



# TIMBER TALK

*Your Voice for South Carolina Timber Harvesting*

1ST QUARTER 2023



## As We See It ... APRIL 2023

### FROM THE WOODS TO THE WHITE HOUSE

#### BY WAY OF CAPITOL HILL

**R**ecently the American Loggers Council hosted the first DC Congressional Fly-In in four years. **Seventy-five timber industry representatives from twenty-one states held nearly one-hundred Congressional Meetings.**

Along with these meetings, a Congressional Reception was held at the iconic Willard Hotel, where the ALC office is. Five Congressmen: (LaMalfa (CA), Westerman (AR), Collins (GA), Bergman (MI), Golden (ME)) and two Senators (Baldwin (WI) and Hyde-Smith (MS)) attended. Congressman Golden and Westerman were presented with the inaugural ALC Congressional Leadership Award for the House of Representatives, and Senators Collins and Baldwin were the recipients for the Senate. Timber is not a partisan issue, and the American Loggers Council has received strong bipartisan support on our federal legislative agenda. Additional Congressional staff from other offices attended the reception along with representatives of the USFS, John Deere, and the Biomass Power Association. The Reception was sponsored by ALC Gold and Platinum Members (Tigercat, International Truck, John Deere, CAT, Southern Loggers Cooperative, Fuel & Resources, Morbark, Bitco Insurance Companies, Bandit, and Ponsse) with specific portions also sponsored by International

Truck, International Union of Operating Engineers, the Louisiana Loggers Association, the Louisiana Logging Council, Southern Loggers Cooperative, Walsh Timber, the Great Lakes Timber Professionals Association, the Associated California Loggers, and the Professional Logging Contractors of Maine.

The Day on the Hill saw timber industry representatives from Maine, New York, Pennsylvania, Rhode Island, Vermont, Connecticut, New Hampshire, South Carolina, Florida, Georgia, Virginia, Alabama, Mississippi, California, Michigan, Wisconsin, Minnesota, Idaho, Louisiana, Oregon, and Maryland meet directly with their respective state Congressional Representatives and their staff. Timber industry representatives left their logging operations in the woods, traveled from across the country, and waded into the "swamp" of Washington DC, not for personal gain, but to bring all the U.S. timber industry's voice to be heard through the halls of Congress and to the doors of the White House.

The bank robber Willie Sutton, when he was caught, was asked why he robbed banks. He replied, "Because that is where the money is." Why do we go to Washington, DC? Because that is where the policy and legislation (money) is made that affects the log-

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ging industry. Same concept.

The ALC prepared a comprehensive 24-page Congressional Briefing Package that provided background on the legislative priorities and served as informational literature to share with the Congressional Offices. The issues advocated for include:

- Biomass inclusion in the Renewable Fuel Standard
- Future Logging Careers
- Interstate Access
- Truck Driver Incentive
- Elimination of the Federal Excise
- National Loggers Day
- Increased Federal Forest Management

In conjunction with the legislative agenda and meetings, representatives of the American Loggers Council had the opportunity to make a special presentation to the Speaker of the House, Kevin McCarthy. Two months ago, a logger from the east coast (I cannot recall who it was, but if somebody knows, please let the ALC know) called the ALC and suggested that a gavel made from wood from across the country be made and presented to newly elected Speaker of the House McCarthy. Having worked with acclaimed Montana wood artist Ron Kelley, the ALC contacted him and asked if he would craft a custom-made gavel with wood species from across the country. Montana ALC Board Member Ken Swannstrom worked with Ron, and he produced the perfect Speaker's gavel. Considering that the Speaker's home state is California, the Associated California Loggers secured a meeting with Speaker McCarthy where their delegation (Eric Carleson, Mike Albrecht, and Jeff Holland), ALC President Andy Irish (ME), and ALC Executive Director Scott Dane made the presentation to the Speaker of the House. Following the presentation, a meeting was held with Speaker McCarthy's staff to discuss the ALC legislative agenda. The gavel was constructed from the following species, and their characteristics, regional representation, and uses were noted.

- **Black Walnut** – Found across a wide swath of the US, it is one of the rarest and most valuable hardwood species in North America.
- **Holly** – The state tree of Delaware, Holly is often associated with Christmas because of its use in making Christmas wreaths.

- **Alder** – Primarily a western states tree, found in California, Oregon, Washington, Idaho, and Montana, Alder symbolizes strength, protection, determination, and confidence.
- **Maple** – One of America's best-loved trees, claimed as the state tree more than any other single species, including New York, Vermont, West Virginia, Rhode Island, and Wisconsin
- **Gum Wood** – The Gums are an important part of the Eastern hardwood forests, used in veneer, plywood, cabinets, and furniture.
- **Poplar** – The state tree of Tennessee and Kentucky, these trees are fast growing and key to paper making.
- **Cedar** – Cedar wood is rot-resistant and often used for fence posts, shingles, and outdoor furniture. Its Latin name, arborvitae, means tree of life, symbolizing strength, long life, and everlasting friendship.
- **Ash** – Known in Scandinavian mythology as the tree of rebirth and healing. Ash tree wood is hard, heavy tough, and is used in making bats for America's pastime, baseball.
- **Mesquite** – Prevalent in Texas but native to the Southwest, their deep roots enable them to thrive in harsh environments and provide resources ranging from construction materials to medicinal uses.



In making the gavel presentation, the ALC stated, "like the wood from the trees represented in this gavel, the American logger represents different regions, provides different benefits, have different characteristics, but all contribute to the culture and society of America from coast to coast. As you govern, may this gavel serve as a reminder of the complex and integral component of the country and guide your consideration and efforts to preserve not only the timber industry but the country as a whole.

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Friday morning, the Spring ALC Board of Directors Meeting was held.

Capping off the Fly-In was a White House tour for 45 ALC members, including Ponsse President of North America Pekka Ruuskanen.

The consensus from all states was that their meetings and interaction were met favorably, and the Congressional Representatives and staff were more engaged and supportive than in some prior meetings. Those that attended and participated opened doors that the ALC will continue to take advantage of in our follow-up and push to pass our legislative priorities.

The ALC representatives provided Congress and the Administration with the information and opportunity to address some of the threats and challenges to the timber industry. Some of these Bills have been introduced with bipartisan support in both the Senate and the House.

#### **FUTURE LOGGING CAREERS ACT**

*Introduced in the Senate and House on March 7th, 2023, by Senator Risch (ID), Senator King (ME), Congressman Thompson (PA), and Congressman Golden (ME). Additional cosponsors include Senators Crapo (ID), Senator Collins (ME), Senator Scott (SC), Senator Cornyn (TX), Congressman Fulcher (ID), and Congressman Pingree (ME). This bipartisan, bicameral legislation will allow logging families the same opportunity to pass on experience as farming families can as they prepare for the succession of these multigenerational family businesses.*

#### **SAFE ROUTES ACT**

*Bipartisan support (Congressman Gallagher (WI) and Congressman Golden (ME)) for the Safe Routes Act was demonstrated with the recent introduction in the House of Representatives.*

*This is a safety bill, first and foremost. It would simply allow (as has been established by precedent in numerous states) for current state weight limits for logging trucks operating on non-federal roadways to be extended to the interstate system. Representative Gallagher drove in a logging truck transiting the current non-interstate route through communities, rural roads, school zones, intersections, and single-lane routes and*

*then the alternative interstate route this legislation would allow.*

***“It’s crazy how inefficient it is,” Gallagher said. “it’s bad for the truck, it’s bad for the trucker, it’s bad for the road, it’s bad for the environment, it’s less safe, so it absolutely makes no sense.”***

#### **SAFE, MODERN TRUCKS ACT**

*With bipartisan Congressional support from Congressman LaMalfa (CA) and Congressman Pappas (NH) the Safe, Modern Trucks Act was introduced. This legislation recognizes that the 100-year-old 12% federal excise tax on new trucks and trailers de-incentivizes investment in new trucks by adding \$30,000 to the price. The excise tax on heavy trucks is the highest excise tax levied on any product in the country. Half of America’s trucking fleet is over 10 years old, is less fuel efficient, and emits greater emissions. “On one hand, regulators want operators out of older trucks, but on the other hand, this tax penalizes them for trying to update their equipment,” said Congressman LaMalfa. Co-sponsoring the Bill are Congressman LaHood (IL) and Congressman Blumenauer (OR).*

***“If Congress is serious about creating jobs, reducing emissions, and improving highway safety, then repealing the Federal Excise Tax should be a priority.” Chris Spear, American Trucker Associations, President and CEO.***

#### **STRENGTHENING SUPPLY CHAINS THROUGH TRUCK DRIVER INCENTIVES ACT**

*Introduced by U.S. Representatives Spanberger (VA) and Gallagher (WI) the Strengthening Supply Chains Through Truck Driver Incentives Act, the legislation would provide a short-term, fast and straightforward incentive to attract and retain new drivers.*

***“During the pandemic, truckers didn’t have any remote options – yet they went to work every single day to keep our economy moving and our communities strong. Our country needs to step up and recognize their hard work – and we need to encourage more Americans to enter this industry,” said Spanberger.***

*The Bill would create a two-year refundable tax credit of up to \$7,500 for drivers with valid CDL-A who drive at*

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least 1900 hours per year. It would also create a new refundable tax credit of up to \$10,000 for new truck drivers enrolled in a registered trucking apprenticeship and who meet other requirements.

The “Ask” was for Congressional Representatives to support and sign onto these pieces of legislation. The goals and objectives are to get some, if not all, of these legislative priorities across the finish line (President’s desk). Without the successful inclusion of these priorities and the positive message it will convey to the struggling timber industry, the logging and trucking infrastructure will be hard-pressed to remain invested in the future of the forest products industry.

The message was - We are here to represent a vital sector of the forest products and forest management team. Without us, none of the other environmental, economic, or forest management benefits are possible. For the most part, we are not asking for money, we are just asking you to pass legislation that allows us to do our job, make a living, create jobs, improve safety, protect the

forests, and recognize the contribution we make to improving the environment and economy.

There is nothing more persuasive than for Congressional Representatives to hear firsthand from the men and women that actually work in the woods and drive logging trucks about the challenges that they face and how Congress can help ensure this vital industry survives.

The world is run by those that show up. If you are not at the table, you are probably on the menu. The American Logging Council members showed up and were at the table. But the work is not finished. All timber industry representatives are encouraged to contact their respective Congressional Representatives and request their support and sponsorship of the Bills referenced.



## SCTPA PRESIDENT’S MESSAGE



By Crad Jaynes, SCTPA President & CEO

Well... the first quarter of 2023 has flown by so fast it seems. It’s been a busy quarter for the association with our annual meeting, American Loggers Council Spring Fly In to Washington, DC and keeping track of SC legislative issues and federal legislation.

My thanks and appreciation goes out to everyone... members, sponsors, exhibitors, speakers, guests who attended our 2023 annual meeting February 24 – 26 at the DoubleTree Resort by Hilton Myrtle Beach Oceanfront. Our meeting was well attended and proved to be successful. Our informative speakers discussed the challenges our industry faces now and will face into the future. Our Live and Silent Auctions and Shotgun Drawings raised revenue for the association. Our Live Auction proved to be very successful for raising donations for Log a Load

For Kids. Thanks to all who supported and attended our annual meeting.

In my forty-six year career being directly involved in the timber harvesting industry, I have never witnessed what has been transpiring over the past six months. The wet weather here in SC beginning back in November hampered the industry for several months. But the real issue has been... so many and prolonged wood production quotas. Sure... there’s always been quotas because of high wood inventories at mills, weather, market conditions, etc. But these past months have been brutal to the logging segment. Couple the quotas with high fuel prices, higher inflation rates for goods and services, high insurance costs, etc., the timber harvesting and timber trucking businesses have been hit pretty hard.

As I have talked with many members and mill folks, I guess it simply may boil down to the fact, the

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finished products out the back end of the mills have not been selling. Now there seems to be some easing of quotas and may not be the case for everyone. I have talked to my association counterparts in other states and the same situation has existed with their states. I really can't pinpoint one reason or answer. I just think this period of time has been an anomaly. Hopefully our logging businesses are surviving and better times are around the corner soon.

The American Loggers Council Spring Fly In to Washington, DC occurred March 22 – 24. Representatives of American Loggers Council (ALC) member states and other Council supporters showed up in DC for the first time since 2019 due to the pandemic.

The Fly In was a great success (**SEE PHOTOS ON PAGE 33**). My wife Brenda accompanied me to represent SCTPA. This was the first time since we started going to DC back in 2005 or so, a board member or members did not attend. Brenda provided great support and real perspective for the issues presented by American Loggers Council. It was a very busy time in DC for Congressional hearings and legislation so we were only able to directly meet with SC Fifth District Congressman Ralph Norman. Our other meetings were with House and Senate member legislative staff and chief of staffs.

ALC held a Congressional Reception on Wednesday evening with eight House and two Senate members attending. SC Senator Tim Scott's Senior Legislative Aide Cody Sims and SC Congressman Ralph Norman's Senior Legislative Assistant Darcy Merline attended the reception.

The issues presented were new and some still being pursued. The new issue presented was the Elimination of the Federal Excise Tax on New Trucks. This is a bipartisan effort to eliminate the 12% excise tax to support investments in new trucks with improved emission technology and fuel efficiency for a cleaner climate. This federal excise tax is out dated and adds additional costs to a new truck. Congressmen Doug LaMalfa (R-California) and Chris Pappas (D-New Hampshire) introduced House Bill 8116, the Modern, Clean, and Safe Trucks Act of 2022, last year, but no action was taken. Congressman LaMalfa who is a farmer, said, "The federal excise tax has outlived its original purpose by over a century. Between Sacramento and Washington truckers, truckers have dozens of regulations on emissions and safety to follow. However, at the same time, our tax code dis-incentivizes them

from purchasing the most up-to-date trucks, with the federal excise tax adding as much as \$30,000 by itself." Congressman LaMalfa spoke at the Congressional reception.

Another new issue presented was the Strengthening Supply Chains Through Truck Driver Incentives Act with Representatives Mike Gallagher (R-WI) and Abigail Spanberger (D-VA) being the Co-Leads. This bill would create a new refundable tax credit of up to \$7,500 for valid Class A CDL drivers who drive at least 1,900 hours annual. Bill would create a refundable tax credit of up to \$10,000 for new truck drivers or individuals enrolled in a registered trucking apprenticeship. Bill has other stipulations and the tax credits would be for 2023 and 2024.

Two previous issues again pushed in DC were the Future Logging Careers Act (H.R. 2727) and the Safe Routes Act (H.R. 2213). SCTPA fully supports all these bills and issues.

Here in SC, Pickens County Council passed an ordinance banning clearcutting along Scenic SC Hwy 11. The ordinance requires large buffers along the highway if total harvest logging is performed. But the harvest area cannot approach or enter what the County calls the "Scenic View Areas" as the tract approaches lower slopes of the mountains. Guy Sabin, Forestry Association of SC, and I have worked on this issue. We held a meeting with Pickens County officials to discuss the ordinance and provide education about forest management practices, silviculture and timber harvesting. The fear we have is this action could have a "ripple" effect into other counties who may decide to enact a similar ordinance. Guy and I sent a joint letter to Pickens County Council members requesting the ordinance be rescinded and ended due to the county's action is a violation of SC State Law 48-23-205, SC Right to Forestry Law.

SCTPA has been working on several bills in the SC General Assembly. Senate Bill 533, The SC Justice Act, is a very important bill for SC and its businesses. As of mid-April, the bill still resides in the Senate Judiciary Subcommittee. This Act aims to end the Search for the Deep Pocket by changing state law so that parties less than 50% at-fault will only have to pay their fair share of liability for damages. SCTPA has provided written testimony supporting the bill and contacted Senators for support.

SC Senate Bill 576 was introduced to limit the amount of land owned by foreign countries. SCTPA

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supported the Forestry Association's opposition to the initial bill and supported their offered amendment. The amendment would prohibit land ownership by adversarial foreign countries to the United States... China, North Korea, Russia, Cuba and Iran. An amendment was entered and deleted the proposed limitations on foreign land ownership except for foreign countries friendly to the U.S. and restored the current 500,000 acres limitation for friendly countries to the U.S. Bill passed the Senate and resides in the SC House of Representatives. SCTPA provided written testimony to the lead co-sponsor Senator Rex Rice to oppose the initial bill and to support the amended bill.

Cam Crawford, President of Forestry Association of SC, and I met at the Statehouse with House Member Carl Anderson of Georgetown and Department of Employment and Workforce (SCDEW) representative Duncan M. Crotwell, Deputy Director of Governmental Affairs, and another SCDEW staffer to discuss the possibility of SCDEW being able to offer financial relief under the current unemployment laws to logging businesses who have been on prolonged wood order quotas. Currently, employees even though they may be working can receive unemployment benefits. Log-

ging businesses placed on long standing wood order quotas may be working, but the reduction in production deliveries to mills is reduced creating adverse economic conditions for the business. SCTPA and FASC are working on a proposal to SCDEW. This may require the SC General Assembly to establish a sum of money for SCDEW and then logging businesses might be able to seek relief if the business qualifies for the benefit.

Congratulations to Bob and Cindy Lussier, Great Woods Companies, LLC, Bennettsville, for the terrific job in their Klays for Kids Shoot March 25<sup>th</sup> at Moree Sportsman Preserve in Society Hill. SCTPA's Crad Jaynes attended the event. The event raised over \$30,000 for the McLeod Children's Hospital in Florence. Great, Great Job!

These are a few activities SCTPA has been involved with along with our usual participation in meetings for the SFI State Implementation Committee meeting, the Timber Operations Professional (TOP) Steering Committee and the SC Sustainable Forestry Teachers Tour coming up in June.

Lastly, I apologize for the tardiness of the first quarter newsletter. SC loggers keep up the good work and be safe, productive and professional.

Log On & Truck Safe!



***Klays for Kids Shoot March 25<sup>th</sup> at Moree Sportsman Preserve in Society Hill.  
Great job Bob & Cindy!***



# SCTPA 2023 ANNUAL MEETING

FEBRUARY 24 -26, 2023  
MYRTLE BEACH, SOUTH CAROLINA



## ***Challenges Now and Into Our Future*** **2023 SCTPA Annual Meeting**

By Crad Jaynes, SCTPA President

Our 2023 Annual Meeting at the DoubleTree Resort by Hilton Myrtle Beach Oceanfront, February 24 -26 welcomed over 300 attendees to enjoy a weekend in Myrtle Beach. Thanks to Everyone ... sponsors, exhibitors, speakers, board members, members and guests ... for attending.

Attendance was down a little compared to past meetings. The lower attendance was probably due to the slow down over the previous months in wood production because so many loggers had been on tight wood order quotas. Prior to the meeting, many calls and emails were received from folks who always attend but couldn't attend due to the wet weather, production quotas and not being able to work consistently. My response was this was completely understood.

It was great to see everyone who attended to hear informative speakers and simply be able to fellowship with friends, family and industry peers. Our meeting was a success because of the support and turnout of everyone.

Thanks to our twenty-seven sponsors and twenty-seven exhibitors for participating in our annual meeting. Several exhibitors brought trucks, trailers and logging equipment for the outside parking lot.

Friday kicked off with the board of directors meeting with fourteen guests who were meeting speakers and industry representatives, to review the annual meeting, the 2022 association financials, receive updates on state and federal legislative issues and other current issues impacting SC's timber harvesting, wood supply and timber trucking segments.

Friday evening's Welcome Reception was well

attended and highlighted by our Live Auction. The auction was hosted and directed by Professional Auctioneer Rafe Dixon of J. R. Dixon Auctions of Sumter. Rafe made the Live Auction a "big hit" as everyone enjoyed bidding on many very nice items that raised \$12,475 for the association. Rafe also directed the Log A Load for Kids Donations Auction raising \$12,750 for Log A Load for Kids. DJ Mike Lockaby provided the evening's entertainment with music for dancing and karaoke.

Saturday's General Session was filled with informative speakers each of whom spoke about the challenges the timber harvesting industry faces now and will into the future.

Southern Loggers Cooperative President Todd Martin led off the General Session speaking about the fuel supplies, fuel marketing, how the price fluctuations function and how Southern Loggers Cooperative operates as a true loggers' cooperative with fuel depots throughout the Southeast and the three SC depots. Joe Conrad, Forest Operations Professor, University of Georgia Warnell Forestry School, presented his research study regarding log trucks being able to use the federal interstate systems within individual states for the transportation of timber products, roundwood and wood chips, from timber harvesting sites to wood receiving facilities at the state legal gross vehicle weight for state roads which is often higher than the 80,000 pounds federal GVW interstate limit. His research indicated there would be safety improvements for our drivers and the motoring public, increased logistical efficiencies, reduced fuel consumption, lower emissions and have the abilities to remove our trucks from rural and state roads, avoid stop and go traffic conditions, avoid school zones and reduce traffic accident risks. Bob Lussier, President of Team Safe Trucking spoke about the changes in Team Safe Trucking (TST) and described the future goals for the organization to help improve driver training. Stephen Setliff of The Setliff Law Firm discussed his Protecting Your Business

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presentation regarding the current legal climate for civil litigation and explained how the “screaming, predatory billboard lawyers” prey on the trucking industry in civil lawsuits. Stephen is a well know defense attorney and simply tells it like it is. Toni McAllister, Louisiana Loggers Association Executive Director spoke about how reasonable civil justice reform was attained in their state and how the makeup of their state legislature had been changed as many plaintiffs’ lawyers were voted out and “real” business people were elected to office.

Saturday’s luncheon featured Peter Wood, a Minnesota logger and host of his radio show Let the Sawdust Fly, Scott Dane, American Loggers Council Executive Director and Rick Quagliaroli, Forestry Insurance Company of the Southeast as our featured speakers.

Peter Wood talked about his logging career and his radio show. I had the pleasure to be Peter’s radio show guest the Wednesday before the annual meeting. He told his story about as a very young man he almost lost his leg in a logging accident. His story was incredible about how he fought through his recovery, how he found The Lord to help heal him and continue his logging career and his business today. Scott Dane updated the American Loggers Council’s work and activities and spoke about how the Council had made many in-roads into the White House, Congress and federal agencies to help America’s professional loggers. Rick Quagliaroli provided an update on the logger owned insurance captive, Forestry Insurance Company of the Southeast. The captive insurance company is performing well for providing Safety and Driver Training Services, Commercial General Liability and Auto Liability to the members.

In the association business session, SCTPA President Crad Jaynes provided a President’s report highlighting association activities. Larry Godwin of Sheheen, Hancock & Godwin reviewed the 2022 association financials and was presented a recognition plaque for his 25 years of service to SCTPA upon his retirement as our lead CPA. Secretary-Treasurer Griff Wilson reported there were no bylaws changes to be presented. Three board members running for re-election were re-elected to serve on the board. Congratulations to Tommy Barnes, Ideal logging, Inc., Danny McKittrick, McKittrick Timber, LLC, and Carey “Buster” Harrison. Sarah Stansel and Jeremy Barclay of Swamp Fox Agency, LLC presented their Timber Industry Leadership Award to Jason Wilks, Wilks Logging, Inc. and their

MVP Award to Cindy Lussier of Great Woods Companies, LLC for her important work in their business.

Heyward Moore, Heyward Moore, LLC, Georgetown, was awarded the SCTPA 2022 Gene Collins Logger Activist Award. Heyward’s logging career spans over fifty years and has been a professional business man, community supporter and professional logger.

Winners of the two shotgun drawings were announced. The Stoeger M3500 Camo Waterfowl 12 Gauge Shotgun was won by Tammy M. Hodges. The Savage Stevens 555 410 Gauge Shotgun was won by Andy McKittrick. Thanks to all for purchasing the drawing tickets.

Saturday afternoon the SFI Trained Update DVD was presented by SC Forestry Commission BMP Forester Eric West. This workshop allowed folks to receive their 2023 SFI Trained Status.

Sunday morning concluded the annual meeting with our traditional Sunday Prayer Breakfast. Special thanks to Port City Quartet for providing inspirational and faithful gospel music along with their testimonies to The Lord. After the Prayer Breakfast the Silent Auction winners were announced and meeting was adjourned.

Special thanks goes out to my family for their help at our annual meeting. The meeting couldn’t be a success without these people. Thanks to my wife Brenda, sister-in-law Dee Peake, Dee’s cousin Mary Rawl, our daughter Erin Jaynes Belk and SCTPA Communications Director Kathy Fudge’s husband John for all your help. Great Job!

Mark your calendar now for our 2024 Annual meeting to be February 23 – 25 at the DoubleTree Resort by Hilton Myrtle Beach Oceanfront.

Again, Thanks to everyone for supporting, contributing and attending our 2023 annual meeting.

Log On & Truck Safe!





# 2023 SCTPA ANNUAL MEETING PHOTO GALLERY



Minnesota logger and *Let the Sawdust Fly* radio show host Peter Wood



(l-r) General Session speakers Todd Martin, Bob Lussier, Stephen Setliff, Toni McAllister & Joe Conrad



SCTPA's Good Time Choir!



CPA Larry Godwin receives SCTPA recognition plaque



Port City Quartet



Cindy Lussier received Swamp Fox Agency MVP Award



Heyward Moore, Heyward Moore, LLC, receives 2022 Gene Collins Logger Activist Award



Jason Wilks, Wilks Logging, LLC, receives Swamp Fox Agency 2022 Timber Leadership Award

# 2023 SCTPA ANNUAL MEETING PHOTO GALLERY



Live Auction items



2023 Annual Meeting Board of Directors Meeting



Auctioneer Rafe Dixon







# SCTPA 2023 ANNUAL MEETING

FEBRUARY 24 -26, 2023  
MYRTLE BEACH, SOUTH CAROLINA



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OUR 2023 ANNUAL MEETING**

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## WELCOME NEW MEMBERS

SCTPA welcomes our 2023 1st Quarter New Members & Restart Members.  
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## Harvested Wood Products: A Growing Contributor to America's Carbon Storage

Author: Matt Russell | Forest Analytics Consultant | Arbor Custom Analytics LLC

Carbon continues to be on the mind of many landowners and resource managers. The leading source of anthropogenic greenhouse gas emissions is carbon dioxide resulting from the burning of fossil fuels for transportation and energy and producing electricity, among other sources. Trees are wonderful factories that sequester carbon dioxide from the air, release oxygen into the atmosphere, and turn it into carbon stored in wood.

As a result, healthy trees and forests increase carbon storage and avoid greenhouse gas emissions. Many entrepreneurs and policymakers have sought to capitalize on these “natural climate solutions” that trees provide by offering payments to landowners for the carbon benefits their trees provide or by offering incentives to implement “climate-smart” forest management practices. These programs, however, may fail to recognize the value of forest products in storing carbon.

Forests are a net sink of carbon in the United States, meaning they absorb more carbon dioxide from the atmosphere than they emit. Recent analyses from the USDA Forest Service estimate that in 2019, forests and harvested wood products offset more than 11 percent of all greenhouse gas emissions.

Even with all the major forest disturbances that have recently occurred, such as wildfires, blow-downs, and insect and disease outbreaks, forests in the United States continue to store more carbon. The total amount of carbon stored in US forests has ranged from 50,913 million metric tons in 1990 to 55,993 million metric tons in 2019.

Foresters and loggers often deal with carbon in live trees, but trees are not the only component where carbon is stored in forests. In addition to live trees (including the stem, branches, and roots), carbon is also found in pools such as deadwood (standing snags and coarse woody debris), litter, and soil.

The carbon stored in harvested wood products (HWPs) is also included in estimates of forest carbon. This is important because it counts the carbon benefits of wood that the forest products industry provides. For example, a mass timber building designed and built with wood will “lock up” the carbon in those trees, storing the carbon for decades or even centuries later. This has tremendous benefits when compared to building with other more greenhouse gas-intensive materials.

Carbon stored in HWPs includes estimates from two primary sectors: products in use and solid waste disposal sites (SWDS). Harvested wood products include all wood-derived products such as fur-

*(Continued on page 15)*

(Continued from page 14)

niture, plywood, paper, and energy use. Wood that is harvested remains in use in products for different lengths of time: think a piece of paper with a short life cycle compared to a utility pole that can serve its use for up to a century. In a complete life cycle of carbon accounting, different wood products vary in how fast or slow they decay, related to how much potential they will ultimately emit back into the atmosphere.

Solid waste disposal sites also store a tremendous amount of wood, most notably when wood products reach the end of their life cycle. These sites include landfills and dumps where wood is slowly decaying for decades. For example, a common metric is to assume a half-life for wood in landfills (e.g., 29 years). That is, it would take 29 years for half of the biomass of the manufactured wood to decay.

Estimates for the carbon stored in HWP in use and SWDS have increased steadily since 1990. According to the USDA Forest Service's recent estimates, these pools stored 1,532 and 1,167 million metric tons of carbon in 2019, a 23% and 81% increase since 1990:

The amount of carbon stored in forests is much greater than that stored in HWP, yet carbon stored in HWP has contributed proportionally more to the total carbon storage across the US in recent years. In 1990, HWP represented 3.7% of all forest carbon stored in the US. In 2019, HWP represented nearly 5% of all carbon stocks.

In the US, HWP have long been a net sink for carbon. Recent increases in the contribution of HWP are the result of a productive economy over the last several decades. While economic downturns such as the Great Recession turned HWP pools in the US briefly into a source rather than a sink, production and use of HWP quickly rebounded. As consumers continue to use products derived from wood, the carbon benefits of those products will continue to be valued into the future.

Despite many recent challenges to the forest products industry, including mill closures and downsizes related to the COVID-19 pandemic, the increasing role of HWP in the US' "carbon portfolio" is positive and something policymakers should recognize. The increased use of HWP represents a trend in the US: building and using forest products provides several environmental benefits. As wood is being used in manufacturing to replace more greenhouse gas-intensive materials like concrete and steel, the forest products industry can point to the carbon and climate benefits of building with wood.



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# 2022 GENE COLLINS ACTIVIST AWARD

## Heyward Moore Heyward Moore, LLC Georgetown, SC

The 2022 Gene Collins Logger Activist Award is proudly awarded to Heyward Moore and Heyward Moore, LLC for their sincere commitment to professional timber harvesting, loyally supporting the association, participating in community and industry activities, practicing sustainable timber harvesting, promoting education and positive promotion of professional business practices.

Heyward Moore, LLC is a conscientious, professional business understanding the value of relationships with customers, employees and their industry, environmental stewardship and promotion of a positive image as a professional logger.

Heyward Moore has been in the business for over fifty years. He started his business in the early 1970's after working for his father who was a logger. He left the business for about three months to work in the textile mill. He soon learned he did not like that kind of work and returned to where his heart was at... and that was in the logging woods.

He started in the shortwood business with a John Deere 440 skidder, a shortwood truck, chainsaws and hauling short pulpwood to the local International Paper mill in Georgetown.

As time went on and the business became established and logging operations became more mechanized, he upgraded his logging equipment and truck fleet to more modern units to have treelength operations.

A few years ago Heyward was doing in-woods chipping, but now has gone back to conventional mechanized logging and treelength operations. Operating one and two crews, he can use both crews on larger tracts or have the crews on separate tracts.

Heyward and Heyward Moore, LLC have been a loyal SC Timber Producers Association Logger Member since the association started in 1999. He has always attended the SCTPA Georgetown district meetings over the years when the meetings were held.

Heyward's two sons, Travis Moore and Daryl Moore, worked with him for a while. Now both have their own logging businesses, Travis is T & D Logging, Inc. and Daryl is Moore & Moore Wood, Inc., both based in Georgetown.

Heyward's preferred woods equipment manufacturer



is Tigercat. The equipment spread for the company consist of four Tigercat 234 knuckleboom loaders mounted on trailers and equipped with pull through delimiters; three Tigercat feller bunchers, four Tigercat grapple skidders with the newest one being a Tigercat 620 grapple skidder and the jobs use delimbing gates as needed.

He also has a John Deere 750 bulldozer, a John Deere 320 track excavator for digging, and Champion motor grader for road work. For wet ground condition jobs where shoveling is needed, a Tigercat track shovel and Tigercat track feller buncher are available. These units are only used when needed and shared by Heyward and his sons' operations.

The company fleet consist of 10 Kenworth trucks with five only being used now (as of this article) due to driver shortage and quotas. Fifteen log trailers, two drop deck lowboys and three regular lowboys are available for moving equipment. All trucks are equipped with GPS and onboard cameras. The company has nine employees. Heyward's daughter-in-law Tamara Moore is the office manager.

Heyward Moore, LLC is a member of the logger owned insurance captive Forestry Insurance Company of the Southeast as his business met the captive's guidelines for on the job safety and driver guidelines.

Heyward has a productive operation performing thinings and total harvests. The two crews' average weekly

*(Continued on page 18)*

(Continued from page 17)

production is fifteen to twenty-two loads per day. The company works with Brian Greaver, Delta Timber Company, LLC in Pawleys Island to harvest stumpage Delta Timber purchases. Heyward and Brian have been working together for six years. Previously, Heyward worked with Canal Wood Corporation for over twenty years.

The company supplies the pulpwood and sawlog markets of International Paper in Georgetown, WestRock in Florence, New South in Conway, Canfor in Darlington and when needed, poles go to Koppers in Florence.

Heyward, his family and business are active in community service. They support local youth league baseball and football teams. The family attends and supports St. Delight Church in Lambert Town near Georgetown.

The business donates and supports St. Jude's Children's Hospital and the March of Dimes. The business supports Log A Load for Kids each year contributing to help raise funds for their children's hospital of choice. For over twenty years the business has supported and participated in the Log A Load for Kids Clay Shoot at the Backwoods Gun Club in Rheems. They were presented a plaque for their twenty years of support from the Log A Load for Kids Clay Shoot.

In 2022, Heyward Moore, LLC received the Swamp Fox Agency, LLC Timber Leadership Award. The business is a member of the Forestry Association of South Carolina.

Heyward says, "I am glad and proud to be a SC Timber Producers Association logger member for all these years. I realize the importance of what the association does and brings to our industry's segment. I tell people about the importance of having SC Timber Producers Association and tell them, the other loggers in our area who may not be members, the association is there for me, you and our industry as professional loggers. The association is present and working for me as a professional logger as I attend to my job in the woods and running my business to provide the timber to wood receiving markets to produce the products that enhance our daily lives."

Heyward says, "You got to love this business and embrace



the challenges that go along with it. There are certain things I love to do in my business to help forest landowners. I've been asked, as I'll

turn 75 in April, when I am going to retire. I just say I love what I do and as long as I can do what I love, then I'm going to stay with it."

SCTPA's President Crad Jaynes says, "I have had the

privilege to know Heyward for over 30 years and I can say, he, his family and business are an outstanding example of professional logging. Thanks Heyward ... I am proud of you as a professional logger and for your exemplary business."

Understanding the responsibilities and importance associated with how professional loggers contribute to their local and state economies, how professional loggers must work with landowners, wood suppliers and wood receiving companies in cooperative, mutually beneficial partnerships, promoting and practicing sustainable forestry, educating the critical public regarding professional timber harvesting, demonstrating a stewardship attitude about our sustainable and renewable forest resources and our environment are all important issues to Heyward Moore, LLC's business and operational standards.



As an industry leader with a sincere commitment to professional logging, sustainable forestry, community, family and the principles of outstanding

business, SCTPA is proud Heyward Moore, LLC is our 2022 Gene Collins Logger Activist Award recipient.

\*\*\*\*\*

*The South Carolina Timber Producers Association's Logger Activist Award recognizes a logger member who has demonstrated an exceptional desire to promote and represent the profession by actively participating in association state and district activities, promoting and participating in educational efforts, community action projects and association projects to positively promote timber harvesting's image, conducting business activities in the best interests of the timber harvesting profession to engender the public's trust by meeting and exceeding the American Loggers Council Loggers Code of Practices and has displayed a professional commitment to sustainable forestry practices.*

*SCTPA's Logger Activist Award was named in honor of Gene Collins of Gene Collins Logging, Inc, Georgetown, because of Gene's dedication to his profession, his unselfish endeavors to promote the integrity of the logging industry within his community, his volunteer work educating children, his use of business practices that engendered the public's trust and his support for professional timber harvesting and sustainable forestry.*



# Heyward Moore

## Heyward Moore, LLC

*Georgetown, SC*



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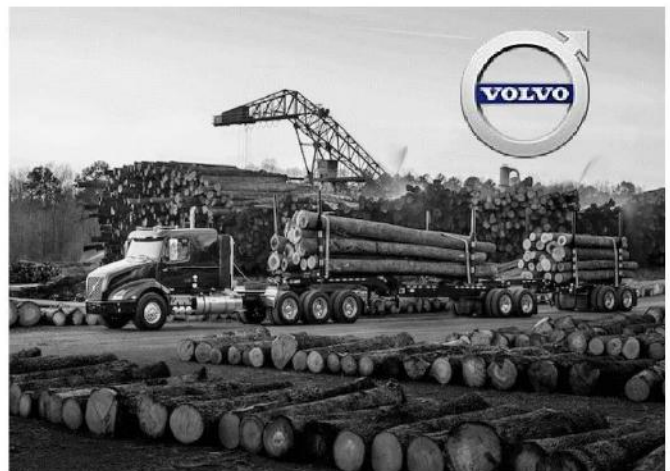


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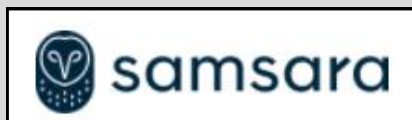
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Christian Houston-Floyd is the Samsara Account Executive. His direct contact is 470-502-6900 extension 3 or online at [christian.houston@samsara.com](mailto:christian.houston@samsara.com).

Christian spoke at the American Loggers Council 2022 Annual Meeting in Couer d'Alene, Idaho. The Mississippi Loggers Association has had great success with their partnership with Samsara. SCTPA is proud to provide this Samsara program as a member benefit and service.



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# 2023

## FRA'S POSITION ON IMPROVING ACCESSIBILITY TO LABOR IN THE FOREST PRODUCTS INDUSTRY

**The Forest Resources Association (FRA)** represents the interests of over 370 organizations and businesses in the forest products industry. Our members include forest landowners, suppliers, consuming mills, associated businesses, and state forestry associations. FRA promotes the interests of its members in the economic, efficient, and sustainable use of forest resources to meet the needs of the wood fiber supply chain through private enterprise. FRA members are represented in 49 states and 377 congressional districts.

### **FRA supports legislation establishing regional workforce training programs for individuals interested in careers in the forest products industry to support rural forest-based economies.**

The forest products industry, including loggers and haulers, primary and secondary manufacturers, pulp and paper mills, paper packing plants, and paper facilities, is one of the largest manufacturing sectors in the U.S., sustaining nearly 940,000 families and contributing \$295 billion annually to the U.S. economy. The sustainability and competitive viability of the forest products industry relies on an intact, healthy wood supply chain, including labor. Since 2018, the U.S. logging and hauling sectors, which are solely responsible for harvesting and moving logs from the forest to manufacturing facilities, have seen a 2% reduction in logging businesses and an 8% reduction in the workforce. The disparity between reductions in the size of the workforce and business closures suggests remaining logging businesses are operating with fewer employees.



Mill labor shortages are limiting modernization and/or growth investments in existing and new manufacturing facilities. For example, the existing labor pool in the logging sector is aging rapidly. Less than 25% of logging business owners are under 40, 55 is the average age of owner/operators, and approximately 30% of owner/operators are planning to leave the business within five years.

Targeted workforce education and training programs have been effective recruitment tools in computer programming, utility vegetation management, and automotive industries. Regional forest industry training hubs would allow participants to stay in or near their communities, which reduces the cost to participate and affords program developers increased flexibility in adapting training curricula to meet regional needs through ties to local forest product employers. The forest products industry struggles to find a trained and skilled workforce at all levels as an estimated 40-60 percent of young adults are leaving rural forest-based economies for employment opportunities.

### **Key Components of Workforce Pathway Program**



#### **EDUCATION OPPORTUNITIES**

- Expand existing high school forestry education curriculum by employing mobile educational units with timber harvesting simulators, sawmills, kilns, and commonly used power/hand tools
- Implement 40-hour applied skills camp to complement the applied high school curriculum
- Provide immersive field training for high school teachers to complement the applied high school curriculum



#### **WORKFORCE DIVERSIFICATION**

- Diversification of the forestry industry workforce through increased awareness of career paths, the breadth of career and entrepreneurial opportunities in forestry and wood products industries



#### **TRAINING PROGRAMS**

- Provide affordable, residential, short duration (240 hour), industry-certified post-high school immersive training in Forest Operations and Mill Technologies
- Creation of regional immersive training hubs aligned with industries, technical colleges, and universities to provide career pathways in forestry and wood products industries



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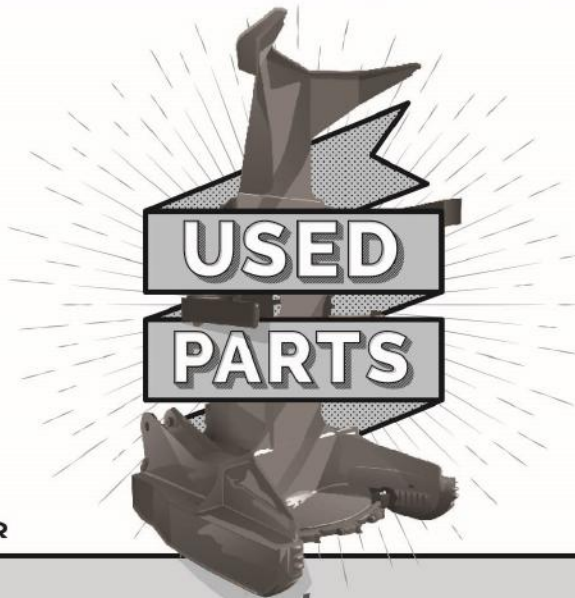
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## Passing On The Reins/Reign

By: Scott Dane – Executive Director, American Loggers Council



Scott Dane

In my travels over the past 18 months, I have met with loggers in 30 states to hear and listen to their issues, opinions, and challenges. For the most part, the challenges are all common, regardless of the region – profitability, workforce, and markets. But recently, I was approached by some younger loggers that expressed a concern that the American Loggers Council was not hearing the “next generation.”

These guys aren’t looking at the exit but are prepared to invest in the future of the American logging industry. So, we held an impromptu side meeting with about twelve loggers to get their insights and opinions. Aside from the universally common issues, I was surprised by one new concern that was shared amongst nearly all of them – frustration with the unwillingness of their family business to “Pass on the Reins.”

It is critical that multi-generational companies continue to be passed on from one generation to the next. After all, this has been the most successful succession plan for maintaining the logging infrastructure. At the Associated California Loggers conference, one presenter asked the group how many are second, third, fourth, and fifth-generation companies. Many hands were raised, including a fifth-generation family logging business.

Unfortunately, due to the many challenges within the logging industry, it cannot be assumed that the next generation will continue the family business. In fact, I have heard many across the country state that they do not want their children to enter the business. So, those family businesses in which the next generation is willing to commit to the long hours, difficult environment, challenging markets, and uncertainty, are fortunate that they have the opportunity to hand over the reins and ensure that their lifetime of investment and sacrifice will be a living legacy carried on by the next generation.

However, the risk in not recognizing the readiness of younger loggers is that they will become frustrated and discontent and either take the next step on their own or leave the timber industry. In this case, the succession of a company will be too often occurring, selling off the equipment and “retiring.” Because of this, it is important for the senior member of the family to be willing to take the lead and start the conversation. Acknowledge that your son/daughter is just like you: raised in the business, proud of what they have learned, and eager to follow in their father’s and grandfather’s footsteps. Don’t wait until you are sure they are ready. None of us are ever as ready as we would like, but we have the foundation of experience, as well as the skills and ability to handle the uncertain challenges that are inherent in the logging industry. Besides, you’ll be there to fall back on for advice if necessary.

There are two types of rein/reign. One refers to reins that guide and direct. After you have successfully navigated the route, steered your logging business on its successful course, and brought it to the point it is, the time will come to hand over the reins for someone else to continue the journey. Reins can also stop forward progress if the trip is over or the direction is unknown.

The other reign refers to exercising authority in the manner of a monarch (i.e., as a king) over a period. The reign of a good leader is vital to governance and order. However, the reigning period is fixed and will always require the coronation of a new leader to continue the orderly progress of the endeavor, your logging business.

So, as your reign ends, be willing and prepared to pass on the reins to the next leader of your company. You’ve prepared them well to continue what you have built. Allow them to build upon that foundation.

*(Continued on page 28)*



(Continued from page 27)

This concept applies to the American Loggers Council and state associations as well. When these young loggers approached me about not hearing their voices, I confessed that they are right because my input comes primarily from the Board of Directors. Men with considerable experience and knowledge who have built the American Loggers Council into the leading timber industry association in the country. The same can be said for the leadership of the

state associations.

Likewise, we need to begin developing the next generation of association leaders to ensure the ongoing growth and success of the associations. That is why the American Loggers Council will establish the Next Generation Logging Leadership program for tomorrow's leaders in the timber industry.

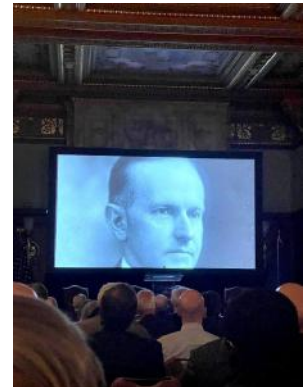
**"We must ensure that the young trees have what they need to grow."**



## **AS WE SEE IT ... MARCH 2023**

### **The Roaring Twenties - 1923 vs. 2023**

**T**he American Loggers Council, because of who we are (you) and what we represent, is widely recognized and respected. That is why the American Loggers Council was invited to attend the Coolidge Foundation centennial celebration of the Presidency of Calvin Coolidge.



Coincidentally, when Calvin Coolidge was Vice President he lived at the Willard Hotel, the same place that the American Loggers Council will be hosting the 2023 DC Fly- In and where the Council office is. The path of the American Loggers Council and the Calvin Coolidge Presidential Foundation were destined to intersect.

The conference, hosted at the Library of Congress, explored the political philosophy of economic prosperity (roaring 20s) through less government and lower tax rates.

**"Of all the forms of government, those administered by bureaus are the least satisfactory."  
-President Coolidge**

These policies were proven successful in lowering unemployment, reversing severe inflation, reducing the national debt, increasing tax revenue, and generating the last government budget surplus.

**"The collection of any taxes which are not absolutely required, which do not beyond reasonable doubt contribute to the public welfare, is only a species of legalized larceny." -President Coolidge**

An unmatched portfolio of economic experts (Steve Forbes) conservative political leaders (Vice President Pence, South Dakota Governor Kristi Noem, New Hampshire Governor and White House Chief of Staff John Sununu, Indiana Governor Mitch Daniels, and Arkansas Congressman French Hill), many other notable dignitaries and historian's framed the Coolidge years as being under-credited



(Continued on page 29)

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for the decade long impact of technological development (cars, electricity, modern plumbing, radio, movies) and economic prosperity.

The parallels between America 100 years ago and today are remarkable; the end of a pandemic; high inflation; deficit spending; war (WWI) debt; political division; and civil strife. But unlike 100 years ago, America today does not have political leadership that looks at history, learns from it, uses what proved successful, and put the greater good first.

It was said by Winston Churchill that those that fail to learn from history are doomed to repeat it. History may be a source of learning that can allow those that “learn from history” to benefit from the successes demonstrated by prior events and responses.

Oh, for our elected officials' days of principled public service leadership. We like to imagine that over the past 100 years, we've evolved into a greater republic led by more enlightened leaders. But the statesmen of yesteryear are mere historical figures, scarce in today's halls of Congress or residence of the White House. The greatness of America was built by those before us. It is our responsibility to preserve it, not dismantle it.

The very essence of President Coolidge's common man values is reflective of the values shared by the men and women of the American logging and timber occupation. The philosophy of hard work and self-reliance, which they epitomize, was reflected in President Coolidge's quote, “Self- Governance means Self-Support.” This concept is absent in today's teachings, which question, and cast doubt on the hard work and self-determination character of the men and women who work in the woods. President Coolidge's reduction in governmental regulation, under which today has heaped such a burden upon the logger that they struggle to shoulder it and still provide for their family and business, would be welcome 100 years later.

President Coolidge served the U.S. and the American people selflessly, and when he came to the point that he felt he had done all he could for his country and countrymen as an instrument of Divine Providence “of which I am but one” he stepped aside. He knew to whom he was entrusted with honor and responsibility: “no pledge except to serve them.” Perhaps he knew that many “self-made men all too often fall prey to worshipping their maker.”

**“It is a great advantage to a President, and a major source of safety to the country, for him to know that he is not a great man,”** President Coolidge said upon his decision and announcement that he would not be seeking another term. However, he was widely assumed to have been elected.

A new generation of civic leaders will determine the future of the United States. Fortunately, 100 of the best and brightest college students, Coolidge Senators, were in attendance and participated in this reflection on how a reluctant public servant, President Calvin Coolidge, embraced the challenges of his time with the conviction and wherewithal to make complex, albeit not always popular, decisions based on moral convictions, with the good of all over the good of few, as his compass. Perhaps one of these Coolidge Senators will embrace the Coolidge philosophy and lead the United States back to a period of prosperity, peace, and progress.

**The Coolidge Presidency provided a model for prosperity. We can replicate it or suffer from the Hoover Presidency economic model.**



# \$100 NEVER TOOK YOU SO FAR.

## ...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!



AN INDEPENDENT FORESTRY & AGRICULTURAL COOPERATIVE

[www.SouthernLoggers.com](http://www.SouthernLoggers.com)



## 29 FUELING STATIONS

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Chopin, LA  
DeRidder, LA  
Hodge, LA  
Mansfield, LA  
Pineville, LA  
Port Hudson, LA  
Winnfield, LA  
Zwolle, LA  
Monticello, MS  
Redwood, MS  
Chillicothe, OH  
Allendale, SC  
Georgetown, SC  
Orangeburg, SC  
Domino, TX  
Evadale, TX  
Lufkin, TX  
Pineland, TX  
Covington, VA



**THIS LETTER WAS ADDRESSED TO EACH MEMBER AND GIVEN TO SC U.S. HOUSE AND  
SENATE MEMBERS ALONG WITH THE AMERICAN LOGGERS COUNCIL AND SCTPA  
INFORMATION FOLDER DURING THE MARCH FLY IN IN WASHINGTON, DC.**

\*\*\*\*\*

March 23, 2023

The Honorable Tim Scott  
U.S. Senate  
104 Hart House Office Building  
Washington, DC



Dear Senator Scott,

On behalf of the professionals harvesting, producing and transporting South Carolina's sustainable and renewable forest resources, we appreciate your service to the Palmetto State in Washington, DC.

South Carolina's forestry and forest products industries has an economic impact of \$23.1 billion annually. Timber is our state's Number One cash crop. Forest products exports are exceed \$1 billion annually from the Charleston port.

Our overall forest industry ranks first in employment including our professional timber harvesting, wood supplying, timber trucking businesses and forest products manufacturers with over 90,000 employed workers.

There are many challenges to our timber harvesting segment such as the availability of auto liability insurance for unmanufactured forest products trucks and the extremely high costs for this coverage even for good operators with favorable driving records. Coupled with the insurance crisis is the shortage of safe, qualified drivers to operate timber hauling units.

As our pulp and paper and even solid wood products industries continue to improve, the forest products industry, timber harvesters and timber suppliers face business and operational challenges to meet the demand for timber to manufacture products.

The challenges faced now not only impact the timber harvesting and wood supply segments, but also impact solid wood products, pulp and paper products manufacturing and timberland owners.

Alternative markets for the utilization of wood and woody biomass for the production of renewable energy, wood pellets and bio-fuels and other bio-related products is needed and would improve availability of wood markets.

These alternative markets not only help the timber supply and timber harvesting segments, but also helps forest landowners and rural communities for economic enhancement via jobs, local boost to their economy and overall contributions to our state and nation's economy.

Technology is becoming available to utilize woody biomass for the processes to convert woody material to various products. These processes are environmentally safe, efficient, "green in nature," improve our air and climate, sequester carbon, create jobs and are good for the utilization of our sustainable and renewable forest resources.

However, much is needed via support for increased funding from Washington to increase the incentives for current and potential users of woody biomass to create these alternative markets in South Carolina.

The issues needing your support and your assistance are issues needed to enhance the timber harvesting and forest products industry in South Carolina as well as nationally. The issues are:

- **Support for the Revision and/or Elimination of the Federal Excise Tax on Semi-Trucks and Trailers.**

The Federal Excise Tax on semi-trucks and trailers is 12%. This tax adds greatly to the cost of a new

*(Continued on page 32)*

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truck tractor and/or trailer. By revising the Federal Excise Tax code or eliminating the tax might encourage truck owners to purchase new trucks equipped with improved efficiencies for fuel, emissions and safety.

- **Support the Future Logging Careers Act.**

The bill introduced is important to the sustainability of the professional timber harvesting industry, both in South Carolina and nationwide. For the most part, logging businesses are generational businesses much like farmers, ranchers and other rural resource providers. Our industry is “getting older” and our industry needs more youth to be able to learn the business and its operations from the ground up. Youth exemptions currently exist for the agricultural segment. These bill will greatly enhance the ability of professional logging businesses to teach and train their sons and daughters ages 16 and 17 to learn to carry on the family’s logging business.

- **Support the Strengthening Supply Chains Through Truck Drivers Incentives Act of 2022.**

There is crisis in the Timber Transportation Segment that is Driver Shortages. Transporting timber products and wood chips harvested on a logging site to wood receiving markets is severely impacted by the driver shortages occurring now. Drivers are getting older and retiring and some drivers have exited the profession to other employments. Creating incentives would perhaps encourage potential drivers to enter the career and assist in attracting younger generations into a driving career.

- **Support the Safe Routes Act of 2023.**

This bill is to be introduced. It would amend Title 23, Section 127. This would allow Unmanufactured Forest Products to be trucked on the Interstate Systems WITHIN each state for up to 150 miles at the state Legal Gross Vehicle Weight. This would improve highway safety, transportation logistics, reduce costs, improve motorists and truckers’ safety and reduce truck loads on rural and state highways. Your support on this matter is requested. This is a simple solution to save lives of our log truck drivers as well as the motoring public that does not understand how to share the road with commercial trucks, who are distracted while driving due to the use of hand held devices. This would also assist in reducing the wear and tear on our state and rural roads.

- Support increased funding for road and bridge improvements to better serve our wood supply chain and businesses nationwide. Our infrastructure is in dire need of improvements to allow for more efficiencies in transportation logistics.

- Support legislation to reduce the tax and regulatory burdens placed on small businesses to help stimulate continued economic growth, help create jobs and enhance small businesses to contribute to local economies.

On behalf of South Carolina’s professional loggers, timber producers and unmanufactured forest products truckers, please support legislation to sustain our healthy forests and businesses to continue to provide the benefits of our sustainable and renewal forests.

Our wood supply chain consisting of landowners, loggers, wood dealers and wood consumers need a viable industry to sustain and create jobs, improve economies, create emerging industries, compete in the global marketplace and sustain our healthy, sustainable and renewable forest resources.

Again, thank you for your service and support of our state and nation’s professional timber harvesting, forestry and forest products industries.

Sincerely,

*Crad Jaynes*

Crad Jaynes  
President & CEO  
Lexington, SC



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www.amloggers.com

## **Congressional Fly-In After Action Report**

States have responded with Fly-In summary reports identifying the number of meetings that they had; who attended; issues and responses; and impressions. Approximately 75 representatives from 21 states participated in the 2023 DC Congressional Fly-In.

You blanketed Capitol Hill in a highly visible manner that let Congress know that the “loggers” were in town. Your direct contact with Senators, Congressman/woman, and staff accomplished more than a \$20,000 / month K-Street lobbyist could have done. Your timing ensured that the logging issues will be considered in current and future legislation. You opened doors that the ALC will now be able to access with greater credibility. We will be following up with all the offices that you met with.

In total there were nearly 100 Congressional Meetings in roughly one day! Outstanding job! There were additional agencies (USFS) and other affiliated organizational meetings. The Congressional Briefing brochure was dropped off at many other offices where appointments were not secured. The Fly-In was leveraged to the maximum.

The Congressional Reception was attended by five Congressman and two Senators who all addressed the guests. The importance of their attendance must be recognized as they made the commitment to leave the Capitol during ongoing votes to travel personally to meet with the loggers. Also attending the Congressional Reception were representatives from John Deere, the Biomass Power Association, and the U.S. Forest Service.

They asked the bank robber Willie Sutton, when he was caught, how come he robbed banks? He replied

“because that is where the money is”. Why do we go to Washington, DC? Because that is where the policy and legislation (money) is made that affects the logging industry. Same concept.

The Congressional DC Fly-In was an investment by your organizations and the ALC to re-establish our presence in DC after a 4-year absence due to the COVID-19 Pandemic and restrictions. It was critical, with the changes during our absence, to meet new Congressional Representatives and staff, and introduce our legislative agenda. There is not a more effective way than for the Congressional Representative’s “constituents” to meet directly with them and their staff. Your attendance and active participation ensured access to nearly 100 Congressional offices.

Also of note, the Federal Forests Resource Coalition was in DC for the two days preceding our Fly-In and met with additional Congressional offices and agencies. So, DC was covered for the entire week, hearing from all sectors of the timber and forest products industries.

The Fly-In coincided perfectly with the peak bloom of the Cherry Blossom trees which added another highlight to the event. The Associated California Loggers arranged for a presentation of a ceremonial gavel to Speaker of the House McCarthy which allowed for the ALC to be introduced to the Speaker directly. Louisiana Congressman Garret Graves hosted an after-hours Capitol tour for the Louisiana logger’s delegation. Other social events and opportunities rounded out the Fly-In.

In summary, the Fly-In was very effective and contributed to the potential of getting some of our legislative agenda across the finish line this session.





# SCTPA VISITS “THE HILL”



(l-r) Crad & Brenda, Darcy Merline, Sr. Legislative Aide for Congressman Ralph Norman (SC-R-5) & Cody Sims, Sr. Legislative Aide for Sen. Tim Scott (SC-R) at ALC Congressional Reception



(l-r) Heather Smith, Congressman William Timmons (SC-R-4) Chief of Staff, Brenda & Crad



(l-r) Legislative Aide Will Cantrell, Crad & Brenda & Congressman Ralph Norman (SC-R-5)



Crad & Brenda with Congressman Jeff Duncan's (SC-R-3) Sr. Legislative Aide Will Lane



(l-r) Scott Graber, Sen. Lindsey Graham's (SC-R) Sr. Legislative Advisor with Brenda & Crad



Brenda & Scott Dane at ALC Washington DC office



Brenda & Sen. Tim Scott's Sr. Legislative Aide Cody Sims in Sen. Scott's conference room



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# Risk In the Asphalt Jungle



For some, the American Dream is trucking. To climb up, take the wheel, steer through challenges and opportunities towards a purposeful life. Sure, there are a few “truckers” in the Fortune 500. You know them, they are household names. Each started with one truck.

Data tell us 97% of businesses with commercial-grade trucks have 20 or less; 90% have six or fewer. This fundamental “industry” is really an eclectic-yet-interconnected mix of small business niche-players who populate our roadways while running our supply chains.

Day-in-day-out, men and women proudly mount their cab mentally and physically prepared to endure any-and-all unforeseen encounters to deliver what you need and want. Everything. Everywhere. These highway pilots merely do their jobs while trying to get home safely to their families, friends and neighbors. But they are vulnerable.

Although the trucking industry spends at least \$9.5 billion on safety per year, things go wrong on our crowded and dynamic roadways and accidents happen. It is legitimate to state that neither drivers nor owners cause harm intentionally. Regardless, when a mistake is made, government-mandated insurance is there to pay true expenses and restore what it should. But insurance, commercial or otherwise, was never intended to enrich or provide windfalls.

Recently “the system” of civil justice tested the trust and faith of our citizenry. We saw evidence of decades of civil greed seeding criminal conduct.

What’s been witnessed begs legislative review, likely some reform, as all systems require.

The sheer ubiquity of lawsuit marketing ads viscerally invades our common and human senses. What is supposed to be a balanced system has taken on the appearance of a game with perverse incentives to run up judgment-stacking “awards” with a “win at all costs” fervor. Relentless ads have shifted expectations of common-sense, congenial resolution of disputes and injury claims to greed with an impulse to “sue!” They create the implication that some hallowed halls can be gamed like casinos, delivering “awards” and fees like were never envisioned by the founders.

Under South Carolina’s current civil liability system, all liability can be shifted against defendants who are factually only fractionally at fault. It’s an outlier system that does not exist in our sister states, punishing mistakes by allowing them to be monetized through forced, inflated settlements - or face a potentially prejudiced jury who views the money at stake as “just insurance.”

People who are legitimately injured are rightfully deserving of fair compensation where it exists. But excessive demands, abusive practices, and fault-shifting also harm collaterally-damaged defendants, workers and insurance markets who can’t predict or sustain the liability for the mistakes of others.

Thankfully, a majority of our state’s Senators have filed a bill which will reign-in one of the worst injustices in our civil courts: “The search for the deep pocket.” The “SC Justice Act” is a long-deferred initiative responding to two S.C. Supreme Court directives dating back to 1991 and 2005, by properly codifying a “system” which provides at-fault transparency and a complete Jury Form so they may impartially and fairly apportion to each party their share of fault and correlated liability.

These changes are essential to the sustainability of small enterprises, to protect citizens and entrepreneurs with earned assets from lawsuit abuse, and to restore justice and the public’s trust in these branches of state and local government.

Our state’s public policy makers’ job is to ensure justice - along with everything reasonable to make conditions ripe so that South Carolinians have their names on doors and behind the wheels of commerce.

*(Continued on page 37)*



(Continued from page 36)

(The legislation referred to here is S.533, residing in the Senate Judiciary Committee)

Submitted by:  
J. Richards Todd  
President & CEO  
South Carolina Trucking Association  
PO Box 50166, Columbia, SC 29250  
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\*\*\*\*\*

**SCTPA Comments:** SC Senate Bill 533, The SC Justice Act, is a very important bill for SC and its businesses. As of mid-April, the bill still resides in the Senate Judiciary Subcommittee. This Act aims to end the Search for the Deep Pocket by changing state law so that parties less than 50% at-fault will only have to pay their fair share of liability for damages.

Florida enacted a bill, House Bill 837, for comprehensive legislation to reform the state's civil litigation system. Governor Ron DeSantis signed the bill into law just one day after the final vote.

Florida's new law increases transparency in civil proceedings by curtailing the ability of plaintiff's attorneys to introduce fictitious and inflated medical bills at trial. Phantom damages are but one of the tactics used by the plaintiffs' bar to create a pervasive climate of law-suit abuse that has sent insurance rates soaring to unsustainable levels, adding a new layer of stress to the supply chain.

American Trucking Association President & CEO Chris Spear said, "When the plaintiffs' bar perverts civil litigation into a profit center to line their pockets, the costs are borne by everyone – not just trucking companies, but consumers too in the form of higher insurance rates and higher prices for every day goods."

Alix Miller, President & CEO of Florida Trucking Association said, "For decades unscrupulous attorneys were allowed to take advantage of an unfair judicial system. With the signing of this legislation into law, Florida is taking a major step in shutting down billboard lawyers and strengthening our supply chain and economy."

So this begs the question ... why can't this be done in

South Carolina? It's simply because there are too many lawyers serving in the SC General Assembly and not enough "real" business people.

Senate Bill 533 has 24 sponsors and only 2 of the sponsors are attorneys. There are 22 non-sponsors and 16 are attorneys. Are attorneys in the SC Senate or House going to pass civil justice reform that might "hurt" their livelihood? The answer is simply...No.

The Senate Judiciary Committee Chairman is Luke Rankin who is a plaintiffs' attorney. Senator Gerald Malloy is the Judiciary Subcommittee Chairman and he too is a plaintiff's lawyer. So where's the justice in that.

SC Trucking Association President & CEO Rick Todd said, "If we are what we purport to be a pro-business hub for advanced manufacturing like tires, autos, jets, and their transportation, distribution and logistics supply chains, then it's past time for South Carolina to reign in abuses built into our civil 'justice' system. We should not court them with incentives, only to abuse them in court when they make a mistake."

SCTPA urges everyone to contact your SC Senator and say you and your business support Senate Bill 533 and urge your Senator to support it as well.

Time is short for this legislative session and hopefully Senate Bill 533 was not and is not DOA... Dead on Arrival.



# Driving Tips for Log Truck Drivers

By Caldwell Spence, Senior Risk Control Consultant, BITCO Insurance Companies



## How to Tackle Tail Swing Radius, Turns, Curves, Backing, Stopping, Parking, Night Operation, and More

**L**og truck drivers are an integral part of the transportation industry. As such, it is important to ensure their safety on the roads. To encourage safe driving practices, we have compiled a list to help log truck drivers tackle different situations they may face while on the road.

### Tail Swing Radius/Log Overhang

Drivers must be aware of the dangers that exist to nearby structures, approaching traffic, and motorists following behind log trucks when logs extend past the rear of the trailer. To tackle tail swing radius/log overhang, remember these tips:

You are responsible for your load! Maintain your lane and do not turn while a vehicle is in danger of being struck by your extended logs.

Make it visible! Always mark the longest log, per State statutes. At BITCO, we recommend a minimum of two highly visible load flags and an amber strobe light on the longest log, day or night. Check State laws for flag requirements.

Certain States have limits on load length and some require Permits, while others do not. Ensure you know the laws in your State. We recommend going shorter, when in doubt. For States with no limit on length, avoid logs "sweeping" the road.

Before your trip begins, become familiar with your route while considering stops along the way for fuel or breaks, avoiding congested downtown areas when possible, and turns along the way, including the mill entrance or possible roundabouts.

Watch for others and watch your load. Be aware of other vehicles, structures, and pedestrians.

Check your mirrors – look left, right, and left again before starting your turn. Signals should be used well in advance when preparing to make a turn.

Know the distance between stop signs/lights and railroad crossings. Don't get trapped with your logs extending over the tracks. If necessary, choose a different route.

### Turns, Curves, and Stopping

Log truck drivers must always exercise caution while negotiating curves, making turns, and stopping. The more informed and prepared a driver is, the safer their drive will be.

Speed kills! Speed is often a cause of rollovers and other vehicle accidents. Traveling too fast also allows less time to react to situations that may be "around the bend."



*(Continued on page 39)*

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Always slow down well in advance of turns, curves, and stops.

Use downshift gears and the exhaust brake or "Jake Brake," as necessary, to reduce vehicle speed.

Drive below the posted speed limit. Speed limit signs state the maximum safe speed for automobiles, not log trucks – especially when loaded.

Maintain your lane. Crossing the center line may result in a head-on collision. On multi-lane highways, drifting into another lane may result in sideswiping other vehicles. If your truck/trailer leaves the highway surface, the drop-off or soft shoulder may cause a rollover due to a momentum shift of the vehicle and its load.

If your loaded log truck is involved in a hard-braking incident or vehicle accident, logs may shift and slide forward, striking the truck's cab and possibly injuring the driver. Aluminum "headache racks" offer minimal protection from logs striking the cab, especially when there is enough space for the logs to gain momentum before making contact. The type of "headache rack" that provides the best protection is one that is constructed of heavy metal and welded onto the front of the log trailer. Logs should be loaded as close to this guard as possible.

### **Backing Up**

Backing a log truck is extremely dangerous, especially with a loaded truck, and should only be performed when necessary. Use the following recommendations when considering backing:

Drivers should avoid backing log trucks into or out of highways at all costs. The time it takes to perform this maneuver creates increased exposure to being struck by other motorists traveling on the Highway. If backing is necessary, never attempt backing into or out of a Highway without Spotters/Flaggers. Also, be sure traffic warning signs, such as "Log Trucks Entering Highway," are posted in each direction, well ahead of the logging site.

Always check behind your truck/trailer before backing. Back-up cameras on vehicles are helpful, and some loggers have even installed them on their trailers.

When possible, plan your travels to avoid backing up, especially for stops along the route for food or breaks. Finally, before driving away, perform a walk-around, as other vehicles may have parked behind or beside the log truck after you parked.

### **Parking**

Always obey parking laws when parking your log truck/ trailer. When it is necessary for a driver to park their vehicle parallel to a highway, always park on the right side of the road, with the flow of traffic. Doing so will reduce the risk of an accident and ensure you are not liable if your truck/ trailer is struck by another vehicle. Check your State/local statutes for specific information.

The safest and most secure place to park your truck is a gated, fenced, and lighted office/shop/yard with a security system, including video surveillance monitored by a third-party vendor. The company's policy should include controls for vehicle key security.

### **Night Operation**

Driving a log truck at night can be a challenging experience but careful planning and safety measures can greatly reduce the risk of an accident. When driving at night, consider the following:

Perform pre-trip/post-trip inspections.

Make your lights and tape "pop!" Keep an old rag or towel handy and frequently wipe dirt/road film off lights and reflective tape to improve their visibility.

Driving at night is more dangerous due to reduced visibility, resulting in less time to react to other vehicles, pedestrians, and wildlife. Slow down and keep your eyes moving.

Get on board with Telematics! GPS monitoring and dash cameras have proven to be very valuable for owners and drivers of log trucks. BITCO has successfully used GPS information and dash cam video to de-

*(Continued on page 40)*



(Continued from page 39)

fend our customers and their drivers during lawsuits resulting from vehicle accidents. GPS units or dash cameras from a provider are best, as they store information in a "cloud" rather than on a SIM card. SIM cards are unreliable and may be lost or damaged. It is imperative that companies have someone in management analyze the data from these systems and coach drivers on the results.

### General

Check out these other recommendations to help you arrive at your destination safely.

Handheld devices are not allowed while driving. Hands-free devices, such as Bluetooth, may be required. Check your company's policy as well as State and local statutes.

Seatbelts are required while driving. Drivers increase their chance of surviving a crash when wearing a seatbelt. Also, while the fine for not wearing a seatbelt may be low, this violation can have a negative impact on DOT/CAB Reports, as the penalty is one of the highest point values in the system.

With proper training and practice, drivers can become safer and more efficient. For more safety tips, contact your local BITCO Insurance Companies Risk Control Consultant.



## *Timber Talk*

*Your Voice for South Carolina  
Timber Harvesting*

Contact Crad Jaynes at  
1-800-371-2240 or [bcjpaw@windstream.net](mailto:bcjpaw@windstream.net)

# SCTPA MEMBER BENEFIT & SERVICE



Contact Steve Wilt (843) 566-5463  
or Jalisa Byas (803) 381-2198 to Get  
Your Savings.

## NEW Michelin & B. F. Goodrich Tire Discount Program

SCTPA has partnered with Michelin and B. F. Goodrich (BFG) to offer ACTIVE dues paid members the opportunity to save money on tires through this program.

SCTPA President Crad Jaynes said, "SCTPA is pleased and proud to partner with Michelin North America to offer this valuable and cost saving opportunity for our members. Our members are always our first priority and when our association can provide a cost saving program like this, it is a "win" for everyone. I appreciate Michelin partnering with us in this program."

This program is available to ALL active dues paid members in all SCTPA member categories. This program has been effective since June 1, 2019. Members are able to visit any local Michelin dealer. Program requires an application be completed and the use of a credit or debit card.

### Member Process for SCTPA Michelin & BFG Tire Program

- 1) Contact SCTPA to receive active member number, membership period and member status (logger, wood dealer, etc.).
- 2) Must be an Active Dues Paid SCTPA Member.
- 3) Interested SCTPA members should reach out to your local Michelin Tire Dealer.
- 4) Complete the application and forward it to Jalisa Byas ([Jalisa.byas@michelin.com](mailto:Jalisa.byas@michelin.com)) or Steve Wilt ([Steve.wilt@michelin.com](mailto:Steve.wilt@michelin.com)) Jalisa is the SC Representative and Steve is the Territory Manager. Application available from SCTPA. Write your SCTPA member number and member period on the application at the top left under Michelin logo. Example: SCTPA ##### / 01-01-19/20. Sign and send both the Application and Conditions of Sale pages.
- 5) Either Jalisa and/or Steve will verify active membership with SCTPA's Crad Jaynes.
- 6) Once application is verified, it will be sent to Michelin for approval.
- 7) Michelin will provide the customer with a Bill To and Ship To Number. At that time, the member will have to Register their account at **Michelinb2b.com** and upload the member's Credit or Debit Card.
- 8) Program available to ALL members registered as active dues paid SCTPA members.
- 9) Program available for Michelin and B.F. Goodrich tires. Tires available are Truck, Light Truck, Passenger Car & Agricultural, Industrial & Off Road Tires & Retreads.
- 10) Once a member is registered on **Michelinb2b.com**, member will have access to all their purchase reports and tire pricing.
- 11) Members can go to any Michelin dealer to purchase tires.
- 12) Tires cannot be ordered online or shipped to the customer. Must go through a Michelin dealer.

SCTPA is pleased to offer our members this tire discount program on the high quality tire products offered by Michelin Tire and B. F. Goodrich Tire. Should a member have any questions, feel free to contact SCTPA.

Please contact our  
endorsed SC Timber  
Producers Association  
broker - Mark Snelson  
(843)325-1211  
msnelson@sc.rr.com

**Our Mission** | To revolutionize what EMPLOYER GROUPS expect from their Agency.

# A Revolutionary New Experience

We feel that groups in today's complex and constantly changing environment need more than simply proposals and service. We understand that you are expected to sometimes be a lawyer, accountant and human resources department all at once, and we've expanded our portfolio of services to include things to help you wear all those hats.

## Here are some of the cool things we are doing very, very well.

### Online Benefit Enrollment Tool

Enroll and manage your entire employee benefits package online — no more paper forms!

### Customized Benefit Booklets

We create a customized professional benefit booklet for you. They run the full gamut of all the benefits that your group offers their employees.

### ERISA WRAP Documents

That's right, we will complete the ERISA WRAP Documents, and have the full Summary Plan Descriptions (SPDs) including mandated ERISA language ready for your group to distribute to employees.

### Full Online HR Library

Easily share our HR Library with your employer groups and can assist them with such areas as OSHA, ERISA, COBRA, Immigration, Taxation and more.

Think

RateFactory

employee  
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### Quoting Tool

Send us a small group census and we'll send you quotes back from every fully insured carrier available in your market in one concise, easy to read spreadsheet.

### 1094 Completion and Distribution

We take the burden off the HR administrators by providing all forms ready to distribute to the employees of your insured groups, as well as signature ready employer tax forms. All your customers have to do is distribute them to their employees, sign the corporate form and mail to Uncle Sam.

### ACA Compliance

Our software tracks and maintains your plan to make sure that you are hitting the required governmental benchmarks.

## Our Carriers



**ATTENTION SC Timber Producers Association Members!!** Our exclusive broker, **Mark Snelson** is here to help you with all of your Medicare needs. Please contact him at:

**(843)325-1211 or msnelson@sc.rr.com**

## Medicare Supplement Plans from BlueCross BlueShield of South Carolina



Medicare alone won't pay for all your expenses. We can help you fill the gap! Call **Mark Snelson** at **(843)325-1211**. Mark is an authorized agent for BlueCross BlueShield of South Carolina, an independent licensee of the Blue Cross and Blue Shield Association.





## WestRock to Close Paper Mill in North Charleston, South Carolina

May 02, 2023 4:15 PM ET [WestRock Company \(WRK\)](#)

ATLANTA--(BUSINESS WIRE)-- WestRock Company ([WRK](#)) today announced it will permanently cease operating its paper mill in North Charleston, South Carolina, on August 31, 2023.



“WestRock and its predecessor companies have had a long history in the region operating the North Charleston mill, and the contributions of the team members over the years have been greatly appreciated,” said David B. Sewell, chief executive officer at WestRock. “The decision to close a facility and impact the lives of our team members is never easy, and we are committed to assisting our North Charleston team with exploring roles at other WestRock locations and outplacement assistance.”

The North Charleston mill produces containerboard, uncoated kraft paper (KraftPak<sup>®</sup>), and unbleached saturating kraft paper (DuraSorb<sup>®</sup>), with a combined annual capacity of 550,000 tons. Containerboard and uncoated kraft currently produced at the mill will be manufactured at other WestRock facilities. The Company intends to exit the unbleached saturating kraft paper business when the mill shutdown is completed.

WestRock is committed to improving its return on invested capital as well as maximizing the performance of its assets. The combination of high operating costs and the need for significant capital investment were the determining factors in the decision to cease operations at the mill.

The North Charleston mill employs approximately 500 people. Employees will receive severance and outplacement assistance in accordance with WestRock policy and labor union agreements.



## 2023 Western Star Association Rebate – US ALC Associations

Western Star is proud to support the American Loggers Council (ALC) and its affiliates through the extension of the association rebate program. Dealers can apply the rebate to the truck purchase or process a direct rebate to the customer. ALC Members may qualify for a rebate when they purchase a brand new Western Star 49X or 4900 logging service truck, the leading brand in the logging industry.

### Rebate amount:

- \$3,000 for 49X or 4900 model with vehicle service code of A85-012, Logging Service

### Requirements:

- **Valid only on vehicle service data code of A85-012, Logging Service.**
- **Valid only on StarQuote pricing.**
- **Not valid with stock truck concession or other program incentive claims.**
- Verification of membership or affiliation status with ALC.
- Association membership must be valid for at least **90 days prior** to retail sold date.
- Trucks must be **new** and never been retail sold regardless of model year or mileage.
- Maximum of **two (2)** trucks per customer/company in a calendar year.
- Rebate claim must be processed within **30 days** of retail sale date.
- No gliders or used trucks are eligible.
- Only one association rebate can be applied per claim per truck.

### Process:

1. Association member advises dealer they are a member of the American Loggers Council or affiliate organization, and asks dealer to verify membership with ALC.
  - To verify membership, dealer needs to contact Mr. Scott Dane, American Loggers Council via e-mail [scott.dane@amloggers.com](mailto:scott.dane@amloggers.com) at or by phone at 218.780.5927.
  - Please identify yourself as a Western Star Dealer requesting approval to offer a discount to the customer. Provide applicant name, organization, and membership number, if applicable.
  - Mr. Dane will verify and provide you with an approval. He will also send a copy of the approval to [WST-Training@Daimler.com](mailto:WST-Training@Daimler.com)
2. Association member purchases up to **two (2)** new trucks, per customer/company in a calendar year.
3. Dealer report and enter the retail sale date and warranty registers the truck(s).
4. Dealer submits a TIA using request type, Trade Association/Sales Rebate category

- *If Association does not have a membership list or number, proof of membership (i.e. Membership Card or Membership dues receipt) must be attached in TIA system.*
- 5. Dealer submits Rebate Claim Form through DTNA Portal
- 6. Association membership and truck sale are verified before TIA is processed.
- 7. Dealer can apply the credit as requested by the customer/member:
  - Dealer credits customer's parts/service account with full rebate amount.
  - Dealer pays the customer full rebate directly.

**Dealer is responsible for ensuring all conditions of this program and Association memberships are met. TIA's will not be approved if any condition or Association memberships are not in accordance with this program.**

Western Star Trucks reserves the right to terminate this program at any time without notice. Transactions submitted and approved for this offer are subject to audit at any time. Western Star reserves the right to charge back any incentives provided if it is discovered that the transaction does not fully meet the program requirements.

For questions, please contact [WST-Training@Daimler.com](mailto:WST-Training@Daimler.com)



# *Timber Talk*

*Your Voice for South Carolina  
Timber Harvesting*

Contact Crad Jaynes at  
1-800-371-2240 or [bcjpaw@windstream.net](mailto:bcjpaw@windstream.net)



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# Mark Your Calendar

## May 2023

- 9 SCTPA Newberry District Meeting, Farm Bureau Office, Newberry, 7 p.m.
- 16 SCTPA Walterboro District Meeting, Olde House Café, Walterboro, 6:45 p.m.
- 17 SCTPA Chester/Richburg District Meeting, Front Porch Restaurant, 7 p.m.
- 23 SCTPA Clinton District Meeting, Blue Ocean Restaurant, Clinton, 7 p.m.
- 25 SCTPA Board of Directors Meeting, 10:00 a.m., Hampton Inn Harbison, Columbia
- 29 Memorial Day!
- 30 SCTPA Georgetown District Meeting, Resource Management Services Office/Shed, Georgetown, 7 p.m.

## June 2023

- 1 SCTPA Pee Dee District Meeting, Schuler's BBQ, Sellers, 7 p.m.
- 13 SFI State Implementation Committee Meeting, Columbia
- 19 - 23 SC Sustainable Forestry Teachers Tour, Aiken

## July 2023

- 4 Happy Independence Day!
- 13 - 15 American Loggers Council Summer Board Meeting, Pascagoula, MS

SCTPA is available to those that need to view the 2021 SFI Timber Operations Professional (TOP) Update video to continue to be SC SFI Trained. June 30, 2022 is the deadline for viewing the 2022 TOP Update. Contact SCTPA and a group live class or individual class can be arranged.

District Meeting dates are subject to change. Meeting notices will be mailed, posted on SCTPA Facebook page and listed on the website [www.scloggers.com](http://www.scloggers.com) prior to scheduled meeting.

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.

**Crad Jaynes**  
President & CEO  
SCTPA

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**Kathy Fudge**  
Communications Director  
SCTPA

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[khfudge@gmail.com](mailto:khfudge@gmail.com)

## SCTPA Board of Directors

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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.