

**Davis Forestry Products, Inc.
Po Box 189
Danforth, ME 04424**

**LD1313 Sales Tax Exemption & Refunds / Public hearing Wednesday, April 9th at
1:00 PM**

Davis Forestry Products, Inc. of Weston, Maine incorporated 1994. We have endured the ebb and flow of the logging industry throughout the years and have seen many changes in markets and technology.

There are a few things that our company can change to try to stay in control of our future but there is an overwhelming number of variables that we cannot. Mill closures, markets declining, environment, inflation to name a few.

Over the past several years we have seen a huge decline in owner/operator subcontractors for hire. For a small crew to withstand the volatile markets of insurance, labor and fuel is nearly impossible. In turn, our company has had to fill the gaps. We have found that only massive volumes can sustain razor-thin margins. We are having to deliver our lumber further, wearing our trucks out and increasing labor cost. Our season last year produced more volume than the year prior, but had an overall bottom line of less income. Are we working just for the sake of working?

Our bottom line is drastically and directly affected by the increasing amounts of taxes, labor, maintenance and updating of our fleet. This in addition to having inflation at an all-time high, and revenue rates continually moving downward.

The exemption that is being reviewed today would be a savior to many struggling contractors including us. Retaining sales tax to invest in our future here in Maine would be a tremendous benefit. Davis Forestry Products, Inc. is in favor of bill LD1313

