



Appalachian Hardwood Sustainable & Legal

Monthly newsletter of Appalachian Hardwood Manufacturers, Inc.

Certified Appalachian & Log Grades Detailed

Appalachian Hardwood Manufacturers, Inc. will begin celebrating our 90th Anniversary at the 2018 Annual Meeting on Jan. 17-21 at the JW Marriott, Marco Island, FL.

The conference will include a look back at our history and then forward with new programs to help exporters and new designs in solid hardwood. The program is finalized and offers information that will be valuable to sawmills, distribution yards, secondary manufacturers and foresters.

The business sessions are:

Log Grading System - As log exports rise, the Hardwood Research Center at West Virginia University has developed a log grading system to help sellers and buyers better understand the material. HRC's Curt Hassler will explain the proposed initiative.

Certified Appalachian - AHMI will introduce its certification program for hardwood logs and lumber from the region. The brand has tremendous value around the world and this audited program will certify origin and sustainability.

Exim Bank In 2018 - EXIM Bank's export credit insurance provides business with the confidence necessary to enter new foreign markets, gain new customers and boost sales. Director Sharyn Koenig will discuss new programs for 2018 which include broker/lender assistance and a revamped export promotion program.

Solid Hardwood Furniture Design - American Society of Furniture Designers President



2018
Annual
Meeting
Jan. 17-21
JW Marriott
Marco Island, FL

Catina Roscoe will discuss the growing emphasis on solid hardwood furniture. Her firm, Catina Unlimited Design, was a finalist for the prestigious Pinnacle Award at the High Point Market.

90th Anniversary of AHMI - The association marks 90 years in 2018 and we will look back at the successes and people.

Elect Officers and Trustees - New officers and trustees will be elected for 2018-19.

There will be golf tournaments at The Rookery and Hammock Bay Golf Courses. Both have more than 7,100 yards in length with fast greens and pristine turf conditions.

There will a fishing tournament on Friday in the Gulf of Mexico. GoFishMarco will take teams out to try their luck and a chance at prizes.

AHMI will plan the Fun on the Beach for Saturday afternoon to relax and enjoy the beautiful beach at Marco. Each evening we have scheduled outdoor receptions to watch the sunset!

This is the third visit to Marco Island for AHMI and the first since the property became a JW

(See Meeting on page 3)

December 2017

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The way I see it...

By Tom Inman, AHMI President

...AHMI completes its 89th year in 2017 with successful promotions and marketing efforts aimed at lumber buyers from around the globe.

We have reached thousands with our Sustainable and Legal programs for 10 years. Coupled with our messaging on the beauty, quality and availability, consumers understand that resource origin makes a difference.

AHMI staff and our members have built this Appalachian brand for the past nine decades and it continues to pay dividends. Buyers are requesting Solid Appalachian lumber for furniture, flooring, millwork and custom cabinetry.

The Appalachian resource has value because manufacturers and consumers understand the quality and diversity of trees that grow here. We are now marketing to our fourth generation of buyers who may not always understand that and need the opportunity to see Appalachian species perform in their products.

AHMI is expanding its trade show and exhibit attendance with booths or direct marketing at furniture, flooring and industrial material events in 2017 and 2018. The Board of Trustees recognizes the changes in the marketplace.

We know that social media is THE tool to reach these new and younger buyers and get their attention. AHMI has contracted with social media specialist Spencer Walters to develop and maintain our programs.

We have dozens of followers who receive a weekly feature on an AHMI member company. This week it is Forestry Division member Coastal Timberlands. The articles provide an overview of the company and are featured on Tuesdays and Thursdays each week.

We have other tweets about events, species, hardwood uses and more. We invite you to follow us on Facebook at <https://www.facebook.com/AppalachianHdwd> and Twitter <https://twitter.com/AppalachianHdwd>

Please follow us today and share our accounts with others in the hardwood industry to get our Solid Appalachian Hardwood message out. If you need help, please contact our office.

ELD Compliance Begins Dec. 18

By Matt Budzick, ISE Fleet Services

The FMCSA electronic logging device (ELD) rule begins its compliance phase on Dec. 18 and was created to help facilitate a safer work environment for carriers and drivers, and make it easier, faster, and more accurate to track, manage, and monitor records of duty status.

Many people have yet to make a decision so it's important to consider the effects on you, your business, and your fleet if you choose to wait to purchase an ELD. With just days to go until the deadline, please consider that you may have less options available, the installation time and training and inspections during relaxed enforcement.

With the announcement of the mandate, many companies have popped up within the last year, offering ELD related solutions. Choose an experienced vendor with at least several thousand customers that can verify and prove any claims the company makes.

It's important that the vendor has a good track record. Have their customers survived audits? Have they carried out rule changes without disrupting customer operations?

Already have an AOBDR? Just make sure your solution will be upgradable by Dec. 16, 2019, as all carriers and drivers subject to the rule must use certified, registered ELDs that comply with requirements of the ELD regulations by that time. The vendor you choose should have a plan in place to get to ELD before the deadline.

As one of many vendors in a competitive landscape, ISE Fleet Services provides fleets an ELD, that is easy to install, easy to train on, and easy to use through an intuitive user interface. Its commercial-grade telematics platform, eFleetSuite, includes robust safety and compliance applications such as Electronic Driver Logs and Driver Vehicle Inspection Reporting applications.

If you're looking for help, please reach out to me mattbudzick@isefleetservices.com, 937-776-3888 and I can assist you with finding the best solution, even if it's not our own. For more information visit: <https://store.isefleetservices.com>.

Meeting from page 1

Marriott in 2016. It is set on three miles of private white sand beach on the Gulf of Mexico.

The resort is completing a \$320 million renovation, providing guests with luxurious accommodations, 10 restaurants, the Spa by JW® and two 18-hole championship golf courses.

The resort has three pools and a wide beachfront. There are endless opportunities for relaxation and fun with kayaks, wave runners, sailboats and other activities.

The Ladies are invited to a Brunch on Friday, Jan. 19 at 11 a.m. at the home of Mrs. Pat Crites. She has hosted this for several years and is a special time for the ladies.

There will be a beach buffet on Saturday evening as we join together for dinner and mark the changing of leadership for the Board of Trustees. Please bring your casual beach attire for this fun time. We had a similar dinner at the 2017 Summer Conference for the group and it was a great success.

The agenda is beside this story on page 3 and a registration form is on page 6 of this newsletter. Please make your flight arrangements today to the Fort Myers / Southwest Florida International Airport.

There is car service available to the hotel from Naples Transportation and you can schedule online at nttreservations.com/appalachian.php

Registration can be completed using the form on page 6 or online at www.appalachianwood.org/meetings.htm and follow the link to Meeting Registration. There is a separate fee for members and guests.

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

Make room reservations at the JW Marriott by calling (239) 394-2511 from 9am-5pm M-F before Dec. 17. Ask for the Appalachian Hardwood block.

You may also make room reservations at <https://aws.passkey.com/e/49080385>.

2018 Annual Meeting Agenda

Wednesday, Jan. 17

6 p.m. Early Bird Reception

Thursday, Jan. 18

Morning activities on your own

3 p.m. AHMI Board of Trustees Meeting

6 p.m. Welcome Reception on the Beach

Dinner on your own

Friday, Jan. 19

8:30 a.m. General Session

1) Solid Hardwood Furniture Design

2) ExIm Bank Programs For 2018

3) Certified Appalachian

11 a.m. Ladies Brunch at home of Mrs. Pat Crites

12 p.m. Fishing Tournament in the Gulf of Mexico

12 p.m. Golf Tournament at The Rookery

6 p.m. Friday Reception on the Beach

Dinner on your own

Saturday, Jan. 20

8 a.m. Producers Meeting for all Producer members to discuss sawmill issues

8 a.m. Distributors Meeting for all Distributor members to discuss yard issues

9:15 a.m. General Session

1) Log Grading Rules

2) AHMI 90 Anniversary

3) Election of Officers & Trustees

12 p.m. Golf Tournament at Hammock Bay

1:30 p.m. Fun on the Beach

6 p.m. Saturday Reception and Chairman's Casual Beach Buffet

Sunday, Jan. 21

8 a.m. Fellowship of Christian Lumbermen Meeting

ENJOY SOUTHWEST FLORIDA



4 - December 2017 - Appalachian Sustainable

Wood Pro Expo Set For SE Manufacturers

The Woodworking Network is bringing its Wood Pro Expo to Charlotte, NC as part of a further expansion its regional trade shows.

Registration is now open for the event, which will be held at the Charlotte Convention Center Feb. 14-16. WPE will feature industry education, an exhibit hall with operating machinery and leading wood products and supplies and focused networking opportunities.

Wood Pro Expo will attract buyers looking for business partners in the industry to a professional, productive supplier/manufacturer event. Launched in 2014 in Baltimore, the show moved in October 2017 to Lancaster, PA, and now moves to Charlotte. It returns to Lancaster in October 2018. Search Wood Pro Expo 2018 for details.

AHEC Projects Win UK Wood Awards

The American Hardwood Export Council recently announced that four projects using American hardwoods have won at the annual Wood Awards, the UK's premier competition for excellence in architecture and product design in the world's only naturally sustainable material.

The judges chose **Maggie's Oldham** as a winner for Education and Public Sector because it is a world-first project that pushes the boundaries of hardwood using tulipwood and white oak.

The judges chose **The Smile** for the Structural Award for its impressive and complex engineering which was masked by the ease with which the project rests in place again using tulipwood CLT.

The furniture and product judges selected the **Narin Chair** by David Irwin for Case Furniture was selected as the Production Made winner. It is made of white oak and walnut.

The Student Design winner was Mark Laban's **Rustic Stool 1.0** made of Hard Maple.

The Awards recognize, encourage and promote outstanding design, craftsmanship and installation using wood.

AHMI Trade Show / Meeting Activities

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

Dec. 14: **CLT Conference**, Washington, DC

Jan. 9, 2018: **Appalachian Lumbermen's Club**, Hickory, NC

Jan. 17-21: **AHMI Annual Meeting**, Marco Island, FL

Feb. 6-8: **IHLA Convention**, Indianapolis, IN

Feb. 12-13: **Hardwood Federation**, Washington, DC

Feb. 14-16: **Wood Pro Expo**, Charlotte, NC

Feb. 28-March 1: **Ohio Forestry Association**, Dublin, OH

March 13: **Appalachian Lumbermen's Club**, Greensboro, NC

March 21-23: **HMA National Conference**, Greenville, SC

April 11-14: **NWFA Flooring Expo**, Tampa, FL

April 14-18: **High Point Furniture Market**, High Point, NC

May 3-6: **Appalachian Lumbermen's Club**, Myrtle Beach, SC

June 21-22: **AHEC Asia Convention**, Xi'An Shaanxi, China

Oct. 2-4: **NHLA Convention**, Toronto, Canada

Oct. 13-17: **High Point Furniture Market**, High Point, NC

AHMI Guide Info Due 1/31/18

HIGH POINT - Appalachian Hardwood Manufacturers, Inc. mailed its 2018 Membership Dues and Appalachian Hardwood Legal & Sustainable Resource Guide information recently. The deadlines for both are Jan. 31.

The Guide is distributed to thousands of lumber buyers around the world. It lists members, locations, contacts, equipment, and species. There is also an opportunity to advertise and promote specific details about your company. It is emailed to 12,000 international buyers.

Colonial Williamsburg Opens Saw Pit

The newly completed and commissioned saw pit has opened at Colonial Williamsburg's relocated carpenters' yard. The pit was constructed through donations spearheaded by PLM Insurance and assisted by several Appalachian Hardwood Manufacturers, Inc. member companies.

A saw pit was dug out and logs were positioned over it and sawed with a long two-handled saw by two men, one standing above the timber and the other below. It was used for producing sawn planks which could then be cut into boards, pales, posts, etc.

Many saw pits operated in 18th-century Virginia because of the large demand for well-sawn timbers and boards at the Portsmouth naval yard. It is estimated there were 60 teams of sawyers that worked in the area daily.

Reviving the art at Colonial Williamsburg took both time and determination. Of the two positions, the pit man is considered the somewhat easier job. Both men can help guide the saw as it moves, but the top man's bigger handle steers the most and is called the "tiller."

Carefully plumbing the timber to be cut is essential to not only the regularity of the board but also ensuring that gravity pulls the teeth of the 10- to 12-pound blade squarely through the wood fibers.

Experienced sawyers learn quickly to push and pull with as much of their bodies as they can, too, and most good ones rock back and forth slightly as they work in order to enlist as many muscles as possible.



Saw pit structure at Colonial Williamsburg



Two men worked saw vertically before machines

Despite its virtual disappearance in America, so enduring is the pit saw in developing nations that pit saws are still produced today.

ITC Places High Tariffs On Chinese Plywood

WASHINGTON, DC – The International Trade Commission (ITC) issued its final determination this week, activating significant tariffs - nearly 200 percent - on some imports of Chinese hardwood plywood, voting 4-0 that the domestic industry is materially injured, or threatened with material injury, by dumped and subsidized imports.

The trade group Coalition for the Fair Trade

of Hardwood Plywood, which initiated efforts to get tariffs on Chinese plywood twice before, commended the unanimous decision by the ITC, as "meaningful relief" for the U.S. hardwood plywood manufacturers. The Coalition says 42 mills have closed, many more have had to reduce capacity, with a loss of 52,000 jobs in the U.S., and \$2 billion in wages.

Registration

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 complete the credit card information below by December 17, 2017 and mail to AHMI, P.O. Box 427, High Point, NC 27261.



**AHMI
Annual Meeting
Jan. 17-21, 2018
JW Marriott
Marco Island, FL**

MEETING REGISTRATION FEES

AHMI MEMBER - \$420 per person
 AHMI MEMBER SPOUSE - \$300
 CHILDREN 10 & older - \$225

GUEST - \$495 per person
 GUEST SPOUSE - \$375
 CHILDREN UNDER 10 FREE!

If you will not be attending buffet dinner on Saturday, please contact the AHMI office. Full registration will be refunded on cancellations received by December 17, 2017. Cancellations received after that time will be subject to 50% forfeiture.

PLEASE REGISTER THE FOLLOWING FOR AHMI'S ANNUAL MEETING

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

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

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

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

Company: _____

Address: _____

City/State/Zip: _____

GOLF TOURNAMENTS 12 p.m. each day (incl. lunch, shuttle, range balls, gratuities)

Name: _____ FEE: \$ _____

Please check: Friday at Rookery \$295 Saturday at Hammock Bay \$295

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FISHING TOURNAMENT 12 p.m. Friday (Shuttle from hotel for 4-hour fishing trip, includes boxed lunch, tackle, bait, license, gratuities) One of six slots on multiple chartered boats

Name: _____ FEE: \$175

Name: _____ FEE: \$175

Optional Events I / We will attend (included in registration fee)

- Early Bird reception Wednesday, Jan. 17 at 6 pm
- Ladies Brunch Friday, Jan. 19 at 11 a.m.
- Beach Fun & Drinks, Sat., Jan. 20 at 1:30 pm

Total _____

**Car service to resort/airport from
Naples Transportation**
[https://ntreservations.com/
appalachian.php](https://ntreservations.com/appalachian.php)

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9:15 a.m. General Session

12 p.m. Golf Tournament

1 p.m. Fun on the Beach

6 p.m. Saturday Reception

Sun., Jan. 21

7:30 a.m. Fellowship of Christian

Lumbermen

Enjoy Marco Island

Credit Card

Number _____ Exp. _____ Code _____ Billing Zip _____

Check # _____ Received _____