

Augusta Marriott  
at the Convention Center  
2 10<sup>th</sup> Street  
Augusta  
GA, 30901



August 9<sup>th</sup>  
2024

# LOGGERS TECHNOLOGY SUMMIT



*Swamp Fox*  
AGENCY

BROUGHT TO YOU BY SWAMP FOX AGENCY

# AGENDA AT A GLANCE

**Registration and Breakfast begin at 8:00AM, Friday the 9th of August.**  
The *Lamar Room* at the Augusta Marriott at the Convention Center

## **DUSTIN MORAN**

Swamp Fox Agency - Introduction

## **JONATHAN STURGILL**

Western Star / Detroit

## **RICHARD BISHOP**

Bishop Consulting - Autonomous Trucking

## **TODD MARTIN**

Southern Loggers Cooperative

## **ED BRUSER**

Bendix

## **JACOB GAYLE**

XACTT

## **ALEX DWYER**

Samsara

- LUNCH -

## **BRANDON WISENALL**

Pitts Trailers

## **BOBBY FRANK**

ResourceWise

## **BLAIR CASH**

Moseley Marcinak Law Group - Tort Specialist

## **RICK QUAGLIAROLI**

Forestry Insurance Company of the Southeast



# A Message From Swamp Fox Agency



We are thrilled to welcome you to this year's Annual Loggers Technology Summit. This event was established to advance the logging and trucking industry by showcasing the latest innovations and facilitating discussions on future growth, sustainability, and efficiency.

This summit has quickly become a cornerstone event, and this year we are proud to present a lineup of distinguished speakers from varied industry backgrounds. Their knowledge will offer valuable perspectives on the future trajectory of the industry and present effective strategies and products to improve your operations.



Following the success of our inaugural summit in 2023, we are excited to make this year's summit even more impactful, setting the stage for continued growth and innovation in the years ahead. This summit is an opportunity to learn, share, and connect with peers and leaders who are equally committed to advancing our industry.



At Swamp Fox Agency, we are dedicated to contributing to the sustainability, safety, and efficiency of the industry. By staying at the forefront of the innovations shaping our industry, we aim to provide meaningful contributions that enhance practices and empower our community to thrive in an evolving landscape.

We hope this summit serves as a powerful platform for you to strengthen existing relationships and build new connections with fellow industry peers who share our collective goals. Here's to a productive and inspiring summit!



# Our Speakers

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## Scott Dane

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### AMERICAN LOGGERS COUNCIL

Scott Dane has been the Executive Director of the American Loggers Council for the past 3 years. Prior to that he successfully led the Associated Contract Loggers & Truckers of Minnesota as the Executive Director for 17 years. But his education and training was not in timber or forestry, it was through the Great Lakes Maritime Academy where he graduated as an Engineering Officer, after which he “sailed” on ships around the world for 15 years. He has enjoyed a successful second career that he attributes to the leadership lessons he learned as a Merchant Marine Officer. He has applied those skills and characteristics to his work representing the timber industry as an outspoken advocate, relentless defender, and strong promoter of the American Timber Industry. As a result, the American Loggers Council has become recognized as the Voice of Professional Loggers across the country, representing members in 44 states. When not traveling and representing loggers, Scott resides in Minnesota with his wife of 35 years, Melody, and enjoys his children and grandchildren.



## Jacob Gayle

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### XACTT

Jacob Gayle spent over eight years working at Pitts Trailers, where he gained extensive experience in the logging industry. During his time there, he developed a deep understanding of the industry’s operations and the needs of loggers. In October 2023, Jacob co-founded XACTT, LLC with the aim of introducing innovative products to the market that enhance safety and efficiency for logging crews. Jacob holds a Bachelor’s degree in Biomedical Sciences from Auburn University.



## Brandon Wisenall

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### PITTS TRAILERS

Brandon Wisenall is a Territory Manager at Pitts Trailers, where he has worked for the past five years supporting the growth of the forestry market. This position has afforded him the opportunity to travel across the east coast, getting in the woods and assisting operators to maximize the use of Pitt trailers to their fullest potential. He takes joy in watching the operators harvest an area with the efficiency of other machinery. Prior to this role, Brandon worked as a fork lift operator at a lumber yard. His hobbies include fishing, hunting and driving anything that burns gas and goes fast.



# Jonathan Sturgill

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## WESTERN STAR / DETROIT

Jonathan is a Field Sales Engineer at Detroit, a premier Daimler Truck North America brand known for its diesel and electric powertrains, safety features, and connectivity solutions for commercial vehicles. Detroit offers the industry's most advanced engines, automated manual transmissions, axles, and safety offerings, addressing the needs of valued partners. Jonathan oversees 15 dealer locations in Georgia and Alabama under the Freightliner and Western Star umbrella. With nearly a decade of industry experience, he is a technical expert on all things Detroit, responsible for keeping dealers informed about products, training, and ensuring customer satisfaction. Passionate about being a voice for the customer, Jonathan is always eager to listen and provide growth opportunities, striving to best serve his customers' needs for success.



# Alex Dwyer

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## SAMSARA

Alex Dwyer was born and raised in Peachtree City, GA, a unique community where he spent his childhood taking a golf cart to high school. After 28 years in Georgia, in June he moved to Austin, TX. Alex earned his marketing degree from Georgia College in Milledgeville, GA, and worked as a dockhand at Sinclair Marina. Post-college, he became a freight broker for Nolan Transportation in Alpharetta, GA, where he developed a strong passion for logistics and trucks, specializing in open deck freight. For the past three years, Alex has been selling Samsara, continuing his work with transportation companies and other blue-collar industries. In his free time, he enjoys participating in bowling, disc golf, and softball leagues, even while battling the Texas heat.



# Blair Cash

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## MOSELEY MARCINAK LAW GROUP

Blair Cash specializes in commercial vehicle and motor carrier liability, handling cases from accident litigation to complex wrongful death suits. He represents clients in all phases of litigation in Georgia state and federal courts. Blair is actively involved in the Trucking Industry Defense Association (TIDA), Georgia Motor Trucking Association (GMTA), and Georgia Defense Lawyers Association (GDLA), serving on the GMTA Board of Directors. He has been published in the DRI Trucking Law Committee's Newsletter, "In Transit," and has delivered numerous CLE presentations on topics such as Uninsured/Underinsured Motorist Law, Ethics in Claims Handling, and Bad Faith Claims. Blair has been named to the Georgia Rising Stars® list from 2018 to 2024, an honor given to the top 2.5 percent of attorneys under 40 or practicing for less than 10 years. He and his wife Amanda live in Marietta, Georgia, with their four children and are active members of Roswell Presbyterian Church.



# Bobby Frank

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## RESOURCEWISE

Currently serving as North America Sales Manager for ResourceWise, Bobby is dedicated to helping clients mitigate risks and optimize project outcomes in pulp & paper, forest products, biofuel, and bioenergy sectors. His prior experience in timber management and project-based industry contract work, in combination with his bio-industry expertise, bolsters his ability to identify and drive success through innovative solutions and client focused strategies. He holds an advanced business degree from The University of Tampa and a degree in Natural Resource Management and Forestry from Abraham Baldwin Agricultural College.



# Richard Bishop

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## BISHOP CONSULTING

Richard Bishop, Principal, Bishop Consulting, has over 30 years of experience in the domain of intelligent, connected, and automated vehicles and how these interact with our transportation system and society, including automated cars, trucks, and robotaxis. He provides strategic consulting to automotive manufacturers, suppliers, and tech firms, as well as advising federal and state government agencies in the U.S. and abroad. He led Team Lux in the DARPA Urban Challenge and since then has “surfed the wave” of AV development, working with a wide array of Automated Driving System developers. In addition to publishing articles regularly on Forbes.com, Mr. Bishop provides Automated Driving Industry Trends Reports covering ADAS in passenger cars as well as fully automated robotaxis and trucks (available at [www.richardbishopconsulting.com](http://www.richardbishopconsulting.com)). Prior to establishing Bishop Consulting in 1997, Mr. Bishop was Program Manager for Vehicle-Highway Automation at the USDOT Federal Highway Administration.



# Ed Bruser

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## BENDIX

Ed Bruser brings 45 years of industry experience, beginning his career as a mechanic before moving into tool and equipment sales. He spent six years as a factory trainer for OTC Company. Ed then bought into Otts Friction Co., a truck parts and friction relining business, which he ran for twelve years. For the past 15 years, he has been a factory representative and trainer for Bendix.



# Guests

## Todd Martin

### SOUTHERN LOGGERS COOPERATIVE

Todd came on to lead the Southern Loggers Cooperative team in 2012, where he is now the President and CEO. His background includes 25+ years of business experience specifically suited to our industry. He has worked in many facets of forest management, operations, trucking and sales industries.



## Chad Norris

### FOURSTAR FREIGHTLINER

Chad Norris is a Sales and Leasing Consultant at Fourstar Freightliner Inc where he has called home since 2018. Chad was born in Selma, AL where his grandfather and father were both loggers. In 1996 Chad changed directions and entered the trucking industry for 22 years. Since joining the team at Fourstar, Chad covers Central Alabama and West Georgia with Freightliner and Western Star Truck brands. Chad is an avid outdoorsman and is passionate about giving back to wildlife with the hope that it stays for many generations to come.



## Jay Morrison

### FOURSTAR FREIGHTLINER

Jay is the New Truck Sales Manager at Four Star Freightliner, where he has worked since 2012. A third-generation trucking professional, Jay began his sales career in 1999. His grandfather drove trucks for the Army, and his father works in the logging industry. Although Jay has numerous individual awards, he is dedicated to developing his team and takes pride in their achievements, with two members becoming Star Performers for Western Star Trucks in 2021. He leads a team of 20, managing nearly \$200 million in annual sales. Jay is married to Fran, has two children, and enjoys bowhunting, fishing, and all things ducks.





# Meet Our Team



## ***Rick Quagliaroli***

Rick Quagliaroli began his insurance career at Hartford Insurance in Houston, TX. As President of Hartford Commercial Insurance Company from 1998 to 2001, he managed a \$4.2 billion revenue business with 3,500 employees in the US and Canada, enhancing profitability through strategic positioning.

In 2002, Rick founded Strongwood Insurance Holdings, and as Chairman, President, and CEO, he oversaw Sequoia Insurance and Strongwood Distribution.

Since 2013, Rick has owned Swamp Fox Agency in Moncks Corner, SC, specializing in the forestry industry. Under his leadership, the agency, endorsed by the South Carolina Timber Producers Association, has expanded its services, including loss control and managing the only logger-owned captive insurance carrier in the US, Forestry Insurance Company of the SouthEast, serving clients across the southeastern states.



## ***Jeremy Barclay***

Jeremy Barclay is a dedicated professional with extensive experience in the insurance industry. He is driven by a passion for helping clients preserve their entrepreneurial legacies, particularly in the generationally significant forest products sector. Currently, Jeremy works as the Vice President of Sales at the Swamp Fox Agency, implementing risk management strategies and securing optimal insurance policies for clients. Previously, Jeremy managed the engine remanufacturing process as the General Manager at Capital

Reman, showcasing his leadership and operational skills. He holds a certificate in Leading with Finance from Harvard Business School Online and achieved academic and athletic honors at Lamar Community College. Beyond his professional pursuits, Jeremy is a “semi-professional” race car driver and owner of Barclay & Barclay Racing, consistently performing at a high level in various racing series.



## ***Tyler Harris***

Tyler Harris grew up immersed in the log trucking industry, with his father, Tracy, owning and operating Mac 44 Forestry, which manages a fleet of 50+ log trucks. Tyler pursued higher education at the University of Central Florida and the University of Rhode Island, where he earned his MBA. He has been with the Swamp Fox Agency for the past six years. Tyler’s favorite aspect of working with Swamp Fox is the opportunity to meet clients and develop lasting relationships.

# Meet Our Team



## **David Hayes**

David Hayes has been a part of the forestry industry since 1979, when he and a friend transitioned from banking to the equipment sales business. In 1992, he purchased Swamp Fox Agency, which he later sold to the current owner in 2013. With 45 years of experience in the industry, David's favorite aspect remains engaging with fellow professionals in the forestry business.



## **Jerome Bryant**

Jerome Bryant has over 15 years of experience in the trucking industry, having worked at UPS where he rose to position of manager. In 2021 he transitioned to the insurance sector, where he brings his vast trucking experience to his clients. Jerome holds a degree in political science from Presbyterian College, earned in 2003. An avid sports enthusiast, he enjoys playing many various sports and serves as the director of Summerville Green Wave Athletics. Born and raised in Summerville, Jerome is a proud father of three children.



## **Todd Hutson**

With 25 years of expertise in import and export logistics, Todd offers a comprehensive understanding of overseeing shipping operations. Currently, he is a producer at Swamp Fox Agency, excelling in client relations and ensuring they receive cost-effective coverage solutions. A native of South Carolina, Todd has a strong educational background, having attended The Citadel, College of Charleston, and the University of South Carolina. Outside of work, he is passionate about hunting and fishing.



## **Chris Lands**

Raised on his family's 500-acre potato farm in Hastings, FL, Chris graduated from the University of Florida in 1997 with a Bachelor's Degree in Agricultural Operations Management. Before becoming an insurance agent, Chris owned and operated his own site preparation business for several years. Chris has been an insurance agent with Bates Hewett & Floyd for 16 years, specializing in the timber and agricultural industries. His favorite part of working with clients is interacting with outstanding business owners, learning from them, and helping them overcome challenges as business owners. He enjoys hunting, fishing, and spending time with his family.



# OTHER INFORMATION

## About Augusta

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Welcome to Augusta, Georgia, a city with rich history and Southern charm. Founded in 1736, Augusta sits along the Savannah River and is known for its beautiful gardens and historic architecture. Home to the prestigious Masters Golf Tournament, Augusta also boasts Augusta University and Fort Gordon. With over 200,000 residents, the city offers a blend of cultural attractions, including arts festivals and scenic river views, making it an inviting destination for visitors and residents alike.

Scan the QR code for information on things to do in Augusta!



## Continuing Education Credits

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Georgia attendees will be eligible to receive 5.0 Category B CLE Contact Hour Credits for the Georgia Master Timber Harvester Certification.

South Carolina attendees will be eligible to receive CFE Credit for the SAF, with 1.0 Hours for Category 1 and 4.5 Hours for Category 2.

If you are eligible and would like to receive your credits please ensure you have filled out the necessary paperwork with a member of our team.

## "Housekeeping"

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Hotel check-out is by 12pm. If you would like to store your luggage, please bring it with you to registration in the morning and a member of our team will store it for you.

*Thank you for coming,  
Now let's all make it home for supper.*



# THE SWAMP FOX HISTORY

Swamp Fox Agency carries on the tradition of its namesake, Francis Marion the “Swamp Fox”, to be relevant to today’s times. In his time where the worlds dominate economy and the military attempted to maintain the status quo, the Swamp Fox held the world’s greatest general, Cornwallis, tied down in the South. Unable to unite with the northern British army, Cornwallis ended up in Yorktown. Francis Marion with a small group of local patriots held the mighty at bay and changed the world. The Swamp Fox lived and fought in Berkeley County, South Carolina, the home of Swamp Fox Insurance Agency.

Today the Swamp Fox Agency is fighting to bring services to its clients that will enable them to achieve a new level of fleet management freedom. Today the Swamp Fox provides clients access to tailored insurance programs with fleet safety services not provided by the largest insurance markets in the United States.

Swamp Fox Agency was formed in 1986 to provide property and casualty insurance to the logging industry. The Agency became a leading provider of insurance products to loggers. The specialized knowledge enabled the Agency a decade later to become a Lloyds Coverholder. As a Coverholder the Agency commenced its first underwriting responsibilities.

The initial services were provided to loggers in South Carolina. The sales operations expanded in 2013 to Georgia. In 2014 Alirics General Insurance Agency was formed to provide loss control fleet management services. Alirics provides driver training and monitoring services that are designed to assist clients achieve safer more profitable operations. Recognition of the value of offering fleet management services lead a group of loggers to request Swamp Fox Agency to assist in forming a captive insurance company the loggers had direct ownership. Forestry Insurance Company of the SouthEast (FICoSE) commenced operations in 2017 and has grown from an idea to 60 investor/insureds located in South Carolina, Georgia, Alabama, and Florida.

Alirics expanded as a wholesale insurance agency operating in five states in 2018 and launched a direct underwriting program targeting the logging industry. Alirics provides third party agents with the same logger specific products and services that are available to the sales executives of Swamp Fox.

The operations have expanded but the mission remains the same. Stay focused on providing services to our logger clients that utilize the latest in technology and knowledge of the industry that assists them to improve their operations.

