

Hardwood Federation Update First Ever Emergency Fly-In

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Because of how the current Trade and Tariffs situation is adversely affecting the hardwood industry, the Hardwood Federation (HF) recently held a "Trade Days" Mini Fly-In – the first of its kind in HF history. **Our Goal:** meet with Senators and select Administration officials to leverage the most possible action from those who have the President's ear – because in the end, the only person who is going to grant any sort of relief to the Trade War with China is President Donald Trump himself.

In total, 24 Hardwood Industry representatives joined HF in Washington D.C. We met with 17 Senate offices (including 10 Senators) and one new Representative; participated in 2 phone calls with Senators; held one round table discussion with Senior USDA FAS Staff, and another with the Vice President's Chief of Staff and Policy Director. What did we tell them?

Everyone in the industry is being impacted, even those who don't export!

- The trade war with China and the increase to 25 percent Tariffs have triggered cancelled orders, products stuck on the water, shift cuts, wages lost, and in extreme cases, total closures.
- Pre-Tariffs, the hardwood industry exported approximately \$4 Billion of goods worldwide, 50 percent of that total going to China. There is no immediate market, domestic or international, to replace that!
- The decline in exports has led to an excess of product on the open market, driving down lumber prices, forcing layoffs and closures, impacting tree growers and loggers. Bottom Line: **affecting the entire supply chain.**
- Even with an incredible outpouring from the industry, it was very disappointing that U.S. hardwood producers were not included in the recent financial support program announced by USDA.

What now?

The Hardwood Federation - Board and Staff – continues to work every angle to make Congress and the Administration aware of the plight of our industry. We ask **you and your employees** to do the same.

Use the HF Contact Congress tool, www.votervoice.net/THF/Campaigns/67128/Respond, to reach out to your elected officials. Share your stories. Express your concerns. This is the most powerful tool we have and cannot be understated!