

# THE LOG

December 2016 / January 2017

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## LAKE STATES LUMBER ASSOCIATION

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## From the President

With winter upon us, I would like to take a few moments to talk about our upcoming LSLA Winter Meeting. As usual, the meeting will be in early January and will take place at the Radisson Hotel & Conference Center in Green Bay. By now, you should have received your registration information, so get signed up; early registration ends January 3<sup>rd</sup>, 2017. Our annual meeting is a great opportunity to meet with members of the industry and to attend the educational sessions during the day. It also gives us a chance to hold the annual association business meeting and elect our new Board members.

This year however, we have made a few changes. For starters, we have added a second night to the meeting. That's right; there will be a Welcome Reception on Wednesday night from 5:00pm to 7:00pm. The reception will be a social event and will include hors d'oeuvres and an open bar sponsored by Granite Valley Forest Products. This will give you additional time, in a more casual environment, to meet with customers and vendors. We have also asked the newly appointed WI Chief State Forester, Fred Souba Jr., to attend the Wednesday night reception so that you can use this opportunity to meet him and discuss topics.

Thursday morning starts with a continental breakfast followed by a number of great sessions. Lunch will be served early, at 11:00am, to make room at noon for our distinguished speaker this year, WI DNR Secretary Cathy Stepp. Secretary Stepp has been sensitive to needs of the industry and has done an outstanding job of making sure a sustainable supply of wood is available. It's an honor to have her attend our meeting, and I look forward to hearing her speak. As in the past, in the afternoon there will be additional meetings and sessions leading up to the evening's activities, which include a cocktail hour, dinner, award presentations, and of course our annual live auction to raise money for the Hardwood Federation. We also have invited a number of elected state representatives from Wisconsin and Michigan to attend. This will give you an opportunity to interact with your elected officials and share your concerns.

We will wrap up our meeting on Friday morning with our election, business meeting, and legislative presentations. Scott Everett will be giving the Michigan legislative report, Gunnar Bergersen will be giving the Wisconsin legislative report, and Dana Lee Cole will be updating us on the Hardwood

*Continued on page 3*



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 Front Row (left to right): Butch Fisher (AJD Forest Products), Rob Paradise (Devereaux Sawmill), Maryanne Dainsberg (LSLA Administrative Coordinator), Jennifer Lu (WI DATCP), Gary Halpin (Riverside Sawmill).  
 Not pictured: Brady Francois (Snowbelt Hardwoods), Liz Russell (Stella-Jones).

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In honor of Al Andersen,  
 longtime LSLA member  
 and Winter Meeting organizer,  
 the 2016  
*Al Andersen Memorial  
 Attendee Award*  
 was given to Dave Walston  
 of Silver Leaf Sawmill  
 at the 2016 Winter Meeting  
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**THANK YOU!**

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# 2017 WINTER MEETING SCHEDULE

Our 2017 Winter Meeting promises to be one of the best yet. We are introducing a Welcome Reception on Wednesday evening, as well as expanded sessions on Thursday. Check out the schedule:

## WEDNESDAY, January 11

(Registration open 5 – 7 pm)

**5:00 pm—7:00 pm: Welcome Reception: Hors d'oeuvres and Open Bar** (networking, meeting customers, suppliers, new WI Chief State Forester, etc.)

## THURSDAY, January 12

(Registration open 7 am – 5 pm)

**6:30 am – 8:00 am: Continental Breakfast**

**8:00 am – 9:00 am: Current Report on Export Markets**  
(Mike Snow - AHEC)

**9:15 am – 9:45 am: Basics of Exporting** (Tim Kassis - Kretz Lumber)

**10:00 am – 11:00 am: Current Workman's Compensation Rules and Managing Claims** (Bill DuPont, Andrew Hughes – Acuity Insurance)

**11:00 am – 12:00 pm: Buffet Lunch**

**12:00 pm – 12:45 pm: DNR Report: WI DNR Sec'y**  
Cathy Stepp

**1:00 pm – 3:00 pm: Legislative & Forest Resource Meeting**

**3:00 pm – 4:00 pm: Intermodal Transportation in Wisconsin** (Libby Ogard - Prime Focus LLC)

**4:00 pm – 5:00 pm: LSLA Education Board Meeting**

**4:00 pm – 5:00 pm: Fellowship of Christian Lumbermen**

**5:00 pm – 6:30 pm: Cocktail Hour & Hors d'oeuvres**  
(Cash Bar will be open 5– 9 pm)

**6:30 pm – 7:30 pm: Banquet Dinner Served**

**7:30 pm – 8:00 pm: Announcement of Award Recipients:**  
Carl Danielson Scholarship  
Al Andersen Memorial Award  
Golf Outing Certificate

**8:00 pm—9:00 pm: Live Auction** - Our fourth annual after dinner auction to fund LSLA's Hardwood Federation dues

## FRIDAY, January 13

**6:30 am—7:00 am: Coffee; distribution of election ballots**

**7:00 am—8:00 am: Breakfast**

**7:30 am—7:45 am: Election of Directors and Business Meeting** (during breakfast)

### Legislative Reports:

**7:45 am—8:15 am: Scott Everett**, LSLA Michigan Legislative Consultant

**8:15 am—8:45 am: Gunnar Bergersen**, LSLA Wisconsin Legislative Consultant

**8:45 am—9:15 am: Dana Lee Cole**, Executive Director—Hardwood Federation

**9:15 am—9:30 am: Announcements and adjournment**



**9:30 am: Board of Directors photo**

**9:45 am—11:45 am: Board of Directors meeting**

**For hotel information and registration form, visit our website: [www.lsla.com](http://www.lsla.com).**



Bob Bernklau - President  
152 N. Cedar St., P.O. Box 159  
Stetsonville, Wisconsin 54480  
Phone: (715) 678-2400 Fax: (715) 678-2430

## FROM THE PRESIDENT (CONT'D)

Federation and its recent activities. I especially look forward to hearing from Dana what impact the upcoming change in administration will have on the issues that are important to our industry.

Overall, we have a great Winter Meeting planned with good educational sessions and a number of great speakers. The addition of a second night should give you plenty of opportunities to network with fellow attendees and should make the overall event more valuable to you. We have

only two events a year to get together as a group, let's make the most of it. I look forward to seeing everyone that first night, and remember, the drinks are on me.

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



## 2017 WINTER MEETING REGISTRATION & HOTEL

### EARLY REGISTRATION (deadline January 3)

**Members:** \$175.00/person attending all or any portion of the event; \$100 for spouse/family member.

**Non-Members:** \$225/person attending all or any portion of the event.

**Register and pay** not later than Mon. Dec. 19, 2016 to be eligible for the drawing for LSLA 2017 Golf Outing Free Admission Certificates! **The winner will receive two (2) certificates (approximate value \$390) to attend the 2017 LSLA Summer Golf Outing.**

**Early registration fee** refundable in full if cancellation notification received not later than Wednesday, December 28, 2016. Contact LSLA office: (920)884-0409; (920)455-7705 (fax); [lsla@lsla.com](mailto:lsla@lsla.com).

### REGISTRATION AFTER JANUARY 3 AND AT THE EVENT

**Members:** \$185.00/person attending all or any portion of the event, \$110 for spouse/family member.

**Non-Members:** \$275/person attending all or any portion of the event

### HOTEL INFORMATION

#### **The Radisson Hotel & Conference Center**

2040 Airport Drive  
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[www.radisson.com/greenbaywi](http://www.radisson.com/greenbaywi)

- Contact the hotel for lodging reservations and ask for the **Lake States Lumber Association** block of rooms.
- Room rates: Single/double—\$89; Triple/Quad—\$99. (All room rates subject to state and local taxes.)
- **Block of rooms on hold until December 21, 2016.**
- Hotel shuttle from the airport to the hotel is available by using the courtesy phones at the airport; push the “Radisson” button.

**Visit [www.lsla.com](http://www.lsla.com) for a registration form.**

## 2017 WINTER MEETING SPONSORSHIPS

Sponsorships are available for you to help support the Winter Meeting, give your company visibility, and show your support for the forest industry. Check out the options below:

### **BREAKFAST SPONSOR—\$250**

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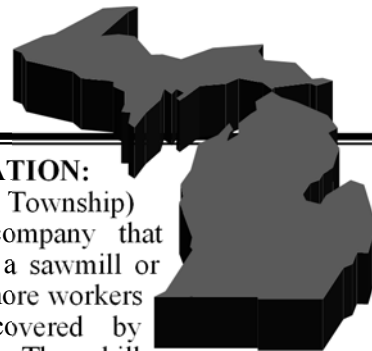
## 2017 WINTER MEETING AUCTION!

**Got something you'd like to donate for our auction?** We welcome just about anything, so please contact us at [lsla@lsla.com](mailto:lsla@lsla.com). Your company will receive recognition during the auction at our Thursday evening banquet, and in our newsletter, *The Log*.

Whether you donate something for the auction or not, come prepared to join in on the fun and bid for something. We'll have both silent and live auction items, and you're sure to find something you can't live without!

# THE MICHIGAN REPORT

By Scott Everett, LSLA Michigan Legislative Consultant



## SB 39 AND 40 "Land Plan"

SB 39 and 40 (Casperson, Escanaba and Booher, Evert) introduced in January 2015 propose changes in how the State of Michigan manages the 4.6 million acres that it owns. The bills passed the Senate on October 20, 26-10.

The legislation was referred to the House Natural Resources Committee where the Committee Chair, Andrea LaFontaine (R) says she doesn't think there is enough time to take the legislation up this year. As of this writing SB 39 and 40 will not pass this year and the "land cap" limiting the amount of acres the state can own stays on. LSLA supports both the land cap and SB 39 and 40.

## ROAD COMMISSION PERMITS:

SB 702, 706, 707, 708 (Casperson, Escanaba) prevent local road commissions from denying or creating unreasonable payments/demands/permits upon those harvesting timber and using roads/driveways to do so.

Some wood processors/loggers are apparently are being held hostage by road commissioners in some counties. The legislation passed the Senate 27 to 9 in April. The legislation is scheduled to be taken up by the House Natural Resources Committee during the November lame duck session.

## WORKERS COMPENSATION:

HB 5506 (Goike, Ray Township) requires workers at a company that process wood products in a sawmill or pallet facility where 3 or more workers are employed to be covered by worker's compensation. The bill remains in the House Commerce Committee.

## ENERGY REFORMS

The Energy Reform Bill, SB 0437, was widely viewed as the No. 1 issue the Michigan House would take up in the upcoming lame duck session . . . that was until Donald TRUMP's surprise victory in the presidential election may have undermined the premise behind the bill.

Portions of the legislation were -- at least in part -- designed to adhere to the general direction of President Barack OBAMA's energy policy, such as broad EPA regulations and alternative energy subsidies. The expected Hillary CLINTON election win would have likely meant a continuation of those policies.

However, now under a Trump Administration the direction of the nation's energy policy will change. To what degree will or should the likelihood of those changes affect the House's deliberations over SB 0437 is unclear.

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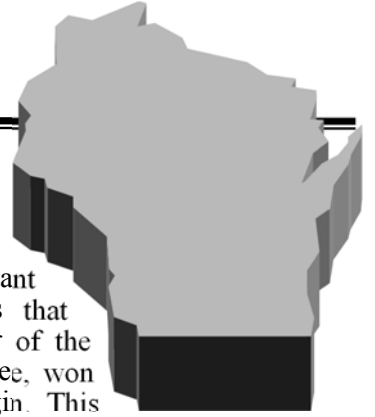
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# THE WISCONSIN REPORT

By Gunnar Bergersen, LSLA Wisconsin Legislative Consultant



The pervasive political thinking was that Hillary Clinton would win Wisconsin, and Russ Feingold would easily take back his US Senate seat on Hillary's coattails. The State legislature would continue in Republican control but with thinner margins. None of this happened.

Instead, Hillary got less votes than Obama previously won, and Donald Trump got slightly more than Mitt Romney earned, and Wisconsin went Republican for the first time in a presidential election since Ronald Reagan in 1984.

While the state legislature was expected to remain in Republican control, the margin of control is now the highest it has been in decades.

Nationally, we can expect favorable changes at the US Forest Service, EPA, IRS and the Department of Commerce.

In Wisconsin the biggest and most contentious issue facing the Republican controlled legislature is **transportation funding**. Republicans recognize that current funding can't get the job done, and the Governor's prior attempts to borrow for transportation projects sucks way too much scarce transportation dollars for debt service. Major transportation projects in Wisconsin have been put on hold or slowed down due to lack of a segregated transportation funds.

Republicans are not in agreement on how to solve the transportation cash shortfall, and there lies the contention.

Locally, the most important result of the election was that Senator Tom Tiffany, Chair of the Senate forestry committee, won re-election by a wide margin. This means that our strongest advocate for sound forestry practice remains in place in an even stronger conservative controlled legislature and executive branch. Also important was Senator Julie Lassa (D) Stevens Point losing to Republican Patrick Testin. Several years ago Lassa introduced a timber management bill which LSLA opposed.

One issue which LSLA will want to monitor closely is the Department wide reorganization of the DNR. Another issue we want to follow is how the DNR reacts to a recently completed two year consultant study. The study can serve as a template identifying hurdles facing our industry and possible solutions. DNR Secretary Cathy Stepp will take us thru the study and its implications when she speaks at noon on Thursday at the Winter Meeting in Green Bay.

The new State Forester Fred Souba will also attend the Winter Meeting. Be sure to meet him at the cocktail reception Wednesday night. Fred will also address members on Thursday.

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## LSLA MEMBER NEWS

### TIM CUTLER IS NEW EXECUTIVE VICE-PRESIDENT OF SALES AT U-C COATINGS

Tom Johel, President, is pleased to announce the addition of Tim Cutler to the UCC management team. "Tim brings to U-C Coatings over 25 years of business planning and strategic marketing in the coatings, sealants and adhesives industry", remarked Tom. Instrumental in growing his family business, Miracle Adhesives, the company was later acquired by Pratt & Lambert. Tim Cutler's expertise in business development led to increasing senior management roles at Pratt & Lambert and Shuman Plastics. As EVP Sales, he will have responsibility for strategic planning, business development, distribution networks, and customer relationships. Growth planning and strategies to continue the success of our sawmill & logging protection products as well as establish our newly acquired Seal-Once products, as the premier waterproofers for wood and concrete will be his focus. "I look forward to meeting our core customers in the hardwood industry, as we continue our value-added strategies for quality lumber processing, and pursue growth in the building sector for our Seal-Once products" said Mr. Cutler.



### SCOTT SAWLE ANNOUNCES HIS RETIREMENT

As some of you may be aware, I "officially" retired effective the 1st of November. The wife has been bugging me to do so. Now we can see how long before she regrets it. Although, I have already been offered a couple of part time jobs driving when I want to. If you know me, you know that I really enjoy driving truck, especially if it's when it fits my schedule.

I thought that I should write a note to The Log to inform everyone that I am stepping down from the Board effective the January meeting, which I will not be able to attend. (Heading south!) It saddens me to do this, but I feel it is the correct thing for me to do.

I am grateful for the time I have had on the Board and serving as President for two years. It was quite an experience for an old country boy from Southern Wisconsin. I have made many new friends and met a lot of interesting people in my time as a member of LSLA. Also, it has afforded me the opportunity to stay in contact with friends I have made in our industry over the years.

I truly believe that LSLA is a great organization and feel the Board is doing a wonderful job for its members. I urge all of the members to work at supporting this fine organization. It is a great voice for our industry.

Again, thanks to everyone for the great times. I remain available at [smsawle@gmail.com](mailto:smsawle@gmail.com), and at 608-604-6448.

Scott Sawle, Retired

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### GOT MEMBER NEWS?

If you are a member of LSLA and your company has news to share, we have the space for it! Significant personnel changes, new products, business expansion or relocation, or any other notable developments with your business — here is where you can make an announcement. Send us the information or press release, along with any photos you may want to accompany the article, and we'll do our best to include it in *The Log*. It's a great way to let your fellow LSLA members know what's happening. Contact us at [lsla@lsla.com](mailto:lsla@lsla.com) or 920-884-0409.

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## WHERE IS DAVID BRADLEY?

David B is wrapping up his stint in the Michigan Legislature and preparing to make the trip over the pond to our Winter Meeting in January. He has quite a few tales to tell about hob-knobbing with the politicians, but we're not sure he is going to tell . . . chainsaws actually know how to keep secrets really well! In any case, David B is ready to re-join the world of sawmills and lumber companies. We even caught him looking



longing at some forested land. Not sure if he is daydreaming about cutting down trees or going hunting! Or he may be wondering what adventures he will have with his next owner. Who will that be? Come to our 2017 Winter Meeting (Jan. 11-13) and bid on the opportunity to spend a year with David B! Hope to see everyone there, ready to test their bidding skills in the auction.

## 2017 MEMBERSHIP RENEWALS

Membership renewals were mailed out last month. We have received a number of renewals in the last few weeks, but there are many more to come. Please be sure to return your membership renewal and dues payment before January 10.

You won't want to miss the important information that is sent out in The Log and in periodic emails. Not to mention

the members' discount to our annual Golf Outing, Winter Meeting, and educational courses. And of course, there's the networking that gives each member an opportunity to grow their business.

If you aren't sure if your company has renewed membership for 2017, contact our office at [LSLA@LSLA.COM](mailto:LSLA@LSLA.COM).

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# WOOD IS THE ANSWER

By Scott Bowe—Director, Kemp Natural Resources Station

In the previous issue of *The Log*, I had the opportunity to write about forest sustainability. Recall there were two major points that are often misunderstood or misrepresented. The first point is the forest area in the United States and Wisconsin is actually increasing. The second point is the volume of wood on those acres is also increasing. With these increases in acreage and increases in wood volume, what can we do with all of the wood? I suspect as consumers, we will find uses. But an equally important question is why do we want to use wood in the first place? We will explore the *why use wood* question today.

A big part of sustainability is that a product is renewable. Trees have a great advantage here because they grow back. In most cases in the Northwoods, trees grow back through natural regeneration, no planting necessary. We do plant some softwoods as plantations, but most forest types regenerate on their own.

In addition to renewability, trees and the wood products that come from them don't require a great deal of energy to manufacture when compared to products like steel or aluminum. This is called embodied energy. Wood has low embodied energy because Mother Nature does most of the work. Trees combine water from the ground and carbon dioxide from the air into glucose using energy from the sun. Glucose is a six carbon sugar and is the main building block of the tree.

I mentioned carbon, which is very important because trees and wood products are carbon sinks, meaning they store carbon. If a tree dies in the forest, it will release its stored carbon through the normal decay process. However, if a

tree is harvested and manufactured into a value added wood product such as flooring or furniture, it will continue to store carbon as long as that wood product is in use. As new trees grow to replace the harvested trees, even more carbon is stored. This is why wood products are considered carbon neutral, because more carbon is removed from the atmosphere and stored than is released during the manufacturing process. An additional benefit is that wood waste is normally used to produce energy during the manufacturing process. Wood energy is directly substituted for fossil fuel energy which greatly reduces carbon emissions.

Trees and the wood products made from them have many advantages. They are renewable, they have low embodied energy, and they are carbon neutral, but this doesn't tell the whole story. How can we quantify these and other attributes to understand the environmental impact of the products that we use? To do this, we use *life cycle science*.

Simply put, *life cycle science* is the process of looking at the complete picture of a product's manufacture, use, and final disposal at the end of its life. All of the production inputs, such as raw materials and electricity, and outputs, such as by-products and air pollutants are measured over the life of the product, from cradle to grave. Let's look at an example made here in the Northwoods, hardwood flooring.

To perform a life cycle analysis of hardwood flooring, we would measure all of the inputs and outputs including forest management, tree harvesting, trucking of the sawlogs to the sawmill, sawing the logs into lumber, kiln drying the lumber, machining the lumber into flooring, applying a finish to the flooring, shipping the flooring to the retailer and end user, installing the flooring in a home or school, using the flooring for 25 or even 50 years, then the final disposal of the flooring at the end of its life. You can clearly see that we are measuring every stage in a product's life. You almost have to be an accountant to keep everything in order.

So what does all of the work behind a life cycle analysis buy us anyway? It allows us as consumers to directly compare products, apples to apples. We can compare hardwood flooring to a non-renewable substitute such as carpeting and understand the environmental impact of using each product. We often call this the environmental footprint. A product with a small environmental footprint would be the better choice.

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Continued on page 11

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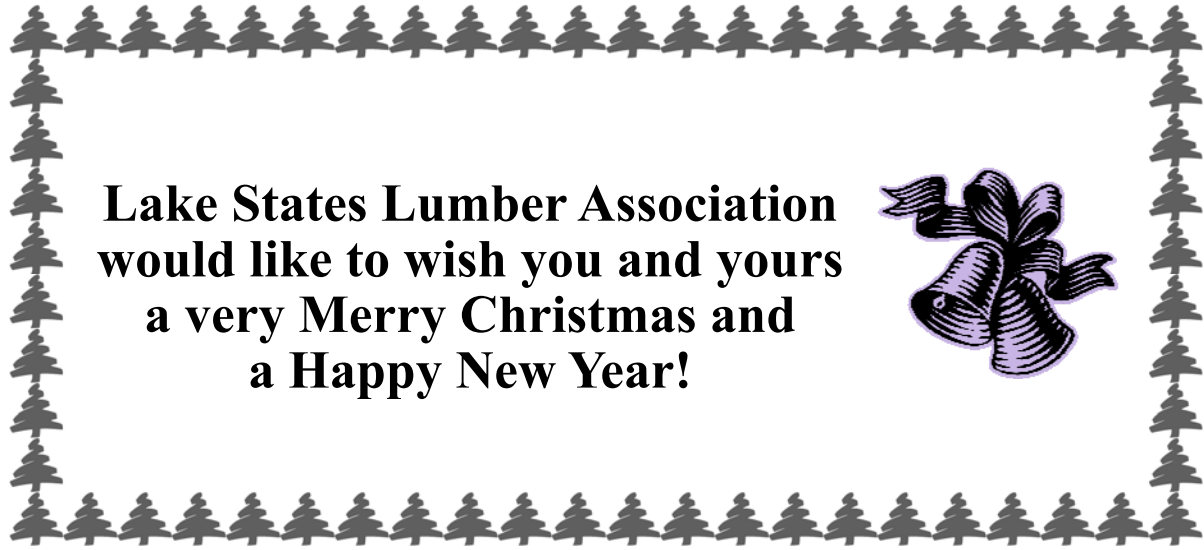


9540 83rd Avenue North, Maple Grove, MN 55369 USA


**LSLA CALENDAR OF EVENTS**

*December 14, 2016*  
 LSLA Budget and Board Meetings, Green Bay

*January 11—13, 2017*  
 LSLA Annual Winter Meeting,  
 Green Bay  
 (visit [www.lsla.com](http://www.lsla.com) for registration and hotel info)



**Lake States Lumber Association  
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 a very Merry Christmas and  
 a Happy New Year!**

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- Enclosed is payment for Dues: \$500 annually, or \$250 semi-annually
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**2017 Winter Meeting**  
**January 11—13**  
**Green Bay, WI**

**Winter Meeting Cocktail  
 Reception on Wednesday  
 Night**

Looking for more networking time at the Winter Meeting?

Arrive a night early and attend a social gathering with colleagues at this year's 1<sup>st</sup> ever cocktail reception sponsored by Granite Valley Forest Products on Wednesday night, January 11 from 5:00-7:00.

We hope to see you there!

**WOOD IS THE ANSWER (CONT'D)**

A recent life cycle analysis examined hardwood flooring and compared it to non-wood substitutes such as carpet and vinyl. A life cycle analysis measures environmental impacts such as global warming potential, ozone depletion, and energy use. In each of these categories, hardwood flooring was the clear winner. In other words, it had the smallest environmental footprint. The flooring type that came in second was cork flooring, another renewable product made from tree bark. The study ranked the environmental performance of several flooring types. Hardwood flooring had the smallest environmental footprint followed by cork, linoleum, vinyl, ceramic tile, and finally carpet, which had the largest environmental footprint.

Life cycle science is being used by manufacturers to produce environmental product declarations (EPDs). EPDs are analogous to food nutrition labels. Instead of showing how much fat or calories are in and oak board, it will list life cycle data that we can use to directly compare a wood product to a substitute product. Just what we all want are more labels to read, but it is the price we pay to be informed consumers.

If you would like to learn more about life cycle science, go to [corrим.org](http://corrим.org). CORRIM is a consortium of researchers interested in wood products research. Many of the topics that I discussed today can be explored in much more detail on their website.

One final thought, the UK Forestry Commission put together a simple rule of thumb. 1 for 1 = a tonne. If you replace one cubic meter of concrete with one cubic meter of wood, you will save about one tonne of carbon dioxide from the atmosphere. Remember 1 for 1 = a tonne.

You Bring THE WOOD ...

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Wishing you and yours  
 a happy and healthy holiday season  
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