

# THE LOG

August / September 2017

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## LAKE STATES LUMBER ASSOCIATION

Address:  
P.O. Box 8724  
Green Bay, WI 54308-8724

Website:  
[www.lsla.com](http://www.lsla.com)

Email:  
[lsla@lsla.com](mailto:lsla@lsla.com)

Phone:  
920-884-0409

Fax:  
920-455-7705

## From the President

*The Log*, and as a result this article, is distributed to 279 legislators in Wisconsin and Michigan. Approximately half of those are Wisconsin legislators. This article is addressed to you.

Today, the forest products industry in Wisconsin is at a terrible competitive disadvantage compared to its neighbor state, Michigan. For a state that depends heavily on the forest products industry, the legislature in Wisconsin along with the Wisconsin Department of Transportation, has failed to address a subject which saddles our industry with \$100,000,000 in additional operating costs when compared to Michigan. I'm talking about freight, and specifically the fact that Michigan allows the widespread use of B-trains, while Wisconsin does not.

Trucks in Michigan are allowed to gross up to 164,000 lbs, compared to 98,000 lbs for a six-axle truck in Wisconsin or 80,000 lbs for a five-axle truck. This is safely accomplished by adding more axles, up to an 11-axle configuration. That means that a truck in Michigan can carry approximately 60% more product than a 6-axle configuration in Wisconsin and twice as much product as a 5-axle configuration. To put it another way, that means the industry in Wisconsin puts 60% to 100% more trucks on the highways to haul its product. That's more traffic, more fuel, more drivers. I suspect if you asked your constituency if they would like less traffic on our roadways, especially semi-traffic, you would receive an emphatic "Yes".

As an owner of several forest products facilities in Wisconsin, let me give you some perspective. Freight costs, as a percentage of sales, is between 5%-10% for most manufacturers in this industry. This represents an amount greater than the net income for virtually every manufacturer in the industry. That means even small reductions in freight costs would have a significant impact on the bottom line. Today however, instead of reinvesting in our facilities or expanding operations, we are paying to put more trucks on the road.

An additional challenge created by this increased trucking requirement is the need for more truck drivers. Did you know that truck drivers are one of the most sought after positions today? There are not enough drivers for the current demand,

*Continued on page 3*



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 OF EVENTS**

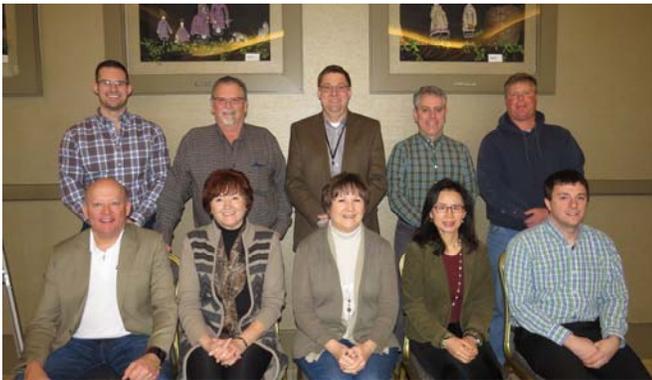
**September 18-20, 2017**  
 Hardwood Lumber Grading Short Course  
 Pewamo, MI

**September 21, 2017**  
 Sawing, Edging & Trimming Class  
 Pewamo, MI

**January 17-19, 2018**  
 Annual Winter Meeting  
 Appleton, WI

*Watch for details of these and other upcoming events*

**2017 LSLA BOARD OF DIRECTORS**



Back Row (left to right): Brady Francois (Snowbelt Hardwoods), Dennis Gustafson (Besse Forest Products Group), Gus Welter (Granite Valley Forest Products), Butch Fisher (AJD Forest Products), Pete Johnson (AAA Hardwoods). Front Row (left to right): Larry Krueger (Krueger Lumber), Margaret Minerick (Sagola Hardwoods), Maryanne Dainsberg (LSLA Admin Coord), Jennifer Lu (WI DATCP), Rob Paradise (Devereaux Sawmill). Not pictured: Jim Maltese (Stella-Jones Corp). Photo courtesy of Wayne Miller, Miller Publications.

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P.O. Box 8724  
 Green Bay, WI 54308-8724

Phone: 920-884-0409  
 Email: [lsla@lsla.com](mailto:lsla@lsla.com)

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- Jim Maltese ..... Director

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- Scott Shaver ..... Director
- Brady Francois ..... Director

# HARDWOOD FEDERATION UPDATE

By Rick Degen—Bennett Hardwoods & LSLA Representative to the Hardwood Federation

I am pleased to represent the Lake States Lumber Association on the Board of the Hardwood Federation in Washington, D.C. I was elected to the Board in February and feel privileged to work on behalf of the LSLA membership and the entire hardwood industry.

Of course, as you know, the Hardwood Federation is the umbrella organization that serves as a strong unified voice on federal legislative and regulatory policy in Washington, DC for the U.S. hardwood industry. It represents numerous local, regional and national trade associations that serve hardwood businesses in every state in the nation. The Lake States Lumber Association is a proud charter member of the Federation. The staff works to maintain a healthy business environment for the small and medium-sized companies that make-up the majority of the U.S. hardwood industry.

The Federation is currently working on a number of issues that have an impact on our businesses. Federal forest management efforts are hampered by the siphoning of timber funds to pay for fire suppression. The AHEC grant and export promotion programs are in danger of being cut from the proposed federal budget. With 40% of hardwood grade lumber being exported, this issue alone exhibits why we as an industry need to be active in educating our legislators.

I support the Federation both as an active member of the Board and financially as a contributor to their Political Action Committee (HFPAC). I encourage all members of the LSLA to think about how you and your company can support the Federation as well.

## FROM THE PRESIDENT (CONT'D)

let alone if we want to grow manufacturing in Wisconsin. Reducing that demand by 40% to 50% would bring a much-needed relief to an industry that is being stretched to its limits and would give it room to grow to meet future demand.

You might believe that the higher gross weights would result in increased wear and tear on our roadways. The reality is quite the contrary. There are two factors at play that create this apparent paradox. The first has to do with the number of axles. In either case, the Wisconsin truck averages 16,000 lbs or more per axle while the Michigan truck averages less than 15,000 lbs. The load is spread out more, resulting in less wear. The other factor not typically highlighted is that a percentage of every truckload is the weight of the truck and trailer. If you increase the number of trucks on the road, you increase the amount of this

There are two ways to support the Federation financially:

- Companies can contribute to the Hardwood Federation **Corporate Operating Fund**, a tax-deductible financial contribution that supports the day-to-day operations of the Washington, D.C. based staff.
- Individuals can make a personal donation to the **HFPAC** which gives the Federation an important tool that opens doors to policy makers and supports our friends on Capitol Hill who understand our issues and work with us to ensure a healthy business environment.

I encourage all of you to contribute to the **HFPAC**. Please call me at Bennett Hardwoods, (715) 573-4263, or email at: [Rick@BennettHardwoods.com](mailto:Rick@BennettHardwoods.com) if you have any questions.

There are also a number of ways to support the Federation through engagement and outreach:

- **Attend** the Hardwood Federation Fall Fly-In. Meet with your elected officials. Tell them your personal story and how their decisions impact you, your business and your employees. This year's Fly-In is September 12-14. More information is available at [www.hardwoodfederation.com](http://www.hardwoodfederation.com) or by calling (202) 463-2705.
- **Invite** your elected officials to tour your facility. Giving them a first-hand view of the industry is eye-

*Continued on next page*

fixed weight on our roads, increasing the overall daily tonnage that our roadways have to carry.

My primary responsibility is to advocate for the industry that I represent, but this is one of those topics that impacts every manufacturer within the state. If the freight disadvantage to the forest products industry costs approximately \$100 million dollars annually, what is the cost to the other industries in the state? If you want to give Wisconsin the same competitive advantage that Michigan has, open up our roads to lower axle weight trucks.

Gus Welter, LSLA President  
Direct: 920-250-5678  
Cell: 608-778-5505  
Email: [gwelter@granitevalley.com](mailto:gwelter@granitevalley.com)

## **HARDWOOD FEDERATION (CONT'D)**

opening and gives them a better understanding of the issues that impact us. In the past several years, Congressman Sean Duffy, Congressman Reid Ribble, Senator Tammy Baldwin and Senator Ron Johnson have been to the north woods for mill and forest tours with LSLA members.

On another occasion, Senator Johnson had a couple hours between engagements in Wausau. I was able to direct him on short notice to the business of a friend for a tour of his facility. If we are active and engage, they'll respond.

- **Connect** with the Hardwood Federation. Write, call or e-mail your elected official when you are asked to alert them to the full impact of their decisions.

Personal letters and calls are noticed by our elected officials. I can attest to this as I've received phone calls from them after sending a critical email or letter.

- **Share** your experiences with federal regulations and laws with Hardwood Federation Board members and staff.

I hope you will join me in supporting this very important organization. The Hardwood industry must have a voice in Washington D.C. and we all should consider how we can be a part of the chorus. ♦

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## 2017 GOLF OUTING IN REVIEW

The city of Minocqua, WI is always a beautiful setting for the LSLA golf outing, and this year was no exception. The Thirsty Whale, right on Lake Minocqua, was a refreshing and cool place to hold the Welcome Reception on Wednesday, July 19, sponsored by Marth Wood Shaving Supply. An hour of food and mingling was followed by a pub crawl through various establishments in downtown Minocqua, and concluded with live entertainment sponsored by Northern Hardwoods.

Thursday morning a shotgun start at 10:00 for the 144 registered participants commenced the day of golfing and fun, with transportation to and from the golf course provided by Baillie Lumber Company. Lunch was provided by American Wood Fibers, and beverage carts were sponsored by Krueger Lumber and McDonough Manufacturing. Wrapping up the day of golf was the U-C Coatings "Putt for Dough" and Baillie Lumber "Cash Shoot-Out."

The Social Hour (sponsored by Northern Hardwoods) and Banquet on Thursday evening was a fitting end to a very successful event. Besides the 144 golfers, there were 31 non-golfers also registered for the banquet. Awards and door prizes were distributed, and a great steak and chicken dinner was enjoyed by everyone.

A golf outing like this would not happen if it were not for the many sponsors who give so generously. We want to thank each and every one of our sponsors listed below and let them know how much they are appreciated:

**AAA Hardwoods** – Hole Sponsor  
**Action Floors** – Putting Contest  
**American Wood Fibers** – Lunch Sponsor  
**Baillie Lumber** – Cash Shoot-out/Safe Ride  
**Bass Lake Golf Course** – Special Sponsor  
**Bee Forest** – Bucket Sponsor  
**Bennett Hardwoods** – Hole Sponsor  
**Besse Forest Products Group** – Hole Sponsor  
**Bessemer Plywood** – Bucket Sponsor  
**Blade Millworks** – Hole Sponsor  
**Boehm Madisen** – Hole Sponsor  
**Brenneman Lumber** – Hole Sponsor  
**Brettingen Smits Novak & Bastle** – Hole Sponsor  
**Brewco** – Hole Sponsor  
**Cascade Hardwoods** – Special Sponsor  
**Cleereman Industries** – Hole Sponsor  
**Cole Hardwood** – Hole Sponsor  
**Combined Insurance** – Hole Sponsor  
**Compeer Financial** – Hole Sponsor  
**Connor Forest Management** – Hole Sponsor  
**Constructive Sheet Metal** – Hole Sponsor  
**Country Forest Products** – Hole Sponsor  
**Devereaux Sawmill** – Golfer Gift  
**Dufeck Manufacturing** – Special Sponsor

**Fryberger Buchanan Smith & Frederick** – Hole Sponsor  
**G & G Lumber** – Hole Sponsor  
**Granite Valley** – Special Sponsor  
**Great Northern Lumber** – Hole Sponsor  
**Hardwood Market Report** – Hole Sponsor  
**Hays Companies Insurance/Benefits** – Hole Sponsor  
**Kendrick Forest Products** – Hole Sponsor  
**Kersten Lumber** – Hole Sponsor  
**Konkel Custom Woodworks** – Hole Sponsor  
**Kretz Lumber** – Special Sponsor  
**Krueger Lumber** – Beverage Cart  
**L & S Electric** – Bucket Sponsor  
**LSLA Education** – Bucket Sponsor  
**Lumbermen's Equipment Digest** – Bucket Sponsor  
**MacDonald & Owen** – Hole Sponsor  
**Marth Wood Shavings** – Welcome Reception  
**McDonough Manufacturing** – Beverage Cart  
**Mechanical Inc.** – Hole Sponsor  
**Menominee Saw & Supply** – Hole Sponsor (2)  
**Menominee Tribal Enterprises** – Bucket Sponsor  
**Menzner Lumber** – Bucket Sponsor  
**Midwest Hardwood Corp.** – Hole Sponsor  
**National Hardwood Magazine** – Special Sponsor  
**NHLA** – Hole Sponsor  
**Nicolet Hardwoods** – Bucket Sponsor  
**North Country Lumber** – Hole Sponsor  
**North Cut Hardwoods** – Hole Sponsor  
**Northern Hardwoods** – Social Hour  
**Northern Hardwoods** – Entertainment  
**Northland Hardwood Lumber** – Par 3 Sponsor  
**Northwest Hardwoods** – Hole Sponsor  
**Novak Trucking** – Hole Sponsor  
**Ottawa Forest Products** – Hole Sponsor  
**Penn-Sylvan Hardwoods** – Hole Sponsor  
**PHL** – Grand Prize  
**Pigeon Creek Hardwoods** – Hole Sponsor  
**Quality Hardwoods Inc.** – Bucket Sponsor  
**Rockland Flooring** – Hole Sponsor  
**Roland Machinery** – Par 3 Sponsor  
**Snowbelt Hardwoods** – Par 3 Sponsor  
**Springs Window Fashions** – Hole Sponsor  
**Stella Jones Corp.** – Golf Ball Sponsor  
**Timber Creek Resource** – Bucket Sponsor  
**Stetson Hardwoods** – Hole Sponsor  
**Timber Seal** – Par 3 Sponsor  
**Tigerton Lumber** – Bucket Sponsor  
**TQMM** – Hole Sponsor  
**U-C Coatings** – Putt for Dough/Hole in One  
**Walters Brothers Lumber Mfg.** – Hole Sponsor  
**WD Flooring** – Water Sponsor

An event of this size always requires a lot of effort and organization, and we want to give a huge Thank You to the Recreation Committee for all of their hard work. They are the guys who do the behind-the-scenes tasks—making arrangements with the golf course, hotels and banquet

## 2017 GOLF OUTING (CONT'D)

facility, contacting sponsors, planning for the Safe Ride transportation, purchasing all the door prizes, and more.

**At right—photo of Recreation Committee** (Photo courtesy of Paul Miller, Miller Publishing)

Front Row, left to right: Luc Connor (W-D Flooring), Jason Brettingen (Kretz Lumber), Brady Francois (Snowbelt Hardwoods), Cal Diercks (Kretz Lumber), Peter McCarty (PHL Equipment).

Back Row, left to right: Cory Corullo (Action Floor Systems), Vince Catarella (Baillie Lumber), Sam Brettingen (Bass Lake Golf Course), Ross Corullo (Action Floor Systems), Philip Kersten (Kersten Lumber). ♦

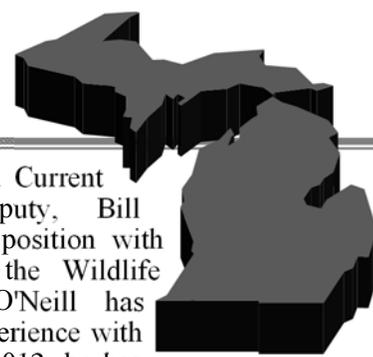


*Scenes from the 2017 Golf Outing*



# THE MICHIGAN REPORT

By Scott Everett, LSLA Michigan Legislative Consultant



## 2018 Elections Are On

In 2018 The Michigan House, Senate, Gov, Attorney General and Secretary of State are all up for election. So, this time of year is about raising money to get ready for that. Here are a few highlights:

- House R's Raise \$377K, Senate R's \$277K, House D's \$207K, Senate D's \$153K. The House Republicans now have twice as much in cash on hand than the House Democrats (\$1.2 million to \$532,000) after having raised \$817,000 in the first quarter.
- In the U.P. Republican Mike CAREY outraised former Rep. Ed McBROOM in the 38th Senate District (Casperson Seat) \$55,080 with \$9,825 in cash on hand to McBroom's \$9,061 and \$5,535 in cash on hand. Democrat Rep. Scott DIANDA (D-Calumet) raised \$42,255 and has \$27,770 in the bank.
- For Governor, political newcomer Shri THANEDAR, a Democrat, stole this weeks headlines by plunking down \$3.2 million of his own money into his six-week-old campaign. The Democratic Party's perceived frontrunner, Gretchen WHITMER, reported raising \$1.5 million from 6,000 donors.
- On the Republican side, perceived frontrunner Attorney General Bill SCHUETTE, who has yet to declare his candidacy, raised \$903,000 in 2017 in his "Bill Schuette For Michigan" account. Schuette is still raising money out of his Attorney General account until he announces for Governor. Lt. Gov. Brian CALLEY raised \$478,000 so far this year in his Lieutenant Governor campaign account, giving him a \$1 million in cash on hand.

## O'Neill Promoted At DNR

Michigan Department of Natural Resources (DNR) Director Keith CREAM announced Monday Bill O'NEILL was named Natural Resources Deputy for the

agency, effective Aug. 13. Current Natural Resources Deputy, Bill MORITZ, is leaving his position with the DNR to work for the Wildlife Management Institute. O'Neill has more than 31 years of experience with the DNR. Since January 2012, he has served as chief of the DNR's Forest Resources Division, except for a brief stint in early 2016 when -- on an interim basis -- he took on the role of Resources Deputy while Moritz filled in as DNR Director during Creagh's assignment at the Michigan Department of Environmental Quality. As DNR Natural Resources Deputy, O'Neill will administer the divisions that oversee Michigan's wildlife and fisheries, state forests and state parks, minerals and law enforcement.

## Bad Day For 'Good Jobs' -- Foxconn Goes To Wisconsin As Snyder Signs Bills

Foxconn will open its much-anticipated flat-screen display manufacturing facility in southeast Wisconsin as opposed to Michigan, The Foxconn news came the same day Gov. Rick SNYDER signed the three-bill package known as "Good Jobs," which would allow certain new, large businesses to pocket a certain amount of income tax their new employees would otherwise remit to the state. ♦

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# THE WISCONSIN REPORT

By Gunnar Bergersen, LSLA Wisconsin Legislative Consultant

## Budget Woes

The State Budget is a month late. There is no sign that the Assembly and the Senate can find common ground to forge an agreement. Delays like this rarely occur when one party controls both houses and the Governorship. However, in this budget the Senate and the Governor want to continue avoiding a gas tax hike or vehicle registration fees and borrow again. The Assembly does not want to borrow again like they did two years ago.

Back then, the plan was to resolve the shortfall in the transportation with a permanent solution in the next budget which brings us to this budget.

This budget cycle, the Assembly wants to find a solution for Wisconsin's Transportation funding gap figured to be about a billion dollars. (Wisconsin ranks worst in road condition nationally.)

For a while there was talk of a heavy truck fee. Lake States Lumber Association supported the proposed mileage fee for heavy trucks, *"provided the legislation enable the use of Michigan configured forest products trucks on state highways."*

LSLA wrote key legislators, *"Michigan configured trucks routes on a few select state highways have been used in parts of Northern Wisconsin for 30 years to haul*

*forest products to and from Wisconsin mills. Unfortunately, the patchwork of routes leaves many mills out and is competitively unfair.*

*Michigan configured trucks have lower axle weight and are easier on highways and compatible with modern bridges. They also are more efficient for Wisconsin mills.*

*Increased revenue for highway and bridge repair is important to our industry. Greater use of more efficient trucks would make Wisconsin's forest product industry more competitive in U.S. and foreign markets and decrease wear tear on state roads."*

The proposal lasted about a week before it was shot down by heavy pressure from Wisconsin Manufacturers & Commerce and the trucking industry.

More recently, The State Senate released its own version of the budget on July 30. Of direct interest to LSLA is the retention of the Governor's plan to sunset Forestry mill tax and transfer General Fund Revenue to the Forestry account. The Senate plan also establishes a \$5 million Forest emergency reserve for response to fire, disease, etc.

*Continued on next page*

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## LSLA EDUCATION COURSES



LSLA Education would like to thank Northern Capital Insurance Group for the donation of a gun for the bucket raffle at the golf outing in July. The proceeds of the raffle of the gun will be used to help fund forestry education efforts.

In September, LSLA Education will be offering two courses in Michigan:

### Hardwood Lumber Grading Short Course

**September 18-20**

**Devereaux Sawmill**

**Pewamo, MI** (about 30 northwest of Lansing)

This class is targeted for the beginner and therefore will be ideal for sawyers, edgermen, trimmers, grading trainees, sales people, managers and supervisors.

Topics to be covered include:

- Hardwood Lumber Grading: A Language
- Clear vs. Sound Cuttings
- Surface Measure / Cutting Unit Method
- Wood Characteristics vs. Defects
- Surface Measure Exercise
- Hardwood Lumber Manufacturing Standards
- NHLA Standard Grades
- Defect Limitations
- Understanding Wood Structure
- Species Exceptions / Color Sorts
- Kiln Dried Lumber
- Hands-on Lumber Grading

The cost is \$200 for LSLA members and \$300 for non-members, and includes the NHLA Rule Book and NHLA Training Manual, coffee and soda breaks, lunches on Monday and Tuesday, and certificate of completion for all students.

Registration deadline is September 7. Complete information and online registration is available at [www.lsla.com](http://www.lsla.com).

### Sawing, Edging and Trimming Class

**September 21**

**Devereaux Sawmill**

**Pewamo, MI**

Do you have new employees in need of training on sawing, edging, or trimming? Could your current employees benefit from reviewing the basic processing concepts to better avoid common mistakes? Do you want to stop sending dollar bills into the hog?

This one-day workshop on sawing, edging, and trimming will cover the basics of NHLA grading rules, sawing for recovery, and edging and trimming requirements. Bottom dollar issues of upgrade and increased recovery will be emphasized.

*Continued on next page*

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## THE WISCONSIN REPORT (CONT'D)

The Senate budget also request an **audit of the Forestry account** and directs the Council on Forestry to determine priority of forestry account expenditures and give a report to the governor, DNR, and legislature before the next budget.

The transportation funding issue, the primary cause for the budget, calls for \$700 million in new borrowing. The

Assembly has hung tough on this level of borrowing, and the standoff is likely to continue. The likelihood of a quick solution still looks dim.

Some progress may be possible for LSLA's proposed Michigan configured truck routes but that will have to wait until the fall session. ♦

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**LSLA EDUCATION (CONT'D)**

The class will be comprised of two parts. The classroom presentations in the morning will cover:

- Basic NHLA Grading Rules
- Sawing for Grade
- Edging and Trimming Requirements
- Upgrading Boards

Sawmill Demonstrations in the afternoon will consist of:

- Sawing for Grade Demonstrations
- Edging and Trimming Demonstration
- Value Comparisons: Sawing for Grade

Cost of the class is \$100 for LSLA members and \$200 for non-members, and the fee includes all class materials and lunch.

Registration deadline is September 11, and the class is limited to the first 30 registrations. Cancellations are refundable if received BEFORE Sept. 11. Cancellations received on or after Sept. 11 are refundable ONLY if the cancelled spot is filled by someone on the waiting list.

Complete information and online registration is available at [www.lsla.com](http://www.lsla.com). ♦

**NEW LSLA MEMBERS**

The following companies have just become members of LSLA. Please make a note of these in your copy of the 2017 Buyers Guide.

**DUFECK LUMBER LLC**

628 Woodbine St.  
Kingsford, MI 49802  
Mailing Address:  
PO Box 428  
Denmark, WI 54208  
**920-863-2354**  
**FAX:** 920-863-2054  
**Website:** [www.dufeckwood.com](http://www.dufeckwood.com)  
Andy Dufeck  
**Email:** [andyd@dufeckwood.com](mailto:andyd@dufeckwood.com)  
**BUSINESS TYPE:** Lumber Mill  
**SPECIES:** Hardwood  
**PRODUCTS:** Grade Lumber, Pallet Stock

**Division:**

Dufeck Manufacturing Co.  
210 Maple St.  
PO Box 428  
Denmark, WI 54208  
**920-863-2354**  
**FAX:** 920-863-2054  
**Email:** [info@dufeckwood.com](mailto:info@dufeckwood.com)  
**BUSINESS TYPE:** Pallet Manufacturing, Gift Packaging, Cheeseboxes, Railroad Transload/Reload Center, Warehousing

**SMITH BROKERAGE & TRANSPORT**

PO Box 512  
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Bob Bernklau - President  
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Stetsonville, Wisconsin 54480  
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## WHERE IS DAVID BRADLEY?

Senator Casperson has not been around much lately. Consequently David has been quite lonely. So, during this past month David has taken several

opportunities to take his fly rod, he calls it "the Halpin Special," to the lake fishing.



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