

SALES

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Pole folks

Quality Improvements

Kiln drying improves quality for the following reasons:

- It treats with deeper penetration and consistent distribution of the preservative.
- Kiln dried poles are stronger, stiffer and more stable.

Improved Generics

We are beginning to harvest the third generation of genetically improved trees. These trees are straighter and stronger than ever before.

Treating Process

After considering the diameters, moisture content of the wood, and the penetration and retention required, computers now calculate and control the (1) air pressure, (2) filling, (3) pressure and (4) vacuum steps in the treating cycle.

Cleanliness

The surface of the poles are cleaner for the following reasons;

1. Dirty surfaces are normally caused by emulsions in the treating solution. Emulsions are caused by water extracted from the pole or from steam. Kiln dried poles have no excess water to lose and an extended vacuum after treatment removes excess oil so steam flashing is not necessary.

2. The processing and storage yards are neater, cleaner, and better organized.

Other News

There was a shortage of creosote when oil prices were so high. This increase in price and shortage of supply caused some utilities to begin accepting other treatments.

Change in Land Ownership

Tax laws effect ownership more than we realize.

In the 1920's and 1930's, the southern pine timber industry would purchase land and timber for \$1.00 an acre. After cutting the timber, they had to make the decision to either pay taxes on the land or let it revert back to the state.

In states where land taxes were low, many owners paid the taxes and kept the land. When taxes were high, the owners let the land revert to the state. *(At that time, no one knew pine trees could be valuable for the land owner if he planted and harvested it as another crop.)*

Let me illustrate with a story. There was a very rich bachelor that lived up North. At various times over a span of 50 years, he owned fifteen major lumber companies in the South.

SALES SUPPORT

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From 1924 – 1932 he owed a sawmill at Zama, Mississippi, and another sawmill fifteen miles away at Kosciusko. The mill at Zama employed 700 people but only lasted eight years before he cut all of his timber and left Mississippi.

He was hit hard financially during the depression but was able to hold on to most of his investments. It was during this time his land holdings in Mississippi came to an abrupt end. It seemed there was a very strict law in Mississippi which stated if you did not pay your property taxes, the state could enter and attach other property to collect this tax. He owned thousands of acres of cut-over land in Mississippi which he “did not want, could not sell and had not paid taxes.” He heard that the Mississippi Tax Collectors were coming to his business to get their money. He did not want them attaching land he owned outside of Mississippi. He found a tramp in the alley and gave him \$1 and the deeds to all his Mississippi lands. Mississippi taxes were then someone else’s problem!

Now because of changes in the federal income tax policy, the timberland ownership in the South is changing again. Georgia Pacific has now put all their land in a Real Estate Investment Trust (REIT) called Plum Creek Timber Company. This drastically reduces the taxes on income from timber. Weyerhaeuser has sold a lot of their land in Mississippi to the University of South Alabama. Weyerhaeuser is also considering forming an investment trust company to manage the rest of its land so they can reduce taxes. International Paper has sold their land to investment trust companies.

Most of the large landholdings in the South have been sold or are under consideration to be sold.

Change in Land Use

After most of the old growth timber was cut, the South had very few industrial jobs. “Forty acres and a mule” was about the only way to earn a living. Many southerners moved to the North during World War II to work in the industrial plants. Most did not return until they retired.

As the older generation that had remained on the farm died, we began to have significant absentee ownership. The paper companies needed a guaranteed supply of young trees to make into pulp and paper. They purchased millions of acres of farmland to plant pine trees. Now the larger companies are converting this land ownership to REIT’s.

Return to Nature

As people moved to the cities back in the 1930’s and 1940’s, the population of wildlife increased dramatically. We now have more deer and turkey than we can manage. Coyotes, fox, raccoons, skunks, armadillo and fire ants have eliminated the “Bob White” quail as a game bird.

Now wild hogs are taking over the river and creek bottoms---I had to go around the world to have an excuse to show you the boar that Randy Deweese’s son killed.



It had killed two dogs. Josh landed 5 shots in the head from a 357 pistol before he stopped the hog.

We’re taking donations for a new pair of pants.