



Over 450 U.S. Hardwood Businesses Call on Administration to Include Sector in Tariff Relief Measures

Sign-on letter cites extraordinary challenges brought on by loss of export markets.

WASHINGTON – Today, a broad coalition of U.S. hardwood companies and industry organizations sent a letter to the Trump administration urging the inclusion of the U.S. hardwood sector in any forthcoming tariff relief programs.

The letter, signed by 452 mills, manufacturers, loggers, and distributors from across the country, underscores the critical role the hardwood industry plays in supporting rural economies and communities, and downstream American manufacturing industries.

“The U.S. hardwood industry is the backbone of rural America - supporting 1.8 million good-paying jobs and driving economic activity in communities from Appalachia to the Pacific Northwest,” the letter states. “We respectfully urge [the administration] to prioritize the U.S. hardwood industry, ensure our sector has equitable access to relief programs, and preserve our ability to compete globally.”

The U.S. hardwood industry is the largest exporter of hardwood logs, lumber, and veneer in the world. However, over the past several years, the hardwood sector has faced mounting pressures from retaliatory tariffs and the loss of export markets to global competitors. According to industry data, between 2022 and 2024:

- U.S. hardwood exports declined by \$930 million.
- Hardwood lumber exports fell 20% or \$663 million.
- Hardwood log exports declined 11% or \$209 million.
- The sector has lost 40,000 jobs – a 10% decline in its workforce.

Additionally, the U.S. hardwood industry has lost commercial opportunities totaling **more than \$9 billion** since the 2018 trade war.

Despite its contributions to American manufacturing and rural economies, the hardwood industry was not included in previous tariff relief efforts in 2018.

"In 2018, many farmers rightly received relief packages to offset their losses from trade disputes. Yet policymakers must remember that hardwood producers are farmers, too," said Kirby Kendrick of Kendrick Forest Products in Edgewood, Iowa, whose family has operated a sawmill for three

generations. "Our livelihoods depend on the land, and our industry is just as vulnerable to the same global forces that affect traditional agriculture." (*Read Kendrick's [full op-ed in Agri-Pulse](#)*)

The signatories warn that without swift action, further losses could permanently weaken domestic production capacity.

"From furniture and flooring to packaging and construction, hardwood products are a critical supply chain link that keeps manufacturing strong at home," said Dana Lee Cole, Executive Director of the Hardwood Federation. "Without a robust domestic hardwood sector, we risk increasing reliance on foreign materials and losing the skilled workforce and infrastructure that underpin American competitiveness. Supporting the U.S. hardwood industry means supporting U.S. manufacturing."

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About the U.S. Hardwood Industry

The U.S. hardwood industry includes thousands of family-owned mills, manufacturers, and distributors, who supply wood products for flooring, furniture, cabinetry, and countless other applications. The sector generates more than \$350 billion in annual economic output and plays a vital role in supporting rural communities across the country.

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