



# ut of the Woods

"Voice of the Southeastern Wood Producers Association"

Volume 25

Issue 2 2015

2015 SWPA Annual Meeting  
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INSIDE!**

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IRP ONLINE  
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INDUSTRY  
ECONOMIC IMPACTS  
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# DIRECTOR'S MESSAGE

April-June 2015  
Executive Director  
Tommy Carroll



## *Twenty-Five Years* - My How Time Flies

The year 2015 represents a milestone as the Southeastern Wood Producers Association reaches its twenty fifth anniversary. What is also remarkable is that many of the founding fathers are still active today. Thanks to these men and others with vision, the loggers of Georgia and Florida have developed a well-known and effective organization representing their business interests and issues.



This year the SWPA Annual Meeting will be returning to the World Golf Village in St. Augustine, Florida. Registration information is included in this magazine issue. This year's event format will be convention style similar to past events at this location. Recreational events will include golf on Friday afternoon and a family fishing event on Saturday afternoon sponsored by Ring Power.

Please keep in mind that the annual meeting is a fundraising event so encourage other loggers to attend that have not participated in the past. This event offers a great opportunity for loggers, sponsors and other friends to come together and share ideas, issues and most of all fellowship. The timber harvesting industry continues to face challenges and the annual meeting presents a forum for the leaders of the industry in Florida and Georgia to come together and share their insight and visions.

Everyone has heard the phrase, "We don't need to reinvent the wheel." I personally believe in simplicity and not to over-complicate things. While the wheel may be fine as is, eventually the tire needs changing. This is because it is worn out and there is probably a better product available. The SWPA is like the wheel. Its core purpose is stable but there is improvement available to make it a more superior asset for its owners, who by the way are its members. However, there is a need for members to speak up and present their ideas as to how the association can better serve their essentials. Opinions need to be converted into ideas and suggestions.

People all possess their own uniqueness. Under no conditions should everyone disagree or agree on a single issue without discussion. Debate is a freedom that has been hard earned for our great country. Diverse ideas lead to success for all. Those of you that are logging business owners have common basic issues while also experiencing singular concerns based upon your geographic locations. Remember, the only bad ideas are the ones never offered.

As I mentioned earlier, the annual meeting is an event that allows both organized and private interaction between the loggers of Georgia and Florida. It is an opportunity to create new professional relationships with people you otherwise would never meet and exchange ideas you may have not considered before. So please come and invite a friend.

Please do not hesitate to call Pam, Mia or me for any concerns you may have. I hope to see you soon in St. Augustine.

**"Develop an attitude of gratitude, and give thanks for everything that happens to you, knowing that every step forward is a step toward achieving something bigger and better than your current situation."**

— Brian Tracy

*Tommy Carroll is the Executive Director of the Southeastern Wood Producers Association, Inc., which represents logging professionals in Georgia and Florida. The SWPA Inc is headquartered in Hilliard, Florida. For more information please contact us at (904) 845-7133 or you may contact Tommy directly at (478) 994-3052. website: [www.swpa.ag](http://www.swpa.ag) Tommy's email: [tcarroll@swpa.ag](mailto:tcarroll@swpa.ag)*

# A PRESIDENT'S PERSPECTIVE

*Thoughts from the Woods*  
by Richard Schwab, President SWPA



## MAKING A POINT VS MAKING A DIFFERENCE

This week in church, we learned that many people are more focused on making a point rather than making a difference. One of my goals during my presidency has been to be a catalyst for change of the logger education in Florida that the SFI standards require. Last fall I had a meeting with the head of logger education in Florida. I was assured in that meeting that the quality of education in the state of Florida was some of the best in America. We debated about lack of choice and irrelevance in the material. During the meeting I was also assured that the 2015 material would be better than ever. Needless to say at the end of our meeting, we agreed to disagree. However, we left the meeting with cautious optimism.

Last week I had the opportunity to continue my Florida Master Logger education. I watched the 2015 video. One half of the training was a video I saw 20 years ago on logger aesthetics. In that video they suggested that we cut everything down in the woods, merchantable and non-merchantable, so that the job would be more pleasing aesthetically. These techniques were acceptable 20 years ago because the biomass industry was not as strong as it is today.

We were watching this video in a biomass fueled power plant's conference room... talk about irrelevant. The third quarter of the training was on how smart phones affect our business.

I did a quick non scientific poll. Out of 25 loggers in the room, only one did not have a smart phone. Every logger except one also used their smartphone to send

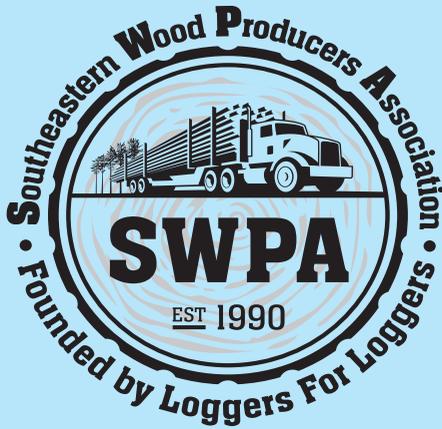
and receive emails, was very familiar with texting and various messaging options, as well as the use of apps to improve business productivity. There was some interesting information on the various specifications and usability of handheld GPS devices that may have been helpful to a few. The last quarter of the video was on Florida's new Wildlife BMP's. The new Wildlife BMP information was the only relevant piece of training we could use in the industry today. Our facilitator took the time to supplement the video with handouts from the Florida Forest Service website including the Landowner's Notice of Intent, how to obtain a Wildlife BMP manual, as well as a copy of the statute that provides the basis for Wildlife BMPs.

I am frustrated. I do not believe this material is 'the best' that can be provided under the SFI program. Loggers in our state do vary in the level of professionalism exhibited individually across our state. However, in my experience traveling across our great nation, loggers in Florida are as a group among the best, brightest and most professional harvesting and transportation businesses in the country. With the overwhelming burdens and issues that we as business men deal with today the idea that the information contained in the 2015 Florida Master Logger video is the best available is simply not true.

I would request that you be the judge of the quality of the material after you have viewed it this year. If you have the same conclusions that I do, please let those that require you to be SFI trained in your businesses know how you feel about it - good or bad.

Let's not only make a point, but more importantly join me in making a difference. I am planning on going to the next Florida State Implementation Committee's meeting in Florida. I am going to ask that we have our voice heard. I am also going to all the mills I deliver to and landowner's that require SFI training and let those managers know what I think of their training video. The more we pull together and make our voices heard, the more we are likely to make a difference. Let's stand up together and make our voice heard.

*Richard Schwab, President  
Southeastern Wood Producers Association Inc.*



**SWPA**  
**Southeastern Wood Producers Association Inc.**  
is the voice of timber harvesting professionals in Florida and Georgia since 1990. The association exists for the sole purpose of furthering the timber harvesting profession through advocacy and services provided to our membership.

**OUR MISSION**

- Establish a positive public image of wood producers
- Provide quality continuing logger education
- Encourage responsible harvesting practices
- Be the leading advocate for timber harvesting professionals in Georgia and Florida
- Report news and economic data
- Monitor workers compensation & other business insurance issues

**Director: Tommy Carroll**

**Editor: Mia Wade**

**Publisher: SWPA Inc.**

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1. 2015 SWPA ANNUAL MEETING REGISTRATION
2. Safety Meeting Material
3. SWPA Purchase Program Information

**ARE YOU PAYING THE  
LOWEST PRICE POSSIBLE  
FOR TIRES AND FILTERS?**

**...YOU SHOULD BE  
BUYING FROM SWPA  
PURCHASE PARTNERS!**





## REALITY

AMERICAN LOGGERS COUNCIL President: Myles Anderson



Have you ever thought what it would be like to wake up one morning to the reality of having lost your job, lost all the infrastructure that once supported your job and wonder how your community and your family would survive? Fast forward to the reality of today, the living wage jobs are long gone and your community is dependent on government aid rather than the vibrant economy that once flourished there. Rural families throughout the United States living adjacent to nationally owned forests, where once a thriving industry harvested and manufactured renewable resources have been forced into living this reality for the last 15 years. The Forest that was once managed to minimize fuel loading, create jobs and provide revenue for the local communities is now an overstocked and tinder dry fuel source or worse, a sea of blackened snags.

This government aid that communities have come to rely is known as the secure rural school act (SRS). The SRS act monetarily supports communities and is meant to substitute for all the jobs that were lost as a result of our government's decision to stop managing the lands surrounding these communities. Historically these rural communities received a portion of the receipts from Forest service timber sales and more importantly the jobs and lifestyle that went along with living in a vibrant community. The SRS is critical for many rural communities. This act funds over 775 rural Counties and 4,400 schools. The secure rural schools act was first passed in 2000 and since then every year these counties have come to rely on this funding for their very existence. The sad truth is there is no certainty from year to year associated with the funding.

Each year families in these communities wait on Congress to decide whether or not their basic needs will be funded through a bill or resolution. Usually these funds are held hostage by one party or another because of unrelated issues. A commonsense approach to this issue would be to put this effort into restoring the economic viability of these communities through increased forest management. Perhaps this is too simplistic an approach to solving this problem; however, I believe that a majority of people in this Country are beginning to realize our federally owned forests are in a state of declining health. Most are very supportive of green fire breaks, removing the dead and dying trees and managing the fuel load. Our federal forests could and should be managed in a sustainable way creating jobs and strong communities

*Myles Anderson is the current President of the American Loggers Council and he and his father Mike own and operate Anderson Logging, Inc. based out of Fort Bragg, CA. The American Loggers Council is a non-profit 501(c) (6) corporation representing professional timber harvesters in 30 states across the US. For more information, visit their web site at [www.americanloggers.org](http://www.americanloggers.org) or contact their office at 409-625-0206.*

rather than waiting for the inevitable fire. The best measure of the cost of these catastrophic fires is in air quality impacts, the destruction of critical habitat, the deterioration of water quality and the numerous animal welfare (habitat) issues.

According to the USDA in regards to the forest service "Our mission, as set forth by law, is to achieve quality land management under the sustainable multiple-use management concept to meet the diverse needs of people". I propose this question, do you feel the national forests and in turn our rural communities are in a better position environmentally and socially now then we were 20 years ago when the Forest Service was actually managing our forests? There is a difference between conservation and preservation, and the fact that managed timberland has many benefits both environmentally and socially should not be overlooked when describing the difference.

Many ideas are floating around Washington DC on how best to facilitate a new direction within the United States Forest Service. Perhaps it will require legislation that charts a new course, or a change in leadership to get the agency back on track or even a return to common sense that places management back into the hands of the professionals who are trained to manage the forests, not the liberal courtrooms with their own agendas who opt to side with radical environmental organizations who continue to thrive off of the settlements and awards offered through the Equal Access to Justice Act.

What is important is that Washington DC hears from constituents on how important it is to utilize our natural resources for both the environmental benefits and the social benefits. I for one would like to go to work each day and support my family in an industry that relies on a renewable resource, rather than reliving the nightmare of congressional consent every year. When deciding as to what should benefit from federal forests I would ask that human beings be a prime consideration as we deliberate.

# SWPA Executive Officers 2014 - 2016

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**President: Richard Schwab**  
*MA Rigoni Inc.*



Richard Schwab began working with the family business, M. A. Rigoni, Inc., Perry, Florida, in 1990. He worked his way up within the organization as an equipment operator in the woods, to a mechanic, to managing a crew in 1992. From 1992 to 1995 Richard worked as crew foreman. From 1995 to present Richard has been responsible for procurement and new business development for all of the company crews and contractors. MA Rigoni operates three crews, a couple of private contractors, and a land clearing crew. Richard accepted a leadership role in the SWPA in the Fall of 2008 because "he is passionate about the logging industry and wants to do as much as possible to make a difference." Richard said, "I realized that unless we speak up for ourselves as a unified industry we are allowing others to control our destiny."

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**Vice President: John Lane**  
*Coastal Logging Co Inc*



John Lane's childhood memories stem from working in the woods on his father's logging crew. Growing up in the industry made it easy for him to begin his own business in 1981. He and his wife Donna started Coastal Logging Co from humble beginnings and today it has grown to a three crew operation. John's son, Johnny, and his wife Sarah are active in the business as well and represent the fifth generation of the Lane family in the timber industry. John also and serves in the national logging association, the American Logger's Council, as SWPA's representative, within the Georgia Forestry Association as well as the Glynn County Forestry Commission. John stated that he got involved because: "I felt it was my responsibility to become more active in issues that affect loggers and the future of the logging industry."

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**Secretary-Treasurer: Scott Gies**  
*Gies Timber & Land Inc.*



Scott first joined the SWPA after leaving the consuming side of the industry to establish a logging business in early 2007. He was elected to serve as a Board member in 2010. Scott's harvesting operations are primarily in northeast Florida and southeast Georgia. He is married to Sheila Gies and has a daughter, Jennifer Hale (husband Clint Hale), granddaughters Ella and Anna, a son Douglas and a daughter Kelli. Scott was also a Florida Logger's Council member of the Florida Forestry Association. When asked why he serves loggers as an SWPA Board Officer he said: "I feel that it important for those of us in the timber harvesting profession to have a unified voice. We are the ultimate stewards of the forest, and unless we as group make this known there is an assumption that we are not. By serving the members of the SWPA it is my hope to help get this message out to the public at large."

---

**Past President: Brian Henderson**  
*Midway Forest Products Inc.*



Brian Henderson obtained a Bachelor's Degree in Industrial and Systems Engineering from the Georgia Institute of Technology in 1996. After college he returned to Lincoln County to join the family logging business, and extend it to a fourth generation. In order to expand purchasing/marketing operations, Midway Forest Products Inc. was incorporated in 2001. He married Paula Graves of Lincolnton in 2002. Currently, he serves as President/CEO of Midway Forest Products, Inc. and Vice President/CFO of Henderson Logging Co., Inc. When asked why he chose to serve Brian answered: "Obtaining a degree gave me choices about my future. I made the choice to be a logger. I became a member of the SWPA because I believe that to be a successful business owner I must surround myself with a network of likeminded professionals. Taking a leadership role in the SWPA puts me in a position to help shape my own future rather than just react."

---

**Executive Director: Tommy Carroll**  
*SWPA Inc.*



Tommy Carroll, Executive Director of the Southeastern Wood Producers Association (SWPA), has 37 years of experience in the timber harvesting industry. This includes 10 years with Union Camp Corporation working as crew foreman on company timber harvesting crews and later as a wood yard manager. For the next 15 years, Carroll was employed by Canal Wood Corporation as Harvesting Compliance Coordinator. The primary focus of this position placed an emphasis on safety and environmental compliance programs with Canal's timber harvesting contractors and company facilities throughout the south eastern and mid-western United States. Carroll began work for the SWPA in 2001 first as Education Director and became the Executive Director in 2007. Carroll served as chairman of the Georgia Forestry Association's Logging and Transportation Committee from 1996 to 2000 and currently sits on Georgia's SFI Statewide Implementation Committee and Logger Education Committee.



## SWPA Annual Meeting – June 5-6, 2015

Renaissance World Golf Village – St. Augustine, Florida

### *SWPA Member and Partners:*

The Southeastern Wood Producers Association is excited to announce the 2015 Annual Meeting location at the Renaissance World Golf Village/St. Johns Convention Center, St. Augustine, Florida on June 5-6, 2015. ***Please join other SWPA members and friends as we revisit the format and structure of past meetings held at The World Golf Village!***

A large turnout is anticipated for this meeting at this venue that so many SWPA families enjoy. The SWPA Annual Meeting is the largest association fundraiser each year and is important for the financial stability of the organization. ***Please complete the registration form enclosed as in insert in this magazine issue. (Self-mailer optional, postage required.)***

- ***Please register each individual attending and indicate the number attending each event. If necessary, you may purchase event tickets on an a la carte basis.***
- ***Children 14 and under are no charge. However, SWPA will still pay full cost for every event they attend. Please help us by providing an accurate headcount for everyone including children and purchase a la carte tickets as needed.***
- ***All others will be at the Adult registration rate. Family rates can be arranged for larger groups by contacting SWPA. Do not hesitate to contact us for ANY special needs.***
- ***BE SURE TO RESERVE YOUR ROOM AS SOON AS POSSIBLE.***

Space will fill quickly and our room block will expire on May 13, 2015. We are not likely to have additional rooms after the expiration date. For room reservations call 888-789-3090 and mention the "SWP Southeastern Wood Producers" group or make your reservation online at <https://resweb.passkey.com/go/SWPAANNUALMEETING>. If you have any issues at all please call the association and speak with Pam or Mia at (904) 845-7133.

A meeting agenda including more information about the events we have planned is enclosed. Enjoy the family time and freedom this year's relaxed conference style event will offer. All that this annual meeting needs to be a success is YOU.

As always, we welcome your questions, input and involvement as we make final preparations for our 2015 SWPA Annual Meeting! Please call us to discuss your plans or to ask any questions you may have.

Sincerely,  
SWPA Board of Directors

2014-2016

#### Board of Directors

Richard Schwab

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*Vice President*

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John Mullis

Jimbo Nathe

Ronnie Pollock

Don Snively

Ken Sheppard

Tim Southerland

Keith Smith

Dillon Stratton

Coye Webb, Sr.

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*Executive Director*

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Pam Bennett

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#### Diamond Sponsor





## SWPA Annual Meeting – June 5-6, 2015 EVENT INFORMATION Renaissance World Golf Village – St. Augustine, Florida

*Join other SWPA members and friends as we revisit the format and structure of past meetings held at The World Golf Village!*

Enjoy the family time and freedom this year's relaxed conference style event will offer. All that this annual meeting needs to be a success is YOU.



### HOTEL INFORMATION

Space will fill quickly and our room block will expire on May 13, 2015. We are not likely to have additional rooms after the expiration date. For room reservations call 888-789-3090 and mention the "SWP Southeastern Wood Producers" group or make your reservation online at <https://resweb.passkey.com/go/SWPAANNUALMEETING>. If you have any issues at all please call the association and speak with Pam or Mia at (904) 845-7133.

### MEETING AGENDA

#### Friday - June 5, 2015:

- 9:00 am – 1:00 pm Continuing Logger Education  
*(FL Master Logger Renewal Event AND GA Master Timber Harvester credit as well)*
- 1:00 pm - until Golf Tournament at the St. Johns Country Club (OFF SITE)
- 1:00 pm - 7:30 pm Registration/Hospitality/Vendor Areas open
- 6:00 pm – 7:30 pm President's Reception (Supper on your own)

#### Saturday - June 6, 2015:

- 8:00 am – 9:50 am Sponsor/Member Appreciation Breakfast (Five Minutes of Fame)
- 10:00 am-11:00 am Ring Power Presentation (CLE 1 hour SAF or GA MTH)
- 11:30 am – 2:00 pm Family Fishing Event
- 6:00 pm – 7:00 pm Pre-Banquet Reception
- 7:00 pm – 9:00 pm Annual Meeting Banquet

### SPECIAL EVENTS OFF-SITE:

**Friday – June 5, 2015 1:00 pm Golf Tournament at the St. Johns Country Club.** St. Johns Golf & Country Club was rated as the 5<sup>th</sup> best course on GolfNow.com through Golf Advisor. The course is located at: 205 St. Johns Golf Drive, St. Augustine, FL 32092. Directions from The Renaissance World Golf Village are: Head north on I-95 one exit. Go west on Hwy 210 and at 2<sup>nd</sup> light make left onto Leo McGuire Parkway and the course will be ahead on the left.

**Saturday – June 6, 2015 11:30 am – 2:00 pm (approximately) Family Fishing at Deer Creek (Compliments of Ring Power).** Ring Power staff will meet you out at Deer Creek. Directions to all registered participants with instructions from Ring Power will be available at the SWPA Registration Desk. Ring Power will provide a box lunch and take folks to fishing spots. Participants will need to bring their own gear, tackle and bait.



**REGISTRATION FORM IS ENCLOSED IN THIS ISSUE AS AN INSERT**

**USE AS SELF-MAILER IF DESIRED - MAKE COPIES AS NEEDED - CALL 904-845-7133 FOR ASSISTANCE**



# The Director's Corner

## Georgia Forestry Commission



*Robert Farris, Director*

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If you keep Google alerts active on your email server, you've probably seen that Georgia forestry has been popping up more frequently the past few months. Several issues have brought our industry into the limelight, including "green building" certification, wood pellets and forest sustainability. In some situations, the subjects have been debated by folks who don't have all the facts, which is actually a great opportunity for us to share the truths about our business and the values that guide us.

I'm a fan of Aldo Leopold, the author, forester and conservationist who wrote extensively about nature and environmental ethics. His book, *A Sand County Almanac*, is a classic of nature writing and explores human responsibility as it balances with the natural landscape. In it, he writes,

There are two spiritual dangers in not owning a farm. One is the danger of supposing that breakfast comes from the grocery, and the other that heat comes from the furnace.

While tree farmers may not be supplying the bacon and eggs, we certainly understand the ways our forests support everyone's daily life and the processes needed to ensure the resource is available to our grandchildren and their grandchildren. Science proves this, with statistics showing Georgia's forest area has remained relatively stable for more than 50 years, and forest growth currently exceeds removals by more than 40 percent annually. Georgia's 24 million acres of forestland are 91 percent privately owned, and these owners have every reason to protect the resource that puts food on their own tables. These facts are especially important to share at a time when the media may choose to highlight differing and more dramatic voices.

Viable markets for the renewable forestry resource are a necessary truth - and a message each of us is obligated to share. The market for biomass is one of those. Though wood pellets are just a small portion of a long line of products produced from our forests, they strengthen markets for woody residues and small diameter trees. They provide one more opportunity for forest landowners to keep their forests in trees rather than conversion to some other non-forest use.

As an integral part of the wood producing industry, each of us needs to find our voice in supporting forest sustainability in Georgia. That includes encouraging reforestation by landowners with whom we work. Replanting is just as important as wise harvesting, and you may be the only person sharing that truth with a landowner. Please reach out to an independent forestry consultant or to the Georgia Forestry Commission's Forest Management professionals for assistance with any of these planning needs.

I'm proud to say that the majority of landowners and foresters with whom I work are devout environmentalists, committed to sustainability and the wisest use of our forestry resource; people who personify another of Leopold's characterizations:

A conservationist is one who is humbly aware that with each stroke [of the axe] he is writing his signature on the face of the land.

Sincerely,

Robert Farris

# The Florida Forest Service

## Director's Desk



Since the 1930s, natural resource managers have relied on the Forest Inventory and Analysis (FIA) program, the most comprehensive forest monitoring and analysis system in existence. FIA is a reliable means of gauging changes to wildlife habitat, timber supplies, the environment and natural resources. In order to monitor forests' natural resource trends in a timely and useful manner, the Florida Forest Service operates under the goal of attaining FIA data on a five year cycle. The following report focuses on the economic impacts of forestry in Florida and was constructed from the latest data available in the 2013 FIA data report and 2013

Summary of Economic Contributions of Forestry and Forest Product Manufacturing Industries in Florida by Implan Group, LLC.



### Economic Output:

Of Florida's 17.3 million acres of forest land, 15.4 million acres of timberlands support economic activities in Florida. These economic activities generated \$14.52 billion in total output impacts in 2013. This was 13% less than 2012 output impacts, but 4% more than in 2008, the lowest point in the recent economic recession.

### Employment:

In 2013, the Florida forest products industry supported 74,500 full and part-time jobs, which were 9,800 fewer jobs than in 2012. However, this also represents a 16% increase in employment when compared to its lowest point in 2008.

### Export Value:

At \$5.54 billion in 2013, the export value of Florida's forest products to out-of-state destinations decreased 6% since 2012. However, this number also represents a significant increase of 40% when compared to low 2008 export values.

### Fiscal Impacts:

In 2013, production and imports of Florida forestry and forest products industries generated \$442 million in tax im-

pacts. Of that, \$354 million were generated by the pulp and paper sector, \$34 million by forest tract management and logging activities, \$40 million by secondary products manufacturing, and \$14 million by lumber, veneer and panel manufacturing industries.

### Forest Ownership:

In 2013, Florida timberland ownership, which supports forest products industry was 71% private (66% non-industrial, and 5% forest industry), 18% state and local, and 11% federal (Fig. 4). That translates into 11 million acres in private ownerships, 2.8 million acres in state and local, and 1.7 million acres in federal government ownerships.

### Annual Wood Harvest

Between years 2009 and 2013, Florida on average harvested 472.5 million cubic feet of wood annually. Of that amount approximately 90% was harvested from private and 10% from publicly owned timberlands (Table 2). Nearly 63% of all harvested wood was either slash pine or longleaf pine. Collectively, all southern yellow pines supplied 425.6 million cubic feet, or 90% of all harvested wood annually. The remainder of wood harvest consisted of cypress (7%) and hardwood species (2%).

For more information regarding Forest Utilization and the Forest Inventory Analysis program, visit [www.FloridaForestService.com](http://www.FloridaForestService.com) or contact Dr. Jarek Nowak at (850) 681-5883 or [Jarek.Nowak@FreshFromFlorida.com](mailto:Jarek.Nowak@FreshFromFlorida.com).

The Florida Forest Service manages more than one million acres of public forest land while protecting 26 million acres of homes, forestland and natural resources from the devastating effects of wildfire.

For statewide forestry updates and wildfire information, visit



[www.FloridaForestService.com](http://www.FloridaForestService.com) or follow FFS on Facebook or Twitter.



## GEORGIA 2015 LEGISLATIVE REPORT

For more legislation and legislator information go to: [www.legis.ga.gov](http://www.legis.ga.gov) and type in bill numbers or lookup to state representative or senator.

### Bills of Interest passed in the 2015:

#### **HB 170: Transportation - Reps. Roberts, Burns, Hamilton, England, Stover, and Hatchet**

A compromise reached through a legislative conference committee details a new transportation funding plan, estimated to generate \$945 million through a combination of user impact fees and an excise tax on motor fuel.. Passed the Senate 42-12. Passed the House 129-41.

#### **HB 199: Timber Harvesting Notification - Reps. Corbett, Nimmer, Shaw, Epps, Carter, and LaRiccia**

There are various administrative hoops that must be cleared with local governments before a timber harvest operation can begin. Currently, those regulations vary greatly from county to county. The purpose of this bill is to reduce the inconsistencies for those requirements, and streamline the process. Passed the Senate 49-0. Passed the House 172-1.

### Bills of interest that did not pass in 2015

#### **HB 411: Truck Weights - Reps. Watson, LaRiccia, Shaw, Corbett, Chuck Williams, and Nimmer**

This bill will increase the permissible hauling weight of unfinished wood products from 80,000 pounds to 84,000 pounds with a 5 percent variance for those that purchase a \$250 annual permit. This bill stalled in the House and will be eligible for passage next year.

## FLORIDA 2015 LEGISLATIVE REPORT

As of the date of this publication the Florida Legislature was in the last week of the 2015 regular legislative session. The House and Senate remain at odds over how to handle a potential \$1.3 billion hole in the state health care budget brought about by the federal government's plan to end the Low Income Pool, a program that helps hospitals cover the costs of treating uninsured and Medicaid patients. Florida has a mandate to balance the budget each year and this may mean the Florida Legislature will convene a special session.

The legislation listed below were top priorities during the Florida 2015 session. For more information on these bills you may go to [www.flhouse.gov](http://www.flhouse.gov) or [www.flsenate.gov](http://www.flsenate.gov) and search by bill number or sponsor.

**SB 220 by Sen. Simpson (on 4/24/2015 after 2nd Reading – land Substitute of HB145 this bill was laid on table) HB 145 by Rep. Beshears (HB 145 Passed the House)** Commercial Motor Vehicle Review Board: This legislation provides greater flexibility in the appeals process and expands the Board to include three additional members from the private sector: one each from the construction, trucking and agricultural industries. The Commercial Motor Vehicle Review Board currently consists of three representatives from the Department of Highway Safety and Motor Vehicles, Department of Transportation and the Department of Agriculture.

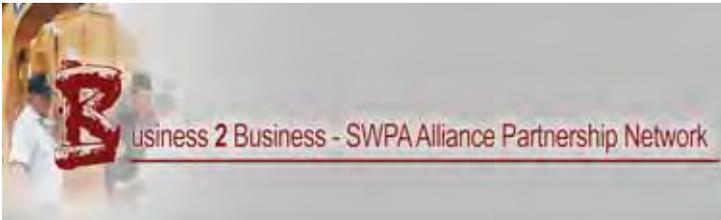
**SB 398 by Sen. Stargel; (formerly HB 249 by Rep. Raburn now in PCB FTC 15-05)** Sales Tax Exemption on Equipment Parts: 2005 legislation repealed the state sales tax on farm and forestry equipment. While this has resulted in a tremendous savings for ag and forestry producers, replacement parts and repairs for this equipment remain taxable. SB 398 and HB 249 expand the sales tax exemption to include replacement parts and repairs for farm and forestry equipment.

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# HOW TO AVOID PANIC BUYING: Woodyard Inventory vs. Spot

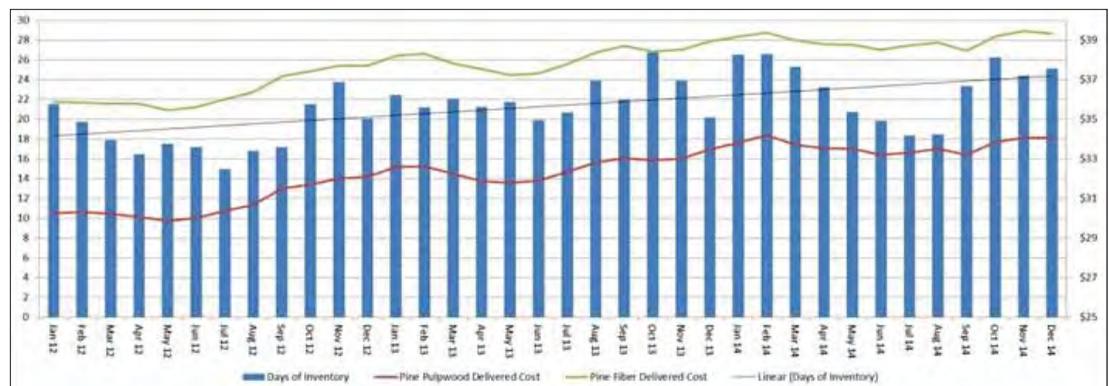
Reprinted by permission "Forest 2 Market", Posted by Pete Coutu [www.forest2market.com](http://www.forest2market.com)

Raw material inventory management—the process that ensures a sufficient raw material supply to sustain production goals—involves a certain degree of risk management. Procurement organizations must strike a delicate balance between having enough woodyard inventory and minimizing holding costs. How much risk should a mill be willing to incur?

To properly assess risk, mills look at their product sales, translate that into a mill run rate and then factor in the available raw material supply. Deliveries are calculated based on historical trends and projected forward.  $\text{Delivery Plan} = \text{Planned Inventory} - \text{Current Inventory} + \text{Consumption}$ . When all things are stable, this formula is fairly straightforward. Variability in the process, whether due to weather, seasonality, freight capacities and mill operating rates, complicates the equation, however. Variability is truly the enemy of the delivery plan. In general, higher variability means that price volatility increases and spot market purchases occur. One example of this occurred in West-South pine pulpwood markets in 2010. Record-breaking rainfall in 2009 restricted harvest activity and mill inventories were drained as a result. Prices escalated at the end of 2009 and into 2010 as mills struggled to bring their inventories back into alignment with their production needs.

Because Forest2Market collects more than 30 million transactions of wood raw materials in its databases annually, we have become adept at predicting a significant portion of the variability in raw material procurement. Our long-term historical data is very good at helping show the variation in market inventories. This data provides some insight into the risk tolerance of mills in the South. The month-by-month trend line, for instance, shows that over the last three years, total fiber inventory increased by six days southwide. This is an interesting development since no significant weather event occurred during this time frame and seasonal variation in the South is muted relative to other regions of North America. This increase in inventory suggests mills are less risk tolerant than they once were.

As inventory days increased, so did price. Our data shows that fiber price is approximately \$3.00 per ton higher across the South since 2012, though this is not due to significant supply chain disruptions. Rather the price increase has been a fairly steady climb due to increasing competition and better economic conditions.



While individual mills may have experienced low inventory that resulted in the need for spot market purchases, the supply chain in the South has been fairly consistent since 2012. Inventories have generally averaged between 15 and 25 days with no significant price shocks in the supply chain. Measuring your individual mill's inventory versus the market can be enlightening when planning annual budgets and monthly deliveries.

Conventional wisdom argues that holding lower inventory to save inventory cost is preferred as long as you don't run out of wood. However, the real cost of holding lower inventory should include the expense of higher prices in the following quarter that can erode any cost savings realized as a result of holding lower inventory. These higher costs should be included in delivery plan risk assessments. Particularly with today's low interest rates, the cost savings of lower inventory don't always compensate for the spot market purchasing that occurs when variability hits the supply chain. While we can never totally defeat the variability enemy in our procurement planning, we can reduce its impact by planning proper inventory levels that reflect historical deliveries and future challenges.

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Atlanta, GA 30374-0382

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## ATTENTION ALL LOGGING OPERATIONS

**THERE WAS A CHANGE TO REPORTING REQUIREMENTS THAT BECAME EFFECTIVE 1-1-15 WHICH REQUIRES YOU NOTIFY OSHA WHEN A WORKER IS HOSPITALIZED.**

The rule requires all employers to report directly to OSHA any incident in which a worker is killed or hospitalized, suffers an amputation, or loses an eye. Employers will be able to report incidents via the phone and speak with an OSHA representative, or online at [www.osha.gov](http://www.osha.gov), in which they will receive an email confirmation of their report. Inpatient hospitalizations are reportable only if they occur within 24 hours of the work-related incident, OSHA said. The hospital or the clinic determines whether or not the worker was formally admitted as an in-patient. The agency's enforcement policy is still being finalized, OSHA said. However, the agency stressed that employers must comply with the new requirements beginning Jan. 1. Previously, employers only had to report work-related deaths and hospitalizations of three or more workers. OSHA changed its reporting requirements because hospitalizations and losses of an eye are "significant events" that may indicate the existence of serious hazards at worksites, the agency said.

**Notice submitted by: Patty Cole**

**Sr. Risk Control Consultant**

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*(see Bitco Ad, Page 3 this issue)*

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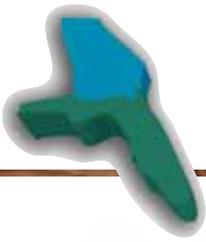
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Rudy's Mobile: 229-873-1806  
Attn: Rudy Harrelson

#### Columbus Tire

1133 4<sup>th</sup> Street  
Columbus, GA 31901  
706-321-8133  
Attn: Dan Snavelly

#### Dorsey Tire

1476 US Highway 80 E  
Pooler, GA 31322  
Attn: Bruce Chamblee  
912-964-6798  
And  
13061 GA 251  
Darien, GA 31305  
912-437-2390

#### Duncan Tire

301 Telfair Street  
Dublin, GA 31021  
478-272-5404  
Attn: Scott Beasley

#### Andy Smart Tire

2738 Secret Harbor Dr.  
Orange Park, FL 32065  
904-545-5238  
Attn: Andy

#### Coleman Store

7521 Hwy 15 South  
White Plains, GA 30678  
706-467-2068  
Attn: Kenny Stewart

#### Garrett Tire

4720 Weiss Lake Rd  
Leesburg, AL  
256-526-8172  
Attn: Steve or Chris

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404-835-1374

75 Pinyon Rd Covington, GA 30016  
770-787-5133

6371 Corley Rd. Norcross, GA 30071  
770-962-4882

##### Collins and Sons

56 Bay St. Baxley, GA 31513-0352  
912-367-2003

##### Dalton Commercial

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706-272-0986

##### Dorsey Tire

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13061 GA 251  
Darien, GA 31305 912-437-2390

##### Duncan Tire

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478-272-5404

##### Giant Tire

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229-762-3230

##### Griffin Commercial

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770-227-3355

##### J&R Tire

350 Bohannon Rd Fairburn, GA 30213  
770-964-7016

##### Macon Commercial

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866-742-4375

#### North Georgia Tire

161 Criss Black Rd. Cartersville, GA 30120  
770-387-1400

#### Porterfield Tire

1190 Mitchell Bridge Rd Athens, GA 30606  
706-549-6698

#### FL DEALERS

##### Giant Tire **\*\*TOP DEALER 2014\*\***

3523 Hwy 84 W. Whigham, GA 39897  
229-762-3230

#### Boulevard Tire

828 N. Edgewood Ave. Jacksonville, FL 32254  
904-786-1112

512 S. Combee Rd. Lakeland, FL 33801  
863-682-5171

6815 Adamo Dr. Tampa, FL 33619  
813-621-5445

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**Southeastern Wood Producers Association Program**

**PROGRAM LAUNCH DATE - DECEMBER 1, 2012**



**920 - Roadmaster RM185 SmartWay Verified (Regional Steer)**

SKU	Item No.	Tire Size	P.R.	T.D.	Wgt	F.E.T.	Price Without FET		Price Including FET	
L119201134	92034	11R22.5	14	18.5	119	\$25.23		\$290.12		\$315.35
L119201136	92036	11R22.5	16	18.5	119	\$29.39		\$307.57		\$336.96
L119201154	92054	11R24.5	14	18.5	130	\$29.39		\$329.87		\$359.26
L119201156	92056	11R24.5	16	18.5	130	\$34.59		\$345.89		\$380.48
L11920E454	92045	285/75R24.5	14	18.5	120	\$25.23		\$330.78		\$356.01

**RM185A**

L11978E534	97853	295/75R22.5	14	18.5	110	\$25.23		\$297.67		\$322.90
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**921 - Roadmaster RM275 (Closed Shoulder Drive)**

SKU	Item No.	Tire Size	P.R.	T.D.	Wgt	F.E.T.	Price Without FET		Price Including FET	
L119211134	92134	11R22.5	14	27.5	129	\$25.23		\$327.02		\$352.25
L119211136	92136	11R22.5	16	27.5	130	\$29.39		\$347.55		\$376.94
L119211154	92154	11R24.5	14	27.5	140	\$29.39		\$347.63		\$377.02
L119211156	92156	11R24.5	16	27.5	141	\$34.59		\$366.76		\$401.35
L11921E454	92145	285/75R24.5	14	27.5	132	\$25.23		\$350.37		\$375.60

**RM275A**

L11979E534	97953	295/75R22.5	14	27.5	120	\$25.23		\$328.20		\$353.43
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This is a partial price list only.

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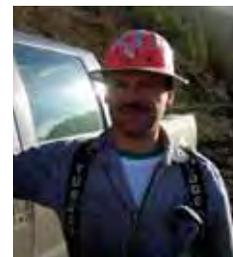
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# The Backbone of the Industry



I have some breaking news! The much anticipated logger shortage is here! ...at least during times of peak production. It is hitting our industry in a couple of different ways.

Across the country, the “surge capacity” in our industry has all but disappeared. That part of our industry used to be made up of many small operators who often only logged part of the year but could always be called upon to help out during times of peak production. Since the “Great Recession,” most of these companies have gone out of business, moved on to more profitable ventures, or become full-time loggers. With that surge capacity gone, we are all feeling tremendous pressure to meet our customers’ demands.

As employers, we are in the midst of a crisis trying to attract and retain qualified employees. This fact was driven home recently by a logger friend whose son had been working for his company. Last year, his son took a job with a construction company, making considerably more money than he had been making working as a logger. His son felt badly about leaving but, as my logger friend told me, “he’s now making the kind of money that he could never make in logging.” When you think about it, what a sad statement about logging. If we can’t even afford to pay our own children enough to stay in logging, how can we expect to keep any qualified employees? When I was young, someone could buy a house and raise a family on a logger’s wage. Now, even with a working spouse, most employees struggle just to get by. It is not at all unusual for the spouse of a logger to be the bigger breadwinner with better benefits and retirement package. It is demoralizing, considering the high level of skill required to perform most logging jobs.

***We have a serious problem: fewer loggers in the business and fewer individuals becoming loggers.***

In order to stay in business, loggers have had to become better, more professional businessmen. We have learned how to succeed in an increasingly regulated and volatile industry. During the same time, virtually every cost has skyrocketed (equipment and financing, commercial and health insurance, workman’s comp, fuel, regulatory fees and taxes) and we have had to absorb those astronomical cost increases. The only items that haven’t risen at the same pace

are the prices we are paid by our customers, what we logging operators earn in profit at the end of the year, and what our employees take home on their paychecks. Yes, we have managed to stay in business but it has been at great cost to our people. Ultimately, if we cannot increase our profits, we cannot increase pay to a level that more realistically reflects the value and skills of our people to our logging operations, a level that is competitive with other industries that require workers with similar skills.

A retired forester recently told me that “loggers would soon be in the driver’s seat” with regards to setting logging prices. The question is, just how accurate will that statement turn out to be? I do know that this is definitely not a place loggers are accustomed to being. Typically when there is a shortage of something (loggers), its price will go up. Unfortunately, the pressure to increase logging that we’ve felt from our customers hasn’t resulted in increased prices for our services. While we would love to be able to charge whatever prices we want, the reality is that wood products are commodities. Producers of wood products are not only competing against one another; they compete against other materials. If wood products become too expensive, they will be replaced by other materials and will ultimately lose market share. So where does this leave us?

If we don’t quickly improve logger compensation, the logger shortage will certainly continue getting worse. As the shortage gets worse, even fewer operators will be available to meet the increasing demands of the market. Less product availability translates into higher market prices. Higher market prices will result in lower market share. This death spiral has a simple solution- pay loggers more money for the work that they do. Without strong and more-profitable loggers, the future of the entire wood products industry is in serious trouble.

We loggers are the backbone of this industry. We owe it to ourselves, our employees and the entire timber industry to make reasonable profits. To do anything less will jeopardize us all and result in what timber owners probably fear the most- out of control logging costs.

*Mark Turner is the current President of the Associated Oregon Loggers and serves as an officer for the American Loggers Council. He and his brother Greg operate Turner Logging located in Buxton, Oregon. For more information, please contact the American Loggers Council at 409-625-0206.*



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## Governor Rick Scott Appoints Two to Suwannee River Water Management District

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**Tallahassee, Fla.** – Today, Governor Rick Scott announced the appointments of Richard Schwab and Bradley Williams to the Suwannee River Water Management District.

Schwab, 42, of Perry, is a procurement manager with M.A. Rigoni. He currently serves as the president of the Southeastern Wood Producers Association and the vice president of the American Loggers Council. Schwab currently serves as a board member of the Forest Resources Association and a member of the Florida Forestry Association. He succeeds D. Ray Curtis and is appointed for a term beginning April 13, 2015, and ending March 1, 2019.

Williams, 44, of Monticello, is the owner and president of Williams Timber Inc. Williams received his associate's degree from Tallahassee Community College and his bachelor's degree from Florida State University. He succeeds George Cole and is appointed for a term beginning April 13, 2015, and ending March 1, 2019.

The appointments are subject to confirmation by the Florida Senate.



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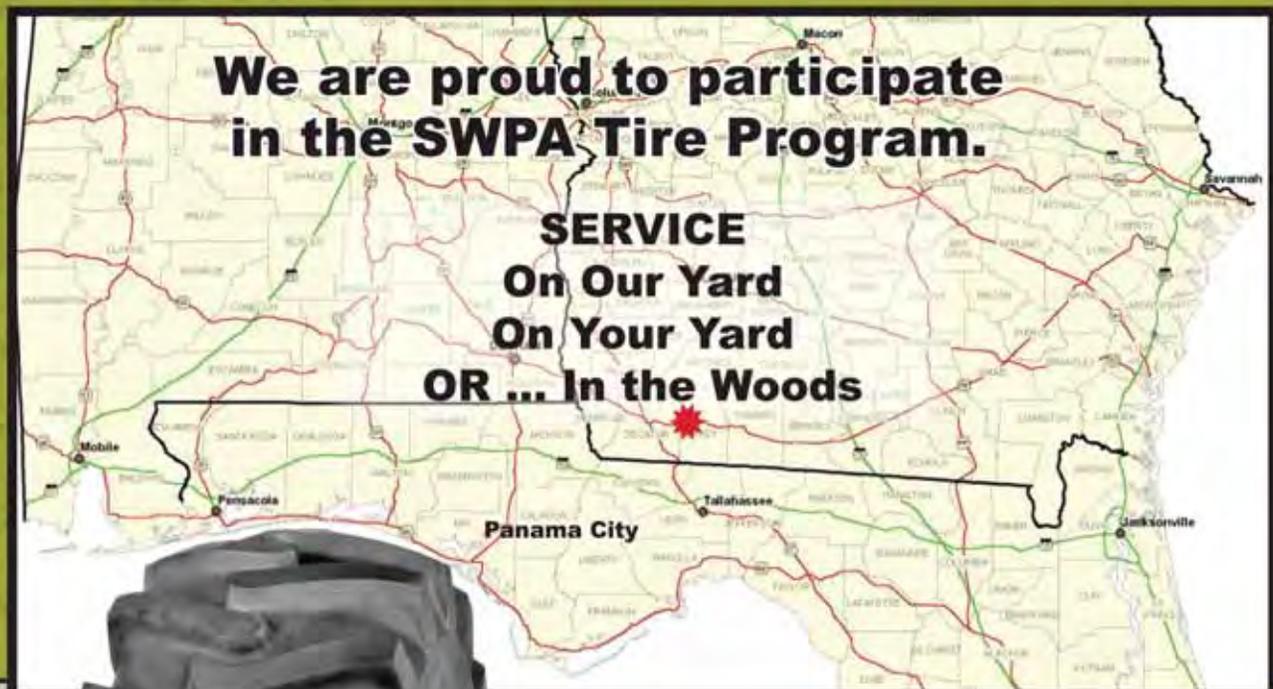
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