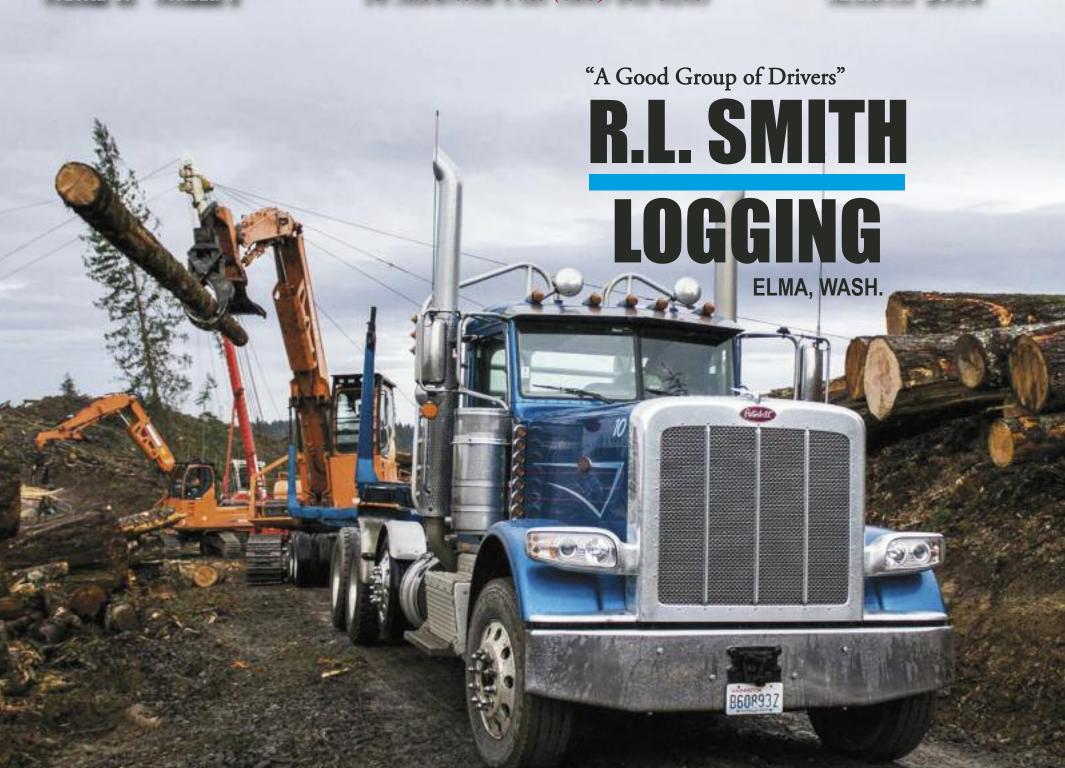


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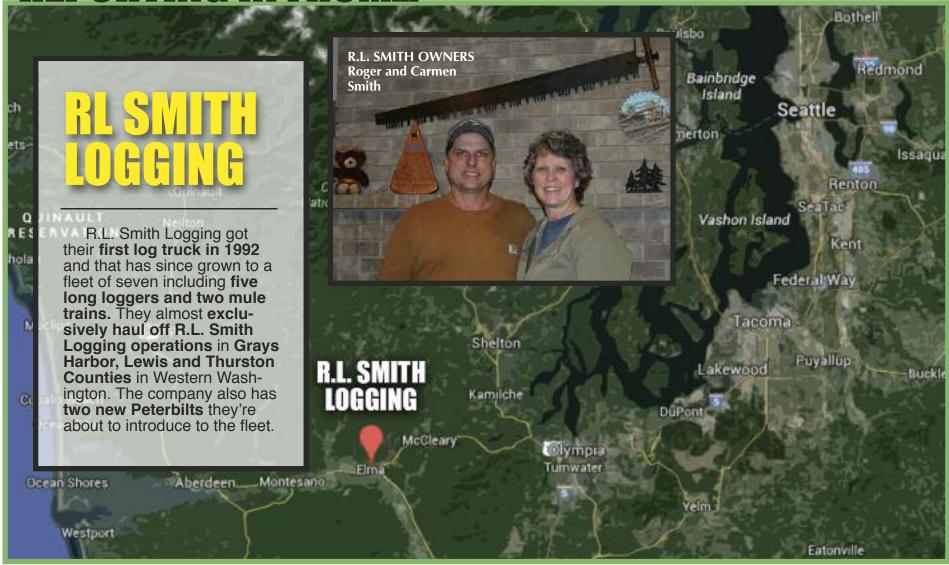


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IN THIS ISSUE



ON THE FRONT: R.L. Smith Logging's Bruce Baker gets loaded with a Doosan out on the jobsite in Thurston County. Baker is driving a 2015 Peterbilt 389 with a Whit-Log trailer.

See "A Good Group of Drivers"

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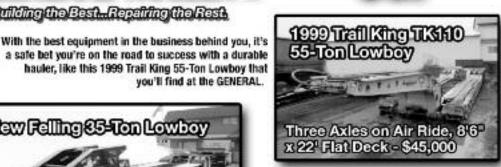
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R.L. SMITH LOGGING - ELMA, WASH.



A GOOD GROUP OF DRIVERS

R.L. Smith Has a
Dedicated Fleet of
Drivers and Trucks
to Keep Logging
Operation Rolling

By Brandon Hansen For Loggers World

Based in Elma, Wash. R.L. Smith Logging runs seven trucks to keep hauls flowing off the jobsites in Grays, Lewis and Thurston Counties in Southwestern Washington. While owners Roger and Carmen Smith didn't set out to rule the highways and backroads when they began their logging company in 1991, the necessity of having their own trucks and great drivers has paid off.

"Not in my wildest dreams did I imagine I would have log trucks," Roger said. "I was always on the log side of things and every company was different



in how they approached log trucks. You'd hear guys say they'd never own log trucks but I'm glad I got into them."

Roger's background in logging is family-based. Both his grand-fathers, brothers and uncles worked out in the woods. When he graduated from high school in 1980, he had thought about getting into carpentry but that industry was in a downturn and logging was the hot market.

"Back then they were offering 14 dollars an hour and that's a lot back in 1980," Roger said.

Thirty-five years later, the career choice proved to be a wise one as Roger and his wife Carmen own three shovel sides and a yoder along with his fleet of seven trucks. Operating out of Elma, the company employs over 29 people and Roger is able to work alongside his two brothers Guy and Gary Smith. Roger is

also a Board Member on the Washington Contract Loggers Association Credit Union, the Olympic Logging Conference and Pacific Logging Congress Boards.

R.L. Smith is in that nice niche where they're big enough to work for large timber companies or get things done for small landowner. They do, however, need someone to move those logs and that's where the trucking fleet comes in.

BRUCE GETS THINGS STARTED

Much like how Roger Smith was a logger by trade that ended up owning log trucks, his first driver was a hook tender that turned into the company's most consistent driver.

"Bruce is one of the original employees," Carmen said. "Roger and him have known each other since they were little kids."

Roger has known Bruce Baker

(Continued on Page 11)

See "R.L. Smith"



RANDY RUSSELL and his 2000 Kenworth T800 long logger get ready to turn into the Sierra Pacific mill in Aberdeen, Wash. R.L. Smith does a majority of their hauls in **Grays Harbor** County but will take loads to Olympia and into **Lewis County** as well.

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Roger Smith



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READY TO TAKE THE WRAPPERS OFF is Bruce "Beep" Phillips in his 2006 Peterbilt at the Sierra Pacific mill in Aberdeen, Wash.





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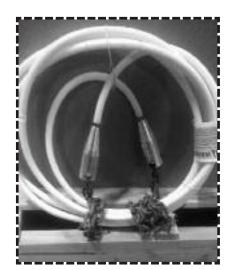
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with 2 spd. rear ends on pad suspension

1992 KW T-800, N-14 Cummins, 13 spd. 1992 KW T-800, N-14 Cummins, 15 spd. with 2 spd. rear ends on pad suspension



"I'VE KNOWN **BRUCE SINCE SECOND GRADE AND HE'S ONE OF** THE BEST HOOK **TENDERS OUT** THERE," Roger **Smith says about** driver Bruce Baker. Baker spent several years in Alaskan logging camps and was one of R.L. Smith Logging's original employees.

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PULLING UP TO THE JOBSITE is Randy Russell in his 2000 Kenworth T800. While R.L. Smith does have a five-acre base of operations in Elma where they can keep their trucks rolling, the drivers mainly do the day-to-day upkeep on the trucks. For any repairs or pesky engine lights, the drivers will take their trucks to Kenworth Northwest in Aberdeen or Western Peterbilt in Cosmopolis. "They take such good care of the trucks," Carmen Smith said.





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(Continued from Page 4)

since second grade. The two grew up in the Tumwater area and both have a family background in the timber industry. After retiring from the State, Baker's father moved into driving log truck. When Baker was 21 he got his CDL and drove some log

At a young age, Baker went to Alaska, brushing off the log truck driving and moving to the rigging crew. He spent a threeyear stint up in Alaska, then going for two more years up north. Baker did a little bit of everything: tended hook, ran a frontend loader and operated a shovel. In the early 80s up in Alaska, the logging business was booming and loggers were commanding top dollar.

"There were logging camps up there everywhere," Baker said.

Baker worked for R.H. Valentine, working for him up in Alaska and down in Washington.

"He was one of those guys that you shook his hand and that was his word," Baker said.

Baker made the most of the logging camps' bunk house food saying he ate like a king while working up in Alaska. He also gained years of logging experience and came back to Washington and became one of R.L. Smith's original employees.

"I've known Bruce since second grade and he's one of the best hook tenders out there," Roger said. "We knew he wanted to drive truck and it began from

In 1992, the logging company dipped its toe in the trucking business, buying a 1992 Kenworth for Baker to drive. With his experience driving truck before, Bruce got out of the brush and into the drivers' seat. He hasn't left since.

"He was the start of it and he really set the example," Roger

EXPANSION OF TRUCKS

The company upgraded Bruce's truck in 1997, and in 2003 got him his preferred truck of choice - a Peterbilt. Currently, Baker drives a 2015 Peterbilt 389 with a three-axle Whit-Log trailer put together by Capitol Industrial.

"Nine years ago you couldn't find any trucks and it was getting harder and hard to move our own wood," Roger Smith

In 2007, they purchased a 2006 Peterbilt owned by Carlin Diehm when he passed away and with it came his son, Bruce "Beep" Phillips, who is now the Truck Boss. This made the third truck in the fleet.

In 2011, when the market started to pick up after the recession, log trucks were becoming harder and harder to find to get logs shipped to the mills, R.L. Smith expanded their log truck fleet with two trucks, both 2000 Kenworths. In 2012 they bought a Kenworth Mule Train.

As it always seems to go for log trucks, a few trucks turned into a fleet of seven. Currently the company has a mix of Peterbilts and Kenworths including five long-loggers and two mule trains. The entire fleet spends 99 percent of the time moving logs for the R.L. Smith logging side.

The company has also recently bought two more Peterbilts, currently sitting and getting prepped in Cosmopolis, Wash. Roger says whenever looking into expanding the number of trucks, he always has a driver in mind to put behind the wheel. They also use several independent contractors in Grays Har-

STAYING ON THE ROAD

RL Smith has a five-acre shop and base of operations in Elma, Wash. allowing them to serve Grays Harbor County while shipping to Olympia and Aberdeenarea mills.

"We're going to probably do a few more in-house things maintenance-wise," Roger said. "Our drivers take good care of our trucks. They'll do the greasing and change the oil. We'll also take them to the dealerships for

RL Smith works with Ken-

(Continued on Page 13)

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WAITING IN LINE TO LOAD HIS TRAILER is Bruce "Beep" Phillips in his 2006 Peterbilt at the Sierra Pacific mill in Aberdeen. While waiting at the mill is something no driver wants to make a pastime, it does give a photographer plenty of time to get more images of a company's truck fleet. Beep has been working for the company since 2007 as R.L. Smith has steadily increased their fleet size from just one truck to seven. "Not in my wildest dreams did I imagine I would have log trucks," Roger Smith said. "I was always on the log side of things and every company was different in how they approached log trucks. You'd hear guys say they'd never own log trucks but I'm glad I got into them."

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R.L. Smith

(Continued from Page 11)

worth Northwest in Aberdeen and Western Peterbilt in Cosmopolis along with JHD.

R.L. Smith trucks will haul primarily to either Aberdeen or Olympia, with Beep doing all the dispatching. They continue to make the company's product move despite the ever-squeezing regulations. Roger credits the success of his company squarely on his employees.

Driving a 2012 Kenworth Mule Train is Rick Johnson, and in a 2013 Kenworth long logger for R.L. Smith is Mark Larson. Larry Stove also drives a 2014 Kenworth Mule train.

"We have as good as drivers as anyone," Roger said. "We try to provide them with a good wage. Truck drivers are professionals, you just can't put an average joe in a truck like that. They've got to take care of them. Drivers are almost married to their truck.

The two drivers getting the new 2017 Peterbilts currently sitting in Cosmopolis are Randy Russell and Bobby Gibby. Russell and Gibby both currently drive 2000 Kenworth long log-

Logging trucks really don't start making a lot of money until they're paid off, Carmen added, saying that drivers making sure trucks aren't thrashed by the end of their useful life cycle is a huge deal.

"They take such good care of the trucks," Carmen said.

A big stumbling point is the fuel surcharge for trucks not having changed in decades, despite the growing costs for drivers and owners.

Everybody has their own formula for surcharges, but it has become a severe concern for log truck drivers.

"That old state rate is what people go by and you just can't beat up a truck driver like that," Roger said. "They need to be paid more."

Surcharges are different depending by area, and Roger said that it can end with the driver getting the short end of the stick. In an industry with a

shortage of drivers and trucks, it's an important area you don't want to cut corners on.

"In order for drivers to make more money you have to add a third axle and that's really the only way you can do it with a state rate plus surcharge prices from the 1990s," Carmen said.

That being said, Roger and Carmen feel they can keep trucks going out on the roads of Grays Harbor County and Southwestern Washington for years to come.

With a quality group of drivers, there's little slowing them down after beginning the fleet in 1992 with just one truck.

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POSING IN FRONT OF THE WHIT-LOG **TRAILER SHOP** is Rick Johnson, who drives R.L. **Smith's 2012** Kenworth short logger. Johnson has hauled for the company since 2011.



POSING WITH THE YOUNG GUN, is Bobby Gibby who drives a 2000 Kenworth for R.L. Smith. He will be driving a new 2017 Peterbilt truck with a pup trailer as soon as its ready at Western Peterbilt. The young gun is grandson Carl Webber. Gibby has been with R.L. Smith since October of 2014.





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Papé Kenworth Receives 2015 Kenworth Dealer of the Year Award

Papé Kenworth received the the award from among Ken-2015 Kenworth Dealer of the Year Award for the United States and Canada at the **Kenworth Dealer Meeting** held recently in San Diego, Calif. The distinction marks the first time Papé Kenworth was chosen for the coveted award.

"Papé Kenworth's success is driven by great Kenworth heavy and medium duty trucks and our members' daily, determined focus to keep customers moving in our new truck, parts and service operations in Oregon, California and Washington dealerships," said Dave Laird, president of Papé Kenworth. "This prestigious award offers a tremendous source of pride for Papé Kenworth and our members. We especially thank our customers for their continued support."

Papé Kenworth was selected for

worth's five Gold Award winners for 2015. Other Gold Award winners are: MHC Kenworth - Colorado, MHC Kenworth - Georgia, Wisconsin Kenworth, and Worldwide Kenworth of South Carolina. The Gold Award is presented to select Kenworth dealers each vear that achieved excellent results.

In the past nine years, Papé Kenworth has received four Kenworth Gold Awards and five Silver Awards. Award winners are chosen from among more than 360 Kenworth dealer locations in the United States and Canada. Papé Kenworth operates Central California locations in Bakersfield, French Camp (Stockton), Fresno, and Santa Maria; Oregon locations in Aurora, Central Point (Medford), Coburg (Eugene), Klamath Falls, Portland, Redmond, Roseburg and Tangent; and a

Washington state location in Kelso. The company's headquarters is in Eugene, Oregon.

In addition, Papé Kenworth also has received the 2015 Kenworth PACCAR MX Engine Dealer of the Year Award recognizing the Kenworth dealer that fully engages customers, sells all the benefits of spec'ing a PACCAR MX-13 engine, and truly meets each customer's service needs. Papé Kenworth sold more than 800 Kenworth Class 8 trucks equipped with the PACCAR MX-13 engine last year. The dealership also provides outstanding customer service with highly trained PACCAR MX technicians working extended service hours both during the weekday and on weekends.

About The Papé Group Inc.

Headquartered in Eugene, Ore., The Papé Group Inc. is a holding company for capital equipment dealerships throughout the West. The businesses of The Papé Group sell, rent, and service the premier brands of capital equipment used in the construction, agricultural, turf, forestry, trucking and warehousing/materials handling industries. The Papé Group businesses include Papé Machinery Inc., Papé Material Handling Inc., Papé Kenworth, Ditch Witch Northwest, Engineered Products and Papé Rents. The operations serve eight western states - from Alaska to California. The cornerstone of all Papé Group operations since the first dealership was founded in 1938 has been its commitment to providing high quality products backed by consistent, quality customer service wherever and whenever needed. For more information about The Papé Group Inc., visit www.pape.com.

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Mark Crawford Logging Inc, YREKA, CA, Brand New 2016 Short Log Truck Equipment with Matching Assembled Two Axle Short Log Trailer. Custom Steel Cab Rack, Stainless Quarter Fenders, and Much More... Thanks Mark & Cade!!



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POSING IN FRONT OF HIS 2000 KENWORTH **T800 SHORT LOGGER** is Larry Stover. Stover has been with R.L. Smith since 2012.



LEFT: MARK LARSON HAS WORKED FOR R.L. SMITH since 2011. He started out in a 2000 Kenworth before moving into a 2013 Kenworth T800 long logger.

> **RIGHT: Roger and Carmen Smith are** the owners of R.L. Smith, based in Elma, Wash. The two will be the first to tell you that the success of their company is because of their drivers.





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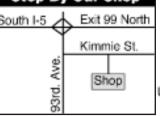
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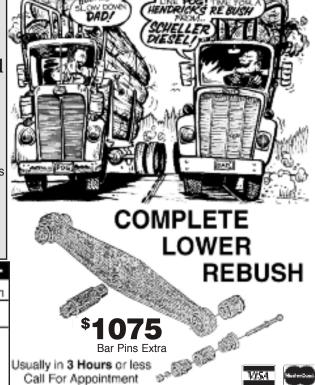
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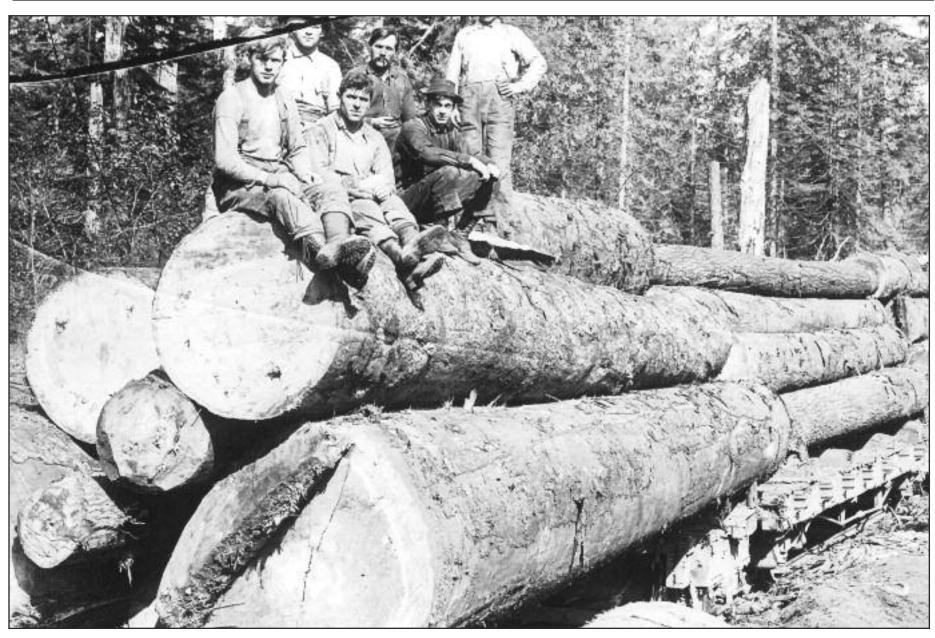
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ANOTHER PROUD CREW

In this photo, a small crew has put up some fairly nice car loads of mixed specie

logs, mostly spruce.
The cars shown are two logging flat cars and one is on a set of disconnected bunks. It looks like the crew assembled about mid-day when the light was at its best. The hint: no shadows.

The dark line in the upper left corner of the photo is from the glass plate getting broken in the photographer's equipment during the printing process. I'd date this old photo somewhere between the turn of the century and pre-World War 1.

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LOG TRUCK

Those old single axle trucks of days gone by sure used to pack a heck of a load. Sometimes when an especially nice load was loaded like this one, and a camera was around, the whole darn loading crew wanted to get into the act, like this bunch. A western Washington truck logger got such a load on his General Motors truck, and it sure looks like the loading crew climbed on in this 1945 photo.

Unfortunately, the identity of those in the picture has been lost in the pages of time.

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1996 Pete 378, 3406E Cat, 15-speed, 2- 2012 KW T800 Day Cab, Cummins 550 ISX15, RTLO 18918B, 69K Tri-DrivePARTING OUT