



TIMBER TALK

Your Voice for South Carolina Timber Harvesting

2ND QUARTER 2023

EDUCATING THE EDUCATORS

Sustainable Forestry

By Crad Jaynes, SCTPA President

The 2023 SC Sustainable Forestry Teachers Tour or as I like to call it, SC Sustainable Forestry Teachers Experience, was conducted the week of June 19 – 23 and based out of Aiken. This was our first time using Aiken as our base.

It was a great week being with the twenty-seven teachers from around the Palmetto state to teach, show, demonstrate and provide the facts about sustainable forestry, the Sustainable Forestry Initiative, private forest management, reforestation, timber harvesting, wildlife and wildlife habitat management and forest products industry for solid wood and

was excited about their enthusiasm, engagement and willingness to ask questions and desire to understand the different facets of the forestry and forest products industries.

Emily Oakman, Forestry Association of SC, tour coordinator, and I accom-

Teachers Tour Class of 2023



pulp and paper products. The teachers got a full dose of how important our \$23 billion industry is to our state.

This tour's group was a fun bunch and eager to learn about our industry and witness first hand at the various tour stops how and why sustainable forestry is practiced. As I told them in my tour opening presentation on Monday morning, we are going to treat "y'all" like kings and queens and not a "bunch of dang ole teachers." I

panied the tour for the full week. Matt Schnabel and Beth Foley, Project Learning Tree (PLT) educators with the SC Forestry Commission were with the tour for two and a half days each. Thanks to Emily for heading the tour and to Matt and Beth for their presence and PLT activities.

The teachers had to do some online work and preparation before the tour to be acquainted with forestry terms

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and gain a basic understanding of what they would see and hear on the tour. The teachers receive continuing education credit and even graduate credit for attending the week long experience.

The group gathered Monday morning at the Carriage House Inn in Aiken. After some introduction information, they loaded onto the charter bus and headed to Wallace Wood's Certified Tree Farm in Parksville. There Wallace explained how he and his family manage their tree farm for timber produc-



Wallace explains his pole timber stand and cruising timber

tion, wildlife habitat, recreation and scenery. Wallace explained how he uses prescribed fire to control unwanted understory and reduce the risk of a wildfire. He demonstrated how to cruise timber and showed his old and new cruising tools. Groups were formed and had to cruise timber at their designated plots. Wallace really had a nice stand of pine poles and pilings. Thanks to Wallace and Susan Wood for sponsoring lunch.



Wallace & Susan Wood

SCTPA provided each teacher a personalized folder with a SCTPA appreciation cer-

tificate, SCTPA and American Loggers Council stickers, a SCTPA pine and cap and articles and information on professional timber harvesting.

After lunch the group traveled to ArborGen's Taylor Tree Nursery in Trenton for an afternoon of learning how ArborGen grows improved pine seedlings using science and genetics. Austin Hall and his team explained how they work to improve pine seedlings to grow faster, healthier, straighter and more disease resistant for forest landowners to have the best tree and products. Thanks to Austin and his team for the session and sponsoring supper.

Group traveled back to Aiken for the debriefing and question and answer session, as I call it, to sit outside at

the Carriage House Inn and relax. Plus to have some beverages at their day's end sponsored by SCTPA. The evening sessions were to gather and fellowship and allow the teachers to ask me questions about what they saw each day and for me to provide more insight and knowledge for them and to hear some of my experiences over my 46 year career.

Tuesday morning the tour headed to the Collum's Lumber Products sawmill in Allendale where Jake Scott and his team provided a great tour of the sawmill facilities and explanations about the lumber manufacturing process. The teachers also toured the pole mill on site at Collum's. Thanks to Collum's Lumber Products for sponsoring lunch and the sawmill tour.



Teachers at Collum's finished lumber storage shed

The afternoon tour headed to Snelling to tour the Swiss Krono flooring manufacturing plant. Swiss Krono is a German owned company utilizing pine pulpwood to manufacture decorative flooring. Bo Carson, fiber supply manager, was not available as he was in Germany, arranged for his team members to take the teachers on a tour to explain their manufacturing process as well as the wood receiving facility and the manufacturing plant.

The tour then headed to Josh Key's Key Farms in



Josh Key explains his logging business and Key Farms

Jackson, SC. Josh is president of Beech Island Timber & Construction, Inc. and Vice-Chairman of SCTPA. Josh operates a professional logging business and explained his company's history and operations.

Thanks to Josh, his wife Cindy and the Beech Island Timber team for sponsoring the supper.

Back on the bus the tour headed back to Aiken for the evening's question and answer session. Plus evening relaxation and unwinding.

Another early start on Wednesday morning as the tour headed to Hitchcock Woods in downtown Aiken. This 2,100 acre tract is open to the public for hikers and

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horse riding traffic with 70 miles of trails. The site is used for educational purposes and recreation. Managed by the Hitchcock Woods Foundation, the site is very diverse with longleaf pine



Bennett Tucker explains prescribed burning at Hitchcock Woods

trees and many plant species. Bennett Tucker and his team did great job of explaining the preserve. The teachers conducted several Project Learning Tree activities headed by Beth Foley and Matt Schnabel of the SC Forestry Commission. Sabine & Waters, Inc. Summerville, representatives talked about their business for assisting forest landowners in forest management and environmental services. Thanks to Sabine & Waters for sponsoring the lunch at Hitchcock Woods. If you have the opportunity, go visit Hitchcock Woods in Aiken.

After Hitchcock Woods the tour headed back to Carriage House Inn for the evening to allow the teachers to dine on their own in downtown Aiken. SCTPA treated several teachers for supper at Whiskey Alley restaurant.

Thursday morning brought a change in the schedule. Due to the evening thunderstorm the previously scheduled logging site stop for Thursday morning was rescheduled to Friday morning. So the tour headed to Eastover, SC to the Sylvamo paper mill, previously International Paper's mill. There Michael Walker of International Paper as IP procures the wood supply for the mill, showed the teachers the old Spring House Plantation house and they toured the pen and hardwood plantations on the property. After lunch sponsored by Justin Demiter and International Paper, the teachers toured the paper mill. It was eye opening for the teachers to see the paper making process. They were amazed at the technology associated with the paper making process.

Then it was back to Aiken to clean up and head to Edgefield for the Sponsors Dinner at Log Creek Timber Company's Ole Timber Lodge. Tour sponsors and those that spoke during the week attended and got to hear several teachers speak about their week's

experience and thank the sponsors and others for their tour support.

Again I was able to be the master of ceremony and introduced the Log Creek Timber Company team. Reg and Tim Williams talked about the company's history, operations, introduced their team and thanked the teachers for what they do and for being on the tour.

Friday morning everyone checked out of the motel and boarded the bus headed to Log Creek Timber Company's logging site outside of Edgefield. Log Creek's crew was harvesting a 30-year old pine sawtimber tract belonging to friends of the family. Reg Williams headed the stop and explained the operations, each unit of logging equipment and the process to cut, skid and load the trucks. Teachers had the opportunity to sit in the operator's seat of the feller buncher and grapple skidder. They were amazed at how mechanized the operation was and how the professional operators performed their jobs. My deep appreciation goes to Reg Williams and Log Creek Timber Company to make this stop happen. All week Reg and I were in constant contact due to the afternoon storms to make sure there was a logging site for the teachers. Thanks Reg and Log Creek Timber Company.



Tim Williams of Log Creek Timber Company addresses teachers

Then it was off to the National Wild Turkey Federation in Edgefield, only two miles away, for the closing of the tour. The Wild Turkey Federation is a great place to visit. In my opinion, the recovery of the wild turkey may be the greatest recovery of a wildlife species. Travis Sumner, formerly a forester with NWTF, explained the Federation's mission and work to enhance and increase wild turkey habitat and the turkey population through sustainable forestry management and timber harvesting to continue to grow the wild turkey species throughout the U.S.

The teachers toured the museum and facilities and participated in a Project Learning Tree exercise called the 400-acre woods. Teachers were grouped and had to develop a management plan



Relaxing at Old Timber Lodge

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National Wild Turkey Federation entrance in Edgefield, SC

for the tract based on timber, wildlife, recreation, special site, water protection and making revenue. Then the groups had to present their tract map showing how many acres were in each criteria. Matt Schnabel led the

exercise and inputted their data into a program determining how well their management plan worked. One of my favorite PLT activities. Then it was closing time.

I was glad to make the closing remarks to express to them how much I appreciated them and how much the tour means to me personally and to our entire industry. As I related, this was my 26th tour and it is always a big highlight of my year.

I talked about “we’re not cutting all the trees” as many perceive because too many people their perception is their reality and is skewed by receiving misleading information. That perception is based on the simple lack of knowledge and the belief of what they hear and think they see and not the real facts about sustainable forestry. Personal experiences were related where I had encounters with people that didn’t know and took the opportunity to explain our industry.

As I told them on Monday, they would witness and feel the passion our industry’s professionals have for our industry segments and asked did they see and feel that passion. And the resounding reply was “YES.”

The teachers were told, now you are stakeholders in sustainable forestry. You now have the knowledge, facts, science and I challenged them to go forth and preach the gospel and be advocates for sustainable forestry and our industry. As I related, never miss an opportunity to educate someone about our industry.

The teachers began the tour with basic knowledge from their pre-tour work, but now have a deeper appreciation and more knowledge about our industry, its people and the jobs they perform as professionals in a sustainable industry and as stewards of our forest resources and environment.

As usual the one line I heard often during the week was “I had no idea.” Now they do have a greater idea and can be advocates as stakeholders in sustainable forestry, timber harvesting and forest products industries.

This group was a fun bunch. I personally thanked them for their engagement each day and getting to know each one and having the opportunity to provide my knowledge and experience, and plenty of fun stories of my 46 year career. I told them for all the evening hanger outers with me, they were official participants in the Teachers Experience Evening Evaluation Committee. It is a great pleasure to see the teachers begin and end the tour and how they absorbed the information of the tour stops and presenters. I told them... you are one of the best teacher groups I’ve had the opportunity to be with. And in my opinion... the best.

SCTPA is a proud SC Sustainable Forestry Teachers Experience sponsor and participant. Thanks to all the tour site cooperators, the wonderful sponsors and the host of forest products companies for making the teachers experience so meaningful.

Again... a great week of teacher experiences they will remember forever. Y’all teachers were awesome!!!



Baby fawn hidden beside road



Exploring beside Stevens Creek on Wallace Wood’s property



Wallace’s pole timber stand

2023 TEACHERS TOUR



Wallace Wood addresses teachers



Supper at Arbor Glen



Marking poles at Collum's Lumber Products



Unloading poles at Collum's



Josh Key speaks with teachers



Josh Key speaks with a teacher



Teacher Jeremy Puskas speaks about his tour experience



Sponsors dinner



Reg Williams explains logging job



Teachers at Log Creek Timber Company's logging job

2023 TEACHERS TOUR



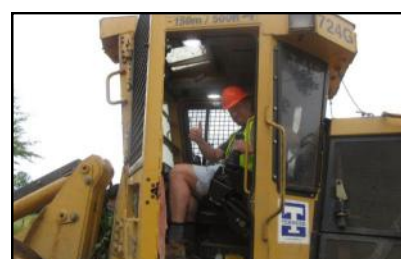
Travis Sumner, former NWTF forester, explains the Federation



Working on 400-acre management plan

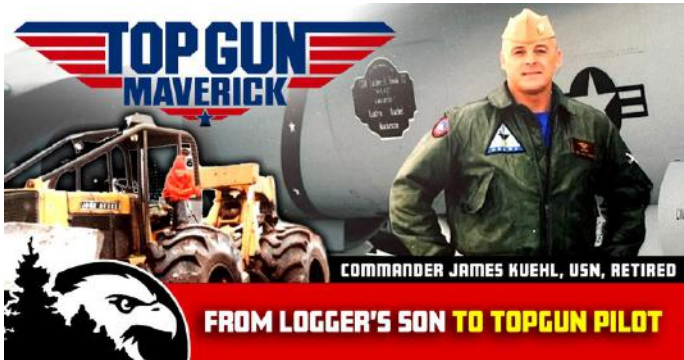


Finished 400-acre management plan



From Loggers Son to Top Gun Pilot

June 22, 2023



James Kuehl began working in the woods with his father and grandfather around the time that he was old enough to shave. Having grown up in the small logging and mining town of Ely, Minnesota, just across the border from Canada, in a logging family, James acquired the strong work ethic that drove his ambition and success.

Living near the local airport, James's attention and interest

were captured by flying. As a result, James received his pilot's license while he was still in high school. This was the first step in his aviation career. He'd planned to enter the Air Force, but when the original Top Gun movie came out, he decided to fly in the Navy.

After graduating high school, James attended the University of Minnesota through their Navy ROTC program. Upon graduation, he was commissioned into the U.S. Navy as an officer. He then attended flight school and was trained as a Navy jet pilot flying F-18s off aircraft carriers. After two deployments, he was selected to attend the Navy's TOPGUN School, where he graduated and served as an instructor for six years.



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His Top Gun call sign was "Zuel," derived from the Ghostbuster movie's character Gatekeeper "Zuul" due to his administrative responsibilities and the fact that nobody could correctly pronounce his last name Kuehl (Keel). Perhaps the call sign description was somewhat benign since it also represents a harbinger of destruction.



James attributes the hand and eye coordination that he developed running equipment in the woods and the demanding work ethic required in the logging industry as the primary contributors to his success flying as a TOPGUN pilot.

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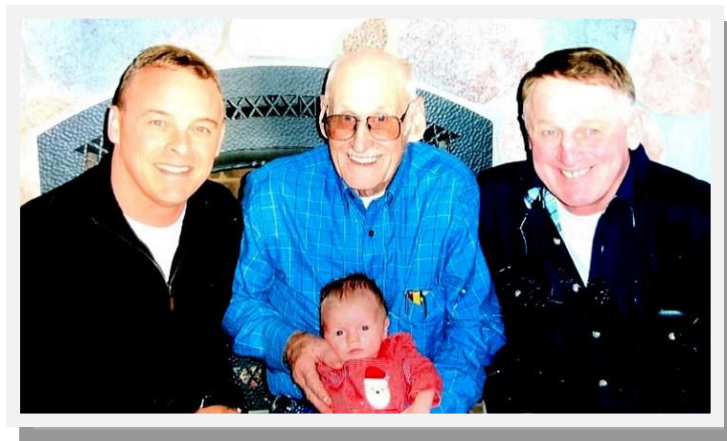
Interestingly, nearly three decades after the original movie came out, the second movie, “Top Gun, Maverick” was being explored, and Operations Officer Kuehl was stationed at what was then called NAVAL STRIKE AND AIR WARFARE CENTER (the Parent Command of TOPGUN). In his official capacity as Operations Officer, Kuehl met with the Director, Tony Scott; Producer, Jerry Bruckheimer; Tom Cruise; and other Hollywood representatives to discuss the coordination of flight activities.



As a result of his flying expertise and Top Gun status, and initial consultation with the “Top Gun, Maverick” movie, James was invited to a special screening for cast and crew in Hollywood before the public release of the movie. The premier of the new “Top Gun, Maverick” movie was held onboard the USS Midway in San Diego.



Kuehl’s family comes from generations of “Mavericks.” They can trace their logging history to the logging camps of northern Minnesota, where his grandparents logged and cooked. KUEHLS GRANDFATHER WALLACE was working in the woods into his 90’s. James’s father, Elroy Kuehl, founded the Associated Contract Loggers and Truckers of Minnesota and has served on the board continuously for 34 years. Elroy can be counted on to always be at the forefront challenging the status quo and fighting for loggers.



Whether in the woods or flying fighter jets, James has always pushed the boundaries yet remained grounded in his roots, returning home to Ely, Minnesota, periodically and not hesitating to jump back into the logging equipment and work with his father in the woods.

It’s not every logger’s son that can go from running logging equipment to flying jets as a TOPGUN U.S. Navy Pilot. Still, it is no surprise that logging teaches “loggers’ kids” a strong work ethic and the skills to succeed at whatever they pursue.

After 20 years, Commander Kuehl retired from the Navy and began a second career flying commercial jets for United Airlines.



SETLIFF LAW WINS DISMISSAL OF \$3.5 MILLION WRONGFUL DEATH CLAIM ARISING FROM WORKPLACE ACCIDENT

Setliff Law is pleased to announce that it has won the dismissal of a \$3.5 million wrongful death claim that arose from an accident at a logging site in Mecklenburg County, Virginia. The case, *Estate of Jerry*

Dean Robbins v. Wilbourne Land and Timber, Inc. et al., was dismissed when Circuit Court Judge Stephen Nelson sustained a plea in bar filed by Wilbourne Land and Timber. The plea in bar sought dismissal of the case on the grounds that Virginia's Workers' Compensation Act barred the lawsuit.

The decedent, Mr. Robbins, was working as a truck driver for Wilbourne Farms Trucking when he died in an accident at a logging site operated by Wilbourne Land and Timber. The accident involved a truck that Mr. Robbins used to haul logs from the site and a skidder, a piece of logging equipment that an employee of Wilbourne Land and Timber was operating. Mr. Robbins' estate filed a wrongful death lawsuit that asserted claims for negligence against both Wilbourne Land and Timber and its employee who was operating the skidder.

Virginia's Workers' Compensation Act expressly provides that when a person is injured in the course and scope of his employment, the exclusive remedy for those injuries is under workers' compensation laws. See Va. Code § 65.2-3079(A). This provision bars tort claims against an injured employee's direct employer and a party who meets the definition of a "statutory employer" under the Act.

Mr. Robbins' estate did not name his direct employer, Wilbourne Farms Trucking, as a defendant in the lawsuit, and Wilbourne Land and Timber sought dismissal of the case on the grounds that it was his statutory employer. Under the Act, a statutory employer includes a business owner who "undertakes to perform or execute any work which is part of his trade, business, or occupation and contracts with any other person . . . for the execution or performance" of that work. Va. Code § 65.2-302(A). Wilbourne Land & Timber argued that it was a statutory employer of Mr. Robbins because the transportation of felled trees from its logging sites to its customers is an essential part of its business, Wilbourne Land & Timber uses Wilbourne Farms Trucking for that part of its busi-



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ness, and the accident occurred while Mr. Robbins was engaged in that part of Wilbourne Land & Timber's business.

At a hearing on the plea in bar, Judge Nelson heard testimony from Adam Wilbourne, the owner of both Wilbourne Land & Timber and Wilbourne Farms Trucking, who testified that both companies work together to accomplish the business objectives of Wilbourne Land & Timber. Mr. Wilbourne testified that Wilbourne Land & Timber could not continue to operate without delivering logs to its customers, and that Wilbourne Farms Trucking performs that part of the business. The court also heard testimony and received evidence about several ways in which the companies operate together, including that Wilbourne Land & Timber foremen oversee, and have the authority to discipline or fire, Wilbourne Farms Trucking employees; Wilbourne Land & Timber employees also drive trucks owned by Wilbourne Farms Trucking; Wilbourne Land & Timber owns trailers that Wilbourne Farms Trucking uses to haul logs; Wilbourne Land & Timber has purchased fuel and parts for trucks owned by Wilbourne Farms Trucking; and Wilbourne Land & Timber mechanics service trucks owned by Wilbourne Farms Trucking.

After more than a year of discovery, including on facts in dispute for the plea in bar, and shortly before trial was scheduled to begin, Judge Nelson informed the parties that he was sustaining the plea in bar and dismissing the case.

Setliff Law attorneys Steve Setliff and Danielle Brim led the defense of the case with the assistance of paralegal Julie Turner. If you'd like more information about the case, or about the defense of personal injury cases in general, contact Danielle Brim (dbrim@setlifflaw.com) at (804) 377-1264 or Steve Setliff (ssetliff@setlifflaw.com) at (804) 377-1261.



SCTPA

PRESIDENT'S MESSAGE



By Crad Jaynes, SCTPA President

Summertime is here with the hot SC temperatures and pop up thunderstorms to go along with the heat. The second quarter was somewhat strange for the weather. The cooler temperatures seemed to be prolonged into May with unusual heavier rainfall than expected. The wet conditions created issues around the state with timber harvesting sites. Many crews were moving as much as twice a week to locate to better ground conditions. But hey... that's logging... right?

Market conditions did not appear to have improved much as many mills were simply full of wood. In my conversations with many loggers asking what was going on, my response was it appeared the products out the back end of the mills were not selling at the pace accustomed to market conditions. The pulpwood delivery strain for markets continued to be tight with consistent wood order quotas in place. The tight pulpwood delivery strain already in place coupled with the closure of two paper mills. Canton, NC and Charleston, and one mill in Hartsville converting to 100% recycle material, placed an even heavier burden on the logging force. It did appear the sawtimber markets were reasonably steady. Not every mill is operating at 100% capacity for the products being manufactured.

The SC General Assembly closed the 2023 session which is the first session of the two year cycle. All bills not acted on this year will be carried forward to 2024. SCTPA supported several bills important to our industry. Senate Bill 533, SC Justice Act, did not make it out of the Senate Judiciary Subcommittee. The bill would help curb the "search for the deep pocket" in liability lawsuits. The bill aims to change state law so parties less than 50% at-fault will only have to pay their fair share of liability for damages. SCTPA provided written testimony supporting the bill and contacted Senators for support. Senate Bill 576 did pass to limit the amount of land owned by foreign countries. SCTPA supported the Forestry Association's opposition to the initial bill and sup-

ported their offered amendment. The amendment prohibited land ownership by adversarial foreign countries to the United States... China, North Korea, Russia, Cuba and Iran. Another amendment by Senator Chip Campsen was supported 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. SCTPA provided written testimony to the lead co-sponsor Senator Rex Rice to oppose the initial bill and to support the amended bill.

In Washington, DC continued efforts by the American Loggers Council (ALC) and state associations such as SCTPA to enter the Safe Routes Act of 2023. This would allow timber hauling trucks to utilize the interstate system within the state hauling the state legal GVW for state roads. Senator Ron Johnson (R-WI) introduced the bill in the U.S. Senate. ALC continues to advocate for the Future Logging Careers Act to allow sixteen and seventeen year old children of logging business parents to work on a fully mechanized job. Efforts continue to have the Northern long-Eared Bat not listed as an endangered species. A U.S. House Resolution, fully supported by SCTPA, was passed requesting the President rescind the listing. It's not forest management or timber harvesting creating the bat's population decline, it's the white nose syndrome disease they suffer. Get the bat a "vet" and leave sustainable forestry alone.

The SC Sustainable Forestry Teachers Tour welcomed 27 teachers from around the state for five days of education about sustainable forestry, timber harvesting, forest products manufacturing, etc. Based out of Aiken, the teachers visited a certified tree farmer, seedling nursery, sawmill, flooring mill, logging operation and participated in Project Learning Tree activities. The tour was my 26th and enjoyed educating the educators about our industry.

Spring district meetings were conducted around the state in May. These were the first since 2019 due to the pandemic. Attendance was good to fair

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and certainly appreciate those who attended to meetings to hear updates on the industry.

As we move into the 3rd quarter, I will be attending the American Loggers Council Summer Board of Directors meeting in Pascagoula, MS. It's also time to begin planning for our 2024 Annual Meeting February 23 -25 in Myrtle Beach.

My best wishes to all for a pleasant and safe summer. Remember to stay hydrated on hot summer days in the woods. Yall take care. As always... Log On & Truck Safe!



Federal Overreach – Northern Long-Eared Bat

White-nose syndrome (which is what is actually killing the bats) is in the hibernation caves, not in the forests, has spread to 90% of their range and will be at 100% within a couple of years and has a 90% - 100% mortality rate. Restricting forest management will not address the root cause of the mortality, but it will impose significant economic hardship on the timber industry for no reason.

The Senate just passed SJR 24 rescinding the Endangered Species listing of the Northern Long-Eared Bat.

The Biden Administration stated that "Overturning protections for the northern long-eared bat that are rooted in science would undermine America's proud wildlife conservation traditions and risk extinction of the species."

For these reasons, if Congress were to pass SJR 24, the President would veto it.

The overreaching actions under the guise of protecting the Northern Long-Eared Bat have nothing to do with science. If they did, they would attack the cause (fungus in caves during hibernation) instead of targeting forest management. Proper forest management contributes to and supports "America's proud wildlife conservation tradition."

This listing will do nothing to reduce the mortality. It will only serve as another weaponized tool to obstruct forest management through incessant litigation, if not shutting down altogether forest activity for months at a time.

The American Loggers Council strongly urges President Biden to support the Joint Resolution if passed with bi-partisan support in the House.

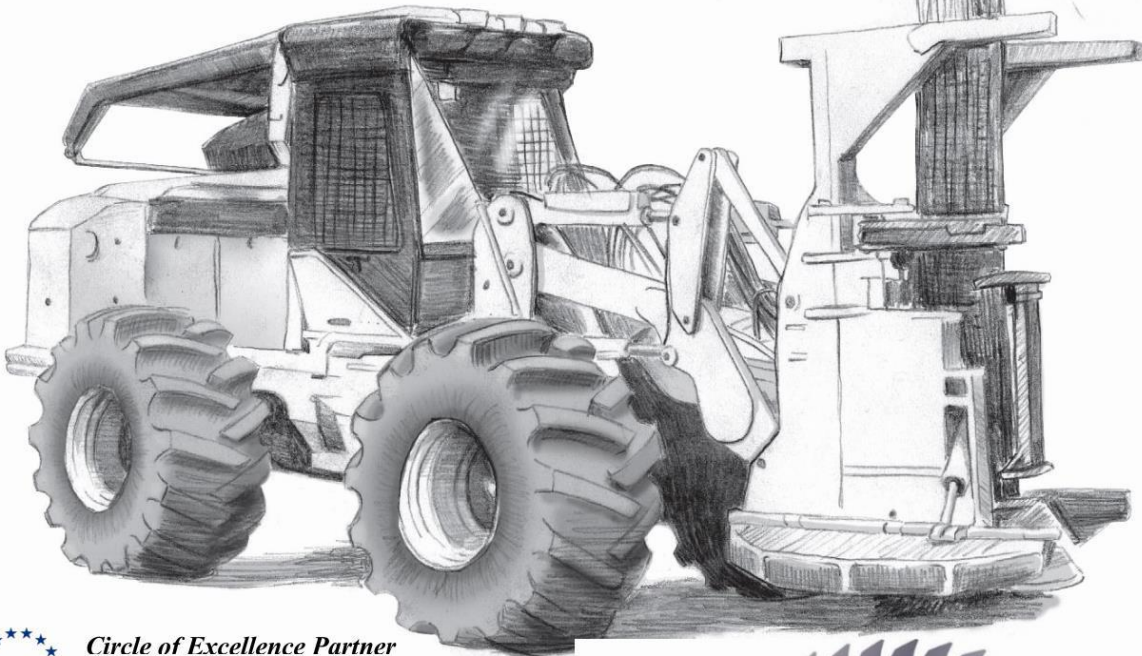


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Contact Crad Jaynes at
1-800-371-2240 or bcjpaw@windstream.net

ALC Presents Gavel to U.S. House Member Doug LaMalfa

The American Loggers Council, on behalf of the American timber industry, presented a gavel made from salvaged wildfire timber to Rep. Doug LaMalfa (CA), who Chairs the House Agriculture Subcommittee on Forestry. The gavel symbolizes the need for improved forest management and is a reminder of the consequences (wildfires) that have destroyed millions of acres of forests due to inadequate proper forest management.



"In Northern California, we know the importance of properly managing our forest lands for our local economies and to reduce the great fire risk we face. It promotes our forest health and enhances water quality and supply. We have seen the consequences of the current Forest Service policies firsthand and know they aren't getting the job done at the pace or scale needed. We must escalate these priorities on a national scale. I look forward as Chairman of the Forestry Subcommittee to further spotlighting and making the needed changes to achieve forestry reforms that fast-track restoring our national forests to health and productivity while helping to reduce major fire risk," said Congressman LaMalfa.

This gavel was made by a Trinity High School senior named Logan Nylund in the advanced wood shop class taught by Paul York. Logan was born and raised in Trinity County, and his father has been a timber faller his entire career.

The gavel is made from Douglas Fir salvaged from the 1,032,648 August Complex Fire of 2020. The USFS Shasta Trinity advertised the Forest Glen fire salvage sale in December 2021. Trinity River Lumber Company was awarded the contract on December 17, 2021, and salvage operations started immediately.

The log that this gavel was made from was hand selected to make 4x12 vertical grain timbers out of for a table that has been made for the California Forestry Association. The log was then put through Trinity River Lumber Company's mill in Weaverville, California, to produce the requested vertical grain 4x12.





AS WE SEE IT ... JUNE 2023

Loggers and Truckers -

The Connection between the Landowner and the Mill

This article was initially written for the Louisiana Loggers Council & Louisiana Forestry Association.

All aspects of the timber industry supply chain are vital. None can exist without the other. But the weakest link is the logging and trucking sector. Logging and trucking have become very capital-intensive elements of the forest products industry, with the most labor challenges and the tightest returns on investment. Trucking is getting more and more difficult with regulations, driver shortages, inflationary expenses, and insurance and maintenance becoming cost prohibitive. The price of a new truck is nearly \$200,000.

A review of publicly traded forest products manufacturers and landowners reveals strong, if not record, returns on investment over the past few years. Although forest product prices have fallen dramatically compared to the record prices, large forest products companies have posted strong stock value increases over the past couple of years. Two of the largest companies have reported stock price increases of 2 to 5 times 2022 prices. These companies have also reported annual net earnings of over \$1 billion.

Landowners, including Real Estate Investment Trusts (REITs) and industrial landowners (mills), have initial investment costs, but minimal annual costs. The return on investment for landowners, particularly REITs and industrial landowners, has been consistently positive, with an annual percentage increase in value of 25% over the past three years. Large industrial landowners have experienced similar increases in the value of their timberlands.

In contrast, it is obvious at times that the large manufacturer or landowner is unconcerned about paying a service contractor (logger) to harvest at rates that keep the contractor sustainable and their crews making a sustainable family wage. Too often, the large company succeeds in leveraging the smaller logging service contractor to harvest at unsustainably low margins. Why have the smaller service contractor loggers and truckers not experienced the

same gains as the larger companies in the forest industry?

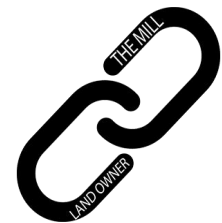
According to Forisk Timber REIT (FTR) Weekly, timber REITs as a sector realized a value increase/return of 25.09% based on appreciation and 30.12% on a total returns basis in 2021. These "snapshots" of timberland investment returns demonstrate an attractive return on investment for REITs and industrial landowners. However, many smaller private landowners have not seen comparable returns on their timberland investments.

There is nothing wrong with segments in the supply chain being profitable. In fact, they all should be profitable. It is the only way that the timber and forest products industry will be sustainable.

However, there is a major discrepancy between the return on investment of the landowner and mill compared to the logging and trucking sector. The logging sector invests millions of dollars in equipment that does not increase in value but instead continually depreciates in value. It is similar for the timber trucking industry.

Employment within the logging industry has steadily declined on average 2% per year. The infrastructure is eroding. A prior survey found that half of the logging companies in the U.S. operated at a breakeven or loss, while the greatest percentage of profitable logging companies operated at a 1%-3% profit margin. In most instances, the price paid for delivered wood has not kept pace with inflation over the past 10 years, while all costs (fuel, labor, equipment, insurance) have increased more rapidly than the Consumer Price Index (CPI) inflation rate.

Many forest landowners and mills subscribe to forest certification programs that require specific training and practices of the logger. Much of the implementation and expense of achieving these initiatives is primarily borne by the logger in the name of sustainability, without any tangible benefit off-



(Continued on page 16)

setting their cost, realizing any market gain, or stability. Sustainability is important for the future of the forests and the timber industry, with certification programs emphasizing - **“Sustainable Supply Chains.”**

We do not see the same landowner or mill focus on the sustainability of the logging and trucking suppliers.

A discrepancy in the “certification criteria” is the requirement to “use written agreements for the purchase of raw material.” While this may be practiced between landowners and procurement entities, it is only figuratively practiced between loggers and facilities. The latter “agreements” volume and price can, and is, changed at the discretion of the facility. There are few if any, “binding” agreements between loggers and end users. This limits long-term investment security and business practices.

Current standards have demonstrated a failure to ensure that sufficient attention to supply chain sustainability exists and is maintained across all sectors of the timber and forest products industry.

Certification programs must include logging sector sustainability requirements if they are legitimately concerned about the long-term sustainability of healthy forests. Incorporating “fair trade” verifiable requirements for the service contractors in the certification process will fill a gap in the current sustaina-

bility criteria of forest and product certification programs.

Without the logger and trucker, the landowners cannot harvest their timber and realize the return on their investment. Without wood, the forest products industry cannot produce the products that generate income and profit. The logging and trucking industry values its key role in the timber and forest products supply chain. But, as has been demonstrated, the chain must be strengthened to ensure this link does not continue to weaken and eventually break. Without the logging and trucking sector, there would be no supply-chain connection between the forests and forest products mills.

Certification programs are the thread that stitches these sectors together. Certification programs need to ensure that all sectors of the timber and forest industry supply-chain are considered essential components to meet sustainability and certification objectives. Otherwise, forest sustainability will fail across all sectors, and “certification” programs will have proven ineffective in ensuring healthy, sustainable forest management.



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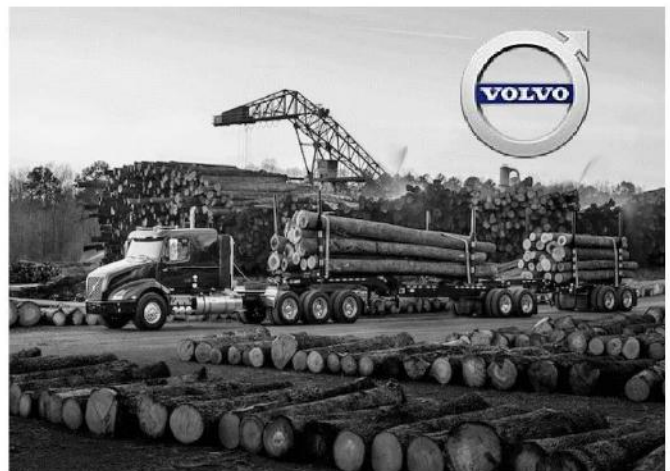


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Christian Houston-Floyd is the Samsara Account Executive. His direct contact is 470-502-6900 extension 3 or online at christian.houston@samsara.com.

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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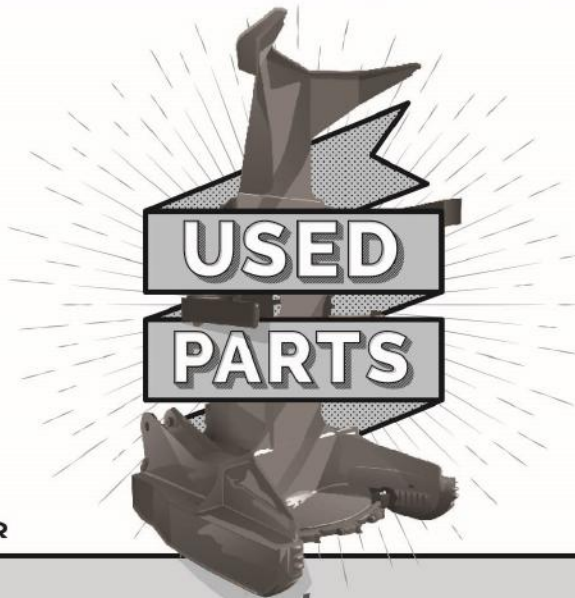
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Team Safe Trucking Driver Safety Training Modules Outline (additional modules available covering various subjects)

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June Is National Safety Month

Logging Safety: A Preview of Things to Come from the Timber Harvesting and Transportation Safety (THATS) Foundation

Author: Clay Altizer | FRA Southwide Region Manager

Reviewed By: Jeff Jenkins | FRA Appalachian Region Consultant and THATS Foundation Liaison

As you likely know by now, June is National Safety Month, and since it will still likely be June when most of you are reading this (at least for another day or two), I felt a safety topic would be appropriate for this week's installment of FRA's Woods to Mill series. Safety should always be a top priority item, regardless of which forest products sector we represent. Logging safety has received much attention as of late, even earning a spot on the Board of Directors Meeting agenda at FRA's 2022 Fall Board Meeting in Portland, ME. Last September, Doug Long (Senior Vice President, Forest Products – Rayonier, and FRA Officer) shared his "More Than Trees PowerPoint," which provided a strategy for recommended practices to keep logging sector employees safe during timber harvesting operations. Using the Oil and Gas Industry as an example, Doug emphasized ways in which FRA and the National Timber Harvesting and Transportation Safety (THATS) Foundation could invest in promoting logger and truck driving safety and professionalism to develop a similar set of rules for our industry.

Since convening at last Fall's Board Meeting, the THATS Foundation has been hard at work developing a list of "Six Rules for Logger Safety" in response to Doug's challenge to better emphasize the importance of logging safety industrywide.

These six rules are not intended to be an exhaustive list of safety practices. Rather, it is more of a condensed listing of several simple but effective reminders to ensure everyone comes home safely at the end of their shifts. Without further ado..., here are the six rules they developed:

Awareness

- Know the hazards around you, including changing weather conditions
- Know what others are doing
- Maintain a safe working distance from others
- Watch where you're walking and keep hands out of pockets

(Continued on page 25)

(Continued from page 24)

Safety Training and Discussions

- New employees must be trained in hazard awareness and safe logging practices
- Write a plan to train/monitor new employees for the first six months
- Have a stocked first aid kit and develop an emergency action plan for the work site
- Document weekly safety meetings and report/investigate injuries/near misses

Personal Protective Equipment (PPE)

- Wear hardhats, eye/ear protection and chainsaw chaps
- Wear boots with non-slip soles and safety boots as appropriate
- Wear protective gloves and high vis vest/clothing

Manual Felling

- Look for overhead hazards
- Keep a two-tree length distance between workers
- Use a hinge to control the tree
- Have a felling plan and know your escape route

Machine Operation

- Do a walk around to check equipment before operating
- Maintain 3 points of contact when mounting/dismounting
- Know where the pinch points are
- Ground blades/grapples and set parking brake, when exiting equipment

Repair and Maintenance

- Prepare a pre-work plan for the piece of equipment
- Follow lockout/tagout procedures
- De-energize hydraulic pressure and electrical power before starting work

The THATS Foundation will soon begin a multi-staged rollout for its safety initiative. Some ideas include using a color-coded approach on items or messaging that corresponds with a safety priority or theme (i.e., blue eyeglasses to reinforce the importance of looking above to identify overhead threats or dangers during manually felling, red “lightning” symbols to remind employees to de-energize equipment during maintenance and repair procedures, orange symbols for proper PPE compliance, etc.). Consider this article a sneak peek, if you will.

More information is forthcoming, so stay tuned over the summer months to learn more about future safety efforts from the THATS Foundation. And your input is encouraged as they could use your help to ensure logging safety continues to be a top priority item. Please feel free to reach out to me or Jeff Jenkins, FRA’s THATS Foundation liaison, if you have any ideas on additional topics to include, promotional items to consider as part of this initiative, or any other feedback to contribute to the cause.

Everyone has a voice when it comes to SAFETY! Have a SAFE and enjoyable Summer!



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



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REVISED PUBLIC IMAGE CAMPAIGN PROPOSAL - ALC FINAL-3

Background

The timber and forest products industry has failed at promoting the positive public benefits and need for sustainable forest management. The industry has a story to tell, it just hasn't been told. The industry has allowed others to define the industry in a negative manner. The disjointed responses have been factual based in argument to an emotional depiction. Facts do not matter to emotional issues.

The American Loggers Council proposes a positive national campaign to change the "image" of the timber industry. Only when the industry is perceived in a positive light, similar to how the farmers changed their image in the 1970's, will the industry garner the public and political support necessary to facilitate support within the public and private sectors.

Project Objective

Improve the public image and acceptance of the timber industry. A recent survey determined that the forest products industry (not specific to the logging industry, which is anticipated to have slightly more favorable, yet comparable, public perception) as having only a 25% favorability rating.

Additionally, the workforce within the timber industry continues to age and decline. Efforts to develop training programs have been established among numerous states, however the level of participation has averaged 6-12. This rate of enrollment will not effectively address the workforce development challenges and needs of the timber industry. The proposed campaign will incorporate promotion of these state programs to increase awareness and enrollment.

Scope of Project Activities

The campaign will be a multi-faceted universally coordinated effort with resources that can be shared nationwide. The campaign will use a tagline (perhaps Wood – Building America). It will be based on the "full circle" of healthy forests – timber management (harvest) – products (lumber, paper, biomass for renewable energy and fuel) – reforestation. With an emphasis on "Renewable."

The domain "saveamericanforests" has been secured. This "save....." will co-opt the oppositions campaigns of save a tree, save a whale, save whatever. It will also establish a position that cannot be debated. The campaign will highlight "emotionally" unhealthy forests, dead forests, and burning forests as the alternative. To the point of interviewing a victim of the raging wildfires that lost their home or family member.

Professional video's will be produced incorporating real loggers talking about harvesting the same forest that their fathers harvested 40 years prior as a demonstration of the renewable aspect of forest management. The professionalism of loggers and logging operations will be highlighted by inclusion of mechanized logging equipment operating in the woods. Then, a segment will include a depiction of various mills and the products they produced such as paper, lumber, wood pellets and renewable fuel. Then conclude with re-planting.

(Continued on page 29)

(Continued from page 28)

One of the messages that will be incorporated after establishing the primary message will be:



The videos will be distributed via YouTube, social media and other media sources. The American Loggers Council social media followers exceeds 117,000. The videos will be available to State Association members and Associate members for adaptation and use to ensure a “national” presence and impact. Distribution is targeted for the educational system, general public, public officials and policymakers.

The campaign will be centered on a professional video broken up into 4 30-60 second stand alone segments that will be combined into one full video for use where time permits.

In addition to the videos, the campaign will also develop billboard formats with the same theme. Funding from program funding to billboard sponsors (state logging associations) will cost share the billboard rental.

There are very effective early childhood education printed material, such as “Lucy Meets a Logger” that the project will support and provide for distribution within the education system.

The campaign will also note that by utilizing “American Forests” that are sustainably managed and certified the rainforests and other areas suffering deforestation from illegal logging and unsustainable forest practices will be “saved” as well.

Project Timeline

Partners: October 1, 2022
Funding: December 1, 2022

(Continued on page 30)

(Continued from page 29)

Video Development: January 1, 2023 – June 1, 2023
Billboard Campaign: January 1, 2023 – September 30, 2024
Literature Distribution: January 1, 2023 – September 30, 2024
Video Distribution: June 1, 2023 – September 30, 2024
(Ongoing beyond project termination)

Project Team

The American Loggers Council is in unique position to lead this national campaign and ensure its success through our national membership representing all elements of the American timber and forest products industry. Additionally, the American Loggers Council has a full-time dedicated communications and marketing representative with an unmatched promotional success rate that has elevated the reach and footprint of the American Loggers Council to a level unmatched by any other organization.

The American Loggers Council will be the lead on the project.

The members of the American Loggers Council (State Associations (30), and Associate Members (Original Equipment Manufacturers) will provide financial cost-share support, in-kind support and distribution/delivery of product and services).

Kevin Smith, Smith Marketing, will be the lead creative design developer for the graphic arts video, billboard and print media.

Workforce development programs will collaborate on program promotion and awareness efforts incorporated into the multi-media products.

Core Team Roles

American Loggers Council will be the coordinator of the project supervising the development and distribution of the content.

State and member partners will facilitate messaging through local billboard acquisition, state trade publications, educational outreach, trade shows, and PSA releases.

Smith Marketing will lead the content development.

Other industry stakeholders will be afforded material access for distribution within other public and private sectors.

Methods to Evaluate Success

One of the primary measures of the success of the campaign will be the level of workforce development enrollment and completion of the various training programs. Workforce pipeline development will quantitatively be measurable based on recent program survey baselines compared to future levels.

Public engagements will be tracked amongst the states and their outreach efforts to determine the direct impacts.

(Continued on page 31)

(Continued from page 30)

The Return on Investment of the USFS investment can be determined by the cost-share and in-kind match leveraged at nearly 4:1.

Additionally, the Return on Investment must be weighed against the cost of a continuing decline in the health of American forests and vital infrastructure that will occur without intervention. The environmental impacts of neglecting sustainable forestry have been demonstrated through the annual cost of wildfire suppression efforts alone. Furthermore, the U.S. timber and forest products industry represents a \$300 billion dollar economic impact. Efforts to promote the industry must be taken to protect the environment, promote the value and sustainability of active forest management, and highlight the professionalism of those working together (foresters – loggers – truckers – mills) to ensure the public benefit objectives are accomplished. Without a successful promotional campaign, the future viability of the timber industry will remain compromised.

Due to the established marketing network of the American Loggers Council the broad distribution of the program material will multiply the exposure and ensure hits by hundreds of thousands within the target audience. As an example, with 250,000 hits through the video's and billboards the per person cost would be 84 cents. This is a phenomenal low-cost, high-impact cost per engagement.

Project Budget

The expected project budget is \$208,722 as shown in Table 1. Under this cooperative agreement, American Loggers Council is committed to providing \$140,000 in direct payments from the American Loggers Council and other project partners to match \$68,722 provided by the US Forestry Service. As additional partners are secured the cost share match and leverage of the American Loggers Council and partners may exceed the current anticipated 2:1 ratio.

Table 1. Budget

Categories	I. USDA Forest Service Share	II. Match Funds (non-federal funds)	III. Total
1. Personnel	\$10,000	\$30,000	\$40,000
2. Fringe benefits			
3. Travel	\$10,000	\$15,000	\$25,000
4. Equipment			
5. Supplies/Materials	\$0	\$5,000	\$5,000
6. Contractual (identify below)	\$73,722	\$90,000	\$163,722
7. Construction	N/A		
8. Other (identify below)			
9. Direct charges			
10. Indirect charges			
11. Total	\$93,722	\$140,000	\$233,722
12. Percentage of Total	40%	60%	100%

Cooperator Name	Cash	Materials	In-Kind Services	Total
American Loggers	\$50,000			\$50,000
State Associations	\$45,000		\$120,000	\$165,000
OEM's	\$45,000			\$45,000
Totals	\$140,000		\$120,000	\$260,000

(Continued on page 32)

(Continued from page 31)

In-Kind Services represent 40 hours annually per state association promoting and supporting the program (40 hours x 30 state associations x \$50/hour = \$60,000)

In-Kind Services represents billboard lease by state associations at \$2,000 annually

Please provide more specific details on how Forest Service funding will be used for each of the following budget categories:

Category 1. Personnel: \$40,000.00

Name	Category	Rate	Hours	Total	USFS	USFS %
Scott Dane	Personnel	\$65.00	308	\$20,000	\$5,000	25%
Kevin Smith	Personnel	\$50.00	400	\$20,000	\$5,000	\$25%
Totals				\$40,000	\$10,000	25%

Category 2. Fringe Benefits: \$0

Category 3. Travel: \$25,000. Stakeholder engagement and input is critically important to the successful outcome of this project. As a result, the travel expenses are estimated to be a higher percentage of total project cost than for a project that is mostly internal labor and expenses. Expected travel includes onsite production and in-person meetings to promote the program and information. For cost share purposes the American Loggers Council travel expenses for reimbursement will be capped actual costs and at approved government rates.

Category 4. Equipment: \$0.00

Category 5. Supplies/Materials: \$0.00

Category 6. Contractual: \$73,722. Contractual costs include direct costs for production of video's, print media procurement, billboard content development and leases.

Comment [TJF1]: You had an error in your original...this should only list FEDERAL FUNDS.

Contractor	Applicant	USFS	In-Kind Services	Total
Video	\$35,000	\$30,000		\$65,000
Billboards Development	\$5,000	\$10,000		\$15,000
Billboard Lease	\$50,000	\$33,722	\$60,000	\$133,722
Totals	\$90,000	73,722	\$60,000	\$223,722

Category 7: Construction: \$0.00

Category 8. Other: \$0.00

Matching Funds: \$140,000

The American Loggers Council and partners will contribute \$140,000, representing approximately a 150% match to US Forestry Service funds.



Press Release

June 6, 2023

Sen. Johnson Introduces the Safe Routes Act of 2023

WASHINGTON – On Tuesday, U.S. Sen. Ron Johnson (R-Wis.) introduced the Safe Routes Act of 2023. This commonsense legislation allows logging trucks that meet state requirements to drive up to 150 miles on federal highways. Current laws limit logging trucks from using interstate highways when traveling from harvest sites to storage or processing facilities.

“The forestry and timber industry is important for many Wisconsin counties. Yet logging trucks are forced to take longer and more dangerous routes through towns and local two lane roads,” Sen. Johnson said. “My bill fixes this problem by opening federal highways to logging trucks, allowing them to take safer routes to the mills and more efficiently deliver for the people of Wisconsin.”

Background

1. Under current law, logging trucks are required to transport raw forest materials on state and county roads.
2. The current routes taken are both longer and more dangerous for truckers than interstate transportation.
3. Research shows that logging trucks traveling on non-interstate roads have a greater risk of accidents as they encounter two-way traffic, intersections, school zones, pedestrians, and driveways.
4. A 2018 study found that 96% of logging vehicle collisions occurred on city, county, or state roads where they encounter school zones, cross walks, intersections, stop signs, oncoming traffic, and railroad crossings.

The bill is supported by groups such as the American Loggers Council, the Great Lakes Timber Professionals Association, the Forest Resources Association, and the American Forest and Paper Association.

SCTPA Comments: ALC and the state logger associations have been pushing for, advocating for this for over twelve years in Congress. This is common sense legislation to improve the safety and logistical efficiencies in the timber trucking segment. This improvement would assist in reducing air emissions, improve fuel economy, remove our trucks from local, county and state roads and provide safety for our drivers and the motor-ing public. Of course, interstates don't go to wood receiving facilities' scale houses. Having access to the interstate systems within the state to haul the state legal GVW would provide exponential improvements. SCTPA addressed this issue during our Washington, DC SC U.S. House and Senate visits this past March. Again, SCTPA has contacted our SC U.S. House and Senate offices to gain support for this bill. Both SC Sena-tors Tim Scott and Lindsey Graham are supporting the legislation in the U.S. Senate. As the old saying goes, “If you fail on the first time, or in our case many times, try, try again.”

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) or Steve Wilt (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

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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 booklets 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

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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.

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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.

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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:

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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 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
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



Timber Talk

*Your Voice for South Carolina
Timber Harvesting*

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

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Mark Your Calendar

July 2023

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

August 2023

- 8 Forestry Insurance Company of the Southeast, Board of Directors Meeting, Augusta, GA
11 SC Sustainable Forestry Teachers Tour Steering Committee Meeting, Columbia
24 SCTPA Board of Directors Meeting, Hampton Inn Harbison, 10:00 a.m., Columbia

September 2023

- 12 SFI State Implementation Committee Meeting, Columbia
14 Timber Operations Professional (TOP) Initial Training Class, SC Forestry Commission Headquarters, 8:00 a.m., Columbia. Contact Guy Sabin at Forestry Association of SC for Registration & Details

February 2024

- 23 - 25 SCTPA 2024 Annual Meeting, DoubleTree Resort by Hilton Myrtle Beach Oceanfront, Myrtle Beach

SCTPA is available to those needing to view the 2023 SFI Timber Operations Professional (TOP) Update Video to continue to be SC SFI Trained for the July 1, 2022 - June 30, 2023 period. An extension period is available to those needing the 2023 SFI TOP Update for 2023 to be SFI Trained for 2023. Contact SCTPA and a group live class or individual live 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 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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800-371-2240 Fax: 803-957-8990
bcjpaw@windstream.net

Kathy Fudge
Communications Director
SCTPA

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khfudge@gmail.com

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For Over 35 Years."*



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.