



THE REGISTERED FORESTER

Summer 2013

Meet New Board Member Kent Hanby

I graduated from high school in Meridian, Mississippi and went to Tulane to major in electrical engineering. I was good at math and thought that was what would work for me. I had been to Mardi Gras a couple times and that was exciting. I was immature to say the least. I actually majored in French Quarter and fraternity at Tulane and by Christmas I was in the Navy; spent four years in the Navy. In the process I decided I did not want an indoor career. A guidance counselor pointed me toward forestry. Having grown up in Birmingham, I had friends at Auburn. I knew there was a good forestry program at Auburn, so I headed there. At Tulane I had five F's and a bunch of parking tickets. Auburn insisted on a copy of my Tulane transcript. In order to get the Tulane transcript, I had to pay off the parking tickets plus interest. So I spent a bunch of money to get a transcript with five F's sent to Auburn. Auburn turned me down based on that. I appealed to the Council of Deans and was accepted on probation. I was concerned that I could not do the work. I set a rigorous schedule, worked as a dorm wing counselor and worked in the Magnolia Dorm dining hall and the first term I made three A's and a C. The C was in English composition, which as far as I was concerned, was equivalent to an A. Based on those grades, I was awarded a Department of Forestry scholarship and managed to maintain it throughout my undergraduate program. On top of that, I got married during the process.



Kent Hanby

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No Change in Board Fees for 2014

Application Fee	\$50.00
Reinstatement Application Fee	\$150.00
<small>(Paid in addition to the applicable renewal fee)</small>	
Reciprocity Application Fees	Same as charged for Alabama Applicants in the reciprocal state
<small>(Initial Application)</small>	
Re-Examination Fee	\$100.00
Renewal Fees	
All Licensees	\$100.00
Inactive/Unlicensed	\$30.00
Late Penalty	\$100.00
<small>(Paid in addition to the applicable renewal fee)</small>	
License Replacement Fee	\$50.00
<small>(Certificate)</small>	
Printed Roster	\$10.00
Registered Forester Window Decal (Auto)	\$1.00
Returned Check Fee	\$30.00

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STATE BOARD OF REGISTRATION FOR FORESTERS

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Alabama Board of Registration for Foresters

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New Registered Foresters

Wesley Charles Frick #2167

Forester
Alabama Power Company
4250 Porter Rd. SW
Quinton, AL 35130
Phone: 205/438-3609
Email: wcflick@southernco.com

78 Hog Hedge Lane
Crawfordville, FL 32327
Phone: 850/309-1968
Email: attala57@embarqmail.com

Robert Leidigh Nelson #2170 (Reinstatement)

3212 Ward Rd.
Mobile, AL 36605
Phone: 251/479-2877
Email: deenelson@comcast.net

Jason Otis Gardner #2168

Natural Resources Conservation Service
3381 Skyway Dr.
Auburn, AL 36830
Phone: 334/887-4553
Email: jason.gardner@al.usda.gov

Charles Kevin Parker #2171

Utility Forester
Davey Resource Group
1100 Industrial Parkway
Saraland, AL 36571
Phone: 251/331-3301
Email: Kevin.parker@davey.com

Christopher Kyle Ingalls #2172 (Reinstatement)

President of Timber Division
Alalandco
16396 Highway 280
Dadeville, AL 36853
Phone: 256/825-4331
Email: info@alalandco.com

Jonathan Allen Willis #2169

Forester
Willis Land Management, LLC
P.O. Box 402
Nauvoo, AL 35578
Phone: 205/275-6108
Email: jonathan.willis@hotmail.com

Steven Lee Jennings #2173 (Reinstatement)

President/Owner
Attala Forest Management

New Reciprocity Foresters

Jason Emory Barron #MS2469

13750 Hwy 12 W
Starkville, MS 39759
Phone: 662/889-9847
Email: jason.barron@weyerhaeuser.com

Dayton Allen Greenhaw #MS1919

Owner
Greenhaw Forestry Services, LLC
174 Lakeover Drive East
Columbus, MS 39702
Phone: 662/889-1336
Email: agreenhaw@scallc.net

HOURS OF OPERATION

**Monday – Friday
7:00 a.m. to 4:00 p.m.**

2014 License Renewal Reminder

All registered forester licenses are due to expire on September 30, 2013, unless renewed by that time. Renewal notices for the 2014 renewal period will be mailed by the Board's office on or before July 1, 2013. **Documentation of U.S. citizenship/legal presence must be provided for all license renewals.**

The current renewal fee is \$100.00 for all licensees and \$30.00 for inactive/unlicensed persons. Those who renew their licenses between October 1 and December 31 must pay \$200.00 (renewal fee + \$100.00 late fee). The online renewal application and printable form will be made available at

<http://asbrf.alabama.gov/renewalform.htm> beginning July 1. If you do not have access to the Internet, please call the Board's office at (334) 240-9301 to request a copy of the renewal form. (Please do not attempt to renew any license prior to July 1.)

Important: Those whose licenses have expired for non-renewal are prohibited from identifying themselves as registered foresters and practicing professional forestry. The Board will revoke the license of any licensee who fails to renew annually by December 31.

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When I graduated from Auburn in December of 1965, I went to work for Union Camp Corporation in Sandersville, Georgia as a Working Circle Forester in the Lands Division. I was in hog heaven. Out and about every day in the woods, doing all the things a land management forester does. I thought I was in heaven. About two years into that, the Division manager came to me and asked how I would like to be promoted and move to Brunswick, Georgia as an Assistant Forest Supervisor. The idea of getting promoted had never occurred to me. Of course, I was delighted to accept the challenge.

A couple years later, an opportunity came to go to Yale University and work on a Masters of Forestry degree. That seemed like a great opportunity to me, but my poor wife did not know what we were getting into. Times were rough; a lot of political unrest, the Kent State shootings. The academic experience was great, but the social side in New Haven, Connecticut was not to our liking.

I went to work as a timber buyer for Birmingham Forest Products in Cordova, Alabama. It was great. Buying timber was like a game. We had great fun until the union shut the operation down. Fortunately, Union Camp hired me as a timber buyer in Chapman, Alabama. A couple years later, the company was looking for someone to handle the Corporate Woodlands Inventory in Savannah, Georgia. It seemed to fit the bill due to my graduate school experience, but I was stuck indoors shuffling paper and numbers. I wanted to be out and about.

I took a job with a small hardwood sawmill in Pomeroy, Ohio. I managed that operation for four years; a different sort of game. Another opportunity presented itself and I went to Winchester, Kentucky managing a flitch veneer operation that specialized in walnut. From there, I went to a hardwood lumber exporting operation in Walden, New York. Too many jobs too quickly, and the depression of 1981 put me out of a job.

In 1982, I went to work for the State Lands Division of the Alabama Department of Conservation and Natural Resources as a forester; very little bureaucracy and lots of latitude to manage lands to generate revenue for various departments, primarily education. It was a good "dirt" forester job and I got to roam around over the state. During that time, the Forever Wild program was established and I was involved.

In 1996, the School of Forestry was in need of a Student Services Director. The faculty of the school selected me and I served in that capacity until I retired at the age of 65 in the summer of 2003. While in that job, I was given the privilege of teaching the fire management course. In 2004, the Dean asked me to teach the fire course as a part time instructor, which I still do today. During that time, the Alabama Forestry Commission asked me to teach the Alabama Certified Prescribed Burn Manager Certification course, which I still do today.

While at Auburn as a forestry student, I joined the Society of American Forester as a student member. I have maintained that association ever since. When I graduated from Auburn, I initiated the process of becoming a registered forester. While working in Georgia, I became a registered forester there. When my two year experience period was complete, I came back to Montgomery for the registration exam. Wilbur Duvall, Vance Miles of Gulf State, David Hamp of US Steel, Frank Stewart from Vredenberg, and maybe John Grey with Alabama Power were in the meeting. We sat at a conference table in the current Forestry Commission Building and discussed my land management job with Union Camp. I was proud to be a forester then and I am sure it showed. I am still proud to be a forester and would do it all again but maybe, given the opportunity, I might stay closer to the dirt. My wife might have liked it better to stay in one place.

I am honored to have been appointed to the Board and look forward to the task at hand.

– Kent Hanby

Small Logger an "Endangered Entity"

If you are a practicing forester, odds are your business requires you to use or interact with loggers in one capacity or another. Whether you are buying timber, selling timber, managing timber or involved in the timber business in some other way, eventually you will need a logger. Often, one of the first decisions that has to be made when the need for a logger arises, is what type logger do you need for the job? Do you need a big logger or small

logger? Is there really such a thing as a true small logger today? Those of you registered foresters, who have been around for a few years, can probably remember when there truly were small loggers. If you visit a small logging job today, the first thing you will hear is the humming of the tree cutters instantly cutting trees in a matter of seconds, the roaring of skidders dragging stems to the deck, and the humming of loaders de-limbering, topping and loading

wood, in less than a minute. This is a far cry from the small loggers of the past. Indeed, a 40ac tract with decent timber would have taken the old short-wood crews of the sixties and seventies two months to cut. Today, that same tract is easily completed in less than two weeks by today's small logging crews. Let's take a step back in time and briefly review the pros and cons of an "Endangered Entity," (the true small loggers of the past).

Unemployment Not a Problem

Here in the South, where the timber business is king, finding a job in the sixties and seventies was no problem. The demand for forest products was probably at its highest. There were numerous paper companies and many mills. Not only was the true small logger an integral part of the wood supply chain at that time, he was also a key source of employment. To meet the procurement needs of the many paper mills, there appeared to have been a short-wood yard in every little community. It required many small loggers, hauling their ten to 15 cords per day, to meet the fiber demands of the big mills. Indeed, any man (and some ladies) who wanted to work, could always find someone needing help cutting and loading wood. No particular education or technical skills required, just a strong back and a desire to make a paycheck to help feed their families was all that was needed.

Many Small Business Owners

Instead of the millions of dollars it now takes to get into the logging business, all it took in the sixties and seventies to become a logging entrepreneur was a small short-wood truck, a few chain saws, and a few men with strong backs. In those days, many hardworking men owned their own small logging business. While these small business owners did not get rich, they provided for their families by hauling a few loads of pulpwood each day.

First to Practice Sustainable Forestry

If you are a registered forester, you are well acquainted with the practice of sustainable forestry. While the concept in theory is relatively new, the small short-wood loggers of the past actually routinely practiced many of the concepts of sustainable forestry in their daily logging activities. Many small loggers spent their entire careers cutting in a relatively small drain area, often cutting on the same tract several times during their careers. They very seldom clear cut, instead choosing to select cut, so they would have something to come back to and cut a few years later, (thus managing the stands in a sustainable manner). Many

times they did not have the equipment to cut the large mast producing trees, so they left them standing (enhancing wildlife habitat). They did not dare take their old trucks into the wet bottoms, nor attempt to cross streams (doing so could have meant getting stuck and spending a couple of days trying to get out). However, in avoiding the bottoms, they were minimizing soil disturbance and protecting water quality. Of course, these are some of the key principles of sustainable forestry.

Not All Was Good

Don't get me wrong, not all was good with the small loggers of the past. Many good men had their careers cut short by debilitating back injuries, resulting from years of lifting and loading short wood by hand. It was not uncommon to see loggers missing fingers or walking with a limp—the results of accidents with chain saws and/or having wood fall on them. Sadly, there were some killed accidentally by falling trees. More often than not, the old trucks they used to haul their wood to the wood yards and mills were highly unsafe. Poor tires and poor brakes resulted in accidents and injuries to themselves and the general public. No, all was not good with the small loggers of yesteryear...lots of long days, hard work, barely making ends meet, and never really getting ahead. But is it any better today?

– Michael McCorvey

ROSTER CHANGE

Effective immediately, the Board will only list business addresses in the roster unless the home address is the only address on record, in which case it will be listed as the business address. Although home addresses will not be published in the roster, licensees must continue to provide current home addresses to the Board.

2013 ASBORF Annual Meeting Tara Wildlife Center Vicksburg, Mississippi

ASBORF stands for Association of Southeastern Boards of Registration for Foresters. This group was formally started in 1993 in Greenville, South Carolina, and has met every year since. The charter memberships consist of Boards of Registration of Foresters from Alabama, Arkansas, Georgia, Mississippi, North Carolina and South Carolina. The meeting sites are rotated between each state since the start in 1993. North Carolina will be the host state in 2014. Each state is represented by one or more members from the various state Boards and the Society of American Foresters sends one or more members to discuss accreditation issues, continuing education issues, and testing issues.

This year's technical session on May 9th and 10th had several areas of discussion. The first topic of discussion included the establishment of guidelines for standardization of registration requirements among the various Boards. These guidelines could be used to influence their respective legislatures and could also help facilitate reciprocity between member states in the future. The general guidelines agreed upon by all Board members were considered integral in any state licensing law. They are not intended to be all inclusive, or a requirement for membership in this Association, but rather to identify desired similarities across the member states.

Credentials:

Citizenship: Must be a legal citizen of the United States

Education: A four-year degree from a SAF-accredited forestry program

Experience: Two years of work experience under a registered forester

References: Five references, three of which must be registered foresters

Licensing Exam: Must pass the SAF CF exam (preferably with an added state component)
or a state generated exam

Maintaining Licensure:

Annual requirement of SAF Category 1 credits (suggests a minimum of six per year)

Abide by a Code of Ethics (either SAF or state generated)

Board Organization:

Independent Board is preferred, with subcommittees to handle complaints and investigations.

These are just some starting point suggestions for states that are considering licensing or undergoing changes to their current laws.

The second topic of discussion included the organizational structure of state boards, including oversight agency, policy and law changes, staffing, funding legal counsel, etc. (This was discussed last year. However, there were more questions brought up than answered and may warrant more discussion.)

Third topic discussed was forest certification pressures on timber buyers and land owners influencing the sale of forest products. The discussion brought to light the possibility of anti-trust violations because of unfair price manipulation. Many foresters believe that forest certification is a direct threat to private property rights. Simply put, people that own no forest land are trying to tell those of us that do how to manage our forest land. Remember, the southern forest is the last bastion of private ownership in the world. Somewhere, someone does not like that fact.

The fourth discussion covered NRCS (Natural Resource Conservation Service) technicians, who are not registered foresters, writing forest management plans for land owners in their respective states. Concerns by ACF (Association of Consulting Foresters) members exist, as there was a mutual agreement between ACF and NRCS that forestry consultants would be used to write forest management plans. This led to a general discussion of all federal and state agencies using technicians or non-registered foresters writing forest management plans for land owners. All agreed that this was a possible violation of various states' registration laws if not regulated closely.

The Board wants to thank Jeff Stewart, Mississippi Board Member and Chairman Elect ASBORF, for arranging a great location for our meeting. Tara Wildlife Conference Center in Vicksburg, Mississippi is an excellent example of land and wildlife conservation. The 2014 ASBORF meeting will be in North Carolina followed by Alabama in 2015.

– Steve May

Are Your Timber Sales on the Mark\$

With talk of \$24/ton pulpwood and sawtimber market recoveries, many foresters are beginning to pay closer attention to the movement on timber sale prices. But how do you know if you are getting a competitive price? Some would argue that a sealed bid, lump sum sale is a surefire way to get the best prices. But is it? Can you really sell all your timber this way? Probably not, so being aware of your local market is critical, especially for those who sell infrequently. Also, it is essential for a forester to understand the market dynamics at play in their region: past, current and pending. Having access to good historical and current timber price data is critical to this understanding. But where do you get it?

Retired forest economist Dr. Bob Daniels of Mississippi State discusses the importance of timber price reporting in a recent article for the Mississippi Extension Service ([http://www.msstate.edu/extension/forestry/price-reporting.html](#)). He says that "price reporting is essential for markets to function efficiently" but that "in the past, some segments of the forest industry have discouraged timber price reporting". Some of this was driven by "anti-trust" concerns while others simply questioned the accuracy of the timber price reports and did not participate. Also, there are some who believe it is a competitive advantage to not report their prices. This could be true because without a reliable, accurate resource for local and time sensitive timber prices, the only benchmark landowners have to compare their sales against is published average prices across broad regions, or worse, speculation and rumors. However, in this new era of supply agreements and negotiated sales, having to deal with these misconceptions of what the "market price" is, makes it difficult to negotiate timber sales.

There are a variety of timber pricing services available within a range of costs and features. Most state forestry agencies and extension offices and newsletters provide free pricing information, and a variety of consultants publish newsletters or surveys with price information. While these semi-annual prices are usually free, they also are usually created from reported averages instead of actual sales and some of them intended for only a limited audience. There are other subscription services such as Timber Mart-South (TMS), Forest2Market (F2M) and The Timber Transaction Price Service (TTPS) that provide a greater variety of reports and price information.

TMS has been reporting quarterly average stumpage prices for over 35 years for state sub-basins throughout the Southeast at a nominal subscription cost. Started as a service for landowners, TMS utilizes a survey method for

collecting its price data and has since added market news and supplement reports on logging rates, biomass, etc. Probably the biggest advantage TMS provides is that, other than a small change in reporting frequency in 1988, and a more significant change in reporting regions in 1992, the methodology has been consistent for over 35 years. This has made TMS an excellent resource for historical trend analysis and benchmarking. TMS prices are often referenced in historical legal documents regarding stumpage price adjustments. The downside to TMS, is that like the above mentioned services, it only provides averages for broad regions that are restricted on state boundaries. Also, these are often based on reported averages instead of actual timber sale data, and no transactional timber sale data is available in the subscription.

Forest2Market (F2M) is another subscription service that began offering timber price data initially for the South in 2000, using actual transaction-level data, most of which was provided by the buyers of timber. It has since grown to include other regions and a broader range of data. Using 39 "micromarkets", not restricted to state boundaries, F2M provides quarterly price averages for pine sawtimber, pine chip-n-saw, pine pulpwood, hardwood sawtimber and hardwood pulpwood in its Timber Owner Market Guide service. In 2006, F2M started providing delivered benchmark prices as well as using seven broad areas throughout the South instead of the 39 micromarkets. Additionally, F2M offers access to an online timber price database of average timber prices so that markets can be monitored between quarterly reports. Depending on the selected subscription level of the online database, F2M either provides the same average information reported in its quarterly Market Guide, or a timber price query function that allows the subscribers to filter the sales used in calculating the averages on variables such as log size, specie, acres, access, etc. Most of these services are provided on a unit price by micromarkets. There is also a regional package that allows subscribers to download data and perform their own customized analysis; however this feature is fairly pricey for a forester who does not handle a high volume of timber sales. F2M does offer a data contributor program for buyers and sellers selling more than 5 timber tracts per year, providing in-kind services or cash.

RISI, the leading information provider to the global forest products community, offers a comprehensive online database of sales as well. RISI's Timber Transaction Price Service (TTPS) is a web-based database of actual timber sales that allows the subscriber to query by specific region

down to the county level for customized date ranges under a variety of sale attributes such as specie, product, sale type, acres, etc. All sale details that make up the price series are available so that they can be included or excluded in these customized queries. The query or sales data itself can be downloaded to a database or spreadsheet program on the user's computer as well. There are also some unique features that allow the subscriber to use TTPS as their own data management system so that you can share among offices, prepare customized reports for clients and create historical records of your own sales. This is especially useful for one- or two-man shops that might not have the time and money to invest in learning or purchasing database software.

The TTPS subscription is included in RISI's corporate membership, which varies by cost depending on firm size and other RISI services. Also, Association of Consulting Foresters (ACF) members, as part of a partnership agreement with RISI, receive complimentary access to the Timber TPS database for their home state. By making TTPS complimentary to foresters who handle mostly local sales, and by allowing queries to include customized regions down to a county level, the TTPS comprehensive database captures the smaller, more infrequent sales and provides more localized analysis as well.

Many foresters use a combination of the above timber price services to assist in their forecasting. The recent 2013 Southern Timberland Investment Survey conducted by Sizemore and Sizemore indicated that when it came to

forecasting future stumpage prices, eight different sources were used. RISI, TMS and In-House sources were used the most, followed by Forisk, F2M and FEA. Of the eight sources used, forecasts developed In-House were most relied upon. This would imply that while both buyers and sellers of timber continue to look for and use all data available and affordable to them, at the end of the day, they rely on their individualized assessment of the market. Most foresters probably settle for the lowest cost solution as well as the option they have historically used. With the addition of these new online databases at low cost entry points, they may be missing an opportunity to broaden their analysis of timber prices. Also, now that one of the services allows county level queries, foresters who do not normally see the benefit of broad regions averages, have a resource to assist in not only analyzing timber prices but managing their timber sale data. Regardless of which service you use, wouldn't it be great if we ALL reported our timber sales diligently and faithfully so that the data was there when it came time to do our analysis? And perhaps, even more importantly, everyone's prices would be helping to inform the average instead of just a few!

See the following for info on how to subscribe the services mentioned above.

- TMS – <http://www.timbermart-south.com/subscrib.htm>
- F2M – <http://www.forest2market.com/products/forest2mill/>
- TTPS – To learn more, please call Seth Walker at (781)734-8992, or email swalker@risi.com.

– Ruth Seawell

Don't Say We Didn't Tell You!

Due to Alabama State guidelines regarding how long public records may physically and digitally be kept, the ASBRF may destroy registration records that are older than four years. So what does that mean to you? Well, if for some reason you let your license lapse; you retire, you move, you change jobs, etc., if you want to later renew your license you could be in a fix. If the board does not have your records of satisfying the licensing requirements, *i.e.*, passing the test, because it has been too long, you will have to take the test again. YIKES! See the following revision to ASBRF Administrative Code regarding lapsed licenses as well as the Board's Records Retention Policy.

Administrative Code Change

380-X-3-.07

Lapsed Licenses - Renewal. A licensee who allows his license to lapse and does not renew within the grace period allowed by statute must apply for a new license as if he or she had never received a license and must satisfy existing requirements for registration. If the applicant can show that he or she has previously met the current requirements for licensing, the applicant may not, at the discretion of the Board, be required to repeat the requirements. The Board may only exercise its discretion under this provision, if the Board is able to verify through the Board's records, that the applicant has met the current requirements for licensure. Licensure records are subject to the Board's records retention policy.

Author: Alexis V. London

Records Retention Policy

The Board must retain registration files four years after the end of the fiscal year in which the license becomes inactive.

Alabama Board of Registration for Foresters
513 Madison Avenue
Montgomery, AL 36130-4500

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UPDATE YOUR ROSTER INFORMATION

Please take a moment to review your current roster information online at <http://asbrf.alabama.gov/vs2k5/rosterofforesters.aspx>. To submit changes, fax the form below to 334-240-9387 or submit the online Change of Address form at <http://asbrf.alabama.gov/vs2k5/changeofaddress.aspx>.

CHANGE OF ADDRESS FORM

Full Name: _____ License Number: _____

Title: _____

Company: _____

Business Address: _____

Business City: _____ State: _____ Zip: _____ County _____

Business Phone: _____ Business Cell: _____

Business E-mail: _____

Home Address: _____

Home City: _____ State: _____ Zip: _____ County _____

Home Phone: _____ Personal Cell: _____

Home E-mail: _____