

FOREST RESOURCES ASSOCIATION INC.
NATIONAL OUTSTANDING LOGGER AWARD
NOMINATION FORM

NOMINEE:

Name: Richard Wing

Company: Richard Wing & Son Logging Inc.

Address: 80 Fort Hill Road

Standish ME 04084

Phone: 207-642-6181

GENERAL INFORMATION:

- Nominee purchases approximately 70% (*the other 30% comes from landowners, whose land Richard Wing has cut for many years, who have never had a contract and don't see the need for one.*)
- List approximate number of purchasers of nominee's products: 10
- List approximate percent of wood fiber harvested annually from:

Government Lands: <u>7</u> %	<u>Annual Production</u>
Industry Lands: <u>3</u> %	Saw timber <u>3.4</u> MBF
Private Non-industry Lands: <u>90</u> %	Pulpwood <u>18,244</u> Tons
TOTAL: 100%	Biomass <u>22,900</u> Tons

SPONSORED BY:

Name: Maine Forest Products Council, E

Address: 535 Civic Center Drive, Augusta ME 04330

Phone: 207-622-9288

Name: Sustainable Forestry Initiative

Address: 535 Civic Center Drive, Augusta ME 04330

Phone: 207-837-0101



Signature: Patrick Strauch, Executive Director

Date: 9/30/15



Signature: Pat Sirois, SIC Coordinator

Date: 9/30/15

SAFETY INFORMATION:

The most important element in Richard Wing and Son Logging's safety program is the willingness of all to listen, learn and modify practices as new techniques, standards and approaches to safety emerge.

Since 2005, it has had Northeast Master Logger certification. The company has been CLP certified since 1996, works closely with the CLP program, and was named CLP Logger of the Year in 2001. The Maine Forest Products Council named Richard Wing Logging the Outstanding Logger of 2014.



"I think Richard and Lynn have an outstanding respect for their workers health and safety," says Mike St. Peter, CLP executive director. "Throughout their careers they've maintained a safe workplace."

Wing Logging is committed to in-service training on safe forestry practices and pays for employee tuition to both initial and refresher CLP certification programs. Employees also receive full wages for time spent on safety training, as well as programs on logging aesthetics and best management practices.

Employees are trained to work safely, to load and unload safely. They are expected to use the proper tools, techniques and procedures to eliminate any chance of injuries or accidents while working. All employees are provided with safety equipment, including helmets with ear protection, chaps, boots and fluorescent shirts, and are required to wear it.

Safety meetings are held regularly and when an incident occurs it is thoroughly discussed.

The company does not set production quotas, because of concerns that employees might feel pressured to rush their work. Safety is more important than speed.



FOREST MANAGEMENT INFORMATION:

Richard Wing is the third generation of his family to be a logger, and each learned from the one before. His grandfather, Rupert, was a farmer who logged in the winter. His son, Randall Wing, returned from service in World War II, bought a pair of horses and started hauling logs into a portable sawmill for the town of Gorham. Richard, now 64, worked with his father from a very early age and his son, Tim, 42, works with him. They practiced sustainable logging, before anyone called it that. They do mostly selective cutting.

"I've always been a conservative in the logging business," Richard says. "Sometimes people ask, 'Why is that big tree there?' I tell them if you leave a mixture of sizes of wood then you can come back in eight or 10 years and take some of them."

Maine has the largest contiguous privately owned working forest in the United States, but logging in southern Maine presents a unique challenge. Wing Logging is located in Standish, which is part of the greater Portland metropolitan area, with a population of 514,098, nearly 40 percent of the state's population. The bulk of the Wings' work is within a 30-minute drive of their office.

Wing Logging has no need to advertise. Some clients have relied on them for decades and have such confidence in them that they see no need for a contract.

John Phinney of Gorham, who owns some of the finest stands of white pine forest in Southern Maine as well as a lumber yard, has great confidence in the quality of their work

"We dealt with his father Randall Wing for a very long time and then Richard took over the business and modernized it. He does a excellent job. He and his son Tim do a good, clean job. When they get done there's minimal slash and waste left over. They utilize the trees well and get a good market for the products. I can find



Richard Wing on land his crew recently cut. They leave a stand “better than it was,” clients say.

no fault with him at all. About everything he’s done is great. He runs a good operation, he has good equipment and he shows up when he’s supposed to,” Phinney said.

Alan Hawkes is another long-time client. Wing Logging has cut his 800-plus acres since the mid 1980s.

“They’re about as honest as they come.,” Hawkes says. “They do a great job in the woods. They clean up after themselves. I mean they leave it better than it was.”

Yet there also are plenty of landowners in southern Maine with no knowledge or experience with forest management. Wing Logging is helping to educate not only them but often their neighbors as well.

“The lots are very small, about 20 or 30 acres,” says Howard Charles, a former Sappi forester who has worked with Richard Wing since about 1980. “Of course, every time he’s working with a different landowner. You can’t predict what they want. So he has to listen carefully to their objectives and how they want their operation done. Richard moves just about every week. So he’s in the public eye all the time and aesthetics are a huge issue for him.

“You have to be a diplomat with all these different landowners,” Charles said. “I don’t know if you can make them all happy, but Richard seems to make the majority of them happy. He listens well, that’s the main issue. Some loggers will hear the landowner, but they won’t listen to them and then they get into trouble.”

“You can be a little more lax on company-owned or larger ownerships perhaps, but he gets a lot of work just by the appearance of the lots. When he’s done with it, a lot is neat. The landing is picked up. There’s no residual logs or pulp left on the landings and it’s swept clean. He water bars everything so that erosion is not an issue. He has steel bridges so that if he has to make a brook crossing he does it in style, with a nice bridge. He takes an extra care and it pays off for him. It’s noticeable to me and probably a lot of landowners that work with him.

“He’s a pleasure to work with as far as my end of the business as a forester,” Charles said. “It’s a carefree operation for me because they do everything right. I seldom ever speak to them about anything as far as their execution of their work. It’s very good. It’s hard to find a mistake with them.”

Charles also had special praise for Tim Wing’s skills at helping clients and others understand the basics of forest management.

“He’s out there with the machine and he’ll invite people to come and see the operation,” Charles said. “They actually can look into the machine and he tries to illustrate what the better trees are, oak over poplar or pine over hemlock. How they can increase their overall value. He spots a few wildlife trees for them so they can have den-dwelling animals on their properties.”

Tim Wing admits that working in the public eye all the time can “be pretty tricky.” People hear the noise of the machinery and come to ask questions or watch. Dog walkers cut through.

“People are always checking us out,” Tim Wing said. “They ask what you’re doing. Most of the people down this way are worried ‘Is it a housing development?’ There’s always somebody watching.’ Most people think it’s open land, that people don’t actually own it.

“I’ve been swore at a few times,” he says with a laugh.

“People come right out and say, ‘You’re over the line.’ Then you’ve got to take them over and show them, ‘Here’s the line. And actually your lawn is over the line.’ We run into a lot of that.”

“Most people today want it chipped, they want it picked up, they want it cleaned up,” Tim Wing says. “That’s why I always go back twice, to make sure it’s done right. We always want us to make sure all that stuff is gone, because that will stand right out and that will be the thing everybody will talk about going by.”

TIMBER HARVESTING INFORMATION:

Equipment includes:

- 2015 735 Timberpro fellerbuncher
- 2012 Cat 559 yard loader
- 2012 Cat 517 grapple dozer
- 2009 23 NCL Morbark chipper
- John Deere 344J front-end loader
- 1989 540D John Deere skidder
- 1 straight logging truck with loader (to get into tighter areas)
- 4 Tractor-trailer trucks
- 2 Dump trucks
- 2 Low-beds (to move equipment)
- 2 2013 525C Cat skidders
- 4 chip trailers
- 3 Log trailers.
- Service truck
- 3 Pick-ups
- Firewood processor
- Sawmill (to provide work when the weather is bad or equipment is being moved).

BUSINESS MANAGEMENT INFORMATION:

- Employees:
 - Richard Wing, owner/president
 - Lynn Wing, owner/treasurer
 - Tim Wing, supervisor/equipment operator
 - Sara Wing, office/clerical
 - Robert Norton, equipment operator
 - Joe Guptill, equipment operator
 - Derek McAllister, equipmewnt operator
 - Dale Sanborn, equipment operator
 - Arthur Jordan, trucker
 - Josh Root, trucker
 - Clayton Gray, trucker.



Tim Wing with 2015 735 Timberpro.

- Insurance: Workers Comp, Maine Employers' Mutual Insurance Company (MEMIC)
- Health Insurance: Harvard Pilgrim. Wing Logging pays 97 percent, employees pay 3 percent, which amounts to about \$16 a week.
- Payroll and bookkeeping: Use Quick Books to do own payroll. Keep track of all jobs (profit and loss). Track each piece of equipment, including breakdowns etc.
- Retirement: Simple IRA program.
- Liability Insurance: Yes.
- Life insurance: No.
- Also use a logging program (Caribou software) to set up jobs and keep track of loads. There also is a customized program for tracking our business information.

“Lynn does a great job in the office,” says forester Howard Charles. “Timmy does a great job in the woods and Richard holds it all together.”

COMMUNITY INVOLVEMENT:

- For Boy Scout jamboree, attended by more than 200 scouts, Wing Logging brought all its equipment in and demonstrated it for the weekend. “They’d never seen a logging operation,” Lynn Wing says. “They had a wonderful time. It came out of our pocket to do that.”
- Tim Wing held a logging demonstration the city of Portland, talking to kids and showing them how all the equipment works.
- Have also held demonstrations at their sawmill
- Shavings from the sawmill are donated to the local library to be used in the garden.
- Sponsor Bonny Eagle High School baseball team.
- Support local schools and sports teams by donating stadium chairs, mugs. Also donated blocking and lumber for outdoor classroom.
- When at events, always donate or purchase something that is for the Log a Load for Kids campaign.

STATEWIDE INVOLVEMENT:

- Richard Wing serves on the Board of the Maine Forest Products Council.
- Richard did informational commercial for MEMIC on chainsaw safety.
- Richard Wing was featured in the Portland Press Herald (6/24/2009) as one of only two loggers in Cumberland County certified as master loggers. The headline read “Local Loggers live up to green standards.”
- Lynn and Richard Wing attend MFPC’s legislative breakfast to meet candidates and talk about forest industry issues.
- The Wings are currently working with SIC Coordinator Pat Sirois and state Sen. Bill Diamond, co-chair of the Legislature’s



Richard and Lynn Wing with state Sen. Bill Diamond.

Transportation Committee, to make the laws regarding weights for pup trailers consistent with other Maine laws.

“We’re lobbying now,” Richard Wing says. “I haul a pup trailer behind my straight job. Back in the late 1970s or 1980s, they changed all the weight laws, but they never changed them for them pup trailers. They say I can haul 88,000 pounds. The fine is \$1,000 if you’re more than 2,000 pounds over.

“In New Hampshire and Vermont they can haul 100,000 pounds. I cross the state line and I can haul 100,000 pounds. So we went to a meeting last year in Augusta with Pat (Sirois) and a lot of people, including legislators and DOT staff. It was a very good meeting. We spoke and provided a lot of information for it. I think it’s going to come out all right. I think I’m going to be able to get it to about 95,000, where it should be. That’s what I’m hoping for.”

Sen. Diamond, who has put in a bill on the weight issue, said that he’s gotten to know Richard and Lynn over the past few years and has become “a big fan.”

“I think they’re wonderful people,” Diamond said. “They’re such solid citizens for one thing, but they also are a shining example of how a family business can and should be run. They’re willing to work seven days a week, as many days as it takes. They’re highly respected and they care about the community.”

The Wings’ work on the weight issue, he said, is “just another example of their concern, not only for their business but for the logging industry as a whole. They’re willing to put the extra time in.”

NATIONAL INVOLVEMENT:

- Member of the National Federation of Independent Business (NFIB).
- Although they aren’t Shriners, the Wings support the 22 Shriners Hospitals for Children and have been honored in the Hundred Million Dollar Club. The club is named for its goal of adding 100 million dollars to the endowment fund through gifts or bequests of \$100 or more.



Logging in the Greater Portland metropolitan area presents a unique challenge. Lots are small, often close to the road and subject to constant scrutiny. “Here we have to be careful what we’re doing,” Richard Wing says. “We have to help people understand what we’re doing it and why we’re doing it.”

Sept 26, 2015

Howard Charles, Forester
156 North Gorham Road
Gorham, Maine 04038

Roberta Scruggs, Communication Dir.
Maine Forest Products Council
535 Civic Center Drive
Augusta, Maine 04330

Subject: Richard Wing and Son Logging

Dear Ms. Scruggs,

I would like to lend my endorsement to Richard Wing's nomination to the FRA National Outstanding Logger Award.

I have worked with Richard since 1980 when he was trucking wood for his father, Randall Wing. Richard has evolved into an outstanding operator over the years by hard work, honesty, and practicing a sustainable long-term business plan. He has worked on small woodlots during his career and has repeated harvesting operations three or more times with the same landowners on the same acreage. His goal, as well as his son Tim's, is to leave an improved stand of trees for the future to add long-term value for the landowner.

Richard's work with small, private landowners has been challenging as well as rewarding. Southern Maine has mostly small lots of 20 to 100 acres, which means constant moving from lot to lot. Each landowner has different objectives for their land. Richard has to understand as well as teach each owner the intricacies of forest management as well as the logistics of a large mechanical operation's impact on the neighborhood. Not only does he have to please the landowner, he is available to the general public in the vicinity to answer questions about the operation. He often obtains abutting lots by being proactive.

I enjoy working with the Wings because of their professional attitude, attention to bookkeeping, and positive response to their harvesting practices used on local area woodlots. Regarding bookkeeping, his wife, Lynn, and daughter-in-law Sarah do an outstanding job of processing the mounds of scale tickets and mailing the checks out in a timely fashion. With wife Lynn doing the books and son Tim running the woods operation you have an excellent support crew for Richard's business.

Richard has been a strong supporter for logger education. He has gone on to obtain Master Logger Certification.

Attention to detail, great forest stewardship, and accurate bookkeeping make a perfect nominee for Outstanding Logger. Richard Wing and Son logging have my 100% support!

Sincerely,



Howard Charles, Forester
42 years in the Woods