is an outstanding property and they have just completed an exterior renovation, expansion of the pool, and interior updates," said Inman. "Plus there is so much to do on site that our attendees will be entertained both on property and off."

The agenda includes time for networking with members and guests, golf tour-

**(Meeting on page 3)**

**Want To Attend?**  
**A few rooms are available at the Hyatt Grand Cypress now by calling 1-888-421-1442 and ask for the AHMI block**

## The way I see it...

By Tom Inman, AHMI President

our job at Appalachian Hardwood Manufacturers, Inc. is to help member companies SELL logs, lumber and products from the sustainable Appalachian Hardwood region.

Our bylaws state that we provide opportunities for promotion; advocate on behalf of the needs of the industry; cooperate with distributors, suppliers and landowners; and conduct activities for the betterment of the members.

I agree with this and we work diligently to accomplish all of these things. But the end goal is to help every member SELL.

In 2013 we will SELL:

- more than 11,000 lumber buyers from around the world on the beauty, characteristics and availability of Appalachian Hardwood lumber from our member companies through targeted emails each quarter. We have developed a list of lumber buyers who will receive an electronic version of our Appalachian Hardwood Verified Sustainable Resource Guide and at least four other emails SELLING our members' products and services;

- more than 7,000 lumber buyers in the U.S. will receive the printed AHVS Resource Guide detailing the companies who provide hardwood lumber and products from the Appalachian Hardwood forest;

- hundreds of hardwood flooring manufacturers who produce millions of square feet of solid flooring on the benefits of specifying Appalachian;

- thousands of residential and institutional furniture manufacturers at three events about the growing importance of legality and known sustainability of the Appalachian Hardwood resource for their goods manufactured in the U.S. or offshore and shipped back to the U.S. market;

- unknown numbers of schoolchildren about the 12 main commercial species of Appalachian Hardwood lumber through our wood sample kits and Wood Fact Books which have been adopted by many state Science Olympiad competitions.

While we do not SELL truckloads of lumber, we SELL what Appalachian Hardwood lumber and products can do.



AHMI welcomes the following new members:

### Producer

Appalachian Forest Products  
Nick Boyles  
PO Box 2228  
Buckhannon, WV 26201

### Producer

R&R Lumber Co.  
Randy Roberts  
PO Box 472  
Coalfield, TN 37719

New members are the lifeblood of the association and if you know of companies that should join, please contact the AHMI office at (336) 885-8315 or [info@appalachianwood.org](mailto:info@appalachianwood.org).

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## AHMI Resource Guide Information Due NOW

HIGH POINT - Appalachian Hardwood Manufacturers, Inc. will publish the 2013 Appalachian Hardwood Verified Sustainable Resource Guide in March and deadline to be included is NOW.

The directory is published annually and distributed to thousands of lumber buyers around the world. It lists each member of the association and details about the company including location, contacts, equipment, available species and certification if applicable.

There is also an opportunity to advertise and promote specific details about your company. Advertising rates remain the same for 2013. It is also available in electronic form on the AHMI website and emailed annually to thousands of lumber buyers around the world as they seek information about Appalachian species and AHMI member companies.

For more information, please contact the AHMI office at (336) 885-8315 or [info@appalachianwood.org](mailto:info@appalachianwood.org)

## Meeting from page 1

naments each day at the Grand Cypress Golf facility and a new sporting event for this year - Whirlyball. The game is similar to soccer with players riding in bumper cars and passing a plastic ball and attempting to score against another team.

There are still rooms available at the Hyatt Grand Cypress at 1-407-239-1234 or registering online. Visit [www.appalachianwood.org/meetings.htm](http://www.appalachianwood.org/meetings.htm) and click on the links for meeting and hotel registration. A meeting registration form is included on page 6 of this newsletter.

### About Hyatt Grand Cypress

The 1,500-acre luxury Orlando resort offers restaurants, high-tech fitness center, spa facility, and Jack Nicklaus Signature Design golf courses and training facility. The hotel has tennis, rock climbing, jogging, biking, 800,000-gallon lagoon-style swimming pool with thrilling water slides.

The Hyatt Grand Cypress offers world-class comfort and style surrounded by shimmering lakes and lush landscaping. The resort is just minutes from all the thrilling theme parks and attractions in the Orlando area.

The 21-acre Lake Windsong is ideal for water sports activities. Other items of interest are:

- Four exclusive Jack Nicklaus Signature Design golf courses
- Nine-hole pitch 'n' putt course;
- Half-acre outdoor pool with 12 waterfalls, two waterslides; 24' rock climbing wall
- Massage therapy and salon with facials, manicures, and pedicures; Hyatt Stay Fit gym
- Tennis and Racquet club
- Jogging paths and bicycling trails

The resort is centrally located in Orlando within minutes of all of the major theme parks and attractions. The hotel concierge has discounted tickets to these venues and these can be ordered by calling (407) 239-1234 and picked up on site at the hotel.

Please make your flight arrangements early for the best selections into the Orlando airport. Rental cars, taxi and van shuttle service to the hotel are available at the airport. To learn more about the hotel, please visit [grandcypress.hyatt.com](http://grandcypress.hyatt.com).

### Karen Kay Wins Spa Treatment

Karen Kay, wife of AHMI member David Kay of Forest Products Inc. is the winner of the free spa treatment for registering early for the 2013 Appalachian Hardwood Manufacturers, Inc. Annual Meeting. They registered in early December. Congratulations!

## 2013 Annual Meeting Agenda

### Wednesday, Feb. 27

5-6 p.m. Registration  
6 p.m. Welcome Reception  
*Dinner on your own*

### Thursday, Feb. 28

7:30 a.m. AHMI Board of Trustees Breakfast  
9 a.m. General Session  
Logging Capacity Challenges in 2013 - Danny Dructor, American Loggers Council  
Shipping Capacity Challenges in 2013 - Curtis Struyk, TMX Shipping  
Millwork Manufacturing In 2013 - Tom Talbot, Glen Oak Lumber & Milling  
12 p.m. Golf Tournament  
1 p.m. Whirlyball Tournament  
6 p.m. LUA Reception  
Hardwood Federation Hole In One Tournament  
*Dinner on your own*

### Friday, March 1

8 a.m. Producers Meeting (*for Producers only*)  
9:15 a.m. General Session  
Chairman's Report and 2013 Plan of Work, AHMI Member Anniversaries  
Science Benefits American Hardwood Promotion Michael Snow, AHEC  
Appalachian Hardwood Verified Legal - Tom Inman, AHMI  
12 p.m. Golf Tournament  
6 p.m. Reception  
*Dinner on your own*

### Saturday, March 2

NO FORMAL BUSINESS. ENJOY ORLANDO!

## New Deal Will Keep East Coast Ports Open

The International Longshoremen's Association (ILA) and United States Maritime Alliance (USMX) have reached a "tentative agreement" over a new six-year Master Contract for U.S. East and Gulf Coast dock workers, Federal Mediation and Conciliation Service (FMCS) Director George H. Cohen said in a statement.

The agreement is still subject to the ratification procedures of both parties, as well as to local union negotiations, however, "those local negotiations are ongoing and will continue without interruption to any port operation."

ILA and USMX did not immediately release a statement or provide any further information on the matter, although USMX reiterated on its website that the tentative agreement will prevent any disruption of port operations. ILA had threatened to

strike after the February 6, 2013 "container cliff" talks deadline expired.

"Again, collective bargaining has proven its worth by avoiding a potential work stoppage that would have had a severe negative impact on the nation's economy," said Cohen.

No additional information was given, and FMCS said it would not be releasing any details of the proposed deal.

The tentative contract agreement ends a four-month impasse that twice brought the ports to the brink of being shut down. The original contract was set to expire back on Sept. 30. Ten days prior, however, both sides agreed to a contract extension until Dec. 29 and again to an extension until Feb. 6.

## Hardwood Federation Works With New Congress

By Dana Lee Cole  
HF Executive Director

The 113th Congress, made up of many new faces, is well underway. Twelve new Senators and 67 new Representatives have begun work on a multitude of issues - from tax policy and environmental regulations to trade and energy initiatives. Many are familiar with our industry and the important roles we play as manufacturers, employers, and family-owned businesses. But many are not. And that's where we come in.

The Hardwood Federation (HF) exists and works to ensure all Members of Congress, no matter their political affiliation or the make-up of their home districts, understand and consider our industry before taking action. And Congressional committees are where all the action is.

We are pleased many hardwood allies are on these Congressional Committees:

Long-time industry friend and HFPAC-supported Senator Ron Wyden (D-OR) is assuming the chairmanship of the **Energy and Natural Resources Committee**. Sen. Wyden has a keen understanding of the forest products industry and how public lands can play a role. He's also been a

strong critic of what he sees as overregulation of the forest products industry. Also on the committee are industry friends, Senators Bob Corker (R-TN), Joe Manchin (D-WV), the newly-elected Martin Heinrich (D-NM), and Debbie Stabenow (D-MI). Sen. Stabenow also will remain as Chairwoman of the **Senate Agriculture Committee** where the Farm Bill will loom large this year. Newly elected Senator Joe Donnelly (D-IN), a long-time hardwood industry ally is also on the committee.

The **House Agriculture Committee** has allies from both sides of the aisle with members such as: G.T. Thompson (R-PA), Dan Benishek (R-MI) Reid Ribble (R-WI), Jim Costa (D-CA), Kurt Schrader (D-OR), and Ranking Member Collin Peterson (D-MN).

The House Energy and Commerce Committee is also made up of many hardwood-friendly members including Democrats John Barrow (GA) and Mike Doyle (PA) and Republicans Gregg Harper (MS) and Greg Walden (OR).

It's going to be an interesting year. Help us represent you by staying engaged and letting your voice be heard through us.

## Real Wood Furniture Show In High Point

HIGH POINT — The Authentic Home Furnishings Assn. will host its 2013 Annual Real Wood Furniture Trade Show at the Suites at Market Square during the spring High Point Market. The show will take place in a 7,300-square-foot area adjacent to the Made in America Pavilion during market on April 20-25. The Pavilion has attracted dozens of smaller manufacturers in recent markets.

The association is working on details for social events, informative presentations, new association marketing programs and materials for retailers. Last year the group changed its name from the Unfinished Furniture Association, repositioning itself to increase membership and the reach of its suppliers.

## Ames Fights For Wheelbarrow

The folks at Ames True Temper in Camp Hill, PA, are fighting to save the wheelbarrow token from Monopoly's list of pieces that could be voted out of the game. Monopoly maker Hasbro started a campaign to replace one classic Monopoly token. Fans of the game are asked to vote which token should be dropped from the game and which token they would like to see added.

Odds makers named the wheelbarrow as the token most likely to be kicked off (odds are 2-1). Ames employees began their campaign to keep it since most of the wheelbarrows sold in the U.S. (80%) – roll off the assembly lines at the plant. Voting is taking place on Monopoly's Facebook page.

## Smith Leads VT Biomaterials

BLACKSBURG, VA – Dr. Robert L. “Bob” Smith of Christiansburg, Va., was recently named as interim head of the Department of Sustainable Biomaterials at Virginia Tech. He will focus on continuing the department's leadership profile nationally and internationally in teaching and research in the sustainable use of natural resources.

Smith plans to continue the Extension programs that are so critical for the forest products industry to be competitive in a world economy.

## AHMI Activities in 2013

Appalachian Hardwood Manufacturers, Inc. will attend / display at the following meeting, trade shows and other events to promote AHMI members and products in 2013:

Feb. 5-7: Indiana Hardwood Lumbermen's Association Annual Meeting, Indianapolis, IN

Feb. 22: Architectural Woodworking Institute Carolinas Chapter, Charlotte, NC

Feb. 27-March 3: AHMI Annual Meeting, Orlando, FL

March 6-7: Ohio Forestry Association, Columbus, OH

March 11-13: HMA Annual Meeting, Charleston, SC

March 12: Appalachian Lumbermen's Club, Greensboro, NC

March 27-30: Interzum Guangzhou, Guangzhou, China

April 2-5: National Wood Flooring Show, Dallas, TX

April 3-5: Kentucky Forest Industries Association, Annual Meeting, Lexington, KY

April 20-25: High Point Furniture Market, High Point, NC

April 20-25: Real Wood Furniture Show, High Point, NC

May 16-19: ALC, Myrtle Beach, SC

June 10-12: NeoCon Business Furniture World Fair, Chicago, IL

June 18-20: AHEC Asia, Harbin, China

July 28-30: AHMI Summer Conference, White Sulphur Springs, WV

Oct. 2-5: NHLA Convention, Fort Worth, TX

Oct. 19-24: High Point Furniture Market, High Point, NC

Oct. 20: American Society of Furniture Designers, High Point, NC

Oct. 21-22: Annual Material Use and Design Survey at Furniture Market, High Point, NC

For more information or to participate, contact the AHMI office at (336) 885-8315.

# APPALACHIAN

Hardwood  
Manufacturers, Inc.



## 2013 Annual Meeting Feb. 27-March 2 Hyatt Grand Cypress, Orlando, FL

To reserve your room at the Hyatt Grand Cypress, call 1-888-421-1442

To plan functions and include all participants on the Registration List, please complete this form and return with your check to: AHMI, P.O. Box 427, High Point, NC 27261. **AHMI will have badges and other materials available on site for collection on Feb. 27.**

### Registration before Feb. 6, 2013:

<b>AHMI MEMBER - \$325</b> per person	<b>GUEST - \$425</b> per person
<b>MEMBER SPOUSE - \$225</b>	<b>GUEST SPOUSE - \$225</b>
<b>CONSUMER &amp; SPOUSE - FREE</b>	
<b>CHILDREN AGE 10 &amp; older - \$75; UNDER 10 - FREE</b>	
<b>Add \$50 to any registration fee after Feb. 6, 2013</b>	

*Full registration fee refunded on cancellations received by Feb. 6, 2013. Cancellations received after that time will be subject to 50% forfeiture.*

### PLEASE REGISTER THE FOLLOWING FOR AHMI'S 2013 ANNUAL MEETING

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

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

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

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

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

**REGISTER FOR GOLF** Grand Cypress Golf Club, noon start each day  
Thursday: East & North Courses; Friday - New Course (links). Medal play both days

Name: \_\_\_\_\_ FEE: \$135

Please check:  Thursday  Friday

Name: \_\_\_\_\_ FEE: \$135

Please check:  Thursday  Friday

**REGISTER FOR WHIRLYBALL** Thursday at 1 p.m.  
(Lunch, Whirlyball, ride F1 simulator, arcade)

Name: \_\_\_\_\_ FEE: \$65

Name: \_\_\_\_\_ FEE: \$65

Check # \_\_\_\_\_ Received \_\_\_\_\_

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