

TIMBER TALK

Your Voice for South Carolina Timber Harvesting

3RD QUARTER 2023



AS WE SEE IT ... AUGUST 2023 CAN'T SEE THE FOREST FOR THE TREES

The Connection between the Landowner and the Mill

By Scott Dane

originally the phrase was "Can't See the Wood for the Trees". Either way is apropos for the timber industry. Sometimes even loggers have a hard time seeing the forest for the trees.

"From him who sees no wood for trees and yet is busy as the bees."

The expression refers to someone so consumed by the details of a problem (situation) that they are blind to the big picture. Looking at the situation from a 30,000-foot perspective can bring the big picture into focus and shed some light on the challenge instead of having tunnel vision or blinders on.

Rarely have the economic challenges of the timber industry been so daunting and challenging.

- Mill Closures
- Quotas
- Price Cuts
- Workforce Shortages
- Inflation and Costs

Pulling back and playing into the doom and gloom scenario of all the negative economic news would be tempting. But there is a lesson about a hotdog salesman that is a good example worth considering.



There was a man who lived by the side of the road and sold hot dogs.

He was hard of hearing, so he had no radio.

He had trouble with his eyes, so he read no newspapers.

But he sold good hot dogs.

He put up signs on the highway telling how good they were.

He stood on the side of the road and cried, "Buy a hot dog, mister." And people bought.

So, he increased his meat and bun orders.

He bought a bigger stove to take care of his trade.

He finally got his son home from college to help him out.

Then something happened.

His son said, "Father, haven't you been listening to the radio?

Haven't you been reading the newspapers?

There's a big depression.

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The European situation is terrible.

The domestic situation is worse."

Whereupon the father thought:

Well, my son's been to college.

He read the papers and listened to the radio and ought to know.

So, the father cut back on his meat and bun orders, took down his advertising signs, and no longer bothered to stand out on the highway to promote his hot dogs.

His hot dog sales fell almost overnight.

"You are certainly right, son," the father said to the boy, "we are certainly in the middle of a depression."

The economy is cyclic, it always has been and always will be. Look at the Great Recession and the housing industry collapse of 2008. Even the stock market tanked. But we recovered from that. The economics of the timber industry will improve (if the doesn't, then the entire economy is in bigger trouble, and it won't matter), the only question is will you be weaker, like the hotdog vendor, and have to recover and play catch up, or will you maintain your strength and be positioned to take advantage of the recovery?

Furthermore, loggers are in far more control of the situation than they realize. You are the most important segment of the timber supply chain and you are indispensable, irreplaceable, and essential.

The timber and forest products industry is a lot like the human body. Each part is vital to survival and has a distinct function. The following analogy is an example of the vital function that the logging sector plays in the overall forest products industry:

One day the different parts of the body were having an argument to see which should be in charge.

The brain (foresters) said: 'I do all the thinking, so I'm the most important, and I should be the boss'.

The eyes (landowner) said: 'I see everything and let the rest of you know where we are, so I'm the most important, and I should be in charge'.

The hands (equipment vendors) said: 'Without me, we wouldn't be able to pick anything up or move anything.

So, I'm the most important and should be in charge.

The stomach (mills) said: 'I turn the food we eat into energy for the rest of you. Without me, we'd starve. So, I'm the most important and should be the boss.

The legs (truckers) said: 'Without me, we wouldn't be able to move anywhere. So, I'm the most important and should be in charge.

Then the rectum (loggers) spoke and insisted it should be in charge.

All the rest of the parts laughed and derided the very notion. The rectum wasn't necessary. How could it possibly be in charge?

So, the rectum closed. After a few days, the legs were all wobbly, the stomach was queasy, the hands were shaky, the eyes were watery, and the brain couldn't think straight. The other body parts soon agreed that they couldn't take it anymore and that the rectum should be in charge.

This all goes to show that you don't have to be the most important; you just need to show others that you do matter, and without you, the rest cannot exist or function. Although some people say the story's moral is that it demonstrates that to be in charge, you just must be an

In conclusion:

- Step back and gain a 30,000-foot perspective. See the forest, not just the trees.
- Don't create a self-fulfilling prophecy of decline. Position yourself to weather the economic storm but from a position of strength, not weakness. All storms pass. Having spent 15 years sailing the seven seas, I have encountered many storms, some life-threatening. When young sailors expressed concern, I would tell them, "Three days from now, we will have calm seas again," and we did. Yesterday's storms you faced have passed, last month's storms are history, last year's storm is a distant memory, and today's storms will be too.
- You are far more important than the brain, eyes, hands, stomach, and legs want you to believe. You might be taken for granted, not given rightful respect, neglected, and abused, but if you weren't functioning, they wouldn't be either. Don't be afraid to speak up or stand up for yourselves.



WORRYING SIGNS FROM LOGGING EMPLOYMENT TRENDS

By Shawn Baker

his post is the third in a series related to the Q3 2023 Forisk Research Quarterly (FRQ) which includes forest industry analysis, timber price projections, and featured research on scenarios for forecasting timber prices.



An old Ray Charles song uses one of the many iterations of the phrase, "If it wasn't for bad luck, I'd have no luck at all." The saying feels regrettably fitting for the logging sector of late. Over the last two years, inflation stressed contractors with higher logging costs. A recent cooling of lumber markets amid continued slow paper demand forced production quotas on many loggers, as well. Low margins and constrained production are a financially damaging mix. Historically, logging employment declines in response to reduced wood demand. Data from the Bureau of Labor Statistics shows that a four-quarter moving average of U.S. South logging employment declined 13 consecutive quarters through the end of 2022. Despite the recent slowdown in lumber, southern wood demand did not decline over the last 13 quarters. Harvest levels in 2022 exceeded those in 2005, prior to the Great Recession. Western logging employment fell 3% year-over-year in 2022, but the decline has not been as consistent as in the South.

Looking beyond national trends, there are 23 states in the U.S. with at least 100 logging businesses headquartered in them. Out of those 23 states, only two increased logging employment between 2018 and 2022, Pennsylvania (+4%) and Texas (+6%). Of the remaining 21, nine recorded logging employment declines greater than 10% (Figure). Montana and Idaho are two of the top three, each losing more than 14% of their logging force as wood demand fell in the region. Louisiana recorded the second greatest drop in logging employment (15%), likely influenced by the closure of Georgia Pacific's Port Hudson pulp mill. Oregon also recorded a 14% decline. Four sawmills closed in Oregon between 2018 and 2020.

State	Change in Logging Employment	Change in Total Employment
Montana	-16%	8%
Louisiana	-15%	-3%
ldaho	-14%	14%
Oregon	-14%	1%
Tennessee	-13%	7%
Arkansas	-12%	4%
Minnesota	-11%	-1%
Maine	-11%	2%
South Carolina	-11%	5%

Figure: Logging Employment Trends by State, 2018-2022.

Total employment increased in seven of the nine states, indicating logging employment fell while the workforce in most states rose. Louisiana again stands out as an exception, highlighting general labor concerns there. With substantial investments in sawmill and bioenergy capacity over the last three years, Louisiana wood demand could increase as much as 30% over the next decade. Shrinking harvesting capacity should be a concern.

How Much is a Good Operator Worth?

By Joe Conrad Associate Professor of Forest Operations Warnell School of Forestry & Natural Resources University of Georgia

ow much do you pay your logging equipment operators and log truck drivers? How did you decide how much to pay them? When it comes to employee wages, there are several factors to consider. For brevity, unless referring to a specific type of worker, I will refer to drivers and equipment operators as logging employees. Today, I want to focus on two things: 1) trends in logging employee wages, and 2) the impact of wages on cost per ton.



Factors Affecting Wages

State and federal law set minimum wage requirements. In 2023, the federal minimum wage and the South Carolina minimum wage are both \$7.25 per hour. In Virginia, the state minimum wage is \$12.00 per hour. The federal minimum wage was last increased in 2009, while Virginia's minimum wage increased starting January 1, 2023, based on a law passed in 2020. However, the minimum wage is completely irrelevant to logging businesses because they pay well above minimum wage. So, if state and federal law do not determine logging employee wages, what does?

Wages for logging employees are set in the marketplace by supply and demand. The supply is the number of individuals qualified to work in logging in a given area. In areas with a shrinking and/or aging population, supply may contract, and wages rise. Demand consists of the number of logging employees that logging businesses want to hire. Labor demand also comes from non-logging businesses hiring workers with similar skills as logging employees. This demand is especially important for log truck drivers because someone qualified to drive a log truck is also qualified to drive a container truck, lumber truck, Walmart truck, etc. In Georgia, logging businesses operating near ports must compete with companies hauling shipping containers to and from the port, which drives up wages for log truck drivers. Competition between logging businesses often drives up wages as businesses compete for experienced operators.

The cost of living also affects wages. In areas with a high cost of living, logging employees require higher wages to provide food and shelter for themselves and their families. In areas with a high cost of living, wages tend to be higher because logging employees are more likely to consider moving, or taking jobs in other industries, if they cannot meet their needs with their wages in logging.

Another factor that affects wages is, of course, what logging businesses can afford to pay. Based on market logging and hauling rates, there is a limit to how much logging businesses can pay their employees. Even the best loader operator cannot be paid a \$1 million salary – the value of the product simply does not support it. So, logging employee wages are also impacted by the supply and demand for logging services. It's complicated – I guess this is why labor economists get paid the big bucks!

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Finally, logging equipment operator and driver wages are affected by operator skill. Logging business owners should be willing to pay higher wages to skilled operators than to novice operators. Why don't logging business owners hire workers for the minimum wage? Because it is too expensive! Wages are often the largest component of logging costs, accounting for approximately one-third of total costs, according to previous studies of logging businesses. Because of high fixed costs, logging businesses must be productive to be profitable. For example, assume there is a logging business that pays its operators \$22 per hour and produces 40 loads per week (3-man crew) at a cost of \$13.10 per ton onboard truck (before hauling). Let's say that the owner decided to save money by hiring an 18-year-old at the minimum wage to operate the skidder. Unfortunately, the new skidder operator is half as productive as a typical operator, and so weekly production falls to 20 loads per week, and costs increase to \$22.50 per ton. That minimum wage operator sure was expensive!

Trends in Employee Wages

The US Bureau of Labor Statistics reports average wages for workers by state and occupation. The data is based on surveys of businesses in every major sector in the economy. I have found their data to be fairly reliable for logging businesses in major timber producing states, but less so in small states with less timber harvesting. The reports are averages, and so their reports may or may not be consistent with your personal observations.

The Bureau of Labor Statistics reports that the median (value in the middle of all observations) hourly wage for logging equipment operators in South Carolina increased from \$17.86 per hour in 2017 to \$21.55 per hour in 2022, an increase of 21% over five years, or an average annual rate of 3.8%. Our research in Georgia found that labor productivity increased by about 1.3% per year during this period, which suggests that wages increased at about three times the rate of productivity growth in South Carolina. In Georgia and Virginia, wages increased at almost twice the rate of productivity growth, while in North Carolina wage growth and productivity growth were similar. When wages increase at a faster rate than productivity growth, logging costs per ton will increase, all other things being equal. In South Carolina, wage increases outpaced the 3.0% per year inflation rate between 2017 and 2022. In Georgia, North Carolina, and Virginia inflation outpaced increases in logging equipment operator wages, meaning workers ended up worse off, even after wage increases in those states.

According to TimberMart-South, logging rates for final harvests in the Coastal Plain increased at an average annual rate of 4.1% between 2017 and 2022. Over this period, logging rate increases outpaced increases in logging employee wages. Unfortunately, loggers were also facing skyrocketing costs for fuel and equipment, and so the increases in logging rates may not have covered all of the cost increases.

Last year, two of our Langdale Center for Forest Business graduate students analyzed Bureau of Labor Statistics data to evaluate trends in log truck driver wages and compare trends in log truck driver compensation to driver compensation in other trucking sectors. Their research found that, across the South, log truck driver wages increased at an average annual rate of 3.7% between 2012 and 2021. Wages rose at an even higher rate in the Midwest and West. Wage increases among log truck drivers outpaced wage increases in other trucking sectors. However, even after these wage gains, log truck driver wages remained lower than in other trucking sectors.

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Impacts on Logging and Trucking Costs

Wage increases are a reality for logging businesses. Wage increases are outpacing productivity gains for many businesses, which is raising logging costs. It is imperative for logging business owners to understand the impact of wage increases on logging and hauling costs per ton and negotiate logging and hauling rates accordingly.

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ONCE A GHOST TOWN, MAXVILLE CELEBRATES BLACK LOGGERS WHO DEFIED EXCLUSION LAWS

Saundra Sorenson Published: 16 August 2023 in The Skanner

wen Trice's father came to Oregon by boxcar in 1923. She now wonders how much he knew about Oregon's sundown towns and what awaited him as a Black man as he traveled from Pine Bluff, Arkansas.

The Black exclusion law in Oregon's state constitution would be formally repealed three years later, but industry forces supplanted local law and custom: Lumber company Bowman-Hicks, based in Missouri, created a company town in eastern Oregon that

at its height was home to about 400 employees – an estimated 15% of them Black.

But Trice didn't know that her father had lived and worked in Maxville as a logger until long after he had passed away.

"A lot of us don't know it," she told The Skanner. "I didn't know it when I was growing up in La Grande, which is why I came back home. I came back home after living in Seattle for 30 years...I didn't have a connection to a sense of place. I moved back here to provide that."



Faded History

Lafayette Trice was 56 years old when Gwen. the sixth youngest of his seven children, was born. By then a lot of life separated Lafayette from his logging days, and he had been a busy man.

"My dad was involved in everything in our community," Trice said. "He was the first African American that held the position of district commander for the American Legion in Oregon, in the 1950s. He

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was also a conservationist and helped to lead volunteer groups to help the fingerling salmon that were coming upstream. He was on the marine board and on the sportsman fisherman association. He worked tirelessly for people of color in our community, and was sort of the unofficial liaison between the White community and the Black community. We were also an unofficial Green Book stop — when I was a little girl, people stopped by our house all the time. He would go out in the front yard and talk with them and let them know where to go, where to pass by, where they could rest, get gas, get food."

Though his education stopped at the fourth grade, Lafayette secured a pilot's license after his service in World War II.

Perhaps the bustle of a large family and numerous community commitments crowded out his memories of early adulthood in Maxville. Maybe the significance of his presence in the state at that time escaped him. In any event, Trice was never told of Lafayette's life a mere 60 miles northeast of where Trice grew up in La Grande.

That is to say, Lafayette never told her. When she found out during a trip to the area in 2002, and followed up in the small town of Promise, where some older White residents gathered for the town's reunion were able to fill in some of the gaps.

"He was a real good man. If things were bubbling over, he kind of kept a lid on them," Jack Gregory, the son of one of Wallowa's town doctors, said in an interview featured in a short documentary Trice produced with OPB in 2009.

Maxville had been effectively disassembled by then, with only one structure – a meeting place – remaining. Houses had been carted off to other towns when Bowman-Hicks pulled up its stakes and left during the Great Depression. There was no formal historical archive. Trice, who had previously worked as an instructional designer at Boeing and as a voice-over actor, established the Maxville Project in 2007 to remedy this. She had to collaborate with former Maxville residents to create a map of the town that depended on their collective memory.

What emerged was a segregated town, with separate schools for Black children, as well as a Black baseball team. Living conditions were hardly created equal, and Black loggers and their families lived without running water or electricity.

In an interview for the 2009 documentary short, Mattie Wilfong recalled the miserable year she lived in Maxville.

"It was rugged," Wilfong said. "I had to go out and pack water while my husband went out in the woods to cut logs. It was a small place and it was just like shacks or something to me. In fact, about the worst place I ever lived in."

The interpretive center has been able to piece together the divided structure of the town.

"On the white side of town, all the single men lived away from the married people," Trice said. "And so that was an industry standard, to just segregate everyone based on their job and their marital status. For the families, a lot of those buildings were built at the mill and then brought up on skids on the White side of town. On the Black side of town, they were shacks. They were makeshift wood built on top of flatbeds so they could hook them together and just take them out to the site to work."

But Black and White loggers worked side by side, looking out for each other in what is now recognized as the most dangerous job in the U.S.

Other White residents, Trice said, were homesteaders, often from coal mining stock.

"They have this saying: 'In the coal mines, everyone's Black.' You have to protect and help that person and those faces. And so a lot of those people who were already here didn't have those biases. And a lot of African American folks built those relationships to the people that were already here."

A Sense Of Place

In the remnants of the ghost town, Trice saw potential. In 2010, she was able to secure nonprofit status for the Maxville Heritage Interpretive Center. In June of last year, the Maxville Heritage Interpretive Center purchased 240 acres that encompass Maxville. She is the center's executive director.

"It's not just our community, but with purchasing the 240 acres that we're developing for education, archaeology, land management, nonprofit

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management – there's so many ways that we can build young leadership, and that's a big part of what we want to support," Trice said of plans for the site.

She added, "We're connecting to the students that are here already. We have a long relationship with our Indigenous population, which are the Nez Perce and the Confederated Tribes of the Umatilla. It was their land before we bought it, and they had it for thousands of years and it was stolen.

"We consider ourselves temporary stewards of the land, and we want to understand how their stewardship worked, what it looked like, so that we could maybe bring in other ways of understanding and management of the land, as well as interpreting the land – that we do it in English, but we also do it in Nez Perce." Still, the mission remains a deeply personal one for Trice.

"I didn't have a connection to a sense of place," she said of growing up in largely White La Grande. "I moved back here to provide that. Truly this body of work that I'm doing is to create a sense of place for me, for the adults, for lifelong learners, for the kids that are adopted from Haiti, from biracial families that aren't represented in school, so they have a space and a place."

For more information about the Maxville Heritage Interpretive Center, visit:

https://www.maxvilleheritage.org/.



SC DEPARTMENT OF MOTOR VEHICLES & HEAVY VEHICLE USE TAX PAYMENTS HVUT IRS 2290 FORM PAYMENT OPTION

Information Received From Rick Todd, President of SC Trucking Association (SCTA)

South Carolina Department of Motor Vehicles (SCDMV) is considering changing the current process for collecting Heavy Vehicle Use Tax (HVUT), on behalf of the IRS, that has been used by some of our South Carolina based carriers. Currently SCDMV allows customers to pay their HVUT payments at our branch locations. SCDMV branch offices then send the funds to SCDMV Headquarters, through the US Postal Service. Once these payments are received by the MCS, the staff creates a roster of payments, for each vehicle received, and mails it to the IRS. Most customers issue a single check for multiple vehicles (\$550 per vehicle). Because the SCDMV and the state's financial systems aren't set up to manage individual HVUT tax as it applies to individual vehicles, we have been forced to manage this as a manual process. Because these payments are not managed in the state's financial system, there is considerable risk for lost payments as these funds are usually mailed twice using the standard postal system. Furthermore, there is risks of fraud since these funds are not managed within a secure financial system.

The IRS has maintained an online portal for payments of HVUT for many years. Multiple SC carriers currently use this system; however, some carriers have continued to use SCDMV's current process to manage their submission of IRS payments.

Due to the risk of lost funds and the availability of a more secure process of online submission directly to the IRS, the agency is evaluating stopping this process, requiring carriers to submit their payments directly to the IRS through their online portal. Payments can be made by visiting the Trucking Tax Center on IRS.gov. If this process is changed, carriers will be required to provide a paid tax receipt once they have paid their HVUT. Customers should be able to obtain their receipt in real time once payment has been submitted.

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Of all the national jurisdictions, there are currently only 26 "Alternate HVUT Processing" agreements with the IRS. Of those agreements, 14 are with states (which includes SC) and 12 are with counties treasure offices located in the state of Nebraska, totaling 15 states. Also, of our neighboring States NC and FL have agreements, however GA and TN do not and they require customers to pay directly to the IRS. Based on the IRS information, approximately 70% of the states no longer handle the HVUT and require customers to pay directly to the IRS.

Feedback to-date from SCTA members we've asked:

- Currently, I use www.2290tax.com to process the 2290 HVUT for 324 heavy highway vehicles. I can
 pay the IRS electronically and within minutes I receive the stamped Schedule 1 with all the vin numbers for each truck paid. Then when the SCDMV asks for proof of the 2290 paid, I send them the
 stamped 2290 from the IRS showing it was e-filed. I have been using this process for years with no
 problems.
- We also use a third party to file 2290. I have sent the receipt to DMV and always get asked for it again when we renew.
- We pay 2290's with a 3rd party service to the IRS. We are asked numerous times throughout the renewals and randomly during the year when we receive a stack of notifications that our registrations will be suspended if not resolved. Although, the IRS 2290 payments are significantly higher than the \$550 that you mentioned. There is a \$500 IMF charge that the SCDMV assesses at the time of registration, but to my knowledge, this is a charge paid to the DMV. Is this what you're referring to?
- So, for our company trucks and a few of our owner ops, our Controller pays the IRS directly; prints out the paperwork, fills it all out... by hand....mails the checks in. That way, in case the IRS doesn't send a stamped copy for any of them, we would be able to produce the paperwork plus the canceled check. For the other owner ops, they either pay theirs through a 3rd party or I use expresstrucktax.com to submit it for them.

SCTA Feedback to SCDMV:

 Based on our initial findings, we don't see this as being much of an issue or change with our carrier members. However, like all new processes and as you already know, the issues might arise from the smaller businesses and owner-operators. Once y'all have determined a timeframe to move forward, let us know and we can assist in communicating to the industry.

SCTPA Comments: If log truck owners would like to provide feedback on this information, please provide your response to Rick Todd at SCTA, ricktodd@sctrucking.org and also to SC Timber Producers Association, bcjpaw@windstream.net. SCTPA has been involved with SCTA in the processes of improving SCDMV's customer services to provide a One-Stop Shop, so to speak, for trucking customer services.







SCTPA PRESIDENT'S MESSAGE



As the weather changes from a long, hot summer into the Fall season bringing cooler temperatures and the beautiful leaf colors, the hot "issues" surrounding the sustainable forestry, timber harvesting, wood suppliers and forest products industries in SC are still very warm.

Now it appears everywhere we turn, there is not much good news. The realities of high inflation rates costing loggers more for products and services are driving up operating costs exponentially; the national political situation is out of whack trickling down to state and local levels; wood receiving mills taking less raw fiber particularly on the pulp, paper and containerboard sides due to manufacturing their products based on orders on hand and not warehousing products, and the search for predictions for future economic improvements, plus many more factors, are all impacting the full wood supply chain.

When I started my career over 46 years ago as a forestry equipment representative, I had the opportunity to meet a wise, old logger who was trading his knuckleboom loader for a new one. We became good friends and it was funny, he couldn't remember Crad, so he'd just call me "young man."

I remember we were standing on his deck after consummating the trade and sale and he looked at me and said, "Young man... remember this... the logging industry is just like the roller coaster at the fair, there are ups and downs as you ride. Our industry, logging, is just like the last car on the ride... we're the last to go over the top of the hill and the last to come out of the bottom of the hill." And I have never forgotten his analogy.

Seems today, the logging segment is stuck in the last car at the bottom of the hill. In my career there have always been ups and downs, but this prolonged period of being down at the bottom of the hill has lasted far longer. I wish I had a Silver Bullet to shoot and correct and improve the issues and problems such as the mill closures, reduced mill wood inventories and reduced final market product sales, but I don't have one.

Loggers have always been flexible and make adjustments to their business and operations. But be-

ing flexible will only get you so far. There are loggers shutting down in SC due to economic attrition. As I have talked with many loggers, the response to my question of "how are you doing," is "doing okay." Doing okay is hard to gage. But I guess "okay" is better than "not okay." Some said, "just taking it week by week." Some have reduced crews or crew size, sold a piece of equipment, laid off employees and taken other measures to stay in business. But in the current state of affairs, logging at the current state will not be sustainable.

Those who can survive, may be better off in the long run. But how long is the run! My crystal ball is very cloudy for sure. But I remain cautiously optimistic about our segment and the entire wood supply chain. Survival is the norm now so it seems. And of course, it boils down to markets. Some wood receiving markets are moving along steadily such as solid wood products, yet not operating at full capacities. Others such as paper, pulp and container-board are operating at reduced capacity levels. Times will change for sure. And I know our loggers will work hard to remain a viable force in SC.

The association has been working to continue to advocate for issues in Washington, DC for the Safe Routes Act, Youth Careers in Logging Act and Forest Jobs Development Act along with supporting the U.S. House and Senate Resolutions for National Logger's Day. The SCTPA Executive Committee, Chairman Bo Bo Seckinger, Seckinger Forest Products, Inc., Vice Chairman Josh Key, Beech Island Timber & Construction, Inc., Secretary-Treasurer Griff Wilson, WilRidge Forestry, LLC and President Crad Jaynes participated in the SC Forest Recovery Task Force meeting to speak about the logging segment.

The Task Force was formed by SC State Forester Scott Phillips and Forestry Association President Cam Crawford to bring together stakeholders in the wood supply chain to seek opportunities for economic development for forestry and forest products to perhaps establish more wood using markets in SC. The Task Force was established due to declining markets because of mill closures and forest prod-

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ucts market reductions. It was good to have our representatives speak about the state of our segment and present the issues loggers are facing now.

In July, Bo Bo Seckinger and I attended the American Loggers Council Summer Board of Directors meeting in Pascagoula, Mississippi. Much discussion was had about the state of the logging industry nationwide. Not only has SC witnessed mill closure impacts, markets nationwide are being lost to receive timber and wood chips from logging sites.

SCTPA continues to work with our partners on local and state issues such as advocating for the SC Justice Act to be passed in the SC General Assembly's second session beginning in January 2024. This tort reform desperately needs to be passed to eliminate the search for the deep pocket in liability lawsuits.

It's time now as we've begun ramping up for our 2024 Annual Meeting in Myrtle Beach, February 23 – 25 at the DoubleTree Resort by Hilton Myrtle Beach Oceanfront. Our speakers are lined up and will be; Joe Conrad, Associate Professor for Forest Operations at the Warnell School of Forestry, University of Georgia, speaking on how mill closures are impacting forest operations; Rob Moseley, defense attorney with Moseley & Marcinak Law Group, speaking on liability issues; Joseph Parnell, Parnell, Inc., a 50 year old logger from Chilton, Alabama whose family business operates seven logging crews, thirty-four trucks and over eighty employees, speaking on how his business handles company

drivers; Bob Lussier, Team Safe Trucking President, speaking on how changes have been made in Team Safe Trucking and his trip to New Zealand and visiting loggers there: Swamp Logger Bobby Goodson speaking on Overcoming Challenges, Rick Quagliaroli, speaking on the Forestry Insurance Company of the Southeast, Jonsi Guill, Carolina Loggers Association Executive Director speaking about the status of NC's logging industry; and Colonel Dean Dill, SC State Transport Police who is invited.

We'll have our Live and Silent Auctions and provide the SC 2024 SFI TOP Update for logger training. Drawings for a nice shotgun or rifle will be held, inside exhibitors and parking lot exhibitors with trucks and equipment on display and hold our Sunday morning Prayer Breakfast.

Registration packages will be mailed in mid to late October and be available on the SCTPA website. Mark your calendar and plan on attending our 2024 Annual Meeting.

Feel free to contact me and let's talk about anything you have on your mind. The association will continue representing and servicing our industry to help determine opportunities and solutions for our segment. Loggers are the life blood of the wood supply chain.

While it is for sure tough times, but as I said, I'm cautiously optimistic about our industry. Tough times don't last forever... tough, smart people do. Hang in there and let's make it together.

As always ... Log On & Truck Safe!



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What do Washington State's Voters Believe About Managed Forests?

Authors: Jason Spadaro and Cindy Mitchell | Washington Forest Protection Association

The Washington Forest Protection Association (WFPA), formed in 1908, has united forest landowners to address evolving forestry challenges. Initially focused on wildfire risk and reforestation, today's concerns include changing public values, population growth, and urban-rural divides affecting forest management policies. Amidst discussions on forests as climate change solutions, there remains loud opposition to tree cutting, but recent public opinion polling shows a different side of understanding and beliefs about managed forests, wood products, and climate change. The aim is to understand voters' beliefs about carbon and managed forests to encourage more informed perspectives on sustainable forest practices.

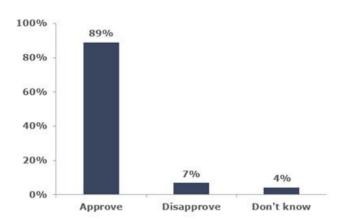
Effective communication begins by identifying shared values and creating a relatable starting point. Right now, during these hot summer months, wildfire and smoke are among the top concerns when it comes to our forests.

We conducted polling in June 2023, and define managed forests as:

"Managed forests refer to practices used by the forest products industry of sustainably harvesting forest lands for wood products and to keep forests healthy, including replanting at least three trees for every one harvested, thinning dead and dying trees, and removal of underbrush."

Result: 89% of the voters agree with this definition, and after hearing this, "trust in the industry to do the right thing" increased from a net 15% to a net 31%.

"In fact, the term 'managed forests' refers to practices used by the forest products industry of sustainably harvesting forest lands for wood products and to keep forests healthy, including replanting at least three trees for every one harvested, thinning of dead and dying trees, and removal of underbrush. Generally speaking, do you approve or disapprove of 'managed forests'?"



(Continued on page 15)

(Continued from page 14)

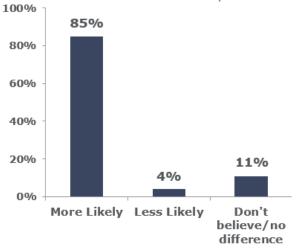
Then we informed voters how managed forests address their concerns:

"Studies show that managed forests are healthier and less likely to burn than unmanaged forests. Sustainable forest management practices by the forest products industry prevent catastrophic wildfires by keeping forests healthy and removing damaged trees and excess underbrush that spread fires."

Result: 85% are more likely to support "managing our forest lands."

85% believe managed forests are healthier, less likely to burn

"Studies show that managed forests are healthier and less likely to burn than unmanaged forests. Sustainable forest management practices by the forest products industry prevent catastrophic wildfires by keeping forests healthy and removing damaged trees and excess underbrush that spread fires."



When we connect the dots about why managed forests provide more climate benefits than unmanaged forests, support for managing our forest lands increases:

"Science shows that managed forests provide a greater climate benefit than unmanaged forests because they absorb carbon dioxide from the atmosphere nearly twice as fast per acre than unmanaged forests. In fact, Washington's managed forests and wood products offset our state's car-

bon footprint by 35%. This can be an important tool in fighting climate change."

Result: 79% are more likely to support "managing our forest lands."

Finally, we conclude that managed forests are an important part of fighting climate change.

"Unmanaged forests allow drier conditions, disease, and insects to weaken trees, contributing to catastrophic wildfires. These wildfires not only devastate our forests and cause severe air quality problems, but they also contribute to climate change by releasing hundreds of tons of stored carbon into the atmosphere. Actively managing our forests through sustainable harvesting is an important part of fighting climate change."

Result: 79% are more likely to support "managing our forest lands."

Overall Results: After hearing the messaging sequence of Define-Inform-Connect-Conclude:

The belief that "using wood products helps combat climate change" increased by a net +33 points, up to 68% agree.

The belief that "managing forest lands, including sustainable harvesting reduces carbon emissions by capturing carbon in healthy trees" increased net +16 points up to 72% agree.

Overall, the WFPA's efforts, informed by polling results, seek to dispel myths and provide accurate information about managed forests, wood products, and their role in climate change mitigation.





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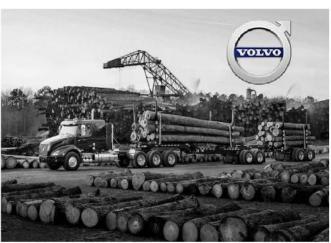














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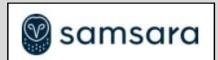


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fault, having the dash camera could potentially assist in the accident investigation and the outcome.

Our litigious society now with all the screaming predatory plaintiffs' attorneys are out to get the most out of an accident for lawsuits. So why not try to protect your business and your drivers by installing dash cameras for improving driver and trucking safety, training and perhaps a little more peace of mind.

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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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Team Safe Trucking Driver Safety Training Modules Outline

(additional modules available covering various subjects)

The South Carolina Timber Producers Association Educational Sponsor Website

<u>southcarolinatimberassociation-teamsafe.talentlms.com</u> - (31 courses) Driver Refresher Training Program Courses Group Key: SCTP Association

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S C Timber Producers Association

Crad Jaynes, SCTPA President & CEO P.O. Box 811, Lexington, SC 29071 601 Carola Ln, Lexington, SC 29072

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Providing Legal Expertise to Our Clients, Nationwide

Preserve the Unworthy: A REVIEW OF FEDERAL LAW REGARDING SPOLIATION OF EVIDENCE

The mail comes in like any other day and you sit down to review. Bills, retail advertisements, a bizarre campaign announcement from the local knucklehead running for city council. Keep, toss, burn.

Then your heart sinks. A letter from a law office from some county in the state you forgot even existed. You take a deep breath and open it with a sense of unease. That is when you see that your business is being sued due to an accident involving your employee. Another day in paradise.

Although it can be tempting to put this letter in the "toss" pile, a recent case out of the Western District of Virginia is a cautionary tale to resist this understandable impulse. In the case of LeDoux v. Western Express, Inc., 2023 U.S. Dist. LEXIS 61677, a plaintiff sued a trucking company and its driver for a car accident resulting in injuries. Much like the contents of the letter you opened after setting fire to the glossy, airbrushed solicitation of your local politician claiming she needs your vote to save the squirrels. Plaintiff's attorney had sent several communications to defense counsel requesting the preservation of evidence related to the collision.

The truck driver, Mr. Worthy, was made aware of these requests which included that he preserve any electronic devices he was using in his cab when the accident occurred. Fast forward to his deposition a couple years later, and plaintiff's counsel asked him whether he had any such personal devices. After some ducking and weaving - the likes of which would draw the envy of Mike Tyson - the driver eventually acknowledged that he did, in fact, have a personal tablet mounted to his windshield. Further examination revealed that he had gifted the device to his girlfriend a few months after his attorneys had specifically asked him whether he had one. It was discovered that he deleted the data from his tablet before giving it to his girlfriend. Despite forensic effort to recover the missing information, it was clear that it had disappeared into the ethers.

Plaintiff moved the court for sanctions as a result of the missing information which may have contained relevant information regarding the collision. The court utilized a four-part test assessing: 1) whether Worthy had a duty to preserve evidence, 2) whether the electronically stored information (ESI) was lost, 3) whether Worthy failed to take reasonable steps to preserve the ESI, and 4) whether the lost information could not be restored or replaced.

It was determined, under the first requirement, that Worthy had a duty to preserve the data on his personal tablet because he reasonably anticipated litigation and should have known that the data might be relevant to the foreseeable litigation. Plaintiff's counsel had sent preservation letters and had inquired about the tablet mounted on Worthy's windshield, to which Worthy confirmed it was his personal tablet.

The second requirement established that except for calendar events' timestamps, the data on Worthy's personal tablet was considered lost, as confirmed by a digital forensic analysis that

(Continued on page 24)

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found no data before June 2021.

Under the third requirement, it was determined that Worthy failed to take reasonable steps to preserve his personal tablet's data. He admitted to deleting the lost data and giving the tablet to his girlfriend. Despite providing the tablet for forensic analysis in 2022, the record did not support Worthy's reasonable steps to preserve the data, considering his deletion of the data in 2021 and withholding information about the tablet during prior interactions.

Regarding the fourth requirement, it was stated that the lost information could not be restored or replaced. A good-faith effort was made to replace or restore the lost ESI by Plaintiff's counsel, including inquiries about the tablet and conducting a digital forensic examination, which revealed the irretrievability of the data before June 2021, except for calendar events' timestamps.

Based on these findings, the Court concluded that spoliation occurred, and Rule 37(e) applied to the lost data on Worthy's personal tablet. Therefore, the court granted plaintiff's motion and sanctioned the defendant by instructing the jury that it was permitted, although not required, to presume that the lost data on Worthy's personal tablet was unfavorable to Worthy.

This ruling acts as a reminder that although it is easy to be complacent regarding the retention of evidence, business owners must be vigilant in preserving all possible evidence related to litigation and work together with their employees to ensure that they are doing the same.

If you would like assistance to ensure that your business is prepared to comply with retention and preservation of evidence requirements in the anticipation of litigation, please contact Mo Sherman at msherman@setlifflaw.com or Steve Setliff at ssetliff@setlifflaw.com.

SCTPA Comments: In today's litigation happy society, because the favorite sport in America is not the National Football League or college football, it's "I'm going to sue someone today." This article provides guidance for Spoliation of Evidence in the event you or your business is involved in a litigation case.



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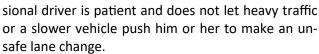
Preventing Lane Change Accidents

ane change accidents are considered one of the "critical accidents," those crashes that are the most costly in terms of injuries and damage. Below are some tips that can help avoid lane change accidents. These tips may seem obvious or basic, but it is goo to review the basics from time to time.

Tip Number One:

Avoid lane changes. It goes without saying that you

cannot have a lane change accident if you do not change lanes. Some studies show that every lane change a commercial motor vehicle driver makes increases the risk of a collision by 40 percent. This is especially true for right-lane changes. These same studies have also shown that time saved by making lane changes is negligible. A profes-



Tip Number Two:

Adjust your mirrors. Up to 50 percent of rear and side vision is lost when mirrors are not properly adjusted. The side mirrors should be adjusted to a point just beyond the rear corner of the trailer. The spot mirror should be adjusted to be able to see the rear corner of the trailer in the mirror. Check and clean your mirrors every day. Dirty mirrors can be just as dangerous as poorly adjusted mirrors.

Tip Number Three:

Watch your blind spots. The most dangerous position for other vehicles is to be to the right of, and just in front of a truck. This is the area most difficult for a CMV driver to see, and because the care is in front of the truck, the driver will not notice the truck beginning to change lanes into them. Take the time to double check this area by using the "lean and Look" method. Even if you have a spot mirror, lean to the right and look over the dashboard to ensure there is not a vehicle there hiding from you. If all is clear change lanes slowly and smoothly; never make quick changes.

Tip Number Four:

Use your turn signals. Once you are sure all is clear, signal your intentions to make a lane change. Wait for at leaks three blinks before making a move in the other lane. This will give drivers you may not have seen an opportunity to signal you, or move out of your blind spots. Again, do not swerve into the next lane, but make a slow and smooth maneuver.

Tip Number Five:

Be sure there is enough space. It can be difficult to estimate if your truck, trailer and rear overhang of the load will fit into a tight space. It you are unsure, do not make the lane change. Wait until you are

> sure you have the space to make the move. Never flash your lights to signal another driver to change lanes in front of you. You always want to maintain adequate following distance. If you signal the other driver over early, you may have put yourself in a bad situation if they happen to stop suddenly.

As stated earlier, these tips are pretty basic, but following these simple tips can greatly reduce your chances of having a lane change accident. The time and patience you use when maneuvering to a new lane can save you a lot of time and pain later dealing with an accident.

SCTPA Comments: Today's Commercial Motor Vehicle Drivers transporting unmanufactured forest products, random length loads, tree length loads and even wood chips in a trailer van, are subjected to a multitude of risks over the roads. One of the greatest risks is distracted drivers. Drivers today are too busy on their cell phones, eating and simply not paying attention to what their task is... driving a safe vehicle. Commercial motor vehicle drivers are professionals doing their jobs. Our truck drivers are the life blood to move forest products from timber harvesting sites to wood receiving markets. Every business using commercial truck drivers should have or provide driver training sessions. Many drivers with a great deal of experience have not received any driver training for many years. Be pro-active... train drivers to reduce the risks of accidents.

Article reprinted from Springboard, the official publication of the Washington Contract Loggers Association, Inc., Volume 44, No. 3/4.



PRODUCER PRICE INDEX FOR LOGGING

Author: Eric Kingsley | FRA Northeastern Region Consultant

A cross the country, I am hearing concerns about logging capacity – are there enough people and equipment to harvest the wood we need to support the industry of today and tomorrow?

One part of that concern is about what exists today, but a larger part, I believe, is about tomorrow – are enough people entering the logging profession, and how can they possibly afford to stand up a new crew?

Of course, there isn't a universal answer to this question – the answer depends upon geography, local markets, and what is considered "enough wood" to feed markets. It's clear that in the coming years, we'll need more loggers, truckers, workers in the mill, and more of everyone.

One question I have heard a lot – from wood suppliers and consumers – over the last few years deals with inflation and its impact on logging. It is clear and not disputed that logging costs have risen – the cost of labor, diesel, parts, skidder tires, and just about everything else a logger buys have increased in the past several years. The questions end up being "How much?" and "Is this reflected in what loggers are being paid"?

That's an interesting question, but not really how markets work. Yes, you can total up all of the input costs of logging (or any other economic activity), add a margin, and declare, "This should be the price."

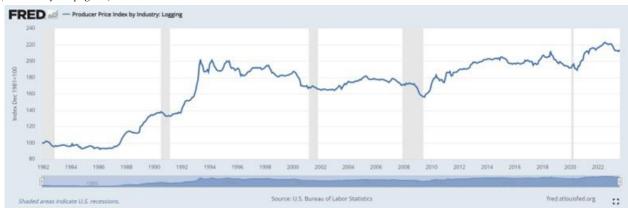
After that, prepare to engage in endless debate about whether the correct input costs were weighted correctly and discussions about why that might be the right cost structure for the entire nation, but it just doesn't apply to (take your pick – geography, type of supplier, type of market, etc.). However, the market will ignore you – prices for commodities are set according to the dynamics of supply and demand, often somewhat disconnected from input costs.

The U.S. Bureau of Labor Statistics publishes a monthly Producer Price Index for Logging if you want to follow what loggers are getting paid. What's a Producer Price Index (PPI)? As the Department of Labor explains, a PPI "measures the average change over time in the selling prices received by domestic producers of goods and services. PPIs measure price change from the perspective of the seller." In simpler terms, it is what a supplier gets paid for the goods they produce – in this case, logs, pulpwood, biomass, and other forest products. Notably, the PPI is without value judgment – this isn't what someone "should" get paid. It's what they did get paid.

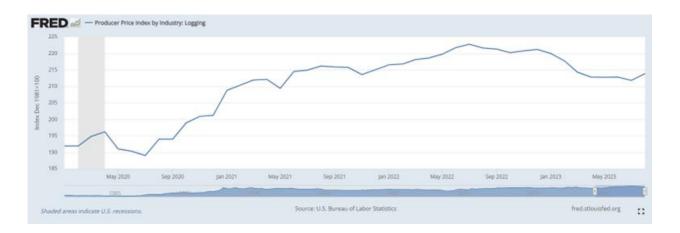
The PPI for Logging sets January 1981 as the base date, with a value of 100. As loggers' paid wages rise and fall, a monthly report puts this in perspective to 1981. As you'll see in the chart below, by May 1993, the Logging PPI had risen to a little over 200 – meaning that loggers were getting paid double what they were paid in January 1981 (note – the figures are not adjusted for inflation).

(Continued on page 29)

(Continued from page 28)



A look at the most recent years (2020 through today) shows a rise in what loggers are paid from mid-2020 through late 2022, with some declines from there to the present. According to this PPI, loggers were getting paid 11% more in August 2023 than at the start of the decade but 4% less than at the PPI peak in July 2022.



The PPI can be a valuable tool for loggers, wood-using industries, and others who care about the long-term health and viability of the forest products sector. It helps to understand – at a macro, national scale – what loggers are getting paid, and can be considered in context with other information to ask, "Are loggers being paid enough to economically incentivize them to stay in the business, invest in the future, and be sustainable parts of the supply chain?" Of course, there aren't easy or universal answers to this question, but it is critical to ponder. The PPI for loggers is one data point to help inform the answer.



SCTPA MEMBER BENEFIT & SERVICE





MICHELIN & B. F. GOODRICH TIRE SCTPA MEMBER DISCOUNT PROGRAM

SC Timber Producers Association is proud to offer this Member Benefit 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. 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

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- 3. Interested SCTPA members should reach out to your local Michelin Tire Dealer.
- 4. Contact Michelin's Sharon Warner, 386-479-1169, email sharon.warner@michelin.com to receive an application. Sharon will ask questions regarding number of tires to be purchased, who pays and how.
- 5. Sharon Warner 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.
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- 10. Once a member is registered on Michelinb2b.com, member will have access to all their purchase reports and tire pricing.
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- 12. Tires cannot be ordered online or shipped to the customer. Must go through a Michelin dealer.

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9-8-23

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

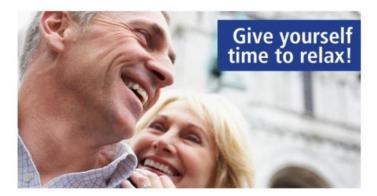
ACA Compliance



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.





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 <u>new</u> 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 <u>WST-Training@Daimler.com</u>
- 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

- o 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:
 - o 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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October 2023

26 SCTPA Board of Directors Meeting, Hampton Inn Harbison, 10:00 a.m., Columbia

November 2023

- Forestry Insurance Company of the Southeast, Board of Directors Meeting, Charleston
- 23 Happy Thanksgiving! Eat Mo' Turkey!

December 2023

- SC SFI State Implementation Committee Meeting, Columbia SCTPA Board of Directors Meeting, Hampton Inn Harbison, 10:00 a.m.,
- Christmas Eve! Here Comes Santa Claus!
- 25 31 Merry Christmas to All!
- New Year's Eve! Goodbye to 2023!

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 2024 SFI Timber Operations Professional (TOP) Update Video to continue to be SC SFI Trained for the July 1, 2023 – June 30, 2024 period. Contact SCTPA and a group live class or individual live class can be arranged.

Spring 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 I SCTPA workshops & events will be forwarded.

> Crad Javnes President & CEO

PO Box 811, Lexington, SC 29071 800-371-2240 Fax: 803-957-8990 bcjpaw@windstream.net

Kathy Fudge Communications Director SCTPA

PO Box 811, Lexington, SC 29071 803-608-3357 khfudge@gmail.com

SCTPA Board of Directors

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Crad Jaynes President & CEO



PO Box 811 Lexington, SC 29071 800-371-2240 803-957-8990 bcjpaw@windstream.net

The **only** insurance agency endorsed by and supporting your Association.

The South Carolina Timber Producers Association

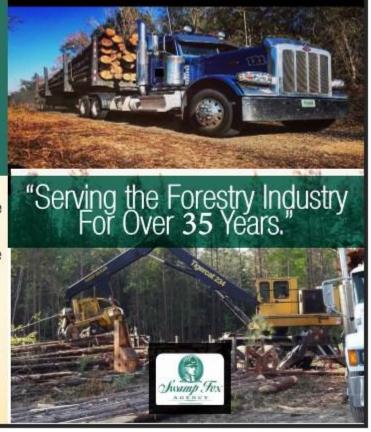
Representing the leading logging insurance carriers including the <u>only logger owned</u> carrier Forestry Insurance Company of the South East

Commercial Auto • Workers Compensation • Equipment Marine • General Liability • Excess Liability • Property

The leader in the Fleet Management Practices
Contact: Jeremy Barclay, David Hayes, Michelle Hopkins
and Rick Quagliaroli

Swamp Fox Agency

P.O. Box 1318 = Moncks Corner, South Carolina 29461 843-761-3999 = Toll Free: 888-442-5647



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.