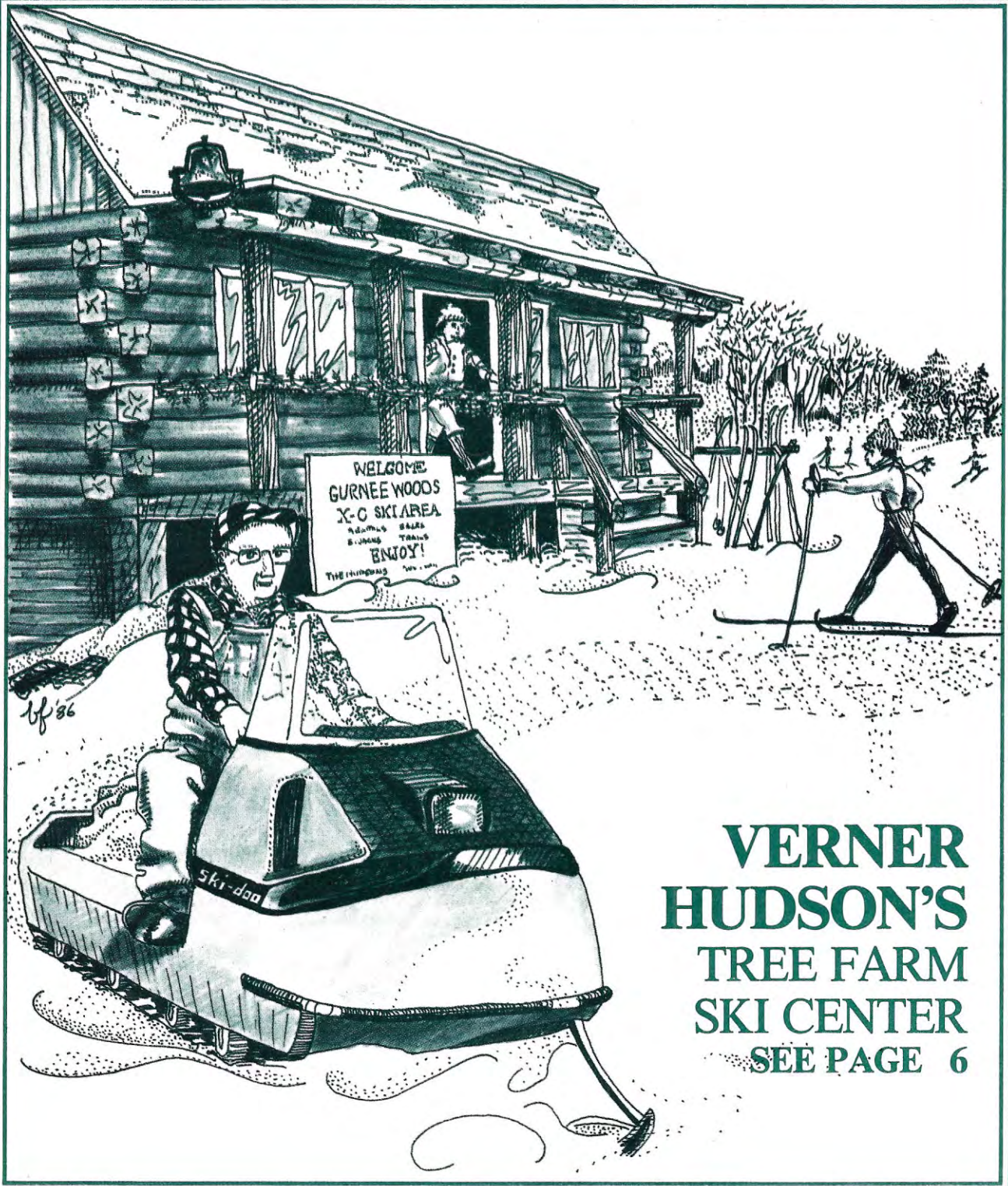


New York

Forest Owner

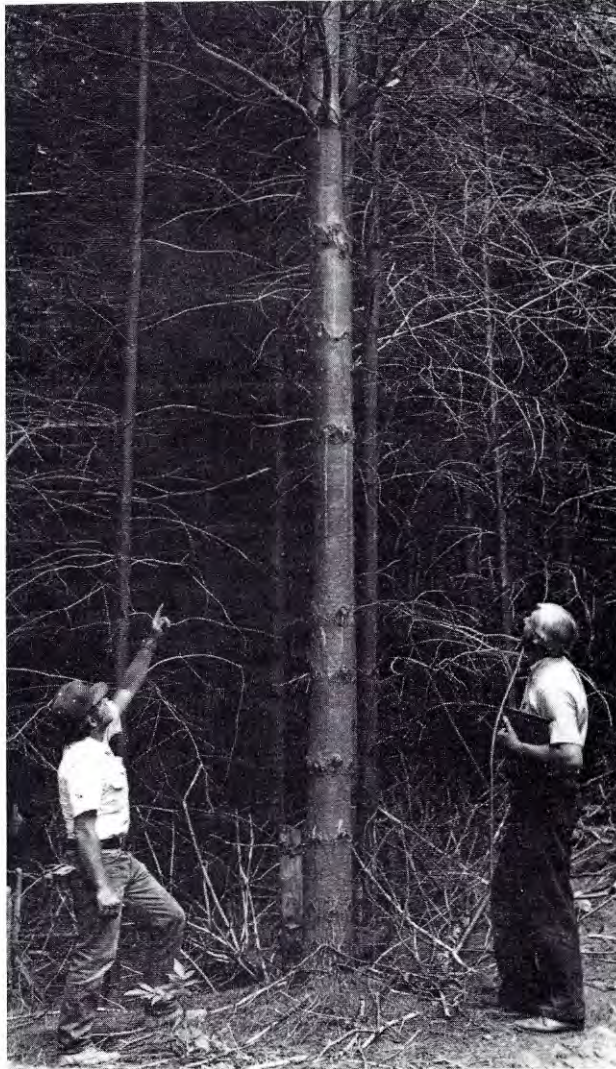
A PUBLICATION OF THE NEW YORK FOREST OWNERS ASSOCIATION

Jan./Feb. 1987



**VERNER
HUDSON'S
TREE FARM
SKI CENTER
SEE PAGE 6**

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AN OPEN LETTER



I'm glad to have this chance to introduce The New York Forest Owners' Association and *Forest Owner* magazine. Thanks to our joint venture with the publishers of *American Agriculturist* magazine, one of the oldest farm publishing companies in America, we're able to spread the message of profit, fun, and stewardship of tree farms to more than 35,000 forest owners in and near New York State. Whether you own a woodlot or wish you did, grow Christmas trees, produce maple syrup, timber, or firewood, or are simply trying to figure out how to put your forestland to work (or play), you'll like *Forest Owner*. The editors aim to make it helpful, inspirational, and enjoyable for all forest owners and enthusiasts.

The New York Forest Owners Asso-

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.

ciation is deeply involved, too, in seeking designation for the timber industry as a "target industry" for New York State. Working with the Woodsmen's Corporation (sponsors of the Boonville Woodsmen's Field Days each year), the Empire State Forest Products Association, the North Country Resource Conservation and Development (RC&D) Committee, and others, we hope to bring special attention by the state legislature and governor to forest products as a high-potential growth industry that will infuse the state with new prosperity.

The association's long range planning committee has completed a super job of charting the Association's future. Relations with affiliates, such as the Catskill Forest Association and THRIFT, and with chapters, such as those now centered around Binghamton, Owego, and Moravia, have been clarified. I encourage any forest owner who'd like to have a chapter anywhere else in the state to call me at some evening at 315/696-8725. I predict that chapters will become respected voices in defending the interests of forest owners at the town and county level, and in promoting wise and profitable forest management.

Each chapter and affiliate is quite free to operate as it thinks best. The Catskill group owns harvesting equipment, has its own forester, and operates a revolving fund to finance certain timberstand improvements on lands owned by members (see page 9 for the story on Catskill's revolving fund). THRIFT, or Tug Hill Resources, Investment For Tomorrow, stresses rural economic development. Other regional organizations have preferred, so far, to focus on seminars and other educational activities to influence members or local officials.

Please join us developing your woodlot to its fullest potential.

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
- Supporting - over \$100

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.

Name _____
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New York Forest Owner

A PUBLICATION OF THE NEW YORK FOREST OWNERS ASSOCIATION

DEADLY SAW

I have thoroughly enjoyed the *Forest Owner*, September/October 1986. As always, it improves with each edition.

The cover picture on it, however, gives me the shivers. I hope the gentleman in the photo isn't tired and has control of the chainsaw. If the saw kicks back at that level, the accident report would state that an unsafe position contributed to the unplanned event.

I recall an accident some years ago on a pulp and paper firm's operation in which a chainsaw being used in a similar manner kicked back. The chain severed the jugular vein . . . death resulted. From that day on no one is permitted to operate a chainsaw above the knees.

One has to understand that any saw position where the elbows are "locked" straight allows better control of the saw. Elevated positions do not allow such control. Regardless of the strength or experience of the operator, fatigue comes into play as work progresses. Accidents are as insidious as the devil.

—Fred Umholtz
Butler, PA

PRISM SENSE

In your November/December "Ask A Forester" you attempt to explain basal area in answer to a written-in question. You make the statement, "The timber



cruiser stands in the woodlot and turns a full 360 degrees viewing stems at breast height through the prism." If the timber cruiser is utilizing an instrument known as CRUZ-ALL, that is 100% correct. But if you are using a glass prism, which is what you are attempting to explain, an error is going to be introduced if the cruiser follows your instructions exactly.

You see, the cruiser using a glass prism must hold the prism over the point and the prism must remain over the point. The cruiser must rotate himself around the point. That is considerably different from, "the cruiser stands and turns a full 360 degrees, viewing stems at breast height through the prism." Dilworth and Bell in their book entitled *Variable Probability Sam-*

ation winter meeting. Seminars. Sheraton Inn, Liverpool, NY. Call John Webb at 315/568-8173.

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

February 4-7: Christmas tree marketing seminars, conducted by National Christmas Tree Association. Resorts International Hotel, Atlantic City, NJ. Call Don McNeil at 414/276-6410.

pling state, "The prism, and not the cruiser's body must be held directly over the plot center."

There is no doubt about the good work that you are trying to do, and I think that you meant well. But it might be a good idea to insert in some future issue of the *Forest Owner* this particular point.

I hope this helpful. I'm a member of the New York Forest Owners Association and enjoy very much the magazine.

James W. Craig
Chairman & Chief Executive Officer,
Forestry Suppliers, Inc.
Jackson, Mississippi

WES RESPONDS

Thank you for your letter and interest in the "Ask A Forester." It was not the intent to give instructions for the use of the prism. I did want to emphasize how easy it is to determine Basal area using the prism. All foresters, I hope, are well aware that the prism should remain at that point while the cruiser turns. The statement is not inaccurate as generally presented in the article. It certainly is incomplete for detailed instructions on the use of the prism, and therefore can be misinterpreted. The cruiser still turns a full 360 degrees while rotating around the constant sample point (or prism). And "the cruiser stands in the woodlot" while doing it.

I should have added the bold-faced phrase to the article to avoid misinterpretation, and I thank you for pointing this out to the readers. Wesley E. Suhr

(Continued on page 17)

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

August 1-10: Forest owners tour of eastern Canada, ending in Halifax for International Christmas meeting. Call 607/273-3507 days.

August 10-14: International Christmas tree conference, Halifax, Nova Scotia. Call 902/688-2778.

ASSOCIATION OFFICERS

Richard E. Garrett, President
11261 Apulia Road
Lafayette, NY 13084 (315/696-8725)

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

J. Morgan Heussler, 2nd Vice President
900 Porterville Road
East Aurora, NY 14052 (716/652-4856)

Robert M. Sand, Secretary
Cotton Hanlon, Inc.
Cayuta, NY 14824 (607/594-3321)

Tom Wolfe, Treasurer
Box 57, Warners Lake Road
East Berne, NY 12059

Howard O. Ward, Assistant Treasurer
240 Owego Street
Candor, NY 13743

Donald Colton, Director
5595 Trinity Avenue
Lowville, NY 13367

Thomas A. Conklin, Director
10 Artillery Lane
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Richard J. Fox, Director
RD 3, Dresserville Road
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Robert A. Hellman, Director
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Allen F. Horn, Director
3978 Pompey Center Road
Manlius, NY 13104

R. Dean Frost, Director
RD 1, Box 80
Whitney Point, NY 13862

William H. Lynch, Jr., Director
100 Whitestone Drive
Syracuse, NY 13215

Stuart McCarty, Chairman
Long Range Planning
4300 East Avenue
Rochester, NY 14618

Harold Petrie, Director
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John Thorington, Director
Rt. 2, Skyhigh Road, Tully, NY 13159

Sanford Vreeland, Director
1707 Rush-Henrietta Townline Road
Rush, NY 14543

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

WOODLOT CALENDAR

January 15-30: Maple syrup meetings in 11 counties in New York. Discussions on maple decline, marketing, all aspects of production. Contact your Cornell Cooperative Extension office or Lewis Staats at 518/523-9337.

January 16, 17: New York Christmas Tree Growers Associ-

Published for the New York Forest Owners Association by American Agriculturist, Inc.
710 West Clinton Street, Ithaca, New York 14850. 607/273-3507 ISSN number 0890-104X

COVERTS PROJECT

by Nancy Kriz

Coverts Project Program Assistant

DWIGHT D. Eisenhower was once asked what his greatest accomplishment was. It was assumed it would be something he had done during the war or during his presidency. But Eisenhower answered, "Leaving a piece of land better than I found it." He spoke of his farm in Gettysburg, Pennsylvania.

Many landowners have this feeling of responsibility for their land, but do not know how to achieve Ike's goal. And there are differing attitudes about what "better" means. There can be substantial financial pressure on people merely holding on to a piece of land. Taxes, upkeep, and personal financial priorities compete for funds and each landowner differs in ability to handle them all and their land at the same time.

The Coverts Project recognizes these differences in land owners. It's a joint effort of the University of Connecticut's Cooperative Extension Service, Yale University's School of Forestry, and the Ruffed Grouse Society through a grant from the Mellon Foundation. It was established to combine the ideas of stewardship with the practicalities of sound forestland management.

It was accepted that each woodland owner would have his own personal objectives for his land's management. His own goals (harvesting timber, aesthetics, wildlife habitat) would direct the thrust of management plans. The strategy of the program would be to reach individual woodlot owners with the message that professional assistance was available to help them attain their stewardship goals.

To implement the strategy of reaching the owners of 1.5 million acres of Connecticut's forested land, the Coverts Project in a 12-month period has trained more than 60 volunteers. Selected participants attended in-depth classroom and field training sessions.

This educational experience, coupled with a full library of resource materials, was provided free of charge. The catch was that each Coverts Project volunteer was to return to his community to

"Economically profitable use may be the most important tool for private woodland preservation."



spread the word about forestland management, to teach that timber harvesting and wildlife habitat improvement can go hand in hand, and to steer landowners towards professional foresters for management planning assistance and for

help in marketing their harvestable timber.

Proper, economically-profitable use may well be the most important tool for private woodland preservation. The Coverts Project's message is that timber harvesting can be done in an environmentally acceptable manner, that wildlife populations can be enhanced, and that the landowner can glean financial rewards while creating healthy, harvestable forests for the future of the northeastern United States.

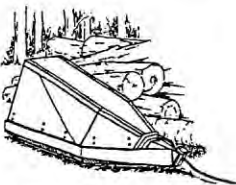
Goals of monetary gains, aesthetics, wildlife management, and timber production can be integrated and attained. With professional help, any owner can be a responsible woodland steward and leave his property "better than he found it."

For information about the Coverts Project, circle number 100 on the Reader Service Coupon. ■

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TREE FARM ENTREPRENEUR



VERNER HUDSON

Verner Hudson relies heavily on his Ski-doo for trail maintenance and inspection.

SOME forest owners daydream about opening a cross country ski center. Verner Hudson actually did it. He and his wife, Marjorie, operate their certified Tree Farm as Gurnee Woods Ski Center. It's located about 45 minutes southwest of Syracuse, New York.

Headquarters for Gurnee Woods is a beautiful 24-foot by 32-foot log cabin that Verner built, quite a lot of it himself. He dug the cellar hole with his tractor and bucket, and all the basswood joists were cut right in these very Gurnee Woods. Verner paid a mobile sawmill operator \$35 an hour to cut the timbers for the cabin, and the sawyer handled about 500 board feet an hour while loggers brought the logs to him.

At the cabin the Hudsons sell passes and refreshments, rent and sell ski equipment, and, up in the loft, show video tapes of cross country skiing techniques. School kids, who come by the bus-load as school clubs, like to congregate by the video player or the fireplace while they dry out.

"I sat here one day and saw some kids sledding on that hill," Verner recalls. "That gave me the idea. I was about to

by Alan Knight

retire. I had sold some properties. Geez . . . I didn't want to just sit around."

Verner opened Gurnee Woods as a ski center in 1979 with 8 miles of packed trails. He's added another 6 miles since then, and he says that almost all of those miles are within the 120 acres of woodlot he owns. He owns 300 acres, but the rest is pasture and brush. There was no cabin then. He settled for a 70-foot mobile home for the first four years of operation.

"I decided we needed some room and some atmosphere," says Hudson, who has been active in the State Forest Practice Board for years. "So I called a white pine dealer in Plattsburg, got a decent price, and he sent the logs."

**"My ski trails are
really just logging
roads"**

—Verner Hudson

The cabin retains a primitive charm partly by operating without power-company electricity. Verner has a generator in the cellar.

"My ski trails are really just logging roads," says Hudson. "It took some chain saw work to join 'em together, and I keep them trimmed with brush cutters so that I can get my truck through." He relies heavily upon his Ski-doo for winter trail maintenance and inspection.

Most of the trails . . . Verner likes them 8 to 12 feet wide . . . are naturally grassed. He keeps his fields near the cabin open for some open-slope skiing by grazing livestock there and cutting hay. The hay crop is largely trefoil.

Sources

Any time an entrepreneur starts a business, one of the first challenges is to find sources of good quality equipment or merchandise at an affordable price. Verner Hudson had to work at that.

"These equipment companies . . . they're here today and gone tomorrow," says Hudson.

Ron Hagerty, an equipment salesman from Rochester, New York, helped Verner estimate how much of what sorts of equipment to start his shop.

"He figured the whole thing out for me," says Verner. "A month later I had it all here."

His initial investment in stock was about \$7,000. Later he found a source of ski equipment in Minnesota. Much of his present line of equipment comes from Elan Sporting Goods in Vermont. (Circle number 79 on the reader service coupon if you'd like to find out how to contact Elan).

Finding adequate liability insurance hasn't been easy, either. Verner says it's expensive and he had to shop as far away as Montana before he found the right package at the right price. He tracked it down by talking to other cross-country ski center operators.

Other ideas

Sometimes Verner Hudson thinks about putting Gurnee Woods to work at other times of the year. Pheasant hunting?

"I've thought about it, yes. But I've got to develop more details before trying it. It could be a way to bring in more income to help offset high taxes."

Verner Hudson likes his retirement business, saying he's never had a problem with the people who come to ski, although he thinks twice about allowing

campers to use the property and does not allow snowmobilers or all-terrain vehicle operators into Gurnee Woods.

"No," says Verner. "These are very congenial folks."

Five hundred skiers on a snowy winter weekend are not uncommon in this woodlot. He even had 200 hikers during one fall foliage season weekend. Business has been good enough that Gurnee Woods, Inc., has not had to advertise much, only for that October open house, says Verner. In the early years he spent \$300-400 a year on advertising.

Verner Hudson offers some sugges-

tions to others who might like to open a cross-country ski center on their forest lands. First, he says, you've got to love the outdoors. Second, you must have a personality that deals well with the public. Third, get incorporated. And fourth, be prepared to spend \$15,000-20,000 on snow plowing of parking lots, purchase and maintenance of snowmobiles and other tools, establishing a shop-building, and merchandise inventory.

"And that's with no hired help," Verner adds.

All in all, Verner and Marjorie Hudson are glad they started the Gurnee

Woods ski center. "After all," says Verner, "if you've got to live in this snow country, you might as well enjoy it."

To contact Verner Hudson, circle number 78 on the reader service coupon. ■

"Something at home means more than almost anything someplace else." —

Bainbridge maple syrup pioneer Lloyd Sipple, accepting an award recognizing his lifetime of accomplishment—accepted in the General Clinton Park where he is groundskeeper.

MARKET PRICES

Note: These prices, paid to forest owners in mid December, 1986, should be viewed as general guidelines. Prices vary by region, from buyer to buyer and especially by quality and location. Information was gathered by editors and correspondents in a telephone and field survey.

TIMBER

Unless noted, prices are quoted for standing timber, board feet per thousand. Check with buyer to determine log rule before agreeing to sell.

Hardwoods—Impending capital gains rule changes pushed landowners into a near frenzy of late year cutting. However, this does not seem to have depressed prices. Reports from around NY State suggest hardwood prices are stable and are expected to remain so for the next 3 to 6 months, although one western New York State buyer called red oak demand "erratic." **Red oak:** \$200-400; **White oak:** \$125-150, "starting to move" in western NY for European sales. As high as \$500-600 for veneer quality in eastern NY. **Ash:** \$250. Moderate demand for baseball bats, tool handles. **Cherry:** \$250-300 in those areas calling for it. As high as \$440 for premium furniture quality, delivered to mill. **Yellow birch:** \$215, delivered. **Hard maple:** \$195, delivered, erratic.

Softwoods—**Hemlock:** \$40-50 for cabin beams, as high as \$145 delivered to mill elsewhere. **White pine:** \$160-175, "can't saw it fast enough." **Spruce:** \$125.

FIREWOOD

Price sampling across NY State and surrounding regions shows par price of \$100-110 per full cord (128 cubic feet), cut, split, delivered. As low as \$90 in some cases, higher towards New York

City. Hardwood slabwood, a by-product of saw-milling, tends to run 70% to 80% that price if cut to 20-24 inch lengths. **Truckload** prices run commonly around 25 cents per cubic foot; \$20-25 per ton if log length, plus mileage of \$1 per ton per ten miles.

MAPLE SYRUP

Short supply has held prices high, although not all producers have capitalized on it, some few still selling syrup at retail for less than \$20 a gallon. A leading distributor/retailer is charging at retail: gallon-\$36; 1/2 gallon-\$18.75; quart-\$10.25; pint-\$5.95; 1/2 pint-\$3.50. Cornell University store prices are approximately 80% of those. These compare to a 1985 Vermont survey of \$18-24.50 per gallon; \$10 per half gallon. Bulk prices paid by wholesalers are running around \$2-2.20 per pound (for fancy grade) for any leftover 1985 syrup (or, "let's dicker," said one). One good retail marketer was paying as much as \$2.35. This compares to the prevailing \$1.85-1.95 paid late spring, 1986.

CHRISTMAS TREES

Rising popularity of Fraser fir, poor quality of Douglas fir, lack of Scotch pine, and lack of quality at U-cut operations are consensus observations. Great popularity of U-cut the last few years has left many growers with few good trees left to sell. Some long-time U-cut customers went to pre-cut lots.

Syracuse—Fraser fir, 6-9 ft., \$40-55. Douglas fir, 4-7 ft., \$20-45. Concolor fir, 5-7 ft., \$40-45, some going for \$60. Balsam fir, 6-10 ft., \$30-50; 10-11 ft., \$95. White spruce, 4-7 ft., \$15-32. Blue spruce, 4-7 ft. \$15-32, some at \$45. Scotch pine, 4-7 ft., \$15-35, some high quality ones fetching \$60. Table-top

trees moving very well, \$15-20. U-cut generally running 75% these prices with poor quality.

Albany— All fir averaging \$32 in outer suburbs, \$40 closer to city. Some balsam as low as \$20. Spruce averaging \$32, with blue spruce running up to \$45 in city, and white spruce as low as \$20 in outskirts. Balled and burlapped or potted trees running 25% higher.

Westchester County— Douglas fir from Oregon and Washington, balsam fir from Canada have biggest share of this affluent market. "People here don't care what they have to spend for Christmas," said one dealer. Most dealers buy from many sources. Some reports of rising popularity of scotch pine. Douglas fir, 6-7 feet, \$60; 7-8 feet, \$80-90; 10-15 feet, \$90; 15-18 feet, \$175; 18-24 feet, \$275-350, and some demand for these unshaped, over-ten-foot trees is reported. Sheared balsam fir, 3-4 feet, \$15-18; 5-6 feet, \$27; 6-7 feet, \$40; 7-8 feet, \$45; 8-9 feet, \$55; 9-11 feet, \$80. Fraser fir, 7 feet, \$80, elsewhere 7-9 feet, \$57. Scotch pine (few reports) 6 feet, \$33, some \$22-44. Blue spruce, 6 feet, \$60; 7 feet, \$80. White spruce, only one outlet reported, 10-14 feet, \$150.

Central Long Island— Fraser fir, 5-7 ft., \$40-45, a few as low as \$25. Very tall ones fetching \$60. Douglas fir, 7-8 ft., \$75 and hard to find. Some 14 ft. bringing \$125. Balsam, largely from Canada, unshaped, \$24. Some scrawny table-tops as low as \$6.75, taller to \$38. Sheared balsam, up to 8 ft., \$34-39; 8-11 ft., \$44-49; taller, up to \$60. Scotch pine: strong demand, virtually no supply.

Adirondack fringe cities— Blue and white spruce, 5-6 ft., \$12; 7-9 ft., \$15; 10 ft. and taller, \$20. Table-tops, \$7. ■

SWED-CADDY

Swedfor, Inc. introduces a new combi-machine in the woods. The all new Swedfor Caddy tractor is a small one-man-operated hauler. This machine is especially designed to run in smaller stands without doing any damage to the soil, reportedly leaving the remaining trees without any damage to the bark or the root-system.

Swed-Caddy is driven on both tracks by a 7-hp Honda engine, which should make Swed-Caddy an excellent climber both uphill and downhill and even in very soft and wet terrain. Swed-Caddy has throttle control in the steering handle which turns the machine by pulling the handle in one direction so that only one of the tracks will drive.

With Swed-Caddy you can forward anything in smaller operations as thinning, firewood cutting, shorter transports of pulpwood as well as big trees, in for example, landscaping.

For more information on Swed-Caddy, circle number 50 on Reader Service Coupon.

NEW IN THE WOODLOT

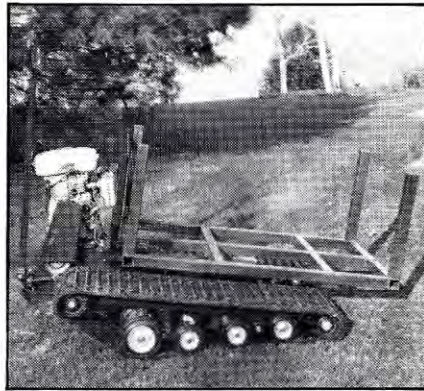


NARROW KUBOTA

Kubota Tractor Corporation has recently introduced the L4150 DTN, 5 cylinder, 4 wheel drive, diesel-powered tractor designed specially for narrow-row crops, such as Christmas trees. This mid-sized L-Series model features a 142-cubic-inch, 50-horsepower (40-pto-hp) engine.

The 52-inch-wide tractor is said to have conveniently-placed operator controls, a high-backed seat, an easily-read instrument panel, a "shortnose" hood, and a tilt steering wheel.

For more information on the Kubota L4150 DTN, circle number 52 on Reader Service Coupon.



ATV TRAILER

The new Bush Hog ATV trailer's 525-pound cargo capacity allows it to carry any three- or four-wheel all terrain vehicle. With a suggested list price of less than \$350 (excluding shipping and set-up), the Bush Hog trailer is reputed to be well equipped with high speed bearings and wheel springs for a smooth ride, providing hunters, vacationers, and weekend farmers with an ideal means of transporting their ATVs to work or recreation sites. It also features a fold-down ramp that enables one person to load any size ATV on the trailer safely and easily.

The trailer is 60 inches wide by 103 inches long with a 47-inch by 58-inch rail-type bed that can be converted to utility use by bolting on a plywood deck. The fold-down loading ramp locks in an upright position to help secure the ATV to the trailer.

For more information, circle number 51 on Reader Service Coupon.

SEEDER/SPREADER

Worksaver, Inc. has a new three-bushel, trailer-type seeder/spreader featuring ground drive and designed for use with all-terrain vehicles. The new seeder/spreader can be used in rugged or hard-to-reach areas and is simple to operate, requiring no pto or electric drive motor. It would seem ideal for re-seeding logging roads.

A heavy duty #50 roller chain and a sealed 90° gearbox transfer power smoothly from an axle-mounted sprocket to the seeder/spreader's fan and cast iron agitator. A jaw-type clutch allows the drive line to be disengaged for easy movement between fields, and Worksaver's exclusive main hopper shut-off gate eliminates locked drive lines by allowing the unit to be set in motion before broadcast material reaches the agitator.

Labeled the GDTS-3, it features an optional elastic hopper cover, 21"x11"x8" high-flotation tires, a swivel ball hitch, and controls which are accessible from the towing vehicle's seat. Three and five bushel hopper extensions are available to raise the unit's seed or fertilizer capacity to either six or eight bushels.

For more information on Worksaver's seeder/spreader, circle number 53 on Reader Service Coupon.



TIMBERSTAND IMPROVEMENT

CFA STYLE

by Alfred Sive

THE other day I was examining some forestry textbooks in the CFA (Catskill Forest Association) library and came across a college silviculture book that had devoted a quarter of its pages to improvement thinnings in woodlots. This seemed appropriate since timberstand improvement has long been recognized as critical to successful long-term forest management and has been extolled by forestry schools and the extension service for many years.

Another text written for the small woodland owner had this definition of timberstand improvement: "A variety of professional forestry practices which remove low quality trees, encourage better growth and improve forestland values for the future."

Timberstand improvement (TSI) has been a forestry practice that people read about, but rarely perform. A typical Catskill landowner of immature woodlands might give you this alternative definition of TSI: "A practice that foresters cannot afford to get involved in, has no appeal to loggers, and produces little or no income for the landowner."

Of course, if this landowner knew about the TSI Revolving Fund administered by the Catskill Forest Association, he would have an entirely different view. The TSI Revolving Fund is an endowed fund which provides money to landowners who wish to engage in TSI. Here's an example of how one CFA landowner used the Revolving Fund. All the facts and figures are true except that the landowner is not enrolled under the Forest Tax Law, although he does qualify. And his name isn't Smith.

John Smith became a member of CFA in 1982. Shortly after Smith became a member, CFA's woodlands manager visited him in his woods. John explained his objectives and the forester evaluated the woodlands. The forester thought that stand number 1, some 16 acres, should have TSI. John was interested in pursuing long term forest management, so he decided to contract with CFA for the development of a forest management plan and to apply for a tax exemption under the New York State Forest Tax Law. CFA then arranged for an independent forest consultant to develop the plan and assisted John in ap-

plying to the New York State Department of Environmental Conservation (DEC) and local assessors.

The management plan called for an improvement thinning on stand 1 in 1985. John signed up for the TSI Revolving Fund. CFA then arranged for another consultant forester to mark the timber, and located a contractor who agreed to skid the low grade timber to roadside at a price of \$25/cord. The forester was willing to do the work because he was paid at a rate of \$7.50/acre and did not have to recover his fee from timber income, a common practice that can lead frequently to a problem: some foresters attempt to bid low grade timber for a landowner on a percentage basis.

The logger liked the work because he did not have to worry about a market for the wood; he was paid weekly for the amount skidded. The wood was then seasoned on the landing for a year and was eventually sold as firewood to local

firewood dealers.

John paid for the marking and the TSI Fund paid for the up-front cost of harvesting the timber. When the firewood was sold at \$30/cord, the Revolving Fund was reimbursed, CFA was paid for its supervision and marketing fees, and a residual amount was turned over to the landowner as stumpage. In John's case \$120 was received, which almost equaled the cost of marking the timber (\$128). Successful completion of the thinnings also enabled John to continue receiving a tax exemption under the Forest Tax Law. Another benefit for John was the well-designed skid trails that he uses for hiking, hunting, and x-country skiing. Most important, John's woodlands are now growing high quality timber which will yield substantial income in the future.

For more information on CFA's TSI Revolving Fund and other specialized programs available to the Catskill forest owner, circle Reader Response Coupon number 99. ■

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THE Tug Hill SAGE



by Bonnie Colton

When I had my pacemaker put in, I asked the doctor what I could do.

“Anything you did before,” the doctor told me. I guess he didn’t know what I did before!—Elwin Rowell.

ELWIN Rowell is a modest man. He lives in the quiet little village of Glenfield, New York, in an unpretentious white house with his wife, Florence. They have been married for 56 years. Since 1949, they have operated an appliance and hardware store in their village, until their “retirement” this spring.

But Elwin Rowell’s circle of interests is extraordinarily large for a small-town shopkeeper. They range from local history to forget-me-nots and from towering trees to tax reform.

Spending an evening with him is like going back in time. He was born in a house built of logs, near Stony Brook in North Osceola. The forests of Tug Hill were his playground and his school. He grew up listening to the tales of oldsters and watching the men of his family work in the woods.

His grandfather showed him the fine points of filing a crosscut saw—one of the main tools of a woodsman in those days. Through patient practice under his grandfather’s watchful eye, Elwin mastered that task by the time he was thirteen.

He worked for the Monteola Hardwood Company when he was 15, making broom handles out of lumber edg-

ings at the mill in Glenfield. At that time the company was owned by the Campbells, who also owned Dexter Sulphite and Paper Company.

The Campbells controlled a large amount of Tug Hill acreage, and were among the backers of the Glenfield and Western Railroad, which was built in the early 1900s to carry logs and lumber off The Hill. Monteola took its name from the two townships of Montague and Osceola, where its logging operations were located.

When Monteola sold out, Rowell went to work as a carpenter, building company houses in Glenfield for the new owners—the Keystone Wood Chemical and Lumber Company. Keystone made lumber and railroad ties and operated a processing plant at Glenfield, where scrap wood was turned into commercial products. These included creosote, wood alcohol, acetic acid, ether, and charcoal.

A heavy, tar-like by-product called wood oil was used for fuel in the plant’s 11 boilers. Burned only at night to avoid complaints of nearby residents, the wood oil spewed out smoke as black as the night sky.

The Keystone Company, prospering during the pre-depression boom, folded

after the stock market crash. Many of the parcels of land they owned on Tug Hill were sold for back taxes. Rowell saw the opportunity. Of the 1,900 acres he eventually purchased, all but 600 were acquired this way.

Each lot he bought had a stream running through it. Some of the land hadn’t been cut over yet, and was covered with huge trees. Some pieces had stacks of logs on skids, just waiting to be hauled out. The least costly piece was 202 acres on which he paid back taxes amounting to only \$23.25.

Rowell has sold some of the land, but still owns 957 acres and, at age 78, manages it himself. He had a pacemaker installed in the spring of 1986, and it has increased his energy so much that he and his wife have harvested several thousand feet of prime cherry logs, which they are selling to Hardin Furniture.

He made maple syrup for many years in a sugar shanty by the mill stream near his Tug Hill camp. Mill Stream Maple Products became a trusted name among his customers. When he moved his syrup operation into the old milk station in Glenfield, the Mill Stream name went along.

Rowell used the milk station’s boiler to heat his evaporator, and he weighed purchased sap on the old milk scales. Necessary alterations to the equipment were no problem. He did them himself. He operated the milk station syrup processing venture for about eight years before giving it up. Now the building makes a convenient storage place.

Honey production is another area of Rowell’s expertise. His daughter Elaine says, “Ever since we were little kids, I can remember him tending bees.”

Rowell’s education and training came largely from the school of life experience. When he was in his early teens, his uncle died, leaving a widow and several young children. Social Security and the welfare system had not yet been invented, so the survivors moved in with Elwin’s family.

Elwin and his brother Erwin dropped out of high school to help earn the money needed to support the extended family. When his father lost fingers in a sawmill accident, the two brothers had to carry the full responsibility for some time.

Eventually, Elwin was able to complete high school by commuting from Glenfield to Port Leyden on the train to attend school. He was 20 when he finally received his diploma.

"Honesty has always been his big thing," said Rowell's daughter, Kay. "A reputation for honesty is one of the nicest things you can get from your parents. When we were just starting out and wanted to buy something on credit, the storekeeper said, 'No problem, I know



Elwin recalls missing a couple of spiles when sap buckets were pulled one spring.

"They're still there," he says, "and without the snow there, I can't reach them."

your dad."

She remembers when her father was secretary of the rationing board during World War II. "He got up one morning and said, 'I'm going fishing at Chases Lake.' He walked the whole way—probably ten miles—caught his limit, and walked home again. But there were rumors he'd used extra ration stamps for gasoline to drive to the lake."

"I remember watching him burn the extra ration stamps," Kay said. "No one ever got to use stamps that weren't assigned to them."

After his stint with the rationing board, Elwin "toured Europe for a couple of years—with Patton's army."

But his first love has always been Tug Hill. "It's my life," he admits. So it was natural that the Tug Hill Commission should seek him out for advice in their Forest Project studies. It was Ben Coe from the Commission office who first referred to Rowell as the Tug Hill Sage—a name that has stuck because it fits him well.

On advice to new landowners, he says, "Taxes are so high now, it might not pay. Unless you can buy for back taxes and not spend too much doing it. Cut selectively. It's okay to chip your

tops once or twice, but leave some for soil build up."

On taxes: "Trees are a crop—just like corn is a crop. Only trees take longer to grow. Corn isn't taxed. Trees, as a growing crop, should **not** be taxed. Only the land should be taxed.

Five years ago, when a group of Tug Hill landowners were advising the Commission on its Forestry Project, Elwin Rowell plunked \$10.00 on the table and said, "I think we should have our own organization to look out for the interests of Tug Hill. Anybody else think so?" One after another, the members of the group added their \$10.00 to Rowell's and THRIFT was born.

Elwin is now a member of THRIFT's executive committee. He speaks with quiet wisdom, and every so often he shares glimpses of Tug Hill's lore.

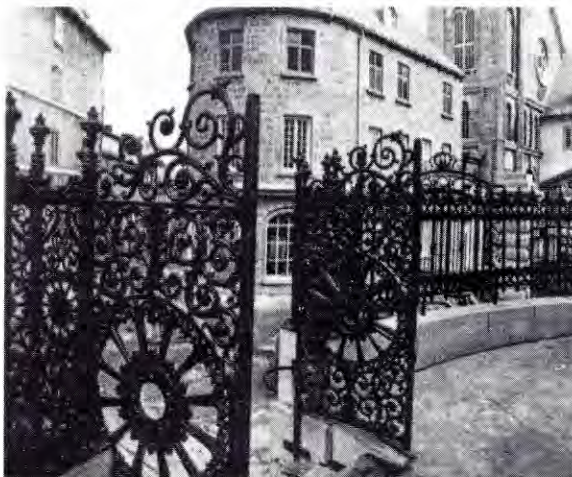
He recently recalled a time, some years ago, when he came across a startlingly beautiful blue carpet of forget-me-nots near Swancotts Mills. He dug some of them up and transplanted them along Grindstone Creek near his camp. A few he transplanted near his home in Glenfield. Each spring the new blue carpets bloom and spread, a living tribute to the Tug Hill Sage. ■

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ASK A FORESTER

CHESTNUT REVIVAL

I have lots of American chestnut sprouts in my woodlot. I find them around old stumps left from Chestnut trees that probably died from blight. My questions relate to these sprouts: (1) How long will they survive? (2) Is there anything I can do to extend their life? (3) Should they be thinned and, if so, how?

—Mike Fear
Dryden, NY

To my knowledge, there is nothing on the market for the landowner to use for extending the life of American chestnut trees or sprouts. The most promising development is still in the research stage. Pathologists are working with hypovirulents (certain non-virulent strains of the fungus) which may be applied to the wound area around cankers to induce non-virulence in other strains. This may allow the host tree to callus over (heal) the wound or canker caused by the blight.

Sprouts may reach four inches in diameter before succumbing to the blight, or they may die before reaching one inch. In other words, there is considerable variation in sprout life depending on various factors such as site quality, location on stump, genetic vigor, virulence of the strain, etc.

If you have time to experiment, practice sprout thinning to concentrate growth on the largest and straightest sprouts which are attached to the lowest portion of the stump (near the root crown). Thin out the smaller, upper and diseased sprouts. Start thinning when the better sprouts are one to two inches in diameter.

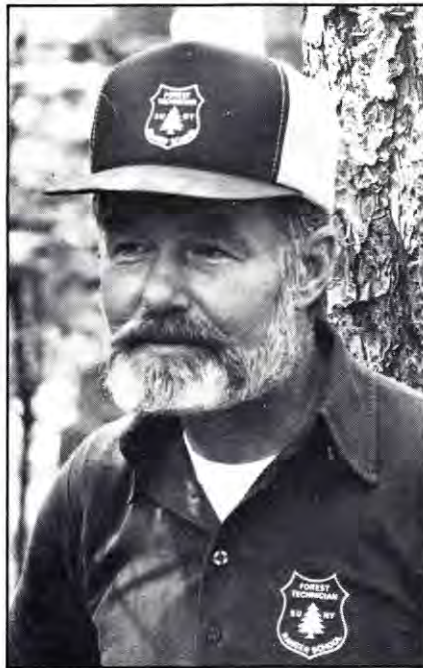
In two to three years, please let me know how your sprouts are doing.

FIREWOOD HARVESTING EQUIPMENT

On your woodswalk, you showed the group some machinery used to harvest and sell firewood. Would you list and evaluate the equipment necessary to effectively "do-it-yourself" harvest and manage your own woodlot?

—A.K.
Candor, NY

Do I love this kind of question! I can



by Wes Suhr

relate it to my own woods operation, work that I really enjoy. But let me warn you, what is effective for me may be ineffective for the next owner-operator. It really depends on your objectives. I have a very small, part-time business that I am slowly developing into a bigger enterprise. I don't depend on it for a livelihood. An operator who does would probably have larger, more expensive equipment and a totally different outlook.

So, what are the forest management objectives that I think make my equipment worthwhile? My overall objective is to increase diameter growth on my best hardwood trees and to maximize yield for sawlogs and veneer logs. So, I thin my stands to yield high quality logs for future profits, and I hope to leave a few high quality seed trees for generous reproduction of white ash and black cherry.

That makes firewood cutting an interim project. Foresters call it "intermediate thinning or improvement cutting," and I'm trying to make the firewood sales just cover the expense of thinning. I may not be making a profit now, but future log sales should cover the expense of interim management, the initial pur-

chase price of the land, all expenses for machinery, equipment, structural improvements, and still give me a 5 to 6% compounded return. If it doesn't, just think of all the fun I've had in the meantime! And I still have the land with another young forest to sell!

Of course, one of the gravest problems that could upset my objectives is the new federal tax reform package and our local forest land taxes which increase yearly.

That's why I purchased the equipment. If I could work full-time at firewood harvesting, I estimate I could gross \$20,000 in sales each year in this Adirondack region using my equipment.

Now, for a list of this equipment, according to the job each does, with a short evaluation.

Road construction comes first. I am slowly graveling and draining the main road (an old secondary haul road) year by year with a 6-ton "two-banger" (two-cylinder) 540 John Deere. It's a 1940s-vintage crawler tractor with bucket. This machine is powerful enough for road improvement, but is very slow for initial road construction. You really need a modern dozer with at least D-4 rating for this job.

Next comes tractor-trail clearing. I clear away trees over a 14-foot width with a chainsaw and occasionally smooth the trail with a smaller bucket on a 30-horsepower 4-wheel-drive Kubota tractor. These trails traverse the woodlot following the contour of the slope as much as possible. I fell the marked, lower quality trees and leave them to season for about a year. Then I use a Farmi skidding winch on my Kubota to skid or winch the stems to landings on the tractor trails. I buck the stems to whatever length the customer wants (12 to 20 inches), load on a woods trailer (a pick-up bed and frame with axle turned up or reversed for greater clearance) which is pulled by a 20-horsepower 1948 Ford 9N farm tractor.

Both tractors are okay on fairly level terrain, but on hummocky, rocky ground, they occasionally will get stuck. The best way I could increase the efficiency of my woods work would be to purchase a small articulated skidder (50-

60 horsepower) and sell one of the tractors.

The firewood bolts are trailered to a landing on my main road where they are split with an American-brand hydraulic splitter (5-horsepower Briggs and Stratton engine, plenty of power) and then stacked in a one-ton dump truck which hauls one standard cord or three "face-cord" to the customer.

For chainsaws, I use a Stihl 041 and Jonsered 630, both medium powered, medium weight saws. They start easily and keep running. The 630 cuts faster than the 041, but uses about twice the gas. So take your pick. They're both good saws.

When it's time for the final harvest of my stands, I'm leaving that to the expert logger who has the equipment and skill to do it rapidly and, I hope, carefully.

FIREWOOD— HARDS VS. SOFTS

I have hardwoods and softwoods in my woodlot and would like to use both in my stove. Are hardwoods really better than softwoods for the standard "air-tight" family stove—and why?

—Carol Sibley
Oswegatchie, NY

For the reader, hardwoods are deciduous trees and softwoods are conifers.

I would always recommend high density hardwoods for your stove for two general reasons. First, there is more solid wood per unit volume moved and burned with higher density wood, as compared to lighter wood. And you could say that denser wood burns at a lower rate to obtain the same amount of heat, as compared to lighter wood. Second, softwoods generally have a greater percentage of volatile matter which is driven off in the burning process, as compared to hardwoods. These gases condense in the stovepipe or chimney to form creosote, which we all know can ignite to create dangerous chimney fires.

Well, that seems like a reasonable answer to your question, but as I dig a little deeper, some rather surprising facts emerge. To be "scientific," we should be comparing the **heat value** (heat yield) of various woods in BTU's yielded per pound of wood.

The main factors that control **heat value** are moisture content, resin content, and the density or specific gravity of wood. I assume you are burning dry wood (less than 12% moisture content by volume). The higher the moisture content, the lower the heat value, and

the higher the resin content and specific gravity, the higher the heat value. In general, for non-resinous woods as our hardwoods, the higher the specific gravity, the higher the heat value. But resin has a heat value almost twice as high as wood, and it is for this reason that resinous pine may have a higher heat value than high density hardwoods.

"Resin has a heat value almost twice as high as wood."

With this background, we can recommend the following wood for our stoves: (1) Use dry, high density hardwoods (specific gravities of .5 and above) as the main fuel for the greatest heat yield with the cleanest stack. (2) Dry pine may be used for kindling because its resin content makes it very flammable with high heat yield to give the initiating fire a fast start.

The following list includes some of the higher density hardwoods and softwoods found in our area, as measured by specific gravity (the ratio of the density of wood to the density of water, the latter being one gram per cubic centimeter. The density of wood is its weight when oven-dry (grams) compared to its volume (cc) at 12% moisture content.) This list was extracted from the 1974 *WOOD HANDBOOK, U.S. Forest Service, Agriculture Handbook No. 72:*

HARDWOODS

shagbark hickory	.72
bitternut hickory	.66
white oak	.68
beech	.64
no. red oak	.63
sugar maple	.63
yellow birch	.62
white ash	.60
red maple	.54
sweetgum	.52
black cherry	.50
American elm	.50

SOFTWOODS

tamarack	.53
pitch pine	.52
red pine	.46
jack pine	.43
spruce	.40
balsam fir	.36
white pine	.35

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FOREST OWNERS use LOGIC

GAS and oil well drilling is a fact of life for many New York landowners, not always a pleasant fact. Little pause has been given to consider trees and land.

"There was no concern for property when the gas rigs came in," says Robert Heppner. "Nothing stopped them." Heppner lives in Westfield, Chautauqua County, in western New York. He helped form LOGIC (Landowners with Gas Interests and Concerns, Inc.) in the spring of 1977 when the Chautauqua County assessors' organization assessed gas well royalty income as a property value. This prompted LOGIC to organize to protect the interests of landowners and to prepare a better lease to protect their rights, their land, and their trees.

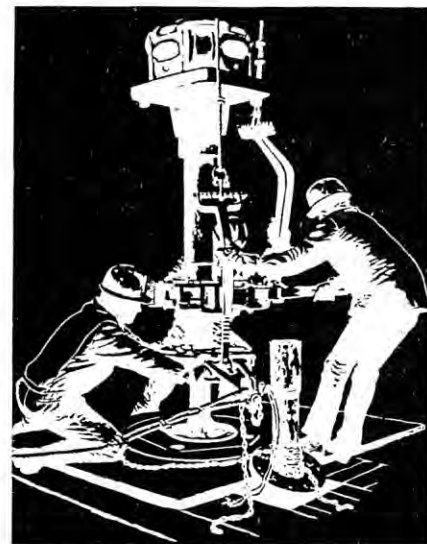
LOGIC gave them a unified voice at public hearings and brought legal action against companies when needed. It built a library of information unique to gas development in the western New York area, presented workshops, provided information on home hook-up of gas wells, searched for and distributed information on gas metering and regulations, and compiled a list of more than 200 drillers and operators in western New York.

LOGIC now offers landowners a twenty-nine-point addendum to oil and gas leases.

Forestry Consultant

Another way to minimize damage to land and forests is to contact a forest management firm like Forecon. Located in Jamestown, Cortland, Lowville, Avon, and Wellsville, New York, and in two Pennsylvania cities, Forecon helps landowners manage their rural and forest lands to accommodate oil and gas well development.

Forecon is an unusual forestry consulting company. Most consulting foresters do not deal with gas drilling problems, handling only the more traditional forest management problems such as silviculture, marking, and marketing. Landowners and attorneys use Forecon to gather evidence for evaluation in trespass cases, estate settlements, and damage appraisal. Accountants and bankers



use Forecon to assist in allocating forest values, forest estate planning, and appraisals. Forest product companies use Forecon to make feasibility studies, timber inventories, and for other special projects.

Company president Curtis Bauer says many services offered by Forecon can, in the long run, benefit all landowners who deal with drillers. He offers the following suggestions to forest owners planning to lease to drillers:

- a sound lease that protects the interests of the landowner;
- good site selection to protect the resources and surrounding environment;
- proper location of well, road, and pipeline route (this could include removing timber);
- monitoring of drilling and produc-

by Chris Kimball

tion operations to protect the environment; and

- site restoration.

"Landowners must still beware," says Bauer. "In the early years, little or no thought was given to the landowners. The micro-environment took a beating."

That's why organizations like LOGIC are so important to help landowners become aware of problems in leasing.

Early Drilling

Most landowners were at a disadvantage 20 years ago, thrust into the oil and gas business knowing nothing about leases, property rights, or gas and oil rights. Acres of property were abused by drillers with little concern for their reuse. The landowner was left to cope with ruined fields, rutted roads, and cut trees. Few lawyers knew what to do, and few wanted to fight a large oil and gas company with a big legal staff to combat landowner complaints. It was an uphill battle for any landowner to get compensation in those early years.

Now the outlook for the landowner is a bit brighter. New laws, more informed landowners, organizations like LOGIC and Forecon, and knowledgeable lawyers have helped forest landowners co-exist with drillers.

Forests that were destroyed by ambitious drillers will take many years to rebuild. LOGIC members estimate their loss to be thousands of dollars. Robert Heppner thinks soil erosion is the biggest loss faced by the landowner. But now, government agencies like the Department of Environmental Conservation are made aware of new drilling sites and the Soil Conservation Service works with the landowner to make sure that the land is properly cared for.

But all this is water over the dam since the majority of the destruction occurred in the '70s when the oil and gas drillers were doing a booming business. According to Heppner, not many of the landowners knew what to do then. "Probably ninety percent of those who signed leases in the early '70s would not have signed if they had known then what they know now," he says.

William Paxton, of Brocton, in west-

ern New York, lost a locust grove to bulldozing of a drilling site. He figures he lost a couple thousand dollars worth of wood, when he considers that locust posts go for about \$1.25 apiece.

"I'm still mad at what they did to me," says Paxton.

He thinks he should be compensated for the damage, but, so far, he has received only about \$500.

In contrast, when Bob Heppner signed his lease, he stayed with the drillers every day until they were done. He made sure that the drillers did not do any more damage to his property than was specified in the lease.

"I took three rows of vineyard out. Mapped out the road and told 'em how far to go," says Heppner.

He makes sure that when the driller comes to check the well he does not drive anywhere on his property except on the designated road. Only three-wheelers or snowmobiles are allowed to go back to the well site.

Free Heat

In many leases, the landowner is entitled to a certain amount of free gas per year. The amount varies depending on the company and the lease. It could

range from 100,000 cubic feet up to 400,000 cubic feet. But according to Curtis Bauer, that can get tricky. This is due to the language of the lease and the way gas is extracted. If the well is "shut-in" (if the well does not produce enough), the landowner doesn't get his free gas. This is quite possible in western New York, where "tight sands" produce gas very slowly. Bauer says some leases specify that the landowner must get his free gas regardless of what happens to the well.

"Not all gas and oil operators are blind to the needs of landowners," says Bauer. "Many are willing to accommodate their operations to the needs of the landowner. When complications arise, it is typically because there is no appropriate language in the lease and there is very little communication between the operator and the landowner. The nature of drilling is that once the drillers begin, they cannot shut down and change things around. It's a very expensive process. The business runs twenty-four hours a day. That's why it is necessary to have an understanding before the drilling begins."

Those who ignore history are condemned to repeat it, or so the expression

goes. Forest owners can learn a lot of history from LOGIC and Curt Bauer to protect their woodlots from unnecessary drilling damage, while still reaping the benefits of energy exploration on their lands. ■

ENLIGHTENED PONDS

Artificial light may deter pondweed from reproducing and reduce its chances of clogging reservoirs, ponds, and canals. Greenhouse studies show that both American and sago pondweed need 12 to 14 hours of darkness to form reproductive tubers, or winter buds. Tuber formation might be disrupted by shining lights on the plants at night to deprive them of darkness. This technique cut tuber formation by 50% in a recent small-scale experiment with another aquatic pest, hydrilla, in the Potomac River. Like pondweed, hydrilla can clog reservoirs, farm ponds, and irrigation canals. For more information, contact David Spencer, Aquatic Weeds Control Lab, Davis, CA (telephone 916/752-6260). ■

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REGIONAL REPORTS

THRIFT NEWS

At THRIFT's annual meeting October 28, three incumbents were re-elected: Don Colton, Lowville—president; Bonnie Colton, Lowville—secretary; and Ruth Eberley, Whitesboro—treasurer.

THRIFT stands for: Tug Hill's resources, investment for tomorrow.

Newly elected vice-president, Tim Engst, was the original chairman of THRIFT when it sprang into being over five years ago. Many readers will remember Tim as the sawyer who gave such a lively and interesting demonstration of log sawing at a THRIFT-sponsored woods walk in 1983. Tim is the owner of the Red and White Lumber Company, Williamstown, NY.

A plant ecologist spoke, via videotape, at THRIFT's September meeting. Dr. Jerry Franklin, a research scientist with the U.S. Forest Service in Oregon, talked about the special characteristics of old growth forests.

He drew a verbal picture that practically put viewers in the shadow of giant Douglas firs, where northwest fogs condensed on the needles—66 million per mature tree—and dripped slowly down through the hemlocks, the shorter trees, the bushes, the ferns, and grasses, finally to water the forest floor. This amazing multi-tiered hydrologic phenomenon provides 16 acres of water collection surface for each acre of forest floor!

Dr. Franklin is shown in the March,

1986 issue of *Audubon* magazine, along with other members of the research team. The excellent article, "The Decadent Forest," is set against spectacular photographs of Oregon's rich and complex forest system.

The October THRIFT meeting program focused on New York State's Cooperating Timber Harvest program. Bruce Williamson, a wood utilization forester with the NY State Department of Environmental Conservation, explained the history, goals, and guidelines of the program. Among the points stressed was the importance of a written contract to protect both the landowner and the timber harvester.

The woman behind the Tug Hill Sage (see story on page 10), is Florence Wormwood Rowell. When Elwin was cutting and skidding all those cherry trees this past fall, it was Florence who lugged the heavy chains and hooked them around the logs to be skidded.

It was Florence who took the primary responsibility for raising their five daughters. And it was Florence who added a woman's touch to their snug little camp near the end of the now-defunct Glenfield and Western Railroad.

She marked trails in the woods of her domain, not to find her own way around, but to guide the less familiar. And at 77, just 11 months younger than her husband, she still climbs a ladder of boards nailed to the side of a tree, and sits on watch during the deer hunt. The lookout, not far from the beaver pond, is 12 feet above the unsuspecting deer.

She remembers a time when she was about to start the climb to her perch and Elwin reminded her to unload her gun first, for safety. She pocketed the deer slugs and made her way up to the platform to wait.

Within minutes, Elwin had located a buck and maneuvered it past the lookout tree. He listened for the shot—an easy mark—but no sound came. After the deer disappeared, he called to Florence to see why.

She chuckled sheepishly, "You forgot to remind me to put the bullets back in the gun."
—Bonnie Colton

To learn how to join THRIFT, please circle number 87 on the reader service coupon.

SOUTHERN TIER CHAPTER

The Southern Tier Chapters' membership meeting was held on November 25 at the Farm and Home Center, Upper Front Street, Binghamton. The meeting began with election of officers for the coming year. The elected are: Chairman: Dean Frost; Vice Chairman, William Drachler; Secretary, Robert Richter; Treasurer, Hank Brown; Program Director, George Stoeckel.

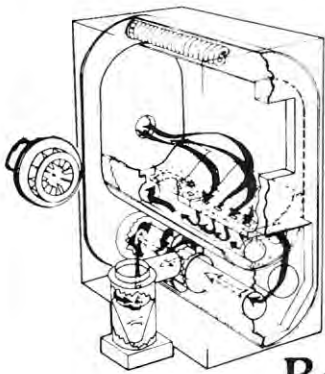
The new Board and members owe a big thanks to our outgoing Chairman Paul English, who got us off to a good start.

Treasurer Hank Brown reminded us that the dues for the coming year may be paid. Hank's address is PO Box 125, Rt. 1, Whitney Point NY 13862.

The first speaker of the evening was Mr. John Pilkington, owner of Gray and Son Insurance, Greene, New York. Mr. Pilkington told the members about types of insurance the land owner should carry when the land is idle and when timber is being harvested. He stressed that owners should remove hazards from the land and protect the public from attractive nuisances on the land. Posting or fencing does not relieve the owner from this responsibility. The owner should ask the cutter to obtain insurance and to check with the cutter's insurance agent to verify the coverage, then with his own agent. A lively discussion followed Mr. Pilkington's talk.

The second speaker of the evening was Mr. Mark Mowery of the Southern Tier Association for Natural Resource

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Development (STAND). Mr. Mowery said STAND was committed to improving the position of the wood using industries, not only in the five county area of STAND, but throughout the state. A slide show presented a clear picture of the wood-using industry in the five county area (Broome, Chenango, Delaware, Otsego, and Tioga), plus the great resource the land owner controls. Mr. Mowery explained the present workings of STAND and its goals for the future.

Mr. Richard Pancoe, Forester with DEC and with the South Central NY Resource Conservation & Development agency, informed the group about the meeting held at Paul Smith's College this month on targeting the forest industry of New York for special treatment and economic development.

Following the meeting a discussion was held on a number of topics, including forestry zoning, 480a tax law, and girdling as creating a safety hazard.

—Robert Richter, Chapter Secretary

To learn how to join the Southern Tier Chapter of the NY Forest Owners Association, please circle number 86 on the reader service coupon.

TIOGA COUNTY

More than 40 attended the December meeting of the Tioga County chapter. It was held at the Cooperative Extension Service office in Owego. Dick Molyneaux of Endicott, Jim Signs of Owego, Dale Weston of Spencer, and Ray Kalwara of Candor fielded questions from the keenly interested group and from moderator Alan Knight. Each explained how he became a Christmas tree grower and many of his hard-won lessons. Dick Molyneaux also showed slides of a Christmas tree growers' tour he took to Washington state, and Extension Agent Debbie Armstrong showed a video of proper Christmas tree shearing techniques.

The November meeting featured a slide show of overseas tours sponsored by The Forest Owners Association, and the January meeting will be highlighted by nature photographer Don Weber's slides. Another late winter meeting will help forest owners understand how to handle forestry activities on their income tax forms, especially now that that tax codes on investment tax credits and capital gains have changed.

Best wishes for speedy recovery go to chapter founder and chairman Howard Ward, who suffered a head-on auto accident in early December.

To learn how to join the Tioga County Chapter of the NY Forest Owners Association, circle number 88 on the reader service coupon.

BRADFORD COUNTY, PA

The Bradford County, PA, Forest Landowners Association held its annual dinner meeting November 18th at the Wysox Presbyterian Church. Approximately 50 attended, despite a terrible snow and sleet storm in the surrounding hills. District forester James Lacek announced the winners of the big tree contest and President Tom Lindstrom handed out the awards. The tallest tree discovered in the county was a Norway spruce owned by Frank Bohlayer of East Canton. It is an estimated 123 feet tall. Runner-up was a black cherry owned by Annette Richards Panenett, near Beaver Dam. It stands 120 feet tall. Executive secretary Jane Bresee thanked everyone who participated and especially the 13 corporate donors and the vo-tech students who made the plaques.

A tour to the forest estate once owned by one-time Pennsylvania governor and Yale Forestry College founder Gifford Pinchot is planned for 1987.

After the huge beef dinner, nature photographer Richard Allyn entertained the forest enthusiasts with a remarkable series of slides of hawks and owls and even added his own very realistic hawk and owl calls. ■

To learn how to join the Bradford County (PA) Forest Landowners Association, circle number 89 on the reader service coupon.

IN THE MAILBOX

(Continued from page 4)

TAX QUESTIONS?

Christmas tree growers, saw mill firms, wood product trucking businesses, sugar maple producers, and suppliers to these agri-forestry businesses who have sales tax questions may advise David W. Taber, senior Cornell Cooperative Extension Associate in forestry, through their county agricultural agents [or by writing directly to him at Fernow Hall, Cornell University, Ithaca, NY 14853]. A new *Conservation Circular* on the NY State Sales and Use Tax Law is being prepared by Mr. Taber.

—Priscilla Johnson
Extension Agent
Norwich, NY

MARKETING ORDER KILLED

A proposal to establish a marketing program for Pennsylvania Christmas trees failed to muster sufficient votes for enactment. One hundred twenty-six growers voted in favor of the plan and 185 opposed, while those in favor controlled 51% of the 13,873 acres represented by the eligible ballots. To pass, the proposal had to attract a majority of the ballots cast and those supporting it had to own a majority of the acreage represented. The referendum was limited to growers with three or more acres of marketable trees. More than 1,600 ballots were mailed.

—Richard E. Grubb
Secretary,
PA Dept. of Agriculture



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CHRISTMAS TREES



BOOM INDUSTRY

MANY agricultural and forest industries have come on hard times in the 1980s, but one industry is booming. In northern New England, the growing of Christmas trees has become a multi-million dollar business: as many as 14 million trees may be available for sale in the next 10 to 15 years.

But there is the possibility of a Christmas tree glut, says Dr. Ted Howard, forest economist at the New Hampshire Agricultural Experiment Station. Recently, he and graduate student John Walkowiak made an extensive survey of Christmas tree growers. They concluded that the industry's future depends upon how it reacts to competition from other regions, changes in consumer preference, and increasing production costs.

The survey showed that Maine dominates the industry with 44% of the northern New England region's 600 growers and 60% of the estimated 20,000 Christmas tree acres. New Hampshire has 27% of the growers and 15% of the acreage. About a third of growers and acres in New Hampshire are located in Coos and Grafton counties, where most of the wild Christmas tree stands occur. By far the great majority of trees today, however, are plantation grown; and in New Hampshire, most of the plantations are under 10 acres. Usually, Christmas tree farms are in rural areas where land is unsuitable for higher value crops and is within the natural range of spruce and balsam fir.

In northern New England, balsam fir dominates the market at 60% of total inventory, while spruce has about 17%.

Spruce plays a more important role in New Hampshire, however, because of site conditions, seedling availability, and market demands.

Howard's data showed that consumer demand for high-quality trees stimulated a regional doubling of tree planting from 1978 to 1983. Growers in Maine increased their planting 250%; those in Vermont, 300%; and those in New Hampshire, 40%. While regional Christmas tree sales (about 400,000 trees in 1983) increased substantially, planting gains outpaced harvest growth, indicating that oversupply may occur unless markets expand or some growers quit.

The survey revealed that while most of the region's newly planted trees came from commercial and state nurseries, a substantial number of seedlings also were grown at home or taken from the wild, because growers found commercial seedlings expensive and those from state nurseries of limited variety and poor quality. In New Hampshire, growers have depended mainly on the state nursery because of reasonable prices, but Howard suggests that budget constraints resulting in restricted state production and lower quality may turn growers to alternate sources.

Northern New England growers wholesale 70% of their trees. The rest are equally divided between retail and choose-and-cut method. Markets are primarily in southern New England, New York City, New Jersey, and other locations along the Atlantic seaboard.

The kinds of people who grow Christmas trees have also changed recently. Whereas in the past most grow-

ers were farmers or forest workers seeking extra income, today most are either retired or professional people. About half the growers began production for the extra income. The rest considered it either a hobby or just wanted to use idle land. Very few considered themselves full-time Christmas tree growers.

Almost three-quarters of New Hampshire's growers have their farms under current-use assessment, a much larger proportion than in neighboring states. Howard suggests that current-use laws are a greater help to New Hampshire growers because of the high property taxes.

Swift growth

To illustrate how fast the industry has grown, Howard says that almost a third of the region's growers have not sold any trees yet because they have been in business less than one rotation (7 to 12 years). The proportion of new growers is much higher in Maine and Vermont than in New Hampshire.

But this booming industry needs to watch for warning signals. Walkowiak's survey reveals that almost half the growers plan to expand, which could result in a scarcity of seedlings for those who do not grow their own. In addition, an oversupply of mature trees will weaken the markets. Further, the absence of a uniform grading system for Christmas trees may hinder market expansion because there is no guarantee of quality.

Whatever happens, consumers are going to have a plentiful supply of good Christmas trees for some time to come. And the price may be right. ■



Christmas tree grower Lathrop Merrick discusses the progress of his Durham plantation with Ted Howard, N.H. Agricultural Experiment Station forest economist, who is studying the future of the growing holiday tree industry.

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HIRE A FORESTER

by John Thorington

I SIT here this day in January, a day too snowy to cruise timber, and wonder how it is that my clients decide to hire me instead of one of my competitors. I have advertised by direct mail, radio, and newspaper, all with very limited success. I don't go door to door selling my services. I am a landowner, too, and I'd be as skeptical of a forester who does this as I am of other door to door salesmen. I don't buy the services of a lawyer or an accountant this way and I can't expect a landowner to buy forestry services this way.

So why does the volume of my business increase with each passing year? I don't know, but I have come to believe that most landowners rely heavily on word of mouth recommendations gathered from friends and associates. A consulting forestry business seems to build slowly over a period of years. While a forester's hard work and skill are important, his dedication to the client's interest is the distinguishing feature which remains in each client's mind. Most of my business comes from referrals of satisfied clients and from others who are acquainted with my work.

Concrete information

While I would like to think that every positive referral is based on adequate understanding of the services provided, I suspect that extraneous factors of chance, personality, and luck also play a role. The landowner seeking a forester needs concrete information, so, when approaching your friends for advice, ask questions that will elicit specific, relevant information.

First and foremost, ask your friend if he is willing to vouch for his forester's sense of honesty and fair play. Any business relationship based on less than strict codes of fairness and honesty will

eventually run into a snag. Start your relationship off on a sound basis.

If no friend or associate has had a recent positive business experience with a forester, go to the nearest office of the state conservation department and ask for a list of foresters.

When you call a forester from the list, ask about his formal training. It will soon be apparent that there is a wide diversity in formal backgrounds among consulting foresters. Do not settle for a forester with a weak background. The field of consulting forestry is full and wide and a landowner is able to demand the best available.

"Be specific. Ask for names of recent clients."

Ask about your forester's business background. One aspect of a forester's background that I consider very important is whether or not he owns some woodland, himself. I cannot imagine how any forester, whether a state forester, an industrial forester, or a consulting forester, could be even remotely dedicated to his job and not have an overwhelming compulsion to own his own woodland. Not only is woodland ownership a good indicator of your forester's interest, but of his perspective. You will find a great deal in common as you share experiences, both good and bad, which you have both had.

A good relationship with your forester is like the very best of doctor/patient relationships. It is based on honesty and skill and infused with an understanding of the client's point of view. Seek a forester who understands and shares your values and goals for your woodlands.

Ask about the forester's professional experience. Be specific. Ask for names of recent clients in your area and then

check with these clients. Do not hesitate. Woodland owners like to talk about their woodlots and you will meet owners who will continue to share their woodlot experiences with you as the years go by.

Owning woodland is similar to membership in a professional organization. You will find yourself establishing a network of information sharing and support. Start now. Ask the client what services were provided. Was service provided with consistent attention to detail? Was the forester easily accessible to address the client's concerns and answer questions? Were questions answered clearly, in terms the client understood? Were the results of the services provided acceptable to the client?

When you have interviewed at least two foresters, weigh the information you have obtained and make your decision. If all factors seem equal, go with your instincts. The difference between a mediocre relationship that provides a one-time, standard service and a productive business relationship that gives the landowner ideas and incentives is often made by indefinable factors. Shop around now. Your woodlot is waiting.

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MAPLE MAN LEWIS STAATS

by David W. Hollis

MAPLE sugaring technology is advancing in both the forest and the sugar house. According to Lewis Staats, New York State's maple industry is particularly fortunate. Although maple decline seems to be growing as a menace in the Northeast, New York's maple orchards seem no worse off—maybe a little better off—than the rest of the Northeast. Supply and demand favors the supplier, and sound marketing efforts are in place.

New York is fortunate in another way. It has Lew Staats and the Uihlein Sugar Maple Research Extension Field Station in Lake Placid. Operated by the State University of New York College of Agriculture and Life Sciences at Cornell University, the facility is the site of research into improving New York's maple industry.

Staats is Cornell Cooperative Extension maple specialist and manager of the Uihlein facility.

The sprawling research station on Bear Cub Road includes a 3,900-tap working sugar bush, facilities for sap collection and evaporation, and an eight-acre maple plantation half filled with young trees genetically selected and the other half planted to rooted maple cuttings and grafted stock.

All of this was made possible through a 1983 donation by Henry Uihlein, a Lake Placid resident who had leased the land to the university since 1965. It was in that first year of the research program that Staats began working at the site. Since then he has become a fixture in New York's maple industry and among only a handful of people involved in research on this topic.

Staats is quick to point out the important contributions made to development of the research center by Professor Bob Morrow, director of the Cornell maple research and extension program until 1983 and John Kelley, Morrow's successor.



Lewis Staats shows off one of 600 young maples planted at the Uihlein Sugar Maple Research and Extension Field Station, Lake Placid. The sweetest-possible maple sap is the goal of this maple orchard.

Today, Staats' duties include data collection, working in the sugar bush during the season, and directing one full time and several seasonal employees. He also meets with maple producers at the facility and during seminars held throughout the state during the year.

It is during those meetings with producers that Staats discusses the facility's research findings and offers tips on making maple production more profitable. He also stresses the importance of making the most of current technology and good marketing methods. But, he stresses, the thing most important to improving profits is proper stewardship of the basic resource.

"Sugarbush management has always been important," says Staats. "I think sometimes we haven't stressed that to the point we should have. We still have research and demonstrations of proper management of sugar maples to get the most growth, keep them vigorous and

MAPLE MISSION

healthy."

Some of that research is occurring on the eight-acre research plantation which was established in 1983. Working with the U.S. Forest Service, Staats established a stand of 600 offspring of some of the best sugar maples from throughout the Northeast. In addition to the research being conducted on the trees, Staats says the project could eventually provide seed for more high quality sugar maple trees.

Here, the trees are planted in rows, with 12-feet by 12-feet spacing. Herbicides are sprayed around the base of each tree to hold down grass competition and the grass in-between is mowed. Staats says trees are planted in well-drained sandy loam. The site is at an elevation of about 2,000 feet.

"The purpose is to look into the genetics and physiology of individual sugar maple sources from all over the Northeast. We select trees sweeter than those adjacent to them in the forest.

"We'd like to see a seed orchard come out of this that would yield trees above average in sweetness. That would be the ultimate."

Another key to sugarbush productivity, says Staats, is proper thinning to favor superior trees for sap production. This, he says, is one of the best things a producer can do.

Trees that should be favored—crop trees—are ones that are healthy, have no die-back, are vigorous and free of defects and disease, says Staats. These should be dominant trees, ones that have sizable crowns in the main canopy. Thinning eases the competition and enables the remaining trees to expand crown depth and width.

"About the only time I'd choose not to thin would be in areas of severe cases of die-back or decline," he says. "It would be better to wait to see what's going to happen."

The research plantation and sugarbush comprise the silvicultural aspect of research at the Uihlein field station. Staats says that besides studying sugar maples and the sap they produce, he is testing methods of sap collection and evaporation, such as vacuum pumping and vapor compression.

Staats says a two-year study of vacuum pumping has been completed. Preliminary findings, he says, show the use of vacuum pumps for collection causes no decrease in sugar content and a significant increase in sap output. It was at the Uihlein field station some 15 years ago, says Staats, that some of the early experiments with vacuum pumping were done. They were performed through informal arrangements with the University of Vermont and private producers.

Similarly, the field station has been studying applications of vapor compression evaporation and reverse osmosis. This type of work is done in the 24-foot by 75-foot main building where the oil-fired evaporators are located. Staats says one is 5 feet by 14 feet and there are two which are 5 feet by 10 feet each.

Syrup produced here, according to Staats, is simply a by-product of research. Most is sold at a Cornell University store in Ithaca.

Maple decline

Staats says he has been hearing more about problems with maple decline. Some reasons for decline can be readily identified. Excess grazing by farm animals is one such problem. So is overthinning, history of drought, and insect infestation.

Producers who have used their sugarbush for years without problems may suddenly start seeing die-back. Sometimes, says Staats, that can be attributed to soil compaction which may, in extreme cases, have exposed the trees' roots.

Removing too many non-maples from a sugarbush too quickly can send some maple trees into shock from sun scald, and soil temperatures can be increased.

Because of potential problems, Staats suggests that any thinning be done judi-

Just as steps can be taken to avoid or solve problems in the sugarbush, a number of things have been done to improve New York State's maple economy. Staats says returns are better today than they have been in quite a few years. Much of this is due to efforts to expand markets.

"There are more markets available, and are easier to get into," says Staats. He says most New York maple products are consumed in the Northeast.

"Some are marketed well outside of



All of this was made possible through a donation by Henry Uihlein.

ciously. And, if the producer is unsure of what should be done, there is help.

"I think if a sugarbush owner is not comfortable or familiar with silvicultural techniques, he should hire a professional forester who has had experience working with a sugarbush," says Staats.

Man-made problems aren't the only ones contributing to maple decline. Staats says there are natural ones that can be equally damaging.

"Take an outbreak of forest tent caterpillar, combine it with drought, throw in some poor silvicultural practices, and you get a decline syndrome," he says. "In many, many cases, we can look back and see that something like this happened. Sugar maples can be very hardy trees, but when all of these things are combined, you can see poor growth or mortality." While nothing can be done to control drought, Staats says pesticide can be used against the caterpillars.

the state, even the west coast, but not as much as could be. Those markets are just being scratched. Through the efforts of the state's maple association, more New York maple products are reaching metropolitan areas."

It may be from this expanded marketing effort, favorable prices, or a combination of reasons, but maple production in New York is on the upswing. Staats, citing voluntarily-reported New York State Crop Reporting Service figures, says there has been growth in the number of producers and syrup in the recent past. However, both figures are below the level of maple production in the mid 1970s.

In 1985 (the most recent figures available), New York's 1,272 producers reported 315,000 gallons of syrup. Those numbers were up from 1980's 1,000 producers and 243,000 gallons of syrup.

However, the most recent figures are still below 1975's, when 1,474 producers reported 366,000 gallons. Despite the increases of the past five years, Staats says New Yorkers still tap a low percentage of the available maple trees. ■

WOODLOT SHOP

Classified advertisements

Wanted: Highway 82 and west. Prime veneer logs: red oak, white oak, white ash. Trucks available. Prompt payment. Randy Oste, International Veneer Co., P.O. Box 15, Bemus Point, NY 14712. 716/386-6288 evenings.

For Sale: Firewood producer seeking retail and/or wholesale outlets in PA, NY, NJ. Green or seasoned. Pick-up or delivered. M. Mason, Delmar, NY 12054. 518/439-3866 after 6 p.m.

For Sale: Three black walnut trees: 17" DBH, 12' to first branch; 16" DBH, 17' to first branch; 21" DBH, 22' to first branch. Michael B. Pancoast, 50 Snow Drop Dr., New City, NY 10956. 914/638-4536.

For Sale: American Chestnut tree, 16" DBH, 40-45' of merchantable length. Tom Grasso, RD 2, Rte. 50, Ballston Lake, NY 12019. 518/885-6078.

For Sale: Black Walnut tree, 3' DBH, 11' to first limb. Charles R. Kroeger, RD 2, Box 119A, S. New Berlin, NY 13843. 607/334-8262 at noon or 6 p.m.

For Sale: 1,000 Islands Sawmill. Plessis, NY. Manufacturers finished logs for log home construction. Can be purchased with a large tax benefit. B. Reeder, Donald E. Welch Real Estate, Inc., 45 Colvin Avenue, Albany, NY 12206. 518/438-2937.

Wanted: Buying 4/4, 5/4, 6/4, and 8/4 FAS/F1F hardwood lumber in all stages of dryness. Ash, basswood, beech, birch, cherry, hard maple, soft maple, red oak, white oak, poplar, and walnut. Buying all thicknesses of Eastern white pine, furniture and upper grades. Ronald M. California, Mann and Parker Lumber Co., Box 18, New Freedom, PA 17349. 717/235-4834.

Wanted: 50 to 100 shipping containers white oak logs 12 inches min. diameter for export delivered to nearest East Coast port or roadside at forest, ready for pick-up. Please quote cash prices on both methods. Edward Mitchell, 5712 Empire State Bldg., New York, NY 10118. 212/695-1640 or 914/855-1448.

Wanted: Limb chipper capable of 2" or larger lumber. pto or separate engine drive. William Massoth, RD 1, Box 153, Pattersonville, NY 12137.

For Sale: Oak and hardwood log length firewood. Can load your trailers. McGraw Lumber Co., Inc., P.O. Box 172, Woodbourne, NY 12788. 914/434-3020.

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: Export quality white oak and ash veneer logs. White oak 16" and up. 8' longer (some 15" acceptable). Ash logs 13" and up, 8' and longer, 25% brown heart acceptable. Trucking available, prompt payment. For field inspection contact: Daniel Eder, Export Veneer Logs, 1223 Dr. Jack Road, Conowingo, MD 21918. 301/378-3733 after 6 p.m.

Wanted: Hardwood pallet logs, 10" and up. Peter C. Herman, Inc., Skinner Road, P.O. Box 45, Marion, NY 14505. 315/331-2850.

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.

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.

For Sale: Millions of Seedlings: High quality, reasonable prices. Over 100 selections for Christmas trees, ornamentals, windbreaks, timber, soil conservation, wildlife cover. Free catalog. Carino Nurseries, Box 538, Dept. 10, Indiana, PA 15701.

For Sale: 110 acres improved hardwood, good hunting near 18 acre meadow with small house. Gouverneur, NY - PS Jones, Madrid, NY 13660. 315/386-2739.

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WOODCUTS

SNOWSHOE RACE

It began as a friendly little race with my 12-year-old son, but I could see it was going to get nasty. The stakes were too high to be taken lightly.

We had a foot and a half of snow at the time. The boy glided ahead on his cross country skis. I followed on snowshoes.

I don't ski. When I looked at the kid's skis and saw they were made by Blue Cross, that was enough for me. I go with snowshoes. They are light, fairly agile—quite practical, really.

Suddenly a brain wave came over me: I bet I can run in these things. I'll challenge that smart aleck skier to a race, I thought (knowing full well you don't have to challenge a 12-year-old boy—you merely try to pass him).

So I began to pick them up and put them down. The boy skied along ahead swish, swish—and I was picking up speed ker-whoomp, ker-whoomp, whoomp—whoomp—whoomp—whoomp—whoomp.

If you've never seen a man run in snowshoes, it's hard to imagine the scene I'm describing. It reminds you of a gorilla sprinting through a hog lot. Lots of high-stepping, a sort of wild abandon, slightly out of control.

Then suddenly, the kid heard me coming and looked back in surprise. There was panic on his face. He had the look of a boy being chased by a huge rabbit.

And I was gaining—whoomp—whoomp—whoomp—whoomp! It was the sound of a thousand rug beaters, bearing down on the confident kid.

The kid began to struggle. His poles were a'swinging and skis were kicking up snow. There was white stuff and nylon and wool socks going every-which-way! But I was still gaining!

I began to feel like the old steam engine—ker-whoomp, ker-whoomp, whoomp—whoomp—whoomp. There was no way to stop me now, it would take a derailment or someone throwing the switch.

It was then I realized this was no friendly race. It had become the old against the new. The old man in wool shirts versus the trendy, modern skier in his gaiters, nylon jackets, and Gore-tex underwear.

I have waited for years to show these guys up. The joggers, the tennis players, cross country skiers. All of them trendy in their fancy new clothes and expensive equipment.

The race took on a bigger meaning. Now it was quiche Lorraine vs. ham and eggs, bacon grease takes on safflower oil; it's the champagne breakfast vs. hair-of-the-dog.



It was then, I knew America was rooting for me. We've been pushed around by these guys far too long.

But the kid is only 12, you say? So what! He started this thing—going out in the woods with all those fancy clothes and sleek new equipment. He was asking for it.

The kid looks back again, and I'm just behind him. The snowshoes are just a'flying. I must have looked like a shipment of furnace grates, with a heavy gale behind.

I pulled alongside—and the boy fell in a heap—laughing and rolling around like he was making snow angels or something. He claimed he would have beaten me, if I hadn't made him laugh.

—by Roger Pond ■

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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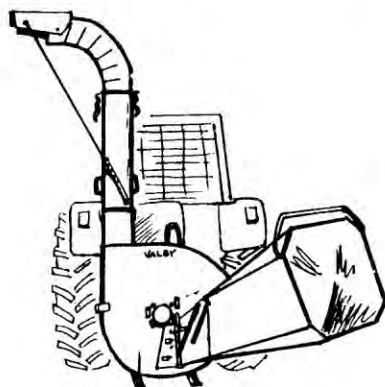
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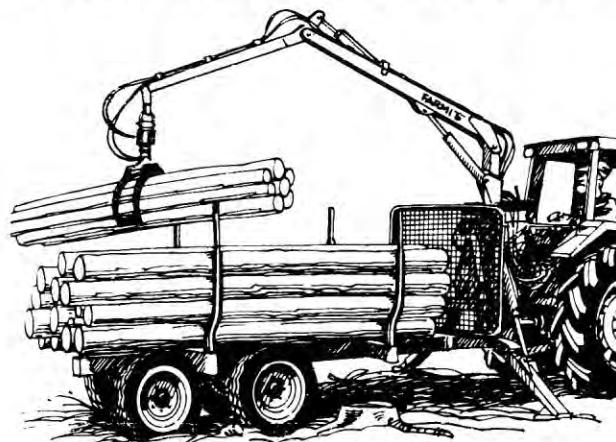
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