



FORESTRY MUTUAL NEWS

Newsletter of the Forestry Mutual Insurance Company

Vol. 1, Issue 3

INSIDE THIS ISSUE...

Address from Forestry Mutual President 1

Terry Rivenbark's Fire Wagons 1

Let Us Save You Money .. 2

Royal Sun Alliance Partnership 2

Agency of the Year 3

Safety Alerts 3

SawShop 3

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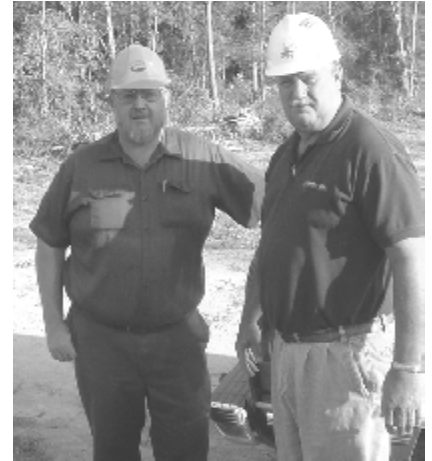
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FROM THE PRESIDENT'S DESK

One of our goals at Forestry Mutual is to be proactive with our policyholders. With an established staff of quality professionals, we can serve an important role in making your workplace a safer environment while cutting costs. Based on this principle, I along with each one of our field representatives and safety trainers put a lot of mileage on our vehicles reaching out to hear from our policyholders directly. I would remind all of our policyholders that we are a resource to call upon at any time.

When I first heard about Terry Rivenbark's new fire wagon, there was no question I wanted to see this contraption first hand. As you will see in the article highlighting this wagon, Terry Rivenbark is taking a leading role in trying to find ways to slow the escalating costs of fire insurance on logging equipment. At Forestry Mutual, we are concerned about those rates and are still working with our study group, T.E.A.M., to find a way to stabilize these costs. We applaud Terry's efforts in taking matters into his own clever hands. He is a top notch logger and pretty decent fire wagon designer! ■



(r-l) Forestry Mutual President Keith Biggs visits with logger Mike Langdon on his job site.

RIVENBARK'S WAGONS PROVIDE PEACE OF MIND

Throughout history, mother necessity has often been credited for the birth of inventions. This is exactly the case with Terry Rivenbark of Duplin Forests Products in Wallace, North Carolina and his homemade fire wagons.

"We had to do something, 'cause I've been saying for the last two years, if things keep going like their going, we're not going to be able to afford equipment insurance," states Rivenbark. "Mine went up this year and I have never had a claim."

Terry Rivenbark started Duplin Forest Products in 1970 with a loader, cable skidder and chainsaw. Developing a reputation as a 'swamp logger' who specializes in cutting hardwoods, Rivenbark and his wife, Monie, have built Duplin into one of the largest logging operations in North Carolina. He currently runs two logging crews, employing some 25 people full-time as well as eight contract haulers.

"Monie keeps the paperwork straight," says Rivenbark about his partner. "If it weren't for her, there wouldn't be all this stuff out here. You can believe in that."

In terms of equipment, Rivenbark's stable includes 20 machines, including four fellerbunchers, four skidders, three loaders equipped with delimiters and sawbucks, two shovels, two chippers, one clambunk and four trucks.

As with most loggers these days facing smaller profit margins and rising insurance rates on their equipment, Rivenbark had been considering doing

something to safeguard his equipment for sometime.

An equipment fire one afternoon turned months of pondering into four weeks of steady action.

"We had a fire here three months back on one of the 757's," remarks Rivenbark as he pointed out to the field where the skidder was moving along. "It took seven fire extinguishers and two water tanks and we finally got it out. If it had been any more, we couldn't have done anything with it."

Fortunately for Rivenbark, the equipment fire occurred on the logging deck so additional fire extinguishers were readily available. If it had occurred deeper in



Terry Rivenbark of Duplin Forest Products has created his own fire wagon to reduce the potential damage to his equipment.

Rivenbark's Wagons... (from page 1)

the woods, Rivenbark is not convinced he would have had enough ammunition to extinguish the sudden fire.

"I had the idea for a wagon in my mind, but when that happened, I went looking for stuff to put one together," states Rivenbark.

He wanted to build a fire wagon that was all-terrain, durable and most importantly, effective in combating fires.

"We needed something we could pull - so it had to have dual wheels," explains Rivenbark. "We needed at least 500 gallons of water, and we also wanted 90 gallons of cold fire."

Located in the southeastern part of North Carolina near the United States Marine's Camp Lejeune Training Base, Rivenbark's first stop was an army surplus store. He purchased two retired ammunition wagons. With dual wheels on each side, the ammo wagons pro-



Rivenbark flips the hood of his fire wagon to show the Honda engine that enables the pump to shoot water 60 feet in the air.

vided the ideal starting point in terms of stability and toughness.

On top of each wagon, Rivenbark inserted a thick aluminum tank with a capacity of 560 gallons of water. While the aluminum was more expensive, it was selected because it would not rust. With that large capacity, Rivenbark's new machine gave him the same water reserves as the average fire truck.

Rivenbark placed another thick aluminum tank with a capacity of 90 gallons of cold fire, a fire retardant that cools metal, on top of the water tank. By connecting these tanks via PVC piping, tubes and a valve, Rivenbark has the ability to shoot a mixture of cold fire and

water. By turning off the valve to the cold fire, Rivenbark can shoot water solely, which is beneficial when he is removing dirt from a highway.

With his ammunition loaded, Rivenbark added a 545 Honda Engine with a 75-gallon high-volume pump and a 50-foot hose to enable his wagons to shoot impressive distances.

"I can shoot water 60 feet into the air," says a proud Rivenbark. "Course you don't need it that far as long as you can get close enough to it."

The pump is also designed with hoses that could be routed directly to another water source such as a pond.

The final element to the wagon is the undercarriage. Since the wagon needed unlimited range, Terry welded one-and-a-quarter inch thick metal plates to the belly of the wagon so it can be pulled, dragged or jerked just about anywhere.

"We carry this right out into the woods," states Rivenbark. "It's pretty heavy duty. You can grab it with a grapple and just take off with it."

Standing next to one of Rivenbark's wagons, you cannot help being struck by the ingenuity that went into its construction. One may even think Rivenbark had prior engineering experi-

ence.

"No," quips Rivenbark, "Just 32 years of logging."

The final price tag for each wagon was roughly \$6,000. A small price to pay asserts Rivenbark when you are seeking to protect expensive equipment and against skyrocketing insurance rates.

"It will pay for itself if we don't ever have to use it," states Rivenbark. "But we've already used it on this job. We had an oil fire on one of the cutters."

Pulling the wagon into action, the crew was able to limit the fire damage to the cutter by quickly extinguishing the fire. The minor repairs to the machine cost Rivenbark

(continued on page 4)

LET US SAVE YOU MONEY

Accidents cost money - not only through direct costs, such as medical and compensation expenses, but in indirect cost as well. Company safety programs are effective in preventing and controlling accidents, reducing operating cost, and increasing efficiency and productivity.

Forestry Mutual's loss control staff has the expertise to assist its policyholders in tailoring a safety program to fit a company's needs. With our assistance and your commitment, the benefits will reveal themselves almost immediately. Significant dollars will be saved in compensation and other costs. As a policyholder, there are a variety of services available to you as well as training programs that help integrate safety into your daily operations.

■ Integrated Services

Our Loss control staff can develop a company safety policy that will encompass both general (company-wide) and specific (departmental) requirements to make them as encompassing as possible.

■ Accident Investigation

Although accident investigations are

performed after the accident has occurred, it is important to learn from mistakes. We provide assistance in uncovering the true accident cause in order to prevent recurrence of similar accidents.

■ Chainsaw Training

Safety issues are the main concern in felling trees. Felling accidents are usually quite severe in nature with some resulting in death. Our chainsaw trainer can instruct and conduct the latest felling techniques to your employees.

■ Training Assistance

We conduct extensive safety training for employees, supervisors, safety directors and managers. Additionally specialized train-the-trainer instruction is available that will allow you to conduct in-house training without having to outsource special agencies. An example is our forklift safety training that will allow you to retrain your employees every three years.

■ Manufacturing Survey

Unsafe practices and conditions in modern operations are a major source of potential losses. During a manufacturing survey, we can help

(continued on page 3)

WPI ANNOUNCES PARTNERSHIP WITH ROYAL & SUN

Wood Products Intermediates (WPI) is now handling the marketing activities for a logging insurance program introduced by Royal Sun Alliance, USA.

This program offers coverage for both mechanized and non-mechanized logging contractors. This insurance program was created to meet the distinct needs of the logging industry. It is available to independent agents and brokers through WPI and can be combined with Forestry Mutual's workers compensation insurance to create a top-notch package of insurance.

Briefly, the program consists of general liability, business auto and umbrella liability policies with the following limits and deductibles:

● **General Liability:** \$500,000/\$1,000,000 occurrence limits. \$1,000,000/\$2,000,000 aggregate limits - includes overcut @ \$200,000 (higher limit available - includes ACV damage to vehicles of others from loading/unloading.)

● **BAP:** \$500,000 or \$1,000,000 CSL limits available.

● **Physical Damage:** \$500/\$500 deductibles on light trucks. \$1,000/\$1,000 deductibles on heavy trucks.

● **Umbrella:** \$1,000,000 or \$2,000,000 limits available.

These are only the highlights of the program and the policy should be read for all coverages and exclusions. Please call your local agent or WPI for more information. 1-866-755-0344. ■



SAFETY ALERTS

by John Lemire
Director of Loss Control for
Forestry Mutual

The following summary of how citations and fines are issued is being reprinted with permission from Capital Associated Industries' August newsletter.

OSHANC Inspections: Citation Classifications

Under the Occupational Safety and Health Act of North Carolina (OSHANC), inspections are conducted by compliance officers or industrial hygienists from the Division of Occupational Safety and Health, North Carolina Department of Labor. If the inspector discovers a suspected violation of a specific standard or the general duty clause, a citation will normally be issued. Citations are classified as follows:

a. De minimis: The cited conditions have no direct or immediate relationship to safety and health. Under these circumstances, the DSH Division reasons that there is a remote chance of minor injury. Fines are not assessed for de minimis violations.

b. Nonserious: The cited conditions have a direct or immediate relationship to safety or health, but do not raise a substantial probability that death or serious physical harm would result from a violation. Fines up to \$7,000 are possible for nonserious violations.

c. Serious: The cited conditions raise a substantial probability that death or serious physical harm could result from a violation. Fines up to

\$7,000 are possible.

d. Repeat Violation: A repeat violation occurs when a final order has been issued within the past three years for substantially similar violations. A "substantially similar violation" refers to the facts underlying the issuance of the citation and specifically refers to the hazards involved. A fine of up to \$70,000 is possible.

e. Willful Violation: Willful violations occur when the employer shows conscious disregard to the requirements of OSHANC or a standard or plain indifference to employee safety and health. The most common way for the government to prove this type of violation is to show that the employer was aware of applicable requirements and made a purposeful decision not to comply. A fine of up to \$70,000 and not less than \$5,000 may be assessed for willful violations.

f. Criminal: If a willful violation causes the death of an employee, the statute provides for a fine of not more than \$10,000 or imprisonment for not more than six months. These penalties may be doubled for second offenders.

g. Notice of Failure to Abate: A notice of failure to abate is issued when an employer fails to take abatement measures within the time allowed in a previous uncontested citation or final order. Fines of up to \$7,000 per day can be assessed for failure to abate. ■

gratulate Don Mills and his fine staff for their hard work and dedication to Forestry Mutual. Rounding out the top three producing agencies were BB&T Insurance Services and Aarow Insurance.

We also extend our appreciation to all agencies that are working in cooperation with Forestry Mutual to provide the best insurance available in the forest products industry. ■

THE SAWSHOP

by Brian Wagner
Chainsaw Trainer for
Forestry Mutual



Welcome to the SawShop. This issue we will be discussing accurate notching and proper hinging to control the fall of the tree to the ground. If the hinge is pointed in the proper direction (using your felling sight on the top cover of your saw) the tree will fall correctly.

THE SWING - CUT

Without a doubt the Swing-Cut is responsible for countless deaths in the forest industry. Loggers often attempt to swing trees into openings by cutting the hinge off on one side. The holding wood "draws" the tree to that side. This method often results in lodged trees, or the cutter being struck by falling or thrown objects. This happens because it is hard to guess how much hinge should be cut off to "swing" the tree. It is much more accurate to aim the tree with your saws felling sight. After a tree reaches a certain point in its fall, only the front fibers remain to steer the tree. Therefore, making the hinge heavier on one side will not accomplish any steering function. **Cutting off all or any part of the hinge is considered a serious safety violation.** Two exceptions are cutting the center out when the corners must remain and when a tree becomes lodged. It may be desirable to cut

one side so the tree will roll out.

HINGE THICKNESS

The thickness of the hinge depends on the DBH of the tree and its fiber type. DBH is the tree diameter at breast height. A good rule of thumb is 10 percent of the trees DBH. A 20-inch tree would have a 2-inch hinge. This can be increased or reduced depending on the species of the tree. For example, a Sweet Gum will likely pull fiber if the hinge is too thick. Something less than 10 percent of DBH would be appropriate. Soft Maple and White Pine require thicker hinges since their fiber tends to be brittle.

HINGE LENGTH

The hinge length is also calculated by the tree diameter. A good rule of thumb is 80 percent of the tree diameter. The greater the hinge length the greater the control of fall. Proper hinge length and thickness improves the cutter's productivity and safety. **A swung-cut tree lacks the fiber "hinge" to prevent kick-back.** By understanding how the hinge works the timber cutter can be pro-active while performing his job.

For response to this column or to schedule training, contact Bryan Wagner, Forestry Mutual Insurance Logger Training Programs at 252-916-3376. ■

Let Us Save You Money...(from page 2)

you identify possible accident causing situations and offer recommendations for their control.

■ Safety Programs

We can assess compliance areas such as Lockout/Tagout, Hazardous Communications programs, machine guarding, job safety analysis, blood borne pathogens and personal protective equipment. Moreover, we can recommend improvement areas and assist in developing each program to suit your company's needs and help you meet OSHA guidelines.

■ Safety Meetings

We provide a loss control consultant to speak with your staff to reinforce key safety issues. Many Poli-

cyholders have taken advantage of this service, providing employees with first hand information on actual accidents.

■ Information Resources

There is a video library that is readily available to all Policyholders. It is free of charge, with a large selection of videos that can be used for safety meetings, specialized training, or just simply safety awareness.

If you need any assistance in the development of your company Safety Programs, our Loss Control staff will gladly assist you in any way possible. Remember, the most important figure in the development of a safety program is YOU! ■

AGENCY OF THE YEAR AWARD

Each year Forestry Mutual Insurance Company selects an agency of the year. In North Carolina this award is presented at the NCFCA Annual Meeting in the fall. The award is based on the estimated annual premium written and is determined 90 days prior to the Annual Meeting.

This year the recipient of the agency of the year award is the SIA Group in Jacksonville, NC. We con-

Rivenbark's Wagons...*(from page 2)*

some \$7,500. If he had sent the cutter to an equipment shop, the fire may have been a \$25,000-\$30,000 expense. If the machine had been a total loss, Rivenbark would have been looking at \$300,000 and possibly, his insurance policy, going up in smoke.

"If you have had more than one loss in the last three years," explains Forestry Mutual President Keith Biggs, "you are fortunate to get a policy written. That's why now is critical to keep claims at a minimum when you have zero losses where you can get a decent rate. If you have one loss, you are going to pay three times more for your insurance, if you are lucky enough to find one."

On this day, the fire wagon shines brightly in the North Carolina sun, sitting patiently poised to



be pulled into action. Having worked out design problems along the way, Rivenbark is quite pleased with his fire wagon, but these two machines represent the end of his production line. He has no plans to apply for a patent or start an assembly line production of his fire wagon.

"I ain't got time for a new business," Rivenbark says with a smile. "The main reason I built this was for insurance purposes. I am hoping to get the insurance companies to come down. A few years ago, workman's comp done the same thing, it got up so high. Then they had all these ProLogger deals and its come back down."

Rivenbark has taken pictures of his new wagons and forwarded them to his insurance company, expecting some special consideration on next year's premium. But in the meantime, Rivenbark will take solace in the fact that if a fire were to breakout, he has resource to save his equipment.

So even in its idle state, Rivenbark's fire wagon has a calming impact on its architect.

"That's the biggest thing - peace of mind," states Rivenbark. ■

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