MEMBERSHIP: TAKE THE CHALLENGE!

In my experience being a part of a team is either in your DNA or it isn’t, it seems to be a pretty black and white issue. It’s kind of like baseball players versus wrestlers, if you play ball your all about the team, if you grapple you have an independent mindset driven by individual accomplishment. I’m sure they exist, but I have never met a wrestler who plays baseball. The challenge of leading MFPA is to bring together ball players and wrestlers, although mainly wrestlers, and develop a team that believes in a common mission. Fortunately MFPA members believe in our common goal of promoting and advocating for the forest products industry in Missouri and you believe in the power of membership. Frankly, I think we have done a good job of accomplishing that goal dating back almost 50 years now!

Membership renewals were mailed in December and many of you have already renewed for 2018 and we sincerely appreciate your commitment to MFPA. Our challenge is to continually pursue new members and our best opportunity to learn about new prospects is from you, our current MFPA members. PLEASE provide us with any and all leads in your local area on prospective MFPA members and we will make contact regarding potential membership. Our goal in 2018 is to add at least 10 new industry members and 10 new logging members.

Fred is launching a challenge to our membership in his section of the newsletter regarding the logging school and you can read about that opportunity when you turn the page. His challenge sparked the idea of offering a similar opportunity regarding member recruitment.

BETWEEN NOW AND JULY 1 WE WILL BE LAUNCHING A CONTEST ON WHO CAN BRING THE MOST MEMBERS TO MFPA. Here is how the contest will work:

MFPA staff will track the number of leads received by current members that result in a paid membership of any category. The lead can be received in any manner but somehow we must learn that the contact was initiated by a current MFPA member.

On July 1 we will tally the results and announce the winner.

THE WINNER WILL RECEIVE TWO FULL REGISTRATIONS TO MFPA’S SUMMER MEETING!!

Please consider accepting this challenge and help MFPA build membership and add new members to our team.

Hang in there, spring starts when the Earth’s rotational axis is at 23.5 degrees in relation to its orbit around the sun, or March 20.

Brian Brookshire, Executive Director
In this issue...........
page 1
• Membership: Take The Challenge!
page 2
• Welcome New Members!
page 3
• MFPA Membership Directory Advertising
page 4
• More Advertising Opportunities with MFPA
page 5
• Certification & Education
page 6
• Certification & Education continued
page 7
• MFPA Logging School Update

If You Want Something Insured Right Insure It Yourself

MISSOURI WOOD INDUSTRY INSURANCE TRUST
offers workers compensation insurance designed for Missouri’s forest products industries.

AT MWIIT, WE . . .
• fight fraudulent claims
• provide specialized loss prevention services
• have claims adjusters who listen
• provide insurance at cost

For further information or quotations, call our toll free number 800-821-7703

Endorsed by

Missouri Wood Industry Insurance Trust
c/o Haas & Wilkerson
4300 Shawnee Mission Pkwy, Fairway, KS 66205
Phone (913) 432-4400 Fax (913) 432-6159

WELCOME NEW MFPA MEMBERS

Company: Barnickol, Lynn
Contact: Lynn Barnickol
Phone: (573) 230-6248
Email: actuallywood@gmail.com
County: Cole

Company: North Missouri Forestry
Contact: Andrew Helton
Phone: (660) 988-4151
Email: northmissouriforestry@gmail.com
County: Macon

Company: Piney River Trading LLC
Contact: Stan Smith
Phone: (417) 880-7148
Email: pineyrivertrading@yahoo.com
County: Texas

It’s Time To Renew!
Membership renewal forms have been mailed and it’s time to renew your membership to continue receiving all the benefits of MFPA!

In your envelope you will find your membership dues invoice and the current contact information we have listed for your company. When returning your membership form please notify us of any changes to your contact information or any products and services you offer.

Please return your dues and information promptly as we have started assembling the 2018-2019 Membership Directory...

MFPA ON LINE TIMBER SALES
Don’t forget about the MFPA on line Timber Sale webpage. Visit the MFPA website at www.moforest.org and click on “On Line Timber Sales” to view or post timber sales.
MFPA Membership Directory

MFPA is starting to assemble the 2018-2019 Membership Directory. Each MFPA member receives a Membership Directory every year. The directory contains detailed company contact information for all current members and the types of products they produce or services they provide. The directory is used by member companies as a valuable information resource when trying to locate equipment, services, and raw material to support your business.

The directory lists members by company name, company contact, and by the products or services they provide.

If any of the following information for your company has changed over the last year please let us know by calling the MFPA office at 573-634-3252 or emailing laura@moforest.org and we will update your information in our member database:

- Company Name
- Company Contact
- Address
- Phone Numbers
- Fax Number
- Email Address
- Web Address
- Products or Service Listing

The MFPA Membership Directory is also a useful tool to advertise your company and the products or services you provide. We believe that advertisements within the directory are responded to by member companies. There are many options for advertising in the directory to suit your needs.

Advertising Rates:

<table>
<thead>
<tr>
<th>Ad size</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Card - black &amp; white</td>
<td>$300</td>
</tr>
<tr>
<td>¼ Page - black &amp; white</td>
<td>$535</td>
</tr>
<tr>
<td>½ Page - black &amp; white</td>
<td>$910</td>
</tr>
<tr>
<td>Full Page - black &amp; white</td>
<td>$1445</td>
</tr>
<tr>
<td>Full Page - color</td>
<td>$1600</td>
</tr>
<tr>
<td>Tabbed Full Page - black &amp; white</td>
<td>$1800</td>
</tr>
<tr>
<td>Tabbed Full Page - color</td>
<td>$2000</td>
</tr>
<tr>
<td>Tabbed ½ Page - black &amp; white</td>
<td>$1200</td>
</tr>
<tr>
<td>Tabbed ½ Page - color</td>
<td>$1380</td>
</tr>
<tr>
<td>Tabbed ¼ Page - black &amp; white</td>
<td>$800</td>
</tr>
<tr>
<td>Tabbed ¼ Page - color</td>
<td>$950</td>
</tr>
</tbody>
</table>

Please contact the MFPA office at 573-634-3252 or laura@moforest.org for more information on directory advertising or to reserve a spot for your ad.

MFPA Members receive 15% off rate price.
More Advertising Opportunities with MFPA

**MFPA Newsletter**

<table>
<thead>
<tr>
<th>COLOR</th>
<th>Full Page</th>
<th>Half Page</th>
<th>1/4 Page</th>
<th>Business Card</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>COLOR</strong></td>
<td>$439</td>
<td>$219</td>
<td>$115</td>
<td>$59</td>
</tr>
<tr>
<td>Black &amp; White</td>
<td>$345</td>
<td>$175</td>
<td>$95</td>
<td>$45</td>
</tr>
</tbody>
</table>

Sizes:
- Full Page: 7 ½" x 10"
- Half Page: 7 ½" x 5"
- 1/4 Page: 3 ¾" x 5"

- **Black & White**
  - Full Page: $345
  - Half Page: $175
  - 1/4 Page: $95
  - Business Card: $45

For more information or to place your advertisements, contact us at 573.634.3252 or email laura@moforest.org

---

**Wick’s – Western Star – Trucks**

**2019 Western Star 4700SB Log Truck**

*Arriving mid April!*

- **Call or email for full spec’s or pricing**
- **DD13 505 HP w/1850 Torque/18 Speed Trans**
- **20,000 Frt/46,000 Drive/20,000 Tag**
- **Full lockers, aluminum wheels, 125 gallon fuel, double frame**
- **Have Serco 8500 ready to mount.**

Bill Merical • 402-290-0728 • bmerical@wickstrucks.com
10502 S. 147th St. Omaha, NE

**Wick’s Trucks is proud to donate $1,000 to Log a Load for Kids for every new Western Star sold in any state to a logger, saw mill, pallet manufacturer!**
There has been a long running issue over log plates in Missouri. It was said that if you asked 7 different inspectors, you could get 7 different interpretations. Recently, representatives from MFPA, Master Loggers and Missouri Highway Patrol met to discuss issue. It was a great meeting, and there is some clarity. There are still some gray areas…but, we are working towards fixing them. We discussed everything from permits and registration to weight limits.

As a result of that meeting, we have come up with a list of Frequently Asked Questions (FAQs). This is, by no means a completed document. As changes occur, or new questions arise, or as more clarity comes to light we will update it as needed. Check your e-mail. We will be sending a copy of the FAQ as an e-mail to our members. We will also keep a copy on our website. You can find it under the RESOURCES tab, then pull down to LOGGERS.

If you have questions about some of the interpretations, or if you have any issues during a stop, please take a picture of your load, then call MFPA; (573) 634-3252. Be polite and respectful, then we can all work together on an answer.
Justin Foster PTH Logger Training Scholarship

The Missouri Logging Council (MLC) is pleased to announce that the Justin Foster Scholarship for Young Loggers is available again this year. The Justin Foster PTH Logger Training Scholarship was established by the Foster family in memory of their son, Justin Eli Foster, who was a graduate, and supporter, of the Professional Timber Harvester training. The annual scholarship provides assistance to a logger 29 or younger by covering PTH training fees and expenses to attend the training. You can get the application form on the MFPA website under the Education tab, then under Training Schedule.

Available 2018 Scheduled PTH Core Curriculum Sessions

<table>
<thead>
<tr>
<th>Location</th>
<th>Level 1 &amp; 2</th>
<th>Level 3 &amp; 4</th>
<th>Forest Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kansas City</td>
<td>April 9-10</td>
<td>May 14-15</td>
<td>May 1</td>
</tr>
<tr>
<td>Doniphan</td>
<td>September 17-18</td>
<td>October 8-9</td>
<td>September 26</td>
</tr>
<tr>
<td>Mountain View</td>
<td>September 19-20</td>
<td>October 10-11</td>
<td>October 3</td>
</tr>
</tbody>
</table>

Go to http://www.moforest.org/education/schedule.php for more on PTH and Continuing Education Classes
INTRODUCE YOUR SCHOOL DISTRICT SUPERINTENDENT TO THE MFPA LOGGING SCHOOL AND GET ONE OF THE ALL NEW LOGGING SCHOOL T-SHIRTS!!!

The super secret MFPA R&D division has completed the design of the Logging School T-Shirt and they're currently being made! Would you like a Logging School T-Shirt?? If so all you have to do is contact your School District Superintendent about the value of logging industry and the MFPA Logging School and help establish a face to face meeting for me with them and you will be one of the first to get an MFPA Logging School T-Shirt!

If you need or would like some talking point to use when contacting your Superintendent I'm happy to provide you with them just let me know.
Don't Cut CORNERS ON INSURING YOUR SUCCESS.

When it comes to choosing someone to help you insure your success, you want to be sure they don’t leave you out on a limb when you need them.

Haas & Wilkerson is an independent insurance agency that specializes in insuring sawmills, pallet mills and all types of lumber and woodworking-related businesses.

For further information or quotations, call our toll free number

800-821-7703

Call us today. “For All Your Insurance Needs”

Naught-Naught Agency

Business Insurance
- Property, General Liability, Auto,
- Workers Compensation, Bonds

Group Insurance
- Health, Life, Dental,
- Disability, Long Term Care

Alternate Funding Methods
- Partially Self-Funded
- Health Savings Accounts
- Health Reimbursement Accounts

Business Planning
- Buy-Sell Funding, Keyman Life,
- Business Succession

Investments
- Mutual Funds, Stocks,
- Bonds, Annuity

Retirement Plans
- 401-K, IRA, Annuity

Personal Insurance
- Auto, Home, Boat, Umbrella

Tom Naught
MPPA Project Coordinator
4441 Country Lane • Jefferson City, Missouri 65101, 800.243.3172 • 573.634.3797 • Fax 573.795.8102
tnaught@naught-naught.com