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Forest Owner

A PUBLICATION OF THE NEW YORK FOREST OWNERS ASSOCIATION

Nov./Dec. 1986

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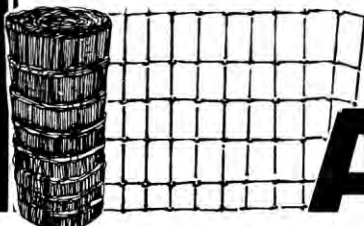
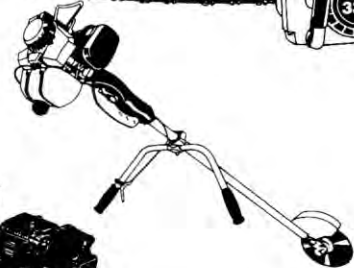
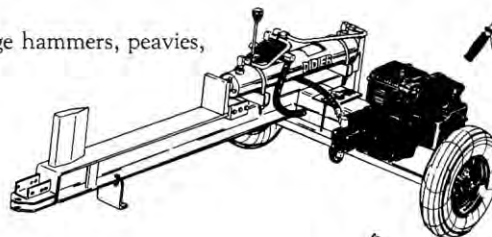
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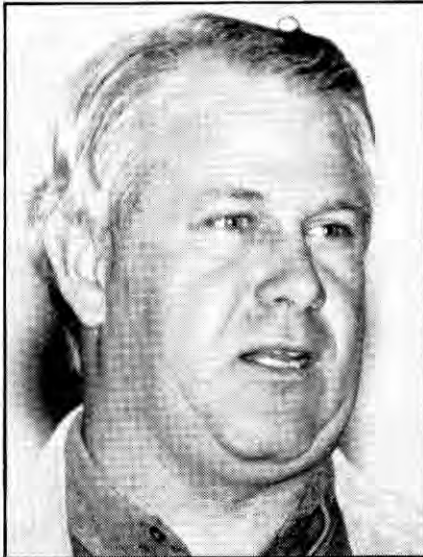


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AN OPEN LETTER

It's been a busy summer and fall. We finally got the hay in, despite all the rain near Syracuse, and despite having to take time off for the NYFOA exhibits at Empire Farm Days and at the Woodsmen's Field Days at Boonville.

Just as it's been busy here on the home farm and in the forests, it's been a busy season for the *Forest Owner*. The magazine has quickly grown from 16 to 24 to 32 pages and to a circulation over 7,000. I hope it makes your woodlot more enjoyable and more profitable.



For many of you, this is only the second time you have seen *The Forest Owner* magazine. It's our way of introducing you to the New York Forest Owners Association and the many benefits of being a member.

Many certified tree farmers, members of the American Forestry Association, Christmas tree growers, maple syrup producers, forest owners, and enthusi-

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.

asts are answering these *Forest Owner* invitations to join NYFOA. NYFOA has much to offer them, and you, including this magazine, local chapters that speak for and defend the interests of all forest owners, in-the-woods meetings where experiences are shared, travel opportunities, and fellowship.

With a growing list of local chapters (Cayuga, Southern Tier, and Tioga County) and affiliates (Catskill Forestry Association and THRIFT), NYFOA is steadily bringing its list of useful and enjoyable benefits to the small towns, county seats, and woodlot owners in every corner of New York State. If you would like to talk about starting a chapter in your area, call me any evening at 315/696-8725. We'll help you do it.

I invite everyone with an abiding interest in woodlands to fill in the form on this page and mail it in. I know you'll be glad you did.

More than 50 NYFOA members turned out for the annual fall meeting, this year held at the 4-H camp at Sardinia, Erie County, in western New York. Director Earl Pfarner did a fine job in organizing the two day meeting and demonstrations. Tom Wolfe of Berne, New York, was elected treasurer of NYFOA, and Stuart McCarty was reappointed chairman of the long range planning committee, a committee that could chart a great future for NYFOA.

I'm sure Stuart would welcome letters from all—whether new members, non-members, or members-to-be—with suggestions about the future of NYFOA. Are there things NYFOA could be doing? Do woodlot owners in your area have a problem, need, or opportunity that an organization like NYFOA could or should tackle? Let Stuart hear from you. His address is: 4300 East Avenue, Rochester, New York 14618.

My thanks to all whose contributions make NYFOA the fine association that it is.

Sincerely,

Richard E. 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
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Send checks payable to:
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Yes, I'd like to join the New York Forest Owners Association and get more out of my woodlands.

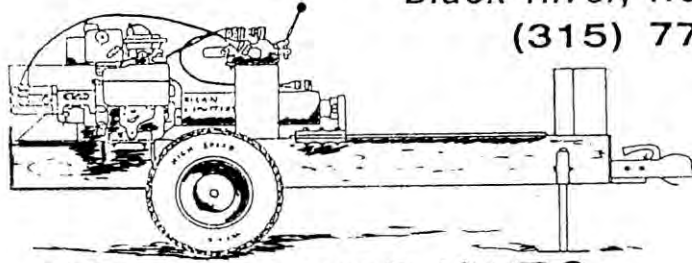
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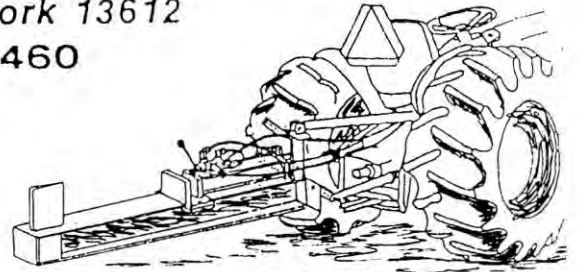
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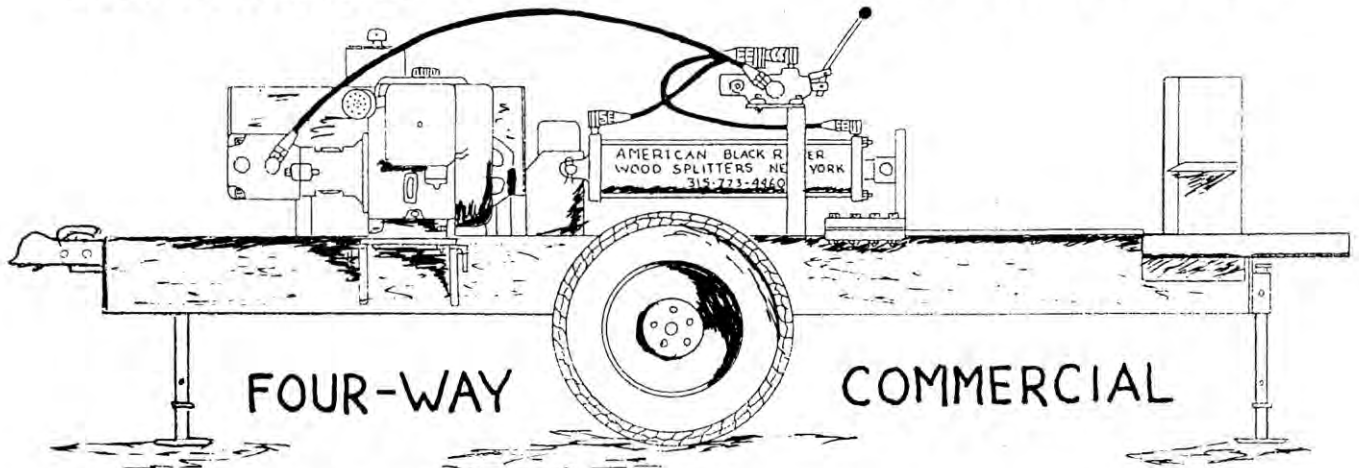
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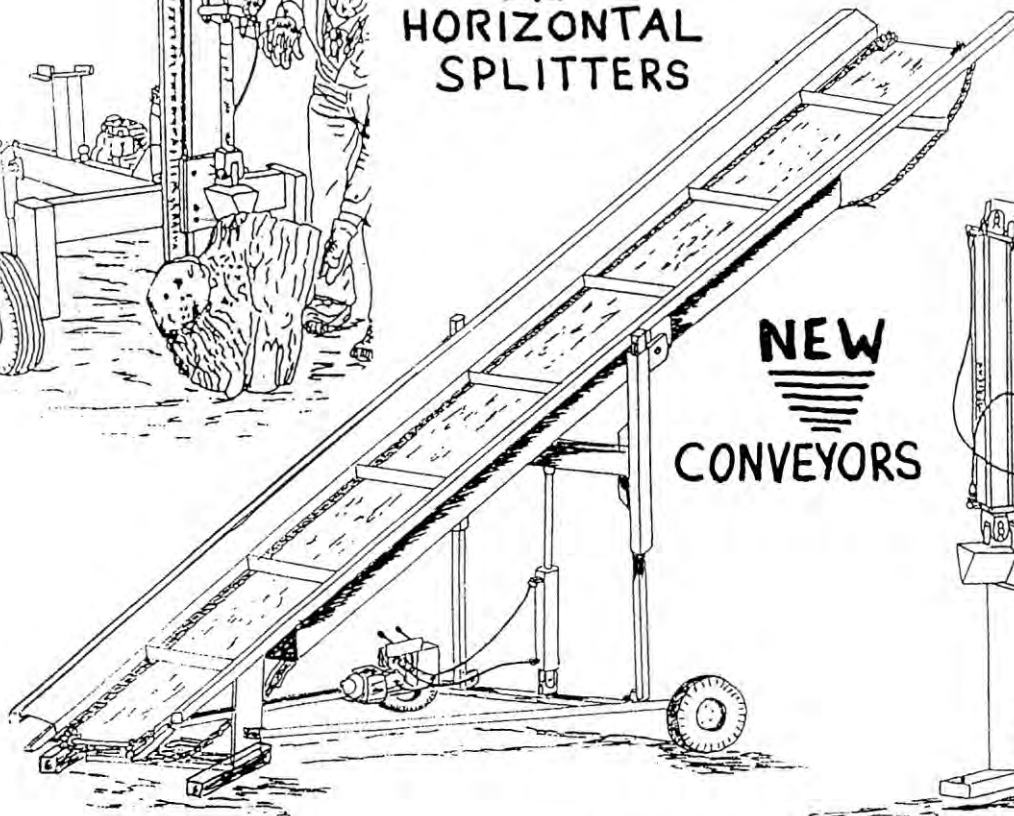


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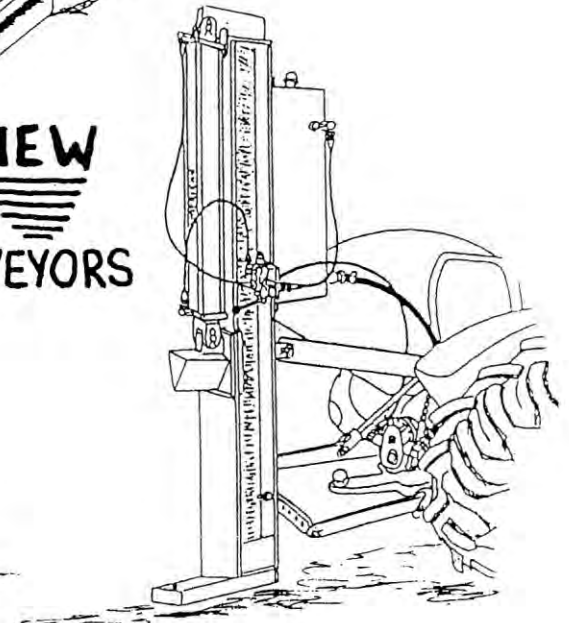
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New York Forest Owner

A PUBLICATION OF THE NEW YORK FOREST OWNERS ASSOCIATION

EQUAL TIME

The September-October issue of *The New York Forest Owner* is informative and interesting; however, I wish to correct an oversight in the *Ask a Forester* column.

Mr. Suhr answers quite agreeably the question posed by a parent concerning education and employment prospects for a female in the field of forestry. Now for my bias! When he mentions the three colleges that offer forest technology courses, "the private school at Saranac Lake, Paul Smith's . . ." is really known as Paul Smith's College of Paul Smiths, N.Y.

The two SUNY colleges were clearly identified but Paul Smith's College was given short shrift. Paul Smith's is fully accredited and also offers an intensive class and field schedule. A student can easily transfer from Paul Smith's to many other colleges or universities to advance his or her education if desired.

Thanks for the equal time.

—Joseph S. Szumski
Consulting Forester
Paul Smith's alumnus
White Lake, NY

HEIBERG WINNER

Thank you for sharing the *Forest Owner* magazine with me. It has been quite an honor to



receive [NYFOA's] Heiberg Award, and I enjoyed reading the article.

—Karyn B. Richards
Forest Resource Planner
NY Dept. of Envir. Conservation

DEER FENCE

The vegetable garden at my tree farm home has been a shambles the past few years. Deer like the variation in their diet, especially the Swiss chard, lettuce, beans, tomato vines, and the fruit. They weren't repelled by lantern light, hard rock music, human hair clippings, or blood fertilizer. Even "deer off" failed. But a high/low electric fence activated by a 6 volt wet cell battery did it! No more deer or raccoons eating the corn!

What's this got to do with tree farming? My 500 concolor fir seedlings are there in the garden, too.

—Jack Hamel
Jamesville, NY

GOOD NEIGHBORS

You sound most enthusiastic about your association with forest landowners, and that is a pleasure to me. I am enclosing our newsletter and an invitation to our next meeting, a tour of Cummings' Veneer Mill near Troy. We have our programs for the coming year nearly planned, including a trip to Grey Towers, the estate of Gifford Pinchot in Susquehanna County. Our big tree contest is drawing to a close with more than 80 entries. I hope we can keep in touch.

—Jane Bresee
Executive Director
Bradford County Forest
Landowners' Assoc.
Ulster, PA

Circle Reader Service Coupon number 97 to contact the Bradford County group.

CHAINSAW SAFETY

In your excellent articles on firewood cutters (September/October) you feature two photos of young men at work with their chains and chainsaws. That will keep them in fine shape and trim! It may also maim them and kill them, as it has many others, depending . . . I put my bet on the one with ear protection, eye protection, gloves, and tightly fitting clothing. He will outlive the

(Continued on page 19)

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11261 Apulia Road
Lafayette, NY 13084 (315/696-8725)

Norman E. Richards, 1st Vice President
156 Westminster Ave.
Syracuse, NY 13210 (315/472-3696)

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Ruth J. Thoden, Executive Secretary
P.O. Box 123
Boonville, NY 13309 (315/942-4593)

WOODLOT CALENDAR

January 9, 10: New York Christmas Tree Growers Association winter meeting, seminars. Syracuse, NY. Contact John Webb at 315-568-8173.

January 24: New Jersey Christmas Tree Association winter meeting, American Hotel, Freehold, NJ.

February 5,6: National Christmas Tree Growers Association 8th annual marketing meeting, Resorts International Hotel, Atlantic City, NJ.

March 1: Connecticut Christmas Tree Growers Association annual meeting.

March 28-April 8: NYFOA southern tour to visit woodlot owners, Christmas tree growers. All welcome. Call 607/273-3507, days.

August 1-10: NYFOA tour of eastern Canada, terminating at International Christmas Tree Conference, Halifax. All welcome. Call 607-273-3507, days.

August 10-14: International Christmas Tree Conference, Mount St. Vincent University, Halifax, Nova Scotia. Call 902-688-2778 or write to the registration committee at R.R.1, Pleasantville, Nova Scotia, Canada B0R 1G0

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CHRISTMAS TREES WITHOUT PAIN?

Let DALE

do it

CHRISTMAS trees are a lot of work if you grow them right. Some folks just don't have the time, energy, expertise, capital, or equipment to care for a plantation after they put it in.

Merwin (Butch) Crowe is one of those folks. He has about 40 acres in Christmas trees near his Candor, New York, home. He started his plantation ten years ago with an eye to retirement from his IBM career. But his son, who helped him establish the tree farm, has grown and gone, and Butch's work takes him out of town occasionally during the critical shearing season. This summer he really got behind, so he turned to Dale Weston, physical education teacher and football coach in the neighboring town of Spencer. Dale was the one who got him into the tree business ten years ago.

"Here!" Crowe said to Weston. "You take over my plantation. I don't have time to do it right!"

Dale Weston's Christmas tree operation, Frosty Morning Tree Farm, stretches from Spencer, to Dundee, to Marathon, to Bentley Creek, Pennsylvania. In addition to his own plantation on his 400 acre Spencer farm, Dale runs a Christmas tree service, for planting, spraying, mowing, shearing, and harvesting Christmas trees for his clients. One account has approximately 200,000 trees, and takes four weeks' work each summer.

But that's not all he does.

Sometimes, when a landowner has trees in the ground and growing, and finds that he or she just can't handle the work or the expense, a lease agreement is the answer. The landowner pays the property taxes, and buys the seedlings and herbicides. Dale does the work and owns the tree rights. The landowner receives a share of the profits after the trees are harvested. Frosty Morning Tree Farm has 16 of these lease agreements, each custom-fitted to the landowner,



Dale Weston and his crew will shear, plant, and even market Christmas trees for client landowners.

who may elect to do some of the work, or who may decide to let Dale and his crew of experts do it all.

"My overall plan was to stay in teaching 20 years, then get out and do my tree farm," Dale says, "but we got too big too fast. I couldn't handle it on a part-time basis. Owning a \$1,500 to \$2,000 machine just to plant 50,000 trees a year is not economically feasible. Once you are set up in the business and are doing it right, you have to pay insurance and

worker's compensation. You can't just plant a tree and wait for the 10 or 12 years that's required. That's a long time."

Six years ago, Dale hired Donald Brock, who had worked for him before going off to college to take a degree in computer programming. Donald had found himself unhappy working indoors and asked to come back. Since Dale wasn't in a position to pay him what he was worth, he instead offered him an eventual partnership if he stayed with the business.

Once he had employees, Dale found he had to get even bigger to make the business pay, and to provide a retirement income for both himself and his partner. Donald Brock has allowed Dale's business to more than double in size. Dale says he just can't give enough credit to Donald for the success of the operation.

Donald manages the crew and works full time at the business. He is a certified pesticide applicator and Frosty Mornings' insect expert. He also wrote a computer program that has saved an enormous amount of time in recordkeeping. Dale's wife, Joan, is the bookkeeper, and Donald's program has allowed her to be able to continue to keep the books and still go back to work full time. She teaches physics and chemistry at Spencer-Van Etten high school.

"If Donald left me, I'd seriously contemplate selling out, or maybe I'd have to retire from teaching," Dale says. "I could find another bookkeeper easier than I could replace Donald," he says, teasing his wife.

Frosty Morning employs one other adult besides Donald, and eight or nine high-school boys. Many of these boys stay with him for several seasons. Some even come back from college to work during the summer, giving him reliable, efficient, skilled workers

"I'm in a fortunate position," Dale says. "I can select excellent laborers. I usually take kids who are in sports. They know what it's like to work two hours without pay, so getting them to work six to seven hours **with** pay is a lot easier than getting someone to work who isn't used to working at all."

One disadvantage of being so spread out is the travel required to check on the plantations and to truck the crew and equipment from one place to another, spending a lot of time on the road. On the other hand, since they are so spread out, they minimize their risk. If they get hit with gypsy moth or rhabdecline at

by Betsy Bartz

one location, chances are good that other plantations will not be affected.

Dale hires three or four workers in April when it's time to start spraying herbicides and plant, and they stay on through the season. About the time they're through planting in May, the weeds are tall enough to start mowing, and that continues until it's time to shear. The rest of the labor is hired when school lets out. They could get an earlier start on shearing if they didn't have to wait for the end of school to fill out their workforce. Shearing continues until the end of August, when school starts.

It takes a lot of expensive equipment to run an operation this size. Dale has eight mowing tractors. Five are diesel. He found he had to have 16-horse tractors for mowing; twelves weren't big enough. He recently bought a tractor with a closed cab so Donald wouldn't be exposed to the sprays. For other work the cab is a hindrance because operators can't see where the wheels are. Dale is also getting filtering equipment that blows fresh air past the operator's face when he spraying. That device alone costs about \$500.

Dale has two planters. The newer one controls row width as well as spacing in the row, which is a big help. They may plant as many as 50,000 to 75,000 trees a season, and can do as many as 5,000 per day. He charges from \$75 to \$100 per 1,000 to plant, depending on how many trees are planted and the conditions. One man called him to plant some "cleared land." It was cleared in that he had cut the trees down, but he had left the stumps! It took two days to plant under those conditions, and they lost money on it.

A spray rig, a dump truck and trailers to move equipment, a tree baler, and a nine-passenger Chevy Suburban (the kids call it "Weston's migrant bus") complete the big equipment inventory.

Since traveling to check on the plantations is one of the problems with being so spread out, one landowner in Marathon helps plant and shear his own plantation and gets a mini-course from Dale on insects and diseases to watch for each year, saving Dale some travel.

Frosty Morning's trees are marketed in Maryland. Dale's crew cuts, bales, and sells trees 6½ feet and taller. (They once tried selling by the foot, but measuring took so long they gave that up.) Buyers haul them south. Dale insists that the landowner be present to count the trees when they are harvested.

"Whether they want to or not,

whether they trust me or not, I want them to be there to say, 'Yes, you've taken out 500 (or however many) trees.' When I leave, I try to leave some decent trees for next year, and anyone taking trees out after we're done is stealing, including the landowner."

Under the lease agreement, Dale owns the trees, even though the landowner owns the land.

Birth of a business

How did a physical education, health, and driver's education teacher get into the tree business? Both Dale and Joan grew up in northern Tioga County, and after living near Albany for a time, missed the rolling hills. They decided to come back here when it was time for Dale to do his graduate work. He says he had considered going into forestry when he was in high school, but got talked out of it.

Dale's forestry education has come from books, and it helps that Joan is a biologist. Part of the credit for this successful enterprise goes to Joan, who is very supportive. They bought their farm with an unfinished house, finished it themselves, and homesteaded it. In the early days she helped plant, and later, when they could afford a planter, ran the planter, drove tractor, and filled in where needed. She isn't able to do the heavy work any more, so she just keeps the books, is on-call when needed, and sometimes trucks equipment.

Joan says, "A desire for some independence pushes us. We've had the philosophy that if you really want to do something, you can learn how to do it."

Dale and Joan have one son, Brent, 16, a six-foot tall honor student and football player. He works with the crew in the summer, but Dale thinks Brent will probably go on to college after high



Donald Brock, left, and Joan and Dale Weston: the brains behind Frosty Morning Tree Farm. These folks run a seedlings-to-sales service for Christmas tree growers that stretches to a 50 mile radius from Spencer, New York.

"Somebody told me that you had to spend two years up in one of those fire towers with nobody around, and I believed him!"

But the interest was still there. While he taught school, he worked part-time selling shrubs on consignment for a teacher friend of his who had a tree business on the side. After his friend died in a boating accident in 1972, Dale ran the crew on a 150-acre plantation for nothing that summer to help his friend's widow. At harvest time, she suggested they draw up a formal agreement for Dale to run the plantation. He's been in the tree business ever since.

school, and not want to spend his life growing Christmas trees.

And the future? Dale sees a glut of cut Christmas trees on the market one of these years, but he's got a digger and can market live trees. Someday he might let Donald take over the whole operation and work just his own property. Dale talks about a cut-your-own operation with a wagon and team of horses to take customers to the cutting site . . . of cross-country skiers served hot coffee by a warm stove in the building by his house, remodeled to include a huge window overlooking the valley. He thinks he might even have time to go hunting once in a while.

Dale Weston doesn't act much like a man who's ready to slow down and take things easy. Not yet, anyway. ■

To contact Weston, circle number 100 on reader service coupon.

ECOLOGICAL awareness, married to the energy conservation needs born of the Arab oil embargo of the 1970s, has led a major New York State university to shift to wood for most of its heating needs. The switch has also led to significant savings.

In the fall of 1982, Colgate University, nestled in the small Chenango Valley community of Hamilton, began burning wood chips to create steam to heat more than 1.2 million square feet of space on campus.

The man responsible for monitoring the program says the woodfired steam plant has saved the college about \$200,000, while reducing its dependence upon a non-renewable energy source. A side benefit is the money pumped into the central New York economy as Colgate buys about 18,000 tons of wood chips each year. The project also created five new jobs at the college, and allowed it to increase services.

"One of the things typical in a college community is the desire to do something about energy conservation," says Tom Gerrish, Colgate's assistant director of the physical plant. "An energy task force was formed and one of the things it studied was the college's central heating plant."

Working with the Mueller and Associates consulting firm from Baltimore, Maryland, the group investigated ways to reduce Colgate's dependency on number six fuel oil. The use of coal, natural gas, and wood was studied. In addition, Gerrish says, solar applications were reviewed.

The study team found natural gas was



Tom Gerrish amid Colgate University's wood chips.

WOOD
TO
BURN

by David Hollis

not available in the area, and that the economic pay back on coal would not be beneficial. The group also found that central New York is blessed with an abundant, long-term supply of hardwoods within a reasonable 50 to 60 mile distance of the 2,500-student liberal arts university.

Energy grant

A further incentive came from the state. Colgate received a \$480,000 grant from the New York State Energy Office to cover about 35% of the project's total cost of \$1.4 million. Colgate added \$960,000 of its own money. The entire project, says Gerrish, will be paid back in a little more than seven years, with the college's portion covered by savings within nearly five years of the installation.

Gerrish says construction began October, 1981, on the college's wood-fired, horizontal, fire-tube, fixed-grate boiler facility capable of generating 25,000 pounds of steam per hour.

The facility went on line in October of 1982 and today provides about 85% of the college's heating and domestic hot water needs. It is backed up by the three oil-fired boilers which were already in place, and Gerrish says the wood equipment also powers a steam absorption air conditioning system in the college's Olin Hall during the summer.

With all of its variety of wood chip applications, Colgate is burning about 18,000 tons of wood chips per year, which equates to about 7,200 cords of hardwood. They spend about \$400,000 (about \$22 per ton) on the chips, most of which are byproducts of other timber-related activities carried out throughout central New York, another benefit of the boiler changeover, says Gerrish.

Upgrade woodlots

"We have been concerned from the start about helping improve the quality of forests in the area, while ensuring a proper supply of chips," says Gerrish. He says the energy task force consulted with local foresters and found they could achieve that goal.

"We are not chipping good logs that could be used for furniture or other commercial purposes," says Gerrish. "We're getting low-grade and diseased trees, like some of the beech in this area, in addition to mill residue."

One of the key suppliers for Colgate has been Bio Burn, a Utica-based broker of wood chips.

William Glover, president of the firm which was started in 1981, said the wood chips used by Colgate generally come from north of Hamilton. Much of it is the result of woodlot management programs, and the use of these chips by Colgate and other consumers has made such management plans profitable.

"This makes it worthwhile for someone to thin a stand of trees," said Glover, whose Atlantic Energy Company also manufactures pelletized fuels from waste cardboard, paper and sawdust. "There isn't sufficient return for a person to just trim out the low-grade trees that compete with good ones that could be sold for veneer or other commercial uses. Making a profit from selling trees for chipping is extra incentive."

The recent drop in oil prices has removed part of the incentive of conversions such as Colgate's. He added, however, that the price drop is expected to be temporary and that fuel cost savings will once again grow. Because of this, the market for chips as a fuel remains "excellent."

Unlike oil burning, the process puts no sulphur into the air, says Gerrish. In fact, an air quality study performed by Colgate chemistry students showed no significant adverse impact caused by the plant going on line.

Dr. David Lewis is a professor of chemistry and associate dean of the faculty at the college. The year before Col-

gate started burning wood, one of Lewis's students charted air quality in several locations in Hamilton. Once the wood-fired boiler was at work, the air was once again tested.

Lewis, himself a forest owner involved in a reforestation project on land west of the college, said sulphur emissions—pollutants caused by burning oil—were down. Levels of nitrates were up slightly, because of the nitrogen found in wood. He added that, because of the process used in burning the wood—forced draft and high temperature—it is “very unlikely” that Colgate’s plant would produce any carcinogenic materials.

“I am generally pleased with all aspects of the program,” said Lewis. “It is ecologically sound, has had no significant adverse impact on local air quality, and it has decreased the college’s dependency on a non-renewable resource.”

Colgate University’s wood burning program has received the praise of the state agency which helped make the program possible.

Jim Atkins, a spokesman for the New York State Energy Office, said Colgate’s wood conversion is one of the more innovative programs funded by the federal Energy Department grants administered

by his office.

He said Colgate received funding under the Institutional Conservation Program, which targets money for schools, hospitals, and local governments wishing to improve energy conservation efforts. Since the program began in 1979, New York’s Energy Office has overseen more than \$60 million in grants made to 1,500 institutions. The most recent cycle of grants saw about \$3.7 million awarded to 83 institutions.

Atkins said the agency always receives more applications than can be funded, and that the federal program is endangered by the recently approved Gramm-Rudman-Hollings Act designed to trim spending and balance the federal budget. However, a move by Governor Mario Cuomo could ensure money for the program.

In the current budget, the governor requested that \$26 million be allocated over three years from money the state expects to receive from the settlement of overcharges by the Exxon Corp. Atkins said the \$160 million due New York under this settlement is bottled up in the Senate, but if it is received it would mean twice as much money each year than the program has received in the past.



Dick McNamara checks the controls of the wood-fired boiler at Colgate University.

“Programs such as Colgate’s have proven their worth,” said Atkins. “Certainly wood is one of a number of alternative energy sources which will help relieve our dependency on oil.” ■

Wes wants more questions.

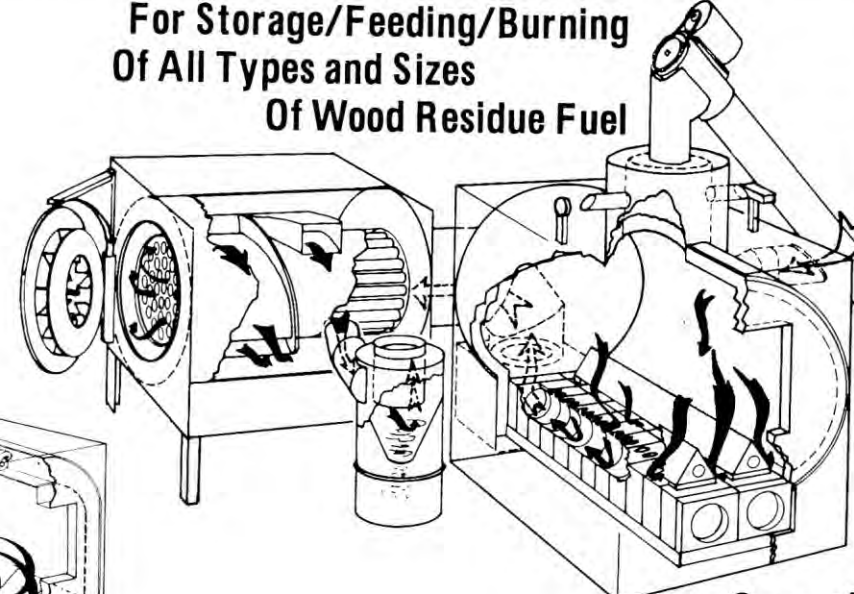
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SAFETY IN THE WOODLOT

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DAN Tilton won't tell you how to cut wood with a chainsaw but he'll show you how to fell timber, large or small, without chopping your head off.

Whether a weekend cutter or a professional logger working in the forest, the importance of safety cannot be stressed enough, Tilton said.

Tilton, a professional safety instructor, gave a demonstration at "Productivity Through Safety Day," an all-day seminar April 26 near Boonville, a village in the foothills of the Adirondacks.

Tilton is no stranger to Boonville. He has been showing off his skills for the past 15 years at the annual New York State Woodsmen's Field Days in Boonville, an event that attracts thousands of spectators, including landowners and loggers.

Tilton and other professionals making their living in the woodlot presented the "dos and don'ts" of chainsaw operation to more than 100 people attending the event sponsored by the state woodsmen's

by Bob Spath

association.

Describing the chainsaw as a versatile machine, Tilton said that, used improperly or unsafely, "it can also take your head off." The saw can fly in 360 different directions, he said. "Trees in the woods can do some tricky things."

Tilton emphasized what he said was a "must" in safety operation. "If you remember one thing today — grab the saw, using both hands, and wrap your thumb around the handle bar."

Among the major safety features of the newer chainsaw models he mentioned were the hand guard and safety throttle, or lockout of the trigger assembly.

To prevent hand circulatory problems, or "white fingers," as they are referred to in the trade, chainsaw companies are coming out with anti-vibrator handles, Tilton said.

Some manufacturers are even offering heated handle bars, which he believed was a practical option. "Next year they're coming out with a cigarette lighter, stereo . . . options like that," he added jokingly.

Tilton said the upper left thigh and the back of the left hand are the two most common places to get cut with a saw. These new safety features are designed to cut down or eliminate the number of accidents. But, he said, regardless of the number of safety devices, woodcutters must have a split-second reaction when something goes bad.

But even the cutter, who may own a woodlot, cutting firewood in his spare time, should realize the importance of dressing safely when operating a chainsaw, Gary Bourgeois insisted.

Bourgeois and his brother, Mark, own and operate CJ Logging Sawmill Supplies, Inc., of Boonville. They, like Tilton, have been demonstrating at the Woodsmen's Field Days for the past several years.

According to Gary Bourgeois, proper safety equipment is available from head to toe, including helmets with ear muffs, and face guard.

"There are safety gloves with ballistic nylon on the rear," Bourgeois said, "and safety chaps that fit over trousers." Foot-

wear comes complete with ballistic lining, a steel toe, and rubber-bottom soles for good, tight gripping, or an anti-skid tread.

"Ballistic nylon," he explained, "gives you reaction time when you come off the throttle." All equipment is designed to be resistant to the initial action of the blade, he said.

Bourgeois said his firm doesn't sell a saw without a chain brake, a safety feature also described by Tilton. It acts as an anti-vibrator.

In addition, Bourgeois said, there are safety tips on the saw itself or the blade part of the machine. "Most accidents occur when the top of the saw strikes a solid object, causing the machine to bump up, or come back towards the operator," he said.

The latest model saws are also equipped with an anti-kickback, high-raker chain, according to Bourgeois. "This allows for less jumping of the saw teeth and lets the chain go through the wood more smoothly."

In addition to proper operation and safety attire in connection with chainsaws, there's also a matter of being safe with insurance.

Marc Marion, of W.J. Cox Associates, of Williamsville, near Buffalo, said the law in New York State is clear on the question.

He said a person who owns a woodlot and sub-contracts to have wood cut must have workmen's compensation insurance coverage.

In addition, he said, that owner should consider carrying general or public liability insurance. As examples, he cited accidents involving trees hitting power lines or a person getting hurt while felling trees. "It all comes back to the owner of the woodlot," Marion said.

But what happens when a private landowner allows a friend to cut wood on his property?

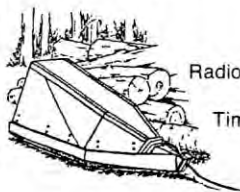
With respect to compensation insurance, Marion said, the key issue is whether or not the woodcutter is considered an employee of the owner of the land.

"If a person is cutting wood and gets injured and doesn't have personal comprehensive insurance, it's a tough call," Marion said. "But, someone's going to pay," he added. ■

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HUNTING



TIMBER

WOODLOT INCOME BY ALAN KNIGHT



HOW times have changed! Years ago, as a young GI in the Bavarian forest, I was fascinated when my German hunting buddies told me that hunting rights were customarily sold by landowners to avid sportsmen or hunting clubs. I remember coming home and telling my friends in the wild and woolly United States about that and how they laughed.

"Not me. And not here. No sir. This is the United States, not Germany. We don't do things that way here, do we? Not on your life." That's what they said.

Those are the same guys who have had to hustle the last few years to find a place to hunt. Those are the same fellows who have had enough of crowded, distant state hunting lands and who have formed hunting clubs which lease and post somebody else's land to reserve it for themselves. They've bought the German idea just like they've bought Stihl chain saws, Deutz tractors, and Volkswagen rabbits.

Why was I so fascinated then? Sure, I was bowled over by a new and stimulating culture. But I was also struck by a system which brought economic return to the landowner from hunting, something which in the United States had always been as free as the deer themselves. Odd, isn't? The capitalistic country, ours, had social ownership of wildlife and hunting access. The more socialistic country, Germany, had private ownership and control.

Myron Knight may not give two hoots for all that. He only knows that a bunch of hunters pays him \$80 a year each for the privilege of stalking and sitting in his 650-acre Hancock, New York, woodlot.

"I like to see the guys have a good time," Myron says simply, and you get the feeling he really isn't just after the

Myron Knight uses his John Deere 350 bulldozer to skid logs and build woodland trails.

money. Even so, between the hunting revenue and selective timber cutting, he manages to cover the \$3,000 property-tax bill in most years.

Part of the hunting quality stems from luck, part from work. Myron's woods are in what's called the Lordville Deer Yard. It's location is so nice for the deer that they all congregate there, even when they've exhausted their food supply and start starving to death. That's the "luck" part of it.

The work comes in winter feeding of hay and grain. Myron knows not all biologists approve of winter feeding of deer, but, he reasons, if deer are going to just stand there and starve, as about 100 did in the winter of 1976-77, what have you got to lose besides the hard work of getting food out through the snow on days when you really don't feel like it?

This veteran of more than 20 years of milking cows is no stranger to daily performance of bone-chilling, unwelcome chores.

He uses six-by-six-inch mesh wire coiled into five-foot-tall cylinders, attached to trees, as hay mangers for the deer. Typically, they're located along forest roads so he can serve them by tractor and trailer. Next year he hopes to build conventionally-shaped horizontal mangers with roofs on top to keep out the ice and snow. German deer managers have been using them for years. Apple trees dot the sunny banks of his marsh, planted by this knowledgeable forest manager. Myron knows that deer love them.

Turkeys are showing up more and more in his woods. That's part of a general, widespread increase all across

the Southern Tier of New York and, in this case, enhanced by a landowner's generous habit of carrying a pail of corn kernels. While working a couple of selected trees out of the woodlot, Myron likes to toss a few kernels here and there in areas frequented by deer and turkey.

Opening your woodlot to free-hunting is not without certain risks. Although landowner liability has been clarified somewhat in recent years, Myron Knight feels more comfortable about the risk of lawsuits by carrying an extra liability insurance policy and by specifying that each hunter buy his own hunter's policy through the National Rifle Association. There's another German hunting idea slipped into our system. A German hunter can't buy a license without a hunter's liability policy.

Since selling his cows 15 years ago . . . and even before that . . . Myron Knight has been intimately involved with his woodlot. After quitting the milking business, he worked as a full-time logger for a while, but now he's retired from that, too. It's his own woodlot that now intrigues him, so much so that he's built a new house there, just so he can spend more time in his woods. Although he has a written management plan, his consulting forester thinks he hardly needs it. Myron seems to know every tree personally.

"He does his TSI (timber stand improvement) not so much according to a set schedule," Bruce Edwards, his former consultant once said, "but according to the needs of his stands, to which he is very much in tune." It's true. Myron Knight looks at his forest, but sees the trees. ■

From Forest to Final Form

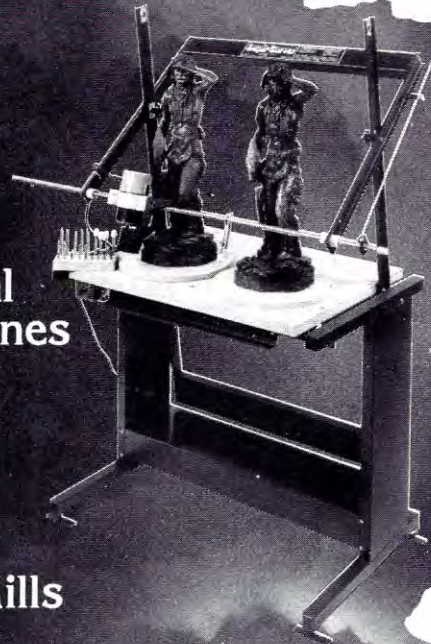
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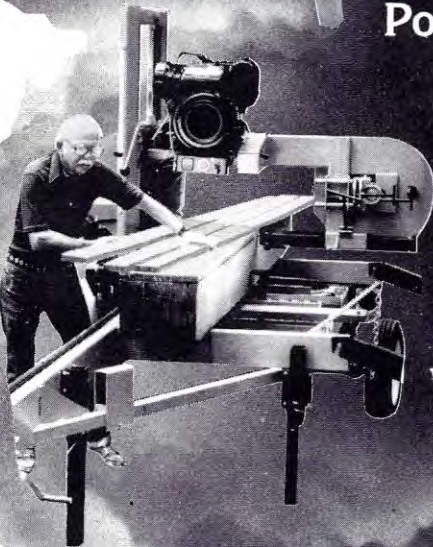
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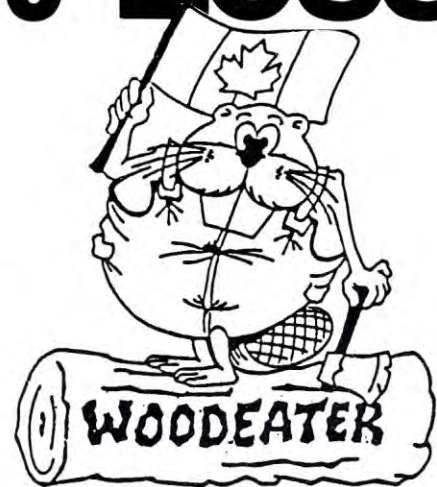
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WOODSWALKS

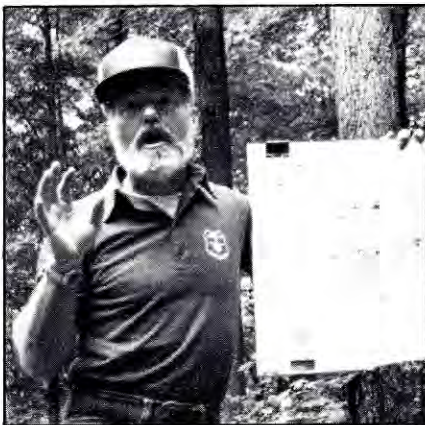
WANAKENA

Approximately 30 forest owners and enthusiasts, some from hundreds of miles away, attended the extraordinarily well planned woodswalk at Wanakena in July. *Ask a Forester* columnist Wes Suhr actually provided two woods walks: a morning walk at SUNY College of Environmental Science and Forestry Ranger School woodlands and an afternoon one at his own forest lands several miles away.

A faculty member and former director of the Ranger School, Suhr made arrangements to have visiting forest owners accommodated in the school's dormitory, which overlooks a picturesque inlet of Cranberry Lake (swimming and canoeing were fine . . . fishing was terrible!).

A highlight of the woodswalk at Ranger School property was the visit to compartmented plots where distinctly different thinning had been done. Standing at one spot, the group could see four quadrants, each thinned more vigorously than the last. This gave Wes Suhr a chance to introduce the concept of stocking rates (see this issue's *Ask a Forester* for more discussion), a point he returned to in the afternoon at his own woodlot.

A forestry fact of life emerged through informal discussions at the Ranger School. Though the school has a capacity for about 120 students, fewer than 40 were reportedly enrolled last year. While some speculated that poor pay and poor employment opportunities awaited school graduates, others asserted that all



At NYFOA's July woodswalk, *Ask a Forester* columnist explained his use of stocking rates in managing his own hardwood forest.

Ranger School graduates who wanted a job had gotten one. News reports of college students being more money-minded and less idealistic than those of two decades ago are, perhaps, proving accurate in this case.

As the caravan of cars and trucks wound up the long, wooded road that led to the afternoon woods walk, it became apparent that Wes Suhr had much to show and much to be proud of. His highly professional approach (including use of stocking rates) to woodlot management and his do-it-yourself approach to road building, firewood cutting and marketing, and maple syrup production were admirable. He's even built a pole barn for his Kubota tractor, Farmi winch, and bulldozer. Well . . . sort of. As Association director Bill Lynch noted, the poles weren't set in the ground. They were perched on concrete piers. So, Bill joked, it wasn't a pole barn. It was "pole-ish!"

WAYLAND

Dr. and Mrs. John Hamilton, Wayland, NY, hosted a woodswalk in August. They have 300 hilly acres, of which 200 are wooded. Generally, one side of the ridge is in conifers, mostly red pine, and the other side is hardwoods, magnificent and in all phases of growth. The climax forest is something to behold. The Hamiltons have had some logging done, make a lot of firewood, and sell some pine to makers of log homes.

All morning we wondered how the Hamiltons could work on the steep slopes so typical of their property. We found out when we were given a demonstration of their John Deere 830 tractor with a Farmi winch. The winch has 160 feet of cable on it. They park the tractor on a woods road and pull in the felled trees with the cable. It worked very well as long as the tree was not obstructed by standing trees and, even then, a peavey could free it.

After lunch the Hamiltons showed us the chestnut seedlings they grow in their vegetable garden.

In attendance were (all from New York): Ronald and Marion Schneider, Webster; Anne and George Hart, Springwater; Floyd and Agnes King, Rochester; Major and Mrs. Lyman Barry, Nunda; Anna and Robert Shepherd, Brockport; Victor and Anne Mellen, Victor; Sanford and Judith Vreeland, Rush; Dan Hull, Horseheads; and Morgan Heussler, East Aurora.

—Morgan Heussler ■

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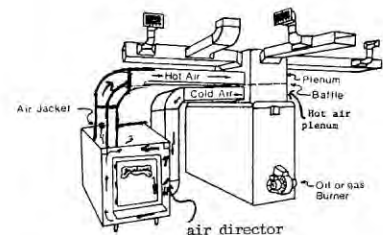
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NYFOA in Erie County

SUCCESSFUL FALL MEETING

by Earl Pfarnar

THE annual fall meeting of the New York Forest Owners Association was held September 12th and 13th at the Erie County 4-H camp. Friday night was highlighted by an awe-inspiring slide presentation by Don Messinger, whose commentary of the horseback trip through the Rockies was as enthusiastic as if he had just come back, rather than two years ago.

“I understand you folks haven’t worked with government very much.”—Erie County Forester Ed Wood, when asked why he couldn’t sell timber to raise cash for a new tractor.

On Saturday morning, Erie County forester Ed Wood gave us a fine historical report about the 3,200 acres of county-owned forests and showed us how the sawmill operates. His ranger-assistant explained the 2,500-tap maple syrup operation and led us on a woods walk.

The Erie County Forestry Department, which has been cut from 13 to 6 employees in recent years, made only 400 gallons of syrup in 1986. Most of the syrup goes to county hospitals and institutions. Ed Wood says they are leaving tubing in place all summer this year, “just as an experiment.”

Caterer Fran Jusko really out-did herself with the three meals she served at the Knights of Columbus Hall in Yorkshire.

Two separate trips were made to a woodlot that was clear-cut thirty years ago. The first trip, Friday evening, was pretty well rain-soaked, and the second, on Saturday afternoon, was accompanied by a most inspiring lesson on good forestry by Bob Sand.

At our meetings there are sometimes surprises, such as the tree monkey at Hamilton College some years ago. This year our surprises included Fran Jusko’s “cow-tails” (a delicious dairy cocktail punch) and the impromptu forestry lesson by Bob Sand, who was heard to comment that he never needed a step ladder to get on a truck before.

I wish to thank all who co-operated so well at this year’s meeting, and encourage more of our members to take advantage of the meetings and woods walks sponsored by NYFOA.

NYFOA’s fall meeting included a visit to a sawmill operated by the Erie County forestry department.



BOOK REVIEW

THE WOODLAND STEWARD

A Practical Guide to the Management of Small Private Forests

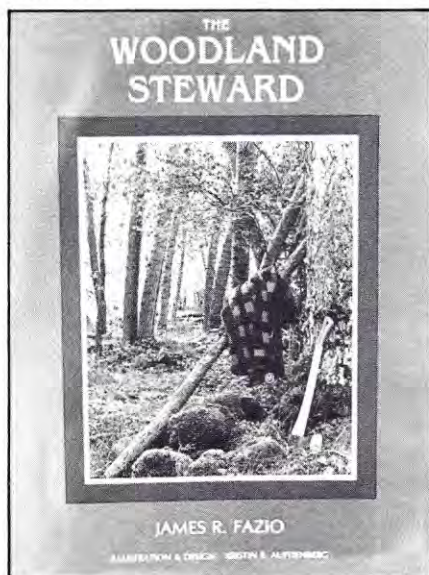
by James R. Fazio

The Woodland Press. \$14.95

"Owning a piece of woodland is one of the major joys in the lives of millions of Americans." So begins the Forward by R. Neil Sampson. We own it, legally or spiritually. We see it grow. We love it, and wish to care for it . . . but how? It takes a long time to become a woodland steward, longer than the time we have available, unless we can learn about it.

The *Woodland Steward* is a remarkably comprehensive book. From chapters on planning to taking inventory to harvesting, it describes the why and the how of all aspects of woodland stewardship. All options are discussed in chapters on Christmas trees, maple syrup, firewood, wildlife, etc. The novice will be amazed without being overwhelmed and the veteran will find many of his hunches explained. This is a practical book foremost, but with a well-balanced philosophy woven throughout the text that skirts no issues. The illustrations are simple, one wishes more technically detailed at times, but very plentiful. Useful are the references and sources sprinkled through the text, and a good index and appendices are included. This one is for every forest owner's and woodland steward's shelf!

— Peter S. Levatich

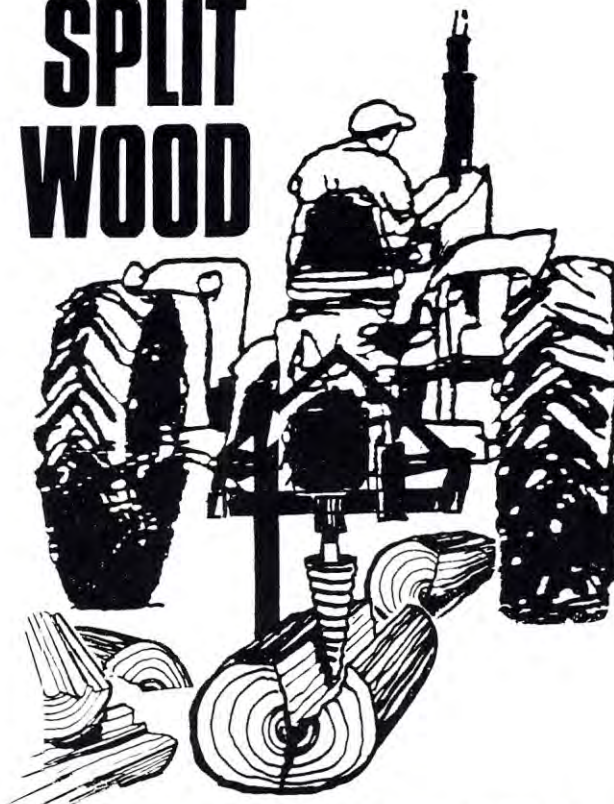


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IN THE MAILBOX

(Continued from page 5)

other man. My odds are 10 to 1. Chainsaws are unforgiving. And we also have to point this out **all the time** to those who are getting into this work and this fun activity. There must be no exception to optimum safety. The *Forest Owner* should not publish photographs showing otherwise.

—Peter S. Levatich
Brooktondale, NY

CONGRATULATIONS . . . BUT

Let me add my congratulations to those you've received on *The New York Forest Owner's* upgraded and expanded format. You've moved up a quantum leap on content and quality.

The September/October 1986 cover photo and some of the interior photos, however, prompt me to issue a request for future issues. Please consider a

policy of **not** publishing photos of people working unsafely in the woods. The chainsaw operator on the cover is not wearing gloves, leg protection, or eye or hearing protection. Regular eye glasses don't count. In addition, by holding the saw at shoulder height and not using a notch cut, he is felling a tree in an extremely hazardous fashion.

If the chainsaw operator is a professional firewood or logging contractor, he is in violation of numerous Occupational Safety and Health Act (OSHA) workplace regulations, and if inspected could be cited and stiffly fined for each violation. If he is just cutting firewood for home use, he is not subject to the OSHA regulations, but may maim or kill himself anyway.

The number and severity of chainsaw and other firewood, pulpwood, and log harvesting injuries is so great that everyone in the forestry community has a responsibility to help prevent them. The New York Forest Owners Association can do its part by being aware of and emphasizing safety in its magazine and other publications. I have enclosed

some American Pulpwood Publications which may help you or association members understand some of the basic principles of woodworker safety.

—Richard Lewis
American Pulpwood Association

Send a check for \$8 payable to NY Forest Owner and circle number 99 on the Reader Service Coupon to order his woodcutting safety booklets.

CONGRATS . . . AND

The September/October issue is super. Congratulations. Enclosed is a flyer I just received from the American Paper Institute, National Forest Products Association. It refutes the *Woodcuts* opinion by Congressman Eckert.

—Bob Sand
Cayuta, NY

HAMSTRING OWNERS?

There is in New York pending legislation that would further encumber the ability of private forest landowners to manage their lands. One proposal would

require landowners to provide extensive impact mitigation plans on forested sites that have been identified as potentially threatened or as habitat for endangered species. No one can argue the need to protect endangered species, but we must not simply assume that the private forest owner has the resources to protect species habitat. Without considering the impact of this type of legislation on the private forest owner, we threaten the balance between private and public interest.

—Daniel McGough
President
Empire State Forest Products Association

WIDER CIRCULATION

I think the plan to make a wide distribution of *The Forest Owner* is a great thing. Hopefully, it will inspire more woodlot owners to learn how to take care of their woodlots. That is the basic purpose of the Association and this is a fine way to promote it.

—Howard Ward
Candor, NY

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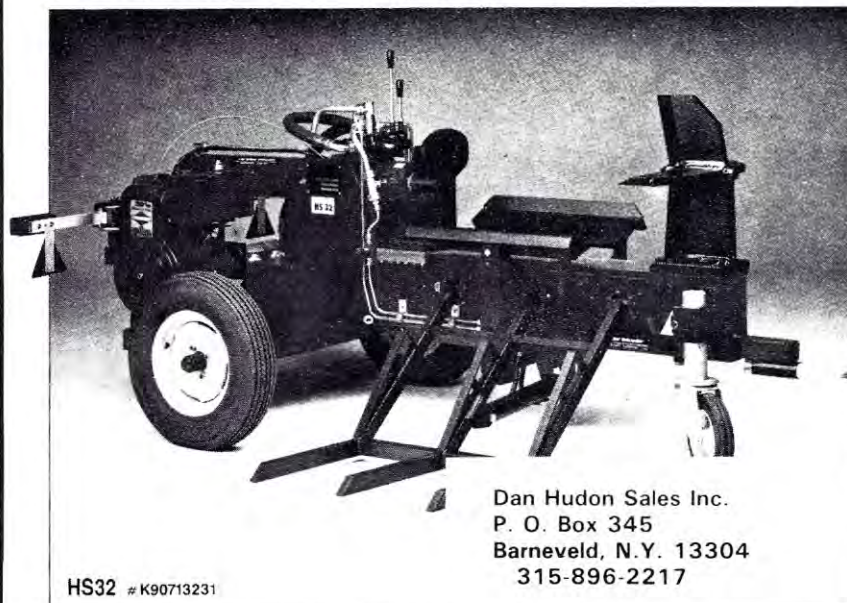
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CHAPTER REPORTS

THRIFT NEWS

THRIFT's new brochure made its debut at the Woodsmen's Field Days in Boonville. Also debuting at that time was a large THRIFT sign made by member Ken Eberley, an almost-look-alike to the NYFOA sign made by him.

Drawings for some Tug Hill products were held at the THRIFT booth both Saturday and Sunday during the Field Days. George Phillips, Parish, New York, and Pat Wilds, Fabius, New York, each won 25 pine tree seedlings from the Mountain Meadows Nursery,

Greig, New York. Robert Martin, Canandaigua, New York, was winner of a half-gallon of maple syrup, contributed by member Harold Petrie. The other maple syrup prize and two five-pound bricks of Hoffman-Dudo cheese were not claimed. Winners were notified by mail.

Program schedules for the next several months are tentatively in place. Our Holiday party is set for November 25. Everyone is welcome. Come, bring a guest and your favorite holiday treat—punch, cookies, pizelles. Entertainment ideas are still brewing. THRIFT takes a

break during December to leave more time for family activities.

Scheduled for January 27 is a program on the Value of Your Forests. We hope to be getting a preliminary look at the Forest Management Computer Model developed at Yale and keyed to the growth rates of Tug Hill.

February 28 is tentatively scheduled for exploring alternative uses of farmland—particularly land idled by the buy-out. THRIFT is interested in other resources as well as forests.

On March 24, Gary Goff expects to give us a sampling of the Woodland Management Home Study Course developed at Cornell.

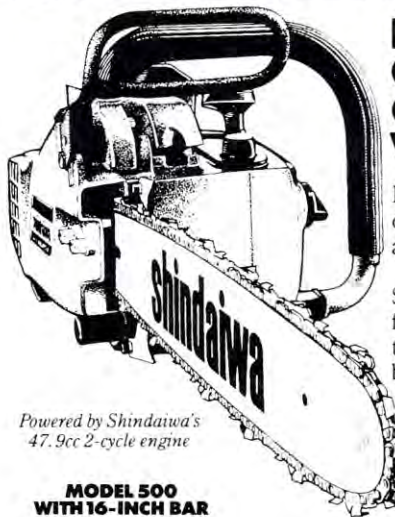
And in April, we'll be looking at ways of Getting the Most from Your Woodlot Through Innovative Forest Management.

Visitors are welcome. Meetings are scheduled for 7:30 p.m., and are held at the offices of the Woodsmen's Corporation in Boonville, unless otherwise announced.

Special birthday wishes go out to charter member Elwin Rowell, whose 78th birthday is December 27, 1986.

—Bonnie Colton
THRIFT correspondent

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TIOGA CHAPTER

Tioga Chapter held a woodswalk at Howard Ward's tree farm on the evening of August 28. Those in attendance were: Howard Ward, Candor, principal owner and chapter president; John Ward, Macedon, part owner; Robert Riggs, Newfield, part owner; Frank Bulsiewicz, Cortland, DEC forester; Richard Pancoe, Earlville, DEC forester; Gerard Kachmor, Kirkwood, DEC forester; Alan Knight, Candor, NYFO magazine editor and member; Paul Reed, Candor, woodlot owner and retired sawmill operator; Brenard Moyer, Candor, retired sawyer and timber cruiser; Peter Ellis, Owego; Dwight Anderson, Candor; Carl Andreassen, Apalachin, Chapter Vice President.

The group observed the effect of planned annual thinning of 10 acre parcels of the woods and selective harvests (the first harvest was in the early 1920s by Howard's grandfather) in 1957 by Paul Reed and in 1970 by Owego Contracting. The trees are well spaced, between 12 and 20 inches at breast height,

Howard Ward led the Tioga Chapter of NYFOA on a woodswalk at his tree farm in August.

and roughly 50 feet straight up to the first branch. Species include red oak, hard maple, white ash, an occasional cherry, shagbark hickory, and basswood. There is still some beech but most of it has been cut for firewood because of beech scale.

During the walk, Frank Bulsiewicz pointed out some ginseng plants growing on the northeast slope among the trees. He said the ginseng market is paying \$160 per pound for roots. The best roots are those that have grown roughly in the shape of a man. Squirrels often drop the seeds along a decaying log. It takes about five years for the plant root to reach a marketable size, Frank said.

The group was also shown plantations of Douglas fir and Concolor fir Christmas trees. Some frost damage had occurred to young Douglas fir seedlings in a flat area due to poor air drainage. The Concolor fir takes a long time to grow to Christmas tree size, 12 to 15 years, but is a beautiful tree with soft, silver-green needles which will not drop no matter how long the tree is kept in the house. The improvement in growth from the application of lime and fertilizer was pointed out, as was the fact that annual or semi-annual mowing of the plantation minimizes mouse damage. No chemical pesticide spraying has ever been used on these plantations.

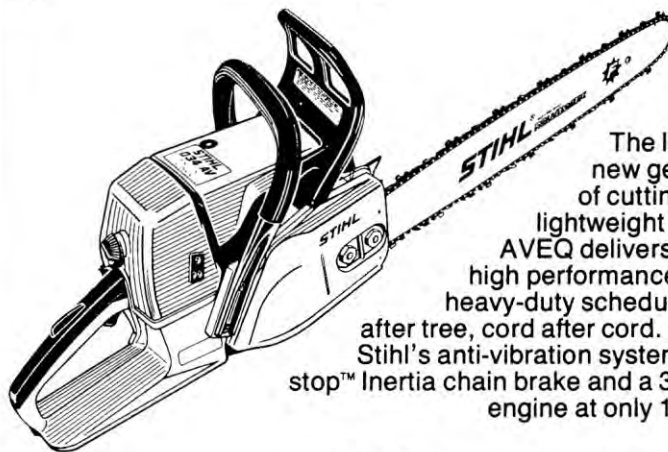
Another chapter meeting was held September 25th at the Cooperative Extension office in Owego. The topic was "The Economics of Owning Small Woodlands." The speaker was a graduate student at the SUNY College of Environmental Science and Forestry who was studying just that topic.

Those of you reading this are asked to invite woodland owner acquaintances in Tioga County to attend the meeting. Perhaps they'll join the Chapter and NYFOA. ■



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MAPLE syrup producers probably are the better for Arnot Forest, and will make an agricultural step forward again one day because of its maple syrup and forest management research. But an assembly line of woodlot miracles it isn't, given the ironic minimal budget that the Cornell University College of Agriculture and Life Sciences feeds it.

Arnot came to Cornell as a child of rural depression, exists now to test forest-based enterprises that would alleviate rural depression, and suffers, itself, even now, from budgetary depression.

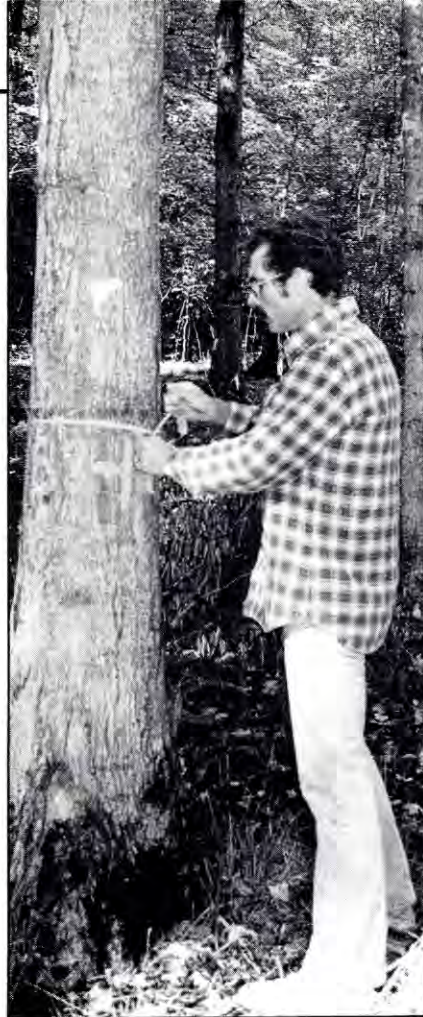
The irony grows out of Arnot's history. The Van Etten, New York, land came into Cornell University's possession because of turn-of-the-century timbering bankruptcies and later resettlement plans aimed at bailing out a depressed farm economy. Even the name, Arnot, is derived from the family that held the mortgage on the failed business and who later gave it to Cornell.

True as all that may be, Don Schaufler concentrates on the trees. He's paid to do that. He's the forest manager there, and lives on the salary Cornell gives him and the potential that grows at the Arnot.

A timber cruise, 75% done, occupies much of his time. It will tell him and the management committee of Cornell professors what sustained yield they can expect from the Arnot timber and, therefore, what revenues might be derived from their research forest. An annual income of \$10,000 to \$15,000 from timber sales seems minimal to John Kelley, the Cornell professor who has overall responsibility for the Arnot. The figure could even prove to be much higher. Until the timber cruise is finished, he just can't say for sure, but a 1983 sale of 50 acres of timber brought in thirty-four thousand badly needed dollars. The Arnot has 4,025 acres.

It strikes Kelley as reasonable, besides being imperative in this case, that a Land Grant College's demonstration forest should practice what it preaches. If professors are to instruct forest farmers how to produce timber, maple syrup, or other forest products efficiently and profitably, let them abide by their own wisdom. The Arnot's unspoken oath of institutional poverty and self reliance is one that its stewards accept, not preferably, but willingly, fervently.

Cornell University's Department of Natural Resources runs a modest-scale maple research, teaching, and extension program. Building on an old tradition



Don Schaufler puts surveyor's tape around serial-marked sugar maples to lay out revised tubing patterns at Cornell University's Arnot Forest sugar bush.

laid by Cedric Guise, Josh Cope, and Fred Winch through the first 60 years of this century, and later, Bob Morrow, today's team of John Kelley, Lewis Staats, Don Schaufler, and more pure-research oriented professors like Jim Lassoie make use of the sugar bushes at the Arnot Forest and at Cornell's Uihlein Sugar Maple Research-Extension field station at Lake Placid.

Professor Kelley lists four major re-

CORNELL'S ARNOT

MAPLE

WITH

A MISSION

search areas for his maple program.

"We've been running a three year study on vacuum," he says, referring to the use of a vacuum pump to suck reluctant sap out of sugar maple trees . . . a well established practice.

"A lot of old timers were saying vacuum pumps would pull more sap out, sure, but that it'd be mostly water. So we tested four levels of vacuum—20 inches, 15 inches, 10 inches, and none—and checked the output volume and sugar content. We're just now wrapping that project up and we can pretty well say, already, that we got a big boost in volume and relatively little change in sugar content."

Don Schaufler says the Arnot operation achieved 90% of par production in the off-year output of 1986, while neighbors without vacuum pumps were lucky to achieve 40%.

Evaporator prototype

A second effort is aimed at developing a prototype vapor compression evaporator for the Uihlein sugar house. It would be too simple to say that vapor compression would be like using a pressure cooker to boil maple sap, but it's close, and the result is more syrup per unit of fuel. That means money in maple producers' pockets.

"It's not new technology," says Kelley. "A lot of the ones in use are actually old World War II sea-water desalinators that were retrofitted for maple. But it's the wrong machine, and in a sense, they're running them backwards. It's time to start fresh."

Kelley and Uihlein field station manager Lewis Staats are working with Steve Dorsey to develop the prototype. Dorsey is the son of the late bandleader Tommy Dorsey. Kelley would like to see the installation of the vapor compression unit at the Lake Placid facility and a reverse osmosis (RO) machine at the Arnot Forest sugarhouse. Then the efficiencies, costs, and problems of each could be compared.

"It'd be nice," says Kelley, "if some RO company put one in at Arnot for us, maybe on loan or for a nominal lease fee, or maybe as a demonstration."

RO machines can cost as much as \$30,000, or about two years' worth of Arnot maple output, if there were no other expenses.

Lewis Staats is excited about the "sweet tree" project at Lake Placid. He established a sugar maple plantation there, setting out a variety of likely genetic candidates for high sap sweetness.

If extraordinarily sweet trees can be selected and propagated, the maple industry could save great amounts of fuel, since sweeter sap requires less boiling for conversion to syrup. (The January/February, 1987, issue of *The New York Forest Owner* will feature an article on the Uihlein sweet tree plantation.)

A fourth area of emphasis for Cornell's maple program is forest management aimed at maple syrup profitability. Here, researchers explore questions about crown release, control of beech brush, and other aspects of maple tree gardening.

Maple Money

Nobility of agricultural research frequently gets shoved aside at the Arnot in the scramble to scrounge for army truck parts and to beg for a hand-me-down tractor from other departments at Cornell.

"Let's face it," says one Cornell Cooperative Extension agent, "That program is low man on the totem pole around Cornell. It's strictly a baling wire and shoe string operation. They have to spend too much time patching up old equipment and that's why it's taking so long to finish the timber cruise."

Robert Conley works at the Arnot and is responsible for managing and promoting use of the place as a summer youth camp and conference center. He receives no salary, instead getting use of the house on the premises. To put groceries on the table, he must rely on his wife's income, some gained as a private caterer for the Arnot conferences that are occasionally held by Cornell faculty, 4-H, or private groups.

Don Campbell, who has worked at the Arnot for more than 20 years as a jack-of-all-trades, is paid out of a small college allocation, maple syrup, forest product, or any other income John Kelley can find.

Some of those monies come from the sale of firewood, others from selling hunting-access permits at five dollars each. John Kelley is careful to distinguish between the selling of hunting rights and the selling of access rights, thinking that access-right sales carry less legal liability for the landowner than do hunting. Hunters on the Arnot property are obliged to keep a diary of their hunting activity and success in order to qualify for a renewal of their permit the following year.

Firewood cutters are also obliged to

sign a contract that protects Cornell University from liability. (For a copy of this firewood cutter's contract, circle reader service coupon number 93.)

Maple operations at the Lake Placid field station are somewhat better financed, mostly because it makes and sells more maple syrup. Lewis Staats and Chris Moquin, his assistant, produce and sell more than \$22,000 worth of maple syrup each year, enough to pay Chris's salary and have a little left over for facility maintenance. The Arnot produces a little more than half that. Staats, like Schaufler at the Arnot, is on the State payroll.

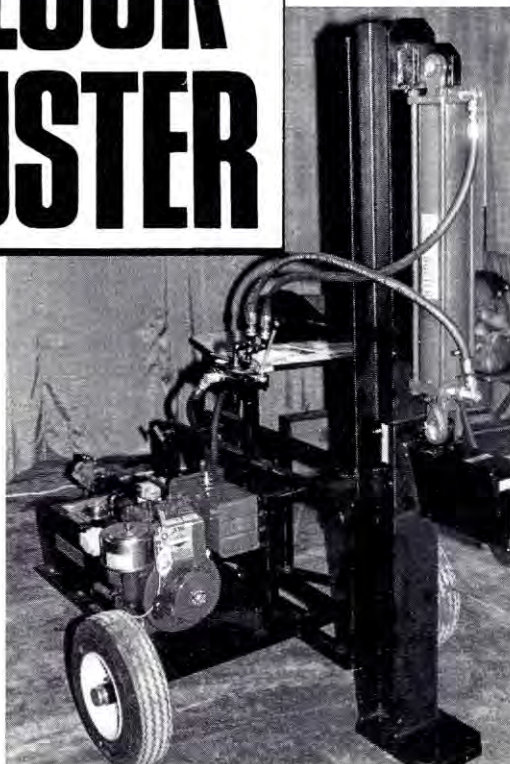
Tomorrow . . . tomorrow

John Kelley and Don Schaufler accept their daunting challenge by choice and out of a sense of stewardship. They think it fitting that Cornell University explore farm-forestry ventures that will benefit the rural community, the university, and the forest resource, itself. Kelley plans to use the soon-to-be completed forest inventory as collateral, a cash-value down payment, to generate improved funding commitments.

Everyone with a woodlot must wish him success. ■

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ginseng

WOODLOT CASH CROP

Catskill Forestry Association

IT may surprise many forest owners to learn that veneer is not the only forest product yielding high returns. Ginseng (*Panax quinquefolium*), a botanical crop grown under the shelter of their hardwoods, could generate a substantial annual return. It may even shock some woodland owners to discover the herb is already growing on their property.

Ginseng has received increased attention in recent years in the search for substances to help us cope with the stress of modern day living and the degenerative diseases resulting from such stress. The Oriental culture has used the medicine-like substance for its strength-giving and rejuvenating effect on the human physical system for over 5,000 years.

Ginseng was gathered by American Indians for its healing powers before 1750, when it was discovered by colonial settlers and developed into a major export. Due to its value, the plant was harvested without concern for its future availability, and was nearly eradicated. Today, it is classified as an endangered species which can be legally collected and sold, but not exported. The status of the plant is presently under review by New York State. Rules and regulations regarding the harvest and export may develop in the near future.

A common practice among ginseng enthusiasts is to wait until the seeds have ripened before harvesting the root. While afield, the "sang" hunter would plant seeds for a future harvest. Removing young plants or all of the plants within an area is frowned upon.

Because of the increased popularity and the desire to perpetuate ginseng, the



by Diane Perry*



Catskill Forest Association, an affiliate of the New York Forest Owners Association, hosts a ginseng workshop every fall. This year, 30 people gathered in August to learn ginseng's growing requirements and to tour wild plots and artificially shaded gardens.

American ginseng is a shade-loving herbaceous plant native to the north-eastern hardwood forests. The aerial portion of the plant turns yellow in the fall and dies with the onset of winter, while the root remains fleshy year round. When new growth commences

*CFA Woodlands Manager

in the spring, a bud is formed at the base of the stem. After the first year, a wild root will develop irregular branches and annual rings.

A flowering spike blossoms in early summer on plants that are three years old and older. Clustered green berries, the size of small peas, ripen to a bright red color in early fall. Seeds that ripen in the fall normally will not germinate until a year from the following spring due to the long freezing period required to break seed dormancy.

Seeds should be planted approximately one inch deep in a well drained, yet moist soil. Seeds should then be covered with one to two inches of mulch to prevent drying out. The rate of growth is affected by plant population. Closely spaced plants grow more slowly. In intensive culture, ginseng is planted in rows six inches apart with seeds one inch apart in the row. Wild plantings are done at one-foot intervals.

Instead of planting seeds, ginseng producers can transplant roots to establish a more uniform stand and reduce the time to harvest of seeds and marketable roots. Roots need to be planted in loose soil at least four to five inches deep, with their closest practical spacing at three to four inches. Planting of roots is most successful during the dormant period after the tops die. A root should be 10 years old before it is harvested.

Harvesting

To get the highest price for your ginseng, dig the roots with great care so as not to bruise or break them, keeping all the fine root hairs in place. Run cool water over them to take off the loose dirt, but do not scrub roots. Dry them naturally in the air. Don't put them in the oven or give them excess artificial heat. Drying roots on screens or newspaper usually takes three to six weeks. Check roots for mold and turn every few days. Each time the root breaks, it declines in value, so try to handle with care and pack well for shipping.

A planting packet of 1,000 stratified seeds and 50 three-year-old rootlets costs about \$150. This would plant approximately one-tenth of an acre. Dried ginseng root is bringing \$140 per pound.

For additional reading on the subject, look for *American Ginseng: Green Gold*. This is a grower's guide, including the history and use of ginseng, written by W. Scott Persons.

To find out where to order this book, circle number 94 on the reader service coupon. ■

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ASK A FORESTER

FERTILIZER ECONOMICS

Is it economically worthwhile to fertilize pole-sized (4"-7" dbh) hardwood stands?

—D. H. G.
Whitney Point, NY

Although much more research is necessary to answer this question for all species on all sites, a recent study seems to confirm the opinion of many field foresters: "We now know that on most sites adding fertilizers to 100 or more selected crop trees per acre is not likely to result in significant gains in growth. The money can be better spent thinning around those crop trees."

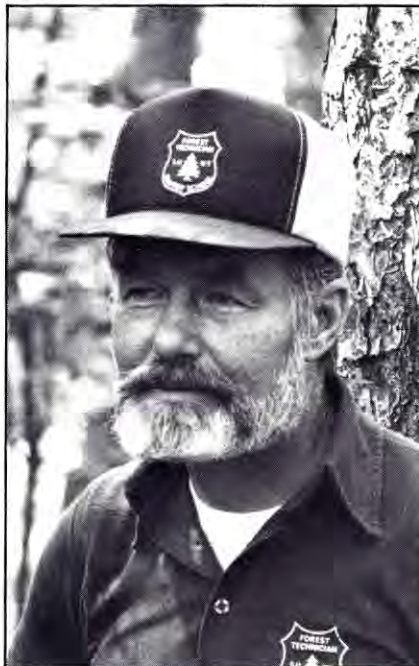
This conclusion from Peter Hannah, Department of Forestry, University of Vermont, in his article "Response of Yellow Birch and Sugar Maple to Release and Fertilizer," in the December 1985 *Northern Journal of Applied Forestry*.

PULPWOOD VS. FIREWOOD STUMPAGE

During your woodswalk, you mentioned a figure of \$10/cord for hardwood. I did not want to interrupt your program, but that number looked real high to me. I checked with a DEC forester. He told me such a price should be expected only near metropolitan areas where people are accustomed to paying high prices. If the ten-dollar figure is realistic, please tell me where I can sell for that price because I have lots of Hamilton County hardwood to sell. On the other hand, if you were using the number only for illustrative purposes, please say so in your column because a number of people commented about the high number. It could easily lead to serious misunderstanding in negotiations between a timber owner and a logger.

—Bob Davidge
Oriole Hill Tree Farm
Rhinebeck, NY

You are correctly referring to the price I printed in my handout. I used it to compare past and future values of a 16-inch black cherry for sawlogs (\$150/mbf) versus standard cord volume for firewood (\$10/cord). These stumpage



by Wes Suhr

values were used for illustrative purposes, but are still realistic for my area of St. Lawrence County. The DEC's recent stumpage report shows northern hardwood pulpwood ranging from \$4 to \$7/standard cord for this area. On the same July 1986 stumpage price report (#29), mixed hardwood **fuelwood** is listed as \$8-\$10 in my area and \$5.50-\$8.50 in your area (Hamilton County). In fact, DEC readily obtains \$10/cord for their small-lot tractor firewood sales in this area (on state land off the Adirondack Park, of course). On my woodlot, the logger may not pay \$10/cord for a firewood sale, but I can obtain this stumpage on areas accessible to small tractors on "mom-and-pop" sales. I am equally certain they will not travel to Hamilton County to pay the same stumpage!

BASAL AREA

Basal area is a term I've heard foresters use several times on woodswalks. Good sites grow tall trees, poor sites short trees. Volume per acre is a term easily understood, yet basal area seems to be the most acceptable by professionals. Would you elaborate on the merits of

this unit of measure in forest management?

—J. G.
Big Flats, NY

Yes, square feet of basal area per acre (BA/AC) is a very common measure of stand density or stocking. Volume per acre (as cubic feet/acre) is also used, and if expressed as merchantable volume, is a logical index since it directly measures the desired product on a given site. So why is BA/AC used more often than volume/AC as an index to stand density or stocking?

Let's start with some definitions. The *Forestry Handbook*, Second Edition (John Wiley & Sons, 1984), says "a distinction between the terms **stocking** and **density** are important. Forestry terminology defines stocking as an indication of the number of trees in a stand compared to the desirable number for best growth and management. Stand density is a measure of tree stocking usually expressed as the absolute number of trees, basal area, volume, or other criteria on a per unit area basis." Where stocking refers to the adequacy of a given stand density for current management objectives, density is the number resulting from actual measurement efforts.

Some woodland owners may want to know what BA/AC means. Basal area (BA) is the cross-sectional area of the tree stem in square feet at breast height (4½ feet above the ground). BA of a forest stand is the sum of basal areas of all individual trees, usually reported as BA per average acre for the stand (sum of BAs divided by number of acres supporting the stand.)

BA/AC is actually very simple to measure. You can use a hand optical tool called a "prism". These small wedges of glass produce a constant fixed angle of refracted light for the unit of measure desired. The timber cruiser stands in the woodlot and turns a full 360 degrees, viewing stems at breast height through the prism. Each stem having a diameter larger than the fixed angle appears to be connected as viewed through the prism. This stem is then counted, and all stems counted in the 360 degree sweep, multiplied times the fixed-angle factor of the prism, will give

the BA/AC measure for that point. This process usually takes only a minute or two. Several other points are sampled in the stand and an average of all points represents the BA/AC average for the stand.

Volume per acre is more difficult to determine. Within each sample plot, you must go to each tree to measure both diameter and merchantable height of the stem. It takes a lot more time. Also, to produce a reliable measure of volume, a manager generally must measure more trees than when taking BA measurements, because height will vary more with differences in site quality and stand damage. Therefore, BA is a more stable index when comparing stands at a given age or size class. Besides, BA is highly correlated to volume, which can be estimated once you know BA.

For a forest owner or forester to use most modern stocking or thinning guides, at least for even-aged stands, he has to know stand BA. I suppose this situation exists today for all of the reasons stated above and possibly for one more. I think most foresters would agree that BA gives a better picture of how well the woodlot is supporting trees. Basal area is

more correlated to crown area or diameter than volume is.

Your question is not simple. It involves several concepts and not all foresters practice them the same way. Another complication which can control the type of index that is used for measuring stand density or stocking is the age-structure and species-composition of the stand. It depends on where you are practicing forestry.

In summary, for even-aged northern hardwood stands, at least, BA/AC is a common index for measuring and comparing stocking for the following reasons:

1. It is easy to measure.
2. It has less variability over a forest of varying sites (as compared to volume).
3. It is needed to make use of published stocking or thinning guides.
4. It gives a comparative picture of how well a stand-area is supporting trees. ■

ASK A FORESTER Call 315/848-2566.

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

AUDIO-VISUAL SHOW ON TREE BARK

"The structure and Function of Bark" is a new slide/tape presentation released by the New York State College of Agriculture and Life Sciences at Cornell University. Local chapters of forest owner associations may wish to use it for their meetings.

Producer George Hudler, associate professor in the Department of Plant Pathology, shows bark as the first line of defense trees have for coping with injuries inflicted by man and nature.

What happens if a tree is injured by birds searching for food? What effect does exposure to noxious chemicals such as deicing salt or air pollution have? Tree enthusiasts can learn the answers in this program.

Hudler points out that a tree is a living organism capable of healing itself. But, factors such as its basic health, the time of the year that it is wounded, and environmental stress are important in predicting a tree's fate.

For more information on "The Structure and Function of Bark," contact the Cornell University AV Center, 8 Research Park, Ithaca NY 14850. ■



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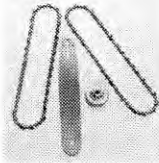
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25"-28"	130.70	76.85	-	-	-
29"-32"	149.05	84.85	-	-	-
33"-36"	169.80	92.85	-	-	-

Plus
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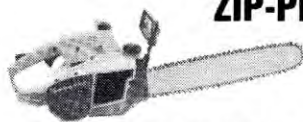
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CUTTING LENGTH OF BAR	SUGG. RETAIL	ZIP-PENN PRICE	SALE PRICE BUY ANY 3 LOOPS
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17"-20"	20.95	17.95	13.75 ea.
21"-24"	24.25	20.95	16.20 ea.
25"-28"	26.95	23.95	18.25 ea.
29"-32"	32.25	25.95	20.80 ea.
33"-36"	38.95	29.95	23.80 ea.
37"-41"	44.95	32.95	26.80 ea.

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When ordering chain please indicate safety (Low Kick) or Pro Series

WE CAN FIT ALL MAKES & MODELS



ZIP-PENN PRO-KUT 32

An outstanding saw value
• 32cc (1.9 cu. inch) engine
• Weighs 9.9 lbs.
• Electronic Ignition

- Automatic adjustable chain oiling • Anti-vibration mounting
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603020 - 12" **\$13795**
Add \$3.00 for 14" Bar
Add \$6.00 for 16" Bar

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OTHER GREAT CHAIN SAW VALUES**

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- PRO-KUT 55 - 55cc (3.4 cu. in.) engine **\$334.95**
- PRO-KUT 65 - 65cc (4.0 cu. in.) engine **\$394.95**
- PRO-KUT 75 - 70cc (4.3 cu. in.) engine **\$425.95**
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WOODLOT SHOP

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: Any quantity low grade 8/4 hardwood. Preference to oak species and air dried stock. Price is a factor and we, therefore, will consider any sub-standard quality including shorts, narrow widths, etc. Cash on delivery. Jules Budoff, Budoff Outdoor Furniture, Inc., Box 530, Monticello, NY 12701. Tel. 914/794-6212.

For Sale: 1985 Beaver wood-eater. Wood processor with steel cover to protect from weather and vandalism, excellent condition. 1974 Case 450 Crawler Loader with 4-in-1 bucket and removable log forks-track and undercarriage 90%. Huss log splitter with 16 horse Briggs & Stratton motor and 4" cylinder. Robert Weir, Weirs Firewood, Tall Oaks Campground, RD #3, Manheim, PA 17545. Tel. 717/664-3668 after 9 p.m.

For Sale: 7 acre red pine plantation mixed with some white pine, red pine average size 8"-10" DBH, 40'+ in height, av. 20 cds./acre; about 3 MBF of white pine to be cut. Ted Kozlowski, County Office Bldg., 148 Martine Avenue, White Plains, NY 10601. Tel. 914/285-2651.

Travel: Tour of eastern Ontario, Quebec, New Brunswick, Prince Edward Island, and Nova Scotia. August 1-11, 1987. Planned by and for forest owners and Christmas tree growers, sponsored by the New York Forest Owners Association. Visit Canadian woodlot owners, maple producers, and Christmas tree growers and fun spots. Tour ends in Halifax, Nova Scotia, in time for optional International Christmas Tree Conference. Send stamped, self-addressed envelope to New Yorkshire Tours, 96 Targosh Road, Candor, NY 13743 or call NY Forest Owner magazine 607/273-3507.

Classified advertisements

Travel: Southern sun tour for forest owners and Christmas tree growers March 28-April 8, 1987. Visit southern woodlot owners, growers, and sights. Learn how southern forest owners operate, organize themselves, and serve their markets. Visit antebellum estates and historical sights. Play a round of golf at beautiful Callaway Gardens or check out their quail hunting operation. Swap winter's gray days for an early spring. Sponsored by the New York Forest Owners Association. Send a stamped, self-addressed envelope to New Yorkshire Tours, 96 Targosh Road, Candor, NY 13743 or call NY Forest Owner magazine 607/273-3507.

Wanted: Trailerload quantities of 4"x4"x8' locust for fence posts. Clifton Shute, S.F.C. Inc., P.O. Box 517, Springfield, VT 05156. Tel. 802/886-2221.

For Sale: Belsaw model M-14 sawmill, no motor, \$2,000. Bob, Westwood Fences, Inc., RD #1, Route 23, Sussex, NJ 07461. Tel. 201/875-3213.

For Sale: Black walnut tree-10' to first limb, 21" DBH. Charles Bowe, 700 Stump Road, Skaneateles Falls, NY 13153. Tel. 315/685-5336.

For Sale: Dip tanks for log cabin preserving or whatever you can use them for. One tank 24' long, one tank 12' long. Both tanks in good shape and rust-proofed exteriors. \$100 for both. S. Bruce Dennison, Jr., Back Home to Logs, Inc., RR1, Box 112A, Parish, NY 13131. Tel. 315/625-7191.

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.

For Sale: Prime hard maple, veneer & no. 1 saw logs to be cut in August. David B. March, Munnsville, NY 13409.

For Sale: 125 million bd. ft. mature timber 12 inches & up on several thousand acres of West Virginia land (land not for sale). Will sell timber only \$40 mbf payable 10% cash and balance spread over 10 years the time allotted for harvesting the timber. Timber cruise available if interested. Edward Mitchell, 5712 Empire State Bldg., New York, NY 10118. Tel. 212/695-1640 or 914/855-1448.

Wanted: Walnut lumber in tractor trailer loads to South Carolina. 2C & Btr, 4/4 thru 8/4 green. Call for prices. Days 919/288-1727, ask for Bill Graven.

Wanted: Hemlock and pine logs. Pawlikowski Sawmill, Box 61, Frasers, NY 13753. Tel. 607/746-3504.

For Sale: 10,000 acre timberland in Pocohontas County, West Virginia contains over 90 million bd. ft. mostly saw size hardwoods. \$575 per acre. 1,000 acres timberland has 50 acre lake, modern log cabin, near intersection Rtes. 3 & 99, \$300 per acre. Edward Mitchell, Rte. 2, Box 420, Pawling, NY 12564. Tel. 212/695-1640 or 914/855-1448.

CLASSIFIED ORDER FORM

New York Forest Owner, Classified Dept.
710 W. Clinton Street, Ithaca, NY 14850

Figure one word for initial or group of numerals. Example: J.S. Forest, 100 Wood Road, Anywhere, NY 14850. 607/273-3507, counts as 10 words. 25¢ a word.

Please publish my _____ word ad for _____ times starting with the _____ issue.

I enclose \$ _____ (Check must accompany order).

_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
13-\$3.25	14-\$3.50	15-\$3.75	16-\$4.00	17-\$4.25	18-\$4.50
19-\$4.75	20-\$5.00	21-\$5.25	22-\$5.50	23-\$5.75	24-\$6.00
25-\$6.25	26-\$6.50	27-\$6.75	28-\$7.00	29-\$7.25	30-\$7.50

Deadlines for ads: 2 months preceding month of issue. (Example: November/December issue closes September 10)
Please print or type copy — for added words, attach sheet.

Name _____ Date _____

Address _____ State _____ Zip _____

WOODCUTS

A MILLION FOR MAPLE

Symbolic of its era, symbolic of its area, Cornell University's Arnot Forest awaits an injection of cash and entrepreneurial passion to maneuver itself into a position to mark a road to rural profits. Just as the history of the Arnot acquisition is the history of rural decline, the frustrations of the Arnot are the frustrations of rural New York. Opportunities and hopes for the Arnot are the opportunities and hopes of the rural New Yorker. Both are thwarted by an elusive, not-yet-galvanized consensus that rural New York (and rural America) is an underdeveloped country.

Either rural New York is worth economic first aid or it isn't. We must decide, socially, politically. If the principle of one man, one vote, is to leave rural areas outvoted, misunderstood, unappreciated, undercapitalized, and economically uncompetitive, then the nation will pay, perhaps tragically, for its urban self-centeredness.

Cornell University reflects this modern malady. While attracting millions of dollars for food technology research and development and even more for super-computer centers, it can't or won't afford a decent bulldozer or tractor for its demonstration sugarbush. To operate the Arnot, staff members are obliged to sell enough maple syrup (less than \$10,000 worth a year), firewood, and hunting permits to buy brakes for their 1953 army truck.

While such real-world economic pressure practically guarantees real-world practicality of researchers, it symbolizes the short-shrift rural America gets in the lading out of public investment in economic development. With rural New York's social and economic fabric being ripped apart (again) by technological advances around the world—and by whole herd dairy buyouts because of them—a million bucks for a decent maple syrup research and development program would be . . . well . . . a drop in the bucket.

PLEASE, CUT SAFELY

Boy, did we get an earful about the three photographs of woodcutters in the September/October issue! As you can see by the letters on page 5 (and we heard plenty at farm and forestry shows and at meetings), we could have done better in promoting woodcutter safety. Pictures of chainsaw operators without hard hats, ear muffs, leg protection, or eye protection were widely criticized, and rightfully so. We hunted hard for the cover picture and considered its hard hat a rare trophy. Still, it wasn't enough. The conversation at the Woodsmen's Field Days at Boonville was, "How long will this man live?" Or, "What in the heck is he doing, cutting up in the air like that?"

We recommend all firewood cutters study the safety brochures offered on page 19 and read the safety story by Bob Spath on page 10.

ANNUAL GROWTH

Trees aren't the only things growing in the woodlot business. The January/February issue of *The New York Forest Owner* will have more than 35,000 readers. That's a long walk from the 470 it had when it was a mimeographed newsletter in the mid-1970s.

I remember Lloyd Strombeck saying, "If NYFOA reaches 500 members before my term as president is over, I'll be happy." Lloyd didn't make it, but NYFOA did shortly after that, in large part because of the solid base that leaders like Lloyd laid down. Now, because of its arrangement with American Agriculturist, Inc., the *New York Forest Owners Association's* magazine will be sent to tens of thousands of carefully identified woodlot owners, maple syrup producers, Christmas tree growers, and enthusiasts. It has been said that the last frontier of forestry is in getting people to practice it. *The New York Forest Owner* is cutting a trail through that frontier.

—Alan Knight, Editor

Woodcuts is a page of editorial and reader opinion. Short essays on topics of interest to forestland owners may be submitted to The New York Forest Owner, 710 West Clinton Street, Ithaca, NY 14850.

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The JL 500 and JL 600 are new additions to the Farmi line. These winches have dozerblades for road and landing work. Other famous Farmi features are cable coiler and cable brake devices which prevent cable tangle on the drum. The winches also have a chainsaw stand, two tool boxes and a parking stand. Optional accessories include protective screens, self releasing snatchblocks, grapples and choker chains.



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Tractor size	15-30 HP	20-40 HP	40-60 HP	60 HP and up	100-200 HP
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