

# Appalachian Hardwood *Sustainable & Legal*

Monthly newsletter of  
Appalachian Hardwood Manufacturers, Inc.

January 2018



## Solid Furniture Designs, ExIm Bank Plans Rise

Appalachian Hardwood Manufacturers, Inc. members have the chance to learn about four new programs in 2018 that will assist in solid lumber sales around the world.

The 2018 Annual Meeting of AHMI is set for Jan. 17-21 at the JW Marriott, Marco Island, FL. While just three weeks away, registration remains open until Jan. 5.

The program is finalized and offers information that will be valuable to sawmills, distribution yards, secondary manufacturers and foresters. The business sessions are:

**Solid Hardwood Furniture Design** - American Society of Furniture Designers President 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.

**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.

**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.

## 2018 Annual Meeting Speakers Detail Benefits For Hardwood Producers AND Distributors

Marco Island, FL Forecast 1/17-1/21/18

WED 1/17	THU 1/18	FRI 1/19	SAT 1/20
72° /55°	74° /50°	73° /56°	71° /55°
Mostly sunny	Sunny	Mostly sunny	Sunny

**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 term.

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!

We will have a buffet dinner together on Saturday evening to celebrate the 90th Anniversary. Please view the agenda on page 3 of this newsletter for more details on each of the daily activities and locations.

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

**(See Meeting on page 3)**

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

By Tom Inman, AHMI President

...the new year is starting out "Happy" for most Appalachian hardwood Producers. In conversations throughout December, many sawmills reported good log supplies and plans to take off for just one day for Christmas and New Year's.

Operating means that business is good. Markets continue to be stable with cooling for Oak and Poplar and rising for Hard Maple and Cherry.

The Chinese New Year has export shipments down for a few days but many expect that to pick back up where it left off. That forecast is optimistic as historically there is a decline in pricing when Asian buyers return. We will see.

Demand for logs has not decreased and mills continue to receive inquiries for Hickory and Oak. Mill owners are charting their best course for profits through the mill or from the log yard.

That has many distributors and secondary manufacturers concerned for supplies in the New Year. Many published forecasts have projected tighter hardwood lumber supplies domestically and increased competition in overseas markets from American hardwood lumber that is processed there.

This is an area that will warrant watching in 2018 and discussion as the year progresses.

As I stated last month, 2017 was another great year for Appalachian Hardwood Manufacturers, Inc. I encourage you to read the recap on page 5 of this newsletter to see all that we accomplished.

I hope you will plan to participate with us in the AHMI Meetings and other events in the New Year where AHMI will exhibit or attend. We have exciting programs to introduce at the Annual Meeting in a few weeks.

I am glad we have the Meeting a month earlier so we can get started. It is going to be a very busy year!!

Please follow us on Facebook at <https://www.facebook.com/AppalachianHdwd> and Twitter <https://twitter.com/AppalachianHdwd> to learn the latest.

## Harassment Policies Need Attention In Every Workplace

As many employers recognize, adopting proactive measures may prevent harassment from occurring in the workplace. A recent report from the EEOC's Select Task Force on the Study of Harassment in the Workplace identified five core principles that are effective in preventing and addressing harassment:

- Committed and engaged leadership;
- Consistent and demonstrated accountability;
- Strong and comprehensive harassment policies;
- Trusted and accessible complaint procedures; and
- Regular, interactive training tailored to the audience and the organization.

The Report includes checklists based on these principles to assist employers in preventing and responding to workplace harassment. Although these practices are not legal requirements under federal employment discrimination laws, they may enhance employers' compliance efforts.

The cornerstone of a successful harassment prevention strategy is the consistent and demonstrated commitment of leaders to create and maintain a culture in which harassment is not tolerated. The policy should be regularly communicated to all employees and include:

- A statement that it applies to employees at every level of the organization, applicants, clients, customers, and other relevant individuals;
- An unequivocal statement that harassment based on legally protected characteristics is prohibited;
- A description of any processes for employees to informally share or obtain information about harassment without filing a complaint;
- A statement that employees are encouraged to report conduct that they believe may be prohibited harassment even if they are not sure that the conduct violates the policy;
- A statement that the employer will provide a prompt, impartial, and thorough investigation.

## January 2018 - Appalachian Hardwood - 3 2018 Annual Meeting Agenda

### 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. There are three pools and a wide beachfront and 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.

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](http://nttreservations.com/appalachian.php)

Registration can be completed online at [www.appalachianwood.org/meetings.htm](http://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 TODAY.** Ask for the Appalachian Hardwood block.



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

### 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

4 p.m. Registration

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

*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

7 p.m. Casual Beach Buffet

### Sunday, Jan. 21

8 a.m. Fellowship of Christian Lumbermen Meeting

*ENJOY SOUTHWEST FLORIDA*

**Car service to resort/airport from Naples  
Transportation**

<https://nttreservations.com/appalachian.php>

#### 4 - January 2018 - Appalachian Hardwood

## 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.

## AHMI Membership Dues & Resource Guide Deadlines

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

The dues are paid annually for members of the Distributor, Export, Consumer, Forestry and Supplier Divisions. The Producer members pay monthly based on lumber production. (*Export membership is for Producer and Distributor companies in addition to their primary dues.*)

The Resource Guide is distributed to thousands of lumber buyers around the world. It lists all AHMI members, facility 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 and promoted on the AHMI website.

Please return your materials by Jan. 31 to be included in all of the AHMI promotions. If you have questions, please contact the AHMI office at (336) 885-8315 or email to [info@appalachianwood.org](mailto:info@appalachianwood.org).

## 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:

Jan. 9: **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 7-9: **NWPCA Annual Conference**, Fort Lauderdale, FL

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

Sept. 24: **Penn York Club Meeting**, State College, PA

Sept. 25: **Pennsylvania Forest Products Association Meeting**, State College, PA

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

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

Nov. 13: **ALC Meeting**, Johnson City, TN

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## Follow AHMI On Twitter, Facebook

Appalachian Hardwood Manufacturers, Inc. invites you to follow us on Facebook and Twitter at <https://www.facebook.com/AppalachianHdwd> and <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.

# Appalachian Hardwood Successes In 2017

## PROMOTION

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- Marked the 10th Anniversary of the Appalachian Hardwood Verified Sustainable program with updated U.S. Forest Service data for the Appalachian Region as defined by AHMI. It verifies the sustainability of the Appalachian Hardwood resource has maintained a 2.4 to 1 ratio. Almost 75 percent of AHMI members are participating.
- Expanded the Appalachian Hardwood Verified Legal program to promote the legality of hardwoods from the region. Program provides documentations to customers proving legal ownership.
- Published 2017 Appalachian Hardwood Verified Sustainable and Legal Resource Guide with member information and advertisements. Guide is mailed to more than 8,000 wood consumers, distributed at trade shows and emailed to 12,000 buyers around the world.
- Participated in Spring and Fall International Home Furnishings Markets in High Point, NC, and the American Society of Furniture Designers Pinnacle Awards Banquet.
- Participated in 23 state, regional and national association meetings and trade shows as a speaker, exhibitor and attendee.
- Distributed hundreds of promotional brochures and wood sample kits to wood consumers, individuals, schools and civic groups.
- Financial support of the Hardwood Federation and the American Hardwood Export Council.

## PROMOTION - Export

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- AHMI staff participated in two trade shows in China.
- Met with US Commerce Department trade representatives to China
- Distributed trade leads to Export Division members.
- Member of the American Hardwood Export Council Executive Committee.

## EDUCATION

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- Assisted Hardwood Federation in legislative programs to U.S. Congress.
- Completed presentations at High Point University and North Carolina State University.
- Co-sponsored teacher education workshop in Tennessee.
- Scholarship to a West Virginia University student in the forestry program.
- Scholarship to Kendall School of Design students.

## MEMBERSHIP

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- Membership in AHMI was stable at 202 member companies.
- Three successful membership meetings.

## FORESTRY

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- Co-sponsored workshop on Sustainable Forestry Initiative certification.
- Advocate for active management of our Eastern hardwood forests through letter writing, visits with decision makers, and participation in pro-forestry groups.
- Staff is active with several state forestry associations and on the board of the North Carolina Forestry Association.



# Hardwood Federation Meets With Admin Leaders

*By Dana Lee Cole*

*Hardwood Federation Executive Director*

It often seems like there is a lot of shouting and not much listening in Washington DC these days. But there are opportunities to engage policymakers that do want to listen and it is important to take advantage of every such occasion.

On Dec. 11, the Hardwood Federation was invited to participate in a roundtable discussion convened by Ryan Zinke, Secretary of the U.S. Department of the Interior and Sonny Perdue, Secretary of the U.S. Department of Agriculture. Attending were U.S. Forest Chief Tony Tooke, Cong. Rob Bishop, Chairman of House Committee on Natural Resources, and Cong. Bruce Westerman, the only registered forester in Congress and the author of Resilient Federal Forest Act of 2017 (& 2015!).

The topic was wildfire and how the Agriculture and Interior departments can better work together to prevent and address fires on federal lands. There were associations and individuals concerned not only about the millions of acres being devastated by forest fire each year, but also dedicated to identifying new and existing methods of preventing the ignition and spread of forest fires.

Representatives from the American Forest Foundation, National Association of State Foresters, Forest Resources Association, Federal Forest Resource Coalition, American Forest Resource Council, the American Loggers Council, National Cattlemen's Beef Association, National Wild Turkey Federation, National Association of Home Builders, Rocky Mountain Elk Foundation, Association of Fish & Wildlife Agencies, Intermountain Forest Association, and Montana Wood Products Association were present and contributed.

A number of good ideas were raised during our time with the Secretaries and their staff. Everything from increasing communications between local, state and federal foresters and firefighters to increasing the use of technology to assess areas under threat to allow quicker action were discussed. The important role loggers can play in identifying and stemming fire spread was also raised.

Of primary interest to the Hardwood Federa-

tion, was the use and expansion of sustainable timber salvaging, harvesting and thinning practices to decrease the fuel loads on the ground which can prevent wildfires from occurring and help slow them once they start. This issue was discussed in depth and, as you would expect, and a point of agreement among the participants.

It was interesting to me that the Cattlemen have very similar issues to the forest industry. Fuel (in the form of dry feed grasses) collects on private, state and federal lands, however, clearing out these fuels from federal lands is difficult due to the rules and regulations governing grazing on these lands.

The struggles to identify and pass a funding fix to the fire suppression budget was talked about at length. While there are votes in the House to pass legislation, the Senate continues to struggle with multiple approaches. The group sent a strong message that fixing the funding mechanism without including management reform was not acceptable...and the Secretaries agreed.

I share this overview with you not to suggest that a solution is imminent, but to suggest that the hardwood industry has a wide and varied number of allies in our efforts to increase timber harvest levels, prevent devastating forest fires, and improve forest health. The industry does have a very open line of communication with two departments that have a strong personal and professional interest in our issues and are ready and willing to listen and to take action. And the conversation apparently did not stop at the door of the meeting room; Sec. Perdue had lunch with the President and Vice President at the White House following our meeting. Administration officials report they talked wildfires and Sec. Perdue recapped our roundtable discussion.

As Cary, Pat and I look forward to 2018, we will consider how we can further develop these relationships and share more of the Hardwood industry's perspective with Administration leadership. I have no doubt that we will be reaching out to AHMI members for thoughts and ideas...so be prepared! THANK YOU for your support and engagement in the Hardwood Federation in 2017!!