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2010

## The Loggers Voice and The Cutting Edge - Professional Logging Contractors of Maine - June 2010

Professional Logging Contractors of Maine

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# The Logger's Voice & The Cutting Edge

## Collaborate to Innovate

As fall approaches we will all be ready to take a look back at what's working, what's not & look ahead with optimism about Maine's future with the upcoming elections. Join PLC & TCNF for our 2010 *Regional Meetings to be held late September/early October.*

We are planning the 1/2 day events in Fort Kent, Lincoln, Waterville and Portland

areas. It will be a great way to network, brainstorm and learn. Our goal is to provide information that will benefit your bottom line and keep you and your employees safe.

Here's what the meetings will look like. During the afternoon, a 1 hour Safety Workshop that will include a Safety overview, training and round table discussion and an 1 hour session on

Effective Marketing where we will highlight innovative ways to market while budgeting dollars. Finally, before dinner, we will have time to socialize and a chance to talk with candidates and elected officials to discuss their ideas on logging and Maine's business climate.

We'll firm up the dates soon—See you then!

## They have what it takes to be a Master Logger!

Congratulations to Cohort 8 Master Loggers! The Certification Board is proud to announce our newest Master Loggers:

- Cutting Edge Timber Harvesting—New Hampshire
- William Day & Sons—Maine
- Falls Brook Logging—Maine
- Garland Lumber Company—New Hampshire
- Kimball Logging and Firewood—Maine
- Paul Mitchell Logging—New York
- Moose Mountain Logging—New Hampshire
- Tide Mill Enterprises—Maine
- Voisine Brothers Logging—Maine
- Dave Wacker Logging—Vermont
- W.T. Gardner & Sons—Maine



As you well know, harvesting is not just about "cutting trees." These companies have been certified that their point-of-harvest, tree-to-landing operations are safely & efficiently conducted, while minimizing impacts to the landscape. MLC certifies by a third-party system that is recognized regionally, nationally, and even internationally. It is recognized by industry, their customers, and international accrediting organizations.

*If you are not a Master Logger consider how this could impact your business.* Give us a call to answer any questions. You'll likely find that the work you do every day is reflected in the vision, principles, and goals, and that you already have what it takes to be certified!

## Department of Conservation Grant Success

Thank you to the Maine Department of Conservation, Maine Forest Service for a grant to assist in the Master Logger Certification Program. The grant enabled the Trust to advance the Governor's certification initiative by: increasing the acreage of private forest land

certified to FSC standard and increasing the number of Maine loggers certified to Northeast Master Logger Certification standards.

The Program was a huge success due to the financial support of the grant.



The grant afforded the Trust the opportunity to add 6 to the NEMLC roster and over 100,000 acres of forest land to the Trust's FSC pool.

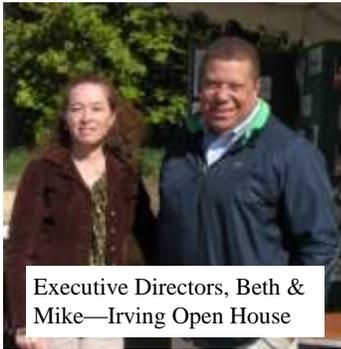
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## Greetings from PLC of Maine

Greetings from the PLC of Maine!

I have enjoyed getting out and about, starting the process of meeting each of you in person. Plus, it was great connecting with many of you during the Acadia Insurance meetings, the NELA Expo and at Irving's Open House last month.



Executive Directors, Beth & Mike—Irving Open House

It is terrific to learn about your business' operations and your concerns for our industry. We at PLC and the Trust want to know how we can better serve you.

The state legislature has adjourned but there is still a lot happening in Maine that has the potential to affect your business. That is why we are working on a 2010 Candidate Survey for the November election. If you have questions you would like us to include, just let us know.

Most important and immediate... the June 8th Primary and Referendum Elections see the IMPACT Section.

I encourage everyone to make sure they get out and vote on Tuesday, June 8th.

Regardless of your political affiliation, there will be items for you to vote on that will affect you and your business.

Also, Congratulations to our Safety Dividend Group for their continued focus on Safety First. This group of professional loggers strive everyday to keep logging accident and incident free.

Thank you to Cross Insurance, our PLC Spotlight Supporting Member for their continued support of our Member Loggers and the logging industry.

Remember to watch for the dates of the Regional Meetings and if I haven't had the opportunity to meet you yet, I hope to see you soon.

Mike

## Hello Northeast Master Logger Companies!

It was very nice to meet many members, and those interested in becoming members, at the NELA Expo a few weeks ago in Vermont, and it was equally a pleasure meeting more of you at Irving's Dixfield Mill Open House just a few weeks ago. We appreciate your input, feedback and support for the Northeast Master Logger program. We are a unique organization that strives to meet as many membership needs as possible. Mike Beardsley, Executive Director of the Professional Logging Contractors of Maine, and I hope that we will continue to meet more of you through the next few months, especially at the Regional Meetings being arranged for this fall, and the Annual Meeting next spring.

### **Congratulations to 11 companies into NEMLC:**

Cutting Edge Timber Harvesting  
William Day & Sons  
Falls Brook Logging  
Garland Lumber Company  
Kimball Logging and Firewood  
Paul Mitchell Logging  
Moose Mountain Logging  
Tide Mill Enterprises  
Voisine Brothers Logging, Maine  
Dave Wacker Logging  
W.T. Gardner & Sons, Maine

A special thank you to the Maine Forest Service - Department of Conservation and Verso Paper for their grants, contributions and continued support of the Master Logger Certification Program. Our verifiers have also just begun the interview process of the newest applicants to NEMLC, Cohort 9. We plan to have this group certified by mid-fall.

**Are you on our website?** Over the past few months our office has had many calls from mills asking for our updated Master Logger list. For their certification compliances, and to document Controlled Wood inputs, mills use this list to track their suppliers who have Master Logger status. In addition to calls from mills, we regularly receive calls from in-state and out-of-state private landowners asking for logger recommendations.

Certification is becoming the norm, so now when landowners search for logging professionals they Google certified loggers. When we receive these calls we always direct them to our website, [www.masterloggercertification.com](http://www.masterloggercertification.com), for any of the logging companies we would want to recommend. You may



Beth Postlewaite, Executive Director at the NELA EXPO in Vermont

have received a call from someone who has referenced our website.

Lastly, always be looking for ways to address the "Continuous Improvement" standard. Remember that Master Logger is all about how you and your employees conduct themselves in the work environment. Check out the "Web & Workshops" section of the newsletter for ideas. We are always looking for ways to better support your professional efforts, so please, if you have any suggestions, contact our office at 688-8195. We look forward to working with you.

Beth

# Safety First! Your Safety Corner

**Safety First is no joke, from protecting your most valuable asset—your employees, to SmartLogging Audits, to dollars saved through PLC/Acadia Dividends Program Remember...safety starts with you!**

From a Master Logger safety standpoint, First Aid, CPR, CLP, QLP, GOL, LEAP training, or specialized programs through equipment companies, just to name a few, are ways to receive safety training that you must demonstrate on the job to meet standards. Safety is important to us, it must be important to you, and may be a requirement of your insurance company.

One consideration to think about, if you regularly work alone in the woods and are out of cell phone reach, or leave the cell phone in the truck, have you thought about how you would communicate an emergency?



One suggestion is a “GPS panic system,” which will

send an alert and your location to family/friends if you should ever need to implement it. You may want to check it out; there are several online.



([www.crossagency.com/newsletters](http://www.crossagency.com/newsletters))

Noise Hazards—Noise doesn’t get attention most times when talking about safety and risk. But, Cross Insurance’s online newsletter has 5 great tips to a successful hearing conservation program.

We all understand that unprotected exposure to loud noise can lead to permanent hearing loss and in our industry it is a risk. OSHA requires you to implement a “hearing conservation program if exposure might equal or exceed an eight-hour average of 85 decibels (dB).”

The article suggests that an effective program should concentrate on five key areas: a Noise Monitoring Program, Engineering and Administrative Controls, Audiometric Testing and Employee Training. Visit Cross’ website for more information on Noise Hazards and managing other risk.

Watch for the dates for the Regional Meetings in September. We will have a Safety Training and OSHA Representative, Bill Coffin participating in our Safety Roundtable.

PLC’s Safety Committee meets bi-monthly and is focused on safety for all our members. If you would like to serve call us at 688-8195 to get involved.



## Safety Insight—What’s WRONG and RIGHT with this picture?



**Are you able to identify what is a safety hazard and what is a good safety practice?**

1. WRONG-Logger standing near Forwarder while logs are loaded. 2. RIGHT-First Aid Kit on Site. 3. WRONG-Logger without a Hard Hat. 4. RIGHT-Logger with Ear Protection & Eye Protection. 5. WRONG-Oil leaking from skidder. 6. WRONG-Driver outside of truck while being loaded.



Harmony, Rhode Island may seem a long way from a “trendsetting” lifestyle. But Baxter Farm & Forest, located in Harmony, are trendsetters in the New England forest industry while fulfilling guiding principles of being a certified Master Logger.

Owner, Lee Baxter and his wife, Lynne have created a website to enhance their business (NEMLC Principals – Ensuring Business Viability & Demonstrate Continuous Improvement). Lee gives the credit for the website to Lynne, “it was my wife’s idea,” he humbly stated. Their website (baxterfarmforest.com) has stunning photos and walks you through the harvesting process while asking the question, “*Have you considered enhancing the value of your forest?*” One visit to the site and you know the story of Lee’s business and his dedication to “prepare a forest for future generations” by improving his strategies and skills (MLC Principal – Sustain Forest Ecosystems).

Lee Baxter has owned and operated the business for over 20 years. He is licensed to harvest timber in Rhode Island, Connecticut and Massachusetts. In 2005, Lee was certified in the first Master Logger class in Southern New England and is the *only* certified Northeast Master Logger in Rhode Island. ). He has been subcontract-

ing for Hull Forest Products for the past 15 years. Lee remarked, “I am thankful for being part of their team of professionals”. The Baxter’s are building their logging business to be handed down one day to their son, Landon. Lynne



laughed, “Even at 5 years old, he is planning to help his Dad with logging”. Landon spends time with his father in the woods and he creates his own little world of logging at home with Legos.

Lee was awarded the “Friend of the Forest Award,” which recognized him for his outstanding effort and achievement ensuring the protection and sustainability of Rhode Island’s public and privately owned forest land by the Rhode Island Forest Conservator’s Organization (RIFCO). He explained, “The most

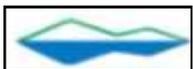
rewarding part is keeping the forest looking great and getting feedback from landowners and others” (MLC Principal – Manage Forest Aesthetics).

Baxter Farm & Forest has also been praised for involvement in the Yale Forest in Connecticut. The Yale Forest is committed to the highest quality, long-term stewardship of its landholdings ([www.yale.edu/schoolforest/certification](http://www.yale.edu/schoolforest/certification)). The management goals of the Yale Forests strives to meet its four primary goals of being a working forest laboratory for teaching, a site for scientific research, a financial asset for the School, while maintaining the integrity and health of the forest ecosystem. Lee stated, “It has been rewarding to be involved in the Yale Forest and helping them meet their goals” (MLC Principals – Document Harvest Operations Planning).

Baxter Farm & Forest is a great example of our NEMLC members. Baxter Farm & Forest highlights on their website, that through hard work and “trendsetting” ideas, NEMLC members are working daily “to ensure a healthy valuable forest for generations to come.” Trendsetter in Harmony, Rhode Island, no surprise at all... that is what the Master Logger Certification Program is all about now isn’t it?

## Industry Intel—What’s up in logging today—

### KENNEBEC WOODLANDS



#### PARTNERSHIP—

As we mentioned in our last newsletter, The Maine Forest Service and Kennebec Land Trust launched a regional forestland conservation initiative, the Kennebec Woodland Partnership.

Their goal is to encourage woodland stewardship and conservation in Kennebec County. They will be hosting a Kick-Off Event, which will be a 3-day conference in Winthrop. **SAVE THE DATE** — October 21-23. The program will draw on a diverse pool of foresters, small woodlot owners, loggers, biologists, economists, municipal planners and community members to craft a collaborative vision for keeping forest as forest in Kennebec County. The partnership will provide an opportunity to ex-

change information through the network. Landowners and professional timber harvesters with interest in Kennebec County are encouraged to attend and be a part of the ongoing dialogue. Visit the website [www.tkl.org](http://www.tkl.org) or contact Amanda Mahaffey, Project Manager, (207)449-3070 or email [KennebecWoodlandPartnership@gmail.com](mailto:KennebecWoodlandPartnership@gmail.com).

**Maine Student Logging Program—** a recent Kennebec Journal article indicated there are about 100 students in Maine Technology logging programs. Students from school districts and technology centers in Maine, who have learned logging and heavy equipment skills. The students are from Oxford Hills, Region 9 in Mexico and Region 2 in Southern Aroostook county. [www.kjonline.com/news](http://www.kjonline.com/news)



**NELA Expo, Vermont—**TCNEF raffled two “Logging Trucks” at the May Expo. Visitors to the TCNEF Booth dropped their business cards in a hard hat to have an opportunity to win these life like model logging trucks. Congratulations to our winners Kathy from Northeast Chemex, Sanford ME and Chris Lane of Chris Lane Enterprises in Keene, NH.

## Web & Workshops

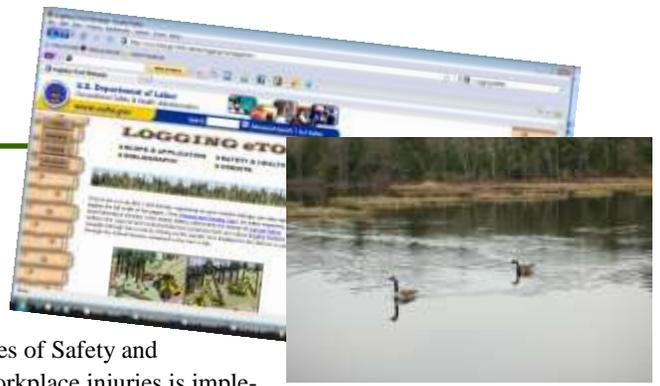
### WHAT'S UP ON THE WEB?

#### **Get Ready for Recertification & Audits with the OSHA E Tool**

Did you know that the U.S. Department of Labor has a Logging eTool?

The website has great information for both manual and mechanical operations. The site outlines the required and recommended work practices that can reduce logging hazards. It also provides OSHA guidelines and templates of Safety and Health Plans. OSHA indicates that the most important factor in reducing workplace injuries is implementing these plans. With recertification and audit right around the corner, it may be a good website to visit soon.

[www.osha.gov/SLTC/etools/logging/mainpage.html](http://www.osha.gov/SLTC/etools/logging/mainpage.html)



#### **MFS — Best Management Practices specific to Wetlands, Soils and Habitats, great links!**

Maine Forestry BMP Manual—[http://www.maine.gov/doc/mfs/pubs/bmp\\_manual.htm](http://www.maine.gov/doc/mfs/pubs/bmp_manual.htm)

BMP Monitoring Protocol—<http://www.na.fs.fed.us/watershed/bmp.shtm#FieldGuide>

2008 BMP Monitoring report—[http://www.maine.gov/doc/mfs/pubs/pdf/bmp\\_annual\\_rpt/bmp\\_rpt\\_08.pdf](http://www.maine.gov/doc/mfs/pubs/pdf/bmp_annual_rpt/bmp_rpt_08.pdf)

Vernal pool habitat management guidelines—[http://www.maine.gov/doc/mfs/pubs/pdf/vernal\\_pool\\_hmg.pdf](http://www.maine.gov/doc/mfs/pubs/pdf/vernal_pool_hmg.pdf)

MFS Stream connectivity/fish passage website—[http://www.maine.gov/doc/mfs/fpm/water/stream\\_crossing.html](http://www.maine.gov/doc/mfs/fpm/water/stream_crossing.html)

Direct Link Loan Program—[http://www.maine.gov/doc/mfs/fpm/water/direct\\_link\\_loan/index.html](http://www.maine.gov/doc/mfs/fpm/water/direct_link_loan/index.html)

**WORKSHOP**—Wooden Skidder Bridge Mat Construction & Installation — The Maine Forest Service in cooperation with Maine's Forestry Initiative's education committee will hold a series of hands-on workshops. Participants will learn how to construct a set of hemlock skidder bridge mats using a few simple tools. Free but registration is required. Dates June 10th and July 15th contact Keith 207-287-1073 or [keith.kanoti@maine.gov](mailto:keith.kanoti@maine.gov).

## What Is Controlled Wood and What Does It Mean To You?

If you are a Northeast Master Logger Company you hold Controlled Wood certification through SmartLogging. NEMLC may represent the material harvested and sold as meeting the Controlled Wood standard established by FSC. Controlled Wood is needed by FSC certified Chain of Custody processors, such as the mills you may supply, that are selling products consisting of a mix of FSC certified and non-certified material. For practical purposes, wood harvested under the NEMLC program will meet this Controlled Wood definition. Please let us know when you are using your CW code to market wood; NEMLC needs to record companies utilizing this certification.

As a NEMLC your Controlled Wood claim number is SW-CW-001677. This claim number may be used on trip tickets only when you are supplying wood to FSC certified Chain of Custody processors. It is a requirement that you keep a list of all mills you supply to when using your CW code, and you need that mills Chain of Custody code for your records. This is an FSC requirement that would be assessed during an audit. Ask your markets if they are FSC certified. They need your controlled wood!

If you are a NEMLC who also holds Chain of Custody certification (SW-COC/CW-001677) you have the advantage of also marketing wood harvested from FSC certified land with the claim FSC Pure. This claim number may be used on trip tickets only when you have legal possession of the wood (such as through stumpage sales or property ownership) with the claim FSC Pure to FSC certified Chain of Custody processors.

More and more the global and U.S. markets are requiring wood products, such as paper, lumber, pellets and furniture, to carry an FSC claim. Your suppliers know this and are on the lookout for certified wood.

Why is this important? Companies who purchase your wood must demonstrate to their auditors that the wood they purchase has been controlled, meaning they do not purchase non-certified materials (see below standard).

What does this mean? It means that because you are being audited through the Master Logger program your FSC market does not need to audit your job site to assure that you are meeting their FSC compliances.

The **FSC Controlled Wood Standard** requires that non-certified materials exclude the following broad categories of wood:

- wood harvested from forest areas where traditional or civil rights are violated
- wood harvested from non FSC-certified forest areas having high conservation values which are threatened
- wood harvested from genetically modified (GM) trees
- illegally harvested wood
- natural forest that has been converted to plantations or non-forest use

For more information visit: [www.fsc.org](http://www.fsc.org) to find "FSC Controlled Wood friendly user guide", as well as much more info, or click on or copy and paste into your web browser the entire below link [http://www.fsc.org/fileadmin/web-data/public/document\\_center/international\\_FSC\\_policies/brochures/Controlled\\_Wood\\_friendly\\_user\\_guide-EN.pdf](http://www.fsc.org/fileadmin/web-data/public/document_center/international_FSC_policies/brochures/Controlled_Wood_friendly_user_guide-EN.pdf)



Regardless of your political affiliation Vote Wood! We encourage everyone to make sure they get out and vote **on Tuesday, June 8<sup>th</sup>**. Here are items on the ballot that will affect your business!

*If you are in a political party* you have a chance to vote for a gubernatorial candidate **and** vote on the referendum questions. *If you are an unenrolled voter*, you have a chance to vote on the Referendum Questions.

### Referendum Questions:

**Question 1:** is a People's Veto of **PL 2009, c. 382** "An Act To Implement Tax Relief and Tax Reform") which reads *"Do you want to reject the new law that lowers Maine's income tax and replaces that revenue by making changes to the sales tax?"*

At issue is a "tax-shift" making changes to increase the number of items subject to the sales tax and increasing the sales tax

rate. In exchange the income tax rate for residents would decrease from 8.5% to 6.5%, with a surcharge of an additional .35% for taxable income in excess of \$250,000. The Maine taxable income of a resident individual is equal to the individual's federal adjusted gross income as defined by the Code with the modifications. (*Click the link PL 2009, 382 above for additional details*). **In addition, many deductions -including the mortgage and charitable giving deductions - will be eliminated.**

**A YES vote would repeal the changes, meaning none of the changes to taxation would happen.**

**A NO vote would leave the changes in place, lowering income tax rate but increasing sales tax and eliminating deductions.**

**Question 2:** is a \$ 26,500,000 (\$26.5 Million) bond issue for an off shore

wind energy demonstration site.

**Question 3:** is a \$47,800,000 (\$47.8 Million) bond issue for Transportation, Rail Road purchase, Sea Port Construction.

**Question 4:** is a \$23,750,000 (\$23.75 Million) bond issue for provide capital investment to "stimulate" economic development and job creation.

**Question 5:** is a \$10,250,000 (\$10.25 Million) bond issue to "improve water quality."

**Governor's Primary:** We sent a Primary Preview discussing each candidate in detail to members May 21<sup>st</sup>. It is also on our website [www.maine-loggers.com/news/](http://www.maine-loggers.com/news/)

*We are preparing a Candidate Survey for the General Election in November. If you want to propose questions please email or call Mike.*



## Partnerships lead to industry advancement

Since 1954 Cross Insurance has served the people of northern New England. Their success is no doubt, due to their commitment to meet the needs of those customers. Melanie Campbell, Vice President Commercial Insurance, attributes the success to their customer service, she commented, "we have a sincere interest in every customer and their unique situations, whether their insurance needs are personal or business related". PLC members have benefited from Cross' one of kind service and the financial security that this partnership has provided. "Their agents and management, like Melanie, have gone the extra mile for us", stated Tom Cushman, President of PLC.

Cross Insurance has been an advocate and business partner for over a decade. In 1996 Cheryl Russell, then PLC's Executive Director, presented the concept of the "Safety Dividend Plan" to the PLC Board. So began PLC's long history with Acadia and Cross Insurance. With Cheryl's expertise in logging and insurance and the Board's commitment, PLC set out to build this unique program. PLC reached out to Acadia Insurance and Cross Insurance. Cheryl explained, "Acadia insured most of the logging contractors at that time and their knowledge of the logging industry was second to none, and Cross' full understanding of the insurance markets and in particular, Royce Cross and Melanie Campbell, it seemed a perfect fit for a new program.

They all realized that with safe work practices, safety programs and policies in place, loggers and logging contractors could have a competitive edge by creating internal efficiencies that would position them stronger in the marketplace.

Cross Insurance stepped up to help develop this one of kind program without any rights to exclusivity, putting the needs of loggers first. The program would be set up to allow loggers to keep their existing insurance agency which was important to all the members and Cross. This exemplified the character of Cross Insurance and their commitment to the success of the logging industry. PLC continues to work with Cross today and is proud to have them as a supporting member serving you our northern New England loggers.

## Advertising Opportunities...let us help you today

*When marketing, we all want to reach our target audience. PLC and the Trust can help you do just that!*  
*Have you considered how advertising with us can help your business or organization?*

**Call us to find out more 207-688-8195.**

**DID YOU KNOW...**the internet accounts for one third of the typical media day for all U.S. adults? Consumers spend nearly four hours online daily!

**OPTIONS...**for starters, Internet Exposure—Website Listing or Page Sponsorship, LoggingZONE, Newsletter Sponsorship & Regional Meetings

