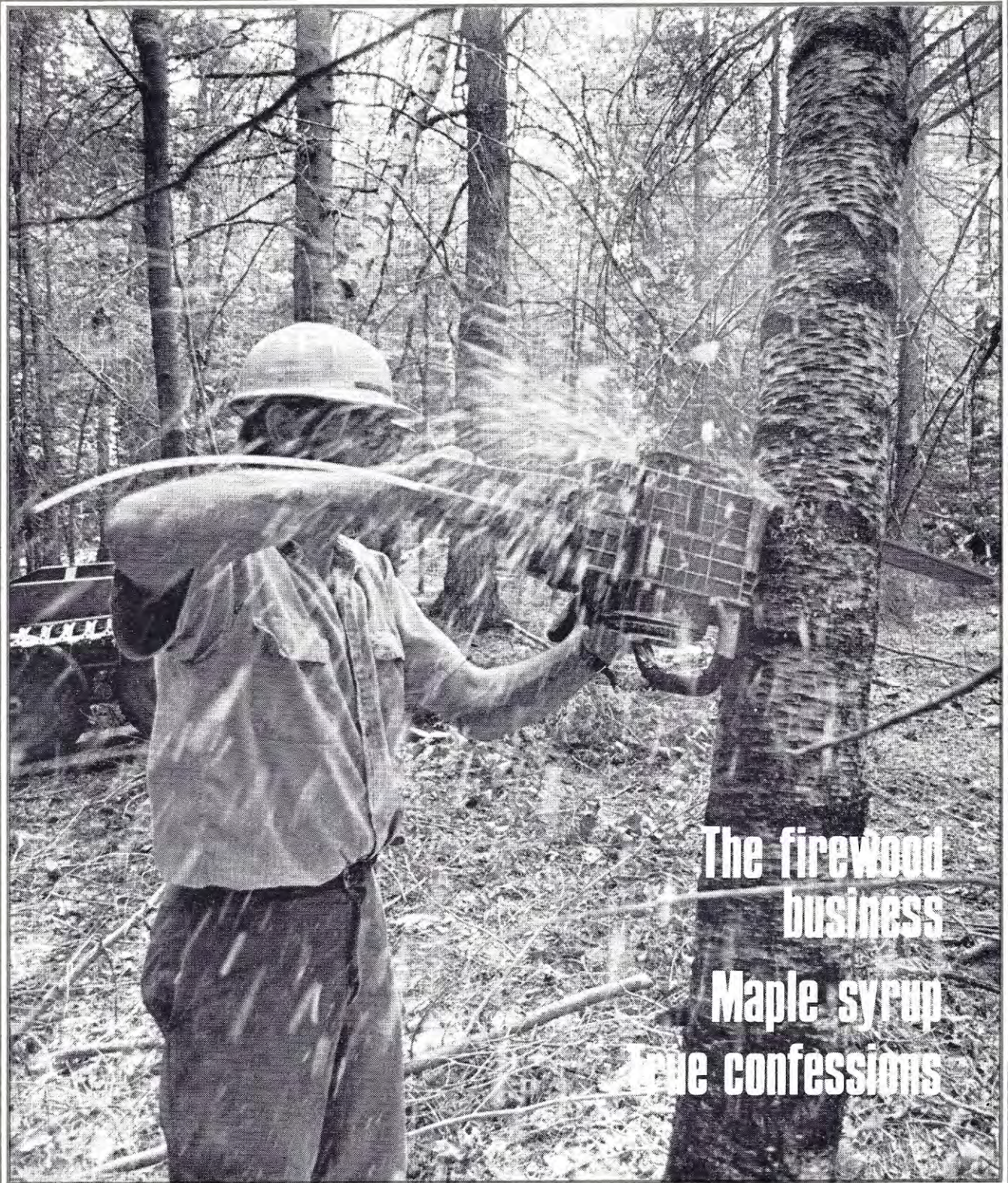


New York

# Forest Owner

A PUBLICATION OF THE NEW YORK FOREST OWNERS ASSOCIATION

Sept./Oct. 1986



**The firewood  
business**

**Maple syrup**

**True confessions**



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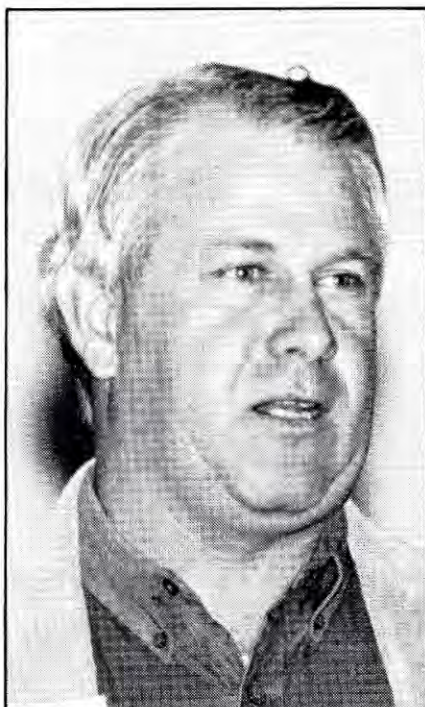
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# AN OPEN LETTER

... to tree farmers, forest owners and enthusiasts



The magazine you hold in your hand is my invitation to New York State's certified Tree Farmers and American Forestry Association members to join the New York Forest Owners Association. The American Tree Farm System and the American Forestry Association share the New York Forest Owners Association's keen desire to improve the lot

Materials submitted for publication should be addressed to: Editor, *N.Y. Forest Owner*, 710 West Clinton Street, Ithaca, New York 14850. Unsolicited articles, artwork, and photos are invited and are normally returned after use. The deadline for submission is 60 days prior to publication date. Published January, March, May, July, September, and November.

Please address all membership and change of address requests to Executive Secretary.

of the forest owner, to make forest ownership more enjoyable and more profitable. Both organizations have welcomed our sharing of our *New York Forest Owner* magazine with its members.

Ever since Svend Heiberg and his group of followers started the New York Forest Owners Association in 1964, forestland owners and enthusiasts in New York State have been working together to improve their woodlots and the profitability of woodlot management.

Heiberg knew well what forest owner associations in his native Denmark were doing to bring greater profits and enjoyment to woodland enthusiasts. Professor Heiberg has passed away, but his dream lives on for more than 1,000 members of the New York State Forest Owners Association. Local chapters are springing up across the state.

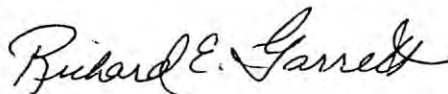
It's an idea whose time has come.

As State University of New York College of Environmental Science and Forestry President Ross Whaley recently put it, "The forest resource of New York State is growing in importance every day."

The New York Forest Owners Association is part of that growth. By joining NYFOA, woodland owners can learn how to manage their treasured woodlots and their limited time. They find out how to rely on consulting foresters, loggers, and one another. They draw inspiration from other forest owners. The association instructs, encourages, stimulates debate, guards forest-owner interests, and shares the joy of forest ownership.

Won't you join us? Please ... send in your membership application today.

Sincerely,



Richard Garrett  
President

## IT IS NOT ENOUGH TO OWN A FOREST



The challenge is to nurture it, to fulfill a destiny of beauty, productivity, and family pride ... while turning enough dollars over to hang on to it. But how?

There are no easy answers, only ideas to ponder by the woodstove. That's what NYFOA is all about: ideas, family pride in forest management, and sharing of dreams.

Through regular issues of *N.Y. Forest Owner* magazine, frequent seminars and woodswalks in one another's woodlots, and extended tours to extend the fellowship and learning in foreign lands, members of the New York Forest Owners Association are growing as surely as the trees in their woodlots.

## Join!

Check your preferred membership option:

- Regular - \$10
- Family - \$15
- Contributing - \$16-\$99
- Supporting - over \$100

Send checks payable to:  
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P.O. Box 123  
Boonville, NY 13309

Yes, I'd like to join the New York Forest Owners Association and get more out of my woodlands.

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Phone \_\_\_\_\_  
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City \_\_\_\_\_  
State/Zip \_\_\_\_\_

## SURPRISE, SURPRISE

The May/June issue surprised me twice. The first was pleasant. Format and articles are a big improvement. The second was in the article "Advice on Timber Sales." The section entitled "The DEC Forester" was woefully incomplete and a bit snide. You did our foresters and readers a large disservice by implying that [DEC forester] Dave Smith's comments on the Cooperating Timber Harvester Program represents DEC's service forestry programs. True, we have restricted our marking service to 25 acres of sawtimber, 75 acres of roundwood per landowner per year. One reason is the emergence of a vibrant consultant forester industry. If the private sector can provide a service, government should back off. Second, in a state with 15.4 million acres of commercial forestland and more than 500,000 owners, the potential benefits that good forest management can provide are enormous. Reaching and motivating private woodland owners is the key. Our foresters have changed to more effectively educate private forest owners ...

We do not spray as much paint [on trees] as before. We offer free, unbiased management advice and encouragement.

-Tom Wolfe  
Senior Forester  
New York DEC



## MAPLE OUTPUT OFF

New York's 1986 maple syrup production of 262,000 gallons made this a poor maple syrup season for most New York producers. This year's production is 7 percent less than in 1985 and 21 percent below 1984, but 11 percent above the 1983 crop, which was the second lowest on record. The value of this year's production, at nearly \$4.9 million was 10 percent below the \$5.4 million value for 1985.

The maple season was 25 days long, 8 days shorter than the average for the past 10 years. Sap sweetness equalled that of 1982, requiring an average of 39 gallons of sap to produce one gallon of syrup. Last year it took 44 gallons.

Production for New York and New England totaled 696,000, down 29 percent from the 984,000 gallons produced in 1985.

The season average price for retail and wholesale sales combined is \$21.90 per gallon in the region.

-Paula Bailey  
NY Crop Reporting Service  
Albany, NY

## MAY ISSUE

I was pleased with the coverage you gave to the annual meeting... This issue will help people understand our goals and what they might gain by joining the New York Forest Owners Association.

-Allen Horn  
Professor of Forestry  
Syracuse, NY

## TREATED WOOD

Although chromated copper arsenate is commonly used for picnic tables, wooden lawn furniture, or garden stakes, it poses no real harm to a person's health if properly used. Inasmuch as food does not usually come in direct contact with the surface of a picnic table, it should not be contaminated by it. CCA-treated wood should not be used to build a storage facility for food or animal feed unless it is lined with Formica or metal or properly sealed, nor should it be used where animals may lick or chew the wood.

-Gordon Nielsen  
Pesticide Coordinator  
University of Vermont  
(Continued on page 17)

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## WOODLOT CALENDAR

**September 12-13:** Fall meeting of NYFOA at Sardinia (Erie County), New York. Slide show, woodswalks, beaver dams, maple syrup operation, sawmill, etc. Call Ruth Thoden at 315-942-5112 for possible after-deadline registration.

**September 25:** Tioga County Chapter meeting, Tioga County Office Building. Topic: the economics of woodland ownership. Call 607-658-4520 evenings.

**September 27-October 15:** NYFOA tour to visit forest owners of New Zealand. Call 607-659-5275.

**October 4:** Woodswalks at the home and woodlots of NYFOA president Richard Garrett, Lafayette (Onondaga County). Call 315-696-8725.

**October 10-12:** Live F.E.E.D. (forestry equipment exhibition and demonstration), sponsored by the New York Timber Producers Association, was to have been held at Paul Smith's College. Due to liability insurance rules and expenses, the show has been canceled. Call Rhonda Vigus at 315-942-5503.

**October 26-29:** North American Maple Syrup Council annual session, Rutland, Vermont. Seminars, discussions, tours. Bridget Bowen, 802-773-3349.

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# the FIREWOOD BUSINESS



**A**MAZING, it is how some folks can go into the woods and blackflies will bite their faces to raw hamburger while others, like Henry McIntyre, can work there all day unbothered. So, too, with the firewood business. Some come out of the woods with bank accounts bitten bloody while others, a very few others, escape with hides intact, even making money.

"There's good money in the firewood business," says Henry McIntyre, of Willseyville, (Tioga County), New York, "not easy money or quick money, but good money."

(Henry McIntyre knows how to avoid blackflies, too. Just don't use soaps and shampoos with any fragrance to them. It seems you have to know what you are doing in the woods, whether it is dealing with firewood or blackflies.)

Henry had a fulltime, paycheck-drawing job in Ithaca, New York, and started cutting firewood on weekends. It wasn't long before he realized he was making more money on Saturdays and Sundays than he was Monday through Friday. He quickly saw that he had a good thing going.

"It was a big decision to go into this fulltime," he says. Now, he is glad he did it.

He sold 30 face cords that first, part-time year. The next year, he and his crew sold 300; and then in 1984, he sold 5,000 face cords. He expects to exceed that by a hefty margin in 1986.

Just in case you want to keep track, 5,000 face cords at \$35 apiece comes to \$175,000.

## Sharing the work

Twenty-five miles away in Groton lives Tiny Coit, Henry McIntyre's partner. Tiny was in the firewood business before striking up the partnership, as was Henry, and each brings his family's labor

resources to it. Tiny has three schoolboys, and Henry, another. Tiny's firewood business seemed to be busy in the summer, Henry's in the winter. Together, they are busy all the time.

Starting in 1985, Will Bradley entered the business as a sort of sales contractor. McIntyre, Coit, and crew locate the woodlots (frequently following leads supplied by Forecon, a forestry-management consulting company). They fell and skid the trees to a landing, and then cut them into chunks. Then, Bradley takes over. He and his helpers split, load, and deliver them.

## IT CAN by Alan Knight BE DONE

Bradley got into the firewood business by necessity. He says an Ithaca business he was operating was failing, draining his personal funds to the point where he had to generate money some other way. He started buying cordwood from Henry McIntyre and peddling it, two face cords at a time, out of his van.

He laughs at himself now, thinking back to the sight of him loading down a truck completely unsuited to the firewood business. It worked, though. He guesses it delivered 150 face cords before he traded up to a big, old Dodge.

At first, Bradley would pay for the wood outright. Pretty soon, he was getting some payment from McIntyre and Coit for making their deliveries. Then, in a third step in the evolution of the busi-

ness, Bradley took over all deliveries, paying the partnership (of which he is not a part) a wholesale price.

The arrangement calls for Bradley to actually take ownership of the wood at the point at which he begins working on it. The partners technically wholesale it to him at that point. Thus each is his own boss, concerned with his own aspect of the business. Henry McIntyre and Tiny Coit are able to concentrate on felling trees. Will Bradley is able to concentrate on transportation efficiency and marketing.

"I could do all right just by myself, cutting four or five face cords a day," says Henry McIntyre. He knows, though, he can be more productive in his cutting and Bradley more productive in selling. The arrangement also helps Henry McIntyre reach his goal of having a year's inventory seasoning in his yard and barn.

Having an independent sales agent frees him, too, of the constant worry about matching production to sales. He can cut all day long without having to run off with a delivery. If deliveries are off for a day or two, that's fine with him. He just stockpiles it for seasoning.

Will Bradley sees additional gain in stockpiling: seasonal balancing.

"When that first cold snap of the fall season hits," warns Bradley, "that telephone will be ringing off the wall. If we don't have a stockpile, we could easily lose 500 face cords in sales."

Will Bradley and Henry McIntyre are in complete agreement, too, when it comes to the matter of marketing. Even though Bradley is the one actually doing the marketing, McIntyre certainly thinks about it a lot. Both are proud of the direct-mail campaign they cooked up to 2,000 carefully cataloged previous contacts and another 1,000 rural box holders.

For the cheap cost of printing the order form and envelope, plus 8 cents spent per unit on postage, they feel it was money well spent. The 3,000 flyers returned net

sales of 200 face cords of wood, says McIntyre. (That's \$7,000, for you scorekeepers, and the mailing surely didn't cost much more than \$500.)

The latest mailing invited customers to order early and to take advantage of buying green wood at a discount. Henry McIntyre says that's the sort of thing that separates woodcutters from firewood businessmen.

"You'd be surprised how well people respond to this approach. They're genuinely glad we contacted them to remind them, or that we are able to head off the hassle of their slippery, muddy, winter driveways."

Between the two of them, Tiny Coit and Henry McIntyre have four road-worthy trucks, another stripped down one (not even any doors) for in-the-woods hauling, a crawler, a tractor-turned-skidder, a light splitter, a heavy four-way LaFont splitter, a hand-me-down screw-type splitter, seven chainsaws, and a telephone answering machine.

Will Bradley's inventory consists of a 1962 Ford dump truck, a 1964 GMC dump truck that he bought from Henry, and two card files.

"Those card files," says Will Bradley, "are the biggest asset we've got. Without those customer names, we couldn't hope to move this much wood."

The tractor is a "County" brand-name tractor. It's made in England and has big tires front and rear, like a log skidder. McIntyre bought it used in Pennsylvania.

"I was actually looking for a skidder," says McIntyre, "but they had this thing in the same lot for about half the price. It's got a 118-horse diesel engine. We put our own winch on it, and we've never found anything we couldn't pull out of the woods with it."

### Work management

One factor that seems to give Henry McIntyre and Tiny Coit an edge over less successful firewood businessmen is their approach to managing the moment-by-moment work. Henry has it worked out with his young helpers just how to anticipate his cutting. They work ahead of him, he says, lifting and propping downed trees so he can buzz them up without a moment's hesitation. If he gets bogged down, he says, he just turns to the next tree while they fix the one that he just left.

"We've usually got fifteen face cords cut up by eleven in the morning," he says with no braggadocio. Of course, in so saying he's failing to mention that his boys are in the woods by 5:30 a.m., but

that, too, is symbolic of the way these fellows attack the job.

He also separates pole-sized trees at the landing in the woods and takes them in long lengths to his old dairy barn. That's where he puts the crew to work when the mid-day August sun or rainstorms would stop most crews. They cut in the haymow and drop the chunks through the old trap door, where once hay bales would drop, down to a splitter operator and stacker. Firewood now reigns where once Holsteins were queen.

### Processing cost

As efficiency minded as these entrepreneurs are, they calculate they have eight dollars of processing invested in every face cord after buying it on the stump, although Will Bradley says it's even less as volume increases.

The partners pay their young workers either by the face cord, a sort of piece-work payment, or occasionally, a weekly salary.

The partners pay about 150 face cords a year for vehicle maintenance. Paul Hardesty runs a junk yard about a mile down the road. His shop serves as a motor pool, keeping the firewood vehicles

**"There's good money in the firewood business —not easy money or quick money, but good money."**

— Henry McIntyre

on the road, and Hardesty heats the big garages with the wood.

"We've blown a lot of tires, transmissions, and engines," says Will Bradley. "This firewood is about the heaviest thing you could carry. It's hard on a vehicle."

Henry McIntyre agrees, and adds that older vehicles seem somehow tougher, more able to handle the rough work, and they are cheaper.

### Reputable woodwork

Henry McIntyre thinks reputation is everything in the firewood business. He and Will Bradley are painstakingly precise about insuring that a 16-inch face cord is, indeed, 16 inches. If a customer calls to complain about being shorted, they say they will ask no questions and

simply make good on the claim.

Also part of that customer satisfaction package is a money-back guarantee. If the customer doesn't like the quality or species, McIntyre says, "We go pick it up and give him his money back or replace it."

It's the old "customer is always right" theory. They feel it is more important to maintain good will with that customer, and everybody he might ever talk to, than to insist upon being right.

Likewise, Henry McIntyre says he places high value on leaving a woodlot in good condition. He wants woodland owners to ask one another, "Say, who was that guy who did such a good job in your woods?"

### Opportunity

Will Bradley and Henry McIntyre agree that there is room in the woods for more businesslike firewood processors. Will figures there is a population of more than 60,000 people within an hour's truck haul from his base just south of



Ithaca and that perhaps three or four more serious operators could be supported without making much of a dent in their business, although he guesses 50 part-timers are doing business between Candor and Cortland.

The big, unanswered question for woodlot owners, for readers of *The Forest Owner*, is, "Is there any money in this?" Or, to put it more precisely, can an entrepreneur put groceries on the table by selling firewood?

Is it a correct observation that the McIntyre/Coit/Bradley firewood enterprise, turning out 15 to 18 cords a day, 6 days a week, 52 weeks a year, supports three families?

The answer comes from Will Bradley, a man himself forced into it by a business reversal: "Yes!" ■

# a VIEW FROM CANDOR



**I** CAN see a lot of the New York forest business from right here on my Candor hilltop. Down the valley towards Owego I can see just about where Stanley Winnick's pallet mill ought to be. Around the bend of the Catatunk from there is where Double Aught Lumber lives. Back up closer is the woodlot where Henry McIntyre and Tiny Coit are working up some firewood.

If I cut some cherry trees out of the hedgerow, I could probably see Paul Reed's mill, though he doesn't run much through it anymore. Now that he's retired, he concentrates on maple syrup.

All that from my window!

This morning I walked up the steep pasture past the oats Eric Halstead put on the hilltop, and through the woodlot where Stanley Winnick did such a neat logging job back in June. I had heard a chainsaw way up top, but it turned out to be over on the next hill.

Henry Huizinga was running one of the saws. Somebody had told me he was in the firewood business, so I had a good talk with him about it.

Henry is 27. His father, mother, brothers and sister run a dairy farm another mile over the hill, but Henry says, "I guess I had itchy feet. I left the farm and drove a fertilizer truck for Ward and Van Scoy for three years, and I worked in the California oil fields for two years. I sure found out there I wasn't a city boy!

"I like this, though. That's one reason I do it. It's paid fun."

"But why do *this*?" I asked him. "You could be milking cows."

"For one thing, this doesn't take the same commitment as dairy farming. Oh, sure, I'm committed when I'm working in the woods. I really bust my hump in there. But I can walk away from it for a day or forever. I've only got \$20,000 invested in this skidder and truck and splitter. I think I can get that out pretty easily.

I sure couldn't start dairy farming on that kind of money.

"I'm making more than a good living at it, but this isn't like farming, where you are building a lot of equity. I have to earn my pension as I go. I'd even say that there's a realistic chance of clearing \$40,000 to \$50,000 a year at it, although I'm sure not there yet."

by Alan Knight



**Henry Huizinga says he likes the independence of his firewood business and the contribution it can make to his local economy.**

We sat a minute, wiping the 95% humidity from our brows and watching Lynn Jensen — young, lean, and oblivious to ultraviolet rays — run the splitter at the back of the truck.

"What about the declining price of oil?" I asked. "What does that do to demand for your wood?"

"I don't really see much difference."

He sloshed water from a plastic milk jug down his dusty throat. "People have made an investment in their woodburn-

ing equipment just like I have in mine. The price of oil would have to go way down to force them to switch back."

I agreed. "I think most people would rather pay a local woodcutter than some Arab oil sheik."

"You know, that's another thing I like about this business. It's entirely local. The money stays here. It hires local people. I thought about that a lot when I was deciding to get into this."

I asked Henry if he thought it would pay a dairyman to buy a skidder and a dump truck and spend some time chain-sawing firewood.

"Couldn't he pick up some extra cash that way?"

"No." He didn't even hesitate.

"When I was just starting, back on the farm, my father said, sure, he could make some extra money doing this, but how many hundreds would he lose by not paying attention to dairying?"

I tried another tack.

"How about a dairyman buying the equipment and putting another man on the payroll to do the work? Wouldn't that pay?"

Henry wanted to be polite, to encourage my idea. I could see that, but still he had to say no.

"I started that way, using the farm tractor and a wagon. But I don't think that's the way for a farmer to go. He'd be better off just selling the stumpage for firewood or sawlogs."

Now I had him. "But I put an advertisement in the *Pennysaver* and tried to get somebody to buy some tops off my logging job. I didn't even get a nibble."

"Really?" asked Henry. "Where is it?"

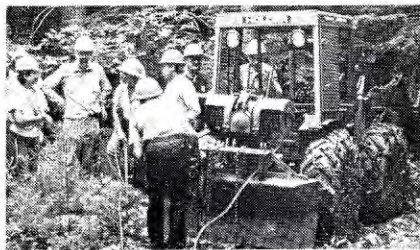
I drew a map in the powder-dry skid trail.

"That still doesn't solve the problem for others," I said, pressing my case for farmers to cut and sell their own firewood. "There's just not enough Henry Huizingas to go around."

Henry smiled. "That's O.K." ■



# WOODLOT EQUIPMENT REVIEW



The small size of the Holder mini-skidder becomes apparent when a crowd of Catskill Forestry Association members gather around for a look.

**D**id you hear the one about the “Adirondack log hauler?” It’s a healthy teenager with a pair of leather gloves!”

There are several improvements over an Adirondack log hauler these days. The Holder mini-skidder is one. It’s a European-made, four-wheel-drive, diesel-powered tractor, articulated in the middle. Articulated means the tractor’s frame bends at a middle pivot point when the tractor turns. Its narrow frame and great maneuverability make it well suited to hauling small timber out of the woods. It’s capable of skidding several small trees in a load, perhaps as much as a cord at a time. Two loggers from Doremus Forestry company who have used the machine say it is very good but somewhat subject to tipping on side slopes.

The Holder would appear to make a delightful gift for your favorite frustrated logger.

**T**he Moelven log cleaver is an ingenious device for processing firewood. With only two moving parts (the hydraulic piston that drives the cleaver and the valve for controlling the hydraulics), it appears to be a highly reliable and effective machine. It employs an innovative design that combines a sharpened cutting blade to which are attached two wedges, one on each side of the blade and positioned so that the firewood chunk is split as it is severed. A CFA member who owns one says he can process three face cords in an hour, single-handedly! And using only one-half gallon of diesel fuel.

by Doug Monteith\*

\*SUNY School of Forestry, Syracuse

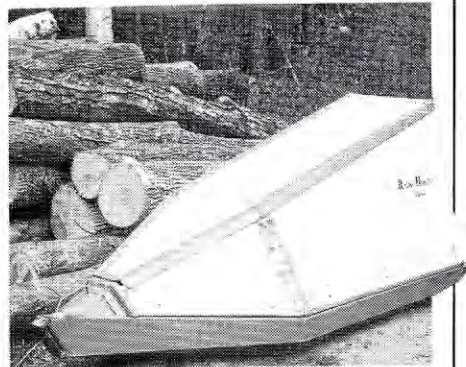
You may want to leave this article around for your spouse to use in developing a Christmas list. Equipment seen by Catskill Forestry Association (CFA) members at their recent annual meeting would make great . . . yes, expensive . . . gifts for the avid woodlot owner just dying to get out and do some serious harvesting.

—Doug Monteith

The Moelven runs off the pto of a farm tractor and was designed to be attached to the three point hitch and carried to the downed tree for in-the-woods processing. The design of the machine limits the size of the log that can be severed to about 13 by 15 inches, so the Moelven does not totally eliminate splitting by other means (the “Adirondack splitter?”).

For those with a large tractor available, the Moelven appears to be a safe and effective means for processing large volumes of small-sized firewood logs.

**The Moelven log splitter:** “Safe, effective for small-sized firewood.”

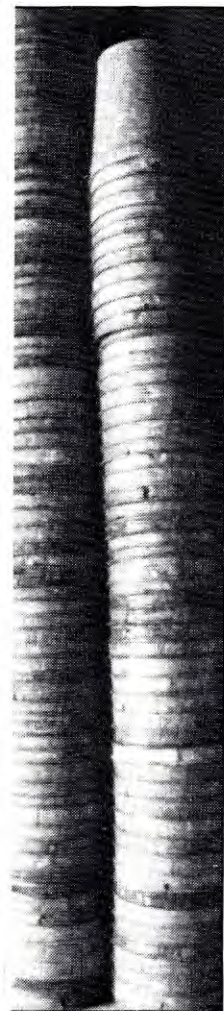


The Radio Horse: “In short, a great machine for the woodlot owner.”

**F**inally, a comment about my favorite “toy” of the season: the Radio Horse. It is most definitely not a toy! It is a serious, well-engineered machine for moving timber from the stump to a convenient spot for processing. The Radio Horse is a diesel-powered, cable-pulling machine that comes to the customer with accessories to facilitate the moving of small to medium-sized timber. What makes the Radio Horse fun is the radio transmitter on the user’s belt to control the machine. The operator attaches the grapple at the end of the 350 foot cable to the log, stands behind the log, presses the button, and walks behind the log as the Radio Horse quickly and effortlessly pulls the log to the pile.

The Radio Horse is capable of being fully-integrated into commercial logging operations. Its most intriguing application, however, is for the woodlot owner with large amounts of very small timber not of interest to commercial operators. This machine can efficiently and very safely remove such timber while inflicting extremely little damage to the trees left to grow. It is also ideal for that unroaded corner of the woodlot too steep for traditional removal methods. The Radio Horse can pull itself to the site, skid the trees off the slope, concentrate the timber at a convenient point, and then even pull the trees to the firewood pile. In short, this is a great machine!

Don’t forget to leave that Christmas list around for your loved ones to see. Happy firewood processing! ■



An old  
enterprise  
with new life

# MAPLE SYRUP

Although the nostalgia may attract tourist-type customers to the sugar house, it can be more expensive to start with buckets than with the more modern tubing.

**P**icture this: a farm business free of government control; product in short supply and long demand, with prices rising steadily. Better yet, the biggest input expenses (fuel and land) are declining in price and the raw materials grow wild right on the farm.

Maple syrup fits the picture, all right, a commodity older than the good ship Mayflower.

While 1986 may be the wrong year to be an Iowa corn farmer, it looks like a great year to be a Yankee maple syrup producer. I recently asked an experienced producer what it might cost a newcomer to get started. His answer says more about the thriftiness of the Yankee farmers who boil sap than it does about economic reality.

"It all depends," he said.

by Alan Knight

[Long pause]  
"Depends on what?"

[Another pause]

"Whether you buy second hand equipment, how big you want to start, and whether you use buckets or tubing."

"Under two thousand dollars?"

"Oh, I should say. Probably under a thousand."

Well, maybe you **could** start for less than a thousand dollars, if you are lucky enough to intercept long-forgotten equipment at a farm auction or in the old sugar house where Grandpa stores his stove wood now. And maybe you could start for less than two thousand dollars if you are willing to begin your sugaring career with 100 taps. On par, though, 100 taps would yield no more than \$625 gross income, a bit more if sold in quarts and pints instead of gallons. But, yes; a couple thousand dollars would do it.

Flatlander (anybody not native born), Vermont essayist Noel Perrin brags playfully in his fun little book, *Amateur*

*Sugar Maker*, that he scrounged his way into business with 52 buckets for \$501.03, and that included building the sugar house. But that was 10 years ago; and, as he says, "When you're producing a sacred article, you don't have to maximize your cash return."

Paul Percy guesses it would cost \$10,000 to launch a serious maple enterprise. He ought to know. His 25,000 taps at Stowe, Vermont, make him one of the biggest, perhaps **the** biggest, producer of maple sap in Vermont.

## Make a dollar

Paul Percy is your typical taciturn, frugal-living, two-day-bearded, double-flannel-shirted, Vermont Yankee dairyman. That is, except for the five dairy farms he operates, except for the dairy-factory condenser and steam boiler he do-it-yourselfed into his sugar house, except for the tens of thousands of dollars of granulated maple sugar he and partner David Marvin manufacture

## WHAT WOULD IT COST TO START?

*New York Forest Owner* did what any farmer would do and went shopping for prices. We went looking for a proper but bare-bones set-up that would handle 1,000 taps . . . not huge, but not a hobby, either. David Buttolph, of Small Brothers USA, Inc., a major supplier of maple sugaring equipment in Swanton, Vermont, provided this list:

Evaporator to handle 1,000 taps .....	\$3,610.00
Bricks, refractory cement, and labor .....	200.00
Filter tank .....	175.00
Two extra filters .....	17.10
Orlon strainers and paper bags .....	30.00
1,375 gallon storage tank .....	580.00
Two hydrometers .....	17.00
Hydrometer cup .....	9.60
Cans for sale of syrup	
125 gallon cans .....	185.00
60 half-gallon cans .....	82.20
65 quart cans .....	66.30
1,000 spouts and tee fittings .....	320.00
20,000 feet (40 boxes) tubing .....	1,200.00
100 connectors @ 6¢ .....	6.00
3,000 feet of mainline, black plastic .....	330.00
Cable to support mainline .....	60.00
One roll twist ties .....	30.00
Twist tie tool .....	5.00
50 double manifold "breaks" into mainline .....	75.00
Sight level for tubing .....	23.00
Hole cutter to seat fittings in tubing .....	9.50
Ten mainline plugs .....	4.50
Miscellaneous plumbing fixtures .....	200.00
<b>Total</b> .....	<b>\$7,235.20</b>

Starting with buckets and covers purchased at \$2.50 apiece would cost about \$500 more than a tubing set-up, and would take a lot more labor.

All things running on par, this outfit would burn up 10 cords of wood, Buttolph says, to produce 250 gallons of syrup. At \$25 a gallon income, you'd gross \$6,250, not quite paying for the equipment the first year.



Paul Percy's 25,000 taps at Stowe, Vermont, make him one of the biggest, perhaps the biggest, producer of maple sap in Vermont.

(through a process they developed themselves in conjunction with the University of Massachusetts Food Science Department), except for the \$200,000-a-year sales in maple products, except for the two condominiums he's had built in this ski town, and except for his crisp, new, well-used computerized office that

gives him detailed information and up-to-the-minute accounting for his many businesses.

Says Percy: "No doubt about it. You can make a dollar sugarin'."

What kind of dollars? According to John Adams, of Greene, New York, "Price does not seem to be a deterrent."

Adams is one of New York State's leading maple syrup buyers and materials suppliers. He says that per-gallon prices seemed to range from \$20 to \$24.

"My wholesale customers are now retailing it for \$26, and state officials are predicting that for an average price next year," says Adams. "Pints and quarts are the biggest sellers. I'm now offering this new can, shaped like a cabin. It holds a half liter and sells for \$5.50. It sells well at Christmas as a gift item."

Cornell Cooperative Extension maple specialist Lewis Staats says that one of the most common telephone calls he has received this year has been, "Where can I buy some syrup?"

There just isn't much to be had, largely because of brisk sales to the Sunbelt. Staats says the New York State Department of Agriculture and Markets, in cooperation with the New York State Maple Producers Association, put the

product on display at southern food expositions and, thereby, into new markets. Meanwhile, big producers like Quebec have produced only modest crops in recent seasons.

Maple crumb sugar, also called Indian sugar, is expanding the maple market, too. Invented by Lyman Jenkins while he was a researcher at the University of Vermont, and commercialized by Amstar sugar company and independents like Paul Percy and David Marvin, the new product behaves like granulated table sugar instead of chunks of candy. Gourmet cooks can more easily add it to their latest creations and school kids can sprinkle it on their Kix breakfast cereal.

What little wholesale syrup there is sells for about \$17 to \$20, higher than is normal in relation to the retail price. John Adams says, "The standard rule is that the retail price ought to be twice the bulk price."

Since it isn't, he points out, selling wholesale by the barrel looks attractive.

"When you consider putting a dollar and a half and extra labor and marketing into each gallon container, you're wasting your time and money if you don't get at least \$18 for that retail gallon." ■

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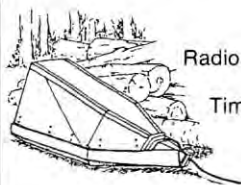
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# CATSKILL FORESTRY VOTES YES

**T**he Catskill Forestry Association, a 125-member management and service oriented forest landowners' association operating in the high country between Walton and the Hudson Valley, voted unanimously in July to affiliate with the New York Forest Owners Association (NYFOA). This brings NYFOA's enrollment above 1,000 members for the first time.

As is symbolic of the approach of the Catskill group, the CFA annual meeting at which the vote was taken included outdoor equipment demonstrations of a German-built Holder mini-skidder (owned and leased by CFA), a large Timberjack skidder, a Radio Horse winch, and a Moelven log cleaver. CFA has in the past offered demonstrations of horse logging, portable sawmills, and techniques for wildlife management.

One outdoor "show and tell" was held at the woodlot owned by Jim and Marjorie Dunbar, who have made use of CFA services. Visitors saw a timber-stand improvement cut and sawtimber harvest. The mini-skidder was used here to remove small diameter timber. The Timberjack easily pulled out a hitch of tree-length red oak, maple, and hemlock, but the increased capability, compared to the Holder, was matched by its increased damage to the remaining stand.

CFA's work with the Dunbars began in autumn of 1985 with a half day visit by Diane Perry, CFA's woodlands manager. The on-site visit and a comprehensive report summarizing landowner objectives, woodland potential, and future management options is performed for the initial membership fee of \$50. The Dunbar's report included a calculation of the savings Jim and Marjorie would realize if they enrolled their property under the New York State Forest Tax Law, an important aid in helping them maintain their property as commercial forestland.

Dewitt and Marjorie Hasbrouck, also members of CFA, own property near the Dunbars. They made use of a special

timber-stand improvement revolving fund created by CFA. It provides money to landowners to achieve timber-stand improvement on low grade woodlands, the sort of land usually passed over by conventional harvesting. The money is used to hire contractors to cut and skid low grade timber to the road side. After CFA markets the wood, the revolving fund is reimbursed and the landowners receives a stumpage income.

Alfred Sive, Executive Director of CFA, thinks this revolving fund is an idea that could work in other parts of the state.

Where is CFA headed? What are its plans for the future? Judging from the enthusiasm and commitment of its staff and members at this recent annual meeting, CFA will continue to be a leader in promoting better forest management in the Catskill region. CFA hopes its new affiliation with NYFOA will foster a greater spirit of cooperation with other regional forestry groups and promote new approaches to forest management.

The Catskill Forestry Association can be reached at Arkville, New York 12406. Telephone 914-586-3054.

### **CFA AT A GLANCE**

Incorporated in 1982 as a not-for-profit organization of forestland owners, the Catskill Forestry Association (CFA) is dedicated to promoting better forest management in the Catskill region. It operates in four program areas: forest management, equipment demonstration, economic development, and education.

**Forest Management:** By combining its programs with the services of public agencies, CFA provides complete forest and land management service.

**Economic Development:** CFA is promoting long-term management by creating economic incentives through, for example, development of low-grade markets.

**Equipment Demonstration:** CFA leases to its members demonstration equipment which enables landowners to achieve high quality management.

**Education:** CFA's education started with the on-site visit. Members can then choose from a wide variety of programs, including an adult education course on woodlot management, live skidding demonstrations, and workshops on maple sugaring, wildlife management, and ginseng cultivation. ■

# TREE FARMER OF THE YEAR

by Philip Sanders

DEC Forester

Louis DuMond, who was secretary of the New York Forest Owners Association for 17 years, has been named New York's Tree Farmer of the Year for 1986. The announcement was made at the well-attended "rally in the valley" in Bainbridge on June 19.

The DuMond tree farm was a prosperous agricultural enterprise until about 1913 when, like so many hill farms in central New York State, advancing technology and economic conditions made it obsolete as a family farm. Upon purchasing the old farm, Mr. DuMond's father heard that he could obtain trees from the Conservation Department and ordered 25,000 white pine seedlings.

Louis DuMond says the neighbors laughed at his father for planting trees, saying they couldn't see anything he had planted. So, Louis's father decided to wait a bit, until the trees could be seen, before planting more. In 1920, he began to plant in earnest. By 1933 he had 350,000 in the ground.

Word of the DuMond plantations spread across the state. In 1924, Congressman John D. Clark wanted to hold a field day at Pine Grove, as the place came to be called. It was held in August, and outstanding forestry people from the whole country were there, including the assistant chief forester of the United States. Congressman Clark liked that so much that he held another one in the early 1930s. Two thousand four hundred people showed up for that one! The first recorded woodchopping contest in New York was held that day.

Frank Gannett, founder of the Gannett chain of newspapers, held another field day at the DuMond tree farm in foul weather in 1937 and still 500 people attended.

The trees kept growing even though problems were encountered with white pine weevil and blister rust. But these problems were overcome, as were hurricane and ice storm damage.

The first marking for a thinning was



Mr. and Mrs. Louis DuMond receive the 1986 New York Tree Farmer of the Year award from Environmental Conservation Commissioner Henry Williams.

done in the fall of 1940, and the thinning was done by CCC (Civilian Conservation Corps) boys the following spring. When Louis took over from his father, he began thinning heavily. Red pine and spruce were sold for pulpwood and later the red pine went for log cabin stock. Red pine utility poles were cut and the tops of those trees were used by a local mill for dimension stock. Hardwoods were managed by having two commercial sales, the first in 1955 and the other in 1970. Louis arranges his own timber sales, putting the timber out to bid himself.

The tree farm serves as a weekend home for the DuMond family.

Not only was Louis DuMond the original secretary of the New York Forest Owners Association, he was treasurer of Schoharie County Cooperative Extension for 31 years and has been considered a Forest Practice Board Cooperator since 1946. ■

## NEW WALNUT HYBRID

English walnut and a closely related species — wingnut — have been crossbred for the first time. The new hybrid is resistant to two major enemies of walnuts — a soil fungus (phytophthora) and microscopic worms (nematodes) — and may provide a new rootstock for walnuts. Since the new hybrid doesn't occur in nature, scientists used a sophisticated technique known as somatic embryogenesis to create it. The technique involves nurturing dissected embryos in a special nutrient gel. ■



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# INDUSTRY GROUP SEEKS SUPPORT

**M**any woodlot owners in New York are likely to have heard of the Empire State Forest Products Association (ESFPA). It is an organization of businesses and individuals that own forest land, harvest timber, manufacture or sell forest products or equipment for the timber industry in New York State. Members include sawmills, pulp and paper mills, furniture manufacturers, equipment suppliers, and forestland owners.

Established in 1906, ESFPA has served its members over the years by promoting New York's forest products industry. The association provides a means for individuals to collectively communicate and focus the energy of an entire industry on its common interests. The result is a forestry community whose interests are better understood and better represented to the public, to government agencies, and to legislative bodies.

Specific objectives of the Empire State Forest Products Association include:

1. To protect, perpetuate, and ensure the sound management and utilization of the forest resources of New York State.

2. To encourage the economic development of the forest products industry

of New York State.

3. To monitor proposed legislation, rules, and regulations that affect the growing, harvesting, or manufacturing of forest products within New York State.

4. To communicate with its members, state legislators, and government officials to recommend positions on issues that affect forestry and the forest products industry.

ESFPA's work has grown more effective in recent years, primarily because of member support of a full-time staff and office in Albany, a short walk from the capitol. Communicating with legislators and government officials on issues of concern and on opportunities for improving the industry is all-important and is now made more possible. In addition, ESFPA is now equipped with tools like a computerized bill-tracking system that enables monitoring of the many bills considered by the legislature each year.

Membership meetings are held twice a year to provide members a chance to openly discuss issues with members, government officials, and legislators. For example, ESFPA's spring membership meeting, held June 11 at the NY State Legislative Office Building in Albany, gave members a chance to become informed on legislative issues and talk to

legislators. The result is a better represented and better understood industry.

ESFPA recognizes the importance of New York's 255,000 private forest landowners as a key part of the forestry community. New York's Tree Farm Program, which takes aim at promoting good management of forest lands by private landowners, is sponsored by ESFPA. This interaction of industry and private landowner is a natural one. Industry requires the wood supplies grown on private forestland in order to operate while forestland owners require the markets created by industry to economically manage their woodlots.

It is thought that members of the New York Forest Owners Association, being forest producers themselves and relying on good markets for wood products, may be interested in being a part of ESFPA's effort. Their participation would keep them abreast and involved in current issues, says Robert Stegeman, executive vice president of ESFPA.

"We invite NYFOA members, as private forestland owners, to join in and help strengthen this industry effort," says Stegeman. "ESFPA's strength relies on the commitment of its members. Our approach of working as a team on issues is proving to be very effective. It can be strengthened by involving more of the forestry community, particularly the small-forest owner, who is important to the industry. For a small \$21 annual membership fee (non-voting category), or a regular \$52.50 annual membership (voting category), forest owners would receive regular newsletters about current legislation and issues. They would be invited to participate in ESFPA's membership meetings.

"If forest owners are interested in supporting this effort and in receiving ESFPA newsletters, they should join by sending me a membership check, payable to ESFPA in the appropriate amount, at 194 Washington Avenue, Suite 511, Albany, NY 12210." ■

ESFPA executive vice president Robert Stegeman surrounded by symbols of his industry association: forest and forest products.



**P**ART of the Christmas tree glut of 1990 died an early death last year. Some of it never even made it that far. Yup. I confess. It happened to me, just as the seasoned veterans said it would.

I sweated in thousands of Lincoln National Forest Douglas fir, concolor fir, Claude Heit's best strain of Mexican border pine and Van's Pines French blue Scotch pine. Not just me, all by myself, mind you. The kids helped, too. Reluctantly, but they helped. If they wanted to eat, they helped. It was good for their character, my wife and I reasoned. Build up their respect for work. Pay 'em a fair wage and let 'em enjoy the fruits of their labors . . . and all that. Get experience with tractors and machinery. Good for them.

"How do you do that?" I would ask veteran Christmas tree growers at meetings, when they'd dismiss with one sentence the whole challenge of getting their family slave labor to work cheerfully.

"I pay them a fair wage," Richard Jayne, of the University of Connecticut told me.

"That's all?"

A funny shrug of the shoulders said, "Well, not quite. There were times . . ."

### Luigi Caputo

Maybe it was Luigi's fault. Luigi Caputo was Italian—an Italian vineyard tractor manufactured by the Cast company. What a machine! A dream come true! He was a twenty horse diesel, built like a little log skidder. Big tires front and back, six speeds forward, six in reverse. He was built for narrow rows, perfect for Christmas trees. If you needed to go back up the row, no need to turn around. Just flip the seat to the other side of the erect steering column and drive it the opposite direction.

Maybe the price should have given me a clue: \$1,800 for less than 500 hours and all those features. Jeesh, I'd have to pay three times that for a Kubota or John Deere, I reasoned. But what about parts, I asked. Where would I get parts? Even before buying it, I wrote to the factory in Italy to pursue the question.

No matter. The bug had bitten. I was determined to plant trees by machine, to mow regularly, to do the job right. I brought Luigi home.

Next day a letter arrives. An Italian postage stamp. "Dear Mr. Knight: We recommend you buy a different *trattore*. We are liquidating."

Sigh. Discouraging, but the *trattore* was not. It ran like a champ, pulling

# TRUE

Confessions  
OF A  
PART-TIME  
CHRISTMAS-TREE  
FARMER

Hemmo Huttunen's home made planter across those 20 acres I leased. Drunken rows of fir staggered across the grass where a six year-old driver struggled to see where he'd been.

Of such days are fond memories made. One late September day, perfect for spraying Roundup, I noted, my eight year old son, Jeff, and I loaded up the little wooden trailer with one of those big blue apple juice barrels filled with a 1% Roundup solution, just like UConn's John Ahrens had told me, a hand truck to roll it about, a pair of Hardi back-pack sprayers, assorted hand-tools, and two dogs eager for the ride to the tree farm.

I hooked up the Rube Goldberg collection to Luigi.

"Okay, let's go, Jeff."

He scrunched his face. "Do I have to?"

"Whatsamatter?"

"Dad, it's embarrassing, driving through the village all loaded up like this. The other kids might see me. Can't we just be normal?"

Luigi died the summer of 1983. We miss him. His oil pressure gauge kept telling me the end was imminent. I didn't believe it. I disconnected the pressure gauge and cranked him over. Gee, oil pumped right out. Must be the gauge that doesn't work. Ten hours later the crankshaft seized up. Art Hover dismantled the engine block while I tried to get parts. Four months later the whole box of parts that used to be Luigi went for donated organs to a needy transplant recipient. Luigi was really caputo.

### No machine, no maintenance

Forester Bob Sand's words still ring in my ears. "Just get the trees into the ground, Alan. You're not getting any younger."

Good advice, just not enough of it. He should have added, "But get a dependable tractor first. You can't take care of a plantation without a tractor and bush hog."

He hadn't foreseen the love-in of 1984. Every mouse that God had ever created converged on my plantation the winter of 1983-84. It was the Woodstock of the rodent kingdom, come to Candor. They were all there, to commune and procreate 'neath the stars and the snow and my Scotch pine. All those beautiful 2/2 seedlings I paid extra for from Van's Pines, the ones that had grown like crazy and were racing towards an early cash flow . . . sure, they were the ones the mice girdled. If there are fifty left out of 5,000 I am an optimist. (But those 50 are mighty encouraging!)

If Luigi were still alive, he'd have kept the grass short and deprived the mice of cover from hawks and foxes. Orchard operators know that short mowing is the best mouse control. But Luigi was gone, and now, so are 75% of my 20,000 trees, and a good deal of hope with them.

Maybe it wasn't Luigi's fault. Maybe my building a new house got in the way more. A lot of tree-farm hours were shifted to hammering nails. Ken Franke, a Christmas tree farmer near Rochester, says he saw the mouse invasion coming and put out poison.

"A full-time grower sees those things because he's in the plantation every day," he told me. Maybe if I'd been there, walking the rows, I'd have seen them, too, and rented a tractor and put out bait. Maybe. Lots of maybes.

### Produce for the market

It seemed so true when farm broadcaster Jerry Reed asked me, "When are farmers going to produce for the market instead of trying to market what they produce?"

His answer came as I poked the big blister that swelled on the heel of my hand. The machete had just finished the 35th Scotch pine. I had already walked through the newest planting, made by hand in 1984, where two-year-old plantings of Scotch pine were already reaching up to my waist, while 1980 plantings of Douglas and concolor fir languished in the far corner of the other field at ankle height.

Produce for the market, eh, Jerry? But suppose you can't grow that special tree that commands such a high price in the market? Suppose you can grow only a less demanded tree, but very well?

I rubbed my Scotch pine blister again. "You're safe, Ken Franke, and all you full-time growers," I said under my breath. "You don't have to fear the likes of me."  
—A.R.K. ■

# CHAPTER REPORTS

## THRIFT NEWS

Tony Esser, from the Black River/St. Lawrence Resource Conservation and Development (RC&D) Council spoke at the May meeting of Tug Hill Resources, Investment for Tomorrow (THRIFT), explaining the origin and activities of RC&D.

Of special interest were the creative marketing techniques being tried by RC&D. A post and beam house kit is in the development stage. It will be sold complete with blueprints and an instruction book explaining how to build a house. The North Country Forest Industry Association, a spin-off from the RC&D Council, is looking for an entrepreneur to manufacture and market these home kits.

Dan Empie, a Forecon forester based in Lowville, led fellow THRIFT members on a woodswalk Saturday, June 7. The group met at the Masonic Home Camp near Woodgate, where Forecon had just completed a timber stand improvement and timber sale. THRIFT members were very impressed with the neat appearance of the woods.

The camp is the site of one of the earliest reforestation projects in the state. And the method used was unique in its time. Scotch pine seeds were mixed with buckwheat and broadcast on blow sand. The buckwheat provided a cover crop for the pine to become established. Another point of interest at the campgrounds was the big Scotch pine tree near the administration building. It is reputed to be the largest individual of its species in New York State.



Forecon forester Glen Roberts (center, arms folded) leans against New York State's largest Scotch pine during THRIFT's woodswalk in June.

The Rally in the Valley, at Bainbridge, was attended by THRIFT members Dan McGough; Mr. and Mrs. Alan Scouten from Port Leyden; Ken and Ruth Eberley, Forestport; Don and Bonnie Colton, Lowville; Ruth Thoden, Boonville; and Harold Petrie, Parish.

Al Stringham, Land Care, Inc., Boonville, was elected vice chairman of THRIFT at the June meeting. Featured at that meeting was a video tape produced by Cornell University that showed different techniques of shearing or pruning Christmas trees. Highlighted in the last issue of the *Forest Owner*, the video was of interest to several THRIFT members who grow Christmas trees.

Matt Kahl of Taberg and Jim Doud of Parish were visitors at the June meeting.

THRIFT's executive committee has been hard at work designing new membership certificates, rewriting the THRIFT brochure, making recommendations for up-dating the by-laws, and planning programs for the next several months. The brochures are expected to be ready for use at the Woodsmen's Field Days and the certificates by our fall membership meeting.

—Bonnie Colton  
THRIFT correspondent  
315-376-5595

## CAYUGA CHAPTER TOURS WOODLOT

On June 25, the Cayuga Chapter conducted a tour of chapter president Wendell Hatfield's 90 acre woodlot. Department of Environmental Conservation (DEC) forester Bill Burlingame served as guide. Forty people attended the carefully planned and conducted tour, seeing a woodlot that exhibited management practices directed towards the production of veneer-grade timber and firewood. Selected thinning plots were also visited while gathering a great deal of useful information concerning the forest industry.

The group was afforded an opportunity to meet NYFOA President and Oswego County DEC forester Dick Garrett, who added some comparative regional comments. Several Cayuga County agencies were represented and

provided some background and support data. These agencies included the Soil and Water Conservation District and the Environmental Management Council.

Early in the tour Bill Burlingame observed a striped maple sapling and commented on its severe affects on more valuable competitors in the undergrowth. At the end of the tour Alfred Signor, vice chairman of Cayuga Chapter, asked Wendell Hatfield if he could have a badly-started striped maple sapling near the spot where he stood. With help from another member, Alfred uprooted the sapling and, using a pocketknife, trimmed the roots and top, thereby fabricating a very trustworthy cane.

"I've given these canes to people all over the place," Alfred said.

—reported by Richard Fox

## TIOGA COUNTY CHAPTER FORMED

Tioga County Chapter was formed in June, bringing to three the number of NYFOA chapters now established. NYFOA now has five chapters or affiliates.

Howard Ward, of Candor, New York, was elected chairman. Carl Andreasen was named vice chairman, and Susan Poe, secretary/treasurer. A second meeting in late July was highlighted by a slide show on private woodlot management, presented by DEC regional forester Bob Demeree, and a third meeting was an evening woodswalk at chairman Ward's picturesque certified tree farm high in the hills above Candor.

A September meeting is slated for September 25 at the Tioga County Office Building in Owego. The topic for the evening is to be "the economics of woodlot ownership and management," or, as Howard Ward puts it, "Does it really pay to buy woodlands and manage them?" The chapter officers are seeking a qualified speaker on this topic.

Chairman Howard Ward says he urges all Tioga County woodlot owners, Christmas tree growers, and maple producers to join the Tioga County Chapter and to gain the from the interchange of ideas and experiences afforded by a chapter. ■



## IN THE MAILBOX

(Continued from page 4)

### RADIO HORSE REBUTS

I found the article, "Log Bunching Systems" published in the May/June issue very misleading, particularly with respect to radio controlled winches. My knowledge of the University of Maine study [which was said in the University of Maine-prepared article to downplay the value of radio controlled winches] comes from a thorough reading of the report referred to by the article, conversations with the people doing the study, and seeing the study site. While the [University of Maine] study report claims that the damage done by conventional systems is not greater than that done by the other systems "when there is careful planning and layout," no evidence for this is included. The authors say that this will be reported in future publications.

Some other points...The site was flat, well drained. [Less

ideal] conditions would have altered relative production rates. A prototype Radio Horse was used. The production-type model is easier to use and more productive. Professionals operated the skidder in the study, whereas students operated the Radio Horse. And, the radio controlled winch may not have been used in the optimum way.

I believe this research confirms that radio controlled winches have an important place in the woods.

-Irwin L. Post  
President,  
Radio Horse  
Bethel, VT

### MORE GROUPS?

THRIFT members have agreed that one more promotional group is not what the forest industry of New York needs. But if a regional group is to be formed, it should have representation and steer this new group into working cooperatively with the Empire State Forest Products Association, making that group our unified voice in Albany. An exchange of information and views, as proposed by this new group,

can be good and regional efforts to promote the forest industry are good.

-Ruth Thoden  
Boonville, NY

### LOG GRADING DEMO

A log grading and scaling demonstration at Castle Creek, New York, on June 8 attracted more than 45 woodland owners and forest industry professionals from 4 states. Forestry professor Harry Burry of Syracuse conducted the session. Cooperative Extension specialist David Taber related consumer products to logs and to trees when he explained the importance of managing woodland properties. The Southern Tier Association for Natural Resource Development (STAND) co-sponsored the event. STAND can be reached by writing Mark Mowrey, Northeast Timber Services, 20 Garden Street, Walton, NY 13856.

-Priscilla Johnson  
Cooperative Extension  
Norwich, NY

### SPECIAL TREES

The first trees I remember

were on our quarter-block of lawn in a small midwest town. The town had lots of trees, and if you would go into the country, there were wheat and corn fields with rows of trees planted up to the scattered farm houses.

My trees were mulberry, maple, and spruce. Our hammocks hung from mulberry trees, and so did the line for the family wash. Birds ate the dark mulberries and, yes, some things had to be re-washed and hung out again. But swing, swing, swing, under the mulberries.

Swings of long rope hung from the big maple by the alley, a big sandpile under another maple. I cannot imagine growing up but under those special trees that provided shelter and activity for twenty years. Among the spruce were two trees called the Horace and Lermond trees. Horace and Lermond were my brothers, and these were planted for them. Eventually, when we moved a half a block away, the better spruce was dug up at considerable expense, and moved by the porch of our new house.

Do you have a special tree?

-Ellen Millard



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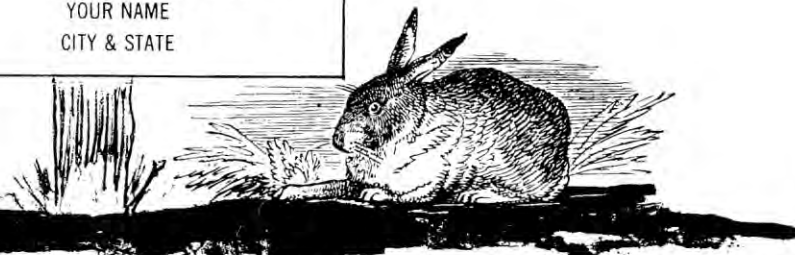
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# ASK A FORESTER

## CUT AT RIGHT PRICE

*I have meticulously thinned my woodlot year after year under the direction of DEC (Department of Environmental Conservation) foresters. The result is a beautiful stand of hard maple, ash, basswood, and red oak. (We've pretty much cleaned out the beech because of the beech bark disease.)*

*My question relates to my red oak which are now 20-22 inches dbh (diameter breast high), straight and clean as a string and 50 feet to the first branch. Does this qualify it for use as oak veneer and, if so, how can I be sure to get the proper price for it?*

—Howie Draw  
Schuyler County

My mouth waters as I read the description of your woodlot. The fruits of your labor are finally realized! Yes, certainly your red oak are Grade 1 veneer logs by your description and will command a top price. Those DEC foresters can give you a proper price range for the stumpage (dollar-value of the trees "on the stump") on your woodlot. They base the estimate on the last few months of sales in your area and report it as the "most common" value and the average range of values in dollars per thousand board feet on the stump. But this is only "ball-park," and I advise you to contact a reputable consulting forester in your area for a second estimate. Stumpage can vary considerably even month-by-month, and your high-value veneer logs may be well above the range reported by DEC.

## BORER BEAST

*I have a sugar bush, tapping about 1,000 trees each year. Recently, I examined the younger 8- to 11-inch diameter sugar maples, and I was very alarmed to see scars on the lower portion of about 20% of the trunks. This is my future sugar bush so I am very concerned. No machinery has hit the trunks so this is not the cause. Can you tell me what might be causing these scars and what can be done to reduce it?*

—S.W.  
Lewis County



by Wes Suhr

Look at these open scars again. If you notice a narrow groove or "channel" across the face of several scars, then the culprit is probably the sugar maple borer. The larva of this beetle chews the gallery in the sapwood which can significantly lower the quality of the lower log (16'+) and reduce the vigor of the tree. Forest entomologists tell me this pest can remain on the same stem for two or more years, overwintering in the sapwood.

The adult beetle (yellow and black with long antennae) lays eggs in the bark and, after hatching, the white "grub" feeds on the inner bark and sapwood. In most cases, it affects one-quarter to one-half of the diameter, and often at two different levels, in the first 16 to 25 feet of the stem. The little beast has a voracious appetite, and I am personally concerned too because it has invaded my woodland.

Dr. Douglas Allen (College of Environmental Science and Forestry, Syracuse) tells me that successful borer attacks are generally limited to sugar maples that are stressed or in a weakened state. Therefore, vigorous trees of rapid growth will reduce the incidence of damage in your sugar bush. Proper thinning of your pole-sized stands (5- to 11-inch diameters) should produce more vigorous trees and reduce this damage. Be sure to follow good stocking guides in your thinnings; in other words, contact a local forester.

## GO FOR FORESTRY!

*My daughter is very interested in a career in forestry. Where can she get the training, and are women forest technicians able to find employment in New York State?*

—D. M.  
Skaneateles

I will assume your daughter wants to remain in New York for her forestry education, as well as her employment. There are two routes open to her: complete two years in a Forest Technology program for the Associate in Applied Science (AAS) degree or earn the bachelor's degree in Forestry which usually takes four years (and one summer for field training). The advantage to the bachelor's program is that it allows the graduate to enter managerial positions with government and private industry more readily.

Also, if your daughter envisions an academic career in teaching or research, then eventually the bachelor's degree is a must, followed by the master's and Ph.D. If her intent is to remain in the out-of-doors on field-level assignments, using forestry management tools and maps, and completed with technical report writing, then the AAS (2-year) route is probably best.

Now for my bias! Earning the AAS degree in Forest Technology is the **best** first step for any person interested in a forestry career. I say this for two main reasons:

- First, the young person may want a "break" from school after two years for whatever reason, and the AAS degree affords job opportunity or field experience at this crucial time. Field work would allow for more "perspective" to make an educated decision about whether to continue schooling for an advanced degree or to remain working in the field.

- The second reason is if you decide to go on for that advanced degree, you will make a more well-rounded forester in the future with that intensive hands-on tool training you received in the AAS technology program.

Where can she get the education/training for forestry? As recommended above, select one of the technology

(AAS) programs first. There are three good forest technology (AAS) programs offered in New York State: The Ranger School at Wanakena (S.U.N.Y. College of Environmental Science and Forestry), the private school at Saranac Lake, Paul Smith's, and Morrisville Ag and Tech (S.U.N.Y.).

The Ranger School at Wanakena is the first forest technology program in the United States and has an intensive class/field schedule (40 hours a week). Next, I would advise going on for advanced studies in forestry or natural resources at the Syracuse Campus, College of Environmental Science and Forestry.

What is the job situation for women graduates in forestry? For the last three years, it has been good, and I expect this to continue. By good, I mean that 70% to 80% of the graduates in the Wanakena program have been employed in the field for which they were trained, and for the women graduates the percentage is even higher. Also, another 10%+ of the graduates have continued their education for a bachelor's degree.

**Questions should be addressed to: Wes Suhr, Ranger School, Wanakena, New York 13695.** ■

## WHEN ALEX SHIGO SPEAKS . . .

When Alex Shigo speaks, the rest of us listen.

Alex Shigo spent his career studying discoloration and decay in trees. The thing about him that makes him different from the rest of us is his ability to explain to others what he has learned.

I've been fortunate enough to hear him speak three different times, the first in 1968 as he was examining a maple problem on a sugarbush in Lamoille County, Vermont.

We all could see the maples were dead and dying. We all could see that the trouble was connected to the tap hole centered in the dead strip of trunk, four inches wide. It was Shigo who worked out why the paraformaldehyde was responsible.

Later he ran a field exercise, showing us and explaining to us what to expect in terms of defect and decay from various kinds of wounds.

By then, he had X-ray vision! Show him a bump, spot or mark on the outside of a tree. He could describe the internal appearance before cutting it open. He knows his stuff!

Now he has written on the subject of forests dying. Because he had demonstrated his expertise in person to me over time and varying circumstances, I find it easy to accept his reasoning. You, too, will be impressed with his logic if you make the effort to read his paper in *The Journal of Forestry*, November 1985, page 668, "Wounded Forests, Starving Trees."

In that article he explains that there are considerable changes and stresses being put on our forests, and all interact to produce a situation. It is not realistic to pick one problem, say acid rain, and attribute all problems to it.

We are hurting our forests in many other ways as well. We injure trees with our machines while we are cutting others for our products. We change forest composition to suit our economic pleasure.

In the article, Shigo points out that a tree traps energy from the sun. It must store that energy for later use. Energy is stored in wood cells, in his exact words. I'm also sure his words are better than mine.

Your understanding will be genuinely increased if you read the article. — *Thomas Bahre, County Forester, Addison, Vermont* ■



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# Christmas-tree Market

Something must be encouraging record-high-levels of Christmas tree plants. The National Christmas Tree Association hasn't yet tabulated its annual count of Christmas tree plantings for 1985, but Jane Svinicki, managing editor of the association's *Christmas Tree Journal*, says the association is projecting a 6.7% decline in the previously skyrocketing trend. She reports that 69.1 million Christmas trees were planted in the United States in 1982, 77.2 million in 1983, and 79.8 million in 1984.

"A lot of growers are worried about a glut of trees because of this," she says, "but we really haven't seen any hard evidence of an overproduction problem yet. Prices have been very strong the past few years, but held stable in 1985, so maybe an increased supply held back further increases this past season."

Massachusetts Extension Service specialist H. Peter Wood, a director of the National Christmas Tree Association, says the fact that some trailer loads of trees in the Philadelphia area failed to find a home may have been early symptoms of things to come.

Wood reinforces the prevailing view in the industry that a bigger supply of trees would mean good trees would displace poor ones, but not necessarily for good-tree prices.

"The big crunch will come in the South, where they can grow a tree in four years. The trees will come on so fast they won't be able to hold them for a year or two when the market might be better. I heard reports of price slashing in the South this past season."

Not all Christmas industry income comes from selling trees. Peg Gibson, of

West Glover, Vermont, sells 14,000 wreaths a year, many of them by mail-order and the balance by refrigerated truckloads to southern boys clubs, girls clubs, and garden clubs that sell the trees as fund raisers.

She recently told a meeting of New Hampshire and Vermont Christmas tree growers that with the highly reliable service provided by United Parcel Service, any garage in rural USA can enter the mainstream of enterprise. She places advertisements in carefully selected magazines, not so much to rely on them for direct sales pay-off as to develop mailing lists for repeat business. She also arranged to accept Master Card and Visa charge orders.

Peg launched several families in her area into the wreath business, and she buys from them weekly as independent contractors.

Even 14,000 wreaths a year is not enough for a fulltime family income, but she says it's getting better all the time, to the point where it supports them for more weeks than the six-week wreath-making blitz.

## 1985 Christmas Tree Prices

Retail market prices for 1985 as reported by the New York State Department of Agriculture and Markets "Christmas Tree Summary" are:

**Albany:** Scotch pine mostly \$20-30 per 5- to 8-foot tree; blue spruce mostly \$26-37 per 5- to 7-foot tree; and Douglas fir mostly \$35-45 per 6- to 8-foot tree.

**Buffalo:** Scotch pine mostly \$25-28 per 6- to 7-foot tree; blue spruce mostly \$20-25 per 6- to 7-foot tree; and Douglas fir mostly \$35 per 6- to 7-foot tree.

**Syracuse** reported typical low to high prices of \$15-48 for different trees.

**Rochester** prices include \$20-40 for a 6- to 8-foot Norway spruce; and \$15-35 for a 5- to 8-foot wide spruce.

**Hudson Valley** prices north of New York City ranged from \$13-75 for 4- to 10-foot trees of Scotch pine, balsam fir, and Douglas fir. ■

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**For Sale:** Christmas tree seedlings. Special 5-8' woodsplants, \$95 per thousand. Superior balsam woodsplants 8-15', \$200 per thousand. Balsam woodsplants 8-15' transplanted in trenches at least one year and fertilized, \$400 per thousand. Contact Walker's Tree Farms, East Burke, VT 05832. Telephone 802/626-5276.

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## Classified advertisements

**Services:** Custom kiln drying and export service, high quality drying at competitive rates. Write or call for services and price list. Northeast Kiln Drying, Inc., P.O. Box 800, Plaistow, NH 03865. 603/382-9271.

**Wanted:** Good quality red oak, white oak, hard maple and white ash veneer logs. Available for field inspection. Trucks available. International Veneer Co., Coldwater, Michigan. Randy Oste, Box 15, Bemus Point, NY 14712. 716/386-6288 evenings and weekends.

**Wanted:** Ash logs within 120 miles of Elmira, NY. For details contact John Mann, True Temper Corp., Pine Valley, NY 14872. Tel. 607/739-4544 days, 717/537-6676 evenings.

**Wanted:** Chipper, electric or portable with gasoline engine, reasonably priced. Mastercraft Co., PO Box 85, Main Street, Greensboro Bend, VT 05842. Tel. 802/533-2242.

**Wanted:** Exporter wants unlimited quantities of high grade veneer hardwood logs, 18 inch minimum diameter, 8-foot minimum lengths. Mitchell Realty Co., 5712 Empire State Building, New York, NY 10118. Tel. 212/695-1640.

**Wanted:** Need unlimited quantities of prime veneer logs: red and white oak, cherry, walnut, and hard maple. Brad Ferman, United Pacific Trading, Box 151, East Smethport, PA 16730. Telephone 814/887-5405.

**For Sale:** 400 acres mostly wooded, mile frontage on town road power, 20 miles from Stowe, Vermont, \$300/acre—will subdivide. A.J. Beliveau, RD2, Box 458, Williston, VT 05495. Tel. 802/482-2540.

**Wanted:** Walnut lumber in tractor trailer loads to South Carolina. 2C & Btr, 4/4 thru 8/4 green. Call for prices. Days 919/852-7702, nights 919/674-7360, ask for Cliff Clune.

**Wanted:** We will pay cash on delivery for your odd lots of low grade hardwood in all thicknesses. Can be sub-standard quality. Preference to air-dried stock in oak species. Jules Budoff, Budoff Outdoor Furniture, Inc., Box 530, Monticello, NY 12701. Tel. 914/497-6212.

**Wanted:** Steady supply of white cedar cants, 2x8, 6x6, 6x8, 8x8, green or air dry. Wholesale Log homes, Box 201, Tarrs, PA 15688. Tel. 412/547-3755.

**For Sale:** 110 acre woodlot pine plantation. Approximately 35,000 red pine and Scotch pine, nearing maturity, \$39,000. Will hold mortgage with 25% down payment. 2 1/4 acre lot with more than enough mature red pine logs to build a log home or cabin. \$9,500. Will hold mortgage with 25% down payment. P. Werczynski, RD#1, Herkimer, NY 13350. Tel. 315/866-3838.

**For Sale:** Christmas trees are a good cash crop. We have the planting stock. We also have deciduous shrubs, ground covers, and trees, including nut trees. We do planting in nearby counties. W.C. Cottell, 5577 South Geneva Road, Sodus, NY 14451. Telephone 315/483-9684.

**Wanted:** Mixed hardwoods, "pallet grade," rough, green random length, 1x4, 5/4x4, 6/4x4, 1x6, 4x6; Eastern white pine, red pine, hemlock timbers 3x4, 4x4, 4x6, 6x6, 6x8, 8x8 random lengths and specified lengths. Bud Steele, Branch Office, Gamble Yale Lumber Corp., Box T, Denville, NJ 07834. Tel. 201/627-3200.

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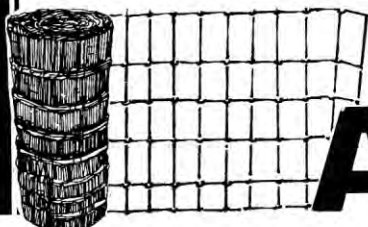
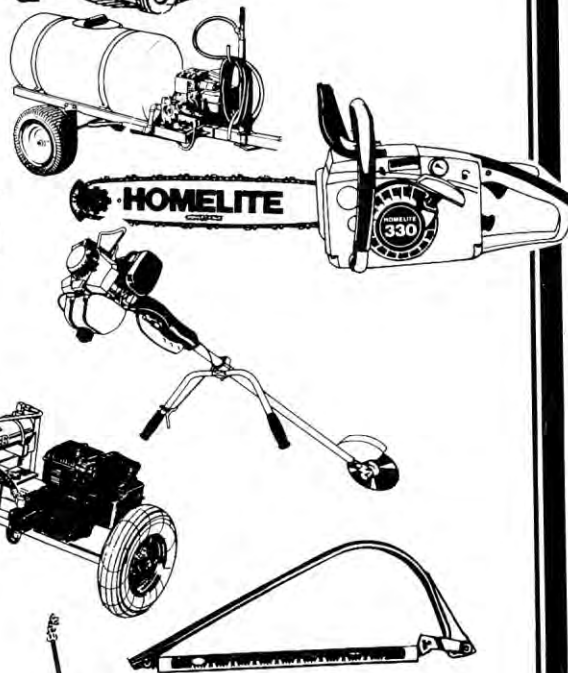
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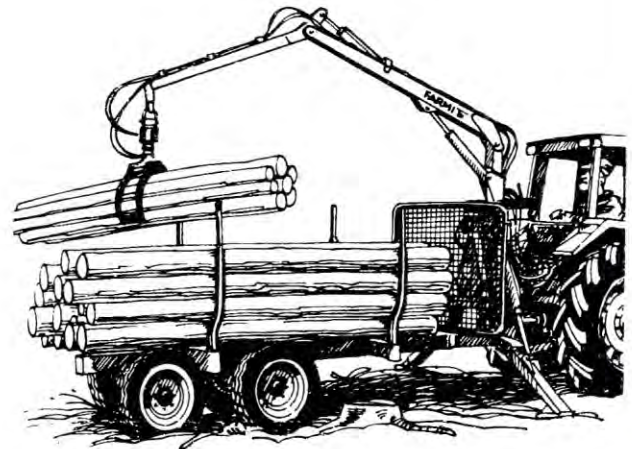
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Max. grapple opening .....	38 1/3 in.

**Send us your name and address. We will send you the FARMI TREE HARVESTING METHOD booklet and the name of your nearest Farmi dealer.**

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