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PROGRESS REPORT: PRT ATMORE



The construction and start-up of PRT's new container nursery at Atmore, AL continues in full swing. By the time this edition is distributed, sowing of the first PRT crop in SE US will be well under way (if not completed). The PRT Atmore nursery has been built on a 60 acre parcel on the old state of Alabama bareroot nursery site (E. A. Hauss nursery). PRT is reinvigorating this site which lay dormant for more than 10 years. The site is a solid nursery location that the state first developed in 1952 but required capital investment and other improvements in order to complete a conversion to a modern container nursery. PRT Atmore's open compound growing facility is very similar to most other forest seedling container nurseries in the SE US with T rail benching, a pivot irrigation system and the utilization of hard plastic containers. PRT's forest seedling product offering will include longleaf, slash and loblolly pine.

Atmore, AL is a town of 10,000 people located in Escambia County in southern Alabama just off the I-65 corridor. Atmore is approximately 1 hour northeast of the Mobile, AL airport and 1 hour northwest of the Pensacola, FL airport. The construction effort comprised a great team of contractors and their employees as well as the help of PRT personnel including Rob Maxwell, Ray Bagnell, Peter Richter and Flynn Miller. PRT has also assembled a nursery staff which will be led by Nursery Manager Jessie Harrison who is now in place finishing the final stages of construction and completing the sowing of 2017 crops.

The PRT sales effort began more than three years ago and is led by SE US CSR Flynn Miller. PRT will grow its first crop of forest seedlings in 2017 at PRT Atmore, consisting of mostly longleaf pine. PRT has several different seed sources to serve customers ranging from Louisiana to South Carolina. PRT looks forward to growing the PRT Atmore site further as we continue to grow our market share in the SE US.

PROGRESS REPORT: PRT COTTAGE GROVE



PRT's purchase of the former Plum Creek and Weyerhaeuser Cottage Grove nursery was finalized on February 9, 2017 once the existing 2016 crops had been lifted and shipped. PRT Cottage Grove is located just off I-5 some 22 miles south of Eugene, OR and has been an operating nursery for over 40 years. The nursery has a capacity of 95,000 blocks (styroblock equivalents of 14" x 24") of which 74,000 blocks is greenhouse capacity and the remainder is under flat roof Cravo structures. The current nursery production team at the site has been working together for 16 years and has been retained by PRT. The local nursery production is led by Steve Hutchison (Nursery Manager) and Kelly Tower (Production Manager). Both Steve and Kelly attended Oregon State University and have worked at the Cottage Grove nursery for more than 40 years. Customer support for PRT Cottage Grove will be led by Tom Harvie, Pacific Northwest Customer Support Representative.

PRT Cottage Grove offers some unique cultural and product differences compared to other PRT nurseries, as follows:

- Does not use forestry grit as a top dressing
- Block sanitation using a custom made block washer unit
- Control release fertilizer used in most crops
- Dormancy induction to crops achieved without blackout treatment
- Successful Coastal Redwood program (mostly for Northern California customers).

The PRT Cottage Grove nursery is being seamlessly transitioned and integrated into the PRT nursery network. The first PRT crop review meeting was held at the nursery in February, 2017 with the attendance of the PRT Cottage Grove grow team and key PRT personnel.

2017 will be an important first year for PRT to have two strong nursery offerings in the Pacific Northwest. We look forward to working with customers to meet their needs and to learning from PRT Cottage Grove staff.



PRT TAKES AIM AT DISTRACTED DRIVING

At PRT, the safety of our employees is of the utmost importance. The PRT nursery network has a well established safety program with many years of effort in working towards the safest work environment possible. For the PRT Customer Support group, the observance of PRT nursery standards is important when visiting PRT nurseries with customers. The PRT Customer Support group, like many sales professionals in North America faces, one area of potential safety risk more than others in PRT: the risk of driving, and in particular, distracted driving.

PRT sales employees drive a lot and are in constant demand. This can lead to the need for constant contact via cell phone with customers and other PRT employees. For the past two years, in conjunction with our partners Drop it and Drive and Traffic Injury Research Foundation, PRT has had a goal to teach marketing and sales professionals safe driving habits and in particular, the dangers of distracted driving and ways to avoid it. These methods have included direct training at our annual PRT sales meetings and follow up sessions at monthly sales meetings.

Distracted driving is now the leading cause of accidents and death on North American roads. For example, in a recent Global News report, the Ontario Provincial Police said that 2016 was the fourth year in row that the highest amount of deaths on OPP controlled roads were from distracted driving. A total of 65 people died in collisions due to distracted driving in 2016 compared to 55 speed related deaths, 53 seat belt and 45 alcohol related deaths. "Road deaths linked to distracted drivers will not let up unless every road user says 'enough is enough' and shows a complete intolerance for what continues to be the most life-threatening driver behavior on our roads," said OPP Commissioner J.V.N. Hawkes in a news release. "We want to see everyone, especially passengers of all ages, take a firm stand against those who endanger their lives by using their cellphones or engaging in other forms of distractions behind the wheel."

Distracted driving is a form of impaired driving as a driver's judgement is compromised when they are not fully focused on the road. The definition of distracted driving includes, but is not limited to, talking on a cell phone, texting, reading, using GPS, watching videos, eating/drinking, smoking, personal grooming, adjusting the radio/CD and listening to extremely loud music. Even talking to passengers and driving while fatigued (mentally and/or physically) can be forms of distracted driving.

At PRT we want all our employees, our customers, and their families to come home safely from the road. We are committed to this initiative. We pledge to keep up the effort. Our next step will be to reach out to you, our customer, to inform you what we're doing in this regard. We ask for your patience with us (in particular your PRT sales representative) if we take a little

longer to respond to a phone call, email or text. We promise to return all calls promptly. We promise to get home safely.

For further information, you may access:

Drop It and Drive at <http://dropitanddrive.com/>

Traffic Injury Research Foundation at <http://tirf.ca/>

MORE FORESTRY FACTS



AMERICAN FORESTRY FACTS

- Today, the United States has 20 percent more trees than it did on the first Earth Day celebration 40 years ago.
- For the past 100 years, total U.S. forest area has been stable and grew by 2 million acres from 2000 to 2005.
- A single tree can absorb more than 10 pounds of CO₂ each year.
- One-third of the United States is forested - 751 million acres. Privately-owned forests supply 91 percent of the wood harvested in the U.S. State and tribal forests supply approximately 6 percent and federal forests supply only 2 percent of the wood used by the forest products industry.
- More than 56 percent of U.S. forests are privately owned, much of it by family forest owners who manage their lands to provide value to future generations.
- In the United States, private, working forests support 2.5 million jobs, \$235 billion in annual sales, \$87 billion in payroll, \$4.4 billion in state income and severance taxes, and \$102 billion to the GDP.
- In 2014, 96 percent of Americans had access to community curbside or drop-off paper recycling programs.
- In 2011, 76 percent of paper and paperboard mills used some recovered paper and 113 mills used only recovered paper.
- Every day, U.S. papermakers recycle enough paper to fill a 15 mile long train of boxcars.
- Every ton of paper that is recovered saves 3.3 cubic yards of landfill space.

- Recovered paper accounts for more than 37 percent of fiber used to make new paper products in the U.S.

Thanks to the American Forest & Paper Association. Learn more from the AF & PA website:
<http://www.afandpa.org/our-industry/fun-facts>.

Contact Us

For more information, please visit our website at www.prt.com.

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