



October 2016

### A message from HMA's President

By Richard Wilkerson

I trust that everyone had a wonderful summer and most importantly some much deserved down-time and vacation. And now as we begin the fall season, I'm encouraged. Market conditions are mostly favorable, with the exception of some low-grade lumber items, and inventories of both logs and lumber are controlled and not excessive for most. Here's hoping that the remainder of 2016 will be financially sound for us all.

I recently participated in the **Hardwood Federation Fall Fly-In**, and was reminded once again just how important HMA's participation and financial support to the Federation is for the hardwood industry. Representing the HMA was Linda Jovanovich, Bob Miller, Julio Alvarez, Jamey French and yours truly. And if you've never had the opportunity to attend a Fly-In, it's quite an exhilarating experience.

For example, on Wednesday September 21, all of the hardwood industry participants, divided into smaller groups ranging from 1 to 5 persons, invaded the Senate and Congressional office buildings to seek out their home delegations. Dana Cole and the Federation staff had scheduled **over 70 meetings** for us - an impressive number for sure and an indication of their influence on Capitol Hill. The major topics and issues we worked included Federal Forest Management Reform, IRS Proposed Estate Tax Changes, Biomass Carbon Neutrality, Tall Wood Buildings and MAP Funding. Yes, we were busy.

I'm not certain where the Hardwood Federation ranks in terms of membership and budget, compared to other commodity based lobbying groups, but I dare say the Federation is among the most efficient and effective on Capitol Hill. And I encourage you, as an advocate for the HMA and the hardwood industry, to become more involved with the Federation and the very important work that they do, on our behalf. To ask how you may help or for questions regarding HMA's participation with the Federation, please contact Linda at the HMA office.

One final thought. **HMA's fall Regional Meeting**, which includes a Board of Directors meeting, is right around the corner and you will not want to miss the facilities tours and networking opportunities that await us in Binghamton. For the past several months, Linda and staff have provided plenty of meeting detail, so no need for me to reiterate. But I would like to thank HMA member tour hosts, Baillie Lumber, Greene Lumber Company and The Wagner Companies, for investing in the future and for opening the doors of their facilities to us. I look forward to seeing them and all of you, soon.

My best,

*Richard*

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## Joining the ranks of the HMA

HMA's membership roster just got a little longer. Join us as we welcome the sawmill operations of **Stella-Jones Corporation**. Director of Procurement Jason Dallas will serve as the company's main contact. And we're hoping that Jason, and others from Stella-Jones, will be in Binghamton for the Northeast Regional. If you would like to extend a personal welcome, contact Jason at [jdallas@stella-jones.com](mailto:jdallas@stella-jones.com) or 412.325.0202.

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## Still time to attend Northeast Regional

Hoping to see you in Binghamton, **October 19-20!** HMA member companies, along with industry friends, will be opening their doors for a first-hand look into their unique operations. So act now. Visit [www.HMAmembers.org](http://www.HMAmembers.org) for quick and easy online registration because you'll not want to miss this.

- **Tours** include Greene Lumber Company – Davenport, Wagner Lumber, Owego, Wagner – Nineveh, Unalam Company – Unadilla
- **Bus transportation** to the tour sites is available to **all** meeting participants – HMA members and industry suppliers. Be sure to indicate your preference when you register to attend.
- Wednesday's **dinner speaker**, Joseph Jenkins, will be sharing information important to the furtherance our industry. You'll not want to miss it.

And there is still time to sign on as a "**Regional Sponsor.**" It's a great way to differentiate your company. Simply call the HMA office, 412.244.0440, to get on board. And HMA will acknowledge your extra support throughout the meeting.

So, let's get this show on the road. See you in Binghamton!

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## Something for everyone in Binghamton

Prepare yourselves for some interesting after dinner conversation. Joseph Jenkins of the U.S. Department of Labor (DOL) will be joining us at the Northeast Regional Meeting to discuss the Federal Registered Apprenticeship (RA) program and how as an industry, we can work with the DOL, specifically the RA program, in order to fill our workforce needs. What's the program all about?

- "**Registered Apprenticeship** is a program of the United States Department of Labor that connects job seekers, looking to learn new skills, with employers looking for qualified workers.
- Employers, employer associations, and joint labor-management organizations, known collectively as "sponsors", provide apprentices with paid on-the-job learning and academic instruction that reflects industry needs.
- The goal of such instruction is to provide workers with advanced skillsets that meet the specific needs of their employers."

Perhaps you are aware of the RA program or have heard conflicting details at the state and local levels. This presentation is your opportunity to get the facts, and to learn how we all can work with the DOL to assist interested individuals in entering the hardwood industry workforce. Don't miss it.

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## Previewing National Conference & Expo 2017

Open your calendars please, and reserve March 22-24, 2017 for HMA's **National Conference and Expo**. We'll be convening at the **Francis Marion Hotel** in Charleston,

South Carolina, and all hardwood lumber producers and processors are invited to attend. That includes YOU!

### **On the Agenda**

As in past years, the event will feature speakers, panel presentations and roundtables on national and global economics, manufacturing and market trends, innovation and other topics of importance to the hardwood industry. Industry suppliers will showcase their 'latest and greatest' at the not-to-be-missed Expo. And evening receptions, along with other meal venues, will offer opportunities for networking and idea exchanges.

### **Hello, my name is ...**

The Southern Cypress Manufacturers Association (**SCMA**) and the Wood Component Manufacturers Association (**WCMA**) will also be in Charleston, once again conducting their annual meetings in conjunction with HMA's event. This means new faces! More contacts! The perfect opportunity to connect with key industry players!

### **"Building Bridges"**

Keep a close watch on your email, please. All of the **NatCon 2017** specifics, including invitation to exhibit and conference sponsorships, will be coming your way. And yes, Early-Bird Registration will soon be up and running at [www.HMAmembers.org](http://www.HMAmembers.org). If you have questions before then, do not hesitate to call the HMA office, 412.244.0440.

Oh, the theme for the event is **"Building Bridges."** Plan to join us in Charleston as we work to connect all industry stakeholders.

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### **Behind the scenes at [www.HMAmembers.org](http://www.HMAmembers.org)**

If there's anything worse than a stale cup of coffee, it's a sluggish website filled with lackluster content and yesterday's news. That's why HMA has its techno-savvy minions hard at work not only refreshing the look of [www.HMAmembers.org](http://www.HMAmembers.org), but also making the site more mobile-friendly.

The upgrade is going on right now, for the most part, behind the scenes. But should you log on and experience a temporary techno snag, please give the HMA office a quick call, 412.244.0440. That will allow us to make sure those minions aren't on an extended coffee break.

[www.HMAmembers.org](http://www.HMAmembers.org) is an effective way to communicate and share information with HMA members and all hardwood industry stakeholders. And very soon, all users will benefit from the site's improved functionality. Stand by.

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### **Investing in our Future**

Congratulations to **Jalen Hill**, the 2016-2017 recipient of the **Virginia Tech College of Natural Resources and Environment-Hardwood Manufacturers Association Scholarship**. Jalen is a senior studying the residential structures track in the Sustainable Biomaterials program. In his thank you letter to the HMA, Jalen said, "You have brightened this young man's life. Thank you for the opportunity to continue to pursue my career."

HMA also received a letter of gratitude from the College's Director of Development, Emily Hutchins. In her letter, Emily said, "Your scholarship support contributes substantially to the success of the students in the College of Natural Resources and Environment. Thank you for helping make a "Hokie" education possible for our students. In Spring 2017, we will have our annual awards celebration, and we hope you will be able to join us for this celebrated occasion."

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## Three Myths about Fugitive Dust

By Brad Carr

There are many things that can cause harm inside a plant or factory, but one of the least discussed and understood is fugitive dust. It is possible that workers spend each day around fugitive dust and do not realize how dangerous – and deadly – it can be. If enough accumulates, fugitive dust can cause a fire or an explosion. While not as obvious, it is as big a hazard as any large piece of machinery or other equipment found in a plant. And even if fugitive dust is talked about, frequently there is a lot of contradictory information about it. Here are a few common myths:

### Myth #1 - It is All The Same

Fugitive dust is generally created during the manufacturing process, and this is why it can vary significantly. Depending upon what is being made, **the dust could be different** in many ways, including the size, density, shape, and static charge. This is why it is crucial that each plant knows exactly what it is dealing with.

### Myth #2 - Filtration Systems Can Capture All of It

Filtration systems can be effective at eliminating dust, but they have limitations. For example, due to space issues and other constraints, hoods are often unable to be placed directly over where the dust is created. Plus, even if a hood can be located where the dust is produced, it can be easy for dust to spread to other places without anyone even realizing it. The hood will only be able to collect a certain amount. In addition, when dust is sucked up through the vents, over time it wears down parts of the ducts, and this means that eventually the dust will leak back in.

### Myth #3 - Cleaning is Really the Best Way to Eliminate It

One of the biggest problems with fugitive dust is that it can settle everywhere. In a plant where a lot is produced, dust will end up in every nook and cranny, including overhead structures. To address this, often workers are tasked with using ladders, or other pieces of equipment, to reach overhead structures. In addition to the danger, there is little chance that they are able to find and clean all of the dust.

### The Fugitive Dust Solution

A filtration system will not work, and neither will cleaning. What is the answer? The most effective way to deal with fugitive dust is with **industrial fans**. When placed at strategic points throughout a plant, the fans will eliminate dust as soon as it is created. Unlike the hoods, there is no need for the fans to be directly over the source of the dust. And because they will be on the ceiling, there is almost no chance that dust will be able to build up on rafters or on the tops of tall equipment.

**Bottom line:** If dust is a problem in your plant, the worst thing you can do is ignore it.

Brad Carr is president and founder of Winston-Salem based, SonicAire, [www.sonicaire.com](http://www.sonicaire.com). Contact him at [bcarr@sonicaire.com](mailto:bcarr@sonicaire.com) or 336.712.2437 to learn more.

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### “Forestry for a Low Carbon Future”

The Food and Agriculture Organization for the United Nations (FAO) recently released, **“Forestry for a Low Carbon Future: integrating forests and wood products in climate change strategies,”** an extensive report demonstrating “the potential to scale up forests’ contribution to climate change mitigation, not only through forest activities but also through forest products.”

"Forests and forest products have a **key role** to play in mitigation and adaptation," notes René Castro-Salazar, Assistant Director-General of the FAO Forestry Department, "not only because of their double role as sink and source of emissions, but also through the potential for wider use of wood products to displace more fossil fuel intense products." Key messages from the report include:

- "Given their ability to store carbon in standing trees and long-lasting wood products, sustainably harvested forests have the potential to surpass the carbon storage benefits provided by conserved forests over the long term.
- Increasing the use of wood or wood-based materials in construction and in products such as furniture, cabinets, flooring, doors and window frames could present a significant opportunity for emission reductions, particularly when wood is used to substitute nonrenewable materials such as concrete, metal, bricks and plastic."

**Bottom Line:** "Wood has been an important construction material since humans began building shelters, buildings and boats. Although it has been displaced by other materials in many parts of the world, today wood is receiving renewed and increased attention as a construction material, in part because of the carbon benefits of harvested wood products."

The entire report is available at [www.fao.org](http://www.fao.org).

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## Hardwood Federation Update

*By Dana Lee Cole*

*Hardwood Federation Executive Director*

If I've learned anything during my time with the Hardwood Federation it's that you never know what will happen during the Fall Fly-In!! I'm pleased to report that for this year's event, our group of industry representatives was a great mix of knowledgeable Fly-In veterans and eager new faces. And while the number of participants was less than we had hoped for, we zealously stormed Capitol Hill, attended over 70 meetings with Members of Congress and staff – roughly 40 meetings with members of the U.S. House of Representatives and more than 30 meetings with those in the U.S. Senate – and made certain that our industry's message was heard loud and clear. Our messaging covered these priority issues:

**Federal Forestry Reform** – H.R. 2647 the "Resilient Federal Forests Act of 2015" has passed the House and has been referred to both the Senate Agriculture and Energy Committees where work continues to address badly needed reform to federal land management, while also considering concerns regarding forest fire funding.

**IRS Estate Tax Changes** – The IRS has proposed changes under Code Section 2704 that would add considerable complexity to the process of valuing and transferring family owned businesses, imposing increased estate taxes on the next generation. HF asked that the Treasury Department withdraw the proposed regulations, or, at a minimum, add a clearly defined exception for active businesses.

**Biomass Carbon Neutrality** – The forest products industry needs certainty on how carbon emissions from biomass will be handled. EPA needs to forge a clear, simple, realistic, and consistent policy that recognizes the environmental and economic benefits of biomass energy.

**Tall Wood Buildings** – We support the Timber Innovation Act bills in both the House (H.R. 5628) and the Senate (S. 2892), which would help develop new markets for wood products.

**Map and FMD** – The Hardwood Federation strongly supports full funding for the Market Access Program (MAP) - \$200 million - and Foreign Market Development (FMD) program - \$34.5 million - as authorized in the 2014 Farm Bill.

What else did the Fly-In entail?

- The Hardwood Federation PAC sponsored several social events, with twenty four (24) Republican Members attending our Wednesday evening reception, and thirteen (13) Democrats joining us for Thursday's breakfast.
- HMA's Millennial Council co-sponsored Tuesday evening's Welcome Reception, focusing attention on the fact that the next generation of leaders needs to be as active and as engaged as their predecessors.
- During the Tuesday reception, Senator Tammy Baldwin (D-WI) spoke eloquently of how getting out in the woods, visiting facilities, and being educated by our membership made her a more informed and effective member of the Senate. (Good job Wisconsin hardwood companies.)
- Following dinner on Wednesday evening, Congressman Bruce Westerman (R-AR), a trained Forester and Engineer, with a Degree from the Yale Graduate School of Forestry, provided an enlightening overview of his time in Congress and how vital it is to get more industry representatives to Washington to help him as he fights for us and our issues.

Special thanks to Congressman Westerman and his staff for graciously providing a tour of the newly restored U.S. Capitol Building. We visited the Speaker's Balcony, with its glorious views of Washington D.C. at night, and walked the floors of both the Senate and House of Representatives Chambers. Like I said, you never know what will happen during the Hardwood Federation Fly-In.

I encourage all hardwood stakeholders to plan to join up with us next year. Until then, if you'd like more information on the 2016 Fly-In, please contact the Hardwood Federation at (202) 463-2705.

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## Hardwoods in Construction

At the 2016 London Design Festival, the American Hardwood Export Council (AHEC), in collaboration with Alison Brooks Architects and top engineering firm, Arup, is presenting '**The Smile**,' an urban installation "that showcases the structural and spatial potential of cross-laminated (CLT) hardwood, using American tulipwood."

The landmark project, designed by Alison Brooks Architects and made of construction sized panels of hardwood CLT, is a 3.5m (11.5 feet) high, 4.5m (14.75 feet) wide and 34m (111.55 feet) long hollow, curved, rectangular tube. This first ever hardwood 'mega-tube,' which can be walked from end to end, is on display until October 12 at the Chelsea College of Arts, London.

- For AHEC, '**The Smile**' is "one of the most important developments in a decade of research and development into structural timber innovation."
- **For the hardwood industry**, the unique structure is proof positive that hardwoods have a significant role to play in construction.
- For **architects and engineers**, this new CLT product has the potential to transform timber construction.

To learn more about '**The Smile**,' visit [www.americanhardwood.org](http://www.americanhardwood.org).

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## Grown in Seconds – Hardwoods in design and manufacture

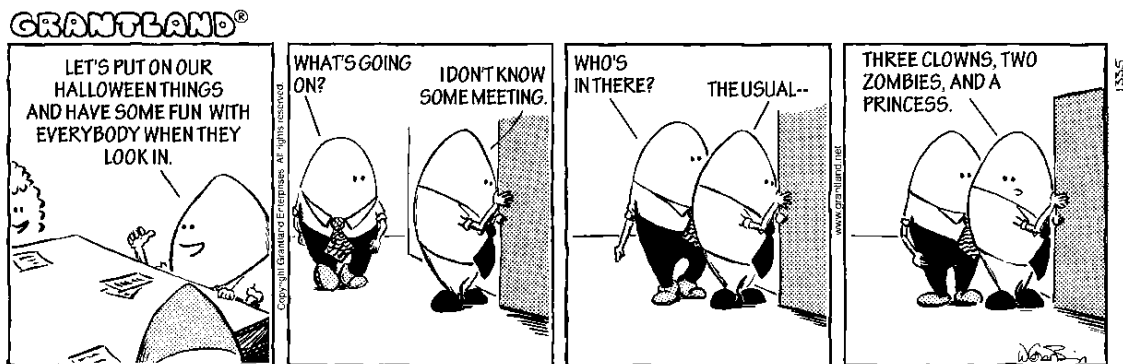
Did you know that the volume of American hardwood species is such that when “architects, designers and manufacturers specify American hardwoods for their creative projects, the wood that’s used is replaced, through natural regrowth, within a matter of mere seconds?” Here’s how we know.

The **Grown in Seconds** campaign, [www.growninseconds.org](http://www.growninseconds.org), developed by the American Hardwood Export Council, showcases nine creative, American hardwood projects, and includes information on how quickly the hardwood used in the projects would naturally grow in the forest. This sustainability information is derived from data gathered by the U.S. Forest Service Inventory and Analysis program, which tracks the rate of growth and harvest of every American species. It’s all quite interesting! For example ...

The environmental information for one of the projects called, **Getting Away From It All** - a cocoon-like workplace constructed from American cherry and steam bent American red oak - states that:

- “Each year 8.6 million m3 of cherry and 51.9 million m3 of red oak grow across the American forests. In contrast, only 3.5 million m3 of cherry and 32.4 million m3 of red oak are actually harvested. This vast availability, but underutilization, means that it takes **less than five seconds** for the American forests to grow the amount of red oak and cherry used in **Getting Away From It All**.”
- The American hardwood in the whole structure absorbed and stores 317 kg CO2 and has a cradle-to-site carbon footprint of just 248kg CO2 equivalent.”

To learn about the other projects included in the campaign, visit [www.growninseconds.org](http://www.growninseconds.org).



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