



# IHLA Hard News

Volume 15, Number 4

September 2010

## It's A Jungle Out There

Anyone who's been in the hardwood business for the last three years understands survival. The housing crisis has relentlessly pounded away at the demand for finished goods, on the heels of body blows delivered by offshore manufacturing and unavailable credit.



And so emerges the theme for the 2011 IHLA Convention, February 9-10 in Indianapolis. "Survivor IHLA – It's a Jungle Out There" will focus on survival, and will once again serve as the industry's official kickoff to a new year.

The IHLA convention has come to be known as the can't-miss event for the hardwood industry each winter. Hundreds of lumbermen and women from across North America gather in Indy to network, to learn, and to see old friends and customers.

"It's truly the only place all year where you can see the largest number of customers and suppliers in one place," said 2011 convention chairman **Jeff Manges** of **Cole Hardwood**. We bring our entire sales force and management team to the convention, and we get a chance to spend quality time with so many business partners."



David Carter,  
Mt. Everest Survivor

This year's keynote speaker will be **David Carter**, president of **Carter-Lee Lumber/Pro Build** in Indianapolis. Carter was featured on a "Nova" documentary on PBS for his death-defying climb to the Summit of Mt. Everest in 1997. Carter nearly died on the mountain from a severe respiratory infection, and will present a photographic story of that journey that will literally take you there and re-live the climb with him.



*Rupert Boneham former Survivor winner, is an invited guest for the 2011 IHLA convention.*

Also invited (but not yet confirmed) is **Rupert Boneham**, the most recognizable winner in the TV show Survivor's history. Rupert's hirsute appearance, affable demeanor, and tie-dyed wardrobe have made him one of the most beloved reality stars of all time.

In keeping with the Survivor mode and providing value at the same time, IHLA is scheduling seminars on the following topics:

- Alternative Financing
- Exporting 101
- Reducing Insurance Costs
- Public Education Opportunities for Hardwood Firms
- Economic Outlook

### But Wait, There's More....

Over the past years, the IHLA convention has featured a raffle that has sent one lucky ticket holder home with a grand prize, from truckloads of walnut and poplar to a Harley Davidson motorcycle. Once again this year's prize is theme-related – a \$5,000 travel voucher to the destination of your choice and \$5,000 in spending money. But, unlike years past where a ticket was purchased, in 2011 **every registered guest will get one raffle ticket absolutely free of charge!**

From those tickets, ten lucky finalists will be drawn on Thursday, and a special 11th ticket will be given out in a "buried treasure hunt" in the exhibit hall Thursday morning. The grand prize winner will be drawn during the Thursday night reception.

Last but not least, convention attendees will again be able to navigate through a tropically-decorated exhibit hall, transforming a cold Indiana winter into a paradise-like setting for viewing the latest in products and technology for the industry.

Registration brochures will arrive in early October. Register early for the real-life reality show for hardwood professionals – the 113th annual IHLA Convention.

### Inside This Issue

President's Message  
 North Golf Tournament  
 Indiana State Fair  
 Indiana State Fair (cont'd.)  
 Industry News

Page 2  
 Page 3  
 Page 4  
 Page 5  
 Page 6

Events  
 Member News  
 Field Day  
 Member Recruitment

Page 7  
 Page 8  
 Page 9  
 Page 10



# Hard News

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## President's Message

### Getting the Most from Your IHLA Dues Investment



Chris Moore  
IHLA President

Each September, the IHLA Executive Committee puts together the association's budget for the following year. I am proud that we have not raised IHLA dues now for over a decade!

By going through each line item on the IHLA budget, one gets reminded of what a great value IHLA membership truly is. For the very minimal dues investment, you give yourself access to:

- Member rates to the IHLA convention to start off each year. The largest regional hardwood show in North America, the IHLA convention is the must-attend event of the hardwood industry, where an attendee knows he will be able to see everyone who's anyone over two days and in one place. The convenient and affordable location offers big city amenities at small town prices.
- Free webinars on the last Wednesday of most months, on subjects that are timely and relevant to your business.
- Group insurance programs that save you money and return dividends which can cover your dues investment for many years over. The association is currently exploring forming its own insurance agency, which could offer you the best coverage at the best price, and expand the dividend opportunities. Such a program would also enable us to expand our services and member benefits, without increasing costs.
- Professional and effective lobbying, both in the state, and in Washington, D.C. We play a key role in shaping the laws and policies which determine your cost of doing business.
- An annual membership directory, providing you instant access to the key persons of our member firms, which cover 28 states and three Canadian provinces.

- Industry leading logger training for cutting, skidding, Best Management Practices, and first aid.
- An annual meeting each year for logging industry professionals.
- Other education and employee training in a variety of areas, including lumber grading.
- Social events which offer further opportunities for networking and camaraderie.
- The most technologically advanced industry news and information, arriving to you in real time, without you spending time and resources in keeping abreast.
- A global commerce and trade website at [www.Indianawoodisgood.com](http://www.Indianawoodisgood.com), featuring over 1500 Indiana companies according to their products, services, and location.
- Industry promotion in a number of ways, including presence at the state fair and many trade shows in the US and abroad.

There's more I could list, but I think you get my idea. In these trying times, when dollars are tight and decisions are tough, membership in IHLA is a no-brainer, because you can be assured there is a significant return on your investment. The more services you use, the more you get ahead.

## 2011 IHLA Convention & Exposition Sponsors

(As of 9/16/10)

### Title Sponsor

Indiana Lumbermens Mutual  
Insurance Company

### Walnut

Holmes & Co., Inc.

### Oak

Buchan Sawmill

### Maple

Domtar Paper Company, LLC  
Indiana Veneers Corporation  
Midwest Hardwood Corp.

### Poplar

Honeyville Metal

# 22nd Annual IHLA Chuck Spry Memorial Golf Tournament

## Quality Hardwood Products Captures North Golf Title

Roger Presl and his teammates from **Quality Hardwood Products** in North Manchester were crowned 2010 Champions of the 22nd Annual Chuck Spry Memorial Golf Outing in Monticello on July 10.



*The Champions: Gary Henselmeier, Roger Presl, Mark Donathan and Ben Vineyard*

The team shot a blistering 58 to claim the victory. Presl was joined on the team by **Ben Vineyard, Mark Donathan, and Gary Henselmeier.**

Thanks to the efforts of **U\*C Coatings** President **Norm Murray** and **Cole**

**Hardwood** President **Milt Cole**, the outing also raised over \$1200 for Riley Children's Hospital.



*Second Place: Jim Mulligan, Craig Brouyette, Melissa Jones and Kirk Jones*

Second place went to the **Pike Lumber Co.** team of **Jim Mulligan, Craig Brouyette and Kirk and Melissa Jones.** **Russ Reichard, Jr.** took home a prize for longest drive, **Ben Vineyard** for longest putt, and closest to the pin prizes went to **Daren Hiatt, Dave Schuetz, Andy Study and Mike Tichenor.**

*For a complete list of sponsors see page 8*



*Thank you to our planning committee! Shaun Cook, C.C. Cook & Son Lumber, Kevin Mershimer, Lumbermen's Underwriting Alliance, and Jeff Manges, Cole Hardwood*



*Shaun Cook presents Ben Vineyard with the prize for Longest Putt*



*Ray Moistner presents Russ Reichard, Jr., Frank Miller Lumber Co., with the prize for Longest Drive*



*Daren Hiatt, Frank Miller Lumber Co., wins Closest to the Pin*



*David Schuetz, wins Closest to the Pin*



*Andy Study, Frank Miller Lumber Co., wins Closest to the Pin*



*Mike Tichenor, Cole Hardwood, wins Closest to the Pin*

# 2010 Indiana State Fair



The 2010 Indiana State Fair was a busy time for IHLA! Once again we promoted the [IndianaWoodisGood.com](http://IndianaWoodisGood.com) website at our booth in the Pioneer Our Land Pavilion. New this year was a Power Point presentation aimed to inform the public on the economic impact of the hardwood industry, as well as sustainable practices used every day by the industry. Lt. Governor Becky Skillman took time out of her busy fair schedule to visit our booth as well. A big thank you goes out to **Tom Derleth, Indiana Hardwood Specialists**, and his crew for once again setting up our booth with Indiana Hardwoods, and to all the volunteers who staffed the booth.

With the help of the Indiana Department of Natural Resources Division of Forestry



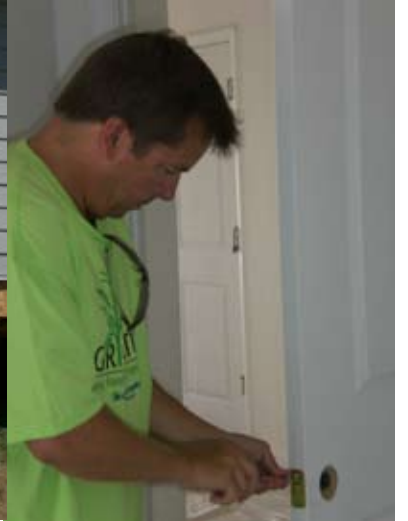
and Carter Lee Lumber, the Boy Scouts of America built a bridge made of Indiana Hardwood, to commemorate their 100 year anniversary. Over 70 ft. tall the bridge is now an impressive landmark at the fairgrounds.

IHLA was also a sponsor of the first ever Habitat for Humanity Ag House Build. IHLA, along with over 20 agriculture related sponsors, came together to build a house on the fairgrounds during the 17 days of the fair. IHLA members worked side-by-side along with the future homeowner, Tamika Allen, to help her dream of becoming a homeowner a reality.

The 2010 Indiana State Fair was a huge success and plans for next year are already well underway.



# 2010 Indiana State Fair



## Thousand Cankers Emergency Rule

By Phil Marshall, Indiana State Entomologist/Forest Health Specialist

Indiana's Emergency Rule for Thousand Canker Disease of Black Walnut (TCD) will be effective August 30. You may view the rule here.

Under this rule, all *Juglans* species from the infested western states of AZ, CA, CO, ID, OR, UT, WA, and recently added Tennessee may not come into Indiana without an inspection at the point of origin by a state official indicating they are free of the disease. This inspection must also be sent to my office 24 hours before they are to come into Indiana.

The primary concern is Tennessee as it is the most likely source of walnut species coming into Indiana mills. Also, any item transiting through Tennessee, for example from Alabama, must also be inspected in Alabama and documents accompanying the item as they transit Tennessee and come to Indiana. So, if it comes from or transits Tennessee it must be inspected by state official from state of origin, declared free of the disease, and 24 hour notification to my office.

Any walnut item coming from the west is likely to transit Nebraska, Kansas and Missouri who have their own quarantine that restricts and stops movement into and through their state. Michigan also has a similar quarantine the does not allow movement into Michigan from the infested states. Indiana's rule is similar to Missouri, Nebraska and Michigan. Kansas' rule is more restrictive but with similar requirements.

Mills in Indiana that may bring walnut regulated items from the infested states or through the infested states need to have a compliance agreement with my office. Please contact my office if you have a shipment that is coming from/through Tennessee or the Western States and we will assist you in the movement.

The rule regulates *Juglans* logs, green lumber, stumps, roots, branches, chips and all hardwood firewood. Kiln dried lumber with 100% squared edges and no bark is exempt from the rule but the shipment must be inspected at the point of origin by a state official and documents accompanying the load plus notification to my office.

For a listing of websites with more information on the disease visit [www.ihla.org](http://www.ihla.org) and click on Newsroom.

## Fall Logger Training

Registration is now open for our October Logger Training. Training will take place October 25-29, 2010 at Starve Hollow SRA Nature Center and Jackson-Washington State Forest in Brownstown, IN. A registration form can be found on our website under "Events."

## Invasive Plant Management Field Day

The Department of Forestry and Natural Resources at Purdue University announces an invasive plant management field day to be held on Wednesday, October 13, 2010 at the John S. Wright Forestry Center in Tippecanoe County, Indiana. If you are looking for help with identification, control, and management of invasive plants in forest and wildlife habitat environments, this program may be of interest to you. Continuing education credits for Indiana forest pesticide applicators and SAF Certified Foresters will be available.

For additional information and registration, please contact Lenny Farlee at 765 494-2153 or visit this web link.

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# Events

## Loggers Go Blue Collar with Bill Engvall



On **Saturday, October 2**, loggers from all across Indiana will head to the Belterra Hotel and Casino in Florence, Indiana, for a day of “sharpening their saws” on certification, logger training and camaraderie.

The inaugural Blue Collar Logger Bash will culminate with a stand-up comedy show from Bill Engvall, an original member of the Blue Collar Comedy Tour and TV star of the Bill Engvall Show.



The keynote speaker at the IFIC Annual Meeting will be hardwood lumber industry legend **Milt Cole**, president of **Cole Hardwood**, who will give a motivational talk about attitude and elevating others, while sharing his insights on succeeding in the industry.

Amazingly, tickets for this event are only \$39 per person for IHLA/IFIC members, which includes tickets to the Engvall show while they last, and dinner, where IFIC Legacy Awards will be presented to **Don Foley, Sr.**, and former State Forester **John Datena**.

All loggers and hardwood industry members are invited to this event.

## The 14th Annual Ross Gilp Jr. Fun Shoot

Register your team for the Fun Shoot coming up on **October 9** at the Triple H Gun Club in Linton, Indiana. Registration forms can be found on our website under “events.”

### Blue Collar Logger Bash Sponsors

#### Walnut

Frank Miller Lumber Company  
Pike Lumber Company

#### Maple

Domtar Paper Company, LLC  
Midwest Logging & Veneer Company  
Sugar Ridge Timber, Inc.

#### Poplar

Honeyville Metal

## Forestry Calendar of Events

*Distributed by Indiana Forestry & Woodland Owners Association*

**September 25** - Public Lands Day event, Pioneer Mothers Memorial Forest, Orange Co., Trail work and other restoration work. Sponsored by Hoosier National Forest  
Contact tligman@fs.fed.us or (812) 276-4757.

**September 30** - Stump to Product Tour, 1:30 pm – 7:30 pm, Orange County, Paoli area, Industry and woods tour followed by dinner and speaker. RSVP to White River RC&D at (812) 883-3704, ext 5 or maryjane.deel@in.usda.gov.

**October 9** - Forestry Field Day, Free landowner field day with lunch, 10:00 am – 3:00 pm, Wehr farm, Crawford Co  
RSVP to Lincoln Hills RC&D at (812) 649-9136, ext 5.

**October 9** - Family Forest Fun , 10:00 AM – 2:30 PM  
Murray Forest Park, Bedford, Outdoor and nature-oriented activities and speakers all day – featuring Orienteering, Scavenger Hunt, Wild Edibles, Animal Calls, Bug Hunt, and appearances by animal characters and real birds of prey. More info and registration: White River RC&D @ 812-883-3006, ext 5.

**October 13** - Invasive Plant Management Field Day  
8:30 am – 3:30 pm, Martell Forest, Tippecanoe County  
The program will provide information on the ecologic impacts of invasive plants, invasive plants that may be a problem now and in the future, and resources for invasive plant control and management. Call 888 398-4636 to register, \$25 includes lunch.

**October 14** - Woodland Owner Workshop - Timber Sales 101, Jasper, Dubois County (see also Oct 21 and 28 for add'l locations). Light meal at 6 PM, Information session 6:30-8:00 PM, free RSVP for meal at 765-583-3501 or email jackson@purdue.edu.

**October 18 & 25, 30** - Moonlight Forestry Course. 6:30 – 9 pm

**October 30** - Field Day, 9 - noon, Marion Ivy Tech campus  
Call 765-651-2413 to register, \$15 fee.

**October 21** - Woodland Owner Workshop - Timber Sales 101, Greencastle, Putnam County (see also Oct 14 and 28 for add'l locations) Light meal at 6 PM, Information session 6:30-8:00 PM, free RSVP for meal at 765-653-9785 or email strcd@sycamoretrails.org

**October 28** - Woodland Owner Workshop - Timber Sales 101, Huntington, Huntington County (see also Oct 14 and 21 for add'l locations) Light meal at 6 PM, Information session 6:30-8:00 PM, free RSVP for meal at 765-583-3501 or email jackson@purdue.edu.

**November 5-6** - Annual Landowner Conference, Indiana Forestry & Woodland Owners Ass'n, Friday field day plus Saturday indoor program, Richmond Holiday Inn, Richmond, See www.ifwoa.org or (765) 583-3501.

# Membership

## Scholarship Application Deadline Approaching

Don't forget that scholarship applications are due in the IHLA office by **September 30th**. Applicants must be at least 18 years of age or a high school graduate, reside in the U.S. or Canada and have a specific interest in the hardwood lumber industry. Applications can be found on our website under "education."

### 2010 North Golf Sponsors

#### Food & Beverage Sponsor

Lumbermen's Underwriting Alliance

#### Hole in One & Putting Sponsor

U\*C Coatings Corporation

#### Hole Sponsors

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Hardwood Market Report

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Indiana Dimension, Inc.

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Pennsylvania Lumbermens Mutual Ins. Co.

Pike Lumber Company, Inc.

Pingleton Sawmill, Inc.

Rudd Equipment Company

Tri-State Timber, LLC

U\*C Coatings Corporation

Weas Engineering, Inc.

Weekly Hardwood Review

Worley Lumber Co., Inc.

#### Cash Donations

Werner Sawmill, Inc.,

Rockland Flooring

## Congratulations



It was a busy summer for three of our IHLA Board Members! **Jon Siebrase's** son was married in June, **Kris Frazier's** daughter was also married in June and **Mike Seidl's** son was married in August.



**Ben Vineyard** from Quality Hardwood Products recently had a baby boy, Owen Benjamin.

## Thank You

A special thank you goes out to the companies who donated logs to the Indiana State Fair. **David R. Webb, Holmes & Co., Hope Hardwoods, Indiana Veneer Co., and John M. Wooley Lumber Co., Inc.**

## IHLA Welcomes New Members:

### **Blunk Logging**

Gosport, Indiana

### **BMP Logging, LLC**

Williams, Indiana

### **Christenberry Logging & Transport, LLC**

Bedford, Indiana

### **Franklin Logging**

Bloomington, Indiana

### **Jody Bault Logging**

Spencer, Indiana

### **Phil Etienne's Timber Harvest, Inc.**

St. Croix, Indiana

## Lumber Grading Short Course

There are still spots available for the IHLA Lumber Grading Short Course in Indianapolis. This four-day workshop will include a thorough study and explanation of the NHLA Rules Book, emphasizing the basics of hardwood lumber inspection. More details and a registration form can be found on our website under "Events."

# Field Day



## IHLA Staff Get a Lesson on the Industry

IHLA staff had a beautiful day out of the office. Denice Helmbrecht and Ashley Tandy, along with **Jeff Settle**, DNR, took an educational trip to **Pingleton Sawmill** in Greencastle, Ind. and **Indiana Hardwood Specialists** in Spencer, Ind. Denice and Ashley saw firsthand the many steps of a sawmill and how the product then becomes ready to be used as hardwood flooring. A fun, educational day was had by all and the IHLA staff's appreciation for the hard work done everyday by our members has grown because of it. Thank you to **Jeff Settle, Heidi Tucker, and Tom and Ronda Derleth** who volunteered their time for us.



# Membership

## IHLA MEMBERSHIP RECRUITERS LIFETIME STANDINGS THRU SEPTEMBER 1, 2010 (Since January, 2000)

Stan Messmer	21	Jon Siebrase	3
Mark Williamson	13	Ralph Bowman	2
Jim Steen	10	Roger Dunaway	2
Jeff Wooley	10	Don Foley, Jr	2
Mike Seidl	9	Philip Fischer	2
Randy Panko	8	Gary Henselmeier	2
Darin Hollingsworth	7	Daryl Hilton	2
Brett Franklin	6	Larry Hochmeister	2
John Newhouse	6	Skip Holmes	2
Jerry Renneker	6	Darren Hubartt	2
Tim Smith	6	Dan Jacobsen	2
Milton Cole	5	Carol Lewis	2
Ryan Wertz	5	Charles Michler	2
Grant Willnow	5	Lowell Miller	2
Steve Crone	4	Roger Moser	2
Ronda Derleth	4	Lee Pingleton	2
Kenneth Lynn	4	Sam Smith	2
Roy Rentschler	4	Mick Sweeney	2
Jeff Roll	4	Matt Tretz	2
Dave Bramlage	3	Jim Von Tellrop	2
Larry Cassidy	3	Richard Wertz	2
Norm Murray	3	Rick Zorman	2
Martin Quanci	3		

The following have recruited one member:

Bud Abney, John Balasko, Mark Bartol, Rick Bees, James Begley, Michelle Berke, Bill Booe, Richard Booe, Rodney Bramer, Charlie Brenneman, Geoff Brown, John Brown, Dan Buchan, Bob Burke, Dean Calhoun, Keith Casebeer, Trey Clark, Tom Coble, Joyce Conklin-Wilson, Barry Cook, Ronnie Cook, Shaun Cook, Shawn Covalt, Jeff Crockett, Joe Crone, Criswell Davis, Dan Davis, Tom Derleth, Ron Devereaux, Dave Doucette, Paul Dow, Joe Earley, Jay Engle, Joann Etienne, Mista Feist, Vicki Ferri, Mike Flynn, Gavin Freel, Ford Frick, Ford Frick, Jr., Fran Giesecking, Kevin Gillette, Tim Girardi, Philip Gramelspacher, Richard Grubaugh, Jim Hartzell, Dan Herman, Jerry Hilgefert, Joe Hines, Dorothy Hostetler, Dan Hubelic, Larry Hunter, Dwight Imler, Jan Ingersol, Jeff Irwin, Sally Johnson, Chris Jones, Steve Jones, James Kern, Ben Laski, Dennis LeMaster, Werner Lorenz, Jeff Manges, Gary Manning, Tom McMillan, Mark Miller, Wayne Miller, Bob Moore, Chris Moore, Tom Oilar, Gordon Overbaugh, LeeRoy Patton, Bob Pennycoff, Dean Pohlman, Nick Poulos, Mike Powers, Roger Presl, Cheryl Rooney, Vern Sandborn, John Sandor, Matthew Smith, Brent Steif, Don Stoller, Don Summers, Peter Taylor, Trent Van Hoosen, Ken Wiggins, Brian Will, Sylvia York



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### The *Hard News* is going electronic!

IHLA's quarterly publication, *Hard News* is now sent via email and is available on our website, [www.ihla.org](http://www.ihla.org)

If you did not recently receive your fall issue of *IHLA Hard News*, visit our website to read the current and past issues or email Ashley at [ashleyt@ihla.org](mailto:ashleyt@ihla.org) to get on our email list.



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As a courtesy for attending the 2010 IHLA Convention, we are giving you the opportunity to secure your room NOW for 2011!

**"SURVIVOR: IHLA,  
IT'S A JUNGLE  
OUT THERE"  
FEBRUARY 9-10, 2011**

Indiana Hardwood  
Lumbermen's Association  
Annual Convention & Exposition  
Indianapolis Marriott Downtown

Call the Marriott at 317-822-3500 or  
visit [www.ihla.org](http://www.ihla.org) to make your room  
reservation. Rooms are \$169 a night.

Questions? Call IHLA 800-640-4452  
Watch your mail for the convention registration  
form in October..