



HEN RIDGE DIRTWORKS

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Hen-Ridge Dirtworks is a 20 year old logging and excavation company which was started in 2002. After working in this industry as a sideline business for 7 years ,I knew this was what we wanted for our family and decided to make it a full time profession.

Hen-Ridge specializes in cutting high production large acreage log tracts to support a large lumber manufacturer. These tracts often have many wood separations to maximize profits. Having a high attention to detail affords us the opportunity to work for some of the largest landowners in the state of Alabama, Mississippi, and Florida

Combined leadership in our company offers over 100 years of logging and forestry management experience. We have served almost every mill in Central and Southeast Alabama, East Mississippi, and Northwest Florida.

Our goal is to keep the logging and forestry industry alive while remaining environmentally friendly. With this goal, we will keep a growing sustainable resource for future generations.

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RISING COST OF FUEL & HOW IT AFFECTS US.

The logging industry has historically been a lower margin, higher production industry. As a industry standard ,we should set profit margins after burden and overhead to be around 20%. We are not afforded that luxury in the logging industry. The logging industry margins, for the best of the best, may potentially hit that mark but is seldom sustainable due to so many unknown variables in the timber market such as weather, terrain , haul distance and mill quota's. We now have an economy that has started spiraling out of control. Fuel is a driver for almost every industry.

We use a combination of 5 fuel and oil suppliers. I generated a report from one supplier to use as a reference marker. From 1/1/21 thru 12/31/21 our company spent \$33,419.39. From 1/1/22 thru 6/22/22 our company spent \$102,848.79. With no further price increase, in fuel or oils, this puts us on track to spend an additional 83% this year on these items, just at this one vendor.

Naturally this cost affects every aspect of our business. Equipment cost have increased 15% to 20%, Tires 25%, maintenance and repair cost 22%, labor cost 28%. This is not sustainable when we have only seen a 12% increase in our logging rates.

We have become very creative in order to survive but when I see guys we consider giants in this industry shutting down it scares me. Our creditors do not care about the cost of fuel. Our employees have families to feed and hospital bills to pay . We owe it to them to keep trying.

I truly believe our country is at stake. This is not the America I grew up in. I grew up in a country where politicians put their differences aside for the good of the country. I don't see that America any more. All I am asking is , can you help? Will our politicians put feelings aside and save America? If we don't change this course we are on, our business will not survive.