



TIMBER TALK

Your Voice for South Carolina Timber Harvesting

JULY/AUGUST 2018

John Deere Rolls Out 'Green Carpet' for ALC Summer Board Meeting

By Danny Dructor, ALC Executive Vice-President

Ever since John Deere fashioned a revolutionary plow from a broken sawmill blade in 1837, his company has delivered products and services to support those linked to the land. That's why the company rolled out the "green carpet" to host 54 loggers, spouses and staff for the 2018 American Loggers Council summer board meeting July 26-28 in Moline, Ill.

ALC members learned about the John Deere's rich forestry history on July 26 with a reception and tour of the company's World Headquarters in Moline, featuring CEO Sam Allen and other members of corporate leadership. The next day, members toured the company's Davenport Works and walked the same assembly line where John Deere's L-Series skidders are manufactured.

The company also provided a tour of its Parts Distribution Center, a 2.65-million-square-foot facility that is one of the largest working warehouses in North America. With 61 acres under-roof, and at one half of a mile wide, the massive building stocks more than

900,000 unique parts. ALC members learned of the incredible logistics required to ensure the needs of John Deere dealers and customers are typically met within 24 hours.

On June 27, ALC members were invited to personally test a full range of John Deere forestry equipment at the company's unique demo site in Coal Valley, Ill, including the company's latest skidder, bunchers, loaders, forwarders and swing machines. Loggers also received a demonstration of the company's cutting-edge technology, including its fully integrated TimberNavi mapping solution that provides operators maximum visibility to the land they're harvesting, helping them to be more efficient and

productive in the woods.

Later that evening, John Deere hosted special dinner for ALC at TPC Deere Run in Silvis, Ill., site of the PGA Tour's John Deere Classic.

As a sponsor, John Deere has long supported ALC and has served as an essential partner for protecting and growing the logging industry, promoting logger safety and productivity, and advocating on policy issues that are important to logging businesses. ALC thanks John Deere for hosting the



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summer board meeting, and especially recognize Brandon O'Neal, Product Marketing Manager, and Faith Mowery, Coordinator Group Tours, Guest Services, for

making the meetings and tours both fun and informative.

ALC held its board meeting on July 21 as the council continues to grow as the

national voice for professional timber harvesters. Joining the board as a voting member is Southern Loggers Cooperative, which gives loggers and others in natural resource industries access to affordable fuel, supplies, services and equipment. The board also voted to further sup-



port the American Master Logger Certification and TEAM Safe Trucking programs, which promotes training, safety and recruitment in logging and log trucking.

To further enhance ALC's policy work in the nation's capital, the board authorized the council to retain a

lobbyist in Washington DC to promote its policy initiatives. They also discussed a recent ALC on-line survey, where loggers over-



whelmingly voted to encourage the council to pursue policies that would align timber harvesting and logging activities with agriculture, in order to receive the same benefits and exceptions that agriculture receives under federal law.

ALC will continue to grow, thanks to sponsors such as John Deere as well as to the dedication and hard work of its board and members. We are loggers working for loggers, and ALC is well-positioned to strengthen and protect America's logging industry for years to come.



Crad operated this JD Monster!

5 Core Telematics Benefits

Telematics provides a wealth of benefits — these five key factors have the power to transform mobile businesses of all shapes and sizes.

Introduction

Some refer to telematics as “GPS vehicle tracking.” However, that does not begin to cover the breadth of activities that come under the telematics, or fleet management solution, umbrella.



Aside from simply tracking vehicle location, a robust web-based solution offers customizable reports, near real-time vehicle and driver alerts, dashboards, custom map overlays, geofences, and other tools to help companies manage and optimize fleet operations.

A comprehensive telematics solution empowers businesses to monitor and understand a broad range of operational factors, including:

- Fuel consumption
- Driver behavior
- Vehicle maintenance
- Fleet utilization
- Vehicle location and time spent on-site
- The quickest and most efficient routes
- And much more

This eBook will spotlight five of the ways that today's mobile workforce can evolve its operations and improve key operating factors using a telematics solution.

Fuel consumption

Fuel is one of the largest fleet operating expenses—finding new ways to reduce fuel use provides immediate benefits to any company's total cost of operation. With a telematics solution, fleet managers gain de-

tailed insight and visibility into a number of key areas that have a big impact on fuel use.

Speeding: According to FuelEconomy.gov,* every 5 mph driven over 50 mph is like paying an additional \$0.17 per gallon of fuel. That adds up quickly when you multiply that by any size fleet over the course of the year.

Idling: Unproductive idling is another gas guzzler. It will waste up to a half gallon of fuel per hour.

Vehicle maintenance: Vehicle maintenance may not be as obvious as speeding and idling when it comes to wasting gas, but it plays a big role. Proper maintenance can improve gas mileage by an average of 4%, or \$0.09 per gallon.*

Tire pressure: Under-inflated tires can lower gas mileage by about 0.2% for every 1 psi drop in the average pressure of all tires.* Additionally, properly inflated tires are safer and last longer.

Unauthorized use: Unauthorized vehicle use equals unauthorized fuel use. Corporate fuel cards can also be tied to specific vehicles via telematics to identify if a fuel card has been used without an accompanying work vehicle.

Out-of-route driving: Are drivers taking the most efficient routes throughout the day? Added miles burn fuel and put unnecessary wear and tear on the vehicle itself.

Safety

Any company that has a fleet of mobile workers should consider the safety of their drivers, and the public, a top priority. Fleet vehicle accidents are costly* on multiple levels—injury claims, repairs, employee morale, loss of productivity, company reputation, and Department of Transportation (DOT) involvement, just to name a few.

Two big contributors to accidents are driving behaviors and maintenance issues.

A telematics solution can provide near real-time alerts on both vehicle maintenance issues as well as driving

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behaviors. These alerts help ensure that a vehicle is safe and road-worthy. And they provide business owners and fleet managers with solid data on driver performance that helps them to coach safer driving on the road.

Telematics is also a natural companion for driver compliance factors, such as Hours of Service (HOS). According to the U.S. DOT, trucks fitted with electronic logging devices (ELDs) had a 12% reduction in crashes. And simply knowing the location of a vehicle can also help bring employees peace of mind. If a truck and its driver don't return when expected, their location can be identified, and it can be determined if that person may be in need of assistance.

Productivity

One of the first things a supervisor will understand when using a fleet management solution is the percentage of an employee's day that is productive—are there inefficiencies in their day that can be improved upon? Better routing? If the vehicle spends a lot of time parked or idling, why is that? Telematics identifies symptoms that can be used to diagnose and correct a problem.

Dispatchers can easily identify the nearest possible respondent to a call by vehicle type, driver capabilities and tools available on board, ensuring that the response is swift and effective.

The automation and incorporation of paperwork into mobile devices now allow records to be filed immediately during and upon completion of a job, eliminating countless hours of labor, filing and organizing.

And the age of compliance is upon us—HOS, ELDs and Driver Vehicle Inspection Reports (DVIRs) are a fact of life for commercial fleets. The same mobile devices that allow communication and form automation can also be used to streamline compliance reporting, ensure expedient interaction with DOT authorities and eliminate paperwork almost entirely from the process—all driving productivity.

If a company has a large, decentralized mobile operation that is service and/or delivery based, a telematics solution can also take the entire fleet and plot out optimized routes that cut down on miles driven, wear and tear on a truck, fuel use and, most importantly,

time. All working together to allow a fleet to accomplish more, for less.

Maintenance

There are two kinds of maintenance—planned (scheduled/ preventive) and unplanned (failure). The first can be managed. The second becomes a downtime event that sinks productivity, adds unexpected costs (repair and replacement) and stunts profitability because that asset and its driver are unable to work. It also has a downstream effect on everything from customer satisfaction to other truck/employee schedules. Luckily, the first can prevent the second.

Telematics automates the tracking of vehicle maintenance schedules and eliminates many of the old labor-intensive tracking. Alerts can be scheduled when it's time to perform regular maintenance activities, as well as to warn a fleet manager if a vehicle is operating out of usual parameters—indicating the potential for a failure and allowing maintenance staff to address it before it becomes a downtime event.

This also allows fleet managers to schedule planned maintenance activities at a time with the least impact on productive work.

These systems can generally track any and all factors that have a direct impact on uptime and performance. From oil temperatures and fluid levels to tire pressure and the presence of water in diesel—a telematics solution can help diagnose a problem before it becomes a more expensive problem.

Sound maintenance plays an important role in fuel efficiency (optimal operating conditions is the best use of fuel and minimal wear and tear) and safety (a well-maintained vehicle is a vehicle operating as the manufacturer intended). And the ability to monitor and coach driver behavior as previously described also helps reduce overall maintenance cost by reducing wear and tear caused by aggressive or improper operation.

Customer satisfaction

The service industry is built on customer satisfaction—and telematics takes this to the next level with the ability to tailor response to immediate demand, streamline interaction with automated/electronic forms, and shorten/pinpoint the one variable that

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drives most customers crazy: arrival windows.

In dispatch situations, the team member who takes the call can quickly identify the nearest vehicles/assets and what tools, components, and driver skill sets are present on that truck. This ensures that the right team is selected to perform the job and that the work is performed to satisfaction the first time.

With the use of mobile devices, service-based organizations can now automate many of the forms that are required as part of the service. This includes work orders, authorizations and liability documents that drivers once managed in hard copy form and then hand-delivered to back-office personnel to process. That can all now be automated with the telematics solution capable of tying each of those forms directly to the job and vehicle they are associated with.

And the ability for companies to pinpoint location and estimate more accurate arrival times gives customers the freedom to better plan their day and be more productive in their own right—instead of waiting around for the service provider to arrive sometime between 8 AM to 3 PM.

How can your business benefit?

Companies that take the initiative to implement a GPS fleet tracking solution can stay ahead of their competition and experience multiple benefits around cost savings, productivity and customer service that will help your business run smoother and smarter.

To learn more about GPS fleet tracking solutions, visit us at verizonconnect.com or call 866.844.2235

*According to fuelconomy.gov

*According to OSHA, when someone is hurt, the average crash involving a commercial vehicle can cost an employer up to \$74,000 in medical care, legal expenses, lost productivity, and property damage. That cost can exceed \$500,000 when a fatality is involved.

1. <https://www.fmcsa.dot.gov/sites/fmcsa.dot.gov/files/docs/2015%20TRB%20ART%20-%20Potential%20Safety%20Benefits%20of%20EHSRs.pdf>
2. <https://www.fmcsa.dot.gov/safety/research-and-analysis/large-truck-crash-causation-study-analysisbrief>
3. <http://www.consumerreports.org/cro/news/2012/05/nhtsa-study-finds-underinflated-and-worn-tires-increase-the-likelihood-of-a-crash/index.htm>

Caterpillar Announces Plan to Sell the Purpose-Built Forestry Business

Editor's Note: With this news, the American Loggers Council would like to thank Caterpillar for its years of support for our organization and the timber harvesting profession.



Caterpillar, Inc. announced that it has entered into a preliminary agreement with Weiler, Inc. to sell the Cat® purpose-built forestry business. The sale is subject to negotiation of a final agreement, the closing of which is expected by early 2019.

"We remain committed to supporting our forestry customers and the forestry industry," said Tom Pellette, Caterpillar Construction Industries Group President. "The sale of the purpose-built forestry business enables Caterpillar and Weiler to serve the complete forestry industry while providing customers with the same outstanding sales and service support they've come to expect."

Caterpillar will continue to provide forestry excavators designed for log loading, processing and other forestry applications, in addition to supplying core Caterpillar equipment to the forestry industry. Weiler will design and manufacture purpose-built forestry products, which will be available through the Cat and Prentice dealer networks.

The proposed sale includes the purpose-built forestry product line consisting of wheel skidders, track feller bunchers, wheel feller bunchers, knuckleboom loaders, and related operations facilities including the manufacturing plant and warehouse in LaGrange, Georgia, the demonstration and training center in Auburn, Alabama, and the legacy Prentice parts distribution center in Smithfield, North Carolina.

Founded in 2000, Weiler has a long-standing history of successfully manufacturing purpose-built equipment distributed through the Cat dealer network and currently produces an extensive portfolio of products.

"We believe that the purpose-built forestry product line is the ideal addition to our current product portfolio," commented Pat Weiler, owner and founder of Weiler, Inc. "We have a proven track record of working with Cat dealers all over the world to respond rapidly to customers with specialized product needs. We are confident that our existing product line experience, our flexible design and manufacturing strategy, and our commitment to customers provide a strong foundation to successfully serve the purpose-built forestry segment."

It is anticipated that approximately 270 employees supporting the purpose-built forestry business will retain employment with Weiler. A small number of Caterpillar employees will continue to support forestry excavators and the existing forest products field population.

20TH SCTPA ANNUAL MEETING

SCTPA is excited about our 20th Annual Meeting to be held February 8 – 10, 2019 at the DoubleTree Resort by Hilton Myrtle Beach Oceanfront, 3200 South Ocean Boulevard, Myrtle Beach.

Our 2018 meeting welcomed a large crowd of over 425 attendees, 29 inside exhibitors and outside exhibitors with trucks and equipment and outstanding speakers. We are excited to be returning to the DoubleTree Resort by Hilton in Myrtle Beach.

Rooms connected to the conference center are all double queen beds equipped with a full size refrigerator-freezer and two sinks and one inside bathroom. Rooms with king bed along with one and two bedroom suites are also available.

The Conference Center is impressive with plenty of exhibitor and meeting room space. SCTPA will utilize the second and third floors.

The second floor will be used for registration desk, exhibitors and speaker presentations. The third floor will be used for the Friday night reception with food and entertainment, Saturday breakfast and lunch and Sunday's prayer breakfast. The third floor has a panoramic view of the beach and Atlantic Ocean. The registration building in the middle of the property now has a full service restaurant and bar with a deli located on the end of the building.

The usual flow of events will be scheduled. We've made arrangements with DoubleTree Resort to again utilize parking areas for outside exhibitors with equipment, trucks and trailers.

Room rates are shown below. Early room reservations are the best to get the best available rooms. Room accommodations are in the Live Oaks tower adjacent to the conference center and Palmetto tower located across the property.

For SCTPA room block rates, the "Cut Off Date" is Friday, January 4, 2019. Room reservations made for

the annual meeting after January 4th will be at the normal DoubleTree Resort rates.

Meeting preparations and speaker invitations are underway. Speakers invited are Retired SC State Transport Police Captain Rick Shell to present his "Audit 101" program to educate truck owners on what to expect when your business is audited by federal DOT or SC State Transport Police. Carlton Owen of the U.S. Endowment for Forestry & Rural Communities will speak about the Endowment and the Real Time Mill Turn Time Project the Endowment is funding. Chris Hartley of USDOT and Federal Motor Carriers Safety Administration (invited) will speak about state and federal regulations. SC Department of Transportation Director Christy Hall will speak about the status of SC roads and bridges and the improvements for safety, road resurfacing and bridge replacement currently occurring around the state.

Our Silent Auction will be back and our big prize drawings for a Honda ATV, Honda generator and three night four day stay at DoubleTree Resort.

We'll have a raffle drawing again for a "Very Special Rifle." The rifle is The American Logger Rifle and is a specially made rifle by American Legacy Firearms for SCTPA to commemorate our 20th annual meeting. Logging scenes are engraved on this beautiful brass Henry Big Boy 44 magnum lever action rifle. This rifle is awesome!

The SFI Trained Update DVD session will be conducted on Saturday afternoon to attain your SFI Trained status for the July 1, 2018 until June 30, 2019 period. Annual meeting packages will be mailed in October to all members. Meeting registration and information will be posted to our website and on our Facebook page.

We are excited and look forward to our 20th SCTPA Annual Meeting. Go ahead and mark your calendar to attend our 2019 annual meeting. Tell others who may not be members about our annual meeting and urge them to join us.



2019 SCTPA ANNUAL MEETING DOUBLETREE RESORT BY HILTON MYRTLE BEACH OCEANFRONT ROOM RATES

<u>ROOM TYPE</u>	<u>SINGLE RATE</u>	<u>DOUBLE RATE</u>
DELUXE ROOM	\$ 89	\$ 89
KING SUITES	\$ 162	\$ 162

ALL ROOMS ARE EXCLUSIVE OF APPLICABLE STATE AND LOCAL TAXES AND RESORT FEE PER GUEST ROOM PER NIGHT.

ROOM RATES ARE APPLICABLE TO A DAY BEFORE AND A DAY AFTER THE ANNUAL MEETING.

**BLANCHARD MACHINERY
ANNOUNCES NEW CHANGES IN THE FORESTRY INDUSTRY
WEILER, INC. AND CATERPILLAR JOIN TOGETHER TO BETTER SERVE OUR
FORESTRY CUSTOMERS**

Date: August 29, 2018
To: Blanchard Forestry Customers
From: Joe Blanchard



I am pleased to announce a positive change in the way we'll serve you in the near future. Caterpillar has entered into a preliminary agreement to sell the Cat purpose-built forestry business to Weiler, Inc. We will work closely with Weiler and Caterpillar to ensure a smooth transition. We have been a Weiler dealer since 2012 on other product lines and are very pleased with their products, quality and support. They have strong customer focus and react quickly to customer and dealer feedback. Weiler will design and manufacture purpose-built forestry products (wheel skidders, wheel feller bunchers, track feller bunchers, and knuckleboom loaders) out of the existing manufacturing plant in LaGrange, Georgia. It is anticipated that approximately 270 employees currently supporting the purpose-built forestry business will retain employment with Weiler. Caterpillar will continue to provide forestry excavators for log loading, processing, and other forestry applications, in addition to supplying core Caterpillar equipment such as dozers, loaders, and excavators for the forestry industry.

Pat Weiler, founder and owner of Weiler, Inc. said "we have a strong commitment to customer success and a proven track record of working with Cat dealers all over the world. We are an engineering-led company that focuses on reacting quickly to customer needs. Our company structure allows us to make decisions quickly and execute efficiently. We are confident that our existing product line experience, our flexible design and manufacturing strategy, and our dedication to customers provide a strong foundation to successfully serve the purpose-built forestry segment." Since 2000, Weiler has proven themselves as a reliable partner who builds robust, quality products.

Blanchard Machinery customers and employees have always been and will always be our top priority. We will continue to support the forestry industry by standing by the Caterpillar brand promise on all previously sold Cat purpose-built forestry machines. There will be no changes to warranty coverage or parts support for your Cat machines. All Blanchard Machinery employees will continue in their current roles and are optimistic about our bright future with partners like Weiler and Caterpillar. Forestry remains an important industry for Blanchard Machinery and South Carolina and you have my commitment we are in it for the long haul. With Weiler's purpose-built forestry products, Cat's core products, and our proven customer support, I'm excited and confident we'll serve you better than ever before.

If you have any questions, please call your Blanchard Machinery forestry representative today.

Thank You,

Joe Blanchard

EINRIDE'S T-LOG

WILL HIT PUBLIC ROADS IN 2020

This electric driverless logging truck can carry up to 16 tons of timber

By Andrew J. Hawkins, The Verge, @andyjayhawk
July 12, 2018,

Swedish self-driving truck startup Einride is out with another eye-catching prototype. Much like the company's first autonomous offering, the new T-Log is all-electric and completely driverless, and it completely lacks a front cab for human drivers. But unlike the T-Pod, the T-Log comes equipped with off-roading capabilities and is designed for one specific purpose: hauling tons of gigantic tree logs.

Unveiled on Thursday at the UK's Goodwood Festival, the T-Log is more powerful than the T-Pod, and it's designed to carry up to 16 tons of cargo. It can also navigate dense, uneven forest roads, the startup claims, making it ideally suited for logging purposes.

How exactly this truck with no human driver can handle unmarked, often dirt and gravel roads is pretty interesting. Most self-driving vehicles rely on a suite of sophisticated sensors, mapping data, and deep learning capabilities to handle the driving responsibilities. But even then, a majority of operators will stick to highly predictable environments, like suburban communities with robust roads and signage. (MIT recently proved that self-driving cars can successfully navigate rural, unmapped roads.)

Not Einride. The company says it is using Nvidia's self-driving software to achieve Level 4 (meaning completely driverless within a set area) driving. The trucks can also be controlled by a remote operator who is located hundreds of miles away using Phantom Auto's teleoperation technology. The use of this technology may help Einride overcome the hurdles presented by off-road driving.

The lack of a cab allows for more hauling capacity, as well as more efficiency out of the vehicle's all-electric motor, Einride says. The T-Log's 16kWh battery enables up to 120 miles of driving range. But we won't get a definitive look at the heavy hauler until 2020 when Einride says it expects the T-Log to hit public roads.

Most experts believe that the first industry to be affected by autonomous driving will be the trucking sector. What better use case for driverless technology than long-haul trucking where most of the driving is confined to the highway? But Einride has a bolder vision that includes off-roading and heavy-duty cargo.

No doubt the image of a cab-less truck will further



"Self-driving on dirt and gravel roads"

stoke fears that autonomous technology will lead to enormous displacement in the workforce. In the US, 4.4 million jobs are related to driving; of those, trucking jobs comprise about 2.5 million. A recent study found that automated

trucks could reduce the demand for drivers by as much as 50 to 70 percent in the US and Europe by 2030, with 4.4 million of the 6.4 million professional drivers on both continents rendered obsolete.

SCTPA Comments: This is breakthrough technology and adds a new dimension to unmanufactured forest products trucking. Will it work in the U.S.? In reality, probably not. But this technology being developed in Sweden might work in Scandinavia and Europe because there already exist a "high tech" log hauling system network where trucks are directed, dispatched, to roadside locations by computer technology operated by dispatchers located at centers and/or the receiving mills or by truck cooperatives. Drivers are directed to roadside locations using computer programs and GPS systems for wood pickups for delivery to markets. One thing about this concept, it's really "cutting edge" and whether there is merit to it or not for the U.S., that's very difficult to gage at this point.



FEDERAL JUDGE ORDERS MICHIGAN LOGGING COMPANY TO PAY \$878,874 IN OVERTIME BACK WAGES AND LIQUIDATED DAMAGES TO 50 EMPLOYEES

GAYLORD, MI – A federal judge has ordered Timberline South LLC – based in Gaylord, Michigan – and its manager Jim Payne to pay \$878,874 in back wages and liquidated damages to 50 employees after finding the logging company and Payne violated the overtime and recordkeeping provisions of the Fair Labor Standards Act (FLSA).

The U.S. Secretary of Labor filed a complaint in the U.S. District Court for the Eastern District of Michigan after an investigation conducted by the Department's Wage and Hour Division's (WHD) Grand Rapids District Office concluded Timberline South and Payne violated the FLSA.

WHD investigators determined Timberline South LLC and Payne failed to pay employees – including truck drivers, equipment operators, and shop personnel – overtime when they worked beyond 40 hours in a workweek. Instead, the company paid only "straight time" no matter how many hours employees worked, and paid various combinations of hourly rates, piece rates, and day rates.

In his decision and order, Judge Thomas L. Ludington determined the Division properly reconstructed overtime back wages for employees where the employers failed to keep accurate records of the number of hours employees worked, as the law requires.

The FLSA requires covered employers to pay non-exempt employee's time-and-one-half their regular rates of pay after 40 hours worked per week regardless of whether the employees are paid on a salary, piece rate, hourly rate, or a combination.

"Employers must understand their obligations under the law. Failing to pay employees overtime gives employers an unfair advantage in the market place and denies employees their hard earned wages," said Wage and Hour Division District Director Mary O'Rourke, in Grand Rapids. "We encourage employers to contact the Wage and Hour Division for assistance, and to make use of the many tools we provide to help them understand their obligations under the law."

For more information about the FLSA and other laws enforced by the Division, contact the Division's toll-free helpline at 866-4US-WAGE (487-9243). Employers who discover overtime or minimum wage violations may self-report and resolve those violations without litigation through the PAID program. Information is also available at <https://www.dol.gov/whd> including a search tool to use if you think you may be owed back wages collected by WHD.

Court: U.S. District Court for the Eastern District of Michigan, Northern Division
Civil Action No.: 1:16-cv-11552

Timber Talk
Your Voice for South Carolina
Timber Harvesting

Contact Crad Jaynes at
1-800-371-2240 or bcjpaw@windstream.net

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LOG TRUCK OWNER'S RESPONSIBILITIES: EXAMINING THE WHAT, WHY, WHAT IF

By Jimmie Locklear, Forestry Mutual Insurance Company

As a former logger in another era, and in more recent years one who has made a living in the insurance industry, I am keenly aware of the many issues confronting the log-chip-residue transportation segment of the forest industry. I have worked in the insurance side for 27 years, along the way joining others to form a group to help reduce logging equipment fire incidents.

More recently I assisted in forming TEAM Safe Trucking, a non-profit that seeks to stabilize and improve the challenging transportation side by emphasizing driver selection and training and adherence to federal regulations. I have traveled to 18 states since 2015, addressing some 50 forest-related associations and groups on the troubling condition of log-chip trucking from a safety standpoint.

Over time I have become intently focused on the serious responsibilities that fall to the log truck owner. I see the driver and owner sharing the responsibilities for the safe, sustainable transportation of logs, chips and other residues. During the actual transportation process the driver is responsible for driving the truck in a safe and efficient manner and ensuring the truck is in a safe operating condition. The owner's responsibilities—driver selection, truck-trailer mechanical condition, and compliance with government and insurance carrier requirements—begin earlier.

Let me share a real-life story to emphasize the importance of following Federal Motor Carrier Administration (FMCA) requirements and insurance guidelines.

Real Life Story—WHY

ABC Timber Co. owned three tractor-trailer log trucks and, like many loggers and log trucks, found it hard to hire and keep qualified, dependable drivers. Only two of its trucks were used because the owner could not find another suitable driver.

The demand for logs began to increase, and ABC's owner began thinking a lot about pulling in additional income with that third truck. He was approached by a man seeking a part-time job. The owner, who was somewhat selective in hiring, questioned the potential driver about his experience and

driving record and was told by the man that he had many years of experience driving log trucks and had a relatively clean MVR.



The owner contacted his insurance company about adding the driver and was waiting for a return call. Trusting the man's answers to be truthful, the owner decided to let the man get behind the wheel, fully expecting the insurance company to accept the driver. On the second day of employment the driver was headed to the mill with a load, traveling on a road he was not familiar with. He approached a slight curve with dip in the pavement. The speed he was traveling and the undetected dip caused the trailer to lean significantly to the right, and the driver over corrected and lost control. The rig crossed the center line and rolled over on the driver's side, spilling logs and trapping the driver.

Unfortunately, the driver later died because from his injuries. The truck and trailer were destroyed as well. A brief time later the owner was notified that his insurance coverages were being cancelled due to his failure to follow FMCA's strict rules and insurance carrier guidelines. The owner faced a situation that could shut down his business.

Failure To Comply—WHAT

Here is a brief outline of a few actions that must be taken by any log truck owner prior to allowing a new hire to begin driving.

Concerning FMCA/Insurance Carrier Requirements:

- You must have a written application/copy of license on file for every CDL driver that you hire.

- You must request, review and keep a copy of a Motor Vehicle Record for every CDL driver. —FMCSA requires truck owners to contact previous employers of CDL drivers.

- Make sure that your insurance carrier approves a driver's MVR before letting he or she drive.

- All CDL drivers must be drug tested prior to employment, then placed in a consortium.

- New hire drivers must pass a road test/ride along and it must be documented.

(Continued from page 11)

The Facts—WHAT IF

Pay special attention to this part of the story. This accident should have never happened and here are just a few reasons why:

1. If the owner had either required the driver to bring his MVR report or waited for the insurance company to approve the driver after it reviewed the MVR, the owner would have realized the driver's license was "invalid" due to the expiration of his health card.
2. The driver's MVR revealed he would not be an acceptable driver based on most insurance company driving record guidelines.
3. The health card was not valid due to several medications the driver was taking for various conditions. Most of these medications carried the warnings, "may cause dizziness" or "drowsiness" as well as "do not drive a motor vehicle." Several prescription containers with the driver's name on them were found in the cab of the truck at the accident.
4. Blood samples taken at the hospital showed

the driver tested positive for several of these drugs.

The number of times this type of scenario has played out would be shocking to many, and it is far too common. Unfortunately, many of us in the insurance industry are not surprised. Time and time again we see claims forms come across our desks for accidents that could have easily been prevented.

I have many concerns about loggers and truckers finding good drivers, and I have experienced these concerns personally. Finding good, dependable drivers, paying good, dependable drivers and keeping good, dependable drivers will continue to be a major problem. The diligent hiring truck drivers is one of the most important responsibilities for loggers and log truckers.

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AS WE SEE IT ...

AMERICAN LOGGERS COUNCIL

PUBLIC DESERVES AN HONEST DEBATE OVER WILDFIRES LOGGING AND WILDFIRES

By Mark Turner

I think it is high time that we had some serious discussions in this country, about how our federal forests are being managed. For far too long, environmentalists have been the ones setting the agenda, with very poor results. For over 20 years now, the most common way of dealing with issues on our federal forests, has been to do nothing. Now, that might have been all fine and dandy, 300 years ago, when there were hardly any people living here. However, with millions of people living and working near our federal forests, it's not really a viable option any more.

About a year and a half ago, I was in Southern Colorado. There, I had a chance to visit one of the few remaining mill owners/loggers. He showed me how they were removing dead and dying trees off private lands, to improve forest health. He also explained how the bug infestations got started in that area. He said that he was at a meeting, many years earlier, about addressing bug infestations that had gotten started on Forest Service land. He told me that, at that meeting, a well-known biologist told the Forest Service that, "if they didn't get the bug infestation under control then, that it was going to just keep spreading". You can probably imagine what the Forest Service's response was. They responded by doing nothing. So, subsequently, the infestations got worse and started to spread to adjacent private lands. This mill owner convinced me to drive up into the forest service ground and see for myself, what the conditions were like. The contrast was very pronounced. The surrounding private forest lands were reasonably healthy, however, the federal forests were in very poor health.

The Forest Service, however, is not the only Federal agency that are poor stewards of our public forests. Here in Oregon, the Bureau of Land Management is responsible for a considerable land base. These are called the "O & C Lands". In 1937, there was an Act of Congress that set these lands aside for, primarily timber production. Now, I always thought that an Act of Congress was something pretty important. Something that you couldn't just ignore? However, over the years, environmental types have managed to chip away at timber harvest levels, on these O & C Lands. So much so, that the BLM has adopted the same type of "hands off approach" that the Forest Service uses, for managing much of their land base. To the point now, that, I believe, that they are no longer even coming close to fulfilling their mandate through the O & C Act.

Subsequently, these forests are becoming just as unhealthy and fire prone as those managed by the Forest Service.

It doesn't have to be this way. I think we can look to other parts of the world that have learned how to manage their forests for the long run. Last year, at The American Loggers Council annual meeting, Ken Swanstrom, a former president of the ALC, gave a very fine presentation of a tour he had taken through the forests of Southern Germany. For me, it was rather eye opening. He said that during his tour, he saw some of the most beautiful forests he had ever seen. And the entire time he was there, he only saw three dead trees. There, they have been managing their forests for over 500 years. Foresters there explained that absolutely nothing was off limits to logging. They also explained how important of a tool logging was for forest health. His tour included a visit to the City of Munich's water shed. One of the largest untreated water systems in the world. The forester there told him that "well, everyone knows that if you want healthy forests and clean water, then, of course you are going to log". I wish more people in this country could understand that. Ken also told us that this part of Southern Germany produces the equivalent of 7 billion board feet of forest products annually. Contrast that with the Forest Service, in this country, who struggle to produce 3 billion board feet from all of their federal forests, throughout the entire United States. In fact, I was very surprised to learn that the country of Germany, because of their aggressive forest management policies, produces the equivalent of 21 billion board feet of forest products annually. While the entire United States produces 40 billion board feet. That, despite a land base that is 28 times larger.

Clearly, when it comes to forest management, we have a lot of room for improvement. One of the goals of the American Loggers Council, is to advocate for better management of our federal forests. I believe that the lack of management of our public forests is not only costing us in lost resources. But is also bad for the environment. In my opinion, the biggest losers from our failing Federal Forest Management Policies, are the forests themselves.

Mark Turner is the President of the American Loggers Council. Mark and his brother Greg operates Turner Logging out of Banks, Ore. Mark is an active leader with the Associated Oregon Loggers.

The American Loggers Council is a 501 (c)(6) not for profit trade association representing professional timber harvesters and log truckers in 32 states across the United States with headquarters near Hemphill, Texas.





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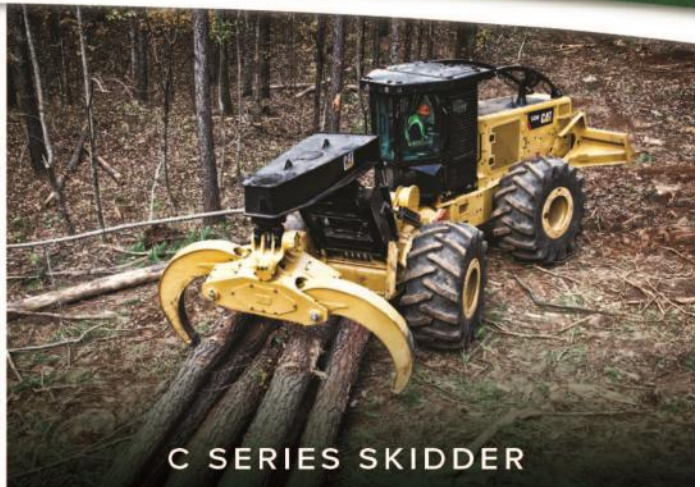
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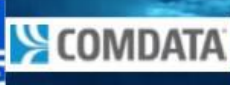
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As We See It ...

AMERICAN LOGGERS COUNCIL

OCTOBER 2018



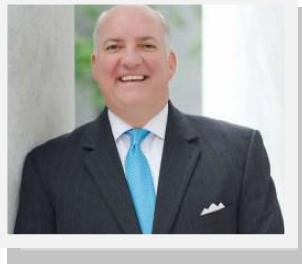
FORMER FLORIDA CONGRESSMAN TO REPRESENT AMERICAN LOGGERS COUNCIL ON CAPITOL HILL

The American Loggers Council (ALC) announced today it has retained former United States Congressman Steve Southerland and his firm, Capitol Hill Consulting Group, to represent them on legislative and regulatory affairs in Washington D.C. ALC is a coalition of state and regional logging associations from over 30 states across the U.S., and is the only organization dedicated to serving independent contract loggers at the national level.

"We are pleased to bring Steve Southerland on board to promote and protect the interests of America's loggers," said ALC Executive Vice President Daniel Ductor. "Since it was established in 1994, ALC has continued to grow and gain effectiveness in impacting issues affecting professional timber harvesters and their businesses. We are loggers working for loggers and our members are frequent visitors to Capitol Hill, but Southerland and his team will provide consistent and strong advocacy for our industry."

Steve Southerland serves as Senior Vice President of Capitol Hill Consulting Group. He was first elected to Congress in 2010 to represent Florida's Second Congressional District and was its first elected Republican since Reconstruction. While in office from 2010-2014, he served on the Agriculture, Natural Resources, and Transportation and Infrastructure committees. Southerland was chosen by the class of 2010 to be its representative at the Repub-

lican Leadership Table for the 113th Congress and he also served as a Republican conferee for reauthorization of both the Transportation and Farm bills. Prior to serving in Congress, Southerland helped operate his family's mortuary business.



Steve Southerland

"I consider it a great honor to represent such a time-honored industry, made up of some of the hardest working people in America," Southerland said. "American Loggers provide such an incredible value to our society. They are frontline conservationists, delivering wood, fiber, and energy resources for the world. I'm proud to represent ALC and share their story directly to policymakers and their staff in Wash-

ington, D.C."

Southerland and his firm will work with ALC on a variety of issues, including regulatory reform, transportation, federal forest management and biomass. ALC's priorities include workforce development and recruitment, increased timber harvesting on National Forest System lands, uniform and predictable truck-weight standards, and the alignment of timber harvesting with agriculture under federal laws and regulations.

The American Loggers Council is a 501 (c)(6) not for profit trade association representing professional timber harvesters and log truckers in 32 states across the United States with headquarters near Hemphill, Texas.

SIERRA RESOURCE MANAGEMENT, INC:

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Sierra Resource Management, Inc. of Sonora, California has been a Certified Master Logger company since 2013. Co-owner Mike Albrecht saw the certification as the next step in a career that has spanned decades and has always sought to enhance professionalism in logging. Mike, like so many loggers, grew up in the woods and has been fascinated by timber harvesting his whole life. He was raised on a 1000-acre YMCA camp in La Honda, CA where his dad was camp director. After his undergraduate work, he earned a Masters in Forestry from Duke University, going on to work in California for Pacific Ultrapower, establishing wood fueled power plants and serving as Director of Fuel Procurement for the state.

But logging and forestry have always been his passion, and in 1989 he joined Joe Martin Logging and Trucking, eventually establishing Sierra Resource Management in 1993 with partner Stacey Dodge and his wife Vicki at his side. Currently with 15 employees, this mechanized operation mainly works in the central Sierras and takes



(Continued on page 18)

(Continued from page 17)

a 'systems approach' to forest management, focusing on stewardship contracts on Federal lands, often working with Sierra Pacific Industries. These tend to be complex and diverse contracts, often harvesting Ponderosa pine, and cedar with cut-to-length and tracked feller bunchers in some of the most sensitive and politically charged landscapes in the country. Mike is a Registered Professional Forester with the State of California. His company has developed a trusted relationship with clients and often works on 'designation by prescription' projects.

Mike knows his work will be highly scrutinized and sees his company's product not in terms of the timber harvested or logs sent to market, but in the long-range health of the forest when they complete a job. Pursuing Master Logger Certification® was a natural fit for Sierra Resource Management, where pride in the work accomplished is part of the company culture. Mike saw Master Logger Certification® as way to acknowledge the excellent work he and his crew had always done, and an achievement that will elevate logging as a profession. "I'm very involved in advocating for the industry. I'm currently Vice President of Associated California Loggers and incoming President, and through that I've become involved in American Loggers Council. One of the things we're working towards is recognition of logging as a profession, rather than just a job."

He realizes Master Logger Certification® is relatively new and still gaining traction. Mike views this as a necessary next step for the timber harvesting industry, and a means to improve client trust and public perception. "I believe in it. I want to see loggers be very, very proud of what they do. Most of them already are, but sometimes when you add that professional certification, it's a way to recognize it. Once you are Certified Master Logger, you have attained the pinnacle of achievement in the logging profession."

He sees timber harvesting as just beginning to be recognized for the critical role it plays in keeping the ecosystem healthy and believes that Master Logger Certification® is an important step up in this process. "Let's face it. Our guys are hardworking, and we need that, but we also need to become recognized as professionals. Certification as a Master Logger is the next step up. It's recognition of that professionalism."

Mike is an advocate for loggers at many levels, most vocally for his own crew: "A lot of people might say they have great employees, but I have the BEST in the business." Many of his crew have been with him for 20-30 years, and Sierra Resource Management runs like a family operation. His leadership roles with Associated California

Loggers and American Loggers Council provide a unique platform to take his message about logging as a profession to a wider audience: "I'm really interested in exploring where Master Logger Certification® is going to go. I think we are on the cusp of something very promising, and I think it's going to take logging to the next level."

Clearly Sierra Resource Management is a company that truly demonstrates Master Logger Certification®'s 7 Areas of Responsibility in their work. When asked what advice Mike wished he would have had when he was just starting out, he is quick to point out the need for business skills. He knows loggers are innovative and problem solvers by nature, but says from his own experience, he wished he would have had more knowledge of business principles and ways to evaluate efficiency, productivity and profit. He urges loggers to take advantage of as many continuing education opportunities as possible. As Program Chair for Associated California Logger's annual conference in Reno, January 2019, Mike is sure to bring some great opportunities for professional development.

One of the biggest challenges facing Mike's company, like others across the country, is the current political and regulatory climate. On the West Coast especially, decades of increasing regulatory red tape, coupled with cyclical challenges of drought and insect infestation have culminated in years of devastating wildfires. Mike is optimistic, however, and is proud of his long-standing involvement with a collaborative

effort known as Yosemite Stanislaus Solutions (YSS) which is bringing together diverse stakeholders to address recovery and restoration. "Let's face it. We are working for the public, even when we are on private land. Everyone judges us on what we leave behind." Mike recognizes the need for more education for the public, environmental groups, and landowners about what loggers do and their commitment to healthy forests. He believes if any good can come out of the recent years of fire devastation, it will be a change in public perception about timber harvesting and forest management.

He sees nationwide growth of American Loggers Council Master Logger Certification® program as a way loggers are demonstrating commitment to their profession. "With American Loggers Council behind it, we're working on this at a national level. I see it taking off over the next decade. If you're a Certified Master Logger in California or a Certified Master Logger in North Carolina, you are recognized to have met these same standards. Seems to me it gives our profession national recognition."



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USDOT SEEKS COMMENT ON REVISING TRUCKING RULES



The U.S. Department of Transportation's Federal Motor Carrier Safety Administration (FMCSA) announced that it is seeking public comment on revising four specific areas of current hours-of-service (HOS) regulations, which limit the operating hours of commercial truck drivers.

The upcoming Advanced Notice of Proposed Rulemaking (ANPRM), which will be published in the Federal Register, responds to widespread Congressional, industry, and citizen concerns and seeks feedback from the public to determine if HOS revisions may alleviate unnecessary burdens placed on drivers while maintaining safety on highways and roads. The comment period will be open for 30 days.

The four specific areas under consideration for revision are:

- Expanding the current 100 air-mile "short-haul" exemption from 12 hours on-duty to 14 hours on-duty, in order to be consistent with the rules for long-haul truck drivers;
- Extending the current 14-hour on-duty limitation by up to two hours when a truck driver encounters adverse driving conditions;
- Revising the current mandatory 30-minute break for truck drivers after 8-hours of continuous driving; and
- Reinstating the option for splitting up the required 10-hour off-duty rest break for drivers operating trucks that are equipped with a sleeper-berth compartment.

In addition, the ANPRM seeks public comment and relevant data on two recently submitted petitions requesting regulatory relief from HOS rules (1) pertaining to the 14-hour on-duty limitation (filed by the Owner-Operators Independent Drivers Association) and (2) pertaining to the 10-hour off-duty requirement (filed by TruckerNation).

Earlier this year, the congressionally mandated electronic logging device (ELD) rule, which required most FMCSA-regulated motor carriers to convert their records from paper to an electronic format, became effective. While compliance with the ELD rule has reached nearly 99 percent across the trucking industry, it has also brought focus to HOS regulations, especially with regard to certain regulations having a significant impact on agriculture and other sectors of trucking.

Additional information on the ANPRM, including how to submit comments to the Federal Register docket, is available <https://www.federalregister.gov/documents/2018/08/23/2018-18379/hours-of-service-of-drivers>.



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**FMCSA**

Federal Motor Carrier Safety Administration

FMCSA Releases Mandated ‘Corrective Action Plan’ for CSA Program

Heavy Duty Trucking (HDT), Trucking Info
By David Cullen, July 16, 2018

The Federal Motor Carrier Safety Administration announced on July 16 that the agency has delivered a required “Correlation Study Corrective Action Plan” for its Compliance, Safety, Accountability program to Congress.

FMCSA’s new corrective action plan outlines how the agency will address recommendations made in the National Academy of Sciences’ “Improving Motor Carrier Safety Measurement” report, which examines the effectiveness of the use of the percentile ranks produced by SMS for identifying high-risk carriers, and if not, what alternatives might be preferred.

In addition, that report evaluates the accuracy and sufficiency of the data used by SMS, to assess whether other approaches to identifying unsafe carriers would identify high-risk carriers more effectively, and to reflect on how members of the public use the SMS and what effect making the SMS information public has had on reducing crashes.

FMCSA noted that it has pulled from public view a preview website that displayed changes that the agency had proposed to its Safety Measurement System. Those changes had been “released prior to the NAS report,” so they are now outmoded.

The NAS study and subsequent report was commissioned by FMCSA to comply with a provision of the FAST Act highway bill of 2015 that mandated a study be conducted of the agency’s Compliance, Safety, Accountability program and its SMS component.

According to the agency, the report to Congress presents FMCSA’s corrective action plan for addressing the six recommendations made by the National Academy of Sciences’ study.

A key element of the NASA report is the recommendation that FMCSA study a more scientific modeling approach known as “Item Response Theory” and then consider implementing it to make the SMS function more accurately.

The hope is that an IRT-based method would help develop “an estimate of the measure of ‘safety culture’ for each carrier and be used to monitor and identify carriers in need of intervention,” rather than just zero in on violations, said FMCSA Director of Compliance and Enforcement Joe DeLorenzo on Oct. 22, 2017, during an educational session at the American Trucking Associations’ annual Management Conference & Exhibition In Orlando, Florida.

Actions that FMCSA stated it will take in its 10-page corrective action plan include:

- Moving forward to develop and test an IRT model. That model will be used to inform the agency’s work, with opportunities for public input. As recommended by NAS, if the new IRT model performs well, it will replace the existing SMS. FMCSA will not substantively modify SMS while we are testing the IRT model “to ensure we have a stable comparison to evaluate effectiveness.”
- Agreeing that more frequent and more detailed Vehicle Miles Traveled data from motor carriers would reduce the need for FMCSA to use substitute values and would improve the quality of the data in SMS. FMCSA currently only collects carrier VMT data every two years. Access to this data, by State, on a monthly basis is not currently feasible, but the agency will continue to identify possible sources for this important data.
- Agreeing that additional information about carrier operations might improve the agency’s analysis and identification of non-compliant motor carriers. However, the collection of this data would come at a cost, and the benefits are unknown.
- Agreeing that there could be benefits from making MCMIS data available to researchers and carriers. As a result, the agency’s first effort will be to improve data availability. FMCSA will develop a web page where researchers, carriers, safety consultants, and the public can obtain simplified MCMIS data snapshots.
- Gathering public input from motor carriers, insurance companies, and shippers regarding the ways in which the public uses SMS data. Using the data collected in these public listening sessions, FMCSA will scope and complete a study specific to the issue of percentile ranks and the usability of public scores.
- Once IRT modeling is complete, FMCSA will evaluate the use of absolute measures for set inter-

(Continued on page 22)

(Continued from page 21)

vention thresholds. Absolute measures and percentiles are products of the SMS system. At this time, it is not known how these would be affected once the Agency completes the modeling recommended by NAS. Therefore, FMCSA defers action on this recommendation until it is confirmed this would be relevant.

As for “next steps,” FMCSA said those will include working with the input of the NAS Standing Committee to develop and run a small scale IRT model by September of 2018 and after evaluating the results, running a full scale IRT model by April of 2019. Additionally, the agency said it will work with the NAS Standing Committee on planning and scheduling public meetings throughout IRT development to further discuss the recommendations.

Forests Create Rural Jobs, Healthy Environment

By Cam Crawford, President, Forestry Association of South Carolina

The Southeast is projected to lose 10 percent of its forestland by 2060 due to urbanization. We can prevent this.

By growing trees, we are growing jobs in South Carolina. The wood and paper products industry provides 84,000 jobs, primarily in rural areas with high unemployment. Timber is the No. 1 agribusiness crop, supplying many rural South Carolinians with good paying jobs and landowners with money for retirement or their children’s education.

Forests are also vital to our environment providing clean air, clean water, wildlife habitat and recreation.

In 1901, President Teddy Roosevelt wrote: “The fundamental idea of forestry is the perpetuation of forests by use. Forest protection is not an end of itself; it is a means to increase and sustain the resources of our country and the industries which depend upon them. The preservation of our forests is an imperative business necessity.”

Our strategy for conservation must embrace President Roosevelt’s vision of preserving our forests for environmental values, wood and paper products and rural jobs. In order to accomplish, South Carolina must:

- Promote forest conservation. Lumber, pulp and paper manufacturers locate where there is abundant timberland. South Carolina is one of the fastest growing states, with an estimated 157 people a day moving here. Business, political and community leaders must collaborate to balance forest conservation and development.
- Focus on Workforce needs in rural communities. Rural schools should prepare students for careers as truck drivers, heavy equipment operators, mill workers and foresters. Rural technical colleges should add a log truck driving curriculum.
- Protect the right to practice forestry. Ninety-six percent of timber used in South Carolina comes from private landowners. We must protect their property rights and prevent unnecessary regulation of forestry practices.
- Maintain favorable tax policies for agriculture and manufacturing. These are critical for timberland owners to continue to grow trees for the wood and paper products industry to remain competitive.
- Support mass timber, a renewable material, as the future of sustainable construction.

By advancing these ideas, S.C. officials will create rural jobs while promoting a healthy environment.

Article appeared in The State Newspaper, July 24, 2018.





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Forisk Blog

Posted on July 26, 2018 by Shawn Baker,
Forisk Consulting, Athens, GA, Forisk.com

Trucking Shortage Drives Industry to Higher Efficiency and Cost

This is the fifth in a series related to Forisk's Q3 2018 forest industry analysis and timber price forecasts for the United States and Canada.

Almost everything I hear about logging these days relates to trucking and the challenges of finding and keeping drivers. Even in a major motion picture that features a logger as the action hero (!), I can't help but feel sorry for the protagonist (portrayed by Aquaman himself, Jason Momoa) because he loses a truck driver to a corrupt drug boss. In tough times, you need every able-bodied employee you can get. Given all the furor over trucking, it is still important to ground our perspective in facts. Just how tenuous is the trucking situation? Is the transportation sector really balanced on the head of a pin or is this just our penchant for hyperbole run amok?

The Bureau of Transportation Statistics truck tonnage index provides a measure of freight volumes being moved by truck based on the American Trucking Associations' monthly data. The index, now at all time highs, suggests we move as much freight by truck as we ever have. Interestingly, Bureau of Labor Statistics data on the number of people employed in trucking have not kept pace. Employment rose sharply through 2015 but leveled off the last two years. For perspective, the number of trucking employees per unit of freight moved has fallen. The average number of employees per unit of freight varied between 16,000 and 19,000 pre-recession and dropped below 14,000 post-recession. Currently it's below 13,000. At the same time, the average number of job openings in transportation are rising, jumping appreciably in early 2018.

Employment and job openings in trucking and

transportation and an index of total freight moved by truck. Sources: BLS, BTS

Employment is a 12-month moving average of general and specialized freight trucking employees. Job openings are for "transportation, warehousing, and utilities" industry.

A driver shortage makes it more challenging to move freight, and it raises costs. Higher freight rates get paid simply due to demand outpacing supply, but wages are also raised to attract new employees. Salary hikes in trucking directly affect loggers who must pay higher salaries to retain their drivers. Between 2012 and 2017, average annual pay for all employees in the private sector increased at a compound annual growth rate of about 2.4%. Average salaries of log truck drivers in

Employment rose sharply through 2015 but leveled off the last two years. For perspective, the number of trucking employees per unit of freight moved has fallen.

the South increased 3.8% per year and Western drivers saw pay increases of 3.2% over the same timeframe. An annual survey of trucking firms by the American Transportation

Research Institute reported the average cost of driver wages per hour increased nearly 6% per year between 2012 and 2016.

How does this affect our view on trucking and the wood supply chain? Forisk forecasts regional hauling costs as a portion of our delivered cost forecasts each quarter. Shortages in the trucking industry show no sign of slowing down in the near term, so we've built in additional cost growth in trucking labor over the next five years. We'll continue to track developments in trucking, and should some new innovation come along to transform our view on where the industry is headed, we'll adjust course.



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Company investigations (backgrounds, loss prevention, and collision re-construction)

My experience includes 34 years as a state police officer, 15 of these years as a State Transport Police Captain. I'm a licensed private investigator; I conducted background investigations for SCHP and internal investigations for the SCDPS Internal Affairs Division. I'm also trained as a collision re-constructionist. I recently completed the North American Transportation Management Institute (NATMI) classroom training for Certified Director of Safety (CDS) and Certified Safety Supervisor (CSS) on May 11, 2018, full certification is pending.

Richard G. Shell, Jr. (864) 720-4832

Captain, State Transport Police, Retired

Your Image - Our Safety.

JJ Lemire

Each day you and thousands of individuals head to work in the forest product industries. We are exposed to all types of hazards and they are all around us whether you are in the woods, at the landing, driving a truck, at the mill or whatever position your job requires.

One area that gains negative attention both locally and nationally is when a “Log Truck” is involved in an accident.

Sometimes, the accident is the result of another driver that caused the incident, sometimes, it is the truck driver themselves. No matter who is at fault, the news will always describe it as a “Log Truck” accident and the public almost always assumes it is the truck driver’s fault.

Every time a loaded log truck drives on a public highway, it is an advertisement for your company. What have you done to improve your image? Have you put your best foot forward? Is the truck clean and debris removed so it does not get flung at other vehicles? Do the tires have adequate tread so they do not disintegrate and become airborne projectiles? Is the load secured and trimmed properly to prevent limbs or other objects from falling off in transit?

If you take a few seconds to look over the loaded truck before it departs the job, some of the horrific accidents we have all seen on television might not have occurred.

A simple check to help put your best foot forward could include:

- no loose debris,
- no free hanging limbs,
- no excessive mud,
- no logs over the standards,
- properly chained or strapped loads,
- and proper flagging and/or lights.



This is a poor advertisement for you and your commitment to safety. Imagine your family member in a car along-side or following this log truck.

Once the driver leaves the rutted woods area, it is recommended that he or she stop and check the load securement.

Each person on the logging crew should be aware how simple it is for one thing to be overlooked.

- Loader operators must properly place logs to minimize movement in route to the mills.
- Drivers must inspect their loads and not take loads that are unsafe.
- Employers must instill a safety mindset that a few extra minutes to fix this type of error could be a lifesaving step.

Unfortunately, if it is not fixed, it could be a devastating loss of life or property, or be a legal nightmare.

Take time to make sure it is right before it leaves your control.

KEEP YOUR EMPLOYEES AND THE PUBLIC SAFE SO YOU DO NOT BECOME A LAWYER’S RETIREMENT PLAN!



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Safety in Numbers: How Fleet Data Can Reduce Accidents



July 26, 2018

By Brad Jacobs - Director of Strategic Consulting at Merchants Fleet Management

Unsafe driver behavior is a persistent problem that keeps fleet managers up at night, and with good reason. Annual accident rates for fleets are hitting 20 percent or higher on average, and the costs associated with the liability, lost productivity, and property damage are astronomical. Despite the proliferation of enhanced vehicle safety features, crash fatalities continue to rise due to distracted driving and speed. Changing driver behavior is challenging to say the least, but after reviewing successful safety program implementations and analyzing data from across a client base with more than 50,000 fleet vehicles deployed, Merchants Fleet Management has developed a proven, data-powered formula that works. By combining well-defined policies and telematics data, fleets are increasing safety consciousness and decreasing accidents.

Driver Scorecards Work

Merchants found that a 10% driver safety score improvement resulted in an 8% reduction in preventable accidents. Using telematics to proactively track driver behavior and aggregate it into individual scorecards provides a platform for managers to address problems and reward improvement. For example, it is not unusual to find that a small number of drivers account for a large percentage of a fleet's speeding instances. Sitting down with those drivers, showing them the actual data, and setting expectations

around safe driving practices can have an immediate impact. In fact, simply knowing that their vehicles have telematics in place to capture data such as speed, harsh cornering, and hard braking is often enough to get drivers to pay more attention to how they operate their vehicles.

Setting Priorities and Policies

No matter what, driver safety should be a priority in the corporate culture. This focus will then guide the decision-making behind policies such as mobile technology use, repercussions for repeated driving infractions, and even rewards for meeting safe-driving goals. It helps to start with a baseline evaluation of current driver behaviors that gives management a clear picture of where the issues lie. Did preventable accidents happen while drivers were using mobile devices? How pervasive is speeding? What percentage of accidents was due to mechanical problems? Evaluating these data points will guide decisions re-

garding policies, training, and incentive programs.

Training and Awareness

The driver who sits there looking at his/her device after the light has turned green and

then hits the gas hard when they realize there are no cars in front of them anymore is probably the same one who is hitting the brakes hard at the next stop sign because they were stealing glances at their screen. Capturing data on these kinds of behaviors helps fleet managers address them directly with employees and can inform policy decisions. When it comes to training drivers, sometimes simple is best. First and foremost, they should be completely familiar with all of their vehicle's equipment including GPS, company-issued field service devices, telematics, and even the entertainment system. Pre-employment education and training modules should include all of these things, but continuous education and reminders are also critical for keeping safe driving habits top of mind.

For Example:

- Total Tip of the Day: short, quick, easy-to-

(Continued on page 30)



(Continued from page 29)

remember such as “Voicemail Saves Lives”

- Posters and table tents in employee break rooms or locker areas – we are all so inundated with digital messages, sometimes old-school works best
- Wrap up group meetings with safety reminders

Combating Fatigue

According to the National Highway Traffic Safety Administration, one in 25 adult drivers reports having fallen asleep while driving in the previous 30 days. Drowsy driving is a serious safety issue which is why the new Electronic Logging Device (ELD) Mandate requiring hours of service tracking went into full effect this year. In addition to trucking and busing, the law can apply to fleets with box trucks, passenger vans, and even some heavy-duty pickups. (If you are unsure whether or not it applies to your fleet, read more about it [here](#).) Compliance is mandatory, and law enforcement can check the ELD data during a stop, so it is important to make sure your fleet has the necessary telematics functionality to meet the requirements. Regardless of whether or not a fleet falls under the new regulations, encouraging drivers to take breaks during long trips and even putting policies into place regarding company reimbursement for hotel stays after a certain number of hours on the road is just good practice.

Maintenance Matters

Safe operation also depends on the condition of the vehicles themselves. Merchants found that 18 percent of fleet vehicles are regularly overdue for preventative maintenance. Usually when vehicles go in for regular maintenance, such as oil changes, other potential safety-related components are also checked and replaced, if necessary. Something as simple as replacing windshield wipers or headlight bulbs can prevent accidents, not to mention brakes and tires. Telematics systems can track engine hours and mileage and provide maintenance schedules so vehicles are running optimally, which in addition to aiding safe operations, can also reduce overall maintenance spend and improve fuel economy.

Implement a Data-Driven Strategy

The numbers tell the story. Effective driver policies and telematics data improve fleet safety. Choosing the right technology, monitoring behaviors, and cre-

ating effective policies and training programs can reduce costs and save lives.

Merchants Fleet Management has the experts and tools in place to maximize efficiency while improving safety for your fleet. If you would like to discuss ways in which you can address distracted driving for your fleet, contact Merchants today.

Brad Jacobs is the Director of Strategic Consulting at Merchants Fleet Management. Brad partners with clients to identify long and short-term cost savings and policy opportunities through customized lifecycle management, analysis, technology and benchmarking.

Merchants Fleet Management provides our customers with the most innovative fleet management experience globally. We partner with our customers to optimize the mobility of their organization. Leveraging the brightest minds in the industry, real-time technology, data analytics, and our full range of products and services, Merchants elevates the fleet performance of its broad range of customers.



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Opinion:

THE TIME IS NOW FOR A NEW FARM BILL FOR OUR FORESTS

By Tom Martin, September 7, 2018

The potential for a final Farm Bill in Congress is real, and could not be more necessary for our forests.

These woodlands after all are vital to all Americans, providing core habitat needed



for thousands of wildlife species, clean air and supporting local economies and more than 2.4 million rural jobs. And particularly important in recent times – they help filter and provide clean water that flows to the faucets of citizens, and provides farmers and ranchers a vital resource for agriculture and livestock.

Our forest challenges, however, continue to intensify – landowners are facing drought conditions across the country. Another horrific wildfire season has dominated our western landscape from Oregon to New Mexico this summer. And the spread of insects and disease is running rampant across the U.S.

Too many believe that our forest challenges are solely a federal problem. Public lands represent a mere 28 percent of our forests. In fact, families and individuals manage the largest portion of our forests across rural America. What's more, forest ownerships create a checkerboard pattern from east to west, with public and private lands being intermixed together. Clean water and the other resources we count on, require entire healthy forested ecosystems, not just a single parcel or ownership type to be successful. And, while we may understand boundary lines, wildfires, insects and all the other forest issues do not.

Truly tackling these challenges and creating stronger, more resilient forests is going to require more than one ownership, and collaborative solutions from lawmakers – it requires an all hands, all lands strategy. We need leaders who champion shared stewardship, and the corresponding policies and programs that encourage partnership and cross-boundary efforts among all forest owners.

Thankfully, strong forestry champions are putting strategies in place to tackle these issues head on. Secretary Perdue just released the Toward Shared Stewardship Across Landscapes report, outlining several strategies that take a shared stewardship approach to reduce the impact of fires in the future.

Shortly thereafter came the appointment of Undersecretary of Natural Resources and Environment James Hubbard – an individual who embodies collaboration – having helped create cross-boundary, all lands approach programs such as the Good Neighbor Authority.

Now, Congress has an opportunity to expand on these efforts and pass a 2018 Farm Bill that could bolster forests for the future.

As conference committee representatives from the House and Senate work to finalize a 2018 Farm Bill, we hope they will fight to include a number of potential policies and programs that support family forest owners and complement the work on public land, so that we can get ahead of our cross-boundary forest issues.

First, we need to strengthen the Forest Service's Landscape Scale Restoration program and increase cross-boundary cooperative work in the Hazardous Fuels program. These programs would make more effective use of federal and non-federal resources by focusing on projects that deliver the greatest impact on region-wide priorities, encouraging work on family lands and neighboring federal lands.

Second, support programs and funding that encourage a strong, diverse forest products industry. One of the major factors in landowners struggling to keep their woods healthy, create habitat and prevent wildfires – is the decline in markets. Without markets, outlets for woody debris, and low-grade wood material are nonexistent. On top of this, costs to remove any unneeded material becomes outlandish. Combined, these factors cause forest owners to often leave their land unmanaged and vulnerable. Support and investment in programs such as the Community Wood Energy Program and the Timber Innovation Act can bolster timber markets, reducing treatment costs and making use of the low-grade wood material.

Last, the 2018 Farm Bill, as we've seen in past iterations, needs to continue to support strong funding for forest owners in the forestry and conservation programs. Programs such as the Environmental Quality Incentives Program and the Conservation Stewardship Program provide enormous public benefit by enabling families to conduct needed management. Funding levels should remain intact if we are to include family forest owners in cross-boundary collaborative efforts.

With our ever-growing forest challenges, it is critical we work together to protect the future of our forests. We hope Congress will take advantage of this opportunity to pass a strong Farm Bill and complement the other activities in place to allow our forests to continue to provide the resources on which all Americans rely.

About the Author: Tom Martin is the president and CEO of the American Forest Foundation.

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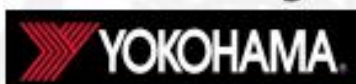
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...BREAKING NEWS...

After months of hard work, we have launched our new website. Members will now have access to their SLC invoices 24/7 with a member login! Amongst the new features are the "find the nearest station" to my location feature, an approved national tires and parts dealers with location info, fill out an application on-line and other features that will assist in the improved communication with our members. The SLC's founding "Cost-Cutting Mission" continues!



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Mark Your Calendar

September 2018

- 11 SFI State Implementation Committee Meeting, Forestry Association of SC, Columbia
- 25 Lexington County Forest Landowners Association Meeting, 6 p.m., Clemson Forestry Extension Office Building, Lexington
No Newberry District Meeting in September

October 2018

- 3 & 4 Timber Operations Professional (TOP) 2-Day Classes, Columbia. Contact Guy Sabin at Forestry Association of SC for registration & details – 803-798-4170
- 10 – 13 American Loggers Council 2018 Annual Meeting, Seaside, Oregon
- 25 SCTPA Board of Directors Meeting, SC Forestry Commission Headquarters, 10 a.m. Columbia
- 30 Newberry District Meeting, Farm Bureau Office, 7:00 p.m., Newberry
- 31 Happy Halloween... BOOOO!

District meeting dates may be changed. Meeting notices will be mailed prior to scheduled meeting. Meeting dates will be posted on SCTPA website ... www.scloggers.com.

Members & Non-Members are encouraged to attend our district meetings to know what the issues are affecting the industry.

Need SFI Trained DVD Class or other training?

SCTPA can provide the New DVD Training Module for SFI Trained status. SCTPA is an approved DVD training class facilitator and will be scheduling classes during the year. Other training programs are available for safety, driver training, equipment lockout & tagout, hazardous materials spill control on logging sites and forestry aesthetics.

Truck Driver Training Workshops will be scheduled. Watch the Mark Your Calendar section of this newsletter for dates. Notices for SCTPA workshops & events will be forwarded.

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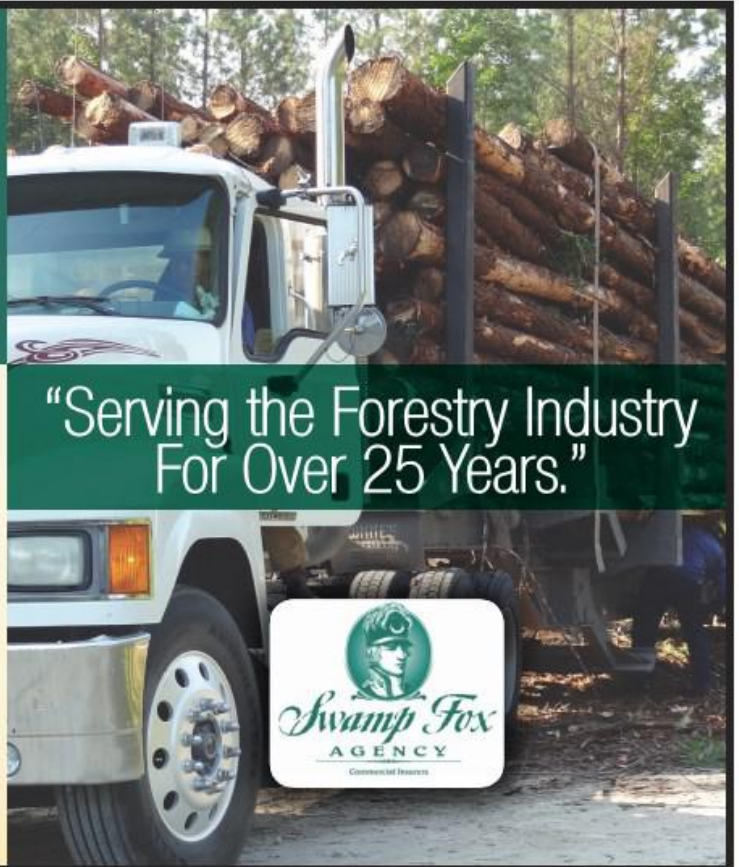
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Our Mission

The **Mission** of the *South Carolina Timber Producers Association* is to serve as the voice for timber harvesting and allied timber businesses to advance the ability of its members to professionally, ethically, efficiently, safely, environmentally and profitably harvest, produce and transport timber to meet the timber supply demands of our state by providing continuing educational and training opportunities, distributing timber harvesting, hauling, manufacturing and selling information, representing our members in national and statewide legislative activities, and aggressively promoting, supporting and conducting programs of state, regional and national advocacy.