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## The Loggers Voice - Professional Logging Contractors of Maine - April 2016

Professional Logging Contractors of Maine

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# THE LOGGER'S VOICE

A Quarterly Publication of the Professional Logging Contractors of Maine

## The Battle to Save Biomass

As this issue of the Logger's Voice goes to print, The Professional Logging Contractors (PLC) of Maine is locked in a battle to save the state's biomass electric industry, on which hundreds of loggers depend, from collapse.

For months now the PLC has been urging the LePage administration and legislative leaders to support legislation designed to save the industry by providing an opportunity for biomass power producers to secure short-term energy contracts.

On March 28 a public hearing on LD 1676, "An Act To Establish a Process for Procurement of Renewable Resources," was held in Augusta and attended by dozens of professional loggers and supporters who made a strong case for passage of the bill, but which also revealed strong opposition to the rate increases it would mean.



*PLC Members attend a legislative presentation on biomass in February. Such strong shows of support have had an impact on the biomass debate.*

The bill comes as the industry is teetering on the brink of collapse in the face of record-low wholesale electricity prices from cheap natural gas, a mild winter, the loss of a renewable energy credit market in Massachusetts, and the potential loss of a renewable energy credit market in Connecticut.

Covanta idled its two Maine biomass plants in March and some of ReEnergy Holdings' four Maine plants are imperiled if conditions do not improve.

LD 1676 directs the Maine Public Utilities Commission to secure contracts for new or existing renewable energy resources with the highest likelihood of providing in-state economic benefits such as permanent direct jobs, payments to municipalities, payments for fuel and resource access, in-state purchases of goods and services, construction-related jobs and purchases, greenhouse gas benefits, fuel diversity benefits, grid

reliability benefits and investment that may improve the long-term economic viability of the state; all criteria that favor biomass in Maine.

The bill is designed to preserve the industry by providing stable, short-term revenue for Maine biomass plants to buy time for market conditions to improve and for them to take other steps that can lead to their long-term health.

Few in the energy sector doubt that natural gas prices - which are currently at historic lows - will rise again. Record low fossil fuel prices have hit domestic drillers hard, causing many to idle rigs and halt investments, and this has implications for future natural gas supply.

A Forbes Magazine article examining U.S. Energy Information Agency (EIA) data in late February concluded, "Every week, the EIA proclaims a new record for natural gas production. But their own forecasts show that the U.S. will be short on supply by October of this year. A price increase is inevitable beginning later in 2016."

The loss of the biomass market would be

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**THE LOGGER'S VOICE**  
A Quarterly Publication of the Professional Logging Contractors of Maine

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**State of Our Union**  
**Brian Souers, President**

In January I asked the question: “Are you a professional?” Since January much of the forest products industry has been adversely affected by continuing mill closures. While this has created tremendous stress and challenge for many loggers, I have personally witnessed the excellent professionalism that loggers have displayed in their reaction to these overwhelming challenges. This professionalism has been displayed by loggers doing what we do best, solve problems. Day to day loggers have adjusted operations to accommodate market changes and limitations.

Loggers, via the PLC, have also been very active in Augusta, working with Governor LePage, his administration, and the state legislature to determine how we may improve the business environment for our forest products industry. There are several bills being considered that you will learn more about throughout this newsletter. Let it suffice to say that I have been proud to stand with all of the professional loggers this winter as we have been navigating the current challenges.

Yesterday I attended a round table meeting in Lincoln with Senator Angus King, his staff, representatives of various federal and state agencies, and industry stakeholders. Loggers were well represented by many individual logging contractors as well as PLC Executive Director, Dana Doran. Senator King set the tone by asking for specific recommendations to address the various challenges we face. There were many good and specific recommendations.

The reality however is that we did not get in this situation overnight and determining the best path forward for our industry and the State of Maine will be a process that will take time. The good news is that there are opportunities to develop and loggers, via PLC, have a seat at the table. Again, I urge all professional loggers to stay in touch with Dana Doran and any PLC board members in order to be part of the process going forward.

As we all know, when the going gets tough, loggers get going! PLC has a very active spring agenda. Take advantage of it by attending the PLC Annual Meeting and banquet on Friday, April 29<sup>th</sup> in Brewer, Maine. Also, plan to attend with your people one of the many Spring Training days being offered around the state. Go to <http://maineloggers.com/> for details or call the PLC office at 207-688-8195.

You will not be disappointed at any of these events. I am particularly looking forward to the panel discussion at the PLC Annual Meeting where we will have an opportunity to have a candid discussion with some of the most influential people that many of us do business with in this industry. I expect that there will be some very good ideas that come out of this discussion that will help us all.

On another note, this will be my last “State of Our Union” message to write for our quarterly newsletter as my term as president will end at the Annual Meeting. The president’s term is for two years. I have thoroughly enjoyed working with the board and Executive Director Dana Doran. This is a very high quality group of selfless leaders. I will stay on the board in the position of past president as Vice President Scott Madden will take on the president’s role. The board will be in very good hands with Scott and I look forward to supporting Scott, the board and Dana in any way needed.

We will be nominating and electing new board members at the Annual Meeting, so please be thinking about who you would like to see on the board going forward. Don’t be bashful about considering yourself for board membership. The PLC is growing. We are adding a multitude of member

## The Eye of the Tiger

### Dana Doran, Executive Director

I have a feeling I know the answer to this question, but doesn't it feel like the last eight months in our industry are a scene out of a Rocky movie? Or perhaps the entire collection of Rocky movies?

Just when we think the bleeding has stopped and Mick sends us back into the ring, Apollo Creed, Clubber Lang and Ivan Drago blind-side us all at once, break a few ribs with a rapid assault of rabbit punches. I guess I can only hope that this is a scene from a Rocky movie since Rocky always wins in the end. I truly believe that loggers are the Rocky of the forest products industry, will get stronger as a result of this adversity and do whatever it takes to come out on top. Optimism is all we have at this point.

Not to dwell on the negative and tell you a story that you are all painfully aware of, but here are the stats of the last eight months. Since August of 2015:

- Verso Paper in Jay laid off 300 employees and limited its consumption of fiber by 500,000 tons.
- Expera Specialty Solutions in Old Town closed, laying off 195 people and curbing its fiber consumption by 1,000,000 tons.
- Lincoln Tissue closed, laying off 170 employees and curbing its fiber consumption by 500,000 tons.
- Madison Paper will close in May, and lay off 214 employees and curb its fiber consumption by 325,000 tons.
- Covanta Energy is shutting down, laying off 44 employees and curbing its fiber consumption by 500,000 tons.
- Maine Woods Pellet in Athens shut down in early January, laying off 18 workers and curbing its fiber consumption by 100,000 tons.
- Corinth Wood Pellets laid off nine workers in January and curbed fiber consumption by 80,000 tons.
- Lignetics in Strong has laid off several employees and curbed fiber production by 80,000 tons.
- Northeast Pellets in Ashland has laid off more than 12 employees and curbed its fiber consumption by 40,000 tons.

As you know all too well, this crisis has also gone all the way to the stump, impacting all of you in one way or another. Our estimate, based upon some basic survey data, is that PLC members have shed more than 250 jobs in this period of time and more could be on the horizon. This is probably a conservative estimate and one that will be fact checked later this spring.

To put this entire situation into perspective, over the last eight months, we are talking about the loss of 3.1 million tons of fiber, which equates to 103,000 truckloads, or 20% of the total amount consumed by Maine mills in 2014, and almost 1,200 rural jobs.

Is there good news on the horizon? Should we hold out hope?

From my perspective, we must. Good news is around the corner and we will all work together to find a path forward. After all, loggers know no other way.

As I write this article, we are working extremely hard at the legislature to squeeze blood from a turnip. I don't want to say that misery seeks company, but there is great awareness and respect for our dilemma and a conscientious effort to do the right thing. With only four or five weeks to go until this session wraps up, there is still much to do, but hope is on the horizon.

As most of you know, we have been working hard this session on two primary pieces of legislation, that we hope will be of great benefit to all of you: LD 1481, An Act To Protect Maine's Natural Resources Jobs by Exempting from Sales Tax Petroleum Products Used in Commercial Farming, Fishing and Forestry, and LD 1676, An Act to Establish a Process for Procurement of Renewable Resources. I have been so proud to represent all of you on both of these bills and equally proud of the strong PLC participation that we have garnered at each of the public hearings for these bills. The legislature knows how desperately needed these bills are to your way of life and they wouldn't have this understanding without your participation and support. The PLC is known and respected at the legislature and it would not be possible without all of you at the table.

LD 1481 was quickly moved out of committee on a unanimous vote on Feb. 24. The final fiscal note for the bill was reviewed and approved and the bill moved to the floor of the Senate for its first floor vote. The Senate approved the bill on a first and second reading without a roll call and the House voted 142-0 in support of the bill. The bill moved back to the Senate on Tuesday, March 22 to be engrossed and it was then sent to the Special Appropriations Table for funding at the very end of the session. The fiscal note is much lower than expected (\$8.5 million for FY 2017) and this should help the bill get funded. We will know more about the prospects for funding in the next two to three weeks.

Regarding LD 1676, we are in the midst of the committee process as I write this article. LD 1676 proposes to provide an RFP opportunity in late 2016 to put biomass generation load under contract for up to 5 years as a path forward for the stand alone facilities. The bill does include economic benefit language that should give biomass a leg up over other generation resources.

The economic value of a strong Maine biomass industry and the direct and indirect jobs, payroll, and tax revenue it generates will more than offset the current higher cost per kilowatt-hour of such energy, while



PLC MEMBER SHOWCASE:

**TATE BROOK TIMBER COMPANY: What sets a logger apart**

MT CHASE - It's early March, mid-morning, and the fog is lifting off the forests south of remote Shin Pond, revealing ground still covered by hard-packed snow, but not much of it.

For Maine loggers, this is a winter of the worst kind; late to start and early to end. Even this far north, where Bangor stations barely come in on the truck radios, the logging season is almost over.

Tate Brook Timber Co. has been on the job since just after midnight the night before, hauling logs out of a frozen yard on a 430-acre tract and fighting to beat the rising sun as temperatures climb. Wes Dube, owner of the company, is working the radio directing his crew and watching the clock. He has to head south soon to the bank because it is Friday and his crew needs to be paid. At some point he'll sleep a bit, then be back at it again tonight since the forecast calls for below freezing temperatures.

"We're on the last yard, and then probably a week of processing. I saved this just for March, this is the last lot," Wes said. "We started loading at 12:30, on account of the posted road, we're trying to beat Mother Nature here, and we got nine loads out."

Challenges are nothing new in logging, and weather always tops the list, but lately there have been plenty of others: Loss of pulp and paper mills in Millinocket, East Millinocket, Lincoln, Bucksport, Old Town, and Madison. Biomass electric facilities in West Enfield and Jonesboro shutting down. Tate Brook Timber Co. is based in Lincoln and West Enfield, right in the middle of the hardest hit portion of Maine, and the company fights back the only way it can - hard work.

"I like a challenge, and you always have to have a plan B and be able to make a decision in a second," Wes said. "That's what sets a logger apart. There's so many variables from weather to breakdowns to men, it's not laid out in front of you, you have to chase it."

Both of Wes' grandfathers were loggers back when many farmers logged using horses in the winter, one in Canada and one in Eagle Lake, Maine. His father



*Wes Dube inspects growth rings on freshly cut timber*

and uncles moved to the Enfield area, logging at first with horses, then tractors, then cable skidders, and finally moving on to mechanical harvesters. His uncles eventually got out of logging and into trucking.

Wes developed an interest in logging early and when he attended high school took advantage of Region 3 technical programs to prepare students for the forest products industry. When he graduated he just wanted to go to work in the woods, but an instructor, Roger Ryder, saw how well he did in the programs and convinced him to go to Paul Smith's College in the Adirondacks, where he earned a two-year degree in forest technology.

Wes then spent four years as an operations forester, working first for Wagner Forest Management and then for Robin A. Crawford & Son Woods Company Inc, buying stumpage and handling other aspects of the operation.

"That's when I realized, it's wide open out there - I can do this myself," Wes said.

At the age of 25 he launched Tate Brook Timber Co., buying a forwarder and a harvester and hiring one employee. He had a few thousand dollars saved from a real estate deal, and that wasn't enough, but Herbert C.



*Tate Brook Timber Co. Tigercat 822c in action*

**Tate Brook** Continued on Page 5



**Tate Brook** Continued from Page 4

Haynes Inc., founded by the late Herbert Haynes, joined the startup and guaranteed the loans.

“I’ve been with them ever since, I’ve always sold them my wood from day one, that’s the deal I made with Herb,” Wes said.

It is a deal he has never regretted, H.C. Haynes is still buying his wood and biomass in the current tough market, are great to work with, and go the extra mile. The nine loads of logs he trucked to Haynes overnight could not have gone there if Haynes had not dedicated a loader and operator just to receive them.

“When we started there really wasn’t a whole lot of cut-to-length going in this area, that was more up north, so we started working for public lands, for the state, and that just took off,” Wes said. “I hired an operator and we went ten years with that cut-to-length, and finally I couldn’t keep up with the land I was buying.”

What followed was rapid expansion and a heavily diversified company. Tate Brook Timber now cuts about 50 percent on land the company owns, and the rest on private landowners. The company got into whole tree and chipping. Today there are six employees on the payroll and other subcontractors working with the business.

The company operates a Tigercat 822 feller buncher, two Barko cranes with slashers, two Kenworth and two Western Star log trucks, a chipper, chip boxes, log trailers, an excavator, a bulldozer, and a dump truck.

Tate Brook Timber also owns and operates a Prentice 180 Crane on a 1979 Mack Carrier – his favorite piece of equipment, and the first piece he bought himself, Wes said.

Mt Chase is about as far north as the company ranges, spending the majority of time logging closer to its base in Lincoln and garage in West Enfield, and working in the Bangor area, in places like Dedham and Holden.

In addition to the mill closures Tate Brook Timber has grappled with the other challenges faced by loggers across the state, including the rapid rise in the price of equipment even as wood prices are falling. Emissions standards are part of that, and Wes believes a more common sense approach needs to be applied to this as it applies to forestry

equipment.

“In 2013 I bought that 822 feller buncher, brand new, zero hours, for \$382,000 dollars. That was the last non-emissions engine, and now that machine two years later is \$492,000 - it’s gone up a hundred thousand dollars,” Wes said.

No matter the challenges, the company sticks to its word and its professionalism. Wes knows that when you are dealing with private landowners, your reputation and the quality of work you do is critical to getting jobs. Tate Brook Timber is a certified Master Logger company and has built up a strong reputation, and when the company gets paid, the landowner gets paid the same day.

There are other rewards than money. Wes recently had the opportunity to cut a lot he first cut 13 years ago when he was just starting out. In that short time, the lot had regenerated, because it had been harvested properly the first time.

“It’s fun to see silviculturally what you are doing, and what you are trained to do, if you manage it right it’s going to work,” Wes said. “People say wood doesn’t grow and we’re working ourselves out of a job – uh uh, it comes back.”

Tate Brook Timber Co. joined the Professional Logging Contractors (PLC) of Maine soon after Wes started the company, at that point to take advantage of the insurance benefits membership offered.

Since then, the company has benefited from the efforts of the PLC and the information the association provides, and Wes is well aware of the importance of the organization in tough times like these.

“The lobbying, the work they do for the industry in Augusta. That’s big, especially right now,” Wes said.

As for the future, Wes is optimistic that the Maine forest products industry will rebound and that new markets will emerge for Maine wood.

“You hear of a lot of people either downsizing or trying to do something different and getting out of it, but I’m not a quitter, I’m going to hang in there,” Wes said. “I think it’s going to turn around. It goes in cycles; this state just grows wood. You cut one tree down and ten come up. Somebody’s got to cut it.”



*Tate Brook Timber Co. Barko crane with slasher*

Welcome New Members

PLC Members

**Highland Farms Logging** - Highland Farms Logging of Cornish, ME joined the PLC as a new Member in February of 2016. Highland Farms is fully mechanized and has a professional staff of four certified logging professionals. For more information, contact David Pike at (207) 625-3888 or email: [highlandshop@gmail.com](mailto:highlandshop@gmail.com).

**Andrews Timber Co.** - Andrews Timber Company of Atkinson, ME joined the PLC as a new Member in February of 2016. Andrews Timber is fully mechanized and has a professional staff of two certified logging professionals. For more information, contact Samuel Andrews at (207) 564-2435.

**JC Delimbing, LLC** - JC Delimbing, LLC of Fort Kent, ME joined the PLC as a new Member in March of 2016. JCD, LLC is fully mechanized and has a professional staff of four certified logging professionals. For more information, contact Jeremy or Becky Caron at (207) 834-2941.

**R.A. Thomas Logging** - R.A. Thomas Logging of Guilford, Maine has joined the PLC as a new Affiliated Contractor in December of 2015. For more information, please contact Roberta Thomas at (207) 343-1930.

**Herbert C. Haynes Inc.** - Herbert C. Haynes Inc. of Winn, ME joined the PLC as a new Affiliated Contractor in February of 2016. H.C. Haynes was founded in 1963 and remains a family-owned and operated business, with 48 employees throughout New England and Canada. The company owns and manages various tracts of forestland throughout the State of Maine. H.C. Haynes also operates as a wood broker and wholesaler, buying and selling forest products throughout the Northeastern United States and Canada. The company hires independent subcontractors to harvest wood on both public and private landowners as well as its own company lands. H.C. Haynes, Inc. also maintains a fleet of logging trucks. For more information contact Ginger Maxwell at 736-3412.

**Thorndike & Sons Inc.** - Thorndike & Sons Inc. of Strong, Maine has joined the PLC as a new Forest Contractor in December of 2015. The company employs more than 40 people. For more information, please contact Karen Thorndike at (207) 684-3299.

Enhanced Supporting Members

**Pride Manufacturing Co. LLC** - Pride Manufacturing Co. LLC of Burnham, ME joined the PLC as a new Enhanced Supporting Member in February of 2016. Pride Manufacturing Company was founded in 1930 for the purpose of specialized wood products production. Today Pride is the world's largest manufacturer of wooden golf tees, thanks to a state-of-the-art technology that enables Pride to produce and sell more tees than all of their competitors combined. For more information contact Scott Taylor at (207) 343-1035 or email [styler@pridesports.com](mailto:styler@pridesports.com)

**The Land Brothers** - The Land Brothers of United Country Lifestyle Properties of Maine joined the PLC as a new Enhanced Supporting Member in March of 2016. The Land Brothers are licensed Realtors who specialize in the marketing and sale of timber and recreational land in Maine. Peter and Phil McPhail are the only Realtors in Maine designated by the National Realtors Land Institute to hold the Accredited Land Consultant (ALC) Certification. Other members of their land sales team include licensed forester, surveyor, master Maine guide and environmental consultants who can provide land clients with additional land related services. Their office is located in Lincoln, ME. For more information contact Peter McPhail at 1-800-286-6194.

**Dead River Co.** - Dead River Co. of Maine joined the PLC as a new Enhanced Supporting Member in March of 2016. Founded in 1909 by Charles Hutchins, Dead River Company had its roots in the forest products industry. The company was named for the Dead River, which flowed through much of its timberland in remote areas of Western Maine. After selling its remaining interest in the forest products business in 1987, the primary focus became the distribution of petroleum products as well as commercial real estate development and management of convenience stores. The company is still family-owned and has locations throughout New England. For more information contact David Luce at (207) 358-5787.

Supporting Member

**Kyes-Carpenter Insurance** - Kyes-Carpenter, an independent insurance agency located in Western Maine, has joined the PLC as a new Supporting Member. The company is committed to the principles of service, integrity and professionalism while providing their valued clients with the highest quality of service with the goal of exceeding their expectations. For more information, contact the Skowhegan office at 98 Water Street at 800-244-5937 or the Farmington office at 171 Main Street at 800-287-5557.

Want to Become a Member? Call (207) 688-8195





**SUPPORTING MEMBER SPOTLIGHT-**



PLC Preferred Supporting Member GH Berlin-Windward is a major lubricant distribution company serving an area from Maine south to New Jersey and west to Upstate New York.

GH Berlin was founded in 1920 by George Berlin. In 1945 Walker Booth purchased the company and after many years in business sold the company to his nephew Rick Booth and long time friend Dave Waltz. Dave and Rick operated the business together and made several acquisitions in the southern New England marketplace.

In 2011 GH Berlin acquired Windward Petroleum and their facilities in Northern New England. Windward Petroleum included the former RH Foster, Maine Lubrication Service, Bailey Distributing, and the Casey Petroleum organizations.

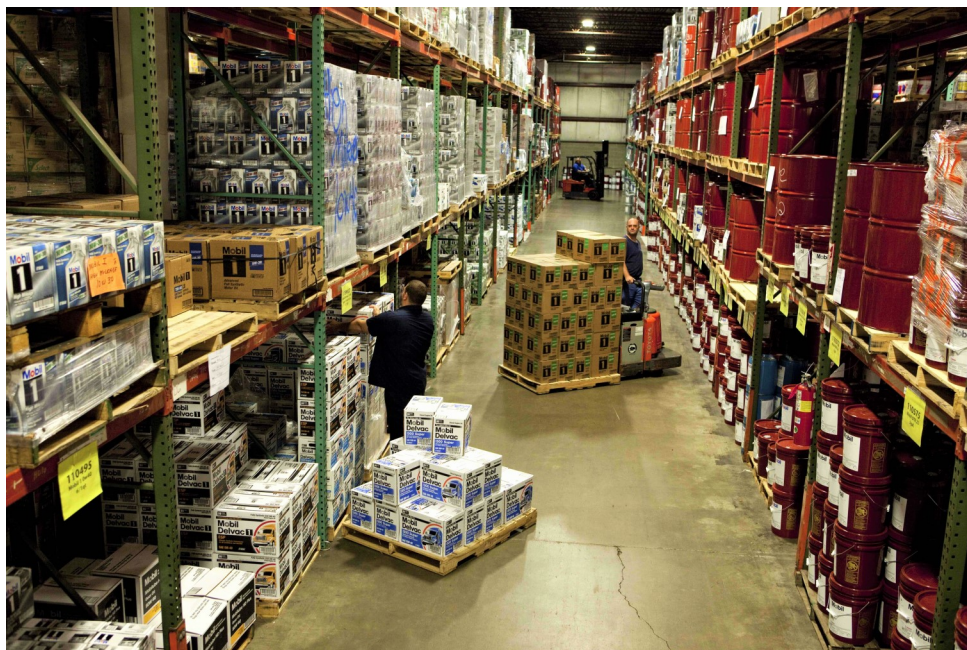
Between 2011 and 2015 several more companies were added to the GH Berlin-Windward family that included two facilities in Upstate New York.

In December 2015, GH Berlin-Windward along with J.A.M (Houston, Texas), and Coastal Chemical (Abbeville, La) came together under the Brenntag umbrella to form a nation leading distributor of lubricants and diesel exhaust fluid(DEF). The new alliance enabled GH Berlin-Windward to greatly expand product and supply capability to include industrial chemicals and nationwide lubricant and DEF distribution. Many of GH Berlin-Windward’s Maine-based customers have



Staffed by over 30 Maine-based operations and sales employees, GH Berlin-Windward operates two PLC region bulk and packaged distribution facilities:

- Located in Westbrook, formerly operated by **Maine Lubrication Service**, the first facility has a 40,000 square-foot warehouse, with in excess of 329,000 gallons of climate controlled indoor bulk lubricant storage, and four bulk and package delivery vehicles.
- The former **RH Foster** facility located in Hampden has a 25,000 square-foot warehouse with over 230,000 gallons of indoor climate controlled bulk lubricant storage, and seven bulk and package delivery vehicles.



*GH Berlin-Windward warehouse*

lubricant and DEF requirements in other regions of the country. The new national organization gives these customers unparalleled supply capabilities that support their growing needs.

Each facility includes dedicated storage for bulk ISO and API certified diesel exhaust fluid sold under the Brenntag Ultra Pure and Peak Blue DEF brand names. GH Berlin-Windward distribution capabilities and consistent service enables the company to make the majority of deliveries within one to two business days after order placement. GH Berlin-Windward delivers to all of Maine a minimum of once per week, and to many communities multiple times per week.

“Our customer base is dominated by the forestry, logging, and paper industries,” David W.H. Fenderson, Vice President-Marketing for the company, said. “We are keenly aware of the supply requirements needed to

help our customers succeed. In many instances after hours and weekend distribution is required to keep our



GH Berlin-Windward Continued from Page 7



GH Berlin-Windward Hampden, ME facility

customers up and running. GH Berlin-Windward’s service and quality capabilities are only overshadowed by the great depth and knowledge our employees have. Many GH Berlin-Windward staff members have over 30 years of lubricant handling and application expertise.”

GH Berlin-Windward has a very broad, comprehensive lubricant, diesel exhaust fluid, and ancillary product portfolio. The company carries more than 5,000 items, including major lubricant brands Mobil, Chevron, and Shell.



GH Berlin-Windward Westbrook facility employees

The company prides itself on having the right engine oil, hydraulic fluid, grease, or lubricant to fit customer applications and the technical support to back it up.

The company recognizes times are very challenging in the Maine logging industry right now.

“The good news is there are many ways GH Berlin-Windward and their suppliers can optimize your spending on lubricants and drive more value out of the products you purchase. In a nutshell - lower your operational costs,” Fenderson said. “The forestry and logging industry is without question our companies’ most important business segment. Our relationship with the PLC allows us to support you, our most important customer while helping us better understand your needs. We believe the collaboration between GH Berlin-Windward and the PLC makes us a better, more capable supplier, and enables us to anticipate your needs as an industry.”



GH Berlin-Windward Westbrook, ME facility

### Demand for mechanized logging operators high even in challenging times

The news lately from the Maine logging industry has been discouraging; paper mill and biomass plant closures and slowdowns, declining demand for wood pellets, cutbacks in business and employees.

This would lead most people to expect job opportunities in the logging industry are disappearing, but in fact exactly the opposite is happening in the case of mechanized logging.

The shift away from cable skidders and chainsaws that began in Maine in the 1980s is now fully entrenched in the state’s logging industry, and most companies that are surviving in the current market depend on the speed, efficiency, and volume of



mechanized logging to remain competitive.

This shift has brought with it a need for advanced training for operators of the complex harvesters, forwarders, delimiters and grapple skidders that are in use in the Maine woods today, and as the first generation of operators are now beginning to reach retirement age and more companies switch to mechanized logging, new operators are in high demand.

“The employment opportunities in the Maine logging industry today are excellent for those with the skills and training to operate mechanized

Mechanized Logger Education Continued on Page 9

## Mechanized Logger Education

Continued from Page 8

forestry equipment. These are high-paying jobs with benefits, and even in the current downturn in the forest products industry the demand for these positions is still high,” Dana Doran, Executive Director of the Professional Logging Contractors (PLC) of Maine, the trade association representing Maine’s professional loggers, said.

While jobs for trained operators are abundant, the training itself is not; many logging companies have invested large sums of money and time in training their own employees in an attempt to meet their own demands. On average it takes a minimum of a \$100,000 investment in a new recruit, between wages, benefits, repairs and lost production in the first year, to provide such training.

Today, there are only four high school logger training programs left in Maine to offer fundamental logger education. These programs provide a vital introduction to the industry, but are not equipped to train a fully functional entry level mechanized operator.

Loggers like Tony Madden, owner of A.W. Madden Forest Products of Milford, who has been in the industry for decades, say the skills needed by loggers keep growing.

“Today’s equipment operators need more training than ever to operate this high-tech, computerized logging equipment,” Madden said.

In 2015, the PLC opened discussions with the Maine Community College System and industry partners seeking a solution to the training issue. That joint effort led to creation of the region’s first mechanized logger training program, which is scheduled to be operating this summer in northern Maine and move to new locations around the state each semester.

The Mechanized Logging Operations Training Program is being jointly developed by the PLC and Northern Maine Community College (NMCC), Eastern Maine Community College (EMCC), and Washington County Community College (WCCC) with generous support from Milton CAT/CAT Forest Products, and from Nortrax Inc./John Deere.

In addition to more than \$3 million in donated equipment and services from Nortrax/John Deere and Milton CAT/CAT Forest Products, the program will also receive generous support from the State of Maine. As

a result of this assistance, tuition for students who qualify for the program will be free from 2016-18.

This new certificate program will be offered on a rotating basis at different locations throughout northern and eastern Maine including training at EMCC in Bangor, WCCC in Calais, and NMCC in Presque Isle.

The first cohort, which will be affiliated with EMCC, will begin in July 2016 in Millinocket. The second program will start in November in Presque Isle and the current plan is to run the program three times a year in various locations in central, eastern and northern Maine.

In classroom and hands on settings, students will be taught machine operation and repair, maintenance, harvesting laws, best management practices, and safety. Students completing the program will also receive an industry recognized safety certification.

At the end of the class the industry will gain a pool of highly trained forest operations technicians able to operate and maintain mechanized harvesting equipment and employ modern logging and GPS software effectively in the Maine woods.

The training cannot come soon enough for many logging companies around the state, who are anxious to fill current vacancies and also to be prepared to expand if and when demand for wood fiber grows as new markets open up.

An unseasonably warm winter that idled many logging operations due to mud and lack of snow and a rough six months in the wood market have left many of Maine’s characteristically optimistic loggers looking to the future and better days ahead.

“Maine loggers are used to ups and downs and to change, and they know new markets for the state’s abundant wood fiber will emerge for those who invest in the equipment and the training needed to succeed in a global marketplace. This has always been true and it remains true today. This new program will prepare the next generation of Maine loggers to carry the state’s 200 year logging tradition forward successfully,” Doran said.

For more information about the new Mechanized Logging Operations Program contact Leah Buck, Assistant Dean of Continuing Education at NMCC, at (207) 768-2768 or [lbuck@nmcc.edu](mailto:lbuck@nmcc.edu).







**SAFETY FIRST**

**Ted Clark, CLCS, Loss Control Representative, Acadia Insurance**

**Reporting small fires can prevent large ones:**

We spent a good portion of the last article series discussing the benefits of reporting and investigating near hits and minor incidents. In this article I want to get deeper into this topic by looking at a very specific area of concern that significantly affects the logging industry's production, profitability and reputation: equipment fires.

Some of you may be thinking that you've heard everything about equipment fires and this article is just another soap box dance session by your insurance company; bear with me and let's take a look at this from a slightly different angle. There's no denying that reducing losses helps us as your insurer, but it also helps you and the industry as a whole, and in that case everyone wins.

**THE STATISTICS**

Between 2007 and March 2016, the PLC, as a group, had a total of 57 equipment fires reported with Acadia paying out nearly \$3.7 million in claims. Taking this a step further by using OSHA's equation for figuring out the cost to the employer, we estimate that the 57 fires cost you, the employer, just over \$3.9 million in lost production and other unpredictable costs. Reducing these equipment losses, as with all losses, will significantly improve your overall groups profitability and increase the likelihood of achieving a dividend payout.

**SO WHAT CAN WE DO?**

Good question, I am glad you asked. As a loss control consultant, I spend the bulk of my time developing methods to prevent losses. I work directly with manufacturers and suppression contractors recommending changes to equipment design and function that will ultimately make your job safer.

Through our studies we have found that machines with fire suppression are saved approximately 85% of the time when a fire occurs. While that is a great statistic, it means that for every 15 total losses there are 85 close calls. If reported, we can work together to investigate the cause of the incident and make recommendations that could prevent fires from happening in the future.

Our best opportunity to prevent fires is to discover the ignition source, develop changes in conjunction with the manufacturer and the end user, and educate employees and owners on what to look for in order to prevent fires from occurring. The problem I run into, specifically with fires, is that generally I only get called when the machine is a total, or near total, loss. Anyone who has looked at a

machine that has been through a fire can confirm, discovering the ignition source on a total loss is like looking for a needle in a haystack.

As a manager of the company, the best thing you can do is educate your employees on the critical role that small fires play in preventing large, total losses. Also, when small fires do occur, let's work together to find ways to prevent it from happening again. I will make every effort to come out and meet you at a time that does not slow production, even if this requires a weekend visit or early mornings.

**A SUCCESS STORY**

A couple of months ago, an insured client called me after having a small fire on a machine that we had been having problems with. The fire was so small that the suppression system didn't go off and it only melted a couple of battery cables.

Typically, this would not have resulted in a claim or a phone call. I was able to meet the operator and mechanic at the machine the following morning before the machine started working (so as to avoid slowing production). After a few minutes of looking at the machine and talking with the operator, we were able to figure out the likely source of the fire. Following this loss we forwarded the information on to the manufacturer who is now in the process of making changes to the model to prevent this from occurring again. We also notified other customers of ours who owned the same model machine so they were aware of this hazard and could look to prevent similar occurrences.

This is a perfect example of how we can work together to prevent a major loss by making changes before it occurs.

**CONCLUSION**

There's no denying that fires are a major hindrance to the industry as a whole. Prevention of just a couple of fires a year can make the difference between the group receiving a dividend or not.

At the legislative breakfast held by the PLC in February, one of your colleagues used the example of the three legged stool to paint a clear picture about how the industry works successfully. This example can be used here as well. When manufacturers, contractors and insurance companies work together with the goal of reducing losses, we will continue to be successful. Reporting small fires by calling your loss control representative is a key component of reducing losses.



## 2016 PLC Safety Training

Presented by  Acadia INSURANCE  
Closer Coverage.™

*Changing Your Culture - The Business of Safety*

**FREE Training for PLC Members & Maine Master Loggers!**  
**FREE Breakfast & Lunch!**

Still time to register!  
Call 207-688-8195

PLC's Safety Committee is committed to offering tools to help keep our members safe! The goal of this FREE training is to provide practical, hands-on instruction to improve individual & company safety.

### 2016 Training Topics

**Fire Prevention, Suppression & Reporting | Driver Safety | Logger Rescue |  
Welding/Cutting Safety | Tire Changing Safety | Blind Spots | Safety Discussion (Management)**

### 2016 PLC Safety Training Schedule:

April 1st :	William A. Day Jr. & Sons Logging 28 Wild Turkey Lane, Porter 04068	May 6th:	Linkletter & Sons 115 Harmony Rd., Athens 04912
April 8th:	Nicols Brothers Logging 29 Industrial Park Rd., Rumford 04276	May 12th: (Thursday)	Gerald Pelletier, Inc. 350 Golden Rd., Millinocket 04462
April 15th:	Elliott Jordan & Son 381 Cave Hill Rd., Waltham 04605	May 13th:	Treeline, Inc. 29 River Rd., Lincoln 04457
April 22nd:	Madden Timberlands 185 Diamond Lumber Rd., Passadumkeag	May 19th: (Thursday)	Voisine Brothers Inc. 768 Strip Rd., New Canada 04743

Do you have **Great Safety Ideas**? MEMIC and GH Berlin Windward will be providing three prizes at each location for top safety ideas. Cross Insurance will be awarding an authentic football signed by New England Patriot **Julian Edelman** for the "**Best Safety Idea**" presented at the 2016 trainings.

Breakfast Sponsor



Break & Safety Sponsor



Lunch Sponsor



Safety Sponsor







# PLC'S 21<sup>ST</sup> ANNUAL MEETING & FUNDRAISER

April 29th, 2016 – Brewer, ME

## PROFESSIONAL LOGGERS: THE ROOT OF MAINE'S FOREST PRODUCTS INDUSTRY



### An invitation,

Please join us for our Annual Meeting to learn and network with other professional loggers as we look toward the future.

The **Morning Session is only for PLC members.** During this time, we will: conduct a general membership meeting, hold elections, review our legislative agenda, learn from the University of Maine regarding a logging economic impact study, and Acadia Insurance will let us know how the dividend program performed in 2015.

Industry panelists will discuss: Where do we go from here?

During our **Luncheon, which is open to all PLC Members and Supporting Members,** we will hear from American Loggers Council President, Richard Schwab about the national perspective and how various states survived the recession.

After lunch we have a break until we reconvene at 4:00 pm for our social hour and time to preview the Log A Load Auction items, **also open to all PLC members and supporting members.**

To help the Children's Miracle Network raise money, our **Log A Load Auction** will be kicked off by the EMHS Miracle Child. Can we meet our \$25,000 goal?

Dinner will have a welcome from our PLC President and our annual awards presentation.

**Dinner Guests** — Join us for a buffet dinner and the honor of meeting this year's Children's Miracle Network (CMN) "Champion Child." Last year Noah joined us and we learned about his fund raising efforts with "Nickels for Noah" - he has raised over \$14,000 in the last year! What a great story! Without local CMN Hospitals and donations many Maine children and their families would need to travel nearly eight hours round trip for each appointment. This is just one of the reasons we support such a great program.



### WHY WE SUPPORT!

Creating Real Miracles  
by Raising Funds for our Local Hospitals

Since 1983, Children's Miracle Network (CMN) Hospitals have raised more than \$5 billion for 170 children's hospitals across the United States and Canada. The PLC of Maine and Eastern Maine Healthcare Systems (EMHS) Foundation have raised over \$775,000 since 1996 for children in Maine. These donations have gone to support research and training, purchase equipment, and pay for uncompensated care, all in support of the mission to save and improve the lives of as many children as possible.

EMHS, a CMN Hospital, is working to save the lives of kids in our communities. Some are battling cancer, some are suffering from a traumatic injury, and others require constant care because they were born too early, or with a genetic disease. Regardless of why the kids are there, CMN Hospitals always have their doors open.

**Last year the PLC of Maine raised over \$20,000 to support local Maine children.**

### HIGHLIGHT

**American Loggers Council –  
National President, Richard Schwab**



Jeff's Catering, Brewer Maine will host the Annual Meeting & our Log A Load for Kids Fundraiser.

### MORNING SESSION

PLC Contractor Members Only

- 7:30 AM Registration (Coffee & Continental Breakfast)
- 8:00 AM Full Board and General Membership Meeting, Board Elections, Legislative Update, University of Maine Logging Industry Economic Analysis and Acadia Dividend Program Update.
- 10:00 AM Richard Schwab – American Loggers Council
- 10:30 AM Industry Panel Discussion– Where do we go from here? Rich Smith, Pleasant River Lumber; Donna Cassese, Sappi; John Bryant, American Forest Management; Eric Dumond, ReEnergy; Kip Nicols, Seven Islands Land Management; Tom Nelson, Prentiss & Carlisle

### AFTERNOON SESSION

PLC Members, Supporting Members, Invited Guests

- 12:30 PM Lunch Buffet  
Luncheon Speaker: American Loggers Council President – Richard Schwab, *A national perspective*
- 2:00-4:00 PM Break

### EVENING SESSION

PLC Members, Supporting Members, Invited Guests

- 4:00 PM Social Hour - Auction Items Preview
- 5:00 PM Children’s Miracle Network Champion Child & Log A Load for Kids, Auction for CMN & EMHS
- 6:00 PM Dinner Buffet
- 6:45 PM PLC President’s Welcome
- 7:15 PM Awards Presentation: Northeast Master Logger of the Year, Master Logger Supporter’s Award, PLC Logger of the Year, Acadia Insurance Safety Award, PLC Impact Award, PLC Community Service Award, Supporting Member Award & PLC President’s Award



### HIGHLIGHT

American Loggers Council – National President, Richard Schwab



### Children’s Miracle Network Auction

Donate items for the hospitals of EMHS.

Donate online at:

<http://maineloggers.com/log-a-load-donation/>



**Registration for the Annual Meeting may be completed online at: [www.maineloggers.com](http://www.maineloggers.com)**

**FULL DAY REGISTRATION - (PLC Members only) - \$45**  
Includes the following: Continental Breakfast, Morning Sessions, Guest Speaker Luncheon, Log-A-Load Auction, Social & Awards Dinner!

**Morning Meeting (PLC Members only) - \$10**  
Includes the following: Continental Breakfast, Morning Sessions.

**Guest Speaker Luncheon (PLC Members, Supporting Members & Invited Guests) - \$15**  
Includes the following: Lunch Buffet and Luncheon Speaker.

**Social, Auction & Awards Dinner (PLC Members, Supporting Members & Invited Guests) - \$25**  
Includes the following: Social, Auction & Dinner.



**Biomass Battle** Continued from Page 1

a huge blow to the logging industry in Maine, which has sold woody biomass waste from logging operations to the plants for years. The loss of the two Covanta plants as buyers for biomass is already having a direct effect on a large percentage of Maine loggers who are struggling with paper mill closures in 2015 and early 2016 that have already placed strains on the industry by limiting markets for wood fiber.

Following the news of the Covanta plant shutdowns, the PLC conducted an informal poll of its members in the affected region, finding most had begun layoffs and were already seeing their business contract due to the loss of biomass revenue.

The PLC has estimated the total loss of the biomass industry in Maine would cost 148 direct jobs at the Covanta and ReEnergy biomass plants and at least another 900 indirect jobs, primarily in regions of the state that cannot afford more job losses. Total economic losses to the state of Maine from the losses could be as high as \$300 million per year.

Loss of the state biomass market would also lead to an environmental issue of uncertain proportions as wood waste from sawmills, logging, and other operations piles up and needs to be disposed of in



*SAD DAY: Photo from Treeline Inc. of their last scheduled load hauled to Covanta's West Enfield facility in early March. This photograph, and accompanying text from Whitney Souers, drew some of the highest numbers the PLC Facebook site has seen in 2016, and many messages of support.*

landfills or through other means. The added costs of disposal combined with the loss of revenue from the sale of biomass is expected to cripple many sawmills and logging operations.

“Biomass is a perfect example of an area where common sense needs to be applied to policy to consider the true cost of our energy, not just the price per kilowatt-hour,” PLC Executive Director Dana Doran said. “Marginally cheaper electricity is of comparatively little value when weighed against the value of jobs, economic strength, healthy forests, and a viable source of energy that keeps 100% of the financial proceeds circulating in Maine.”

LD 1676 faces challenges over worries about cost to ratepayers and whether Covanta and ReEnergy have a long-term commitment to Maine, but there is also a widespread desire to aid loggers and the state's forest products industry.

As April begins and the legislative session nears its end, the PLC will continue the fight in Augusta to save biomass.



*March 28: PLC Executive Director Dana Doran begins testimony in support of LD 1676 at the public hearing on the bill. Many PLC Members also testified at the hearing, which lasted into the evening and kicked off a week of work sessions marked by intense legislative debate on the bill.*



## Bill Green's Maine airs feature on Northeast Master Logger Certification Program



Bill Green's Maine aired a special story on what it means to be a Master Logger March 12 featuring Master Logger and PLC Member Trees LTD. of Sidney, ME, owned by brothers Don and Will Cole.

In 2000, the PLC created the world's first 3rd party harvesting practices certification program, the Northeast Master Logger Program. Today, Master Logger certification is represented in 20 states and 3 countries. The program offers independent certification of logging companies' harvesting practices. The certification system is built around standards that have been cross-referenced to all of the world's major green certification systems.



### State of Our Union Continued from Page 2

benefits which you will learn about at the Annual Meeting. Some of these member benefits will be able to save you potentially thousands and perhaps even tens of thousands of dollars. PLC is becoming very influential throughout the state and industry. Your participation is very valuable to the organization.

Thank you for what all of you have done to make logging such a great way to make a living and enjoy the wonderful Maine life and for being part of this great organization of professional loggers. I look forward to seeing you all this spring at our various events.

God Bless,

Brian

### Eye of the Tiger Continued from Page 3

preserving the industry for the day when fossil fuel prices inevitably rise and biomass is in demand again. This is an energy bill, a jobs bill and an environmental bill. Doing nothing means we continue with business as usual, with consequences not only for hundreds of PLC member employees and their communities, but for the environment, forests, and the future energy security of Maine.

From our vantage point, the state of Maine should be doing everything in its power to support this industry right now and we are working toward that conclusion. If we truly are the Rocky of the forest products industry, our time to shine is on the horizon and because of hard work, we will prevail.

Stay safe out there,

Dana





## As We See It—February 2016 “To All of Our Sponsors, Thank You”

By Danny Dructor



As the American Loggers Council enters its 22nd year as “The National Voice For Professional Timber Harvesters,” we wish to take this opportunity to give a special “Thank You” to all of our sponsors who have helped us to survive not only financially, but added substance to our efforts through their participation at various ALC meetings over the years.

While the list of names is not uncommon to anyone familiar with our industry, oftentimes this editorial is read by those outside of the industry who are not aware of the impact that the timber harvesting profession has on communities that may or may not have wood consuming processing facilities in their area, yet are dependent on the manufacturing and service sector jobs that support our industry.

The American Loggers Council remains committed to being the only national organization solely dedicated to representing the independent logging contractor, but in doing so, will continue to benefit the goods and services that our sponsors provide. The following organizations recognize that their organizations are supported by loggers, and the loggers of the ALC will support them as well:

American Loggers Insurance, Bandit Industries, Inc., Barko Hydraulics, LLC, Bitco Insurance

Companies, Caterpillar Forest Products, Forest Insurance Center Agency, Inc., Forestry Mutual Insurance, Hatton-Brown Publishers, Hawkins & Rawlinson Insurance, John Deere, Komatsu America Corp., Loggers World Magazine, LogMax, Morbark, Peterbilt, Peterson, Ponsse, Rotochopper, Southern Loggers Cooperative, Stihl, Inc., The Lyme Timber Company, Tigercat Industries, TimberPro, TimberSure Insurance, Vermeer, Wallingford’s.

We sincerely appreciate the support and teamwork that each and every one of these sponsors have shown for the American Loggers Council in 2015 and are looking forward to seeing this list grow in 2016. Working together, we can and will make a difference.

*Danny Dructor is the Executive Vice-President of the American Loggers Council.*

*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.amloggers.com](http://www.amloggers.com) or contact their office at 409-625-0206.*

## Ted Wright hired as new Executive Director of TCNEF



AUGUSTA - Ted Wright has been hired as the new Executive Director of the Trust To Conserve Northeast Forestlands (TCNEF), which oversees the Northeast Master Logger Certification Program.

Ted was hired in the fall of 2015 and began work Dec. 8. He has been on the job now for a bit less than four months, replacing

former Director Beth Ollivier, who stepped down from the position last year.

Ted grew up in Aroostook County on a potato farm in Littleton, ME within sight of the Canadian border. He first became interested in logging through a friend, and began harvesting wood from the farm and discovered he really enjoyed logging.

Ted attended the University of Maine at Fort Kent and graduated in 2005 with an Associates degree in Applied Forest Management and a Bachelors degree in Environmental Studies, then went to work at Louisiana-

Pacific in Houlton for a year.

Ted then took a job at the Region Two School of Applied Technology in Houlton teaching in their Wood Harvesting/Forestry program for seven years before accepting the TCNEF Director’s job.

Ted has moved the TCNEF office from its former home in New Gloucester to 106 Sewall Street in Augusta. He and his wife, Maggie, and children, Madigan and Ben, recently moved to Brunswick.





## As We See It—March 2016

### “Speaking as a Professional in Timber Harvesting”

By Richard Schwab



Today's forest management is shaped by public policy. The laws and rules regulating it are shaped by public perception and opinion. When it comes to protecting and sustainably utilizing our natural resources, the men and women working in forestry and the logging industry have knowledge and experience few others can match.

Yet simply providing information to policymakers isn't enough. Timber harvesting professionals need to be engaged in the process and take advantage of opportunities to positively engage policymakers at hearings, town halls and other public meetings. Importantly, professionals must be able to interpret their knowledge and experience in a way politicians and the general public can understand. In a Journal of Forestry article written by Paul Adams of Oregon State and Dave Cleaves of the U.S. Forest Service, the authors write that “*If we don't do a good job of providing 'knowledge services,' citizens and decision makers will develop judgments without us...*”

This article was written in 1993, and two decades later it's as relevant as ever. Today we are living with the results of policies that were largely shaped by misconceptions of the forest products industry. Fortunately, opportunities still exist for professionals to get involved and help change forest management for the better. Originally written as advice for foresters, Adams and Cleaves offer a number of tips that **all** industry professionals can use to better communicate their knowledge and experience on the issues. Here are just a few:

#### Describe Yourself

Give your name and any groups that you belong to or

represent. Call attention to training or experience that relates to the issue at hand. Don't apologize for not having a Ph.D. or for not being a senior executive.

#### State Your Concern for Natural Resources

Loggers nearly always have a strong and compelling interest in sound stewardship of natural resources. When dealing with contentious issues, this concern may not be readily apparent and then your message may be less effective.

#### Offer a Perspective

Don't be shy even if you are not a journalist, scientist, or upper-level manager. Your thoughts about an issue are no less valid, and your experience with on-the-ground timber harvesting techniques may be impressive.

#### Keep at it

Forestry issues are not resolved overnight. New issues will emerge and old ones will be revisited. Use these as opportunities to develop your knowledge, skills, and potential influence as a professional. Remember: no one can listen if you don't speak up!

*Richard Schwab is the Procurement Manager for M.A. Rigoni, Inc., a full service timber harvesting and forest management company located in Perry, Florida.*

*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.amloggers.com](http://www.amloggers.com) or contact their office at 409-625-0206.*

## MAINE CDC LYME DISEASE BULLETIN

Spring is here, so it's time to think about the outdoors and proper protection against ticks. Maine had 1,171 cases of Lyme disease reported in 2015. May is Lyme Disease Awareness Month and the Maine Center for Disease Control (CDC) wants to remind you of the importance of daily tick checks and encourage the “tick watch” prevention strategy.

- 1) Use caution in tick infested areas
- 2) Wear protective clothing
- 3) Use an EPA approved repellent
- 4) Perform daily tick checks after any outdoor activity





## As We See It—April 2016

### “Relationships”

By Richard Schwab



People crave relationships. After the necessities of life are attained (air, food, and drink) good relationships come into focus. We were created for relationships. Working on relationships consumes much of our lives.

Even though loggers work in the woods away from most people we still spend a lot of time working on relationships. We all know that if we have relationship problems especially with the opposite sex it can consume our thoughts and energy. During safety training we are encouraged to leave our personal issues off the job but we all know that is impossible. That’s how much relationships affect our lives. Even if we have a hard time relating to people, we still end up having relationships with our pets. I think that’s why I have two dogs that go to work with me every day.

What I want to discuss today is our professional relationships and how they’ve changed over the years. Today we are experiencing three to four different generations of loggers and other professionals in our industry working together. It’s interesting how the different generations relate to one another and how our culture has changed the way we treat each other and the value we place on each other. The way we view relationships depends on what generation we are in and what we expect from one another.

My grandfather’s generation that built our industry into a mechanized work place “The builder generation”. Their relationships were strictly business. Most of their generation acted honorably because it was the right thing to do. They operated out of a sense of duty. Not that they didn’t value people or relationships, but they had a job to do and a moral code they operated on for the betterment of the company or industry. This has made the work environment as stable and predictable as it could be.

As the years went by my dad’s generation took the reins of the industry and took it to the next level “The baby boom generation”. In a lot of ways this generation has made our industry what it is today. We see the relationships turning into a more self serving role. How can I get ahead? I don’t care who I need to step on to get to where I want to be. This has made our work place and industry unpredictable. Not that the boomers don’t care about people, but it is a different set of values based on a focus on self rather than the betterment of the company or industry.

Now as my dad’s generation is getting ready to retire my generation is in our forties and ready to take the reins of the industry “generation X”. We, because of experiencing the two generations before us and seeing the

benefits and downsides to both, crave something different. We value the personal side of relationships more than just the strictly business or what is best for me. We want to win, but experience a win for both parties.

Think about it. What would our relationships and our industry look like if we did what Jesus and our moms told us to do? Could our business and our industry be better? Could we get a win/win not just because it was the right thing to do or because it would be best for my personal interests? There is no one right way to evaluate relationships. You see things through a lens of your personal experiences and from how and when you were raised. I think we would all do better if we applied “Do to others as you would like them to do to you.” Luke 6:31.

*Richard Schwab is the Procurement Manager for M.A. Rigoni, Inc., a full service timber harvesting and forest management company located in Perry, Florida.*

## National Monument Opposed



WASHINGTON D.C. – Professional Logging Contractors (PLC) of Maine Executive Director Dana Doran joined a delegation led by Maine Second District Congressman Bruce Poliquin at the White House Monday, March 21 to argue against the prospect of a national monument being established in the Katahdin Region of Maine through executive order.

The group included Bob Meyers, the Executive Director of the Maine Snowmobile Association; and Patrick Strauch, the Executive Director of the Maine Forest Products Council and met with White House Council on Environmental Quality Managing Director Christy Goldfuss to urge against the prospect of President Obama unilaterally designating nearly 90,000 acres in the Katahdin Region as a national monument.



# PLC Legislative Breakfast

## Feb. 23

AUGUSTA – The Professional Logging Contractors (PLC) of Maine held its 2016 Legislative Breakfast Feb. 23, as legislators joined logging contractors from around Maine at the Senator Inn to hear about the challenges facing the state’s logging industry.

More than 120 people including 50 legislators and 35 logging contractors attended, a new record for the annual event.

“I want to thank everyone wholeheartedly for coming this morning,” PLC Executive Director Dana Doran, said. “We’re very excited to have so many of you who are supportive of the logging industry.”

PLC Member Contractors spoke to the assembled legislators about the history of the organization, the importance of professional logging, and the challenges facing the industry – particularly the recent loss of paper mills and biomass markets.

“This is an unprecedented time,” Brian Souers, President of the PLC said. “As I grew my business over the last several decades, we’ve had our ups and downs, but nothing like what’s going on today.”

Many other PLC Member Contractors spoke about their businesses and the crisis facing Maine’s loggers and why it matters, citing the hundreds of jobs and millions of dollars the industry contributes to the state’s economy.

The event also provided an opportunity to showcase the Northeast Master Logger Certification



*PLC Executive Director Dana Doran addresses legislators and loggers.*

Program, the high standards PLC Members maintain in their work and forest stewardship, and the high level of involvement and support PLC Members demonstrate in their communities and in support of charitable causes including Log-A-Load for Maine Kids.



*State Rep. Mark Bryant, at left, with PLC Board Member Andy Irish of Irish Family Logging.*

The goal of the Legislative Breakfast was to educate Maine lawmakers on the issues facing loggers and the importance of the industry to the state and the economy.

The event this year came in the midst of PLC efforts to secure legislative support for initiatives including exempting logging operations from paying sales tax on fuel used in commercial wood harvesting operations, preserving the state biomass market, and securing additional funding to support logger education programs in Maine.

Thanks to all our members and supporters who made the event a success!



*Members of the Madden family share information on their businesses and their experiences logging in Maine.*



**Professional Logging  
Contractors of Maine**  
106 Sewall St.  
P.O. Box 1036  
Augusta, ME 04332

**SAVE THE DATE**  
**April 29th**

**PLC's 21st Annual Meeting &  
Log-A-Load for Maine Kids Auction**



**For Full Registration and Donation details  
See Pages 12-13 inside**

## **2016 Meeting Schedule**

**Professional Logging Contractors of Maine and  
Trust to Conserve Northeast Forestlands  
Executive Board and Full Board**

April 29 2016: 21st Annual Meeting, Jeff's Catering, Brewer  
May 2016: No Meeting  
June 16 2016: Executive Board, 1 p.m., PLC, Augusta  
July 2016: No meeting  
August 18, 2016: Executive Board, 1 p.m., HO Bouchard/Comstock, Hampden  
September 15, 2016: Full Board, noon, Senator Inn, Augusta  
October 2016: No meeting  
November 10, 2016: Executive Board, 1 p.m., PLC, Augusta  
December 15, 2016: Full Board, noon, Sheraton Four Points, Bangor  
January 2017: No Meeting

**20th Annual Log-A-Load for  
Maine Kids Golf Tournament**  
**Friday, September 16, 2016**  
**JATO Highlands Golf Course, Lincoln**