



# Appalachian Hardwood *Sustainable & Legal*

Monthly newsletter of Appalachian Hardwood Manufacturers, Inc.

## AHMI Promotes Solid To Furniture, Flooring Shows In April

Appalachian Hardwood Manufacturers, Inc. will educate secondary manufacturers about the continued benefits of Solid Appalachian Hardwoods at two major events in April.

The association will be participating in the Spring High Point Furniture Market on April 16-21 in High Point, NC, and the National Wood Flooring Expo in Charlotte on April 27-29. These are two key markets for hardwoods and have had particular challenges in recent years with competition from low-cost alternatives.

AHMI will showcase its messaging on the sustainability of Appalachian Hardwoods with the volume of hardwood used in a dining room suite or to floor a home growing back in the forest in less than a minute. Manufacturers will also learn about the sequestration of carbon inside solid hardwood for its life cycle.

Research shows these issues are becoming more important to today's consumers who want to know what is in the products they are buying and where the materials are sourced. Solid Appalachian Hardwoods have a positive response to both.

For more information on either of these events or to participate with us, please contact Tom Inman at the AHMI office.

## Appalachian Hardwood Furniture Maker To Speak At Conference

WHITE SULPHUR SPRINGS, WV - Solid Appalachian Hardwood furniture manufacturing leader Gat Caperton of Gat Creek Furniture has agreed to share the success of his company at the 2016 Appalachian Hardwood Manufacturers Inc.'s Summer Conference.

The Berkley Springs, WV, company actively supports the responsible management of forests and understands the importance of sustaining biodiversity. Caperton promotes locally sourced materials and production and uses Solid Appalachian Hardwoods from the region.



"We make beautiful furniture that has a useful life cycle in excess of 50 years," the company's website boasts. "Because solid wood allows for better joinery & reparability, our products typically outlast those constructed with other (materials). Our product is reusable and releases no toxins at its end of life."

The AHMI Summer Conference is scheduled for July 24-26 at The Greenbrier in White Sulphur Springs, WV. Registration materials will be mailed soon.

April 2016

Appalachian Hardwood Manufacturers, Inc.  
P.O. Box 427, High Point, NC 27261  
T. 336-885-8315 | F. 336-886-8865  
info@appalachianwood.org | www.appalachianhardwood.org



## *The way I see it...*

By Tom Inman, AHMI President

...solid hardwood is gaining attention in the furniture industry.

The Spring High Point Furniture Market starts on Saturday and an estimated 50,000 people will attend. These include more than 1,200 companies exhibiting furniture and accessories from around the world in 12 million square feet of showroom space.

One trend that is garnering attention this year is solid wood. AHMI member Vaughan-Bassett Furniture is introducing a group in oak, cherry and maple SOLIDS. The company had gone to 100 percent panel products two years ago.

Company leaders hope the designs will compete with Amish furniture from Ohio that has grown substantially over the past five markets. VB plans to ship orders in 10-14 days (see story page 4).

AND the Amish companies are moving into more contemporary designs in solid wood. Simply Amish introduced its 200North line in the fall made with solid walnut, cherry and maple.

Even Ashley Furniture is promoting its solid wood line called the Naturals collection. While not a lot of American hardwood, the company is marketing the value and appeal of solid wood.

The AHMI promotion "Know What's In Your Home" is timed to help consumers investigate the materials that are used to build products for their homes. As our research and obviously many furniture makers have found, consumers like and desire solid hardwood.

We want to help them find it and a new tool on our website does just that. A consumer visiting [www.appalachianhardwood.org](http://www.appalachianhardwood.org) can find furniture, cabinet, flooring, millwork and other members of AHMI that make products from Solid Appalachian Hardwoods. In a few seconds they are directed to our members websites where their full line of products are on display.

We have received dozens of requests in the past few weeks from people seeking more information on Solid Hardwoods. I am sure these requests will generate new sales for members and their customers in the coming days.

## 2016 Resource Guides Delivered To Buyers

The 2016 Appalachian Hardwood Verified Sustainable & Legal Resource Guide was mailed recently to more than 7,000 hardwood lumber consumers and emailed to more than 15,000 international buyers.

The Guide is the membership directory for AHMI and includes company and contact information for all membership divisions. Additional copies will be distributed at the International Home Furnishings Market in High Point and will be given out at the National Wood Flooring Show, and other events throughout the year.

If you need copies for your staff, please contact AHMI. The electronic version is available online at [www.appalachianwood.org](http://www.appalachianwood.org) and follow the link for Resource Guide.

The data is also available on our mobile APP.

Members are reminded that 2016 Appalachian Hardwood Verified Sustainable 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.

## AHMI Mourns Passing Of Ken Morris

WAYNESVILLE - AHMI is sad to report the recent death of Kenneth Morris, a long-time salesman for Corley Manufacturing and active AHMI participating member.

Morris died on March 30, 2016 and was 70. He was born in Murphy, NC, and was a US Marine veteran who served two tours in Vietnam.

He is survived by his wife of 48 years, Sandra Setzer Morris; his daughter Brandi Morris Wheeler (Mike) of Manning, SC; two grandchildren; one great-grandchild; and a sister.

Memorials may be made to either Shriners Hospitals for Children, 950 W. Faris Road, Greenville, SC 29605 or St. Jude Children's Hospital, 262 Danny Thomas Place, Memphis, TN 38105.

# AHMI Seeks Poplar For AHEC London Design

Appalachian Hardwood Manufacturers, Inc. is assisting the American Hardwood Export Council in seeking Appalachian Poplar for the first ever use of industrial size hardwood CLT panels.

AHEC Europe believes there is a significant opportunity to create a volume market for low grade Poplar in Europe and elsewhere in the structural markets through the introduction of hardwoods into the exploding the Cross Laminated Timber (CLT) industry.

Since AHEC's Endless Stair project in 2013 (which used small experimental Poplar CLT panels) the staff has been in discussions with European Cross Laminated Timber (CLT) producers and have successfully negotiated with Merk Timber (near Munich) to trial and produce the first ever industrial hardwood CLT panels.

It is believed that there is huge market potential for these products if the resources are introduced in the market. Merk currently produces 45,000 cubic meters of CLT each year.

AHEC expects the resulting publicity to generate more than \$2 million of free coverage in target media worldwide. It will address all the current constraints in the EU MAP program

It is predicted it will lead to the commercial use of Poplar CLT, which could consume significant

quantities of American hardwoods within a time frame of 2-5 years.

The product will be made for the London Design Festival and will showcase Poplar in high performance structural timber elements. While some limited use of hardwood glulam and LVL has taken place in Europe, hardwood CLT is not yet established as a commercial product.

There have been numerous discussions with architects and some of Europe's leading CLT producers. Merk Timber is prepared to run trials and produce large commercial panels in Poplar.

AHMI and AHEC are seeking lumber donations for this project. Requirements are:

Species: tulipwood (yellow poplar)

Thickness: 4/4" (KD 8-10%)

Quality: 1#C, 2#C & 3#C grades (no unsound knots, no pith or splits and no color restrictions)

Lengths: 10ft (with falling 9fts) and longer

Widths: ripped to 100mm and 140mm (packaged separately). These can be accepted in random widths with minimum waste.

The donations will be coordinated at a central location and shipped to Germany. If you would like more information or can contribute to the project, please contact Tom Inman at (336) 885-8315 or [tom@appalachianwood.org](mailto:tom@appalachianwood.org).

---

## Carr Symposium Challenges Students

The first Mitchell O. Carr Symposium at Virginia Tech attracted more than 100 students in the university's wood science, architecture and building construction programs to learn about wood.

Mitch Carr, a retired successful wood products entrepreneur and owner of Shenandoah Forests Inc., initiated the two-day event in hopes to bring together students from the related programs. University faculty challenged the teams of students to design and build a truck camper from wood.

There were five teams with very unique concepts. The winners were given cash prizes.

The symposium included presentations on sustainability, characteristics of wood and design.



(From left) VT's Dean of the College of Natural Resources Paul Winistorfer, Mitch Carr and VT's Dean of the College of Architecture Jack Davis

## Vaughan-Bassett Returns To Solids

Vaughan-Bassett Furniture will unveil a new solid wood line this week in High Point called Artisan & Post. It could ultimately include 300 SKUs — one of the company's largest introductions ever — and more importantly returns Vaughan-Bassett into solid wood bedroom.

The company wants to compete with the growing Amish resources that offer similar quality and options. The new designs in Oak and Cherry will be delivered in 10- to 12 days from the order.

Company President Doug Bassett said the challenge is finding the right customers to buy a line that is from 10% to 25% higher in price than veneered products.

“There particularly are retailers who do extremely well selling solid wood furniture that may not be buying anything from Vaughan-Bassett, and that are the proper accounts for this,” he said, noting that current sales efforts are largely focused on price versus a step-up solid wood story.

Vaughan-Bassett had a 7.8% increase in sales last year and net income of nearly \$3.4 million.

## LEED Accepts Other Certification Schemes

The U.S. Green Building Council (USGBC) recently announced a pilot program to change the LEED rating system for wood products and paper, which provide for recognition of all forest certification systems.

The changes accept the Sustainable Forestry Initiative, Tree Farm, and other PEFC endorsed standards. Previously only Forest Stewardship Council (FSC) certified materials received credit under the LEED rating system for wood products used during construction and paper products used during the operation and maintenance.

This is a major change by USGBC, which had maintained a FSC-only policy since the inception of the LEED rating system. LEED is considered the premier green building standard and is often cited by the environmental community as the most progressive on forest management issues.



CONSUMER

## Century Furniture Receives OSHA Award

HICKORY, N.C. — The Occupational Safety and Health Administration has recognized Century Furniture's largest plant for its injury and illness prevention programs.

Century's Plant 3 joins fewer than 200 North Carolina companies in achieving SHARP (Safety and Health Achievement Recognition Program), and is the only furniture manufacturer to do so.

SHARP is a level of recognition given by OSHA and signifies an on-going and prolonged effort to provide a safe and better working environment for employees through workplace improvements and communication.

“Our operations team works tirelessly to create the best working environment with continuous projects to improve how we do things,” said Keith Nichols, plant manager for Century. “Insuring the safety and health of our employees is one of our highest priorities. This recognition demonstrates our commitment to that.”

USGBC created a pilot 'alternative compliance path' in the LEED rating system, which allows builders to earn credits for using wood certified by any credible certification system recognized by ASTM International, the global leader in development of voluntary and consensus based standards. ATFS, SFI, PEFC and FSC are all recognized by ATSM.

For builders to earn credit under this alternative compliance path, 100% of the wood used in the project must come from legal sources, with at least 70% from responsible sources, which includes wood from ATFS, SFI, PEFC, FSC or other responsible sources. In addition, builders must have 25% of the cost of their permanently installed building materials (the structure itself) come from certified sources, including ATFS, SFI, PEFC and FSC.

# Federation Monitors Container Weight Issue

By Dana Lee Cole

**Hardwood Federation Executive Director**

An emerging issue for the entire manufacturing and shipping community is the new Safety of Life At Sea (SOLAS) requirements that will take effect July 1. SOLAS is an international convention administered by the International Maritime Organization (IMO) under the authority of the United Nations. The U.S. is a member of the IMO and one of 162 signatory nations to SOLAS.

SOLAS is regarded as one of the most important international treaties concerned with the safety of mariners aboard merchant ships. It was first passed in 1914 in response to the sinking of the RMS Titanic earlier in that same year. SOLAS also regulates the number of lifeboats vessels are required to have, general emergency preparedness and continuous radio watches.

The IMO cites concerns about inconsistency of international weighing practices as the primary driver of recent changes. Over or under estimating the weight of cargo can cause serious accidents, in port and on the high seas. The amendments to SOLAS have been on the books, but are only now receiving attention from U.S. exporters as the compliance deadline looms. The new specifications will require shippers to physically weigh containers and their contents before being loaded at the port of origin. Enforcement of this requirement begins July 1, 2016.

The key issue is the new obligation requiring shippers to transmit to terminal owners and vessel operators the "verified gross mass" or VGM of each container. Two methodologies are provided under SOLAS for measuring VGM:

1. Weighing the filled container, which the shipper may or may not own; or
2. Adding up the weight of the packaging and goods, plus the TARE weight-empty weight of the container.

One of the primary wrinkles causing angst is the exactness to which shippers will be held accountable to their weight declarations. As we know, forest products can accumulate moisture content in certain climates. To date, the Coast

Guard, which is on point for enforcing the new requirement, has been silent on the tolerances that will be allowed for weight variations. The UK model for implementation allows for a 5 percent variance, but Coast Guard officials have not yet committed to variances.

Another concern is uncertainty around the tare weight. Shippers typically reference the empty container weight from the label that is imprinted on the door of the container. However, as we know, these containers are often repaired (particularly the floors) or reinforced with steel after they have been in use, which obviously renders the container manufacturer's printed label inaccurate.

The bottom line is that shippers are concerned that their load will be pulled from the line at the port and not allowed to be loaded if weight numbers do not line up exactly. There are a host of other concerns as well, derived in large part to lack of information from the enforcement bodies.

We are hearing that ocean carriers are starting to take ownership of working with shippers to facilitate container weight reporting and making tare weight of containers available to the shipping public. This is encouraging as we are seeing some movement in a positive direction on this issue.

The implementation date of July 1, 2016 is set and is not likely to be extended. An official with the Federation of National Associations of Shipbrokers and Agents' (FONASBA), a group at the center of this issue, had this to say about the upcoming container weight deadline:

"The shipping lines are adamant that from that date containers presented for loading without a certificate of verified gross mass will not be carried onboard their vessels and no amount of posturing by shippers or, in some cases national authorities, will change that."

Make sure you do not get caught unaware or unprepared! Your Federation team is ramping up on this issue and participating in shipper coalition meetings to identify opportunities where we can be helpful.

We will keep you regularly apprised of developments.

## 6 - April 2016 - Appalachian Sustainable ISK Biocides Releases Expanded Website

ISK Biocides recently announced an expanded new website designed to provide a more user-friendly experience and encompasses ISK's complete line of products at [www.iskbiocides.com](http://www.iskbiocides.com).

According to Lance Johnson, National Sales Manager for ISK Biocides, "Whatever the lumber treatment or application, our goal is to make it faster and easier for customers to find exactly the right product for their wood protection."

For more streamlined and efficient navigation, product information is categorized under three main sections: Industrial, Residential and Custom Solutions. Visitors can locate individual ISK product pages grouped according to a specific application or lumber treatment.

ISK offers 25 different product formulations in all, ranging from proven mold and sapstain control treatments, brighteners, end coatings, paints, waxes and insecticides, residential exterior/interior wood preservative and stains. Each product page provides relevant features and benefits, along with easy-to-read quick facts. In addition, most product pages include links to downloadable Product Data and Safety Data Sheets.

## Kiln Drying Short Course Set In PA

Penn State University and the Keystone Kiln Drying Association will sponsor the Kiln Drying of Hardwood Lumber Short Course on July 19-21 at the Livestock Evaluation Center, 1494 West Pine Grove Road, Pennsylvania Furnace, PA 16865

The course will include lectures, demonstrations, and hands-on experience. Wood moisture relations, kiln operation, lumber handling and storage, and drying schedule preparation will be emphasized in relation to drying of hardwood lumber.

This is a basic course designed for Kiln Operator Trainees, Plant Managers and Supervisors. No previous drying experience is needed.

Registration Deadline: Tuesday, July 12. For more information, contact Penn State University Extension at [ExtensionRegistration@ag.psu.edu](mailto:ExtensionRegistration@ag.psu.edu).

## AHMI Promotion & Trade Show Activities

Appalachian Hardwood Manufacturers, Inc. will attend / display at the following meetings and other events to promote member companies:

April 16-20: **High Point Furniture Market**, High Point, NC

April 18: **American Society of Furniture Designers**, High Point, NC

April 27-29: **NWFA Expo**, Charlotte, NC

May 5-8: **Appalachian Lumbermen's Club Beach Meeting**, Myrtle Beach, SC

May 13-14: **EXPO Richmond 2016**, Richmond, VA

June 2: **Western NC Timber Conference**, Asheville, NC

July 24-28: **AHMI Summer Conference**, The Greenbrier, White Sulphur Springs, WV

Aug. 24-28: **International Woodworking Fair**, Atlanta, GA

Sept. 13: **Appalachian Lumbermen's Club**, Johnson City, TN

Sept. 20-22: **Hardwood Federation Fall Fly-In**, Washington, DC

Sept. 26: **Penn York Lumbermen's Club**, State College, PA

Oct. 5-7: **NHLA Convention**, Washington, DC

Oct. 10-11: **KCMA Conference and Tours**, Greensboro, NC

Oct. 19-21: **AHEC European Convention**, Copenhagen, Denmark

Oct. 22-26: **High Point Furniture Market**, High Point, NC

Nov. 2-3: **Hardwood Lumber Outlook**, Princeton, WV

For more information about these events, please contact [info@appalachianwood.org](mailto:info@appalachianwood.org)

