

# WISCONSIN WOOD

## MARKETING BULLETIN



Published by Wisconsin Department of Natural Resources, Madison, WI 53711

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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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### **MAPLE BATS STILL SWINGING IN MAJOR LEAGUE BASEBALL**

As the 2011 Major League Baseball season opened on March 31<sup>st</sup>, it would appear that last year's controversy over "exploding" maple bats has simmered down.

Incidents of maple bats shearing into dangerous projectiles have decreased significantly since Major League Baseball revised its rules concerning bats last year. Chief among them was the reduction of the maximum bat diameter to 2.61 inches and the requirement that the cupped portion of the bat was to be free of right angles. Major League Baseball also worked with bat manufacturers to construct bats with a straighter slope of grain, based on findings from the Forest Products Laboratory in

Wisconsin, which studied thousands of bats in an effort to determine their cause of breakage.

Last year Major League Baseball also took steps to ban the use of ultra-light maple in its minor league, although that move has yet to make its way to the big leagues.

Despite the problems, maple bats continue to rival ash and hickory in major league usage. While lighter than hickory, maple is stronger than ash and less prone to flaking and cracking – though when it does break, it can fracture into a jagged projectile. Those watching the Chicago Cubs game last September in which Tyler Colvin was impaled in the chest while running home from third by a piece of broken maple bat bore witness to that fact.

But with the changes already in place, let's hope the incidents of injuries continue to decline, and that the game of baseball will be safer for all. And with that, let's play some ball!

By Karen Koenig, March 2011. Source: *Woodworking Network*  
<http://woodworkingnetwork.com/Maple-Bats-Stay-Swinging-in-MLB/2011>

### **WOOD HOMES ORDERED FOR 30,000 JAPAN FAMILIES**

**Port Hope, ON** – Japan wood imports from North America are expected to rise sharply as the country embarks on a massive rebuilding effort.

Faced with the prospect of 350,000 homeless in an area inundated by the March 11 tsunami following an earthquake, the Japanese government will lead the reconstruction effort.

Already a Canadian pre-engineered home manufacturer, Viceroy Homes Ltd., says it has been called upon by its Japan affiliate to help fulfill an order for 30,000 pre-fabricated homes for the island nation, one-third to be delivered within 90 days.

Requests have been increasing for lumber and lumber products, according to *Wood Resource Quarterly*. The publication says Japan imported between 3.6 and 4.1

million cubic meters of softwood logs annually in the past two years. As the domestic forest industry increases production later in 2011, imports of logs predominantly from the United States, Canada, New Zealand and Russia are expected to increase to their highest levels in at least three years.

Weyerhaeuser says it is working with its Japan customers in rebuilding plans. There have also been inquiries for glue-laminated products and other pre-cut wood products that more quickly can be used for re-building efforts, as opposed to need for basic commodities such as lumber and plywood.

Port Hope, ON-based Viceroy, a housing manufacturer, says it is working with Japan's Selco to provide a portion of the 30,000 temporary home units requested by the Japanese government to house victims displaced by the recent devastating earthquake and tsunami in that country. Viceroy says it has previously sold 12,000 homes through Selco.

The temporary housing units are intended to relocate 350,000 people now living in evacuation centers in the hard hit Northern regions of the country.

Selco Homes is based in Sendai, the closest large city to the areas most heavily damaged by the quake and tsunami. The Japanese government invited Selco to submit a proposal for both temporary and permanent housing in a program the government is funding. Selco has an immediate mandate to provide approximately 10,000 temporary housing units over the next three months, according to Viceroy.

Viceroy Homes is working with Selco to design and manufacture a portion of the required temporary housing units, which will be manufactured in Canada with Canadian building materials before being shipped by sea to Japan, where they will be constructed by Selco.

Viceroy Homes says it will also work on permanent housing with Selco as Japan rebuilds more than 100,000 single family

units over the next three to five years in the devastated Northern region.  
By Bill Esler, March 2011. Source:  
<http://woodworkingnetwork.com>

### **CHINA DUMPED ENGINEERED WOOD FLOORING, SAYS INTERNATIONAL TRADE COMMISSION**

**Washington** – Multi-layered wood flooring exported from the People’s Republic of China was unfairly subsidized, says the U.S. Department of Commerce following a lengthy investigation.

The DOC announced its preliminary findings March 22, 2011.

The DOC preliminarily determined that Chinese producers/exporters have received subsidies ranging up to 27 percent, giving them a pricing advantage in the U.S. market versus domestic flooring manufacturers.

The list includes 127 Chinese firms that allegedly received 27 percent advantage in subsidies. Two firms analyzed – Fine Furniture (Shanghai) Ltd. (and its affiliates Great Wood (Tonghua) Ltd., and Fine Furniture Plantation (Shishou) Ltd. – allegedly received a preliminary net subsidy rate of 2.25 percent.

The complete DOC wood flooring findings, including a list of the affected Chinese firms is available here:  
[/ccmsdocuments/Woodworking-Network/Hardwood-flooring-prelim-032211.pdf](http://ccmsdocuments/Woodworking-Network/Hardwood-flooring-prelim-032211.pdf)

The Commerce Department says it will instruct U.S. Customs and Border Protection to collect a cash deposit or bond from Chinese manufacturers based on the preliminary rates. The U.S. imported nearly 72.2 million square feet of hardwood flooring from China in 2009, valued at \$119.7 million, according to Wood Flooring, a report by Catalina Research Inc. These numbers were down from 89.0 million square feet valued at \$148.0 million in 2008, mainly attributed to the housing downturn and resulting economic recession.

The complaint against the Chinese firms was filed last October by the Coalition for American Hardwood Parity, an ad hoc association of U.S. manufacturers of multilayered wood flooring, which includes:

Anderson Hardwood Floors, LLC (SC),  
Award Hardwood Floors (WI),  
Baker’s Creek Wood Floors, Inc. (MS),  
From the Forest (WI),  
Howell Hardwood Flooring (AL),  
Mannington Mills, Inc. (NJ),

Nydree Flooring (VA), and  
Shaw Industries Group, Inc. (GA).

Products covered by the investigation includes multi-layered wood flooring, composed of an assembly of two or more layers or plies of wood veneers in combination with a core of hardwood or softwood veneer, particleboard, MDF, high-density fiberboard, stone and/or composite, or strips of lumber placed edge-to-edge.

Multi-layered wood flooring is typically manufactured with a “tongue-and-groove” construction. The wood flooring is generally used as the floor in residential or commercial building, as well as in schools, showrooms and gymnasiums.

The DOC will continue its investigation, including accepting input from the impacted manufacturers and importers of Chinese engineering wood flooring. The investigation will culminate with a final determination scheduled for June 6, 2011.

At that point, the International Trade Commission, which will review the DOC’s findings, will issue a final determination of its own as early as July 21, 2011. An issuance of a final order would take place one week later.

By Bill Esler, March 2011. Source:  
<http://woodworkingnetwork.com/China-dumped-wood-flooring>

### **GLOBAL TIMBER AND WOOD PRODUCTS MARKET UPDATE – Japanese importation of logs, lumber and plywood in 2011 is likely to be the highest it has been since 2008 because of post-earthquake and tsunami re-building, reports the WRQ**

*Japan is in urgent need of pre-fabricated houses and manufactured wood products in the aftermath of the earthquake and tsunami that hit the country in early March. Longer term, it can be expected that imports of commodity products such as plywood, lumber and logs will increase to this country, which is already one of the largest importers of wood products in the world, according to the Wood Resource Quarterly.*

**Seattle, USA.** The earthquake and tsunami that hit Japan on March 11 is first and foremost a humanitarian tragedy that is difficult to comprehend. Over 10,000 people died during and in the immediate aftermath; more than 400,000 people lost their homes and 100-150,000 buildings were destroyed. The re-building of towns, roads, railways and the power grid in the

impacted region northeast of Tokyo will be a lengthy and difficult undertaking.

Much is still uncertain regarding short-term and long-term changes in the importation of forest products as a result of the catastrophe, but the need for construction material is going to be considerable in the coming years. Initially, there have been requests from Japanese authorities and trading houses for pre-fabricated houses. There have also been inquiries for glue-laminated products and other pre-cut wood products that more quickly can be used for re-building efforts, as opposed to need for basic commodities such as lumber and plywood. To start with, the government has asked for 30,000 temporary houses within two months.

Japan is one of the largest importers of wood products in the world. In 2010, the country imported wood raw-material (logs and chips) and processed wood products valued at more than ten billion dollars, which was 20 percent more than in 2009, as reported in the Wood Resources Quarterly. Japan was the biggest importer of wood chips and plywood, the second largest importer of logs, and was ranked the third biggest importer of lumber in the world last year.

It is not likely that imports of lumber, plywood and sawlogs will increase much in the next few months before ports and access roads have been cleared and the power has been restored for at least the most basic needs. Over the next 6-12 months, it can be expected that there will be a rise in demand for both lumber and plywood. This will result in increased importation of processed products and of logs to supply domestic Japanese mills. Based on contacts already established between importers in Japan and manufacturers around the world, it is probable that there will be higher shipments of softwood lumber from Canada, the US, Russia, Sweden and Finland later this year. The major suppliers of plywood will most likely continue to be Malaysia, Indonesia and China.

Japan imported 3.6 and 4.1 million m3 of softwood logs in 2009 and 2010, respectively. As the domestic forest industry increases production later in 2011, imports of logs predominantly from the US, Canada, New Zealand and Russia can be expected to increase to their highest levels in at least three years.

*Global timber market reporting is included in the 52-page quarterly publication Wood Resources Quarterly.*

*The report, established in 1988 and with subscribers in over 25 countries, tracks sawlogs, plywood, lumber and pellet prices and market developments in most key regions around the world.*

Source: Contact Information - Hakan Ekstrom, March 2011. *Wood Resources International LLC*, [info@wri-ltd.com](mailto:info@wri-ltd.com)  
[www.woodprices.com](http://www.woodprices.com)

## **NEW OWNERSHIP AT OSHKOSH DESIGNS**

**Winneconne, Wisconsin** – Oshkosh Designs President/CEO Brenda Kubasta, has acquired the brand and assets of the decorative flooring company, effective April 14, 2011. Kubasta has been president of Oshkosh Designs, now dba Oshkosh Floor Designs Acquisitions LLC, for six years.

“I have always found this product line to be exhilarating,” Kubasta said in a statement. “For the last 20 years this company has been making it happen for our customers. It was of utmost importance this acquisition did not affect our customers or production of product in any way, and we are pleased to say it did not.”

Kubasta added, “The company’s core competencies remain the same and the Oshkosh Design team of master artisans continues to produce beautiful parquet and inlay. This acquisition will allow us to remain competitive in today’s market and continue to grow our brand and product offerings.”

At the 65,000 square foot facility in Winneconne, Oshkosh Designs performs both design creation and all machining. The company uses a variety of materials, including domestic and exotic hardwoods, natural stone, metal and glass. The small parts are hand assembled into intricate patterns and water-based adhesive is used to mount the parts into place.

In addition to its standard offerings, Oshkosh Designs says it will resize, reshape or change the materials in a product to suit customers’ décor. The company also offers a custom design service.

Source: By Karen Koenig, April 2011  
<http://woodworkingnetwork.com/New-ownership-at-Oshkosh-Designs/2011-04-19/Articl>.

## **NEW ASSOCIATION TO ADDRESS U.S. INDUSTRIAL PELLET EXPORT ISSUES**

A new trade group has formed to address specific industry issues faced by U.S.

manufacturers of industrial grade wood pellets that are being exported to Europe.

According to Executive Director Seth Ginther, the U.S. Industrial Pellet Association will focus on three main issues: certification standards for industrial wood pellets, sustainability and uniformity of contracts. These are other pellet trade groups in the U.S., he said, but none that address those specific issues.

The group was officially formed in February by Enviva Biomass, Fram Renewable Fuels, Green Circle Bio Energy Inc. and the Westervelt Company, according to Ginther, and interest has been extremely high. “We’re looking for other producers to become members, or anybody who is involved in the value chain or supply chain of industrial wood grade pellets. That includes landowners, transporters, equipment manufacturers, ports, European utilities and trading groups.”

On U.S. pellet export activity right now, Ginther said it’s not just talk. “It’s happening, and during the next five years, pellet demand in Europe will continue to rise dramatically. There’s an enormous demand for this product and that will continue.”

Though in the future the largely residential-based U.S. pellet market may begin to expand more to industrial-scale use, Ginther said the domestic wood pellet market as a whole is very small right now compared to Europe’s.

The USIPA plans to work with Canada on policy issues, he added, as Canada currently exports the vast majority of wood pellets imported to Europe.

Source: By Anna Austin, April 2011

## **FIRST AID KITS! OSHA/ANSI...HOW DO WE SORT THROUGH IT ALL?**

By Gabriel Curry

Sometimes it is the little things you forget that can get you in trouble when an accident occurs or the Occupational Safety and Health Administration (OSHA) comes for a visit. One place that can get overlooked is the basic first aid kit. Every workplace should have first aid supplies to handle the scrapes and splinters that are the natural result of getting work done.

Are you with me so far? Good, because this simple statement is a lot more complex than it looks. It encompasses a wide array of assumptions in these modern times, and there is a price to pay for not adequately assessing those assumptions.

A first aid kit naturally should anticipate minor injuries out of concern for the welfare of our workers. Employers must also consider the possibility of blood-borne pathogens and offer protection for any coworker administering the first aid to the injured party. In other words, when somebody starts bleeding, people are concerned that they may contract a deadly virus by direct exposure to the blood, so the first aid kit needs to contain gloves and things to avoid transmission of dreaded diseases.

Add to this the vague fear that there will be OSHA penalties or lawsuits if we don’t provide just the right sort of first aid supplies. You can now begin to see the complexity hidden in the simple premise of providing first aid.

It just so happens that there are companies out there who are happy to subcontract the pesky details of first aid and handle it for you. They will visit your place of business regularly and keep you supplied with the stuff your company needs. This solves the problem, but at what price? I’ve heard stories of mid-sized companies spending upwards of \$4,000 per year on a well-stocked first aid cabinet by utilizing this type of service. Does it have to cost that much to supply your workforce with basic first aid materials?

I don’t think so.

For some companies, it makes sense to use a full-service provider, but I believe many companies can do the job in-house and save a lot of money if they only know the facts.

And the facts are pretty clear cut. If you are the least bit attentive to the ordinary first aid needs of your workforce, and take care to obtain your supplies in an ANSI compliant format, and establish a mechanism to reorder supplies as they are consumed, you will never be molested with an OSHA violation over your first aid kit.

If your workplace is in California or any other state with an aggressive in-state OSHA-style agency, you should check with the appropriate state authorities to make sure they do not have any additional requirements such as a letter on file from a consulting physician approving the supplies you use.

Allow me to take a moment to detail the way the federal government goes about making sure the workplace is safe. The American National Standards Institute (ANSI) is a private entity that encodes standards for products, services, processes,

systems, and personnel in the United States. OSHA is a federal agency that has enforcement powers and often uses the ANSI standards as the basis for its regulations. ANSI has prescribed minimum performance requirements for first aid kits in its standard Z308.1, which was last revised in 2009.

According to the ANSI standard, first aid kits should contain individually wrapped single-use packets using a color-coded labeling system denoting whether the item is an antiseptic, burn treatment, bandage, etc. Additionally, these supplies must be located inside a box or cabinet that is labeled for the purpose.

A basic refill kit that conforms to this standard will include assorted bandages, antiseptic towelettes, burn and antibiotic topical packets, tape, latex gloves and a first aid handbook. A pallet facility would want to supplement these items with targeted products with splinter-removal packs, but they would be more for the comfort of your staff than to satisfy OSHA.

My company, HUB Industrial Supply, sells a 50-piece refill box of the ANSI specified items for just \$17.00, and the Splinter-Out kit is only \$3.90 compared to others' price of \$6.30, so you can see how economical it can be to do it yourself.

Incidentally, my staff has been studying statistics of OSHA inspections in the pallet industry. I expect to share the results of our research in future columns. As it pertains to first aid kits, I can report that a random survey of actual violations in pallet facilities in the last few years turned up no examples of first aid kit problems outside of the state of California.

I wish I would say the same thing for PPE...but that's another column. If you have a story to tell about an OSHA inspection your company has experienced I'd like to hear it.

Editor's Note: Gabriel Curry is President of Hub Industrial Supply. He can be reached at [Gabriel@hubindustrial.com](mailto:Gabriel@hubindustrial.com) or by phone (800) 743-9401 or visit [www.hubindustrial.com](http://www.hubindustrial.com).

Source: *Pallet Enterprise*, April 2011

**WORLDWIDE GRAPHIC PAPER DEMAND IS GROWING AGAIN, BUT THE FORECAST RISKS ARE HIGH**  
THE WORLDWIDE MARKET FOR GRAPHIC PAPERS, defined as newsprint plus printing and writing papers, is coming back to life after two years of record worldwide decline. The increase in demand last year was pretty impressive as

world demand jumped 6.5 million tonnes, or 4.8%, to a level of 143 million tonnes. However, we need to point out that demand fell 20 million tonnes in the previous two years, and a significant portion of the recovery last year was an inventory bounce. Now that the inventory recovery is largely complete, we will get to see in 2011 if the recovery in demand has any real roots.

On the positive side, we are seeing strong worldwide GDP growth and it is driving increased demand for advertising, communication and business transactions. GDP growth is expected to stay between 4% and 5% per year for the next five years. The energy shock may dampen some of the growth in 2011, but we still expect worldwide GDP to grow in excess of 4% in 2011, led by gains of 8-9% in India and China. For the last 20 years, worldwide demand for graphic paper has been growing about 1.5% per year less than GDP, mainly due to declines in developed countries. So according to the historical trend, if world GDP is growing 4-5% per year, world demand for graphic paper should gain about 2.5-3.5% per year.

**Shift to new technology will accelerate**  
The market certainly beat that trend last year, however, we do not believe that global demand will keep up with its historical trend relative to GDP. The major influence behind this change is, of course, the rapid adoption of new electronic technologies, not only in the developed world, but also in many developing regions of the world that will leapfrog ahead and skip the print applications that drove demand growth in North America and Europe. I-Pad and similar devices that were only introduced in the second half of 2010 are already getting adopted at a faster pace than any new technology has ever been adopted before, including smart phones. And the potential for displacement of print media is huge. New technologies have certainly impacted paper demand trends in the past as well, and are in fact the major reason why paper demand growth has lagged GDP, but we believe that this shift from print to new technology will actually accelerate over the next five years.

**A slow return**  
Because of this rapid adoption of new technology, it will take the world demand for graphic paper a long time to dig its way out of the hole into which it fell in 2008 and 2009. We have had several downturns in world demand in the past, one in 1996 followed by a more severe drop in 2001.

In both cases, world demand was setting new records again within 12-24 months after the downturn ended. Because the slide in 2008-2009 was so steep and the recovery will be muted by rapid advances in technology, we do not show world demand for graphic paper regaining its 2007 peak for another six years.

The buffering effect of new technology will begin immediately in 2011. We are predicting a meager growth rate of only 1.3% in world graphic paper demand in 2011, a much lower result than the initial 4.8% spike out of the recession in 2010.

The risk to this forecast is high, with equal risk on both the down and up sides. And the consequences for the major market players are huge. Although world demand will grow 2 million tonnes per year, world capacity growth in Asia will exceed this amount. So Asian producers will be forced to scour the globe looking for growing markets, and European and North American exporters may be forced to permanently shutter more capacity than the world does not need. There are, of course, many differences by grade and region, but the bottom line is that North American and European markets will decline, and there will be limited opportunity to push a lot of unneeded capacity onto a maturing world market. Thus, capacity closures will likely continue for several more years. We already have several occurring in both North America and Europe in 2011, despite the fact that worldwide demand and prices are in the middle of a recovery. By John Maine, Vice President World Graphic Paper, March 2011; e-mail - [jmaine@risi.com](mailto:jmaine@risi.com)  
Source: *Pulp & Paper International*, April 2011

## **DRIVER SUFFOCATES CLEARING CHIP JAM IN TRAILER**

### **Background**

A truck driver was unloading wood chips from his open-top trailer-tractor unit via a movable floor unloading system on a mid-winter day in the Northeast. The trailer had a cross-stability bar centrally located at the top of the trailer. When using the movable floor unloading system to offload wood chips, these wood chips would routinely jam at the cross stability bar.

### **Personal Characteristics**

The driver, in his late 40s, had been employed by the company for 10 years. He was considered experienced.

### **Unsafe Act or Condition**

The driver positioned the truck to unload the chips, unlocked and opened the trailer's rear gate, and activated the movable floor unloading system. Witnesses observed the victim climb the exterior fixed ladder on the trailer and walk along the top edge of the trailer towards the rear of the trailer. This was reported as a common practice, especially when entering the trailer to clear chips jammed at the trailer's cross stability bar. Although there were no witnesses after that point, it appears that the driver stepped from the top edge of the trailer onto the chip pile to clear the jam.

#### **Accident**

It appears that when the driver stepped on to the load, a void within the chip pile caused the pile to give way. The driver fell through, into the pile, and the chips engulfed and suffocated him. The movable floor unloading system continued operating, offloading the chips. Eventually the victim was offloaded from the trailer through the trailer's rear gate along with the chips.

Approximately twenty minutes had gone by when the company owner and a co-worker realized that they had not seen the driver. The company owner went over to the trailer and noticed that the movable floor unloading system and the truck were still running. A pile of chips had accumulated on the ground and was now blocking the rear gate opening and preventing the remaining chips from being offloaded. The company owner then moved some chips from the top middle section of the pile and noticed the victim's head.

The company owner turned off the movable floor unloading system and placed a call for emergency medical services. The local police arrived at the incident location within minutes and then placed calls to the local fire department and the medical examiner's office. The driver was pronounced dead at the incident location.

#### **Injury**

The medical examiner listed the cause of death as cardiac arrest due to compression asphyxia.

#### **Recommendations**

- Minimize load jamming by ensuring that chip trailers equipped with both cross stability bars and movable floor unloading systems are not loaded up to or above the cross stability bar.
- Provide employees frequent training on safe trailer loading, unloading, and jam clearing procedures.

- Develop, implement, and enforce a permit space program for permit-required confined spaces, such as loaded chip trailers (as OSHA requires).
  - Ensure that trailers with movable floor unloading systems are either equipped with automatic sweeping tarps or that manual sweeping does not begin until after the entire trailer has been offloaded.
  - Conduct routine hazard assessments of equipment and how tasks are completed to identify potential hazards to which workers are exposed.
- Source: *TimberLine*, May 2011. Forest Resources Association.

#### **REBOOTING FOR THE REBOUND**

The double whammy of an economic recession and a housing downturn has seriously tested the mettle of woodworking executives of all sizes and species.

No doubt some managers have found themselves shell shocked. Many were in the process of advancing their businesses to new heights when a sudden reverse of the economy forced them to retract, frequently requiring them to make very difficult personnel decisions.

But the economy has settled down and slowly but surely, despite a fit here and there, is moving forward. Wise, opportunistic wood product managers never lost sight of the need to stay abreast of the market's sways with an eye toward finding the silver lining in the darkest of clouds. This is to say, they looked for chances to steal market share from competitors who hunkered down waiting for the storm to pass, or tested the waters of new markets when freed capacity made it possible to experiment.

#### **A Hitlist of Free Advice**

I'm not a manager of a wood products company and I didn't stay at a Holiday Inn Express last night. But I have had ample opportunities to connect with industry leaders on multiple levels. It has given me a renewed appreciation for the need to stay rooted in the basics that can help propel a business.

So here's my free advice for getting matters back in focus to address the challenges and opportunities of the recovering marketplace.

- Recruit the best employees and treat them fairly because they are your best asset or your biggest liability.
- Open communication is a key to your company's strength. Once your employees become distracted or troubled about company policies or other matters that impact their performance, it will reflect on

- overall performance in a negative way. Happy employees are more productive, make fewer mistakes and tend not to quit.
  - No matter how long you have mastered your craft, never believe that you have all of the answers. Focus at what you are good at and listen and learn from others. Even the newest employee might have an idea or vantage point that at the very least needs to be considered.
  - Never lose sight of what makes wood such a unique and wonderful material for your products. Optimize it in your plant and in the market place.
  - Don't be a great loss leader. If you don't make money, then it's just a hobby.
  - Harness the power of new technology. The way of doing business and successfully competing is changing rapidly. Attend trade shows and conferences to stay on top of what is new and to network with your peers.
  - Investing in new technology in many cases can help you become a greener company by reducing waste and increasing productivity.
  - Not only get greener, get leaner. Even if you can't afford an expert consultant, you can afford a pad of paper to walk your operation and identify wasted effort and product. Effective lean thinking is not only on the shop floor but in the office and other facets of the business.
  - Once you've caught the lean bug, don't let it go. Always focus on doing better. Continuous improvement is a must for long-term health and growth.
  - Know your customer, know your business. Make sure your customers know you know your business.
  - Never lose sight of the goal!
- By Rich Christianson, e-mail [rchristianson@vancepublishing.com](mailto:rchristianson@vancepublishing.com)  
Source: *Wood and Wood Products*, May 2011

#### **WOOD PROMOTED AS GREEN BUILDING MATERIAL**

After years of being silent on the benefits of wood products as a sustainable resource, it seems a few federal agencies are taking a lesson from Congress and turning over a new leaf when it comes to the sustainability issue. Not only did the U.S. Department of Agriculture (USDA) recently recognize wood as a green material that compares favorably with other building materials, it also announced a strategy to promote the use of wood as a green building material.

"Wood has a vital role to play in meeting the growing demand for green

building materials,” said Agriculture Secretary Tom Vilsack. “Forest Service studies show that wood compares favorably to competing materials. In keeping with the Obama Administration’s America’s Great Outdoors conservation agenda, USDA has made a strong commitment to conserving and restoring our forests to protect watershed, recreation, and rural jobs.”

This recognition is the latest in a series of vital steps toward wood being utilized as the highly sustainable building material that it is. Previously, the sustainability of wood was recognized by resolutions passed in both the U.S. House and Senate, in 2009 and 2010, respectively. Those resolutions specifically acknowledged that the American hardwood industry sustainably manages an environmentally preferable natural resource and that hardwoods should not be discriminated against in government procurement programs. The USDA is taking this a step further with its decision to preferentially select wood for new construction.

“This has been a hard-fought victory that is well-deserved, and has been a long time coming,” said Jamey French, former Hardwood Federation Chairman, who led the fight for the industry on this issue. “With the Administration and Congress in sync on wood as a green building material, we think we are in a strong position to grow our share of the green building market.”

The USDA’s strategy includes the following:

- The U.S. Forest Service will preferentially select wood in new building construction while maintaining its commitment to certified green building standards.

- The USDA will also use wood and other agriculture products as it fulfills President Obama’s executive order on Federal Leadership in Environmental, Energy, and Economic Performance, which sets sustainability goals for Federal agencies, including the implementation of a 2030 net-zero-energy building requirement.

- The Forest Service will examine ways to increase its commitment to green building and enhance the research and development being done around green building materials.

- The Federal Service will actively look for opportunities to demonstrate the innovative use of wood as a green building material for all new structures of 10,000 square feet or more using recognized green

building standards such as LEED, Green Globes or the National Green Building Standard.

As part of this initiative, Forest Service Chief Tom Tidwell recently issued a directive calling for increased use of locally milled timber in all new agency buildings and facilities. In addition, Secretary Vilsack directed the heads of all other USDA agencies to incorporate the Forest Service policy of using domestic sustainable wood products as the preferred green building material for all USDA facilities and buildings.

“Our country has the resources, the work force and the innovative spirit to reintroduce wood products into all aspects of the next generation of buildings,” said Chief Tidwell. “As we move forward with restoring America’s forests, we are getting smarter and more efficient in how we use wood products as both an energy and green building source, which will help maintain rural jobs.”

Another high profile effort for recognition of wood as a green building material is being led by the Sustainable Forestry Initiative (SFI), as it petitions the U.S. Green Building Council (USGBC) to open its LEED green building certification system to SFI certified wood products, as well as other independent standards, such as the American Tree Farm System (ATFS) and the Canadian Standards Association (CSA). Currently LEED only gives credit for wood and paper products certified to the Forest Stewardship Council (FSC) standard.

SFI lost the last round in its efforts when the proposed Forest Certification Benchmark, which would have provided a guidance path for any wood certification program that wanted to be recognized in LEED, did not pass the USGBC member ballot in December 2010. This means that LEED will retain the status quo of the existing Certified Wood credits in LEED, said Scot Horst, Senior Vice President for LEED at USGBC. He also said that although there will be many who are not satisfied with this decision, but it was the decision that membership reached using a clearly outlined consensus process. However, all hope for SFI is not yet lost. The public comment process for the next development cycle of LEED is not underway, which is where any future discussion of the issue will take place, according to Horst.

One of the major arguments against the FSC-only stance of the LEED program is the small percentage of FSC certified

forests in North America. With roughly three quarters of North American certified forests certified to SFL, ATFS or CSA and about one quarter FSC certified, LEED’s FSC-only recognition means building professionals seeking LEED certification may have to purchase wood products from overseas, instead of domestically. For this reason, the USDA’s strategy is particularly good news for sustainably harvested domestic timber that is not FSC certified by placing it back on a more level playing field alongside LEED approved products. Having all USDA agencies using domestic sustainable wood products as the preferred green building material for new facilities and buildings could also assist SFI’s efforts for LEED recognition.

Unfortunately, on another front, the validity of SFI certification has been questioned by some who have accused the eco-label of “green washing,” claiming that the certification permits practices that are harmful to the environment. The controversy has resulted in some large companies choosing to phase out the use of SFI certified products, including Office Depot and Allstate. ForestEthics, an environmental organization started a campaign against SFI, claiming that ties to the timber and paper industries dominate SFI’s management and that trusting SFI to certify responsible forestry is akin to trusting a fox with the safety of the henhouse.

The conservation chamber of SFI’s Board of Directors, which includes officials from several conservation organizations, recently responded to the ForestEthics campaign with an open letter to the media. In it they said that it is precisely the power of SFI to sustain fish and wildlife, biodiversity, water quality and ecosystem functions in 180 million areas of forest throughout North America that motivates them to serve on SFI’s board.

“Groups that spread misinformation about SFI could well be harming the forest environment,” the letter said. “SFI provides a tremendous amount of on-the-ground conservation value – a value North Americans care deeply about. We believe SFI and the Forest Stewardship Council (FSC) are both excellent mechanisms that improve the environmental (and social and economic) values provided by forests. There is room and need for both programs.”

Despite the controversy over the different certification labels, there is no doubt that green building is on the rise and

that wood plays an important role in any sustainable building project.

Ongoing research into green building design continues to make wood's place in sustainable building even more visible to building professionals. Due to almost endless recycling possibilities and net-zero carbon properties of wood, multiple wood components are always included in any green home design. A recent example of this is a contest where the APA-The Engineered Wood Association challenged Florida home designers to design a home with the lowest carbon footprint. The winning design featured a raised wood floor with a closed conditioned crawl space and advanced framing, including 2x6 wood framing with wall studs and pre-engineered wood roof trusses and I-joists.

The significance of the federal government's recognition and promotion of wood's sustainable properties cannot be overemphasized. With last month's announcement from the USGBC that over 10,000 homes across the U.S. have earned certification through the LEED for Homes program, it is obvious that green building practices are here to stay. And though it has taken years of effort by those in the industry, the truth about the sustainability of domestic wood is finally being recognized by those who have the ability to implement the widespread use of it in future building plans.

By DeAnna Stephens Baker.

Source: *Pallet Enterprise*, May 2011

#### **ANNOSUM ROOT ROT FUNGICIDE TREATMENT AND PESTICIDE APPLICATOR CERTIFICATE/LICENSE**

Snow is melting fast, and the ground is muddy. Early spring is a good time for loggers to get out of the cab of a processor and spend some time indoors for continuing education. Have you heard of annosum root rot? If you haven't, it may be something that you want to learn more about. Annosum root rot is a serious disease of conifers, and loggers like you can play a major role in preventing this disease.

Annosum root rot is a deadly root rot of conifers by attacking the cambium of roots and root collars. It also causes a yellowish white stringy rot. First observed in Wisconsin in 1993, annosum root rot is now known to occur in 22 counties, including Adams, Buffalo, Columbia, Dunn, Green, Iowa, Jefferson, Juneau, LaCrosse, Marquette, Oconto, Portage,

Richland, Sauk, Shawano, Taylor, Trempealeau, Walworth, Waukesha, Waupaca, Waushara, and Wood Counties. The disease is caused by the decay fungus, *Heterobasidion irregulare* (formerly *H. annosum*). Infected trees will exhibit thin crown, yellowing/browning needles, and die. This disease has been particularly problematic in red pine and white pine plantations in Wisconsin.

Infection most often occurs when spores that are produced by the fruit body, land and germinate on the surface of a freshly cut stump. This infection process proves a strong relationship between annosum root disease and thinned stands. Spores are most often produced when the temperature is between 40 degrees and 90 degrees F. Although the majority is deposited within 300 feet, some spores can be carried in the wind over hundreds of miles. The fungus colonizes the stump, moves into the root tissue and progresses from tree to tree via root contact. The disease attacks and kills understory growth as well.

Once the disease exists in a stand, it is very difficult to control it. Prevention of this disease is the best approach. A fungicide application on freshly cut stumps has been proven to be effective to prevent the disease. More land managers and landowners are requiring the treatment at the time of harvesting as part of timber sale contract. Two products are currently available in Wisconsin to prevent annosum root rot. Sporangin (sodium tetraborate decahydrate) is granular and can be applied using a salt-shaker style container or a special dispensing unit made of a PVC pipe and a plastic nozzle. Cellu-Treat (disodium octaborate tetrahydrate) is a water-soluble powder and can be applied using a backpack sprayer or an attachment to a harvester. Since the treatment should be done as soon as possible, application through a spray attachment is an ideal way. Many logging equipment manufacturers offer a spray attachment to be retro-fitted to a processor.

Although a spray attachment is becoming more readily available, it is not just the machine a logger needs to acquire to perform treatments legally. If you apply a pesticide (herbicide, insecticide, fungicide, etc.) on a contract basis, you are considered as commercial pesticide applicator for hire, and you will need to be certified and licensed. In order to apply a fungicide (Sporax or Cellu-Treat) to freshly cut stumps in forests, you will need to be certified and licensed as a

commercial pesticide applicator in the Forestry category (Category 2.0).

What do you need to do to obtain a certificate? You need a training manual, understand the content and take a test. It's a closed-book test with 70 multiple-choice questions. If you pass the test, you will be certified for 5 years. The first step is to purchase a training manual. The manual includes a sheet that will be needed to take a test. You can purchase a manual either online at <http://ipcm.wisc.edu/PAT>, by mail, or in person. If you don't have access to a computer, contact the Pesticide Applicator Training (PAT) Officer at (608) 262-7588 for more information. The cost of the manual plus handling is \$47.48.

If you are interested in training sessions, FISTA is offering several training sessions for loggers and other forestry professionals to prepare for the exam. There will be one-day PESTICIDE APPLICATION TRAINING AND EXAM sessions coming in the future. Check out the web site at [http://www.fistausa.org/PDFs/FISTA\\_2011\\_Workshops.pdf](http://www.fistausa.org/PDFs/FISTA_2011_Workshops.pdf). For questions, please call FISTA at 1-800-551-2656. A DVD of the training is in progress and will be available in the future.

You can also take a test at one of the five test-only locations (Eau Claire, Green Bay, Madison, Waukesha, Spooner, Wausau). When you are ready, you schedule an exam in advance with WI DATCP by calling (608) 224-4548 (for Eau Claire, Green Bay, Madison, Waukesha, Wausau) or (715) 635-3506 (for Spooner). Once you pass a test, you will receive a card that proves that you are a certified pesticide applicator.

After you are certified, you will need to be licensed. These are two licenses; one is "Individual Commercial Pesticide Applicator License" and the other is "Commercial Application Business Location License." The first one is required for each individual who is hired and compensated by apply pesticides. It costs \$54 per year per individual, and it needs to be renewed annually. The latter is required for businesses to apply pesticides for payment. Each business location needs a separate license. It costs \$108 per year per location, and it needs to be renewed annually. If you own your business and you are the only employer/employee, you will need both licenses for yourself.

There has been a multi-agency/organization effort to improve the process to help loggers. If you are interested in receiving news and updates

on annosum root rot and its management in Wisconsin, please contact Kyoko Scanlon at [Kyoko.Scanlon@Wisconsin.gov](mailto:Kyoko.Scanlon@Wisconsin.gov) or call at (608) 275-3275. Source: *Great Lakes Timber Professionals Association*, April 2011

### **WHAT'S THE DIFFERENCE BETWEEN A GREEN BUILDING AND A LOAF OF BREAD?**

Earlier this year, we published a report on green marketing that discussed some of the various market segments and their interests and involvement in green products as well as some strategies for getting involved in the green marketplace. In this commentary we want to address one of the most frequently asked questions in green marketing: "will people pay more for green products?"

Like all great marketing questions of our times, the answer to this question depends completely on the specific market segment involved and the specific product. From significant personal experience we can state unequivocally that some people will pay more for green attributes, and some won't. The amount of that premium is intimately linked to the nature of the benefits perceived and the characteristics of the market segment involved. Also, the reality is that this answer is true for all products – green or otherwise.

In general, people will pay for what they, as an individual, perceive as real value in any product. The perceived value of a product is based on the sum of a series of both rational and analytical processes and personal opinions. Individuals can have extremely different, even diametrically opposed perspectives about the value of certain products. For example, one person's really cool Fetchstix\* is another person's...well...stick..

The marketplace has clearly demonstrated that an increasing number of people are willing to pay more, and sometimes significantly more for some green products – such as local organic food. In these situations the individuals perceive clear, valuable benefits from local food such as greater health and nutrition, safety from possible chemical contamination, and increased income and jobs for the region. Some of these individuals who are considered market leaders in the green movement today are the same "crazy radicals" of the past that sought out wheat bread when white was the industry standard. Their "radical"

concerns about the nutritional value of the "Wonder Bread" of the 1970s have been vindicated by nutritionists of the twenty-first century. Considerations such as, "what is the relative value of a loaf of processed white bread today as compared to one made from whole wheat" are at the heart of the "will people pay more for green attributes" question. Surely the former is lower in price today, but anyone that has looked at the bread aisle lately can tell where consumer's choice, and willingness to pay, has moved in this regard.

To a certain extent housing is facing the "Wonder Bread" dilemma. That is, there is a significant push, and rapidly growing, segment of the population for more energy efficient, healthy, and homeowner-friendly housing. Housing is such a major purchase that individuals may be looking for all these benefits or only some of them depending greatly on the specific market segment. In broad general terms, baby boomers are interested in whatever additional benefits they can get without paying for them, generation "X-ers" are willing to pay for energy-efficient enhancements, and Millennials (who are barely into the age for buying starter homes) tend to value the whole list. Obviously these are broad generalizations, but surveys suggest there is an element of truth to this approach.

The challenging part in developing an active and broad green housing market today is that there are few Millennials either buying or building houses at this point, so those builders trying to sell homes to the new and growing green housing market tend to be the "boomers" who don't really care or the "X-ers" who care primarily about energy efficiency. The good news is that these builders match up well with a majority of people looking for homes today and the bad news is they don't match up well with the upcoming generation or with current market leaders in the green building movement. As a result, so-called "green" houses are often standard design houses that have been "greened up" by the substitution of more environmentally friendly products and more energy efficient construction. Both of these improvements, but this is also the most expensive way to "Green" a home. To market leaders – which are dominantly the ones actively seeking green homes today – it is a bit like putting lipstick on a pig and trying to charge more for the pig. From their perspective the design characteristics that area so important to a

comfortable, well-functioning green home are missing. The whole concept of designing and building a home which functions specifically the way an individual homeowner lives is clearly and inherently missing in any speculative green model home.

With homes it is critical to begin to differentiate between paying more for a specific attribute versus the overall cost of the total product. For example, does an 1,800 square foot extremely well-functioning home made with green materials, highly energy and water efficient construction and priced at \$200,000 cost the home buyer more than a 2,200 square foot traditionally constructed house offered at the same total list price? On a per foot basis it does...on a total cost basis it doesn't! And, IF the green home has significantly better indoor foot quality (healthier), uses significantly less energy to operate (more energy efficient), and is easier to clean and maintain – does it cost more, the same, or perhaps less overall? If you believe the smaller, greener home actually costs less, then where is the balance between the square footage involved, the total other benefits received, and the cost? Obviously the answer is that it depends...on the homebuyer!

So the answer to the question of whether or not people are willing to pay more for a green building may really lie in the answer to the question, is the house really whole wheat, or just Wonder Bread with a dab of jelly?

\* [www.fetchstixvt.com](http://www.fetchstixvt.com): Fetchstix are described as bundles of three 11" Vermont hardwood sapling sticks, tied together and sold with a fully illustrated owner's manual. (Yes, you throw them for your dog).

By Dr. Jeff Howe. Source: *Dovetail Partners Inc.*, April 2011

### **THE EUROPEAN UNION AND INDONESIA AGREE TO END TRADE OF ILLEGAL TIMBER**

Indonesia and the European Union, one of its big log importers, have tentatively agreed on a pact aimed at stopping the flow of illegal timber. The so-called Voluntary Partnership Agreement is expected to be signed by both sides in October, said Agus Sarsito, head of international cooperation at forestry ministry. Indonesia's president and EU lawmakers will have to approve it.

The pact with Indonesia, the world's third-largest tropical forest nation, is the most ambitious of the EU's bilateral pacts

in protecting tropical forests. The EU is a key market for forest products from Indonesia, with an average value of timber and paper exports of \$1.2 billion a year.

According to Sarsito, the EU absorbs about a 33 percent of Indonesia's timber exports, while most of the rest go the United States and Japan. According to the European Forest Institute, illegally harvested timber represented about 50 percent of timber exported from Indonesia and 20 percent of timber products imported into the EU.

Source: *Hardwood Matters*, June 2011

### **UPDATED: DE LEERS MILLWORK SELLS MAJORITY INTEREST TO PRECISION INNOVATION**

**Germantown, Wisconsin** – Precision Innovations Inc. has acquired a controlling interest in 60-employee DeLeers Millwork, a Green Bay, Wisconsin commercial wood interiors firm.

Precision Innovations, based in Germantown, Wisconsin specializes in non-ferrous fabrication of materials for high tech firms, including GE. It also owns Germantown-based laboratory casework and cabinetry manufacturer PerMar Ltd.

Precision CEO Gregory Marx said PerMar Ltd. and DeLeers will pool resources, and each will have broadened product lines. "It's really a great combination, because both companies were providing very different products," says Marx. He said Phil DeLeers would continue as president of DeLeers Millwork.

Marx believes the synergy between the firms will lead to growth. "We expect to hire 20 to 30 people at PerMar," he said.

PerMar Ltd. with 28 employees, provides custom, non-metal laboratory interiors and work surfaces for industrial and commercial clients, working in Trespa, Corian, and other phenolic and plastic materials. PerMar also fabricates shelving, countertops, pegboards, windowsills, wall cladding, lockers, casework and exterior architectural components that can be cut in the field. It operates Haas CNC and other equipment in a 45,000 square foot manufacturing center.

Source: By Bill Esler, June 2011  
<http://woodworkingnetwork.com/DeLeers-Millwork-sells-majority-interest-to-Precision> -I

### **THERMALLY MODIFIED WOOD REDUX**

In order to better utilize local products, Minnesotans could consider siding their homes with red pine instead of cedar. Seems unlikely, doesn't it?

Western red cedar has long been prized as wood siding for its durability and beauty, but it doesn't grow in Minnesota. But thermally modified red pine could substitute nicely and eventually carry a lower price tag, according to Patrick Donahue, director of the Natural Resources Research Institute market oriented wood technology program.

#### **Radar on red pine**

"This is really my opportunity to replace out-of-state species with in-state species," Donahue said of his thermally modified wood research. Applied researchers at NRRI work hand in hand with industry to develop new products and reach new markets for the forest products industry.

"We don't want to do it (research) if we can't sell it," Donahue said. The practical application of his work shows in his funding stream: About half of the unit's estimated \$400,000 annual budget is funded by industry.

The NRRI thermally modified wood research, funded by a U.S. Department of Agriculture Wood Utilization Research Program, builds upon more than 15 years of work in Finland. There, researchers developed a two-part process for heating wood to temperatures between 374 and 482 degrees. While the wood is being heated, it's simultaneously protected with steam.

The process yields a number of positive results including greater resistance to rot and less weather-related shrinkage and expansion. Additionally, the wood is more impervious to water penetration.

"The dimensional stability is nearly shocking," Donahue said. "Water has always been the enemy of wood, and this process really reverses that." NRRI research show that the weight gain in treated wood exposed to moisture is only 3.4 percent, while untreated wood absorbs an additional 11.3 percent. Treated wood also has 40 percent greater resistance to splitting.

Treated wood also has a 40 percent greater resistance to splitting.

Donahue asserts that there could be multiple niche applications for the thermally treated wood – most notably for outdoor decking, doors, windows and siding.

#### **New products**

The ability to find new markets would deliver a much-needed shot in the arm for

the region's wood products companies. The top 20 in Northeastern Minnesota and Northwestern Wisconsin have collectively shed 1,875 jobs in the last six to seven years, according to BusinessNorth research.

Wayne Brandt, executive vice president of Minnesota Forest Industries, attributed much of those job losses to the collapse of the U.S. housing market, which ultimately led to the closure of three Ainsworth plants and one Weyerheuser plant in Minnesota.

"There's also been some ongoing attrition in other plants due to greater efficiencies, and the cost pressures also have been a factor," he said. "All wood industries have to find new value-added products," Donahue said.

Thermally treated wood is in the early adopter phase in this region. It's already widely used in Europe in such applications as saunas. Here, Donahue said the technology could be used in doors, windows and outdoor decking. He also sees application in siding, where thermally modified pine deepens to a color much like cedar.

"(This research) could potentially take \$300 of pine and turn it into \$1,100 of siding," he said.

Locally, some companies already are exploring the potential market. Aitkin-based Lake States Lumber, an Upper Midwest manufacturer and wholesale distributor of building products, is selling thermally modified wood as siding, decking and interior paneling. With a slow housing starts market, business hasn't been brisk, but Jerry Lipovetz, corporate sales manager in Duluth, believes the long-term outlook for the product is good.

#### **Issues**

"In Minnesota, we have a lot of red pine, but it's not a prized species," he said. "Red pine has a lot of pitch, and it decays. The thermally modified process eliminates the pitch and makes it resistant to decay."

Lake States currently gets its wood treated through a contract with another central Minnesota wood products company. There are a limited number of places capable of the thermally modified process, which for now means the cost of the wood is comparable or even slightly higher than cedar brought in from the west.

"The kilns we have here now are small," said Lipovetz. "A kiln costs about \$1 million and only does a truckload of wood."

Donahue also notes current limitations for the product – thermally modifying wood changes its mechanical properties,

which could mean the wood used for decking, for example, doesn't meet building codes. That, however, is a short-term limitation, he said.

"Eventually code compliance won't be an issue as testing proves thermally modified wood meets or exceeds the mechanical properties needed," said Donahue, who is in the process of writing a joint proposal with Lakehead University in Thunder Bay, Ontario, to develop national thermally modified standards.

Meanwhile, current limitations aren't dampening his optimism for the long-term viability and potential markets.

"I honestly believe that the research on thermally modified wood will add to the regional economy more than anything I've done," Donahue said.

By Beth Bily, Spring 2011. Source: Reprinted from *Business North*

**FOR SALE**

**Equipment**

M35 6 x 6 2 1/2 ton truck, 9:00 x 20 tires. Air compressor w/gas engine. Call John at (715) 535-2910.

Schaefer Enterprises of Wolf Lake, Inc., - Rely on our experience, established in 1967. Used parts shipped daily for log skidders, crawlers, loader backhoes, excavators, wheel loaders and skid steers. We have many reconditioned engines and transmissions that are dyno-tested. Rebuilt winches, final drives and used tires. If we do not have a part - we can locate it for you on one of our three nationwide parts locators. Contact a parts professional at (618) 833-5498 or (800) 626-6046. We are located at 4535 State Route 3 North, Wolf Lake, Illinois 62998. Check out our inventory at [www.sewlparts.com](http://www.sewlparts.com) or may send e-mail requests to [parts@sewlparts.com](mailto:parts@sewlparts.com).

1988 19'6" Mack, 350 HP, 12 speed, camelback suspension pulp truck with prentice F90T loader 22' with 1987 rosa pup, 16'3" spring ride all in good condition \$20,000. Contact Lloyd Wiese, W3117

County Road A, Stetsonville, Wisconsin 54480, Phone (715) 678-2319, cell (715) 965-6331, FAX (608) 275-3338.

**Wanted to Buy**

**Timber and Forest Products**

Veneer logs - hard maple, red maple, black and white ash, white and yellow birch, red oak, white oak, basswood, butternut and walnut. Contact Ted Fischer, Ike International Corporation, 500 Maple East Street, Stanley, Wisconsin 54768, Phone (715) 644-5777; Cell (715) 577-7975; FAX (715) 644-5786 E-mail [ted.fischer@ikeinternational.com](mailto:ted.fischer@ikeinternational.com)

Approximately 3 CD white cedar logs - 12 to 15 inches. Must be straight and sound. Needed to make lap siding. Call with price and location. Contact Dale Williams, N1098 County Road C, Stetsonville, Wisconsin 54480, Phone (715) 678-2305, FAX (608) 275-3338.

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

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EQUIPMENT                       EQUIPMENT                       WANTED     WANTED     MAILING LIST

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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 September 22, 2011 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 September 1st for the September 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](mailto: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

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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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