



# AgTEC Coalition Formed



- **GOAL:** Allow trucks hauling raw unprocessed agricultural and forest products to haul up to 97,000 pounds with six axles on U.S. Interstates





# Increasing Truck GVW



# AgTEC Coalition Efforts

- Over 40 Association and 20 company Members
- Steering Committee Established, Budget Developed, Voluntary Financial Commitment Requested – 50% of budget raised
- Fly-In Held in May 2008, at least One (maybe Two) in 2009
- News Conference – Dec 10th
- Advertising in Congressional Publications - 2009



# Benefits of Increasing Truck GVW

- Reduction in total miles driven – 69.5 million fewer miles driven
- Reduction in Fuel Consumption – 13.9 million fewer gallons burned
- Reduction in Air Pollution – 242.3 million fewer pounds of CO2 emissions
- Reduction in truckloads hauled – 1.3 million fewer truckload hauled



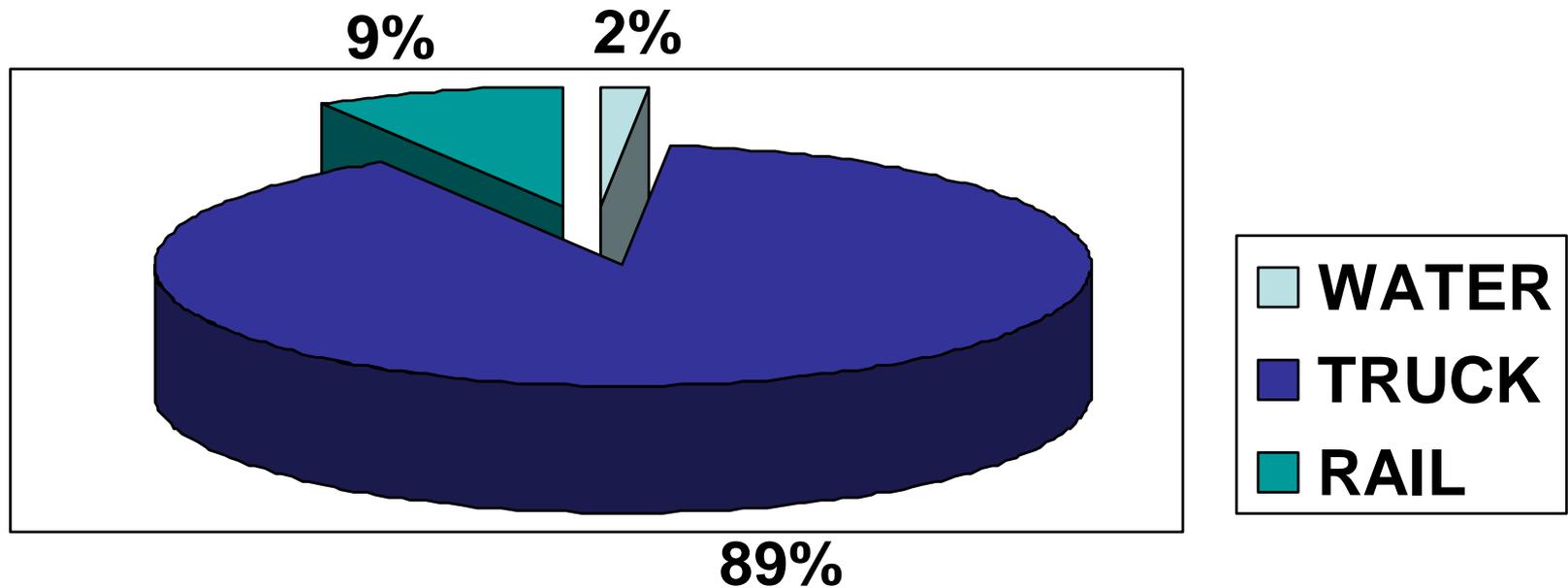
**Can legally haul 132,000 pounds  
on all roads in Finland**





**Our Global Competitors - Brazil**

# US Pulpwood Receipts 2005



... more rail & barge transport is not the answer



# U.S. Apparel & Footwear

The screenshot shows the L.L.Bean website homepage. At the top, there is a green navigation bar with the L.L.Bean logo on the left and navigation links for 'Shop', 'Explore the Outdoors', 'Customer Service', and 'My Account' on the right. A red banner across the top center reads 'FREE SHIPPING NO MINIMUM PURCHASE' with a 'Details' link. Below this, a green bar contains 'Log In', '100% Guaranteed', and '800-441-5713'. A 'Shopping Bag' icon is in the top right corner. The main content area features a large red banner with the text 'FREE SHIPPING NO MINIMUM PURCHASE SPECIAL LIMITED-TIME OFFER' and a 'Preview our Gift Shop' button. Below the banner are four product categories: 'Outerwear Guide' (with a 'Shop now' button), 'Women's Bayside Twills', 'Mix & Match Bedding', and 'Men's Wrinkle-Resistant Shirts'. The left sidebar contains a search bar, department links (Men's, Women's, Kids', Footwear, Outdoor Gear & Apparel, Luggage & Travel, Home & Outdoor Living, Gift Cards), and shopping services (Sale, Holiday Gift Shop, Shop By Catalog, Direct to Business, Outdoor Discovery Schools, Free Catalogs, Email Newsletter, 100% Guaranteed, Gift Ideas, Order Tracking/History).

- Made in the U.S.A. (1993) = 52.3%
- Made in the U.S.A. (2006) = **9.4%**



# U.S. Furniture Industry



- Ten years ago, over 90%
- Today, less than **25%**



# U.S. Raw Material Cost

## Product      Raw Material Cost

- Pulp & Paper = 30% - 50%
- Solid Wood = 50% - 80%

Raw material cost is almost always the  
**LARGEST SINGLE COST**  
component in the finished forest product.



# Increasing Truck GVW

- Potential savings to US Pulpwood Supply Chain....nationwide =

**\$169.5 Million**

(Does not include potential savings on logs hauled to US sawmills)



# What Common Characteristic?

- Crown Zellerbach
- Hammermill
- Brunswick Paper
- Great Northern
- Lake Superior Paper
- Federal Paperboard
- Chesapeake Corp
- Wausau Paper
- Champion International
- Blandin Papers
- Consolidated Papers
- Mac Millian Bloedel
- James River
- Fort Howard
- Willamette
- Gaylord Container
- Union Camp
- Gilman Paper



**“If you are not at  
the  
Transportation  
Reauthorization  
Bill table.....  
.....it’s likely that  
you will be on  
the menu!”**

