MISSION: To promote the distinct advantages of hardwoods produced in the Appalachian region of the United States, and to develop programs and services to help insure an adequate supply of wood resource for the purpose of helping members meet the needs of the public in general.
AHMI MEMBERS

Producers – Sawmills
Distributors – Yards & Wholesalers
Consumers – Secondary Manufacturers
Forestry – Industry & Consulting
Suppliers

Appalachian Hardwood Forest has 2.45 to 1 growth/removal ratio
Forecasts are Always Wrong
So Why Bother?
WHO IS BEST TO FORECAST?

INDUSTRY LEADERS
Sawmills
Distributors
Manufacturers
Wholesalers
STANDING INVENTORY

821 million acres of forests

Volume of live trees
“My sawmill is in Pennsylvania where more than 60 percent of the state is forested and it is growing. That will only continue and the trees will be there to be harvested well into the future. We’ve got the trees…”

- Bob Rorabaugh, Rorabaugh Lumber
“We have the timberland and are managing the resource sustainably. We have to inform the public that we have a product that grows. It reproduces and regenerates…”

- Mike Hoover, Neff Lumber Mills
GROWTH TO REMOVAL

Average annual growth, m³

GROWTH AND REMOVALS, m³

- growth: 17087 m³
- removals: 8095 m³
- net growth: 8992 m³
EXTRA! EXTRA!
READ ALL ABOUT IT!

GOOD NEWS!!!
“We have 69 million millennials coming into or already in the workforce. We need as an industry to educate these millennials to show them what they need to put in their homes and solid wood makes great products, that are healthy and natural...”

- Steve Houseknecht, Wagner Lumber Co.
“We will see more electronic or computer guided technological advancements that will require higher skilled technicians at the sawmill level or will require more support help coming from off site...”

- Steve Hamer, Jim C. Hamer Lumber Co.
“For three generations, my grandfather, JP Hamer, and father, JC Hamer, have discussed the future of breaking down a log into boards by laser-guided cutting systems. I think we will eventually see this happening with fully automated carriage systems, again controlled by sophisticated computer systems. ...”

- Steve Hamer, Jim C. Hamer Lumber
“You keep telling Johnny to stop playing so many video games, but that appears to be how you make a living.”
“There is a growing need for labor in this industry. We know about the logger shortages but other employees are harder and harder to find...”

- Mike Hoover, Neff Lumber Mills
LABOR
“I believe the future of the hardwood industry has the potential to be very bright. My greatest fear, however, is the rise of substitute products which are taking away market share from traditional hardwood products...”

- John Crites, II, Allegheny Wood Products
MARKETS
With its dark finish and sleek lines, the Shay queen poster storage bed incorporates a crisp, clean vibe in the bedroom. Though it's classic contemporary, it's also right at home among vintage furnishings. Two smooth-gliding drawers are a bedside dream. Mattress and foundation/box spring sold separately.

- Made of manmade wood
- Includes headboard, footboard, storage drawers, posts and rails
- Nickel-tone knobs
- Base with 2 smooth-operating drawers
- Assembly required
“The problem the industry faces is commodity pricing. In the internet age, the availability of information regarding producers and **pricing has tightened trading ranges**. Coupled with the growing Chinese influence in pricing, the industry is **suffering from a flat trading range and commodity style markets**…”

- Joe Pryor, Oaks Unlimited
A basic good used in commerce that is interchangeable with other commodities of the same type. The quality of a given commodity may differ slightly, but it is essentially uniform across producers.

- Investopedia
Forecasts are Always Wrong
So Why Bother?
NEW PRODUCTS
NEW PRODUCTS

UMass Design Building

- 87,000 sq. ft.
- $52 million
- Classrooms & offices
- Atrium & courtyard
- Set to open in November
NEW PRODUCTS

- 12-story timber construction
- Offices and residential
- Set to open in 2018

Oregon Tallest Timber Building
EPA’s Rule to Implement the Formaldehyde Standards for Composite Wood Products Act

Specifically, this rule will:

- Limit formaldehyde emissions from composite wood products that are sold, manufactured, or imported in the United States. Formaldehyde is found in the adhesives used in a wide range of composite wood products.
- Level the playing field for domestic manufacturers who have a high rate of compliance with the California standard and will ensure that imported products not subject to California’s requirements will meet the new standard.
- Set testing requirements to ensure that products comply with those standards.
- Establish a third-party certification program to ensure that composite wood panel producers comply with the new emissions limits.
Solid Hardwood Flooring

Crafted from one solid piece of lumber, solid wood flooring is available in a variety of sizes and species.
“We need to build personal relationships with our customers and suppliers so they can understand our unique qualities and we can personalize our products to meet their needs...”

- Joe Pryor, Oaks Unlimited
“So....we can personalize our products to meet their needs...”

- Joe Pryor, Oaks Unlimited
“How can I learn about your company’s needs if you keep interrupting me?”
“The future? I see nothing but growth, growth, growth...”

- Steve Houseknecht, Wagner Lumber Co.
Thank you

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