



Appalachian Sustainable

February 2014

Monthly newsletter of
Appalachian
Hardwood
Manufacturers, Inc.
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Future Meetings

2014 Annual Meeting - Feb. 26-March 2

Boca Beach Club,
Boca Raton, FL

2014 Summer Conference - July 26-29

The Homestead,
Hot Springs, VA

2014 Fall Meeting - October in North Carolina

in conjunction
with Wood
Products
Manufacturers
Association

Annual Meeting Draws Crowd To Boca

The 2014 Annual Meeting of Appalachian Hardwood Manufacturers, Inc. is attracting quite a crowd to Boca Raton, FL. The combination of informative business sessions, networking with customers and friends and 80 DEGREES have pushed our registration above the 2013 meeting.

"The response has been terrific and people are very much looking forward to south Florida," said Tom Inman, AHMI President. "This winter has been the coldest in years and lumber sales are strong so people are eager to meet."

The room block at the Boca Raton Resort and Club sold out well before the cutoff date but additional rooms were secured and members and guests have been accommodated. The hotel remains sold out for Feb. 26 but a few rooms are available for other nights if any members are still considering attendance.

The Annual Meeting is Feb. 26 - March 2 with five informative business sessions, election of new officers and trustees, receptions and networking. There is a list of pre-registrants at www.appalachianwood.org/meetings.htm.

The business meeting agenda includes:

- **Hardwood Flooring Markets Report** with Neil Poland of Mullican Flooring and past chairman of the National Hardwood Flooring Association
- **Industrial Mat Products Rising** with Vince Walters of Bridgewell Mats
- **Forest Growth and Timber Availability** with Blake Stansell of The Forestland Group
- **New Solid Appalachian Hardwood Promotion** with Tom Inman of AHMI
- **Hardwood Checkoff Dialogue** with Jim Howard of Atlanta Hardwood Corp. and Checkoff Blue Ribbon Committee; and Jeff Hanks of Bill Hanks Lumber representing NoHardwoodCheckoff.com. There will be time for questions following their remarks.

AHMI meetings are always complete with time for networking with fellow members and guests during receptions, sporting events and dinner. This year will mark the election of officers and board members. There will be a Chairman's Dinner on Saturday night followed by music, dancing and more fun.

"This was an AHMI tradition for years and Chairman Chris Keziah wanted to complete his term with a fun evening to close out the meeting," Inman said. "We have an excellent reception and dinner planned and one of Boca's most recommended DJs for a fun evening."

There will be golf tournaments each day and for the first time a fishing tournament on Friday afternoon. More than two dozens anglers have signed up.

If you would like to attend, please contact the AHMI office immediately at 336-885-8315. There may be a few rooms available on select nights.

The AHMI registration form is included on page 6 or you may register online. We look forward to seeing you in Boca Raton!

The way I see it...

By Tom Inman, AHMI President

... the second comment period for the Hardwood Lumber and Hardwood Plywood Promotion, Research and Information Order has closed and 950 remarks were received from all segments of the forest products industry over the past 90 days..

The Hardwood Checkoff, as it is commonly known, is causing much debate within the industry. Commodity Checkoff programs are authorized by the government to allow agricultural industries to self-impose a fee on the sales of goods that is collected and used for promotion, education and research.

The Order for hardwoods was first published in November and the comment periods have generated sharp responses from those who favor and oppose. The U.S. Department of Agriculture's Agricultural Marketing Service staff will now review the comments and make changes to the order that they deem necessary.

This is likely to take 60-90 days and then it will be published again for review. A vote of those companies that the USDA has identified as eligible to participate will follow - likely in late summer or early fall.

There are approximately 1,400 companies who will vote on this Order. According to the USDA, these companies should have already received information by mail about the Order. This mailing should serve as a heads up that your company is on the list to receive a ballot and if approved would be responsible for paying the assessment.

I encourage AHMI members to learn more about the Hardwood Checkoff before casting their ballot. There will be a business session at the 2014 Annual Meeting next week with people speaking in favor and in opposition to the program. More information is also available at:

www.hardwoodcheckoff.com

www.nohardwoodcheckoff.com

Please visit both websites before the vote for the latest information or contact the AHMI office and I will send you what we have received.

As has been said by so many and is certainly appropriate for the Hardwood industry now, "the world is run by those who show up!"



AHMI welcomes the following new members:

Distributors

Aurora Timberland Wholesale Hardwood
Shaun Rowe
60 Industrial Rd.
Bradford, ON Canada 632367

Missouri Walnut LLC
Steve Arnold
11417 Oak Road
Neosho, MO 64850

Supplier

GW Mountcastle Insurance
Ryan Harman
302 W. Center St.
Lexington, NC 27292

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. We have a packet of materials to send them.

AHMI/ Bennett Fund Helps Two Students

MORGANTOWN, WV - The West Virginia University Foundation recently awarded two students scholarships from the Howard D. Bennett / Appalachian Hardwood Manufacturers, Inc. Fund for the 2013-14 academic year.

The recipients are: David Clark \$500 and Thomas Martin \$1,000. The two were chosen by the WVU Office of Financial Aid and Scholarships.

The Howard D. Bennett / AHMI Scholarship began in the 1980s following the sale of donated land in West Virginia in honor of the former AHMI Executive Director. The endowment uses income from the investment to provide financial aid to WVU students in the College of Natural Resources.

Dozens of students have been assisted by the scholarship program.

Congress OKs Farm Bill, AHEC Funding

The U.S. Congress has approved the 2014 Farm Bill and it is considered a victory for the hardwood industry. President Obama is expected to sign the measure.

The new Farm Bill includes:

- Full funding for the American Hardwood Export Council programs through the Market Access and Foreign Market Development;
- Improvements to the Bio-based Markets Program with new commitments to funding for renewable energy programs and the use of wood in green building markets;
- Forest management provisions that will strengthen the health U.S. forests;
- Regulatory treatment of forest roads to provide greater economic and legal certainty for forest landowners.

The Hardwood Federation and industry leaders have used extensive direct lobbying to bring this bill and its critical funding and policy reforms to completion. The Federation will continue to work diligently to ensure that the provisions signed into law later this month are implemented effectively and efficiently.

The U.S. forest products industry is a considerable economic force and the hardwood sector plays a significant role. The industry produces about \$200 billion in products annually and employs nearly 900,000 men and women in good paying jobs. The industry meets a payroll of approximately \$50 billion annually and is among the top 10 manufacturing sector employers in 47 states.

Appalachian Verified Materials

AHMI members are reminded that 2014 Appalachian Hardwood Verified Sustainable and Verified Legal materials are available from the AHMI office. These include certificates, letters from AHMI and from the U.S. Forest Service explaining the program and decals for use on packaging or invoices for Verified Sustainable.

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

2014 AHMI Annual Meeting Agenda

Wednesday, Feb. 26

6 p.m. Early Arrival Reception in the Chairman's Suite

Thursday, Feb. 27

Informal golf tee times available

Informal fishing excursion available

5 p.m. Registration

6 p.m. Welcome Reception

Dinner on your own

Friday, Feb. 28

8:30 a.m. General Session

- **Hardwood Flooring Markets Report** with Neil Poland of Mullican Flooring and past chairman of the National Hardwood Flooring Association

- **Industrial Mats Take More Low Grade** with Vince Walters of Bridgewell Mats

- **Forestland Growth and Timber Availability** with Blake Stancell of The Forestland Group

12 noon Fishing Tournament

1 p.m. Golf Tourney at Boca Country Club

6 p.m. Reception sponsored by LUA

Dinner on your own

Saturday, March 1

7:30 a.m. Fellowship of Christian Lumbermen

8 a.m. Producers Meeting (*Producers only*)

8 a.m. Distributors Meeting with Walt McIlvain of VisionTally

9 a.m. General Session

- **Chairman's Report** from Chris Keziah of Oak Ridge Hardwoods and AHMI Chairman

- **Annual Meeting** and Election of Officers, Trustees, Member Anniversaries

- **Solid Appalachian Hardwood Promotion** with Tom Inman, AHMI president

- **Hardwood Checkoff Dialogue** with Jim Howard of Atlanta Hardwood Corp. and

Checkoff Blue Ribbon Committee; and Jeff Hanks of Bill Hanks Lumber representing NoHardwoodCheckoff.com

1 p.m. Golf Tourney at Resort Course

2 p.m. Fun at the Beach Club

6 p.m. Chairman's Reception

7:30 p.m. Chairman's Banquet followed by music and dancing

Sunday, March 2

ENJOY BOCA & AND HAVE A SAFE TRIP

Company Moves Production From China

RIVERSIDE, CA — Seahawk Designs Inc. is moving expanded production of its newest products of Sto-A-Way storage bed systems to Mexico.

The company began manufacturing at “two state-of-the-art manufacturing centers in Tacate, Mexico, shifting production from China,” according to published reports. Both collections debuted at the Las Vegas 2014 Winter Market where Seahawk also introduced two new storage bed bases in the Casual Elegance Collection.

“Today’s consumers are looking to maximize space at home and retailers are looking maximize space on the showroom floor,” said CEO of Seahawk Designs, William Jahn. “For consumers, each model can provide as much storage space as a five drawer chest and are ideal for anyone who wants a beautiful bed with the added benefit of extra storage.”

The Riverside, CA-based company was founded in 2003 as the import division of Blackhawk Furniture and its products are now available in approximately 1,500 U.S. stores.



CONSUMER

MasterBrand Cabinets Expands Production

FERDINAND, IN -- MasterBrand Cabinets plans to add new equipment and approximately 135 new workers to its Ferdinand, IN, facility.

According to published reports, the cabinet company asked the town council for a tax abatement for the approximately \$1 million of new equipment it plans to purchase in an expansion that would create 135 new job. MasterBrand hopes to have the new personnel and equipment in place by early summer.

MasterBrand Cabinets is a division of Fortune Brands Home & Security. The company's cabinet brands include Aristokraft, Omega, Homecrest, Schrock, Decora and Kemper among others.

AHMI Activities 2014

Appalachian Hardwood Manufacturers, Inc. will attend / display at the following meeting, trade shows and other events to promote AHMI members and products in 2013-14:

Feb. 26-March 2: AHMI 2014 Annual Meeting, Boca Raton, FL

March 12-14: HMA National Conference, Savannah, GA

March 28-April 1: Interzum Guangzhou, Guangzhou, China

April 4-10: High Point Furniture Market, High Point, NC

April 7-8: Annual Material Use and Design Survey at Furniture Market, High Point, NC

April 16-19: NWFA Convention & Flooring Show, Nashville, TN

May 15-18: ALC, Myrtle Beach, SC

June 9-11: NeoCon, Chicago, IL

June 25-25: AHEC Asia Convention, Tianjing, China

July 28-30: AHMI Summer Conference, The Homestead, Hot Springs, VA

Sept. 8-10: Hardwood Federation Fly-In, Washington, DC

Oct. 8-11: NHLA Convention, Las Vegas, NV

Oct. 14-16: Fall Meeting & Tours in conjunction with the Wood Products Manufacturers Association, Charlotte, NC

Oct. 18-23: High Point Furniture Market, High Point, NC

Oct. 21: American Society of Furniture Designers, High Point, NC

For more information, please contact the AHMI office at (336) 885-8315. We are always seeking new venues to promote Appalachian Hardwoods. If you have suggestions, please contact the office.

In 2011 the company shifted the production of its Aristokraft cabinet line from Kinston, NC, to Ferdinand, laying off approximately 150 people in the process.

Continental Underwriters Expand Offerings

Continental Underwriters, Inc., a Managing General Agency (MGA) and wholesaler, is expanding its range of insurance and risk management solutions to the forest products industry. Preston Herrington, III, president, said company employees have more than 110 years of experience serving the forest sector.

"We have expanded our broker representation within a short period of one year. 2013 was an incredible year for us, as we saw a growth of almost 40% over 2012," he said. "We also expanded into the transportation segment."

The company has developed a five-year plan that incorporates opening four offices across the U.S. In May of 2013, a second office opened in Bend, Oregon, and plans call for offices in the Southeast and Midwest.

Continental Underwriters writes primary, secondary and tertiary manufacturing operations as well as those that provide value-added enhancements to the product such as drying and wood preserving. The company offers coverage for saw mills, chip mills, flooring mills, veneer mills, pallet mills, plywood plants, wood preserving operations, and all types of woodworking plants.

The company can also attach coverage for both the loggers and for the operations involved once the logs are removed.

BB&T Insurance Offers Employers Resources

BB&T Insurance Services National Forest Products Practice recently announced a partnership to offer employer resource services through one of the nation's oldest privately held Professional Employer Organization (PEO), Employers Resource.

With one simple transaction each payroll period, the following time consuming tasks will be expertly handled for you: (1) Workers Compensation Premium (No deposit or audit ever); (2) Payroll processing including deposit of all Federal, State and local tax liabilities, all required reporting and W2's; (3) All required employee record keeping; (4) Garnishments & Child Support Or-

Investment Groups Buy U-C Coatings

Sidereal Capital Group, LLC has partnered with Argosy Private Equity to acquire U-C Coatings Corporation. Headquartered in Buffalo, NY, U-C Coatings manufactures and distributes wood protection products for the logging, lumber, furniture, and woodworking industries.

The Company's flagship ANCHORSEAL® branded products are an industry leading line of wax based emulsion end sealers, designed to prevent splitting and degradation of freshly sawn, high value hardwood logs and lumber during processing.

"We are truly delighted by the opportunity presented by this partnership with Sidereal and Argosy," said the Company's CEO Norm Murray. "My father founded this company in 1971 and over the past 40 years we have grown from a small "mom and pop" operation to the premier supplier to our industry. This investment advances us to the next level and provides the strategic investment and technical assistance necessary to support and accelerate our continued growth."

Added Tom Johel, the Company's President and COO, "I believe that this partnership better positions us to pursue new expansion initiatives while continuing to provide our existing customers with the level of service that they have come to expect."

ders; (5) Benefits Administration; (6) Human Resources support and handbook development; (7) Department of Labor compliant employee file keeping; and (8) On-sight risk support including OSHA compliance, and more!

BB&T's Robin Little said the bottom line is that spending time on these things generates no revenue for your business. Employers Resource will not only handle all this with absolute skill, but will do it for less than it costs you to do it yourself.

For more information, contact Little at BB&T Insurance Services, Inc. National Forest Products Practice at 877-270-5270 or 252-752-2834.

APPALACHIAN Hardwood Manufacturers, Inc.



2014 Annual Meeting on Feb. 26 - March 2 Boca Raton Resort & Club, Boca Raton, FL

To reserve your room, call the **Boca Raton Resort** at 1-888-557-6375 and use the group code **AHMIHB**. The block cutoff is Jan. 28. Rooms begin at \$278

To plan functions and include all participants on the Registration List, please complete this form and return with your payment to: AHMI, P.O. Box 427, High Point, NC 27261. Badges and other materials will be on site

Register Today

AHMI MEMBER - \$445 per person **GUEST - \$545** per person
MEMBER SPOUSE - \$300 **GUEST SPOUSE - \$400**
CHILDREN AGE 10 & older - \$150; UNDER 10 - FREE

Registration fee includes all business sessions and speakers, four evening receptions and Saturday Chairman's Banquet and entertainment.

REGISTER for AHMI'S 2014 ANNUAL MEETING

Name: _____ FEE: \$ _____
 Name: _____ FEE: \$ _____
 Company: _____
 Address: _____
 City/State/Zip: _____

Optional events: We will attend

- Early Bird reception Wed., Feb. 26
- Saturday Afternoon at the **Beach Club**

We want info on:

- Other golf times
- Other fishing times
- Off-site shopping
- Off-site dining
- Off-site recreation

ANNUAL GOLF TOURNAMENTS *Boca Raton Resort Club & Country Club, 1 pm Shotgun Start each day*

Name: _____ FEE: \$ _____
 Please check: Friday at Boca Country Club Course \$160
 Saturday at Boca Resort Course \$190

Name: _____ FEE: \$ _____
 Please check: Friday at Boca Country Club Course \$160
 Saturday at Boca Resort Course \$190

FISHING TOURNAMENT *Friday at 12 p.m. (Departs from boat dock for 5 hour trip, includes tackle, bait, license) Fee: \$100*

Name: _____ FEE: \$ _____
 Name: _____ FEE: \$ _____

Check# _____ Received _____
 Visa or MasterCard _____ Exp. _____

TOTAL \$ _____