WISCONSIN WOOD
MARKETING BULLETIN

WISCONSIN DEPT. OF NATURAL RESOURCES

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WOOD MARKETING BULLETIN

The Wisconsin DNR publishes the "Wisconsin Wood" marketing bulletin every three months. It serves the timber producing and wood using industries of Wisconsin by listing items: For sale - forest products, equipment and services, wanted - forest products, equipment and services; employment opportunities. There is no charge for the Bulletin or inserting items in it. Only items deemed appropriate to the timber producing and wood processing industries will be listed. Also the Bulletin will feature forest products utilization and marketing news, safety notes, coming events, new literature, tips to the industry, and listing or employment wanted or positions that are available.

If you know of someone who would like to be on the Bulletin mailing list, please ask them to send their name, address and zip code to the return address on the back page. Also, if you have items to list, send in the form or write a letter to the return address on the back page. Repeat listing of items requires a written request each time the item is to be repeated.

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LYME DISEASE - What is Lyme disease? Lyme disease is an illness caused by a bachaterium, Borrelia burgdorferi, transmitted to humans by a tiny tick named Ixodes scapularis (commonly called the black legged or deer tick). Lyme disease may cause signs and symptoms affecting the skin, nervous system, heart, or joints of an infected person. More than 20,000 cases of the disease have been reported in Wisconsin residents since surveillance for Lyme disease began in 1980.

Why is it called Lyme disease?

The first cluster of human illnesses associated with this bacterium was described near the town of Lyme, Connecticut during the mid 1970's.

Who gets Lyme disease?

Males and females of all ages can get Lyme disease but children less than 16 years old and adults more than 40 years old appear to be at a higher risk. People who spend time outdoors in tick-infested environments are at increased risk of exposure and exposure can occur whenever the temperature at ground level is warm enough for ticks to be active. In Wisconsin, most cases have occurred among persons living in the western half of the state.

How is Lyme disease spread?

In Wisconsin, the disease is acquired by a tick bite from an infected deer tick. The bite of a tick is usually painless. Only nymph and female adult deer ticks transmit Lyme disease to humans and the tick must be attached for at least 24 hours to transmit the disease.

What are the symptoms of Lyme disease?

Most Lyme disease case patients report their symptoms beginning during the late spring and summer months (May through August). The illness often, but not always, starts as a roughly circular reddish rash (called erythema migrans) around or near the site of the tick bite. The rash expands in size over a period of days or weeks. During the rash stage, other symptoms such as fever, headache, fatigue, stiff neck, muscle and/or joint pain may be present. These signs and symptoms may last for several weeks. If left untreated, complications such as meningitis, facial palsy, heart abnormalities, and arthritis may occur within a few weeks to months after the initial onset of symptoms

How soon do symptoms occur?

Early symptoms usually begin within a month of exposure. Arthritic, cardiac, and neurologist complications may take weeks or months to appear in untreated persons.

Does past infection with Lyme disease make a person immune?

Although past infection provides some immunity, this immunity is relatively short-lived. Therefore it is possible for a person to get infected more than once.

What is the treatment for Lyme disease?

The disease is treated with oral or injectable antibiotics. Lyme disease is more easily treated when detected early. Exposed persons should monitor their health and promptly see a health care provider if signs and symptoms consistent with Lyme disease (such as erythema migrans rash) develop. Remember, an infected tick must be attached for more than 24 hours to successfully transmit B. burgdorferi to humans.

Is there a vaccine to prevent infection?

No. Although there had been a vaccine against human Lyme disease, this vaccine is no longer marketed.

What can be done to prevent the spread of Lyme disease?

If you are in areas where ticks may be present, the following precautions may reduce the risk of acquiring Lyme disease:

. Insect repellents containing 0.5% permethrin or 20-30% DEET have been shown to be effective in repelling deer ticks. Be sure to follow the manufacturer's direction on the label.

. Wear a long-sleeved shirt, long pants, and high socks with pant cuffs tucked into the socks. Light colored will make ticks easier to find.

. Walk in the center of mowed trails to avoid brushing up against vegetation.

. Conduct thorough "tick checks" on yourself and your children after spending time in tick-infected areas. Prompt removal of ticks, even after they have attached, can drastically reduce the chance of Lyme disease transmission.

How should a tick be removed?

To remove an attached tick, grasp it with narrow-bladed tweezers or forceps as close as possible to attachment (skin) site, and pull up-ward and out with a firm and steady tension. If tweezers are not available, use fingers shielded with tissue paper or rubber gloves. Do not handle

with bare hands. Be careful not to squeeze, crush or puncture the body of the tick which may contain infectious fluids. After removing the tick, thoroughly disinfect the bite site and wash hands. See or call a doctor if there is a concern about incomplete tick removal. It is important that a tick be properly removed as soon as it is discovered.
Source: *Great Lakes TPA*, May 2012

HELPING TO BUILD OUR FUTURE WOODWORKERS

Associations Continue to Support WoodLINKS@USA

WoodLINKS@USA gratefully acknowledges the **Woodworking Machinery Industry Association (WMIA),** the **Wood Machinery Manufacturers of America (WMMA),** the **Association of Woodworking & Furnishings Suppliers (AWFS) and** the **Wood Component Manufacturers Association (WCMA)** for their continued support. Combined with a contribution this past May from the **Architectural Woodwork Institute Education Foundation (**AWIEF), WoodLINKS@USA has received over $26,000 in association support this year. These funds will assist the organization in continuing its mission by supporting services for our 62 member schools.

The **Woodworking Machinery Industry Assocation** www.wmia.org is a trade association representing importers and distributors of woodworking and ancillary equipment in North America. Founded in 1977, WMIA is the recognized voice of importers and distributors and a vital communications link between suppliers and the many manufacturers of wood products in North America. For over 100 years, the **Wood Machinery Manufacturers of America** www.wmma.org has worked to increase the productivity and profitability of U.S. machinery and tooling manufacturers and the businesses that support them. Over that time, WMMA has dedicated itself to the advancement of the U.S. woodworking machinery and cutting tool industry while promoting awareness of American technology in the woodworking industry.

The **Association of Woodworking & Furnishing Suppliers** www.awfs.org is a trade association with an international, corporate membership that includes manufacturers and distributors of machinery, hardware, lumber, upholstery materials, bedding components, wood products and other supplies to furnishings and wood products manufacturers. From its headquarters in Southern California, AWFA@ works closely with other industry associations on issues of mutual concern.

The **Wood Component Manufacturers Association** www.woodcomponents.org represents manufacturers of dimension and wood component products who can supply any component you might need for cabinetry, furniture, architectural millwork, closets, flooring, staircases, building materials, and decorative/specialty wood products made from hardwoods, softwood, and a variety of engineered wood materials. WCMA member companies are located throughout the United States and Canada.

The **Architectural Woodwork Institute** www.awinet.org is a nonprofit trade association founded in 1953. Today, AWI represents nearly 4,000 members consisting of architectural woodworkers, suppliers, design professionals, and students from around the world. AWI has been the voice of the woodworking industry for more than half a century. Members, the industry and the public reply on AWI to keep them informed, provide business solutions and set industry standards.

All of these organizations understand the need to reach out to and develop the next generation of workers for the Wood Industry. Their continued support is testament to the impact WoodLINKS@USA teachers around the country reach thousands of students, helping to open their eyes to the multitude of prospective careers in our industry.

WoodLINKS@USA is a 501c-3 organization established to provide the Wood industry with the necessary skilled workers to remain competitive. WoodLINKS@USA is the most complete educational support organization for our industry in the United States. Our volunteers, teachers, and students are re-igniting a passion for woodworking careers, all across the country. The main office for WoodLINKS@USA is located in Tuscola, Illinois. For more information, contact Patrick Molzahn, WoodLINKS@USA President, at pmolzahn@matcmadison,edu or Patrick Molzahn, Cabinetmaking & Millwork Program Director, Madison Area Technical College, 1701 Wright Street, Madison, Wisconsin 53704, http://matcmadison.edu/plus/cabinetmaking–millwork pmolzahn@matcmadison.edu (608) 246-6842; FAX (608) 246-6880; President, WoodLINKS USA www.woodlinksusa.org
Source: *WoodLINKS USA*, July 2012

FOREST PRODUCTS SCIENTIST LAUDED FOR NANO RESEARCH

Washington – Research to improve wood adhesives through the use of nanotechnology earned Dr. Joseph Jakes a Presidential Early Career Award for Scientists and Engineers (PECASE).

Jakes, a research materials engineer at the Forest Products Lab in Madison, Wisconsin, was one of the three USDA Agricultural Department to receive what is considered "the highest honor bestowed by the United States Government on science and engineering professionals in the early stages of their independent research careers."

Jakes exploration of wood at the nanoscale has resulted in the development of new high performance wood-based composite materials, including those utilizing nanocellulose. Jakes' goal is the development of new and improved forest products that lead to the efficient utilization and management of forest resources.

Jakes is author of *Developing Tools to Assess Mechanical Properties of Wood Cell Walls.* Jakes'scientific paper notes, "Nanoindentation is a tool capable of probing mechanical properties at the sub-micrometer level, such as in wood cell walls, individual components in a wood-based composite, coatings, adhesive bond lines, etc. "Using this tool, Jakes writes, will help develop "advanced wood-based nanocomposites and to better understand wood-adhesive interactions."

Other USDA PECASE winters include Dr. Ian Kaplan for his research on pests and beneficial insects in plant systems and Dr. Christina Swaggerty, a member of the USDA ARS Food and Feed Safety Research Unit, College Station, Texas, for her research to enhance the safety, security and wholesomeness of the U.S. food supply.
By Rich Christianson, August 2012, Source: *Woodworking Network*

ETHAN ALLEN'S PROFITS ZOOM 70%: 'WELL POSITIONED TO GROW'

Danbury, Connecticut – Concluding a fiscal year in which Ethan Allen Interiors saw profits climb 70%, Chairman and CEO Farooq Kathwari pronounced his company "well positioned to grow."

Ethan Allen's net sales for the fiscal year ended June 30 increased 7.4% to $729.4 million vs. $679.0 million in 2011. The company's net earnings for FY 2012 were $49.7 million compared to $29.3 million last year.

Kathwari isaid Ethan Allen will look to build on this momentum and new furniture products in its new fiscal year. The company completed the final phase introduction of new products under its 5 Signature Lifestyles collection – Elegance, Romance, Vintage, Explorer and Modern – during the final quarter of FY 12.

Kathwari said Ethan Allen will leverage its evolved business model, which includes 300 Ethan Allen Design Center retail outlets in the U.S. and abroad that sell a blend of domestically made and imported furniture and accessories. The company owns and operates eight manufacturing facilities including five manufacturing plants and one sawmill in the United States plus two plants in Mexico and Honduras, purchased last October. Ethan Allen said approximately seventy percent of its products are made in its North American plants.

"We have substantially strengthened the main areas of our vertically integrated structure including our product offerings, our advertising and communications, our interior design retail network, our manufacturing and logistics operations, and in the technology employed throughout our business." Kathwari said.
By Rich Christianson, July 2012
Source: *Woodworking Network*

PEST REGULATIONS CLARIFIED, CHANGED

Over the past several months, there have been a number of changes to pest regulations that affect the pallet industry, including ISPM-15 heat treatment requirements and quarantined areas. The following is an overview of the major events in the pest regulation arena.

ISPM-15 Marks on Recycled Pallets

In April, the National Wooden Pallet & Container Association (NWPCA) brought to the attention of the American Lumber Standard Committee (ALSC) some discrepancies in how various ISPM-15 certification agencies were treating recycled pallets. Dr. Edgar Deomano, the technical director of the NWPCA, commented that some recyclers had marks on all pallets received into a recycling facility, not just those that were actually repaired. Concerned about inequalities in standard enforcement, the NWPCA asked for the ALSC to clarify the policy in this specific situation as well as called on the organization to change other policies deemed to be too strict. Deomano said, "Some inspection agencies are overstepping and some are too lax in enforcement. We just want it to be uniform across the board."

The ALSC responded by clarifying its policy. Tom Searles, the president of ALSC, wrote, "The only time that it is required to remove IPPC marks from wood packaging material (WPM) is when the WPM has been repaired. If the WSPM is passed through the facility with no repair there is no requirement to remove the mark." This clarification should allow recyclers to seek consistent application if a certification agency requests a different compliance action.

However, there are still some unresolved concerns held by some pallet recyclers about ALSC rulings. The most notable concern is that ALSC does not allow you to re-certify a pallet repaired or re-manufactured with compliant boards. Instead ALSC requires that the entire pallet be re-treated and marked as well as the old marks removed if you want to keep it part of the ISPM-15 program. U.S. recyclers complain that removing the olds marks makes sense, but requiring re-treatment of the entire pallet seems a bit overboard. In Canada and many other countries authorities allow recyclers to use treated and properly certified lumber to repair or re-manufacture a pallet.

Searles explained that the ALSC position is that if you can't prove what has been done, you have to re-treat the entire pallet. This helps ensure the efficacy of the program and protects the recycler because it could be held liable if some other party put non-compliant or infested material on the pallet and a resulting pest interception occurred.

Searles wrote, "Non-conformance reflects on us all. When an interception occurs, the entire system can have its integrity called into question."

The NWPCA recently called for ALSC to change its policy. Deomano said that ISPM-15 allows you to repair with treated/marked board, fumigate or re-heat treat the entire load. As the governing agency over the U.S. program, ALSC has decided to go with a more stringent rule to alleviate concerns about what happened with a pallet since its last treatment. ASLC has shown no signs of changing its mind although the NWPCA stated it would continue to push for improvements in the recycling rules and would work with ALSC on this matter.

Another major concern is all the pallet recyclers who are not part of the program. Deomano said, "The guys outside the program can do what they want, which puts participants at a competitive disadvantage," There doesn't seem to be much anybody can do about those companies unless they specifically infringe on a mark (such as marking untreated pallets) and get caught.

New Federal EAB Policy

After announcing a policy change in February 2012 and then delaying it to provide for more review, the USDA Animal and Plant Health Inspection Service (APHIS) has proceeded with a new federal quarantine policy for Emerald Ash Borer (EAB). The new policy "allows unrestricted interstate movement of regulated articles within contiguous federal quarantine boundaries, with the exception of movements to protected areas within the existing quarantine area. The change became effective on July 1, 2012."

The protected areas include any area identified by a state as pest free for which the state has regulations to protect against the human assisted intrastate spread of EAB. Regulated
EAB material includes all ash wood with the bark and sapwood remaining, ash nursery stock, and all hardwood firewood.

This policy will allow EAB regulated articles to move freely within contiguous quarantined areas, except interstate movement into protected areas must be done with a properly issued federal certificate or limited permit. Requirements for movement of regulated materials out of the federal quarantined area, regardless of destination, will remain unchanged. By harmonizing the rules in the majority of the EAB zones, federal officials hope to reduce the complexity of the process and to better focus on stopping the spread of the EAB to new areas.

Companies and individuals should also check for and follow any relevant state EAB quarantine regulations, as some states do not plan to follow the new federal EAB policy.

The primary reason for the federal policy change it to allow the government to focus its regulatory efforts on the perimeter of quarantine areas. A complete map of the existing quarantine area is available at http://www.aphis.usda.gov/plant_health/plant_pest_info/emerald_ash_b/downloads/eab_qauarantine_map.pdf.

Expanded Canadian EAB Regulation

Having discovered new infestations of the emerald ash borer (EAB) in 2011, the Canadian Food Inspection Agency (CFIA) recently expanded the areas covered by its EAB-related restrictions to include new areas of Ontario and Quebec. These rules prohibit the movement of all ash tree materials and all firewood from a regulated area to other areas outside of those zones. This includes ash trees, wood packaging materials with an ash component, ash logs and ash branches, rough ash lumber, ash bark, ash wood chips or bark chips, ash nursery stock, and firewood from all tree species that have not been treated to eliminate the EAB.

Those who move these materials from a regulated area without prior permission from the CFIA could face fines and/or prosecution. Movement restrictions for EAB also apply to vehicles if they are used to transport the regulated articles mentioned above.

New regulated areas includes Manitoulin district in Ontario, and Montreal, Baie-d'Urfe, Beaconsfield, Cote-Saint-Luc, Dollard-Des Ormeaux, Dorval, Hampstead, Kirkland, L'LleDorval, Montreal-Est, Montreal-Quest, Mont-Royal, Pointe-Claire, Sainte-Anne-de-Bellevue, Senneville, and Westmount in Quebec. The existing regulated area-which had included the city of Ottawa, the united counties of Leeds and Grenville in Ontario and part of the city of Gatineau in Quebec-now also include the united counties of Prescott and Russell in Ontario, and the remaining parts of the city of Gartineau in Quebec. All other areas already regulated for EAB remain unchanged.

According to the CFIA, scientists in Canada and the United States have concluded that EAB cannot be eradicated. As a result, the CFIA has adopted a "slow-the-spread" approach.

As part of this approach, the CFIA continues its surveillance of EAB and provides communication, enforcement and regulation across Canada.

Additional information on EAB and related ministerial orders in Canada are available on the CFIA website at www.inspection.gc.ca/pests.

By Chaille Brindley, Source: *Pallet Enterprise*, August 2012

UNDERSTANDING THE NHLA SALES CODE AND LUMBER DISPUTES

In August I would like to provide a more clear understanding of the NHLA Sales Code as it pertains to dealing with lumber disputes.

The NHLA Sales Code was developed as a guideline for practical lumbermen to use in settling disputes that can arise on shipments of lumber.

It is only binding when it is specifically stated on the contract governing the shipment in questions. A thorough review of all of the articles of the Sales Code should be made periodically to avoid future problems.

Article X - Inspection is the section I receive the most questions about and I will try to clarify it here in a step-by-step process

1. The buyer receives a shipment, inspects it either partially or in full and if the buyer determines there is an unsatisfactory difference from what was ordered, the buyer has 14 days from date of receipt to file a claim with the shipper. The lumber must remain intact which means the buyer does not surface, trim, rip, dry, or otherwise alter the lumber that was received. In altering the lumber in any way the buyer has forfeited any claim with the shipper. Sample pieces may be used to determine severity of certain defects such as surfacing to remove stain.

2. If buyer and seller agree that a dispute inspection is to be used as the basis for the settlement the following will apply.

a. If less than 80% of the total footage of the shipments is not in accordance with the specifications of the order, the buyer can reject the entire shipment and be reimbursed for any freight paid. The supplier pays for the inspection and labor costs of $15 per thousand or actual cost whichever is lower.

b. If at least 80% of the footage is in accordance with the invoice, then the money value must be calculated, using invoice prices and market prices not covered on the invoice. "Market" prices can be agreed upon using any of the market reports.

c. If the total value of the lumber is within 4% money value of the original invoice, the buyer loses the claim, accepts the lumber and pays the invoice as well as the inspection costs.

d. If the difference between the inspection and the original invoice is more than 4% money value, the seller loses the claim, pays for the inspection and labor costs of $15 per thousand or actual cost whichever is lower. The buyer keeps and pays for all items on the inspection certificate of the species and thickness ordered at the invoice price or recognized differentials for grades not on the invoice. Other items are held for disposition by the shipper.

This is the step-by-step procedure for settling a claim. It does not answer all the "what if" questions and by no means is the only way of handling a dispute. If you need a precedent to settle a claim, the Sales Code was designed for that purpose. As the former Executive Manager S. C. White said, "(The Sales Code)…is based upon the principles of good faith and square dealing."

Questions regarding dispute claims or any inspection services should be directed to NHLA Chief Inspector, Dana Spessert. Dana can be reached at (901) 399-7551 or by email at d.spessert@nhla.com.

By Dana Spessert, NHLA Chief Inspector; Source: *Hardwood Matters*, August 2012

USDA FUNDS $14.8 TO COMBAT ASIAN LONGHORNED BEETLE IN OHIO

Washington – Clermont County, Ohio is receiving an additional $14.8 million from the U.S. Department of Agriculture to stop the spread and eradicate the pesky Asian longhorned beetle (ALB).

The additional funding will be used to increase tree inspection surveys in order to determine the extent of the infestation and ensure the timely removal of infested trees.

Scientists suspect the ALB arrived in the United States in cargo containers transported from China. Since first being spotted in Brooklyn, New York, in 1996, the 1-inch-long beetle with a shiny metallic black body and long antennae, has spread throughout the Northeastern United States and in large numbers as far west as Chicago. Quarantines have been implemented in Massachusetts, New York, New Jersey and Ohio

Both forest and urban hardwood trees are damaged when female Asian longhorned beetles lay up to 90 eggs on the bark of a healthy tree. After hatching, the worm-like larvae burrow into the tree and feed on the woody tissue, eventually weakening the tree.

The USDA has developed a video, Stop the Asian Longhorned Beetle, and a website, beetlebusters.info, to enlist the public's help to thwart the spread of the ALB.

Related- Emerald Ash Borer Find this article at: *http//www.woodworkingnetwork.com* By Rich Christianson, Source: *Woodworking Network*, August 2012

WOODWORKING INDUSTRY REAWAKENS AT IWF 2012

The woodworking industry awakened from its Great Recession-induced coma in August at the International Woodworking Machinery & Furniture Supply Fair in Atlanta.

On the first morning of the first day of the show, Gary Besonen, national woodworking equipment sales manager of Timesavers, told me ,"The largest percentage of people to our booth are coming to buy."

Those are words that I have rarely heard uttered since Wall Street melted down in fall of 2008, but similar words quickly rose to become a strong refrain used when talking to other equipment and supply exhibitors right up to the end of the show on Saturday.

In a similar vein, John Mauro, vice president of sales for Biesse America, opened up a press conference at Biesse's booth by stating, "Our presence at this year's IWF is a balancing act between high-end and entry level equipment. We brought machines to show that we feel are most ready to sell because the economy is coming back."

It was extremely cathartic to see so many exhibits, most of them Woodworking Network's customers, beaming with job in writing up orders and amassing a collection of solid sales leads. What a refreshing difference to talk to colleagues about a woodworking industry showing signs of economic recovery rather than one dog paddling in the murky waters of a recession.

The New Trade Show Normal

Not to kill the moment, but none of us who have attended IWF during better times, has forgotten how big this show once was. This was my 14th IWF, my first being in 1986, when the show had to bus attendees from the Georgia World Congress Center to the Atlanta Convention Center to check out overflow exhibits. Us veterans vividly recall the days of crowded aisles and exhibits filling virtually every concourse and meeting room of Halls A and B of the GWCC.

Even those whose first IWF was 2008 are likely to remember that cavernous Hall C, which only came into play this century, was pretty much filled to capacity with woodworking machinery.

Just as 9-11 forever changed the way we travel, the combination of a crummy economy, off-shoring of wood products and the Internet has had a profound impact on IWF and virtually every other wood-related trade show around the globe.

While IWF management said attendance figures will not likely be available before last week, they were happy to report that advance registration was rapidly approaching 13,000 on the eve of the expo's opening last Tuesday. For the record, IWF entertained about 11,000 visitors, down from the 19,000 that attended IWF 2008.

I estimate that the final visitor count for IWF 2012 will fall pretty much in the middle of 2008 and 2010. But no matter what, those are only numbers. Far more important is that the confidence and enthusiasm exuded at IWF last week spill over to the weeks and months to come.

At least equally important, IWF 2012 reminded us that trade shows, and their ability to bring a large representation of the marketplace and industry to one space in time, continue to play an integral role in seeking and finding information, products and services to sustain or grow one's business.

By Rich Christianson; Source: *Woodworking Network,* August 2012

NEW SFRM NETWORK ACCESSIBLE FOR PRIVATE/SMALL PUBLIC WOODLANDS

The end of February we announced that the Sustainable Resources Institute, Inc. was granted Forest Management/Chain of Custody Certification (FM/COC) from the Forest Stewardship Council (FSC) and was launching a new landowner program called the Sustainable Forest Resource Management (S FRM) Network. Since that time, there have been a number of questions raised regarding what exactly this means for private, non-industrial woodland owners, what is required of members, how to apply, etc. The following addresses some of these questions as well as further explains FSC Certification and the role of the SFRM Network.

What is FSC Certification?

FSC is an independent, non-governmental, not-for-profit organization established to promote the responsible management of the world's forests. FSC Certification is a voluntary, market-based tool that supports responsible forest management worldwide. FSC Certified forest products are verified from the forest of origin through the supply chain. In this context, FSC Certification refers to: the procedure by which an independent body (FSC accredited certification body) gives written assurance that a product, process, or service conforms with specified requirements. The FSC label ensures that the forest products used are from responsibly harvested and verified sources.

Why is FSC Certification needed?

Receiving and maintaining FSC Certification for both Forest Management and Chain of Custody is a means of providing the marketplace with the certified wood products today's environmentally conscientious consumers demand and helps provide a balance between forest product production and the protection of forest resources.

Who is eligible to join the SFRM Network?

Membership is available to private, non-industrial woodland owners or small public forests entering less than 2,470 forested acres per unique ownership structure located in Michigan or Wisconsin.

What is the SFRM Network and how does it apply to non-industrial woodland owners?

The SFRM Network is a program that was developed by the Sustainable Resources Institute, Inc. (SRI) after they were awarded an USDA US Forest Service FY2011 State and Private Forestry grant. The sole purpose of this program is to provide private, non-industrial woodland owners not involved with the Wisconsin Managed Forest Law Program and small public forests access to the social recognition and potential economic benefits of FSC FM/COC Certification.

How much does it cost to join/maintain membership in the SFRM Network?

There is no cost to join or maintain membership in the SFRM Network through 2014 due the USDA US Forest Service FY2011 State and Private Forestry grant awarded to SRI. Additionally, SRI is working to secure funding from industry and state sources to continue to provide this program for little to no cost for its members in the future. There is no obligation to continue membership in the SFRM Network and any member is able to leave the SFRM Network at any time, for any reason, without cost of penalty.

What are the requirements to join/maintain membership in the SFRM Network?

The requirements to join/maintain membership in the SFRM Network follows:

1. Complete the applicable application (available upon request or online at www.sustianableforestresource.com).

2. Have a management plan that has been developed/updated within the past five years. If you do not already have a management plan, the SFRM Network can provide you with multiple options for having one developed.
3. Remain current on property tax payments.
4. Any wood sold as FSC Certified using the SRI FSC FM/COC Certificate must be harvested by a Certified Master Logger that is listed
on the SRI-Master Logger Certification COC Certificate. Sales not sold FSC Certified may be conducted by any logger the member chooses, but must still adhere to SFRM Network Timber Harvesting Requirements in order to maintain woodland eligibility.

. All management activities on the property must comply with state-specific Best Management Practices ((BMP) standards and follow all state laws.

. No FSC restricted chemicals shall be used on the property.

5. Inform SFRM Network of any ownership and/or acreage changes.
6. Complete the simple SRI FSC Annual Report Form and submit to SFRM Network by January 31st every year.

All members have direct access to the SFRM Net work's Program Director, Program Coordinator, and Program Administrator for assistance in understanding and adhering to membership requirements.

What are some of the benefits to joining the SRFM Network?

The greatest benefit provided to SFRM Network members is a no-cost access to FSC FM/COC Certification, which would cost thousands of dollars in initial and annual renewal costs if a landowner were to secure on their own. Additionally, there are a number of economic, environmental, and social benefits to joining, including:

. Assurance of sustainable forest management practices that enable sustainable growth and harvest rates as well as management of water quality, wildlife, and forest improvement.

. Improvement in monitoring and assessment of all management practices, allowing for timely plan updates and adjustments.

. Increased forest productivity/health through improved assessment, adjustment, and implementation of sustainable forestry and prescribed management practices.

. Access to markets requiring FSC Certified forest products.

. Access to a supportive network of forest industry professionals and sustainable forest management resources.

. Social and industry recognition for taking the lead in sustainable forest management and sustainable economic development.

. Access to forestry professionals equipped to assist landowners in a number of situations, from planned harvests to catastrophic events (i.e. wind storms), insect/disease infestation, etc.

If you are interested in learning more about the Sustainable Forest Resource Management Network, please visit www.sustainableforestresource.com, send an e-mail to info@sustainableforestresource.com, or contact Don Peterson, SFRM Network Program Director, at (877) 284-3882.

By Don Peterson, Source: *Great Lakes Timber Professionals Associations.* July 2012

TRUCK DRIVER SHORTAGE LOOMS

Concern over the lack of qualified truck drivers has been a looming transportation problem for the last few years although low shipping demand has masked the problem. A recent survey of transportation executives by Transport Capital Partners (TCP) suggests that 93% of carriers are expecting wages to increase, but 71% expect the increase will be less than 5%. Such an incremental increase in driver pay means that there won't be a rush of new drivers wanting to join the industry. This will only exacerbate driver turnover and recruitment and make the potential of a shortage even more likely as shipping volumes increase over the next few years.

Look for shippers to respond by using more dedicated services as the primary method to insure needed capacity. Thus, the relationship between shipper and carrier is as important as ever. Another major concern is the number of carriers that are teetering on the edge of going out of business. The TCP survey found that the number of carriers looking to sell within the next 18 months is on the rise. Trucking is a difficult business and without adequate margins, the industry has become less attractive to almost one-fifth of the current industry.

Almost 70% of the carriers surveyed expect volumes and rates will increase over the next 12 months. Overall, large carriers are more optimistic than small firms. Historically, over the last few years, expectations have not matched the reality. Rate increases have not materialized and return on investment has been lacking. As a result, carriers are not willing to add capacity. According to the TCP survey, 33% of respondents are not planning on adding capacity and another 38% expect to add less than 5%. This all suggests the looming capacity shortage could become a reality sooner rather than later.

A new report by the American Trucking Association (ATA) forecasts trucking gains. After a significant dip during the Great Recession, and a mild economic recovery, the U.S. freight economy, particularly for trucking, is projected to grow significantly in the years ahead, according to American Trucking Associations' U.S. Freight Transportation Forecast to 2023.

"The trucking industry continues to dominate the freight transportation industry in terms of both tonnage and revenue, comprising 67% of tonnage and 81% of revenue in 2011," stated ATA chief economist Bob Costello.

Overall, total freight tonnage is expected to grow by 21% by 2023, and revenue for the freight transportation industry is projected to rise 59% in that same time frame. Trucking's share of the tonnage market will rise over 2% to 69.6% by 2023, while the industry's share of freight revenues will increase to 81.7% from 80.9%. In other surface modes, rail's overall share of tonnage will fall to 15% in 2023 from 15.7% in the baseline year of 2011. However, intermodal tonnage will rise 6.2% a year between 2012 and 2017, and then 5.4% annually through 2023. Domestic waterborne tonnage will show very modest growth between now and 2023 – growing 1% annually through 2023. Domestic airfreight tonnage is slated to grow over 4% annually during the forecast period.

"We found more and more carriers are considering hiring inexperienced drivers and are turning to truck driver training schools to help them place those drivers," Costello said. "Demand for new, inexperienced drivers is likely to increase at a faster pace than in the past. Fifty-six percent of truckload fleets we spoke with said while they currently do not hire inexperienced drivers, they are considering hiring these drivers."

A recent ATA report on the driver situation also found that half of respondents that had their own truck driver training school and closed it in recent years said they would consider reopening the school if they can't get enough new drivers from their school partners. However, they all said this would be a last resort and that they would prefer not to reopen their schools.

New rest and safety requirements are further limiting the number of hours that existing drivers can make. This trend will continue to add to the problem. CNN recently estimated the current shortage at 200,000 drivers. In a news article on its website, CNN quoted an unnamed trucking consultant who estimated the shortage would increase to 800,000 by 2014.

All of the signs suggest that pallet and lumber companies need to work now to find qualified, stable trucking suppliers who can guarantee volumes. Having a favorable contract with a strong supplier can make a big difference. Or if you operate your own fleet, making precautions to ensure driver retention is critical.

Although some experts have been warning about driver shortages for the last few years, it appears that the industry could reach a tipping point sooner rather than later. And it is best to be ready in advance. A pallet or lumber operation without the ability to deliver on time is a business casualty waiting to happen.
Source: *Pallet Enterprise,* September 2012

MADE IN USA: LOW COST ALTERNATIVE?

Modernize information processing by integrating design software with manufacturing;
Cost costs by utilizing the latest in automated machinery;
Adopt lean manufacturing techniques to minimize inventory reduce lead time and increase efficiency in production;
Incorporate mass customization to offer consumer choices economically and expediently;
Partner with suppliers to consistent quality and fast turnaround;
Leverage with cost benefits of using domestically harvested raw materials;
Lobby our government to enforce fair trade practices among our trading partners.

Indeed, if we are to compete successfully, we need to incorporate these tactics. But is this whole answer? Should U.S. furniture manufacturers strive to become the low cost supplier?

This strategy is often described as being like IKEA. Since IKEA has brought manufacturing to the U.S. successfully, the theory is that if they can do it, we can do it by imitating them.

One principle of finding opportunities in a marketplace is to see where we can differentiate ourselves by doing things better than the existing players. In order to compete successfully using the strategy described above, we really need to beat IKEA at its own game. After all, IKEA already has a strong position in this market. I've been in an IKEA outlet recently and saw what it had to offer, both in terms of value and presentation. Good luck.

We need to explore different niches in the market to find opportunities. Rather than go head-to-head with low-cost importers and IKEA we should raise the bar on quality.

So how do we define quality? As I've mentioned in previous articles, our best opportunity is visual. Nothing will illustrate a superior product better than using superior materials and showing them to their best potential.

A niche market does exist for furniture manufactured with the emphasis on displaying the visual characteristics of wood to their fullest potential. Craftsmen utilize local woods that are selected for their beauty. The woods are not exotic and not necessarily highly figured. The boards or leaves of veneer are arranged on each piece of furniture in a manner that is aesthetically pleasing. The surface is meticulously prepared and finished to enhance the beauty of the grain to its fullest.

Unfortunately, the cost of these products is prohibitive for most people. Part of the reason for this is that they are generally made in small shops with little automation. The advertising and distribution are on a small scale, thus lacking the economy of a more sophisticated network. These obstacles can be remedied by larger scale, automated manufacturers.

Other cost considerations are not so easily remedied. Premium woods command premium prices. There's no way around that. Then selecting and arranging wood on a piece of furniture needs human intervention and therefore increases labor costs. Machines are not good at making choices that involve aesthetics. Surface preparation also requires skilled labor. It can, however, be made more efficient by using automated equipment where applicable and using the right tools and techniques in all phases of the process. The finishing process will not necessarily be more labor intensive unless we decide to hand-rub the final cost. In conclusion, the overall costs of producing furniture in this summer will definitely by higher. We need to convince potential customers that it's worth the extra cost.

Advocating

Most consumers have lost sight of the potential beauty of wood. They're used to seeing wood finishes with an opaque, homogenous color and little of the grain showing. When they see natural color variations in finished wood, they actually see them as defects.

We need a concerted effort to educate the public, similar to what has been done for the dairy, beef and pork industries. It needs to be more than just a slogan, however. Consumers have to see finished wood firsthand to fully appreciate it. Qualities like chatoyance, the gem-like iridescence that finished wood imparts, can only be witnessed in an "up close and personal" experience. These qualities can be simulated, however to promote interest. Promotion needs to focus on getting consumers excited about woods' potential beauty in order to get them to make the effort to see for themselves.

Manufacturers can work toward this end by promoting furniture of this quality at market events but the effort needs industry-wide support. Trade associations need to work collectively with appropriate government agencies, as has been done in other industries. Individuals can help by supporting and participating in trade association as well as being active in promoting a political climate favorable to this cause.

At the same time, we need to promote woodworking as a viable career path in order to attract the right workers for the job at hand. They need to be educated and trained in the skills specific to making wood look its best as well as the technical side of woodworking.

Is it all worth it? Can we convince consumers through marketing campaigns to pay the necessary cost of a premium wood product? Can we attract workers that appreciate these qualities of wood enough to choose this as their careers? Or should America be content with being the low-cost alternative for the domestic furniture market?

Source: *Woodworking Network*, September 2012

THE CARBON CYCLE IS MISUNDERSTOOD AND MISREPRESENTED

Misleading information about sustainable forestry, bioenergy and how the carbon cycle works is prevalent in American society.

Information posted earlier this year on the website of the Natural Resource Defense Council (NRDC) is an example of just such information and illustrated clearly the lack of understanding of forest ecosystems and the carbon cycle in general.

A video and its accompanying text on the website decry the use of forest harvesting for biomass energy. However, they admit that "Biomass can be harvested and utilized in ways that reduce pollution and protect forest habitats, but only with sustainability safeguards and proper accounting for carbon emissions – including carbon released due to deforestation." This definition of sustainable biomass production includes agricultural biomass and woody biomass from short-rotation biomass plantations, but not natural forests.

A "biomass carbon deficit" argument is put forward, along with an overly-simplistic example of one forest harvested, and one left to grow. The claim is that the harvested forest creates an immediate carbon deficit compared to the one that is left, and that the deficit is closed slowly over the years, until eventually, the harvested forest will start producing carbon reductions.

What this comparison fails to take into account is the cumulative effect of multiple forest stand harvesting over continuous time periods. Rather than comparing one forest harvested immediately and one left for fifty years, consider the forest as one compared of fifty different forest stands harvested one per year, and growing at a rate of 2% each year. This is closer to reality and yields a cumulative impact of a sustainable harvest in perpetuity, with no real starting or ending point to the carbon cycle.

Also consider that each of these stands was collecting carbon from the atmosphere before they ever reached harvesting age. In the example, the stand harvested in Year One had been growing for at least fifty years on the harvest date. It will be ready to be harvested again at the end of another fifty-year cycle. Thus, the "carbon deficit" is only real if you ignore the fact that the trees gobbled up carbon before they were harvested.

1) Biomass harvests are rarely, if ever, stand-alone operations. For fundamental economic reasons, forest biomass (which is typically called "pulpwood" in the industry) is harvested as a co-product of sawlog harvesting, either at the same time as the sawlog harvest or prior to the sawlog as a thinning treatment. Natural forests will not be treated merely as "fuel depots" within the construct of sustainable forest management; all the other products of the forest, including lumber, air and water quality, wildlife habitat, and recreation are optimized to meet the management objectives of the land owner.

2.) Any biomass energy industry that develops here in North America is able to do so only because the pulp industry here has been on the decline for the past two decades. Pulpwood harvested for biomass energy is simply filling a vacuum created in the market place by the decline of pulp production. And all biomass that was harvested in the past for pulp and paper production ultimately returned to the atmosphere as carbon, either through its use for mill energy in the form of black liquor, or as waste paper that ended up in landfills.

3.) As pulpwood markets have shrunk, large portions of the north-eastern, Great Lakes, and western forests have become overburdened with small-diameter stems that are densely-packed and growing far more slowly than the healthier forests of previous decades when an appropriate pulpwood component was being harvested. Dense, slower growing forests mean less carbon sequestration per acre and more hazard of wildfire, both situations that can be reversed by increased levels of biomass harvesting.

4.) This harvesting of the pulpwood component is an essential part of forest health and restoration. The growing bioenergy industry provides a way to pay for this benefit to the forest. Without it, the balance of forest ecosystems will come under even more pressure as "sawlog only" harvests become ever more prevalent.

5.) Biomass energy production will always be driven, and limited, by the marketplace. As more facilities are built, local market prices for the biomass will rise and biomass energy operations will be harder to justify economically. Fears that biomass harvesting will wipe out the forest are overblown, as even today the market works as a natural constraint against a broad expansion of biomass energy facilities.

6.) Biomass energy production is an enabling technology for more

advanced bio-refinery processes and products. Bioenergy-related companies seeking to add value to the biomass raw material will be the ones that bring us advances in cellulose and lignin utilization, and produce the miracle bio-products of tomorrow, including those that replace products of fossil fuels. Without biomass energy providing the economic incentive to resurrect the pulpwood harvesting industry, these future miracle bio-products will never see the light of day.

7.) All other forms of energy production, including the solar, wind, and agricultural biomass touted on the NRDC videos, also have environmental and societal drawbacks to some extent. Can we say which is better or worse? In general, the answer is "No."
But in specific applications, experts usually can identify a best choice. And sometimes biomass energy from natural forests is the best option.

The NRDC videos do make valid points about relative efficiency of wood versus fossil fuel energy production. It's lower, and this does result in relatively more emissions per unit of energy at a higher cost in large-scale applications. That's the reasoning that went into our discussion of using biomass energy in appropriate applications, or as we put it, "Size Matters" when determining the best use of biomass for a energy applications. But by presenting biomass energy production as a "one size fits all" proposition, opponents of natural forest biomass energy like the NRDC are able to misrepresent the resource potential and mislead the public into thinking that harvesting the forest for biomass is a bad thing in general.

While some studies theorize that certain scenarios of biomass-to-energy harvesting and conversion may in fact increase overall carbon emissions, the science is ongoing and government – funded research tends to focus on large-scale processing. This a practice that many in the industry believe is a sub-optimal use of the forest resource compared to right-sized biomass harvesting that can improve the overall ecosystem quality of the forest.

A video produced by the National Geographic Society demonstrates modern understanding of and technology utilization in sustainable forestry, and features some forest products industry companies in Pennsylvania.

By following sustainable harvest guidelines, society will benefit from the capture of woody conversion of carbon stock to energy in our homes and businesses. Ultimately, if we don't the carbon is returned back to the atmosphere anyway, one way or another.

Would you prefer that forest biomass and its carbon molecules heat your home or local business, or heat the atmosphere out in the woods? Ultimately, it's one or the other. No forest lives forever. It's continually dying, being reborn, growing, aging and dying again. Those who think they are "defending" the forest seem to be instinctively against human management and utilization of natural resources, despite the fact that forest in most areas of the world that have been responsibly managed for the last fifty years are larger and healthier now than they've been in centuries. They imagine that we'll all be better off if we just leave the forest alone and use other resources they deem to be more environmentally-friendly.

In fact, the use of misleading "carbon deficit" accounting just seems to be the latest angle at stopping forest harvesting, period. Just like "clearcutting" in the 1980's and "endangered species" in the 90's, "carbon deficits" is the cause celebre for those who would like to see a day when no forest tree is ever cut down. But this too will pass, and in the end, we'll benefit from the knowledge gained by further, more balanced research into the workings of forest ecosystems and the carbon cycle.
By Dr. Chuck Ray – Penn State University, Source: *Pallet Enterprise,* September 2012

FOR **SALE**

Timber and Forest Products

Equipment

1993 Top kick dump/flat bed truck 6 cyclinder – Cat diesel – 16'- 2 speed rear - $8,500; Dyn-weld – 10 ton – construction trailer - $4,000; Clark – 8,000 pound fork life – air tires - $4,500; Sicotte – border – horizontal and vertical – multi-heads - $7,900; Mum – copy/tracing lathe (new) - $8,900; Boss – double sided 30" planer - $5,900; Hempel – tracing lathe and sander - $8,000; TOS – 18" (4) sided planer - $12,500; Schiavia – (7) head moulder - $9,500; Mattison – straight line rip saw - $5,500; Oliver – 94D – cross cut chop saw – hydraulic - $1,900; Sanding-master – 40" – twin head wide belt sander - $5,900; Wadkin – 30" disk and spindle sander - $3,500; Wadkin – 20" band saw - $1,800; Wadkin - chisel mortiser - $1,600; Balestrini – C70N – auto copy shaper - $7,600; Cat – D-3-C bulldozer – 6 way blade 90% bottom - $17,000. Contact Fred Janik, 6881 Minnick Road, Lockport, New York 14094 (716) 433-4224

1988 19'6" Mack, 350 HP, 12 speed, camelback suspension pulp truck w/prentice F90T loader 22' w/1987 Rosa pup, 16'3" spring ride all in good running condition $22,500; Also for sale – material conveyor 2' wide belt x 38' on running gear. Gear box on head pulley – no motor $3,500. Can be used as firewood or gravel conveyor. Contact Lloyd Wiese, W3117 County Road A, Stetsonville, Wisconsin 54480; (715) 678-2319; FAX (608) 275-3338.

Services for Sale

WANTED TO BUY

Timber and Forest Products

Employment

Timber/log buyer: Seeking a qualified person to mark and purchase standing timber and cut logs. Qualified candidate will work with established vendors and acquire new vendors. Strong communication skills, good organizational skills and must be able work independently. Experience a plus. Competitive compensation package and benefits package. Send resume to: Krueger Lumber Company, Inc., 21324 USH 151, Valders, Wisconsin 54245 Phone: (920) 775-4663 - E-mail: denise@kruegerlumber.com

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If you want to list items, fill in the form below:

FOR SALE	WANTED TO BUY	SERVICES	EMPLOYMENT	
FOREST PRODUCTS ☐	FOREST PRODUCTS ☐	FOR SALE ☐	AVAILABLE ☐	REMOVE FROM
EQUIPMENT ☐	EQUIPMENT ☐	WANTED ☐	WANTED ☐	MAILING LIST ☐

NAME -- DATE --

ADDRESS--COUNTY ---

CITY --- ZIP CODE -----------------------------------PHONE AC (-----) ---

WISCONSIN LOCAL-USE DIMENSION LUMBER GRADING

A procedure is in place under which Wisconsin sawmills are able to produce dimension lumber that may be sold without a grade-stamp issued under the authority of a lumber grading bureau, and that lumber may be used in residential construction when directly sold to the person who will inhabit the dwelling (or to a person acting on his or her behalf) and for whom a building permit has been issued. To do this someone from the mill must attend one of the **Wisconsin Local-Use Dimension Lumber Grading Short-Courses** that are offered for Wisconsin sawmill operators. These one day special short-course training sessions are offered several times a year, at no charge, and are advertised in the WI-DNR's Wisconsin Woods Marketing Bulletin. **Successful completion of this course and successfully passing an associated test is required for anyone that wishes to produce and sell local-use dimension lumber in Wisconsin that will be used in residential construction. This means someone in your company needs to attend the course if you wish to produce Wisconsin Local-Use Dimension Lumber. (Note: Local-use dimension lumber is lumber that is not grade-stamped under the authority of a grading association.)**

If you wish to produce and directly sell Wisconsin Local-Use Dimension Lumber that may be used in residential construction, you will need to get someone from your mill to a course so they be certified (as a representative of your mill). Also if you do custom sawing for anyone who wishes to use the lumber in their dwelling (such as if you have a portable mill and are custom sawing logs for forest landowners who want to use that lumber in building their home), this would apply to you and you also should get the training and get certified.

The next one-day Wisconsin Local-Use Dimension Lumber Grading Short-Course that you can register for will be offered on April 4th at the University of Wisconsin-Stevens Point Wood Lab in Stevens Point WI. The short-course is one day in length, beginning at 9:00 AM and ending at around 4:30 PM (at the latest).

There will be no fee for attending - HOWEVER - pre-registration is required – there will be NO WALK-IN REGISTRATION - (**space is limited to 20 persons maximum for each course to allow for more interactive discussion**). **Pre-registration for the course must be received before for May 15th for the April class to permit time to confirm registrations, and for mailing all students a grading manual for advance study, and travel directions and other materials.**

To register for any of the short-course, you may email, FAX or phone in your registration. Your registration will be confirmed (also by email, FAX, mail or phone) OR you will be informed the course is full.

TO REGISTER:

Email the following information to: RGOVETT@UWSP.EDU (email registration is preferred if possible)

Provide the following information when registering:
1) The full name (or names) of the person (or persons) being registered
2) The company name (if different from the person's name)
3) A complete mailing address (including zip code)
4) Phone number (with area code)

OR if you do not use email you can FAX to: Bob Govett 715-346-4821

OR you can simply phone Bob Govett (715-346-4212) – if you phone in your registration – please be sure to spell out the name and address

Department of Natural Resources
Forest Products Specialist
3911 Fish Hatchery Road, Route 4
Madison, WI 53711

ADDRESS SERVICE REQUESTED

The Wisconsin Department of Natural Resources reserves the right to edit all items included and accepts no responsibility for the accuracy of description or for the commercial integrity of the persons or firms making offers in this Bulletin.

If you wish to use the facilities of the Bulletin, forward a letter, post card or form on page 11 with detailed description of your "wanted" or "for sale" items. All forest products (stumpage, logs, pulpwood, posts, poles, trees and lumber, etc.) and services (custom sawing, custom kiln drying and tree planting, etc.) may be listed. Please be sure your full name, address (including zip code), telephone number accompany your listing, there is no cost for listing any items. If you want items repeated in the next issue, send in a written request. If you have comments about the Bulletin or have suggestions on its content, write to: Forest Products Specialist, 3911 Fish Hatchery Road, Fitchburg, WI 53711, phone (608) 231-9333 FAX (608) 275-3338.

DEADLINE FOR ITEMS TO BE LISTED IS THE 20TH OF: MARCH, JUNE, SEPTEMBER and DECEMBER.

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