PROMOTING REAL AMERICAN HARDWOOD

On October 29-30 the Real American Hardwood Coalition met again in Atlanta, Georgia to discuss the “next steps” in developing a promotion strategy for the hardwood industry in the United States. Last month’s newsletter provided a basic introduction to the promotion concept and the program is now becoming a reality. Twenty-three association executives from throughout the hardwood regions of the United States attended the meeting.

The goal of the Coalition is to identify steps and deliverables towards developing a coordinated and collaborative initiative to promote the true story and science-based benefits of real American hardwood. A successful promotional program will:

- Educate consumers and raise public awareness to the benefits of real American hardwood;
- Generate new products;
- Increase markets and sales;
- Improve industry stability.

In order to accomplish the goals of the Coalition we must first collect some information. A research firm has been selected that will conduct needed consumer and influencer attitude surveys towards real American hardwood that will include in person and on-line focus group outreach. Industry leaders will also be interviewed. Based on research results, a brand statement will be developed with the assistance of an experienced market accelerator. The cost associated with this work will be $250,000 and the Coalition is asking association’s to collectively fund the project. The contribution per association is calculated from a formula that was derived based on their annual income. **MFPA IS BEING ASKED TO CONTRIBUTE $15,000 TOWARD THIS PROJECT.**

Many industry members are aware that the Real American Hardwood Coalition has been meeting and I have been involved from the beginning. No doubt, the impetus for this group forming was the recent dramatic downturn in the grade lumber industry due to the China trade war and the recognition that domestic consumption of real American hardwood has shrunk considerably over the past decade. It is important to understand that the Coalition fully recognizes the importance of ALL hardwood industry sectors and the long term viability of a promotion effort will require including all of them in program content. I have been very vocal during Coalition meetings that our membership is diverse and our commitment to promotion must be all inclusive.

MFPA’s potential commitment to helping fund the Real American Hardwood Coalition will depend on your Board of Director’s vote on December 2, 2019. I will provide a detailed presentation on the subject and then call for a vote at our annual board meeting. **PLEASE, IF YOU HAVE AN OPINION ON THIS ISSUE CONTACT ME OR YOUR LOCAL BOARD REPRESENTATIVE PRIOR TO DECEMBER 2, 2019.** On page 7-8 of your directory it lists the board representative for your local area, please reach out to them and voice your opinion. Call or email me direct with any questions/comments/concerns.

Brian Brookshire, Executive Director
In this issue............
page 1
• Promoting Real American Hardwood
page 2
• Welcome New Members!
page 3-4
• Certification and Education - American Loggers Council, PTH, Safety, Events
page 6-7
• Sawmill Equipment Auction
page 8
• 2020 Winter Meeting
page 9
• 2020 Winter Meeting Schedule
page 10
• 2020 Winter Meeting Registration
page 11
• 2020 Winter Meeting Sponsorship Opportunities
For most of us, completing a survey pertaining to our businesses or livelihoods is no big deal, unless it competes with time needed to run parts, attend business meetings, repair equipment, attend little league ball games, or get a little extra rest. To be certain, we often times find ourselves distracted from participating in a survey simply because life is short, and there are a lot of other things needing accomplished on our to-do list.

For that reason, surveys are usually generated to as wide and broad a group as possible, and sometimes the end results can be a little confusing. That is why we, the American Loggers Council, have decided to create a survey that will only be distributed to our members and those that are directly engaged in the timber harvesting and hauling industry.

While we have heard from many of you in the past on political issues that are impacting your businesses, but now we need to find out just how our industry is doing in the 21st century in order to gauge what it might look like going forward, politics aside.

The American Loggers Council exists to represent professional timber harvesters and log truckers. Without you completing surveys, it is difficult for us to keep our hands on the pulse of the industry and what some of the driving issues are outside of Washington. If we are to continue to represent those that have kept us going for these past 25 years, then we need your input to make certain that we are remaining focused on those things that are impacting you the most, and those that support us and supply us with the many goods and services that are required by our industry will know how to better respond to those needs.

We need your input and taking the time to complete this simple survey will ensure that your needs are known to all of those who are working together to make your job better. The survey can be accessed at https://amloggers.us12.list-manage.com/track/click?u=b8941db300aab3ed130c29f28&id=168532931fe7ff0d90c8b

The survey will close on December 31, 2019. Thank you in advance for taking the time to complete the survey, and please feel free to pass it along to others in the industry who you feel should be responding as well.

*Offer good while stocks last from authorized Husqvarna Servicing Dealers only. Trade-in offer is applicable to any chainsaw, regardless of brand, model or working condition. Trade-in model must be complete, dismantled units will not be accepted. Trade-in value must be passed on at time of purchase. *Rebates of $50 on 400 series chainsaw and $75 on any 300/500 series chainsaw. See dealer for details.
SAFETY COMMITTEE NOTES
A note from the Safety Committee. It is flu season. If your doctor recommends that you get a flu shot...get one. Not everyone believes in flu shots, but staying healthy keeps our workforce strong. The most affected by the flu include the elderly and the very young. Just remember, taking care of yourself is good for everyone!

UPCOMING CALENDAR OF EVENTS
Professional Timber Harvester - CEU Class
November 21, 2019, Kirksville, MO

Board of Directors
December 2, 2019, Jefferson City, MO

Winter Meeting
Governmental Affairs Committee Meeting
MFP PAC Meeting
Education Committee Meeting

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573-714-4775
stephenwillard@grossjanes.com

Rick Boyer
Tie Purchasing Manager
Springfield, MO
417-839-4649
rickboyer@grossjanes.com

Forest Health Committee
Missouri Logging Council
Member Reception & Dinner
January 14, 2020, Jefferson City, MO

Legislative Breakfast
January 15 2020, Jefferson City, MO

Pth Certification
It wouldn’t be a November newsletter if I didn’t mention Continuing Education credits. Remember, unless you have already completed the required credit hour your certification ends December 31. That means you will be removed from the PTH trained logger list on January 2, 2020. You can be added back after you complete the Continuing Ed credit. For CE credit, you can attend an industry related meeting or training. We have online modules and DVDs available through our website (www.moforest.org). Keep your PTH certification current.

SafetY Committee Notes
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Sawmill Equipment Auction
Woodmizer Pro 4000 ~ West Salem Grinder ~ Cord King Splitter
At Absolute Auction!

November 23rd at 10:00 am CST

Sellers: Surplus Assets to successful ongoing operation of D&D Hardwood LLC

6099 Jute Road
Seneca MO 64865

Lot 156-A
Lot 202

Lot 172
Lot 195

Lot 194

Lot 20

Lot 17

Lot 21

Lot 201

Lot 192

Lot 180

Lot 178

Lot 177

Lot 176

Lot 175

Lot 174

Lot 173

Lot 171

Lot 170

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Lot 5

Lot 4

Lot 3

Lot 2

Lot 1

Lot 0

Auctioneers Note: Seldom do we find such a quality lineup of clean equipment that is ready to install. This auction will be worth your time!

To bid over the phone, please register by calling Mel at 573-293-4888. Then, on auction day, you can follow along on this page and listen to the auction by calling the conference line at 1-844-322-3197. The conference ID is 274149#. You will be able to hear the auction and bid directly to a ringman onsite. This line is for bidding only. If you have equipment questions, call Eugene. Please note that all phone purchases will have a 15% buyer’s premium added to the winning bid to determine purchase price.

Cash, check, or major credit card. All items sell without reserve 10% buyer’s premium applies to all onsite purchases and 15% to all online purchases.

Call Eugene: 260.350.8953

See brightstarauctions.com for online bidding or more info on auction...

Bright Star Realty and Auctions, LLC
Lot 152: 34’ Diesel Bower with no drive motor
Lot 113: Pile of misc. Steel
Lot 114: 2 piece I-beam structure
Lot 115: Steel drive shaft with 6 sprockets
Lot 116: I-beam structure 24’x8’
Lot 117: Underground fuel drum 63” high x 17” long in good condition
Lot 118: Pile of misc. steel pieces
Lot 119: Pallet of 30” steel pieces all cut & bent the same
Lot 120: 422’ Pallet of misc. steel and channel steel
Lot 123: 48” Diamond plate pickup transfer fuel tank/toolbox
Lot 124: 45” transfer fuel tank
Lot 125: 5’ Unshaped Diamond plate transfer fuel tank with toolbox
Lot 127: 128’ Specialty cart
Lot 129: 2.5 ton pallet jack 48” x 24” fork length, 3”, lowered height
Lot 130: New roll of belting
Lot 132: A. Woodmizer Bandsaw blade sharpener with Stand & hookups
Lot 133: Woodmizer Bandsaw blade sharpener
Lot 134: Woodmizer Bandsaw blade sharpener
Lot 138: 232’ boxes, 5’ Woodmizer CBG graving wheel for Bandsaw sharpener
Lot 132: 332’ box, Semi truck fuel tank
Lot 133: Power panel with circuit breaker
Lot 134: 130’ Steel shelving
Lot 135: Tools of power tools, air hose & car tires
Lot 138: Farm jack & caster wheel brackets
Lot 139: Heavy duty forks
Lot 140: Pallet with Semi fuel tank, aluminum semi rims, pump & Winch Robin motor
Lot 141: 24.5 Aluminum semi rims (New)
Lot 143: Steps for side view hitches of pickup
Lot 146: Steel entrance aisle, airride, with brakes
Lot 149: Misc. utility tires
Lot 150: Air ride, Air lift axle with brakes & good rubber
Lot 156: Eaton rear axle
Lot 157: Tandem trailer axle frame cut off (frame has crack)
Lot 140: Steel frameworks, possible dock leg use
Lot 149: Pallet of misc. steel pieces
Lot 150: Steel pipe 2” black pipe with Y pipe
Lot 151: Scrap steel pipe
Lot 152: Assortment of misc. steel
Lot 153: 2 Pallets of misc. toolbox, steel, electric cords
Lot 154: Serco 8500 graupler loader, serial # A-016-48 (Taken apart of off truck or trailer)
Lot 156: Log bunk trailer, 6 bunks, 10’x12’ x 6’ bunks, ratchet tie downs, trailer in good condition
Lot 158: Log bunk trailer, 9.5’x21’ 6 bunks, ratchet tie downs, spring suspension, air brakes, 4 outside aluminum rims inside steel, good rubber, trailer in overall good condition
Lot 159: Log bunk trailer, 10’x12’ 4 bunks, 8 log bunks, 10 ratchet tie downs for strap down, spring ride, trailer in good condition (needs tires)
Lot 160: 1990 Frontier 96’x 45’ Log trailer, airride, tandem axle, 6 log bunks, 18’ bed
Lot 161: Case 520 Loader, 8’ Cummins, serial # J80425580, with heavy duty forks, 90% tires, very good condition complete solid machine
Lot 151: Dresser loader model 520B, 5054hrs, serial # 36000008022333, has hydraulic opening bucket to make push bail.
Lot 152: Case 1060 loader, 255 hrs, serial # 942200990, has heavy duty forks, good condition, loader is in overall good condition
Lot 153: Dresser 520-B Loader, serial # 36000080223260, 6532 hrs, has bucket, good rubber, Loader in overall good condition
Lot 154: Loader, 10’ Log loader, bucket, attachment to loader with cross forks and chain to forks, in good condition
Lot 155: Mollot 3 strand Log deck 7’ x 15’ has electric motor with Tucker wing gear drive
Lot 156: 3 Strand Mollot Log deck, 10’ x 17’ with stop n load, hydraulic drive with Tucker wing gear drive, in very good condition
Lot 157: 9’ x 32’ transfer deck has electric motor driver. Needs a little work
Lot 158: Web Chain Waste conveyor 38’ x 18’ has hydraulic drive in overall good job
Lot 159: New conveyor 22’ x 34’ (no belt or drive)
Lot 160: New conveyor 18’ x 44’ (no belt or drive)
Lot 161: New Concrete belt conveyor 36’ x 28’ complete new conveyor with electric motor & gear box drive
Lot 162: New Precision vibrating conveyor, 24’ x 40’ has sawdust screen & Electric drive
Lot 163: 3 way Roll Off. Dumper, 23’ x 18’ has electric drive
Lot 164: Dunlop 45” x 36’ 1/2 x 26’ undercarriage
Lot 165: Truss gate chute for sawdust bin
Lot 166: 7’x 10’ Cylcone & Stand
Lot 167: Cyclone 6’ x 6’
Lot 168: Bella super wood splitter, split up to 16’ Log, Caterpillar 4 x 120, New, only has 51 hrs, hydraulic, operation with remote control.
Lot 169: 2000 Sterling ACTERRA, 8.3 Cummins 350hp, 9 speed, 112,935 miles. Hydraulic, tandem axle w/pumps, alternator, air brakes, excellent rubber, Freightliner 124 grapple loader, bypass bucket, 4 Log bunks, 16’x25’ Trailer and load is in overall good condition
Lot 170: 1989 Ford LTL-9000, Cummins Big Cam model NTE-400, 400hp, 9 speed transmission, tandem axle, 4 log bunks, 18’ bed
Lot 171: Yard truck (Doesn’t run)
Lot 172: Equipment trailer 102” x 10’ with 1’4” beavertail, 10’ Electric over hyd. Ramps, air brakes, pintle hitch, tandem x dual wheels. Trailer is in excellent condition
Lot 173: Log bunk pug trailer 102” wide 80’ bunks, 11’x12’ outside aluminum rims inside steel, airride suspension, air brakes, 4 outside aluminum rims inside steel, good rubber. Trailer is in overall good condition
Lot 174: Log bunk pug trailer, 102” x 5’6”, 14’ tongue with pintle hitch, toolbox, spring ride suspension, air brakes, good rubber, 4 outside aluminum rims inside steel, trailer is in overall good condition
Lot 175: Log bunk pug trailer, 102” x 12’ Locks into fifth wheel of semi
Lot 176: Log bunk trailer, 102” x 7’ bunks, 15’ tongue with pintle hitch, toolbox, spring ride suspension, air brakes, steel rims with good rubber. Trailer is in overall good condition
Lot 177: Utility trailer 6’ x 15’, New floor, New lights, New jack, good tires. Trailer is in overall good condition
Lot 178: Car hauler trailers, 7’ x 18’, good deck. Trailer is in excellent condition
Lot 179: Single axle Utility trailer 20’ x 5’ with 4’ ramp
Lot 180: 3’ x 10’ Steel Roller
Lot 181: Knucklehead utility bed 96” x 1” on 7 ton pickup
Lot 182: 1985 Dodge 2500, V10 magnum motor, 336,393 miles, new tires, crate, am/fm, cassette, cb, electric brake controller for trailer & box, 2wd
Lot 183: West Salem - Brute - horizontal grinders, 500 hp John Deere power unit, model # 4150HH, serial # 059090, has 4’ x 18’ conveyance belt conveyor. Machine is in overall very good condition
Lot 185: pedestal automatic Chapjohn, 17” x 20” capacity, 3hp, 1yr Electric motor. Machine is like new in excellent condition
Lot 186: Twin-cylinder, 24” Fan & Blower, 6” inlet & 6” out, 3hp, 20 hp Electric motor. Blower units is in excellent condition
Lot 187: Precision chipper blade sharpener, 3hp, 5 hp Electric motor. Machine is in good shape
Lot 188: Hydraulic power unit, with forwarding & reverse ing setup, 3hp, 10 hp Electric motor in good condition
Lot 189: New mill of conveyor belt with horseshoe pattern paddles for steep incline, 20’ wide
Lot 200: Flexco MST-36 conveyer belt splicing tool (complete set)
Lot 201: Roller Chapjohn with Index & outfeed rollers, a ph electric motor, in really good condition
Lot 202: Woodmizer pro 600 Bandmill. Fully loaded with the latest technology that Woodmizer has to offer. New in 2014, 11,355 hrs, full operators cab with air & heat, complete unit with hyd. Power unit, self lubing system. Very nice in excellent condition

Lot 178: No minimums, no reserves!
2020 MFPA Winter Meeting & Legislative Breakfast
January 14 & 15

Please join us January 14-15 for our 2020 Annual Winter Meeting at the Capitol Plaza Hotel & Convention Center! Several committees plan to meet on Tuesday including Forest Health, Governmental & Public Affairs, PAC, Education and Technical Services, and MO Logging Council.

Tuesday evening MFPA will host a reception and dinner at Capitol Plaza. Wednesday morning Missouri Forest Products Political Action Committee will host the Annual Legislative Breakfast at the Capital Building. Missouri State Legislators are invited to meet the leadership and members of the Missouri Forest Products Association over breakfast. This is an opportunity for MFPA members to talk with our elected officials and reinforce the importance of the forest products industry to the state of Missouri. Please plan to attend the MFPA Winter Meeting and Legislative Breakfast and help us promote the importance of our legislative agenda for 2020.

We know it takes the right tools to run a successful farm. Most of us grew up on farms or in rural communities, and many of us still live there today. These experiences give us a real understanding of agriculture and what it takes to build a farm. Our passion for rural Missouri drives us but our experience and knowledge sets us apart from other lenders.

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### Winter Meeting Schedule

**Tuesday, January 14**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>10:00-11:00am</td>
<td>Governmental &amp; Public Affairs</td>
</tr>
<tr>
<td>11:30-12:30pm</td>
<td>Forest Health Committee</td>
</tr>
<tr>
<td>1:00-2:00pm</td>
<td>Missouri Forest Products PAC</td>
</tr>
<tr>
<td>2:30-3:30pm</td>
<td>Education &amp; Technical Services</td>
</tr>
<tr>
<td>4:00-5:00pm</td>
<td>Missouri Logging Council Board</td>
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<tr>
<td>6:00-8:00pm</td>
<td>Welcome Reception</td>
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<tr>
<td>7:00-9:00pm</td>
<td>Membership Dinner</td>
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**Wednesday, January 15**

<table>
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<tr>
<th>Time</th>
<th>Event</th>
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<tr>
<td>7:30am</td>
<td>Legislative Breakfast at the State Capitol</td>
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<tr>
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<td>Capitol House Hearing Room 7</td>
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<td>Hosted by: <em>The Missouri Forest Products PAC</em></td>
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</tbody>
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State legislators will be available.

Later appointment times will be made for MFPA members to speak on issues of special concern in their districts.

Let us know if you would like to schedule an appointment with your legislator.
2020 Winter Meeting Registration
Deadline January 7th

Name ________________________________________________________________

Company Name ______________________________________________________

Spouse/Guest Name ___________________________________________________

Address ______________________________________________________________

City/State/Zip _________________________________________________________

Telephone ___________________________________________________________

Email ________________________________________________________________

Total Attending:

#_____ Winter Meeting Reception & Dinner
   Registration Fee: $90.00 per person

#_____ Legislative Breakfast (State Capitol)
   Hosted by the MFP PAC

Please return this form & payment by mail, fax, email, or phone to:

Missouri Forest Products Association
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Jefferson City, MO 65101
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Credit card:__________________________________________
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Total:__________________________________________
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Lodging

Lodging is not included in the meeting registration fee. Hotel reservations are made directly with the Capitol Plaza Hotel by calling 800-338-8088 or 573-635-1234 and ask for the special rate of $96 + tax for MFPA.

Please reserve your room by December 16th to receive MFPA rate.

The hotel is conveniently located within walking distance from the capitol.
2020 MFPA Winter Meeting & Legislative Breakfast

SPONSORSHIP OPPORTUNITIES

Sponsors will be recognized in the agenda, at the meeting, and in the January Newsletter

Welcome Reception Sponsor $400
Governmental Affairs Committee Meeting Sponsor $200
PAC Committee Meeting Sponsor $200
Education Committee Meeting Sponsor $200
Missouri Logging Council Board of Directors $200
Forest Health Committee Meeting Sponsor $200

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