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FROM MIKE & SAM

2016 is well under way now and our team is geared-up for another exciting year. We hope you are too. Looking back over our first year as a merged company, we have to say that considering everything that comes along with transition - it has been a great success. As Sam and I anticipated, we've had some growing pains, but we agree that a merger is much like a marriage: once you tie the knot you begin to understand who you married. Gratefully, having been friends for more than 40 years, we already had a good understanding of what each of us would bring to the table and neither of us has been disappointed.



The last year has included expansion with the addition of new team members (highlighted in this newsletter below) and the decision to relocate the Shreveport office to provide additional space for our growing staff of professionals. Other updates have included technological advances. One in particular that benefits our services to you has been the process of entering all of the timberland properties we manage in a Global Information Database called Integrated Forest Management Systems or IFMS. This will allow us to better monitor and manage your timberland resources.

We're very excited to inform you of our new and improved website at www.birdandcrawford.com. We encourage you to be sure and take a look at our [team page](#) to get more acquainted with the dedicated foresters who work tirelessly on each landowner's behalf. On the home page, you'll also see at the bottom of the page a graphic that illustrates how Bird & Crawford Forestry is part of the multi-dimensional natural resource firm called Advanced Ecology, LTD (AEL).

We wanted to take a moment and explain the value of being an instrumental arm in the family of companies that comprise Advanced Ecology. With 35 years of combined land management and forestry experience, AEL was born out of the vision of creating complementary businesses that would assist in building stronger outcomes for forestland management services. Formed in 1994, AEL was initially formed to bridge the gap between natural resource management and environmental regulation. Since that time, the umbrella has grown to include a handful of companies that play pivotal roles in offering a total land solution. Overall, what it means for you, the landowner, is that we have in one place all the resources you need to handle every aspect of land management from forestry services and environmental credits, to tree seedlings vegetation management and land brokerage. This eliminates the hassle of working with multiple entities and ensures you get all your land needs met easily and seamlessly.

In the subsequent quarterly newsletters this year, we will spotlight each company in the AEL umbrella to help acquaint you with the services offered. In this issue below, you'll find out more about our professional reforestation and forestry vegetation management company, Silva-Tech South, Ltd. Please know that we strive always to work in concert with you to ensure all your land management needs are met. We are happy to re-evaluate and implement any of the services offered by AEL. At the heart of AEL is a dedicated team of foresters, biologists, wildlife experts and ecological specialists who are eager to help you. Give us a call or drop us a line and let's talk more today about what we can do for you!

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In 1987 Arsenal Applicators Concentrate (Arsenal), a selective herbicide, was introduced to the forestry market. Arsenal revolutionized the silvicultural management of loblolly pine in southern forests. In 1989, Silva-Tech South, Ltd. (STS) began as a ground herbicide application business to service our clients and other forest landowners. At the time, helicopter application was limited and it was difficult to find aerial application for small landowners. STS filled this gap in available application.

During the past 25 years, many technological changes have made aerial application more available and some of the responsibilities of STS have evolved with the times. Today, STS still applies herbicide on the ground for sensitive or problematic tracts while managing the aerial applications of herbicide and reforestation projects for BCF clients. These herbicides are applied during the growing season, April thru November.

December thru March, STS is responsible for reforestation and tree planting activities for all BCF clients and other landowners. STS takes pride in going the extra to provide the best seedling care and tree planting available in the south. For reforestation, STS uses genetically improved seedlings for each site, and transports seedlings for planting in a refrigerated van keeping the seedlings dormant until the day the trees are planted. As an added measure, STS has a planting inspector on site during the planting process inspecting hand planters to ensure proper spacing, seedling care and planting technique.

These practices ensure better seedling survival and a much higher success rate for our clients. We know that no one can protect a reforestation investment from drought or other weather related damage, but we can prevent careless mistakes to avoid planting failures.

Since inception, STS has applied herbicide to well over 200,000 acres of forestland in Louisiana, Texas, Arkansas, and Oklahoma, and has planted more than 75 million seedlings on 130,000+ acres of land. STS owns and maintains the equipment, insurance and professional licenses needed to operate in each of these states.

TAX TIPS

As you prepare for tax season, you may find the tips provided by the United States Department of Agriculture to be helpful. Go to <http://www.fs.fed.us/spf/coop/library/taxtips2015.pdf> to find a concise two page article on tax tips for forest landowners for the 2015 Tax Year.

Sam Crawford was recently featured in a KTRE Channel 9 newscast discussing this subject. Click [here](#) for the full story on the East Texas timber industry.

TEAM MEMBER UPDATES

We are excited to introduce you to four new talents that have enhanced our team. They include:



JERE SNELL

Jere joined us in March 2015 and his primary responsibility is oversight of harvesting of our client's active timber sales. Jere offices in Center, Texas and is responsible for oversight and harvesting inspections in Texas and Western Louisiana.



DON RUSSELL

Don joined us in April 2015 as a management forester for the Shreveport office. He works primarily in Louisiana and Arkansas with responsibilities for forest inventories, management plan preparation, timber sales, and special projects such as coordinating silviculture activities with Silva-Tech South Ltd. (an AEL affiliated company) and other contractors.



ROBERT OGLE

Robert came to our team in August 2015 from Weyerhaeuser Company where he was responsible for executing silvicultural strategies for the North Louisiana Region. Robert offices in Shreveport and serves as our Louisiana Region Manager/Forester working alongside Texas Region Forestry Operations Manager, Chris Adams. He assists Chris with day-to-day activities for our Louisiana and Arkansas forestry clients.



LEON ALDRIDGE

Leon was named marketing director on January 1 after assisting with the company's marketing programs as a consultant during the fall of 2015. Leon comes to the position with a diverse background in marketing, media and communication with more than 20 years in the print media publishing arena, and more recently 14 years as director of marketing for an international manufacturing company. He is based in our Center office.

Many of you have recently been contacted by Micah Youngblood or Carol Cunningham and asked to confirm your address, phone numbers and email addresses as we are trying to update all of our files. If Micah or Carol has not spoken to you please give Micah a call and help her fill in any information we don't have. You can reach Micah at (936) 598-3053 Ext. 11.

STAY
IN THE
KNOW