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From the stump...

Kicking the Can Down the Road

by Mike Crouse, Publisher

Future vision

With this month's edition we begin our 50th year of publishing Loggers World. The very first edition appeared in October of 1964 with the editorial coverage being for and about loggers. The end of November, will mark 25 years since my late wife and I purchased the publications from Jean and Finley Hays.

Finley used to smile when recalling the issues of the day he'd covered and how many of those issues continued present times: length of contracts, pay, cost of doing business, cost of entering the business, safety and finding a capable crew.

Of those pressing issues the greatest area of concern revolves around tomorrow's contractors and tomorrow's work force.

Tomorrow's work force comes up with every contractor we've seen over the past 20 years in particular. The American Loggers Council, the Pacific Logging Congress (PLC), and other state associations aggressively work to put information in the hands of recent high school graduates to expose them to a career in logging. "This is my office" DVD produced by the Pacific Forest Foundation (a part of the PLC) and available through the PLC (www.pacificforestfoundation.org) is a great introduction to the jobs available in our industry.

When we've talked with different researchers, industry and media, and everyone has their own slant on ways to increase interest in logging as a profession from better training, to more publicity, all of which are worthwhile. But the issues that affect our potential work force are similar to other enterprises, not the least of which is the changing demographics of our youth. One could drone on over the many factors in play there, again many of which are perfectly valid, just as they were when we "Baby Boomers" entered the work force in the 60s and 70s, but that point in time many people from a varied backgrounds began logging for two reasons: 1) Opportunity and 2) Pay. The

enterprise, where rewards are high, you'll have the greatest draw... no different than in forestry, manufacturing, or sales. If you're an investor, we wonder if you're paying attention to each area of a company's supply, manufacturing, and distribution system, and if you are, what's the weakest link in that chain, and what that means to future supplies and profits?

Nah, vision is difficult, let's just continue kicking the can down the road, oh, I'd meant kicking the can up the hill.

Kicking the can down the road

While much of America (and the world for that matter) is demonstrably content to "go along and get along," business, rather they be large corporations or small contractors, in particular requires a plan, a vision, and anticipation of the immediate and long term future. Complacency in business is linked to obsolescence, and eventual failure. One of the chief drivers, and benefits, in the world of capitalism is competition to do things better, more efficiently, finding a better way, building the better mouse trap.

Procrastination is a luxury you cannot long survive. While planning and preparation is critical to survive in business, you have to actually perform and perform well, or you will be left in the dust of history.

A large part of our success throughout history comes from our being both competitive and wanting to improve our place in life, which has been the case until the past few decades where we've demonstrably shifted our focus from the pursuit of excellence, where hard work and innovation are the road to success, to celebrating the "wise guy" whose interest in bilking and milking the "system," that historically seen as a drag on society, today enjoys a degree of admiration, which many wish to emulate, as the "free lunch" to quick wealth and happiness.

job came with risks, hard work was guaranteed, but if you were good at what you did you could make a lot of money, and for a contractor, the Rewards were commensurate with the Risk.

What is missing in today's business is that balance of reward vs. risk. As with any other

We think that roots of this mind-set were based in the late 60s-early 70s with we Baby-Boomers who, as a generation, were overly indulged by our parents who'd suffered through the Great Depression and World War II and were determined to pass on the guiding principles they'd learned in life with some notable exceptions to their own upbringing:

1) Competition should be downplayed. We are all born equal, competition made some feel less equal.

2) Hard work was an old notion. Do your best but it was ok if your best was just good enough to get by.

3) You are entitled to a good living, regardless of your efforts.

4) It is more important that you feel good about yourself.

5) We are all individuals, what we want is more important than any group.

6) Politics should be ignored. They do not matter.

7) There is no right or wrong, it is all relative to the moment.

Essentially what on the surface appeared to be a more humane and urbane way of giving the next generation "more" than previous generations, we demonstrably removed half of our historic foundation, eroding the cornerstone of our enduring success.

Granted, it took a while to really feel the full impact of this folly, as many of the "Boomers" eased their way into the public policy debate, as legislators, educators, and bureaucrats, our former sense of responsibility and accountability gradually eroding from the family through government.

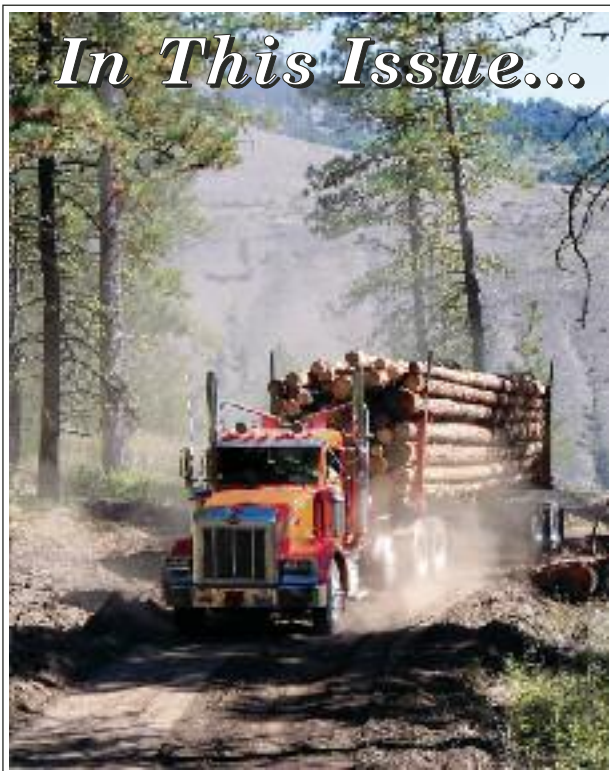
Overall we "boomers" indulged ourselves, and our own "uniqueness" at the expense of our offspring who've largely been left to raise themselves in front of the television, and video games, responsible for nothing and accountable to no one.

The disastrously flawed principles outlined above have ill prepared our offspring for the world in which we actually live, leaving instead the past two generations largely set adrift on principles whose foundation is set in sand rather than bedrock.

1) The world is a competitive place, and those best prepared prosper while the rest are left what is given to them. Ask the Chinese, the Japanese,

(Continued on Page 23)
See "From the Stump"

In This Issue...



COVER PHOTO: THERE'S NO STOPPING Marshall Forestry. Not only do they log with high-production efficiency, but their trucks are also powered to haul with minimal strain to both equipment and drivers.

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- by Mike Crouse

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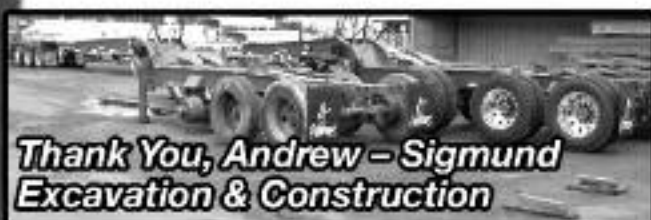
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POWERED UP

MARSHALL FORESTRY, LLC KETTLE FALLS, WASHINGTON

by Darin Burt

Ask Josh Marshall about the success of his company and he'll humbly state that his success has nothing to do with him.

"I just get great equipment and great guys, and then just get out of their way," says Josh, 43, co-owner with wife Gina of Marshall Forestry in Kettle Falls, Washington in the northeastern panhandle of the state.

"I don't micromanage and rarely tell anyone what to do, and when I do, I ask. A lot of my guys have been logging and trucking for 30 years, so they know what to do. They don't need me telling them how to log."

"We just do it the best way we can today with the best guys," adds Josh, who estimates that his crew harvests 25 million board feet per season. "I truly believe that our

guys are giving us their all."

To drive around parts of this area, you'd think it was more desert terrain than timberland, but the trees are there, and Marshall takes full advantage of the work with logging, hauling and road construction. In business since 2006, they run two

(Continued on Page 5)
See "Marshall"



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Marshall

(Continued from Page 4)

ground-based skidder logging sides and run a fleet of nine logging trucks (seven conventional, one of which quick changes to pull lowboy, and two mule train.), working primarily for Boise Cascade, Vaagen Brothers Lumber and the State of Washington.

Josh originally worked as a forester for Boise Cascade after graduating from Washington State University with a degree in Natural Resource Management. In 2006, when Boise Cascade sold out all of their timberland, Josh got together with his brother Casey and brother-in-law Rich Peterson and formed their own little logging outfit with a 518 grapple skidder, pull-through delimber and a self-loader logging truck. Josh and Casey operated equipment and Rich hauled the logs. Rich eventually went to work for Avista Utilities to take advantage of the steady work and benefits, but Josh still compliments him on being the best truck driver in northeastern Washington. "He was the alpha of all alphas," Josh says.

"We borrowed \$60,000 from Gina's grand dad to get going. There was no goal for the company. It's the same as it is today, which is one day at a time," Josh says.

"This business is so up and down that you're on top of the world one day and two weeks later you're in the pit losing money," he adds.



JOSH AND GINA MARSHALL,
co-owners of Marshall Forestry.

But don't take that to mean that this isn't a successful company with drive and ambition. Marshall Forestry has grown with demand - or lack thereof. "Getting bigger was never a goal," Josh says. "In 2008 when housing market crashed and timber prices went to all-time low, all the private ground dried up. All we were doing as a small company

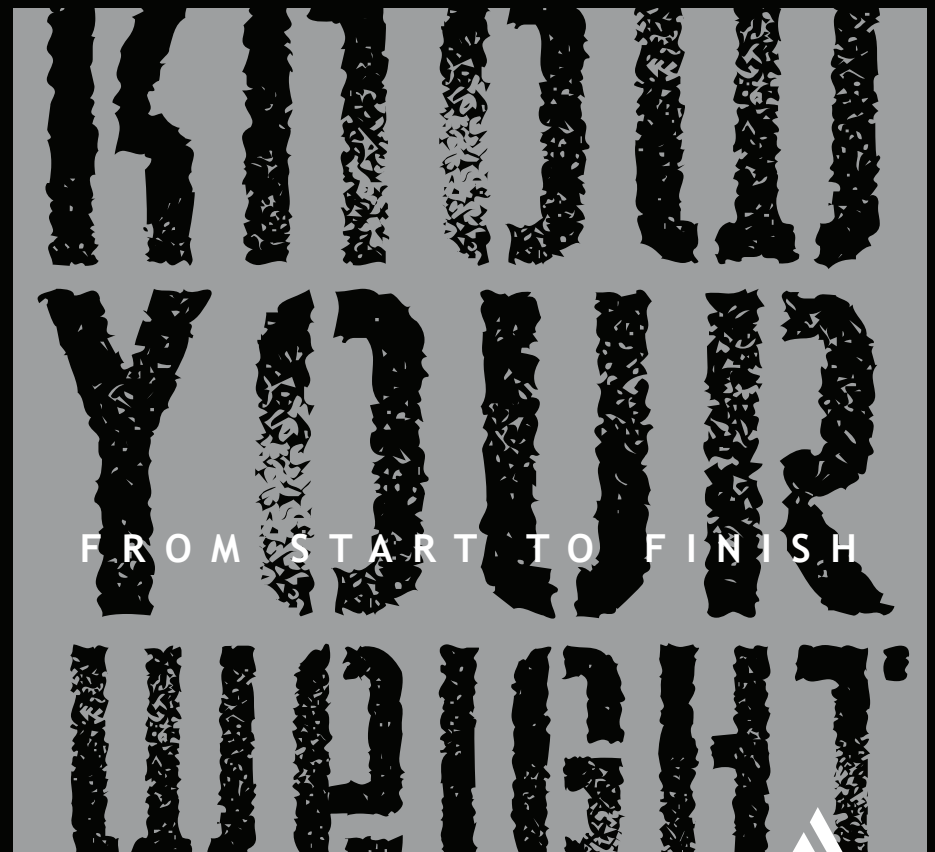
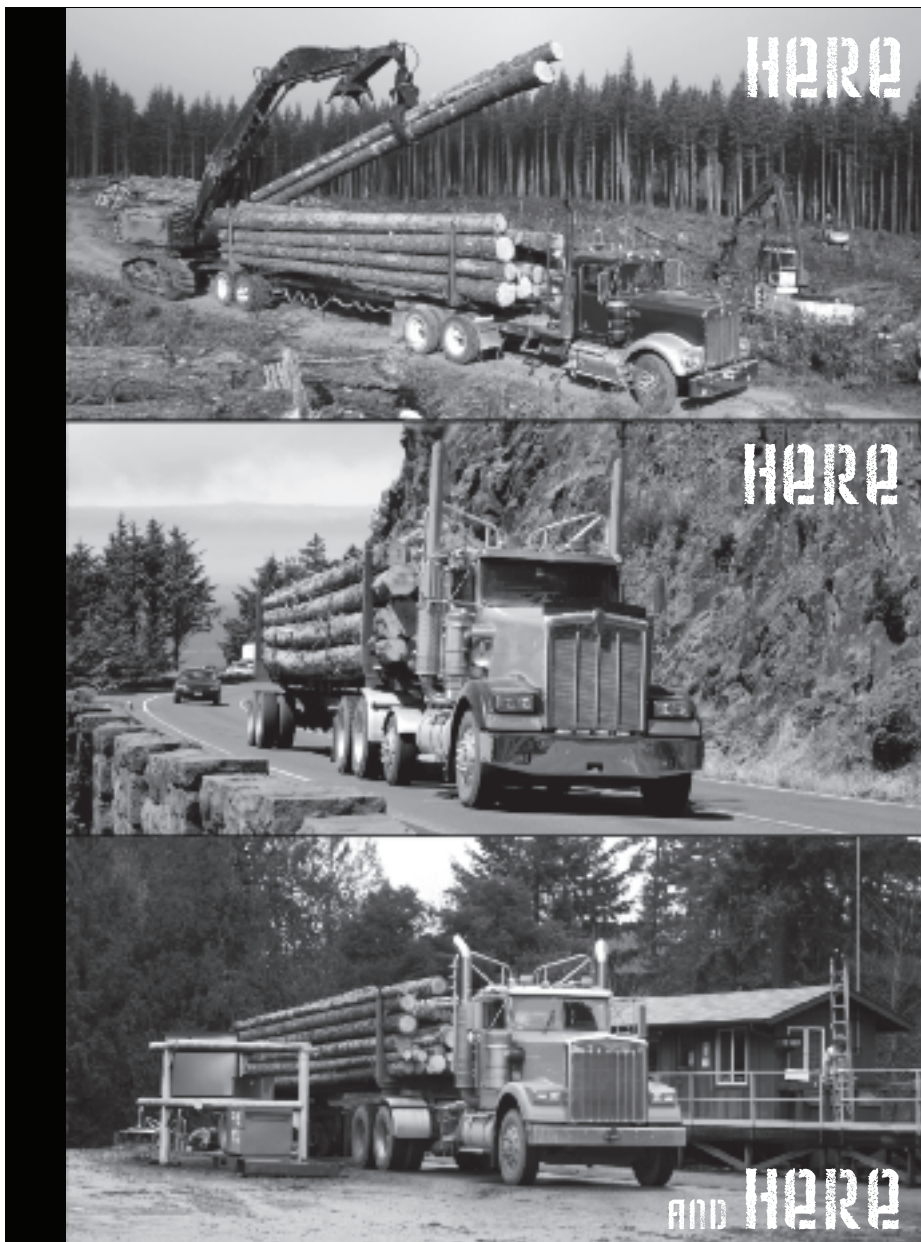
was logging private ground so we had a choice - we were either going to quit logging or we were going to go big and production and log cheap in order to survive."

It didn't happen overnight, but within a year Marshall went from hand falling to buying a fellerbuncher, processor, grapple cat and log loader. With increased production,

they sold the self-loader and bought a couple of logging trucks.

"Our trucks have followed our production," Josh says. "We went from two loads a day to four loads a day, and the self-loader was keeping up, but he was killing himself try-

(Continued on Page 8)
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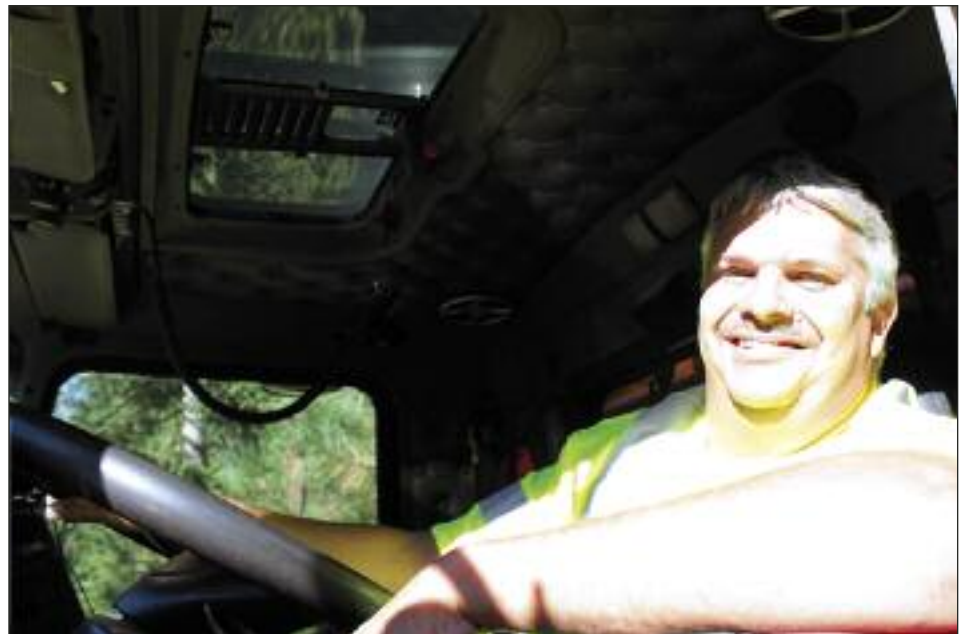


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MIKE BUTLER IS THE LEAD DRIVER for Marshall Forestry. He's been hauling logs for 15 years around the Colville, Washington area. "Josh stole me away from Tarbert Logging," Butler jokes. "We're kind of like the outlaws --- we're the little-big company. I'm from a family of 'coasters'; they think I'm crazy over here."



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Cummins

(4) 2008 KENWORTH W900, ISX 485HP, Jakes, 10-Spd, 13,200 Front, Heavy Duty 40k Rears, 3:91 Ratio, Dual Diff Lockers, Hendrickson PRIMAAX Susp., 222" WB, Block & Mirror Heaters, Power RH Window, Full Gauges, From 315k Miles**\$69,500 & \$79,500**



Cummins

2008 Peterbilt 389, ISX 550HP, Jakes, 18-Spd, 12k Front with 14,600 Susp., 52k Rears, 4:30 Ratio, Hendrickson RTE Susp., 260" WB, Hydraulic Wet Kit, Quad Horns, Heated Mirrors, Prestige Interior, Power Windows, 347k Miles**\$79,500**



American Class

2006 Peterbilt 379, C15 475HP, Jakes, 18-Spd, 12k Front, 46k Rears, 4:11 Ratio, Rear Diff Locker, Air Trac Susp., 224" WB., Hydraulic Wet Kit, Heated Mirrors, American Class Interior, Power Windows, Full Gauges, 245k Miles**\$74,500**



Wet Kit

2006 Peterbilt 379, C15 475HP, Jakes, 18-Spd, 14,600 Front, 40k Rears, 4:11 Ratio, Dual Diff Lockers, Air Trac Susp., 230" WB, Hydraulic Wet Kit, Prestige Interior, Power Windows, Power Door Locks, Full Gauges, 314k Miles**\$69,750**



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DRIVER ANDY BAKER gets set to secure his load. Baker has been with Marshall four years and has been driving Peterbilts the entire time. Before joining Marshall, Baker was a licensed well driller.



ALAN ROBERTSON "rookie truck driver" of 34 years of log hauling and highway trucking. Robertson has always been a hired driver, having worked for Burya Logging and Tiger Trucking. "My dad had his own trucks and I started out when I was 19. I got it in my blood," he says. "I like the adventure and being outdoors and not being locked up in an inside job."

HAULING THE LAST LOAD OF THE DAY from Marshall's job site near Conconully in north-central Washington. The trip to Colville will take the 1999 Peterbilt over three passes, and its Cat 550hp motor will make easy work of the climbs.

Marshall

(Continued from Page5)

ing. Then there were six loads a day and we needed two or three trucks. Now, we produce 18 to 20 loads a day, so we have continued to add trucks to follow the logging."

The Marshall fleet is great looking and well maintained with models in the 1999 to 2005 range. "That's the sweet spot in trucks," Josh remarks. "It's pre-emissions, but you have as many amenities and ergonomics for the drives that you can get."

When Marshall specs a truck, he wants a Cat Motor, 18-speed transmission, double lockers on leaf suspension. In his opinion, mileage isn't as important as knowing the background of the truck. "There are drivers than can ruin a truck in 100,000 miles and then there's old guys who have babied their truck for years and it might have a million miles on it," Josh says. In fact, there are four trucks in the Marshall fleet with that are still running strong after the million-mile mark. "I don't plan on replacing the trucks that we've got."

One of the most important elements to Marshall is that his trucks are churning out the horsepower. Most are between 600-800hp. But it's not all about power.

"High performance trucks bring high-performance drivers - guys that can maintain their own trucks and not tear them up, and they know when to get on the gas and when not to go fast," Josh points out.

Some might contend that more horsepower equates to better fuel mileage, but that's not really what Josh is after. "There's definitely better fuel mileage if you drive it properly, but in a 12 hour day it only takes 10 minutes of a heavy foot to ruin that," he says. "If my guys need to pass somebody on the pass, I want them to be able to do it. When you're on a haul like we are now, where there are three passes between the landing and the mill, they're home an hour early. At the end of the week, that's five hours that they got to spend with their family, where if they were driving a

(Continued on Page 10)
See "Marshall"

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JOSH MARSHALL'S FAVORITE TRUCK the 2005 Peterbilt that he found online in Alaska and had shipped home. "I buy stuff on the spot and I know when it's a good deal," he says. "I paid \$65,000 for the truck and it has 300,000 miles on it and it is a gem."

Marshall

(Continued from Page 8)

truck with 425hp they wouldn't be there."

"We're not especially looking for

the truck to make more money; we're looking to have a happy driver," Josh adds. "A happy driver takes care of his truck, and a happy driver is more apt to get an extra load when you ask him to. He's more

likely to spend more time in a truck of which he's proud."

In terms of maintenance, the Marshall trucks see the standard oil change intervals and are greased regularly on the weekends. The one

thing they do differently than most is to go through the trucks top to bottom during the downtime of

(Continued on Page 12)
See "Marshall"

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1994 KW T800 WITH WHIT-LOG GEAR, B-model cat motor, 15-speed, 46's with spring over beam suspension.



JOE CONKLIN, of Kettle Falls, is a seasoned hired driver, having hauled logs for 22 years. He pilots a 2004 Kenworth with a powerful 800hp motor. "It makes the trips go easier," says Conklin. "Josh has always had nice trucks and it's nice to have a truck that you don't have to work on all the time."



ALEX BARNHART, from Colville, has been with Marshall since just this past summer, although he's got 18 years of trucking experience; 10 of those behind the wheel of a logging truck. "I like this the best because I like being out in the wood," says Alex who has driven everything from highway to dump trucks.



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Marshall

(Continued from Page 10)

spring break up.

"We fix every single thing that's wrong with the truck; it basically gets rebuilt so that we start fresh at the beginning of the season," John says.

"It takes a year or two to get caught up on a used truck. You can't buy a used truck and then put another 20 grand into it just to make everybody happy. We start slowly and within a few years we have a truck that's completely rebuilt," Josh adds. "Once you get to that point they're easy to maintain."

Without a shop crew, Marshall relies on their drivers to do the light maintenance on the trucks. Aside from hauling for 33%, the drivers are compensated for their shop time, especially when it's a bigger repair. Most of the larger repairs, such as motor and tranny work, Marshall sends out to Gopher's Diesel Repair in Colville.

The road building side is literally a one-man show with Shane Crooks pioneering 20 to 30 miles of woods road a year.

"(By building our roads) we know that the road will be built on time when we get there. There are a whole bunch of little things that when you're logging and road building together you can make money on. With right of way trees, for instance, if we were a dedicated road building side, we'd have to manufacture all the logs and figure out how to get them to the mill. Since we're doing to the logging, and come in right behind, we can push trees over and leave them in the ditch, then our logging side comes through and manufactures them," Josh explains, adding that when it comes to bidding on a job, being able to offer both services is obviously very appealing.

With so much trust in his employees, Josh has time to devote more of

his time to other side ventures such as buying and flipping trucks and equipment. Sometimes, he even finds a good deal for himself. His 2005 Peterbilt is a perfect example.

"It was sitting in Alaska and everyone was petrified of it because of the unknown and having to get it back home. The owner got 30 phone calls from everyone who has seen it in the Log Trucker. They were kicking tires and taking their time, but I called him and bought it that day," Josh tells. "I buy stuff on the spot and I know when it's a good deal. In two hours, Gina had the truck shipped to Seattle for \$1,700. I paid \$65,000 for the truck and it has 300,00 miles on it and it is a gem."

"I've done it long enough, and I've bought enough that I know the averages. Two out of three purchases turn out great. One is going to be bad, and you're going to take your lumps," he adds.

Searching internet auctions is one way that Josh finds overlooked deals. One of his best scores was a \$70,000 Timbco that he picked up for \$16,000.

Whether it is a used truck or piece of equipment somewhere in the wilds of Alaska or closer to home, Josh says the secret to getting a good deal is being ready to pull the trigger. "Great deals leave that day; on Craigslist, it can be gone in an hour," he says. "Everything has a value and you've got to know what it's worth. If I can assess a 15-20% risk factor, I know whether to pull the trigger or not. If you can do that every single day, all year long, you're going to make some good buys."

"Josh is very aggressive. He's up at two in the morning working on the computer looking for deals and thinking and planning," Gina says.

"We're on offense all the time," Josh responds. "We focus on today and tackle tomorrow when it gets here. So far that has worked for us."

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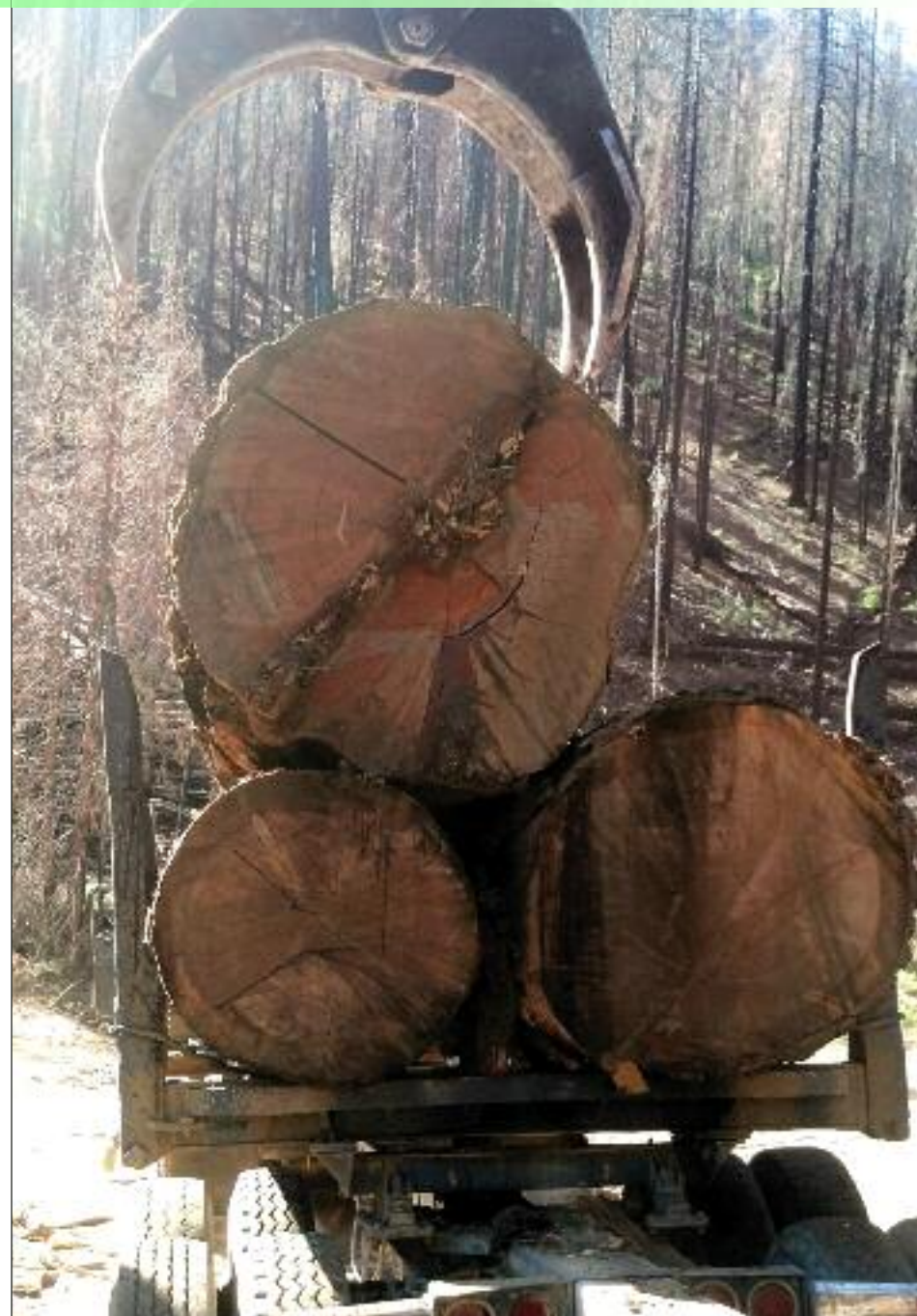
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Photos from Our Readers



DRIVER DAVE HORSLEY, Canyon Construction, with a load for Washington DNR headed for Simpson Longview.



"IT WAS A CHORE getting that big dude loaded," says Chad Smith, of Logger Mountain F Enterprises. The timber that came from the 2012 chips fire area near Chester, California, had a net scale 8180Ft. It was loaded with a 325D Cat heel boom and hauled by Trevor Smith, of John Smith Trucking, out of Cedar Ridge, CA.



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YOU CAN NEVER GO HOME AGAIN

By Sherrie Bond

At one time or another all of us have listened to someone "cry poor", then continue to spend money like a "drunken sailor on shore leave" (no offense to sailors drunk or sober ~ simply a figure of speech)! My generation seems to exist within the era of credit card enticement by mega-banks operating under the illusion of waving magic wands and fulfilling your every desire in the blink of an eye or, more realistically, in the swipe of a card.

I was raised by parents who survived the Great Depression by the skin of their teeth, strong backs and a will to survive. By no means did they come out of the Depression unscathed. The financial devastation across America was burned in the brains of those who survived it and finances weren't taken lightly from then on. When they married, my Dad was a twenty-one year old logger and my Mother was a "school girl" sixteen years old (as documented on their application for a marriage license.) They watched their pennies, saved every nickel they could manage, repaired what

was broken, made-do with what they had and dreamed of a day when life would be a little easier to manage. Of course they were part of the pre-credit card generation. Their behavior was commonplace in our little logging town and the majority of us "kids" had no idea we were "poor" because nearly everyone else in our town was in the same boat. It was our "normal". Sure there were a few people who were considered well off in our town. Those with "regular" jobs and steady income compared to us. Our town was nestled in the shadow of the Cascades and a "good year" was one allowing six months work before the snowfall and getting through fire season without a blaze or prolonged Hoot-Owling. There were a handful good sized logging and trucking outfits in those days, but they weren't the majority and they didn't live much differently than the rest of us (again a reflection of hard time lessons learned in the 30s). Life wasn't "easy", but it was simple; who would have guessed the complexities that lie ahead.

Because this was pre-TV we weren't tantalized by advertising bent on whetting our appetites for a

new this or that, the latest and greatest or really much exposure to the city life and tantalizing adventures rumored to be found there. Three major mailings occurred each year with the arrival of Sears catalog and its bonus Christmas version, aptly called The Wish Book. The big trip-to-town in the Fall had to do with heading to Mt. Vernon and Sedro Woolley for school clothes (purchased with money we earned picking strawberries or babysitting). Otherwise, there was the excitement of heading to Woolley every month for groceries and maybe a little "window shopping" and a small soft ice cream cone at the drive-in by Sedro Woolley Auto Parts! Man, we were in tall cotton for sure! Of course trips "to town" became few and far between with the advent of Albert's "super" market on Hwy 20 East. Times were changing.

Soon the introduction of TV allowed us to view the world, but it created madness on Madison Avenue and changed life as we knew it. The world was at our fingertips and the attitude of "taking care of the pennies and the dollars would take care of themselves" was lost in the stampede. Wishes became

must-haves and before long wading into the pond became swimming against the riptide. Keeping up with the Jones gave way to "one-ups-men-ship" and soon lifestyles for many were nothing more than the storefronts at Universal Studio ... a cardboard prop, all hat and no cattle.

Of course, the more you spent the more tax revenue you produced. The greater the revenue, the more government pissed away and here we are today ... neck deep in deficit with the maniacs running the asylum and no end in sight. Today's leadership has never learned the basics of survival (the lessons we learned by example of the Great Depression), they think "government revenue" (that's us-to-them) is an "entitlement" and a never ending source. If they see mud in the bucket and the well running dry, they ramp up another tax. A prime example is Governor Jay Inslee's quest for a ten-cent increase in gas tax. Biding his time until the heat of last Session and last Session's extra Session cooled, he has kept his head low, gathering his in-

(Continued on Page 17)
See "Bond"



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(Continued from Page 16)

ner-circle, doping them up with a double digit increase in salary until they are drunk on love and ready to do whatever he asks. We live in a world of smoke and mirrors. This farce is played out time and again nationwide. Whether it's agency stooges deceiving Congressional Committees, walking out of Hearings or refusing to testify, without public intervention, this plague will spread. I miss the days of trusting in someone's word, ethics and honor being commonplace or graft and

corruption associated with criminals not elected leaders.

This isn't a case of longing for the days of my youth when we all liked Ike, there was a chicken in every pot, when Roy Rogers won the west, people throughout Texas wondered 'who was that masked man' or when Captain Puget sailed the Sound. It's a slippery slope on which we stand and day by day we are losing our grip.

America is listing and unless the strong can tilt her back to square and lock her down, it won't matter whether the fraudulence comes in the form of local, state or federal cons, we will continue to be con-

trolled by dishonest liars and cheats able to look any teleprompter in the eye and swear you are hearing the truth, the whole truth and nothing but...

The old adage that "you can never go home again" rings true more today than ever before in our history. It's not so much about going back as it is about moving forward without a stumble or even worse, a fall.

LT

(Sherrie Bond serves as Director of the Northwest Log Truckers' Co-operative. She can be reached via email at BONDTRUCK@aol.com)

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THE DRIVER'S SEAT:

CHRIS KNIGHTON • TRI CITY, OREGON

By Darin Burt

Chris Knighten, 31, was working as a maintenance man at Seven Feathers Casino when he decided to take a ride on his day off with his uncle who drove logging truck for David Penegor, out of Eugene, Oregon.

"Being out in the woods and being in the truck, I decided it was my goal then to get into a logging truck," Knighten says. "My grandpa was a yarder engineer for Huffman & Wright, and my dad has always done general contracting work out in the woods, so I grew up in the woods running around on jobs with them."

Of course, there's a lot of jobs that Knighten could have done in the forest industry. So why trucking?

"Because I wanted to sit on my butt all day and not have to work very hard," he says sarcastically. "Honestly, I really like driving and being able to get out and see the countryside and not being stuck in a building in one spot day in and day out."

Not having experience as behind the wheel, sought out the basic skills at the truck driving program at Umpqua Community College. The

six-week class taught the fundamentals of truck driving, mainly as it pertains to hauling with a dry van on the highway, in preparation for taking the CDL test.

Once Knighten earned his CDL, he bugged Graf Logging and Collette Construction about a job. Collette threw him into a dump truck, and he was able to get his feet wet, on a dam building project. Eventually, a logging truck came available at Graf, and Knighten was hired on. The truck he started out in was a 1979 Peterbilt 379.

"It was a good truck to learn in because it taught me that when something is wrong under the hood or wherever to go looking for it and taught me some basics on fixing things out on the road," Knighten says.

Dealing with life in the woods came natural to Knighten, but it took a bit more experience to get the hang of driving on gravel roads without chewing up tires or the road. "I listened to people who've been driving for a while and I've got it down good now," he says. "You don't want to keep your foot in it all the time. It depends on the road, but you feather it and know how to use your RPMs and your speed to



THOMAS IRELAND DRIVER
CHRIS KNIGHTEN knows the keys to being a valuable member of the team is to "represent the company well, be respectful and make the customers want you back."

keep rolling smooth without wash boarding."

Another lesson was how to drive in the snow, which Southern Oregon sees plenty of, without ending up in the ditch. "I've come into a corner and not taken it high enough and slid into the ditch and had to have the Cat come along and yard me out," Knighten admits. "You only do that once or twice."

"Log trucking definitely isn't like driving up and down the highway," he adds. "I've never thought of it as really dangerous; you just have to take your time, pay attention and

decide what works best for you."

When work slowed down, and he was laid off at Graf, Knighten got word from his cousin, who worked in the office at Thomas Ireland, Inc., that the company was looking for drivers. He filled out an application, not expecting much to happen, but within a few days he was going through orientation and getting the keys to a truck.

Again, as they often do, work eventually slowed, but his uncle was

(Continued on Page 19)

See "Knighten"

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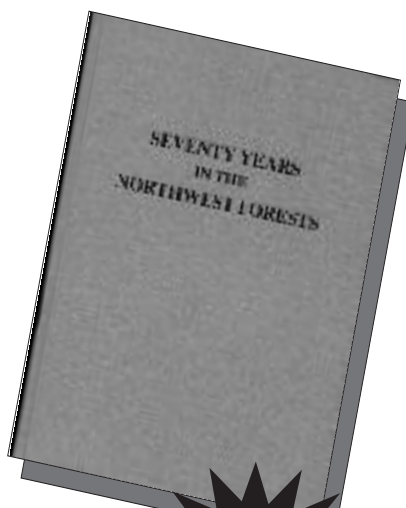
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Knighon

(Continued from Page 18)

now hauling over the road, and Knighon decided to take a leave of absence and give flatbedding a try.

"That lasted about two weeks. Jeff Ireland put me back in a truck and I haven't left since," Knighon says, adding that flatbedding was all about sitting around waiting for a load, being away from home and family and just wasn't for him.

"Working for Ireland is great," says Knighon, who's been with the company since 2006. "They keep me working and in great equipment. They have a great maintenance program, they pay well and are one of the biggest outfits in Southern Oregon."

Knighon drives a 2012 Kenworth T800 with Whit-Log trailer and hauls primarily for R&R King Log-

ging, Huffman & Wright, Miller Timber and Cascade Thinning.

"It's great. I get to see all kinds of country," Knighon says. "I like be-

ing able to bounce around. If I get bored with a job, I can tell dispatch and she'll send me somewhere else or move me around to different

jobs."

Whichever job he's on, Knighon understands that the job of a hired driver is to "Represent the compa-



KNIGHTEN DRIVES A 2012 KENWORTH T800 with Whit-Log trailer and hauls primarily for R&R King Logging, Huffman & Wright, Miller Timber and Cascade Thinning.

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NEWS AND INFORMATION

Bill opposing increase in FET on new heavy-duty trucks applauded

Legislation was introduced in the House of Representatives opposing increases in the 12 percent federal excise tax (FET) on new heavy-duty trucks and trailers and encouraging Congress to review the negative impacts of the existing tax.

The bi-partisan legislation, House Concurrent Resolution 52, was introduced by Representatives Reid Ribble, R-Wis.) and Tim Walz, D-Minn.

The bill noted that increasing the FET would significantly increase the cost of new heavy-duty trucks and keep "older, less environmentally clean and less fuel-economical heavy-duty trucks in service longer."

The bill also cited a 2010 National Academy of Sciences report which said fuel economy rules will add an average of \$10,000 to \$15,000 to the price of new, heavy-duty trucks.

The legislation added that combined, regulatory mandates governing emissions and fuel efficiency add \$30,000 on average to the cost of a new truck and results in an additional \$3,600 federal excise tax.

The bill said lane departure, stability and similar technologies would be slowed in the FET were increased.

The response was immediate from the trucking industry.

The Truck Renting and Leasing Association (TRALA) said it supported the bill as part of its "ongoing efforts to prevent unnecessary feder-

al mandates that further increase the cost of purchasing and leasing trucks and trailers."

Further, it said that it "supports a robust, well-funded Highway Trust Fund (HTF), the FET on trucks and trailers is an ineffective and volatile means of funding the HTF."

"The availability of FET monies to fund the Highway Trust Fund is closely tied to the economy and cycles in truck and trailer purchasing. This results in an unpredictable flow of funds into the HTF, which is detrimental to many road and bridge construction planning processes."

The American Truck Dealers (ATD) and a Massachusetts International and Ford truck dealer issued the following statement:

"The existing 12 percent levy on heavy duty trucks is already the highest excise tax imposed by Congress on a percentage basis. The FET adds thousands of dollars to a commercial truck that already costs well over \$100,000. With a highway

bill and comprehensive tax reform on the agenda in Washington, H. Con. Res. 52 sends a clear message to Congress that hiking the FET on commercial trucks should not be on the table. Since all the heavy-duty trucks sold in the U.S. in 2012 were manufactured in North America, increasing the FET would hurt the 3.65 million Americans employed in the selling, servicing, manufacturing and operating of these vehicles. ATD applauds the leadership of Representatives Ribble and Walz to fight against increasing this tax."

Ribble added that "The federal excise tax deters business owners and other employers from purchasing some of the safest, cleanest and most fuel-efficient trucks available today. I hope my colleagues will agree that this tax should not be increased."

Walz said that "The trucking industry creates good-paying American jobs for countless folks across

(Continued on Page 21)
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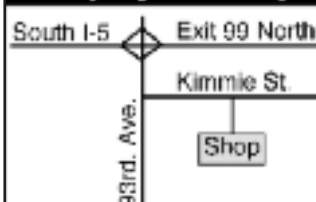
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this country. Increasing this tax would further discourage hardworking business owners from purchasing new trucks that are safer, more efficient and better for our environment. At a time when our economy is still continuing to recover, we should be doing all we can to ensure businesses have the tools they need to be successful, instead of creating roadblocks to their growth."

Hours of service, brakes big players in roadcheck inspection blitz violations

Commercial vehicle inspectors across North America completed 73,023 truck and bus inspections during 72 hours of Roadcheck 2013, the annual enforcement and safety outreach campaign carried out by the members of the Commercial Vehicle Safety Alliance.

Of those inspections, a total of 47,771 were North American Standard Level I inspections—the most comprehensive roadside inspection, in which vehicles and drivers are assessed for violations of federal, state or Canadian provincial safety regulations. Other inspections conducted were vehicle-only or driver-only inspections.

Of Level I inspections conducted in Canada and the U.S., 24.1% were found with Out-of-Service violations. There were a total of 71,630 driver inspections, including those

conducted during Level I inspections, from which 4.3% were found with OOS violations. There were 899 seatbelt violations issued.

Cargo securement related violations represented 11.7% of all OOS violations issued during the event, down slightly from 12.3% in 2012. Although this equates to only one out of every 50 vehicles inspected, loss of a load by a commercial truck is always a severe risk to safety. Inspectors always watch for signs of improperly secured loads such as inadequate number of tie downs, damaged webbing or chain, and other load securement violations.

Brakes routinely stand out in the mix of OOS violations issued during Roadcheck. This year, 49.6% of vehicle OOS violations were related to brake adjustment and other brake system violations. Additionally, performance based brake testers or PBBTs were used during Roadcheck 2013. Nine U.S. states and one Canadian province are equipped with PBBT systems for enforcement use. Of the 287 enforcement inspections conducted with a PBBT, 36 vehicles or 12.5% were found with overall braking efficiency below the minimum required by U.S. regulation and the North American Standard OOS Criteria.

CVSA estimates that over 10,000 CVSA and FMCSA inspectors participated at approximately 2,500 locations across North America during this year's Roadcheck. On an annual basis, nearly 4 million inspec-

tions are conducted across the continent.

Mobile device helps with compliance

J. J. Keller & Associates Inc. recently unveiled the Compliance Tablet, a mobile device with Keller's patented E-Log technology built in. The Compliance Tablet offers fleet managers a simple, one-step option for making the transition to E-Logs. The device will be available Oct. 1.

The Compliance Tablet is a 7-inch Samsung Galaxy Tab 2 that is pre-loaded with J. J. Keller Mobile applications. Approximately the size of a typical paper log book, the Compliance Tablet features a simple, user-friendly interface designed to enable drivers to input hours-of-service information quickly and easily.

A pre-programmed Roadside Inspection mode displays only the last seven days of logs, allowing drivers to simply hand the tablet to enforcement officers with no security concerns. The tablet is "locked down" to keep drivers from loading non-approved applications, and is also designed to become inoperable while the vehicle is in motion. All program enhancements such as HOS regulatory changes are done through automatic updates and never require hardware swap-outs.

For fleets who prefer to utilize their own (or their drivers') smartphones or tablets, Keller also offers a "BYOD" (Bring Your Own Device) option. J. J. Keller Mobile applica-

tions are compatible with over 40 Android devices, and communicate with Keller's ELD/EOBR in the same seamless manner. Customers can use the BYOD option exclusively, or may choose to utilize a mixture of Compliance Tablets and other mobile devices within the same fleet.

J. J. Keller Mobile applications work with Keller's Gen II ELD/EOBR, which installs easily into virtually any commercial motor vehicle and is compatible with all vehicle classes. Data from the ELD/EOBR is instantly transferred to the cloud-based Encompass back office system, so fleet managers can view, report, track and analyze compliance levels.

UW study finds half distracted drivers are texting

In Washington state's first study to examine driver use of electronic devices, UW investigators saw that more than 8 percent of drivers were engaging with such devices behind the wheel, higher than previously estimated. Among those driving distracted, nearly half (45 percent) were observed texting.

The study looked at the behaviors of 7,800 drivers in six counties. Using randomized observations at controlled intersections, investigators

(Continued on Page 22)
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recorded drivers engaged in a range of distracting activities, including texting and talking on the phone.

Researchers found that the most common source of distraction was a hand-held device, such as a cell phone. Among the 3.4 percent of drivers who were talking on a hand-held phone, half were holding the device near or under the steering wheel. This risky behavior diverts the driver's attention from the road.

The study has important implications for state public health and law enforcement officials. Motor vehicle injuries remain the leading cause of death for Americans under 35 years of age. Estimates suggest that up to 28 percent of crash risk is attributable to cell phone use or text messaging in vehicles. While the use of cell phones in the United States has grown exponentially, enforcement of distracted driving laws has struggled to keep pace.

"These findings suggest that distracted driving is more common than we thought and that texting has become a major cause of distraction," said Dr. Beth Ebel, principal investigator with UW Medicine's Harborview Injury Prevention and Research Center and UW associate professor of pediatrics. "Most people support laws restricting texting and cell phone use in vehicles, yet some choose to engage in behaviors that put everyone on the road at risk."

"These traumatic injuries are entirely preventable," added Ebel. She noted that prior studies show texting while driving increases crash risk by 23 times, similar to driving with a blood alcohol level of 0.19.

In 2010, Washington state adopted a primary enforcement law for hand-held mobile devices and text messaging with an imposed fine of \$124. The rise in distracted driving is prompting greater attention from law enforcement. In a recent King County seat belt citation campaign, more tickets were issued for cell phone use and texting than for not wearing a seat belt.

"Otherwise responsible drivers who talk or text have caused collisions that kill or seriously injure others. These drivers are criminally prosecuted, just like other impaired drivers," said Amy Freedheim, senior deputy prosecuting attorney at the King County Prosecuting Attorney's Office.

The data released today are preliminary results, part of a broader study conducted to explore the effects of law enforcement on electronic distracted driving. In October, investigators will release a statewide report card providing more data by county. This baseline assessment will help county law enforcement, prosecutors and public health officials evaluate the effectiveness of various ways to stop distract driving. If intervention strategies are effective, traffic safety experts hope that a successful model can be

adapted in other states.

"The recent findings provide objective support for what we've long believed: texting contributes to more collisions than we can prove," said Chief John R. Batiste of the Washington State Patrol. "After a collision, drivers almost never admit they were texting. We believe the problem has, until now, been drastically under-reported."

WA DNR offers training for biomass calculator tool

The Washington State Department of Natural Resources has announced it will hold four technical workshops on how to use the web-based Washington State Biomass Calculator in October. The workshops, held in partnership with the University of Washington's School of Environmental and Forest Sciences, are open to members of the public.

According to information released by the DNR, the calculator tool is useful for those interested in developing biomass facilities, and for landowners in the state who are in-

terested in supplying woody biomass to bioenergy facilities.

The calculator was developed by researchers at UW SEFS in collaboration with TSS Consultants last year. According to information published by the DNR, the calculator tool resulted from a study published by UW and TSS Consultants that focused on the sustainable volume of residual biomass that can be collected from the state's forests. The calculator that was developed following that study essentially serves as a tool for those interested in locating biomass projects within Washington State.

Users input appropriate data into the calculator, and it reports on the availability of three types of biomass, including scattered biomass, roadside biomass and market biomass. The tool allows users to select from several biomass harvest models, the appropriate geography for a location, define the facilities in

(Continued on Page 23)
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the region, select for the cost of biomass, and apply trucking restrictions.

The first workshop will in Olympia on Oct. 1. The second is planned for Everett on Oct. 3. The Oct. 9 workshop will be held in Spokane, followed by a workshop in Ellensburg on Oct. 10.

For more information on the Biomass Calculator, please visit <http://1.usa.gov/19PfpLe>.

Used-truck numbers on the rise

Registration of used commercial vehicles rose over 9% during the first half of the 2013 calendar year compared to the same period last year, according to automotive market-intelligence firm Polk.

Based on Polk's analysis, nearly 357,100 used commercial registrations were recorded during the January-June timeframe.

The firm also found that used transactions during the second quarter of the 2013 calendar year were the highest since the second

From the Stump

(Continued from Page 2)

the Mexicans, the South Americans... That is our competition, not some damned video game.

2) Work hard, play hard is a tried and proven path of success. Certainly working smart is a large part of that and doing your best is what ultimately triumphs.

3) You're entitled to what you earn and successfully compete for: no workie, no eatie. You're not entitled to a free lunch... it does not exist.

4) Feeling good is a matter of attitude. Being taught that doing substandard work with minimal effort is a false premise. Do your best and be satisfied with nothing else.

5) Individual success is amplified from others recognizing and striving to emulate your example. As a parent your primary job is in raising the next generation through your active involvement with them and demonstrating through your own actions your beliefs.

6) Politics will not ignore you, whether you are involved or not. The thousands of pages that are the "Affordable Care Act" are complex, convoluted, and a pox on future generation came into existence because the vast majority of this country doesn't want to have their hands sullied by politics. Those who wanted to be involved wrote and passed this and other similarly complex intrusions into our lives, well above and beyond the scope of responsibility precisely because it was left to others. Our Democratic Republic

DEMANDS we are involved. We have no one to blame but ourselves.

7) Relative situational ethics is the cancer of political correctness launched in the 70s that's infecting everything we hold dear. It's the dream child of the radical politics of the left who successfully shoved this agenda along specifically to end, limit and stifle debate, which has achieved exactly that.

Competition, questioning, open discourse, cynicism, insisting on accountability is at the very root of our success as a nation. The further from this we've strayed over the past 40 plus years, the less effective we've managed in our own quest for freedom, and our pursuit of happiness.

The situation is not hopeless, as there are at least some "boomers" who actually acted as parents and raised responsible adults, who in turned raised their children in the same manner.

Even amongst the lethargic many of our youth, we're seeing a discontent with the current status quo, and finally coming to realize tomorrow's youth, including themselves, are getting short changed the opportunity to succeed as a direct result of the greed and poor public policy direction of the past few decades. The question now is will they seek to change within the system (just as their radical parents did in the 70s) or make other choices that could throw out the baby with the bath water?

What's certain is the need for leadership to fill the vacuum of the past 20 years because as it stands the road we're kicking the can down

is getting steeper, and the can is rolling back.

Stifling debate

The most unnerving trend with our younger people (teens to late 30s) is their willingness to accept, without debate, the political status quo nationally, in particular as it relates to the current administration. Have you tried to engage some of the "true Obama believers" in a discussion where that administration is criticized? In the past, whether you agreed or disagreed with politicians you could at least enter into a discussion, but under the "Hope and Change" administration's reign, most of his supporters will not even discuss, yet alone recognize, that the record of accomplishment is a very short list with highly dubious record of failures.

Its exasperating to say the least, but more to the point, insulating this record from comment bodes very poorly for our future as a nation. This self-censorship does not result in better participation, thorough examination of issues, or better alternatives surfacing.

To put it in terms we capitalists can understand, the prevailing attitude amongst the "true believers" is to accept the original Ford Model T forever from modernization or correction because it seemed to be a good idea initially. In today's world, this is what passes for "progressive" politics. "Let's compromise and do it MY way," is the audacity of self-righteous elitism, far short of inclusive public policy.

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quarter of the 2011 calendar year," reflecting continued demand for clean used equipment."

By comparison, Polk pointed out, new commercial vehicle registrations during the first six months of 2013 increased by just one-half percent over

the same time period in 2012.

"The strength of used commercial vehicle transactions during the first half of the calendar year reflects a competitive market for clean used equipment as it becomes available," said Gary Meter, Polk's director, af-

termarket & commercial vehicle solutions.

"Our analysis indicates that the majority of these transactions represent the replacement of older equipment in the commercial vehicle population versus adding to the total vehicle population," he continued.

Meanwhile, per ACT Research's latest State of the Industry: U.S. Classes 3-8 Used Trucks, sales of used Class 8 trucks specifically recovered last month from the "steep decline" experienced in June, according to ACT Research's latest State of the Industry: U.S. Classes 3-8 Used Trucks.

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