

THE LOG

June / July 2018

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LAKE STATES LUMBER ASSOCIATION

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From the President

I hope all of our members had a great Memorial Day weekend and enjoyed the sun and heat — it sure was a welcoming change after 7 months of long Winter!

In this article I wanted to shed light on an emerging problem related to the ever-changing technology that we all heavily rely on for our day to day business operations. With today's fast paced communication via email, we are now bombarded with many types of junk email with attachments just waiting to be clicked on that could potentially contain malware, ransomware or even viruses that could potentially cost you and your company a pretty penny. Most potential threat emails can be "flagged" by an antivirus software and moved to a spam folder, but it is important to instruct all employees to only open attachments from a sender they trust in order to avoid a potential threat to your computer, network or your checkbook.

These hackers and bots sending these emails have recently changed their cookie cutter approach and have started sending industry specific emails in order to trick their intended victims. These new complex attacks called BECs (Business Email Compromise) and EAC (Email Account Compromise) are targeted at companies and individuals who perform wire transactions on a regular basis for domestic and international payments. These threats stem from company or employee emails being compromised, or where a hacker creates a similar email address to portray themselves as someone in your company requesting funds be sent elsewhere. We recently had an LSLA member whose customer was a victim of a similar scenario. The overseas customer received an email from an email address acting to be from the LSLA member informing that their banking information had recently changed, and all outstanding balances should be paid ASAP to the provided "new" banking information. Fortunately, this member's customer called via phone to verify their banking change request and luckily no funds were sent to the scammer.

According to the Internet Crime Compliant Center (IC3), "the 2017 *Internet Crime Report*—which reveals that the center received more than 300,000 complaints last year with reported losses of more than \$1.4 billion." Of those 300,000 complaints, 15,690 of those were from BEC and EAC complaints with corrected damages in excess of \$675 Million

Continued on page 4



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2018 LSLA BOARD OF DIRECTORS



Back Row (left to right): Jim Maltese (Stella-Jones Corp.), Fred "Butch" Fisher (AJD Forest Products), Dennis "Gus" Gustafson (Besse Forest Products), Gus Welter (Granite Valley Forest Products), Steve Peters (Rockland Flooring), Pete Johnson (AAA Hardwoods).

Front Row (left to right): Larry Krueger (Krueger Lumber), Margaret Minerick (Sagola Hardwoods), Brady Francois (Snowbelt Hardwoods), Rob Paradise (Devereaux Sawmill), Jennifer Lu (WI DATCP), Maryanne Dainsberg (LSLA Admin. Coord.). Photo courtesy of Zach Miller, Miller Publications.

The Log is published bi-monthly by the Lake States Lumber Association, Inc. For address corrections or to contribute news articles, opinion pages, classified ads, or advertising, contact us at:

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2018 GOLF OUTING—THURSDAY, JULY 26, 2018

COLD WATER CANYON GOLF COURSE AT THE CHULA VISTA RESORT

WISCONSIN DELLS, WI

SPONSORSHIPS

The LSLA Annual Golf Outing will be held on July 26 at Cold Water Canyon Golf Course at the Chula Vista Resort in Wisconsin Dells. In much the same format as past outings, the recreation committee has planned many exciting events for this year's outing:

- Par Three Challenge
- Putting Contest
- Putt for Dough
- Cash Shoot-out
- Bucket Raffle
- Individual Cash Prizes
- Individual Hole Events

With all these events come unique sponsorship opportunities, the proceeds of which help support LSLA and LSLA Education. Please take a moment to look over the different sponsorships listed below. Details about each sponsorship are available on our website at www.lsla.com. We hope you can help make this year's event the most successful ever. To show our appreciation, we will again be holding a special **Sponsor Drawing** to be awarded to one lucky contributing company.

The following companies have already committed to sponsorships for the golf outing:

- American Wood Fibers - Lunch Sponsor
- Northern Hardwoods - Social Hour
- Stella Jones - Golf Ball

Below are the sponsorships still available. Look them over and claim yours today!

- (1) Prize Sponsor (\$2,000)
- (1) Welcome Reception Sponsor (\$1,250)
- (1) Entertainment Sponsor (\$1,000)
- (3) Beverage Sponsors (\$750)
- (8) Bucket Raffle Sponsors (\$500)
- (4) Par Three Sponsors (\$500)
- (?) Hole Sponsors (\$250)
- (?) Special Events Sponsor (\$TBD)

Email us at lsla@lsla.com, or call us at 920-884-0409 to let us know what you would like to sponsor. ❖

REGISTRATION

The annual Golf Outing will offer many fun activities, as always:

- For those who would like to arrive on Wednesday, July 25, discounted rates and tee times will be available for LSLA members at Cold Water Canyon Golf Course and Wild Rock Golf Club. LSLA has a block of tee times reserved, with other times based on availability. If you plan to take advantage of this special rate at Cold Water Canyon Golf Course, please book your tee time directly with the golf course (608- 254-8489). Make sure to mention LSLA to receive the special rate. If you plan to golf at Wild Rock Golf Club, contact Jason Brettingen (715-623-5410) for a tee time.
- The Wednesday evening Welcome Reception will be a private cruise on the Wisconsin River from 6 PM to 9 PM with hors d'oeuvres.
- Thursday, July 26, a full breakfast will be served at the golf course from 8 am—9:30 am.
- The Shot Gun Start at 10 am will begin the golf, which will run until 4 pm. Lunch will be provided by American Wood Fibers and beverages by various sponsors.
- At 4 pm, U-C Coatings will be sponsoring the Putt for Dough and Baillie Lumber will sponsor the Cash Shoot-out.
- The Thursday Dinner, Awards and Prizes will take place in the Riverview Room North at the Chula Vista Resort from 7–8:00 pm with awards and door prizes.

A block of rooms has been set aside at the Chula Vista Resort for Lake States Lumber Association, with various types of rooms available. The Resort reservation number is 855-383-5473. Please make sure to request the **Lake States Lumber Association Room Block (ID# G33476)** when calling for reservations. **Room block will be held until June 29th, 2018. DO NOT WAIT TO MAKE YOUR RESERVATION. ONCE THE BLOCK OF ROOMS IS FILLED, THERE WILL BE NO MORE ROOMS AVAILABLE.**

For a complete schedule, hotel information, and a registration form, visit www.lsla.com. ❖

HARDWOOD FEDERATION UPDATE

By Dana Lee Cole—Executive Director, Hardwood Federation

Farm Bill Delays

In a relatively surprising development late in May, the full House voted down the Agriculture and Nutrition Act of 2018 (H.R. 2), also known as the Farm Bill. The final vote became complicated as House conservatives were pressing leadership for a vote on an immigration bill. As a result, the bill failed on a 198-213 vote.

However, there does seem to be a path forward. House Leadership has announced that a second vote on the Farm Bill will happen the week of June 22...after a vote on the immigration bills in question. In the Senate, we expect that a Farm Bill draft will be unveiled the week after the Memorial Day Congressional recess and that a markup will soon follow. While the House bill will most likely be one that passes, if it passes, along party lines, the Senate is committed to a bipartisan product.

The House bill lines up well with a number of our public policy priorities. The bill, as considered on the House floor, covers the following areas in our space:

Market Access and Foreign Market Development Programs

H.R. 2 reauthorizes these two critical export promotion programs and funds them at \$200 million and 34.5 million, respectively. The legislation combines the

various export programs into a new “International Market Development Program” which is comprised of several components, including the Market Access Program, Foreign Market Development Program and Emerging Markets Program. The bill authorizes \$255 million a year for this new International Market Development Program, of which MAP receives the lion share at \$200 million and FMD at \$34.5 million. Merging the programs into this new “umbrella” approach will hopefully help us avoid future arbitrary budget control restrictions and allow them to operate at their fully authorized spending levels.

Federal Forest Management Reform

H.R. 2 builds upon the federal forest management reform provisions in the omnibus spending deal forged earlier this year. The legislation would provide several new tools for the Forest Service to expedite forest management projects. Specifically, the bill authorizes a number of new “categorical exclusions” from environmental reviews that will facilitate needed project work. These new CEs are designed to:

- Expedite salvage operations in response to catastrophic events
- Meet forest plan goals for early successional forests
- Manage “hazard trees”

Continued on next page

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FROM THE PRESIDENT (CONT'D)

Dollars. It's apparent there is still an incredible risk of cyber-attacks no matter how large or small your business may be. I urge all of our members to take the time to speak with your coworkers and employees and explain the importance of only opening emails and attachments from individuals they know and to always verify any substantial requests or changes to wire transfer instructions.

To end, just in case you may have missed the LSLA email blast, we are currently running a membership drive giving you the opportunity to save \$100 off next year's membership by bringing a new member to sign up to join LSLA. You can provide the following link to potential new members that explains just some of the benefits of becoming a member, <http://lsla.com/membership>. We hope all of our current members take advantage of this great offer and help contribute towards membership. Also, remember to mark your calendars for the 2017 LSLA Golf Outing held July 25th and 26th, we look forward to seeing everyone in Wisconsin Dells.

Brady Francois
Snowbelt Hardwoods
Email: bfrancois@snowbelthardwoods.com

HARDWOOD FEDERATION (CONT'D)

- Improve or restore National Forest System lands or reduce the risk of wildfire.
- Forest restoration
- Infrastructure-related forest management activities.
- Managing insect and disease infestation.

Timber Innovation Act

H.R. 2 includes the research provisions of the Timber Innovation Act. Specifically, the legislation directs the USDA Secretary to conduct performance-driven research and development, education, and technical assistance for the purpose of facilitating use of innovative wood products (mass timber/tall wood buildings) in wood building construction in the United States.

Biomass

The legislation includes an Energy Title which authorizes a number of programs to incentivize the use of forest-based biomass for energy and other applications. One of the areas in which the Hardwood Federation has been active is on reauthorizing and expanding upon the Community Wood Energy Program or CWEP—which is included in the Energy Title. We were successful in securing a fivefold increase in this program's authorization and significantly expanding its scope. CWEP aims at accelerating deployment of wood heating systems that run on our mill residuals. In addition to funding wood heating installations, the bill would also provide grants to innovative wood products facilities—i.e., those manufacturing cross laminated timber or experimenting with lignin or nanotechnology. The Energy Title also includes USDA's BioPreferred program. The BioPreferred program includes both a federal purchase preference for biobased products (including forest products) as well as a voluntary product labeling program.

One of the amendments that surfaced during House floor consideration would have completely eliminated the Energy Title. Your HF team, working collaboratively with our forestry and forest product association allies, were able recruit “no” votes and the amendment ultimately failed by a vote of 340-75.

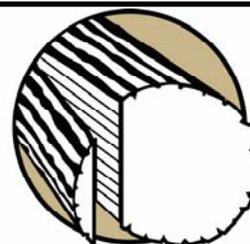
Among the amendments that were approved during full House consideration are the following:

- Directing payment of a portion of stewardship project revenues to the county in which the stewardship project occurs.
- Authorizing counties to be included in Good Neighbor Authority cooperative agreements and contracts in order to improve forest health and bolster watershed restoration.
- Authorizing expedited salvage operations for areas burned by wildfire to salvage dead trees and reforest to prevent re-burn, provide for the utilization of

burned trees, or to provide a funding source for reforestation. Requires a two month environmental assessment for reforestation activities and at least 75% of the burned area be reforested.

- Requiring the Forest Service to consider long-term health of our nation's forests when developing collaborative management plans, and shields agency decision making from certain injunctions on sustainable forest management.
- Exempting all National Forests in Alaska from the U.S. Forest Service Roadless Rule.
- Instructing the Department of Agriculture and the Department of Interior to provide Congress a yearly report tabulating the metrics surrounding wildfire prevention, including the number of acres treated and agency response time.
- Reauthorizing the Collaborative Forest Landscape Restoration Program through 2023 and waives the requirement that proposals eligible for funding under the program prioritize ecological restoration treatments for a 10 year period.
- Requiring environmental impact statements for certain forest management activities to only study the forest management activity in questions and the alternative of taking no action.

The language of the Senate bill is still somewhat unclear. We continue to work with our allies to include as much as possible of the above language in the Senate version. It looks to be a busy summer for us on this issue! ❖



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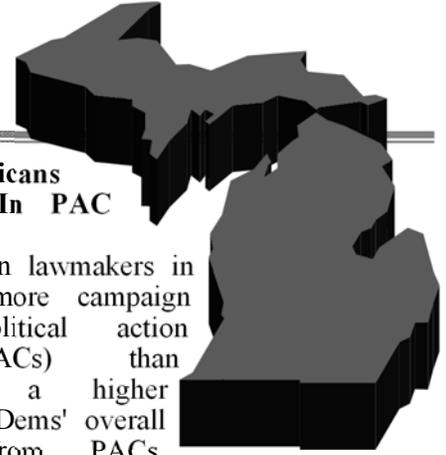
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Contact Matt Yest
myest@kendrickinc.com
563-928-6431

THE MICHIGAN REPORT

By **Scott Everett, LSLA Michigan Legislative Consultant**



Agreement Puts \$330M More Into Roads

The Governor and legislative leaders have agreed to put \$400 million more into roads and other infrastructure, \$115 million in the state's rainy day fund and \$58 million towards school safety initiatives as part of the budget. The 2019 budget includes \$100 million for the Governor's job-training "Marshall Plan" and a per-pupil foundation increase of \$120 to \$240 per pupil, marking the largest increase in the minimum foundation allowance since 2002.

House Approves DEQ Oversight Package

The House of Representatives recently voted along party lines, to approve legislation creating new public bodies to provide oversight on the Department of Environmental Quality. Environmentalists have dubbed the bills as the "fox guarding the henhouse" package. SB 652 (Casperson) passed 57-51, SB 653 (Booher) passed 58-50 and SB 654 passed 59-49.

Power Companies Strike Deal To Keep Clean Energy Proposal Off Ballot

Consumers Energy and DTE Energy announced they have reached a deal to keep off the November ballot environmentalist billionaire Tom STEYER's effort to raise Michigan's renewable portfolio standard to 30 percent by 2030. Michigan's two dominant energy companies vowed instead to hit a 50 percent "clean energy goal" by 2030, at least half of which would come through more renewable energy and the rest through energy efficiency.

Snyder Officially Prohibits Anchor Drops In Straits Of Mackinac

Governor Snyder has made the Straits of Mackinac an official no-anchor zone, via an emergency rule his administration issued. While the phrase "no anchor zone" had been used to describe the Straits in the past—regarding concerns over rupturing the Line 5 pipelines—it's more like an "informal anchor restriction," as the Governor's office called it.

Michigan Republicans Pass Democrats In PAC Contributions

In 2017, Republican lawmakers in Michigan raised more campaign funds from political action committees (PACs) than Democrats, but a higher percentage of the Dems' overall money came from PACs. Contributions to PACs hit more than \$2.8 million for the GOP, accounting for 51 percent of their money raised. Their Democratic counterparts raised nearly \$1.4 million from PACs, 61 percent of the total they raised.

DEQ To Start Testing Public Water Supplies For PFAS

The state is spending \$1.7 million to study polyfluoroalkyl substances (PFAS) levels in public water supplies, which Department of Environmental Quality (DEQ) officials believe is a first-of-its kind endeavor. The DEQ has already started sending out letters to Michigan's 1,380 public water systems outlining its effort and its goal to complete the statewide study by the end of 2018.

New Deputy Director for MDARD

Department of Agriculture and Rural Development Director Gordon Wenk announced the selection of Dr. James AVERILL as the department's new deputy director. ❖

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THE WISCONSIN REPORT

By Gunnar Bergersen, LSLA Wisconsin Legislative Consultant

Simple Online Survey Could Pay Dividends

Representatives of Wisconsin's forest products industry, including Lake States Lumber Association, (LSLA) the Wisconsin Paper Council (WPC) and Great Lakes Timber Professionals Association (GLTPA), recently met with Wisconsin Department of Transportation (WisDOT) representatives to discuss how to increase transportation efficiency. Much of the discussion centered around the distressing decline in rail service for our industry and the increased use of trucks to make up the difference.

WisDOT representatives heard from paper, OSB and sawmill representatives who are experiencing significant increases in their need for trucks to replace rail. The mills are also dealing with the problems created by a shortage qualified of drivers. The trend toward trucks is projected to increase as rail service further declines for both in and outbound freight.

Although there was compelling anecdotal information shared in the meeting, WisDOT needs industry to provide actual data documenting the impact on mills as they convert from rail freight to truck freight.

The group of forest product industries agreed to collect this data to verify and quantify our concerns and the need for remedial transportation.

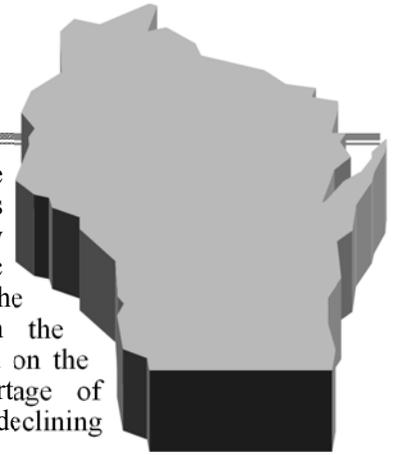
LSLA believes the data is necessary to WisDOT and transportation policy makers as it will show the

accelerated wear on state bridges and highways because of significantly increased truck traffic enabled to replace rail. The data will also confirm the increased pressure placed on the trucking industry's shortage of drivers because of declining available rail service.

The data survey was developed with input by WisDOT, LSLA, WPC and GLTPA. This survey is managed by Renewable Resource Solutions and implemented through the use of "Survey Monkey". All company data is strictly confidential. Only State wide transportation totals will be used.

Expect an email giving the link to fill out a simple online traffic survey. A few minutes of your time will pay dividends by giving WisDOT the data it needs to develop ways to increase transportation efficiencies for our industry.

Given the urgency of the situation, the survey is on an aggressive timeline and we are asking that surveys be completed by the June 13th deadline with results being compiled and shared by June 27th. ❖



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LSLA Member News: *Where members of Lake States Lumber Association share news and updates with their fellow members*

U-C Coatings Appoints Jason Goodman Representative for its Southern Territory

Buffalo, NY – May 17, 2018 – U-C Coatings, LLC, a leading manufacturer of wood protection products, announces the appointment of Jason Goodman as a new representative to manage its southern territory.



Goodman joins the U-C Coatings team with 25 years of experience in the hardwood industry. His background includes working as a procurement specialist and yard manager at major hardwood and wood component manufacturers including Atlanta Hardwood, Hartzell Hardwoods and Seemac Lumber.

As a former lumber inspector, kiln operator and general manager, Goodman understands the importance of preventing end checking and the positive impact U-C Coatings' products, such as Anchorseal®, have on the production of high quality lumber. Goodman will assist his customers in ensuring they achieve the highest yields with the least amount of waste. His territory includes Kentucky,

Tennessee, Missouri, Arkansas, Louisiana, Mississippi and Alabama.

U-C Coatings' products are used by both hardwood and softwood producers to prevent end checking, identify lumber species and manufacture furniture and architectural millwork. By using its products, customers experience greater yields, resulting in more profit and less waste. ❖

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 or 920-884-0409. ❖

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MEET OUR MEMBERS

KERSTEN LUMBER Co., INC.

295 Hwy 45
PO Box 245
Birnamwood WI 54414

Kersten Lumber Co. is a family business that began 53 years ago in 1965 when Phil "Butch" Kersten started the business with his brother Dick. The two brothers began by taking over the two-man operation that their father had started in 1938. The business grew to include a sawmill, kilns, and planning and ripping. In 1975 Dick retired, and Butch continued to operate the business himself. Kersten Lumber's logging crews cut local timber jobs and produce 20,000-25,000 ft per day. The business produces all hardwood grade and pallet lumber and colored landscape mulch. Additionally, Kersten Lumber offers trucking services. Partnering with Kersten Lumber is Woodstock Hardwood Flooring, run by Phil Kersten Jr., which sells flooring, carpeting, cabinets, granite tops, and tile. ❖



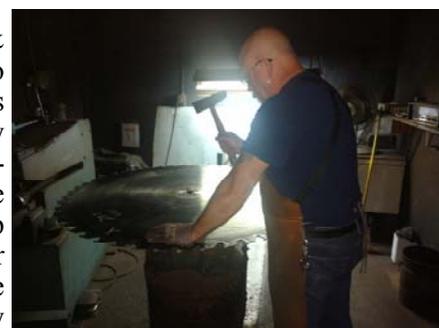
MENOMINEE SAW & SUPPLY COMPANY INC.

900-16th Street
PO Bo 515
Menominee, MI 49858

Menominee Saw & Supply was established 121 years ago in 1897 and is located in the heart of hardwood country in Michigan's Upper Peninsula. It started out as the saw filing facility for the Wells Lumber Company located in Menominee, Michigan. As the lumber industry grew in the northern Great Lakes area, a need for saw filing services and sawmill supplies became more prevalent. Menominee Saw & Supply has striven to fill that need.

The company remained in the Wells family until 1979 when it was purchased by Ben Mroz. The facility was housed in a 2,000 square foot facility and employed five people. With business growing and work space shrinking, in 1984 the company moved to a new 10,000 square foot facility that soon became too small to house the round saw and band saw operations. In 1997 a second 15,000 square foot facility was purchased and now houses Menominee Saw & Supply's band saw manufacturing and service division. The company now employs over 40 people and covers the entire Midwest with sales and service, providing sawmill supplies and equipment and manufacturing and servicing bandsaws and circle saws. Their main products are: Wide Band-saw Blade 3" to 10" wide, Thin Kerf bandsaws 1/4" to 2" wide, and Carbide tipped circle saws up to 40" diameter.

Menominee Saw & Supplies' goal is to provide customers with fast, friendly and accurate information and the products to help them achieve their objectives. The company can supply the proper equipment, tooling and training to use



Patrick "Peach" Blake hammering a larger circle saw

them, and their professional staff has the experience and knowledge to help their valued customers become more profitable. Their management and sales team have over 100 years of combined experience in the industry and the knowledge to provide you with affordable solutions to your toughest sawing problems.

Menominee saw has recently launched a new web site to provide our customers the option of online purchases of sawmill supplies. The web site can be viewed at www.Menomineesaw.com. ❖

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SOUND WAVES—LISTEN TO WHAT TREES CAN TELL US

By Scott Bowe—Professor of Wood Products and Director of the University of Wisconsin—Madison's Kemp Natural Resources Station

If we listen carefully, trees have a great deal to tell us. You may have an image in your mind of someone bear hugging a tree with their ear pressed tightly to the trunk. This strategy may work if you need a hug, but you won't likely hear anything of consequence. What I am referring to is the process of using sound waves to "see" inside the tree. The process is called *Stress Wave Timing*. In a rudimentary way, this process is similar to medical imaging, such as echocardiography, which uses sound waves to generate an internal picture of the patient's heart. What is great about this type of technology is that it is fast and nondestructive. In the past, a patient had to undergo exploratory surgery to be able to see inside. For a tree, it would have to be cut down to see inside.

So why do we need to see inside of a tree? This is extremely useful for determining hazard trees in campgrounds, parks, your back yard, or other high traffic areas. The goal is to safely remove these trees before they fall and harm a person or damage property. This technology can also be used to determining the value of standing timber. For example, as trees age, they reach a point where fungal decay will eventually become established, which reduces the economic value of the tree.

How does stress wave timing work? The concept is simple. Sound waves travel from particle to particle. These vibrations or sound waves eventually get to your ears causing your eardrums to vibrate. Sound waves can also travel through a liquid or solid. In fact, the more dense the material, the faster sound will travel. This is important and we will come back to density and speed in a minute.

To apply stress wave timing on a tree, you need a hammer, two nails, two accelerometers, and a timer. One nail is driven into the tree trunk so that it is firmly embedded through the bark into the wood. The second nail is positioned directly opposite the first across the diameter of the tree. When you strike one of the nails with the hammer, a stress wave is sent out from that nail through the tree to the second nail. The accelerometers and timer measure the time it takes for the sound wave to travel from one nail across the tree to the other. By measuring the diameter of the tree, we know the distance the sound had to travel between nails, so we can calculate speed in feet per second. Since sound is so fast, we measure the time in microseconds, so speed is recorded in feet per microsecond.

I'm guessing that you don't have a couple of accelerometers lying around the house. Not to worry since compact versions of stress wave timers have been

developed. A friend and colleague, Professor Bruce Allison, worked closely with the USDA Forest Products Laboratory and the University of Wisconsin to develop a stress wave tool called Tree Check. He saw a need for an affordable handheld system for the tree care and forestry professionals.

Back to seeing inside of the tree. When a tree has fungal decay within its main stem, the decayed wood is much less dense than normal wood. That makes sense because the fungus is consuming the wood tissue. I mentioned earlier that sound travels faster through more dense materials, so sound travels faster through normal wood



The stress wave tool called Tree Check, developed by Professor Bruce Allison

and slower through decayed wood. Average stress wave travel speeds have been established for common tree species. These values are available to tree professionals when they are using stress wave tools. Consider red oak for example, sound will travel at 188 microseconds per foot through normal wood. While testing a large red oak on Kemp Station, it took more than double the time at 400 microseconds per foot. What was going on?

Recall the two nails on opposite each other on the tree trunk. In a healthy tree, when the nail is struck with the hammer, the leading edge of the sound wave travels the shortest distance, a straight line, across to the second nail. In a tree with decay at the center, the leading edge of the sound wave can still travel in a straight line across to the other nail, but it slows down as it moves through the less dense decayed wood. In a more extreme case with a tree that is hollow in the middle, the sound wave cannot travel in a straight line, but it must follow the circumference of the tree traveling in a semicircular path just under the bark, again a longer distance to travel than a straight line, which takes more time. This was the case with the oak at Kemp Station, it was hollow in the middle.

Stress wave timing is a fantastic technology that provides useful and sometimes lifesaving information to arborists and foresters. If we listen carefully, with the help of a stress wave tool like Tree Check, trees really do have something to tell us. ❖

WHERE IS DAVID BRADLEY?

One of the perks of being “owned” by Menzner Lumber this year is the chance to see new places. David B recently went out with one of the MLC drivers traveling the countryside, and along the way he stopped to enjoy the view of the Badlands in South Dakota. He is becoming quite a well-traveled chainsaw!



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