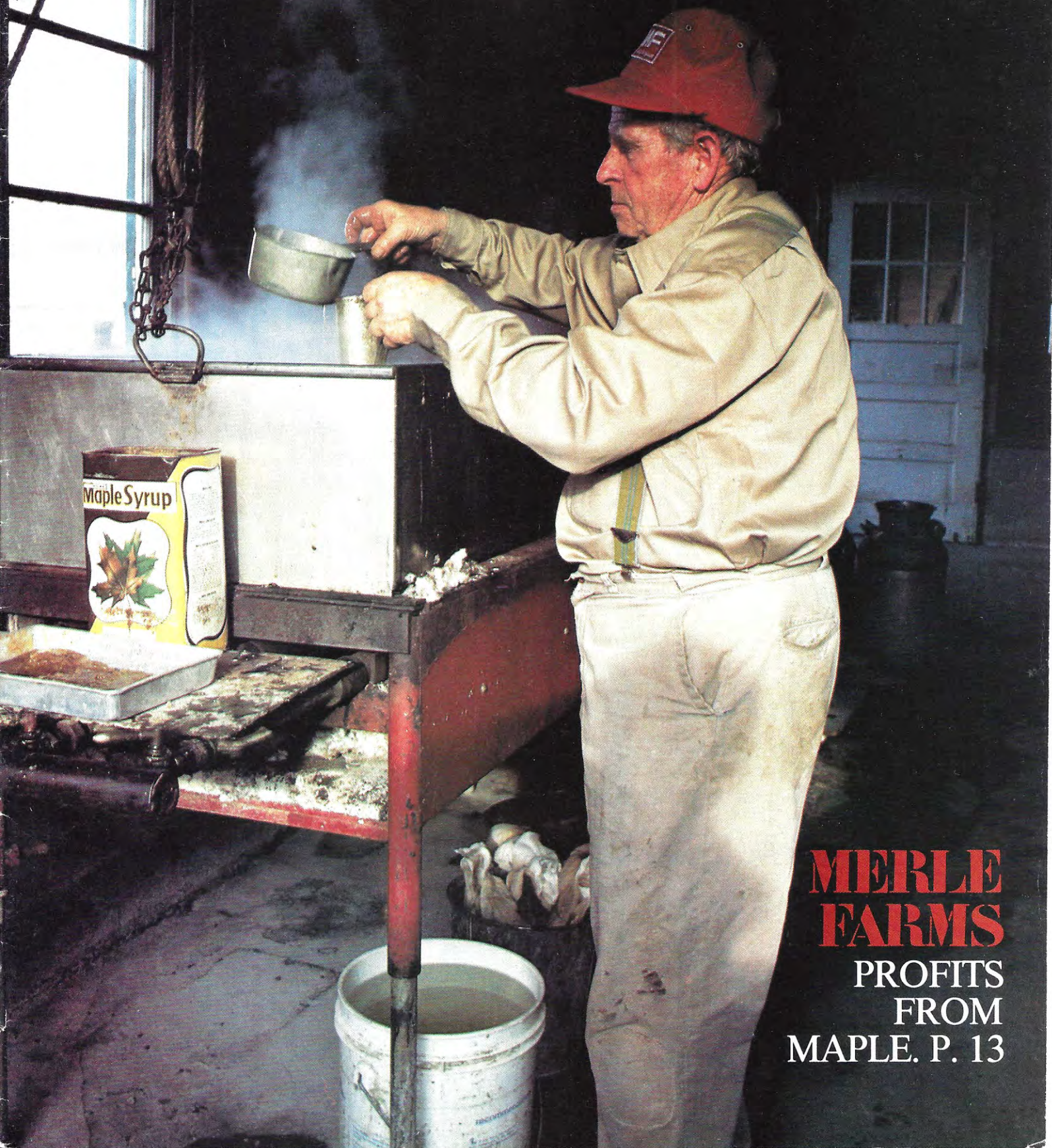


Forest Owner

MAR/APR 1987



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FROM
MAPLE. P. 13

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ForestOwner

PLEASE SEND IT

I happened to see your wonderful magazine and wonder if I could start receiving it. I am going into the wood-cutting business shortly. I want to learn all I can about how to do a lot of things. I'm still a greenhorn.

Your magazine is so interesting. I would love to start getting it, plus back issues if possible. Thank you so much.

—Jeff Abbett
Milwaukee, WI

ABOUT ARNOT

Thank you for donating the dairy bulk tank for sap storage. It fills a need and will be used for many years. We will have a RO (reverse osmosis) unit [lent by Leader Evaporator] in time for the '87 sap season and will be collecting data on it as well as using it for production purposes. I have received half a dozen positive reactions to your article on our maple program.

—Donald P. Schaufler
Anot Teaching &
Research Forest
Van Etten, NY

MAPLE DOWN UNDER

At least four New Zealanders are importing sugar maple seedlings from North America. Two are planting 50,000 seedlings four to six feet tall. One company is interested in both syrup and timber, but the other three seem to be interested in syrup production for local markets. I suspect they might also try to export syrup to coastal cities in Australia, if they ever develop a surplus. These are highly speculative ventures in an area where nothing is known about growing maple, collecting sap, processing, and marketing, and very little is known about climatic conditions in October and November which are critical to producing a crop.

—Peter W. Garrett
Research Forester
US Forest Service
Durham, NH



HELP!

I am a member of the Susquehanna County (PA) Forest Landowners' Association. We are struggling with timber stand improvement and wholesale marketing of low grade timber. We'd appreciate more information on the Catskill Forest Association fund for TSI.

—William Chell
Lawton, PA

ESSENTIAL HABITATS

Strong and unprecedented land use powers would have been granted to the DEC on identified essential habitats. Many ambiguities in the bill left undefined its impact on the landowner. Reasonable compromises offered by the Empire State Forest Products Association (ESFPA) and other groups were unacceptable to the bill sponsors. A similar bill will probably be introduced this year as the Environmental Planning Lobby has placed it first on their priority list. ESFPA and other industry groups remain willing to find acceptable compromises if the bill's sponsors are willing to negotiate. Certainly, ways exist to protect essential habitats of threatened and endangered species while protecting the rights of the private property owner.

—ESFPA
Albany, NY

FROM DOWN EAST

I feel certain that many individuals I work with will appreciate the quality of your magazine. It is exactly what many of them are looking for in this type of publication. Thanks for spreading the good word.

—Richard Miles, Forester
Georgia-Pacific
Woodland, ME

VERY IMPORTANT

Please send my *Forest Owner* to my new address. This is very important to me because I really enjoy your magazine. You are doing a great job. Keep up the good work.

—Ray Devlin
Tonawanda, NY

GREAT WOODLOT

...about *Great American Woodlots*. We are not sure where you heard your information about this program, but we are in fact going to broadcast this program, probably late spring or early summer. It is an interesting topic and relevant to a lot of our viewers. We don't know the day and time of broadcast, but that should be settled in a month or two. Don't hesitate to call or write again and ask if you haven't heard from us. We will certainly appreciate any help you can give us in spreading the word.

—June M. Smith, Director
WSKG-TV
Binghamton, NY

THANKS

Good publication—thanks!

—John Furman
Granville, VT

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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 *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.

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

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County _____ Phone _____ 3/87

It is true that nothing is as sure in this world as death and taxes, but how and to what degree we're taxed are flexible propositions. To be taxed to death is to add insult to injury.

The Tax Reform Act of 1986 won't kill you, and indeed may benefit most taxpayers as advertised, but that remains to be seen. Much about the law is still unclear, and many regulations are yet to be written.

Congress is considered certain to come up this year with a long list of "technical changes" in the new law, a measure that may rival the tax bill itself in length and complexity. Some of those changes could make substantial difference in the amount of taxes you pay.

Capital gains

For tree owners, there is both bad and good news in what we now know about the reform act, perhaps more bad than good for those investors seeking to shelter income unrelated to forestry. Possibly the worst news for practically all concerned is the loss of capital gains.

Capital gains treatment is scheduled to be lost entirely starting in 1988. In that year, and thereafter, the gains rate is to be the same as the ordinary income rates. This year, the so-called year of transition, individuals in the top bracket of 38½% qualify for capital gains at the top rate of 28%.

For more detail on the important matter of capital gains, let us call upon the amiable George Myles, tax and finance specialist in the Cooperative Forestry division of USDA's Forest Service, who put it this way:

"Income from the sale of timber and all other capital assets will be subject to tax at ordinary income rates. The top rate for individual capital gains will go from 20% . . . to 28%, a 40% increase. For corporations, the top rate will go from 28% to 34%, an increase of 21%. In the transition year of 1987, individuals will have a maximum capital gains rate of 28% and corporations 34%.

"The capital gains structure will be maintained in the code," Myles concluded, "to facilitate a capital gains rate differential if there is a future tax rate increase."

Good news?

What the new tax law might have done to tree owners, but did not, we'll put down as **good** news, though that is perhaps stretching things a bit. At one stage in the course of their deliberations, law-



'87 RULES FOR WOODLOT TAXES

by Jay Richter

makers on Capitol Hill drew up legislation eliminating the right to deduct forest management expenses, including interest and taxes. This would have been an unkind blow. Fortunately, however, your lawmakers, in their wisdom, finally decided to retain the deductibility of these items.

Other news that may qualify as good: The 10% investment tax credit for reforestation, and seven-year amortization of reforestation, were retained in the reform law. Under the new law, in addition, Christmas trees more than six years old at

harvest are to be considered as timber, the same as in the past. One of the advantages of this definition, however, has been voided by the new law's death blow to capital gains.

Sheltering of income obtained outside the tree business may be much more difficult. Deductions of "passive losses," those on operations on which the owner does not "materially participate," presumably will be permitted no longer.

"Material participation" is required by the new law to deduct the losses.

The next and obvious question: What makes for "material participation?" Regulations had not been fully worked out at press time, and the answer to this is thus unclear, said our tax and finance expert, George Myles.

Guidelines are suggested, however, he pointed out, in Congress's conference report on the reform law. These indicate that if an owner actually manages his business, even a small business, he would be "materially participating" and thus allowed to deduct losses.

It also appears from the conference report, said Myles, that an owner who makes the important decisions, such as what and when to plant and harvest, could be said to be "materially

participating."

Sheltering, in short, apparently will still be possible if one works at it.

Depreciation periods are lengthened by the new law, considered bad news by those concerned. On most forestry equipment, for example, the depreciation period has been extended from five to seven years.

And here's one that could knock the props out from under timber people who make only a few sales, maybe only one in a lifetime: Loss of the right to average out income. Congress wrote three-year averaging out of the tax code.

Budget ax

From the government's taxes to its budget: a short step and a sad story—at least for people in the Forest Service, and many who work with them. As has been its custom, the Reagan administration again is asking for sharp cuts in funds for forestry in the 1988 fiscal year starting next October 1.

Of most concern to tree owners is the proposed reduction of 40% for state and private forestry. That deep a cut, we're told by Robert Gordon of the Forest Service budget staff, would eliminate federal assistance for resource management,

woodlot utilization, seedlings, nurseries, tree improvement, and urban forestry. Assistance for fire prevention in rural areas, and aid for pest management, would also end.

But hang on a moment. There seems little chance Congress will go along with the proposed cuts. If the past is a good guide, lawmakers will insist upon bringing the forestry budget up to about what it's been in recent years.

Meanwhile, look for forestry partisans to run scared. As a Forest Service spokesman said, "That's the way to do it; take nothing for granted." ■

For 25 years, Jay Richter has conducted his own Washington news service, specializing in coverage of agricultural developments in the nation's capitol for numerous major farm publications.

Mr. Richter has been a reporter and feature writer on the Rochester-Post Bulletin, the Minneapolis Star, and Miami Herald. His articles or editorials have appeared in leading magazines and newspapers, including the New York Times Sunday magazine, the Washington Post, King Features Syndicate Service, and others.

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.

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.

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.

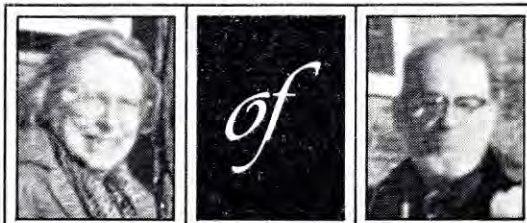
CHRISTMAS TREES

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.

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. ■

The Dunbars'
Catskill forest home

PORTRAIT



FOREST OWNERS

IF someone were to run a computer profile on Catskill Forest Association (CFA) members (maybe someday we will), I suspect we would come up with this: 25 to 80 acres; wishes to pursue responsible long term forest management; is deeply committed to sound environmental practices; and hopes their forestland can produce substantial income in the future. But a computer-generated profile might not pick up the most obvious characteristic. Their forest is an extension of their home.

Jim and Marjorie Dunbar reflect well this quality among CFA members. As you stroll with them through their woodlands, you realize that they have an intimate relationship with the flora and fauna that share this space with them. Certain areas of the forest also trigger important memories, such as the three-acre pine stand where one of their children was married. Because the forest is part of their home, the Dunbars want to look after it as best they can, and with the assistance of CFA they have responded very capably to the challenge.

The land has been in the family since 1947, and since then it has supported many activities. The Dunbars have produced cauliflower for the commercial market and pick-your-own strawberries. Hay, corn, and beans have been grown on an eight-acre field. Jim and Marjorie also maintain a black walnut plantation, and one year sold almost 1,000 Christmas trees. When their children were young, they kept a dairy cow for milk, and have also raised horses, beef, and chickens.

by Alfred Sive*

**Alfred Sive is Executive Director of the Catskill Forest Association*

Only recently have the Dunbars turned more attention to the 56 acres of forestland they own. They have long known about the advantages of long-term forest management, but were uncertain about



Catskill woodland owner Jim Dunbar and CFA forester Diane Perry: "She was flexible in responding to our interests."

how to proceed. The Dunbars make it clear that CFA has been critical to their ability in recent years to pursue more forest management more aggressively.

"Since Diane Perry (CFA forester) conducted an on-site visit in 1985, we have found CFA's services to be invaluable," says Jim. "CFA has explained what needs to be done and how and when it should be done. Since we are members of CFA, we feel secure that activities are carried out in our best interest. Diane has shown a lot of flexibility in responding to our many interests."

The Dunbars point out that wedding-site pine grove as an example.

"This is a very special place," says Marjorie. "We and our children didn't want it to change, so Diane made sure that this acreage was not enrolled when the rest of the property was signed up under the Forest Tax Law."

Forest taxes

New York's 480A Forest Tax Law was an area in which CFA was particularly helpful to the Dunbars.

"We always knew about 480A, but never knew how it worked or if it was wise for us to take advantage of it," says Jim. "We spoke to our town assessor a few years ago and that was the first he had heard of it. It is difficult and discouraging for the average New York forest owner to find his way through the bureaucratic maze created by the law and administered by DEC (the Department of Environmental Conservation). But Diane knew what questions to ask."

In the Dunbars case, it became clear

that applying made sense. The Dunbars wanted to make certain that the forest would be maintained and improved in the future. A landowner enrolled in 480A must commit the land to the next ten years of forest management every year he receives the benefit.

Logging now

I recently accompanied Diane Perry and the Dunbars to visit a sawtimber harvest on the Dunbar land. Mike Arnold, the logger, has contracted with the Dunbars to remove the timber on a percentage basis. The Dunbars receive one-third of the mill price for the timber after trucking costs are deducted. Jim and Marjorie like this arrangement because the landowner and the logger receive exactly what the timber is worth. On a bid basis, thought the Dunbars, either the logger or the landowner might be short changed.

Jim and Marjorie are very pleased with Mike's work. Mike pays his workers an hourly wage, instead of by production, to promote quality work.

"Mike is not only interested in following the rules, but he is also keen on improving the forest for the future and is particularly careful about not damaging the uncut trees," says Marjorie. "We have not only a business relationship with Mike, but a personal relationship based on a shared commitment to quality forest management."

Pretty high compliments for a logger.

My comment to Diane Perry, "Can we arrange for ten clones of Mike?"

At the end of our woodlot job inspection, I paused by the log landing and admired the large logs that had been cut after being grown carefully to maturity. Around me I could see openings that had been created to promote hardwood generation, and healthy, straight hemlock and hardwood poles that will be harvested in another 10 to 20 years. A recent snowfall made the woods particularly beautiful and the abundance of animal tracks in the snow revealed the importance of the woods to many animals.

The thought struck me: the Dunbars are indeed doing a splendid job of managing their forest home.

For more information about the Cat-skill Forest Association, circle number 99 on the Reader Service Coupon. ■

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BOOK REVIEW

A NEW TREE BIOLOGY & A NEW TREE BIOLOGY DICTIONARY

by Alex L. Shigo

Shigo and Trees, Associates

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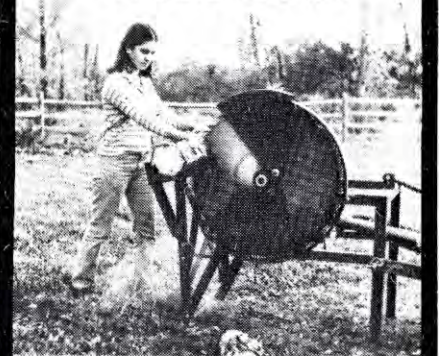
The subtitle of the big book (595 pages) is: *Facts, Photos, and Philosophies on Trees and Their Problems and Proper Care*. The small (132 pages) companion volume is subtitled *Terms, Topics, and Treatments for Trees, and Their Problems and Proper Care*. That says it precisely. The hundreds of photographs are superb. These are fantastic books! If you ever wondered what a living tree does as it ages, as it is attacked by microbes, fungi, insects, or man's tools and machines, the answers are all here in scientific terms, in common narrative, and in philosophical passages, at times. The tree in the forest as well as on your lawn is described as it deals with problems from which it cannot flee. Shigo describes mainly how the trunk of the tree changes as it copes. You will finally know why the boards your sawmill gives back are so varied and what caused those changes, colors, patterns, and defects; also, what you can do for your tree while it is alive, so that you get boards you value later.

I got through the book quite well with only my high school biology. The author urges all of us to greater understanding and better methods; he is successful and

compelling. Fascinating for those who crawl around the woods for the love of trees, the books read like a detective story. I am reading them again. ■

—Peter Levatich
architect and avocational forester
Ithaca, NY

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SEVEN weeks a year it seems as though Peggy Day Gibson of West Glover, Vermont, must have green fingernails.

She and her husband, Dennis, run Northeast Kingdom Balsam out of their home in the tiny northern Vermont town. This past winter, they made and shipped more than 16,000 wreaths and related items with the help of a large part of that small rural community.

Peggy, mother of two and awaiting one more, hails from Bradenton, on the west coast of Florida, about as far away in climate and in lifestyle as you can get from the desolate, starkly beautiful Northeast Kingdom. But her roots and those of her agricultural business are clearly in Vermont.

The cottage industry began 10 years ago, when the couple took a few handmade wreaths for family down to Florida around Christmas time.

"I would bring a tree and wreath for Christmas," Gibson says. "People were especially interested in wreaths; they can't get them down there."

Encouraged by family and friends, she and her husband started to rent a Christmas tree lot each year and continued to take wreaths south. "I tried to get my mother's garden club to sell them as a fund raiser," she continues. "They didn't want to sell them, but they did want to buy them for their own use. I received 75 orders."

In 1976, the couple sold 200 Christmas trees in Florida. "They were basal-pruned trees that we cut ourselves in about three inches of snow, real natural looking." She bought the trees for about \$2 each, got them tied for \$.13 each and got the trucking for free. Then she sold the trees for between \$10 and \$15. "It was real nice, real pleasant. Everybody loved the trees. We sold out about 10 days before Christmas."

Their balsam wreaths went over well, too. "All these ladies had wreaths; some were friends of ladies on the board of directors of the Girls' Club. The next year, they wanted 500 wreaths."

With the encouragement of this success and an even larger order the following year, the young couple used their own farm truck and sold to Girls' Clubs, not only in Bradenton, but also in Sarasota and in Lakeland. There the clubs re-sell the wreaths as a fundraiser.

"We sold 4,000 wreaths the second

DOLLARS FROM BALSAM

by Deborah Straw

season," Peggy says. "We hired a tractor trailer to take them down. We had to really squish them in." In 1979, the Gibsons stopped taking trees ("they were too much trouble") and concentrated entirely on the balsam wreaths.

The next year, they went up to 7,000 wreaths, but learned a lesson the hard way. One Florida club ordered 2,000 wreaths, left them in the sun on the sidewalk, and then refused to pay for them. The Gibsons had to hire a lawyer, and decided to cut back production to 2,800 wreaths per season and to slowly build back up.

Now all wreaths and related items are pre-ordered when sold wholesale and



Peggy Day Gibson of West Glover, Vermont...truly a woodlot entrepreneur, selling 16,000 wreaths in 1986.

paid for upon delivery.

"We also encourage new club-clients to start small," says Peggy.

In 1984, they added cedar-pine wreaths, which can be purchased retail by mail order or by florists. These are harder to make and the materials are more expensive and less available. But Gibson says they don't shed and can be left inside the house until March.

In the mail order or retail part of their business, they also sell stuffed-with-balsam-needle-patchwork ornaments: a stocking, star, bird, and fir tree made by a local woman, and they offer package deals that include Vermont maple syrup, Cabot cheddar cheese, or a five-yard garland or a brush centerpiece. They also sell wire and wreath rings directly out of their shop.

About five years ago, the couple started contacting more clubs. "We rented a mailing list of presidents of ladies clubs," recalls Gibson. "A few clubs ordered about 100. Now we ship mail order all over the country."

They rented their original list through a list broker in Connecticut. That worked so well for them that Peggy rented another list this year, one for corporate gift giving. Her company sent out about 1,000 corporate gifts with a specially designed gift card attached.

Companies which ordered the Gibsons' wreaths for their clients and business associates this year included two branches of the Hilton Hotel, *Harrowsmith* magazine, a rivet nut maker, doctors, funeral homes, and a coal company in Kentucky.

Northeast Kingdom Balsam advertises its mail order and retail business in the local newspaper, *The Barton Chronicle* ("We've been advertising for four years there. It's our biggest ad and the cheapest.")

They also place small black and white advertisements in four-color national magazines like *The New Yorker*, *Southern Living*, and *Harrowsmith*. Gibson thinks this is the best use of her advertising dollars, although she admits it is costly.

With *Harrowsmith* magazine of Charlotte, Vermont, she bartered advertising space for wreaths to be sent to *Harrowsmith* advertisers.

Northeast Kingdom Balsam's season runs from approximately October 20 to December 12, although Peggy Gibson is

busy much of the rest of the year. For example, in this year's off-season she will learn how to run their new computer. She concentrates on marketing strategies throughout the year. Her husband, Dennis, is the engineer and mechanic/builder of the operation.

In-season, there are 14 employees working both in the shop and in the office. Most are women who make, decorate, and package the greens for shipment.

Two supervisors and three office workers are paid an hourly rate; the other employees are paid a piece rate.

Downstairs are two shops: a wreath-making room with four Kelco wreath machines, and a decorating room. Upstairs is a cozy office.

The other part of this cottage industry consists of 12 to 14 families in the immediate West Glover area who work in their own homes.

"They collect their own brush and we give them wire," says Gibson. "It's a tradition around here. Everyone has his own style. But I want the wreaths to be pretty and high quality. The color of brush can range from dark olive to blue-green, but we like bright green. The best brush probably comes from the young trees in hardwood stands."

Many neighborhood children also work for the couple and get paid handsomely (for kids), both in money and in rootbeer floats.

"Child labor is allowed in the wreath-making industry," says Peggy. "They stuff envelopes, collect cones, cut knots off the baling twine, and wire cones. Those younger than seven twist berries. I pay them piece work."

Their own daughters, Meg (two) and Leanne (four), twist berries. "The older kids use up all the berries too quickly. The kids have a lot of fun. They want berries sent home so they can twist them!"

"The kids in the neighborhood do well. They don't have to look outside the neighborhood for work. They learn some responsibility. They're real cheerful, a lot of fun to work with," says Peggy.

In fact, one of the primary thrusts of Gibson's venture is its family orientation. West Glover is an economically depressed area, predominantly agricultural with little industry.

"It's an industry perfect for this area," Peggy says. "There is a lot of seasonal work. Many mothers with small children and older people gather and pick the



In the upstairs office hangs a sign inviting local children to earn some Christmas money working for Northeast Kingdom Balsam.

brush. It's a real family business. They can make good money."

Although the aroma and camaraderie obvious in the shop probably make it a fun place to work, and producing a beautiful natural product is rewarding, Gibson says the business is not as easy as it might appear.

"There's a lot to it. There's a lot of expense. We buy tape, labels, boxes." That's to say nothing of buying the brush (the 4,000 trees on the Gibson's property are reserved for sale as trees) and necessary advertising space. "It's nothing to jump right into," she warns.

Peggy offers several pieces of advice for a woodlot owner/manager to consider before going into the wreath business.

She thinks it is a mistake for such a business to grow too fast. Always keep people on the mailing list, she advises, once they have ordered your product, and remember her hard-learned lesson about offering credit and requiring payment.

"You have to be firm with wholesale buyers," she stresses. "There has to be a deadline for wholesale orders. You have to train them. The most confusion we ever have is when people change their orders."

She believes it is a mistake to pay less than she does per ton of brush. "We pay high, but we get quality." And by quality, she means a high percentage of brush in the load, not tonnage of branches and stems she can't use. She is eager to stress the importance of quality of brush used in

making wreaths and garlands. "The balsam that grows wild on forest owners' properties is valuable," she says. "Young stuff is best. Old, woody, and prickly stuff is not good. A whole, lush wall of balsam is the best picking. We pick for quality, beginning November 1. We need at least three good hard frosts to set the needles."

She warned not to cut too early or else all your time is wasted. "Freshness is the key," she emphasizes. There is a big difference in wreath brush and grave-blanket brush, she explains. "A lot of people think they can cut brush as a by-product of pulping operations. But wreath brush needs to be picked specifically for wreaths. The last two inches of the boughs have all the usable stuff. Don't cut a lot of wood. You can't use the wood. If you cut to the base of the trees, it's crazy, a short-term gain.

"If you just cut the ends, two or three years later, it will grow back better. The brush supply is getting sparse. I think we should perpetuate it. We need to cultivate our brush stand instead of destroying it."

The wreath-making season is a labor-intensive one and you have to get a realistic idea of what people can do, how many wreaths they can actually produce. "It happens fast," she keeps repeating.

Northeast Kingdom Balsam's wreaths don't compete in the New England market. The farthest north the company ships its products is Pennsylvania; most of the market is in the south and the west.

Most New England customers buy Canadian wreaths, she explains. "Our wreaths are larger. They cost more. But we pay the women more."

Theirs are hefty thick wreaths. She uses six to eight pounds of raw balsam brush to product a 22" wreath, weighing 3.75-4 pounds. The 22" balsam goes for \$17.95, the 22" cedar pine goes for \$18.95, both postpaid.

Whatever the Gibsons are doing, it must be right. In 1984, they won first prize for their balsam wreaths and another first prize in 1985 for their cedar/pine wreaths at the Eastern State Exposition in Springfield, Massachusetts.

"Our business is increasing," says the energetic woman. "We have done a good job. There is a huge market for wreaths, a trend to more natural things. I don't think there's anyone who doesn't go 'wow' when they open the box. You can't go wrong sending a wreath." ■

ITS numbers fairly leap off the page. Christmas trees planted at a five- by six-foot spacing work out to more than 1,200 trees to the acre. At about \$10 per tree, wholesale, on the stump, that comes to \$12,000 gross income per acre, and with a 10 year rotation, that's \$1,200 per acre per year. And you don't have to milk them twice a day. Wow!

Wait a minute. Anything that looks that good must have a hook in it. Sure enough. Even in the Christmas tree business, man and beast lurk in hiding, waiting to ambush the unguarded who pass on the road to agricultural riches. In other words, 'tain't easy.

Don McNeil offers evidence that it's easier than it used to be, though. McNeil, who is executive secretary of the National Christmas Tree Association (NCTA), says his organization has been doing regular surveys to monitor a predicted and feared surplus of Christmas trees. If those who responded to the surveys are to be trusted, newcomers to the business are doing a superior job of pulling young trees through the critical first couple of years. Some old timers had thought the opposite would be true and dismissed talk of a glut as alarmist.

"I've lived through these cycles before," says McNeil. "There was one in the mid-1950s and another in the mid-1960s, but I think this one is different. The technology is more readily available to the new grower. We have better seedlings and herbicides. The new growers are much more serious. They aren't just sticking trees in the ground. They are attending state Christmas tree association seminars. They are joining. They are listening."

It's really quite amazing, says McNeil, that for ten or twenty dollars for association membership and a seminar registration fee a new grower can obtain all the expertise he can absorb from veteran growers, just for the asking.

McNeil points out that membership in the state associations stood at 8,900 in 1980. It stands at 10,200 in 1986. For every grower who gets discouraged and drops out, two more take his place, McNeil estimates.

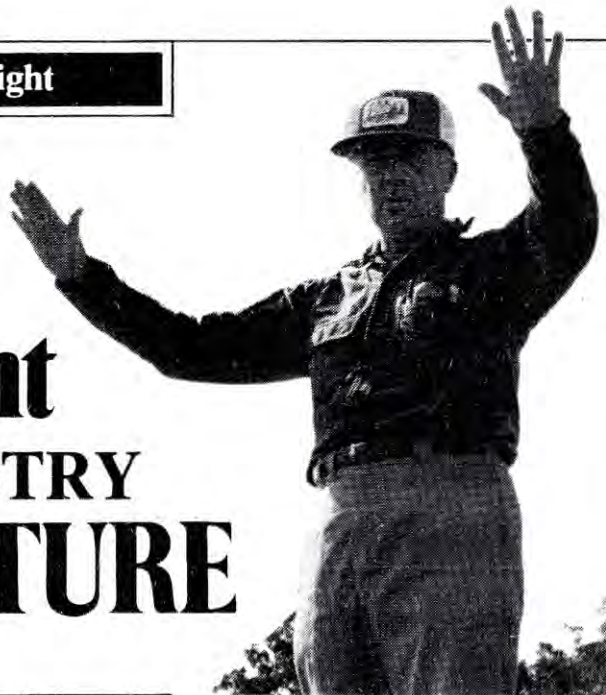
NCTA surveys tallied an annual planting of about 91 million trees by 1984, compared to a typical 1970s' year of 32 million.

"It did stabilize somewhat in 1985," McNeil notes, "going down to 89 million."

McNeil says experienced Christmas Tree Association officers always figured that 50% of the trees in the new plant-

by Alan Knight

Bright FORESTRY VENTURE



Christmas trees

ings wouldn't survive and so the glut of trees might not materialize.

"But I don't remember seeing any success rates on the surveys that came in under 50%. Most were around 70%. I was amazed."

Some survey-skeptics still doubt. "Christmas tree growers are born optimists. They'll always say they brought through more trees than they really did, and besides, some part-time growers don't see their plantations often enough to know the survival rate. They guess high on surveys."

Another fear that Don McNeil expresses is slow market growth. He says the Christmas-tree market is not growing as rapidly as the general consumer market.

"Our market has been growing at about 2.4% per year. It should be 5%, the same as the growth in the general consumer market, but it's not."

Reasons for the possibly sluggish market expansion are probably rooted in America's changing family structure, the thinning out of the traditional two-parents-with-kids arrangement.

While McNeil says this, on the one hand, he acknowledges on the other that sales have held strong in recent years. "If the market treats us as well in the future as it did last season, we'll do fine."

Terrible southern drought killed just about every Virginia pine planted this past spring, and many that had been in the ground a year or two. Dwight Newman, who sells 42,000 trees a year from his Norridgewock, Maine, tree

Philip Jones converted their Shelton, Connecticut, dairy farm to Christmas trees. An hour from Manhattan, the place is packed with customers on December weekends.

farm, doesn't see that as a significant opening to flood the South with his trees, though.

A northern-grown tree will take twelve to fourteen years. Northern growers who brag about marketing six or eight year old trees are actually talking about years in the field after transplanting from an intensively managed nursery. Or perhaps they do as Dwight Newman does and market a percentage of their trees small for apartment dwellers. Martin Riedel, a grower near Munich, Germany, claims to grow 7,000 trees per acre, all of them cultivated for small, city apartments.

Market them or fail

Newman stresses the evermore important need to focus on marketing, not merely growing Christmas trees. He advises that anyone who grows trees to market size and then goes looking for a buyer is in for a shock. While it may have been true a few years ago that hungry wholesale buyers would beat down your door, pay ten dollars per tree, and even provide the crew to cut them, it's not that easy anymore. According to Newman, the first question to ask is: "Can I even find a buyer?"—not "How much can I get per tree?"

His suggestion is to try to cultivate markets before trees are ready. He advises new growers to show wholesale buyers their farm a few years early and to take samples on the road to show

them off. Some growers have gotten their feet in the marketplace door with wreaths. Then, a few years later, it becomes easier to tell familiar store owners, "You liked my wreaths. Now you can make money with my trees, too." One New York dairyman-turned-Christmas tree entrepreneur became a wholesale buyer for a few years to establish his position while waiting for his own trees to grow up.

Dwight Newman is carving out another market niche: mail-order Christmas trees. He shipped 2,000 of them last year in specially made boxes. He admits that it has been expensive to advertise and promote them, but he is encouraged enough to keep building it.

"The greatest thing that's happened to the business in a long, long, time." That's what Dwight Newman calls the cut-your-own Christmas tree business. Through smart promotion and with good location, Christmas tree businessmen can draw big crowds to their farms and obtain higher prices.

James Zahl, of Holmdel, New Jersey, describes his approach this way, "Sell Christmas, not trees." He realizes that his profits come from selling a nostalgic family tradition.

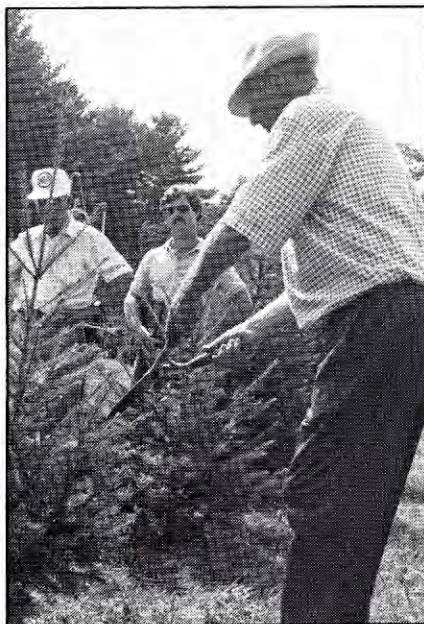
So, cut-your-own Christmas tree farmers sell warmth (hot chocolate and home made cookies), nostalgia (ornaments from Nuremburg), fun (sleigh rides and hay-wagon rides through the plantation), and memories the families will want to repeat the following year . . . and, oh yes . . . a Christmas tree they can cut themselves. They sell the whole Currier and Ives over-the-river-and-through-the-woods-to-Grandmother's-house-we-go experience.

Newman says customers are willing to drive about an hour each way for that experience. That's about how far the Jones Christmas Tree Farm is from midtown Manhattan. Philip Jones used to be a dairyman until he decided he'd had enough of twice-daily milking in the 1950s. He converted his Shelton, Connecticut, farm to Christmas trees and neither he nor son Terry have broken stride since. The farm is now a full time Christmas tree operation, although Terry has added strawberries and other crops, and added 100 more acres. Philip says *The New York Times* once ran a story about places New York City residents could go to cut their own Christmas tree. Their farm happened to be listed first.

"We've never had to advertise since then," says Philip.

The Jones Christmas Tree Farm, for those who work it, is a sort of controlled holiday-season frenzy until about December 15th or so, when the Joneses heave a sigh of relief and hang out their sold-out sign. Crowds are huge and happy. People keep coming back. A glance around the farm finds few trees taller than six feet, testimony to both popularity and the Joneses' preference for selling any tree on the place for \$25, regardless of size, species or quality.

Dwight Newman says cut-your-own can survive in the shadow of far smaller cities, and knows of success stories near small cities in Maine.



Guy Cockburn, Garrison, New York, is a leading consultant in the northeastern Christmas tree industry. Here he is demonstrating proper shearing technique.

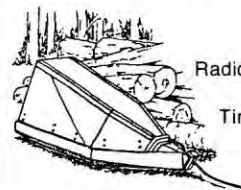
The National Christmas Tree Association is filling a war chest with money to finance national advertising and merchandising paraphernalia for real, natural Christmas trees. It held its annual marketing seminar this year in Atlantic City, New Jersey, from February 4 to 6, a unique opportunity for would-be growers in the Northeast to gain insight into the business.

All things considered, the Christmas tree business is a bright spot in an otherwise overcast agricultural sky. It is not a get rich quick scheme, nor something easily accomplished without insect, disease, and marketing risks. But the mere fact that a New Jersey broker brings in refrigerated truckloads of Christmas trees all the way from Washington State and Oregon tells you something about the opportunity to produce trees for our big, nearby markets. ■

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Circle No. 5 on Service coupon

NEW IN THE WOODLOT

GREEN RIVER TOOLS

Here's a company you may not have heard of and that offers a mail-order catalog full of fascinating and useful hand tools. The Green River Tools Company, of Brattleboro, Vermont, has a 32-page full-color catalog chock full of imported English gardening spades and forks; Austrian-style scythes; pruning clippers and pole-handled tree pruners; Swedish buck-saws; peavies and log hooks; wood stove accessories; and more unusual cultivators, carts, baskets, and bird feeders than anyone could imagine. They even offer books that show you how to use the stuff efficiently. *Circle number 54 on the Reader Service Coupon.*



DEERE A.M.T. 600

John Deere's first entry into the utility vehicle market is a cargo carrier dubbed the AMT 600—an All Material Transporter with a 600 pound load capacity. It has a five-wheel design: one wheel in front for steering and four wheels to support the load. It's powered by an 8.5 hp, 341 cc Kawasaki engine and features variable speed drive for graduated speed control up to 20 mph.

The cargo box is centered over four rear wheels for better stability on slopes. Large flotation tires are designed to be inflated at low pressure to minimize ground compaction and to flex over bumps for a smoother ride. It has a special lubrication system designed to allow continuous running on a 20 degree slope.

The cargo box measures 48.25 inches wide by 43 inches long by 11 inches deep. A load guard extends 7 inches above the front of the box to prevent loads from shifting forward. There are also 2 tool boxes and a removable tailgate. A mechanical parking brake, large footrests, high density polyethylene fenders, two front shock absorbers, a 50 watt halogen headlight, and a rear hitch for pull-

ing up to 1,000 pounds are all standard. The AMT, itself, is 8.5 feet long, 52 inches wide, and 41 high and can fit into the back of a standard pickup truck.

Circle number 50 on the Reader Service Coupon.



GUN CARE CATALOG

Birchwood Casey company is offering a new catalog for its complete line of gun care and sporting products. Products offered are for gun lubrication and protection, gun maintenance, gun bluing, special metal treatments, stock finishing, and muzzle loader stock and barrel finishing. There are also specialty products, such as water repellents for fabric and leather, a cleaner for brass cartridge cases, and a quick drying jet black spray for gun sights and barrels.



Several new products are highlighted, such as an anti-static/anti-fog cleaner for gun scopes and shooting glass lenses; "Reel Scrubber"—a non-flammable



cleaning solvent with a blasting action that removes dirt, old grease, and oils without disassembly; "Presto" gun blue pen for easy touch-up of nicks and scratches; and BC 1 Bore Cleaner, a completely new, effective bore cleaner.

Birchwood Casey company claims to offer one of the largest lines of firearms maintenance products. *Circle number 53 on the Reader Service Coupon.*

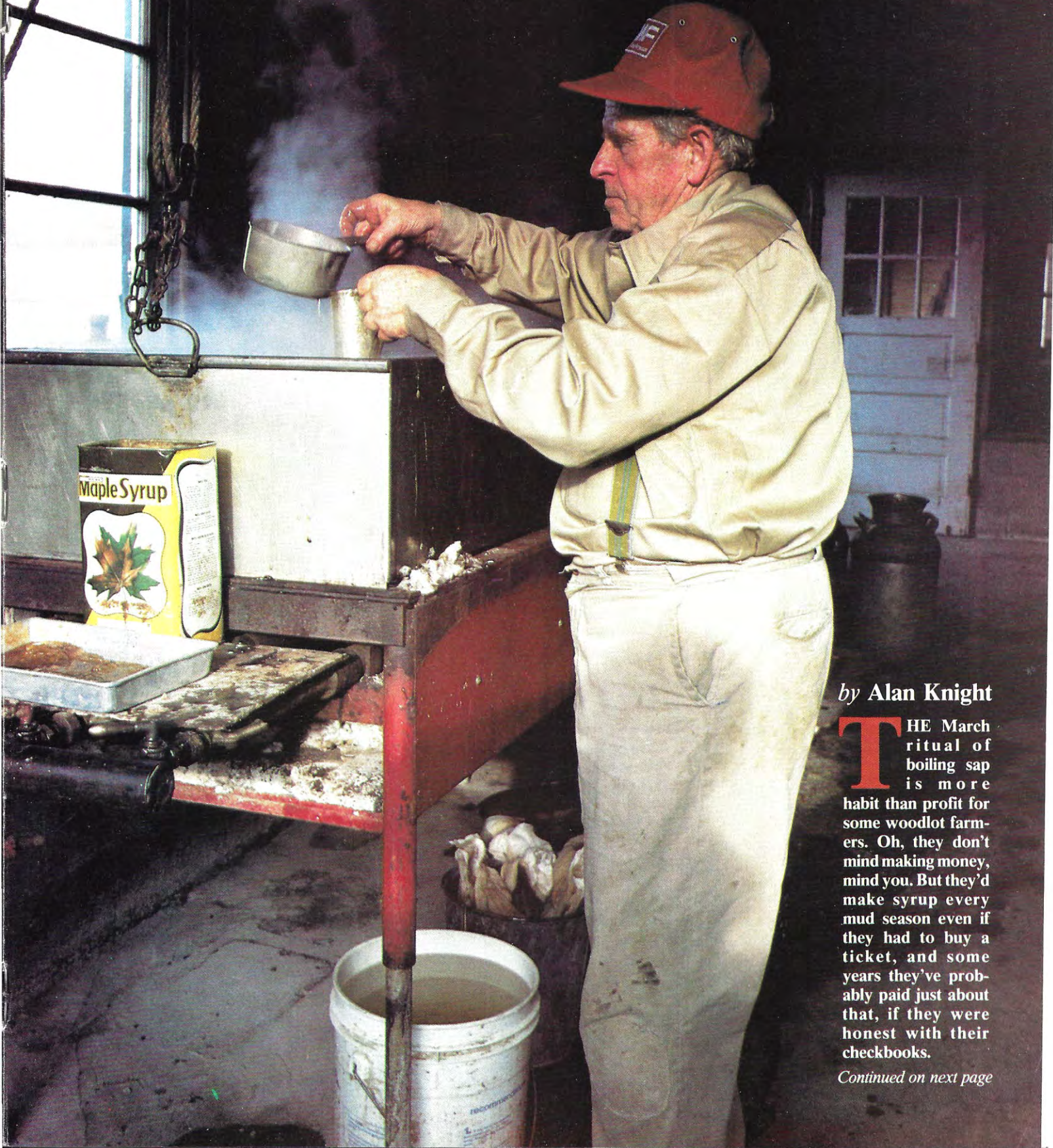
ATV WITH PTO

Yamaha Motor Corporation, U.S.A., has introduced "Terrapro," the world's first all terrain vehicle (ATV) with power take off (PTO). It is scheduled to be in Yamaha showrooms in April 1987. The PTO allows the Terrapro to supply power for sprayers, mowers, water pumps, air compressors, seeders, generators, augers, and many other kinds of equipment also being offered by Yamaha. But unlike tractors equipped with PTOs, the Terrapro becomes a recreational ATV when unhooked from its tools.

Yamaha's new machine is powered by a 39cc, 4-stroke, 16 horsepower engine tuned to develop high torque. It has heavy-duty fan-cooling to allow it to run at slow speeds, even stationary, without overheating. The very low range of its dual-range transmission allows it to develop full PTO power at only 1.5 mph for such jobs as mowing Christmas tree plantations. *Circle number 51 on the Reader Service Coupon.*



THE COMPLEAT MAPLE BUSINESS



by Alan Knight

THE March ritual of boiling sap is more habit than profit for some woodlot farmers. Oh, they don't mind making money, mind you. But they'd make syrup every mud season even if they had to buy a ticket, and some years they've probably paid just about that, if they were honest with their checkbooks.

Continued on next page

THE COMPLETE MAPLE BUSINESS

Arthur Merle, Jr., isn't like that. He says that profit, or at least the prospect of it, motivates him. This Attica, New York, entrepreneur is a dairyman, a poultryman, and a maple syrup producer. He accounts for his farm income and expenditures on what he calls an "enterprise basis," so that he can tell which of these three ventures is subsidizing the others, should that be the case. No, says this secretary of the New York Maple Producers Association, "we're in it for the profit."

Even with 10,000 taps, Arthur Merle doesn't guess that his sugar bush could be a full-time venture, but as northeastern farm families have found for decades, maple syrup can provide a welcome and financially worthwhile enterprise that makes good use of available labor, capital, and . . . well, shall we say "untapped?" . . . natural resources. Merle agrees that some other enterprise, such as a Christmas tree plantation or firewood business, would be needed to complement the sugaring.

To handle the sap flow from his 10,000 taps, Arthur Merle and his family (sons Bruce, Milton, Douglas, and Lyle are all involved, too) use miles of Lamb Naturalflow tubing, relying on natural vacuum and gravity to bring it to collecting stations and to the sugar house. Merle does not use induced vacuum from a vacuum pump.

"Quite a few producers do use vacuum," he says, noting that with his sugar bush's good slope he doesn't need it. A vacuum pump would provide a gentle sucking action to bring additional sap at times and places when it would be otherwise unlikely to flow by itself.

He boils sap in two evaporators piped in series. The first is a 5 by 10 foot Grimm raised-flue pan (better than a drop-flue pan when in series, says Merle). The second is a 5 by 14 foot unit that is divided into a 5 by 10 foot flue pan and a 4 by 5 foot "front pan" that is used to collect the syrup before it thickens. The hot, unfinished syrup then enters a gravity-fed fin-

Merle Farms, Attica, NY...



Merle Farms produces a wide and profitable array of maple products from its woodlot.

photos by Susan Durso Burness

ishing pan, from which syrup is drawn for packing. Hanging atop the first flue pan is a homemade preheater, a collection of back-and-forth copper pipes with a tray just beneath them to catch the dripping steam that condenses on them. Raw sap runs through the copper pipes, themselves hot from the fire below, and becomes economically preheated before entering an "Economizer" and then the flue pans.

Along the way from sap to syrup, the sweet fluid also passes through a Grimm pressure filter.

Arthur Merle is particularly pleased with the "Economizer," an additional and unusual preheating unit.

"Sap comes from the preheater," says Merle, "and runs by gravity into the "Economizer," a collection of eight (soon to be a dozen) shallow evaporating trays next to a one-foot by eight-foot by six-foot sheet metal plenum. The plenum is filled with hot steam from the open boiling going on below it. A fan draws cold

air from outside and blows it through the open-sided plenum so as to get rid of the steam before it condenses and drips back down into the flue pan. By using this quasi-distilling process, Merle says he is able to increase the sugar content of the sap 1% before boiling.

"I think that is a lot more economical than reverse osmosis, and there's a lot less maintenance cost," he says. He estimates a 33% reduction in fuel cost because of his "Economizer."

Similar units are commercially available, he says, from Leader Evaporator company of St. Albans, Vermont.

Circle number 98 on the Reader Service Coupon if you'd like details from Leader Evaporator Co.

Oil fired

Although the Merle family uses wood from its woodlot to heat its house, it uses oil to boil sap. Arthur Merle finds this trims the boiling job to a size that can be handled by one person. A second person isn't needed to keep the fire stoked.

"We don't fire at the rates some people do," says Merle. "We're after efficiency, not speed. If you put too much fuel into it, it just goes up the chimney." In short, there is a point of diminishing return when super-heating the fire.

Arthur Merle calculates an efficiency rate of two gallons of fuel oil to produce one gallon of syrup, and with a good sap flow from the trees his sugar house can produce 10 to 12 gallons of syrup per hour.

"Coin enamel" round tin cans are the preferred container at this maple business. Merle orders three years' worth at a time from American Can Company, Fairport, New York. Such volume buying brings him a good price. Although plastic jugs are favored by many maple syrup producers, Merle notes that the plastic does "breathe," and that syrup will darken in it.

"You shouldn't can more than three month's worth ahead," he says.

He also puts up a small percentage of his syrup in 8.5 and 12 ounce glass containers, since he has found that certain stores that he services prefer glass. He also offers four-packs and eight-packs of tin containers to his clients and finds them to be popular.

Over the years Arthur Merle has come to establish a minimum delivery order of \$300. When a customer two hours distant wants a re-supply, the size of the order must justify the time and gasoline expense of delivery. However, when that order is placed, Merle will contact other clients along the travel route to see if they'd like smaller amounts. The Merle maple business services 20 stores and about 60% of the crop is sold that way. Ten percent is sold by mail order and the balance is sold right at the farm.

The Merle family uses a modern, enlightened approach to woodlot management for their sugar bush. Just as they measure the butterfat and protein content of the milk from their 135 milk cows in order to decide which ones to keep and which ones to cull, Lyle Merle measures the sweetness of each tree's sap with a refractometer. It looks like a miniature telescope. He puts a drop of sap on the lens plate, snaps it shut, and looks through it at the sky to illuminate the scale and the sweetness rating on it. If two trees are competing for the same space, Lyle can consider the amount of fuel he'd need to condense its sap into syrup. Any tree with a low sweetness reading is a good candidate for firewood.

"It's really the only way to do it nowadays," says his father.

Although there is disagreement about possible side effects on the trees caused by using formaldehyde tablets in tap holes to keep them sterile and flowing

Bruce Merle inspects maple syrup samples for grading.



longer, Merle does use them and observes no problems. He thinks the side effect of diminished tree vigor from formaldehyde use also might be a function of simultaneous marginal soil and site quality, a problem he doesn't think he has.

Insect problems in the sugar bush have been an infrequent problem, although about eight years ago, says Merle, canker and loopers were bad enough for him to hire aerial spraying through Agway.

Equipment

When Arthur Merle lists the equipment he and his sons use in the woodlot, he mentions three tractors (two medium-size two-wheel-drive models and one 4WD), a logging winch ("doggone handy"), a brush-cutter mower, five chains saws, and a weed trimmer. The weed trimmer, the kind that cuts with a spinning heavy duty fishing line, has been modified to use small cutter knives, and the Merles use it to trim brush and keep trails open.

"Gypsy moth hasn't hit here yet," he says. "We've been lucky." He knows they have been devastating in neighboring counties.

Short supplies of syrup and strong demand have made sales exceptionally strong, reports Arthur Merle. "It looks like we'll need \$28 a gallon retail this year, and buyers were offering contracts in February for \$1.70 to \$1.80 a pound.

"We've never had a problem selling all our syrup," he says. "We've always tried to follow Fred Winch's [long-time Cornell Extension Service maple specialist] advice that you ought to have 20% carry-over of syrup supply to the next season, but the way things have been going, it's been many years since we have been able to do that."

That's the kind of problem woodlot farmers love to have. ■

AID TO RURAL ECONOMY

Resource Conservation and Development (RC&D) is a program to help communities expand economic opportunities through wise use and development of natural resources. It is a locally organized and directed program carried out with federal assistance.

South Central New York, RC&D is located in New York's Southern Tier and covers the counties of Broome, Chenango, Cortland, Delaware, Madison, Otsego, Schoharie, Tioga, and Tompkins. The South Central New York, RC&D project has been involved with a variety of programs and activities, including improving grasslands and pasture, no-till farming, erosion and flood control measures, Heifer Project International (starter livestock program), and stimulating the use of the region's red pine for log cabin production.

Like much of New York State, the forests of south central New York have a tremendous abundance of low quality trees. Creating additional demand for our low quality resource would stimulate forest improvement harvests. RC&D is aiming to attract new uses and industry to use this low-grade resource by promoting the region and providing information about the resource.

A computerized regional forest data base is under development with the aid of the SUNY College of Environmental Science and Forestry. The system will provide more and better information about the availability of our timber inventory to buyers of specific kinds of logs.

A promotion brochure has been developed that showcases the region's abundant resource and close proximity to a major market. Displays and information have been presented at numerous workshops and events. A tree harvesting demonstration was presented last summer in Cooperstown for the Catskill Forest Association.

The RC&D forestry project is very willing to work with NYFOA in presenting information and educating forest landowners. We would be pleased to answer questions or inquiries. Write to RC&D, 9 Maple Street, Norwich, NY 13815. — *Richard Pancoe, RC&D Forester* ■

REGIONAL REPORTS

CAYUGA CHAPTER NYFOA

Cayuga Chapter held an important woods walk this past late autumn at the Locke Woods. When I first thought of this woodswalk, it was February, 1986, while the "Cayuga woodsmen" demonstrated some of their skills in the school parking lot. I thought of the Hewitts and the Hatfields, the agriculture, the industry, and the forestry. I thought of the local towns and villages of Moravia and Locke, their governments, their lands, and the waters that connect them. I thought of Signors and Scotts, New Yorkers and Iroquois, the Department of Environmental Conservation, the Cayuga County Environmental Management Council and the Cooperative Extension Service, and the media. Why the media?

The Locke Water Works Woods are very special and important to the Locke people, as they were to their ancestors and as they will be to their children. In fact, almost everybody in the whole county uses the water at least once.

The parcel is about 175 acres of glacially graveled side hill, traversed by two streams, one of which was dammed in 1913 by the current owner, the Town of Locke. The streams are strong and clear, feeders to the Owasco Lake inlet. Their banks are sites of former 19th century industry and agriculture, and even more ancient peoples pursuing life.

The Locke people built the dam because of a disastrous fire in 1912 in the hamlet. One of the people who provided part of the legal foundation for the town's ownership was New York State Senator Charles J. Hewitt, a strong proponent of trees and water and government ownership, hence the Hewitt Act.

A New York State report says that from 1936 to 1963 there were 144,000 coniferous trees planted in that parcel.

So, on a sunny Saturday afternoon in the pumpkin time of year, the Cayuga Chapter sponsored a walk in the woods for 30 people. There was much talk and thought about the succession of spirits and waters and trees, of laws of habitat and behavior...natural and manmade, necessary and damnable. There was even some chemistry.

Most visible among the company of spirits were: George and Arlene Saxton; Dave Freebern; Phil and Rosanne Rag-

usa; Alfred Signor; Austin and Nancy Weaver; Wendell Hatfield; Bernice Kahler; Howard Bateman; Jim and Lu Parker; Dave Tregaskis; Pierre Cote; Dave Taber; Charles Scott; Willie Potter; Lee Hatfield; Ken White; Sakul and Shirl Pongpipat; Mark Perry; Bob Demeree; Tom and Dolly Hewitt; Wassil Zabawsky; 7-year-old Jeff Hatfield; four deer; two dogs; and me.

—Richard Fox

To learn how to join Cayuga Chapter of NYFOA, circle number 85 on the reader service coupon.

TIOGA CHAPTER

Cornell Cooperative Extension farm management specialist Carl Crispell provided income tax preparation instruction for tree farmers at the February 25th meeting of the Tioga Chapter. The meeting was held in a classroom of the Spencer-Van Etten High School, a central location for forest owners in Tioga, Chemung, Tompkins, and Schuyler Counties.

The March meeting, set for Sunday afternoon, March 22nd at 2:30, will be a visit to the Arnot Forest maple sugaring house, owned and operated by Cornell University. The boiling should be going full tilt by then. Meet at the Arnot.

April 29th we'll meet at 6:30 p.m. for a twilight meeting at Rainer Langstedt's Northeast Implement Corporation, Halsey Valley, just south of Spencer. "Ray" will demonstrate his full line of imported forestry equipment that is designed to operate on a farm tractor. That includes a Farmi winch, a knuckleboom loader, and a chipper. He'll also show his automated woodchip auger that feeds his wood-burning furnace automatically.

To learn how to join the Tioga County Chapter of NYFOA, circle number 88 on the reader service coupon.

T.H.R.I.F.T. MEETS TALKS FORESTRY

Results of the Tug Hill Woodland Survey, conducted jointly by THRIFT (Tug Hill Resources, Investment for Tomorrow), will soon be in the hands of those who participated in the survey.

THRIFT welcomes new member Neil Wright of Camden. Neil operates the Little Chief Sugar House and Pancake Kit-

chen in Camden, and has been one of THRIFT's guest speakers.

Keith Kahl, of Taberg, is in the middle of a timber stand improvement project. He and his father engaged a logger whose reputation and work was familiar to them. Together, they chose and marked trees to be harvested. Concentrating on ash because of a good nearby market, the Kahls are also taking out a few cherry and other species.

"We're not taking out *all* the big stuff," remarked Kahl. "For instance, there's one big tree that was injured and it's rotting in the middle. You might get a few boards off the outside, but not enough to make it pay. Might better leave it as a seed tree."

Although wildlife habitat is not one of his priorities, Kahl admits that this seed tree will be a good den tree in the future.

Very satisfied with the logger's work so far, Keith says, "Where he's finished, it looks beautiful. He's really paying attention to aesthetics."

The Kahls' friendly relationship with the logger prompts the question, "Do you have a written contract?"

"You bet we do!" Keith answers. "About two and a half pages of written contract."

This is one thing often stressed at THRIFT meetings: get the expectations and terms on paper.

THRIFT's April meeting theme is "Getting the Most From Your Woodlot . . . innovative forest products manufacturing in New York and New England." It sounds like a tall order, but it should spark some imaginative interchange. Come, listen to the experiences of those who are trying new approaches, and to share your ideas. April 28, 7:30 p.m., at the Woodsmen's Headquarters, Main Street, Boonville, NY.

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

BRADFORD, PA LISTS ACTIVITIES

All Bradford County Forestland Owner Association members have been sent their first issue of the *Forest Owner* magazine and will be receiving it regularly as a benefit of their being members. Association Executive Director Jane Breese called the new service "superb, the

best thing that has happened for our members ever.”

“Our membership continues to grow,” reports Bresee.

Mrs. Bresee is serving on the American Farm Bureau Federation forestry advisory committee and will be in Denver, Colorado, for its meeting May 19-20. She says acid rain, forestry incentives from the government, Canadian imports, pesticide use, and how Farm Bureau can best serve the woodland owner are all on the agenda.

Area maple syrup producers are planning a maple festival for Saturday and Sunday, April 25 and 26, at the Troy, Pennsylvania, fair grounds. It will feature maple demonstrations and judgings, entertainment, sales booths, a flea market, contests, and, of course, maple foods. There will also be an antique car and motorcycle show, a gas and steam engine display, and a farm machinery sale. A square dance demonstration is set for Saturday night and a “sap run” marathon will be featured Sunday morning. Anyone interested in exhibiting should contact Lawrence Roloson at 717-297-2791 or write to Martin Roloson at RD 3, Box 938, Troy, PA 16747. Pre-registration is not required, however.

To learn how to join the Bradford County, PA, Forestland Owners Association, circle number 89 on the reader service coupon.

S.T.A.N.D. CONSIDERS ZONING

STAND (Southern Tier Association for Natural Resources Development) is an organization comprised of logging industry devotees in the eastern Broome County, Chenango County, and western Delaware County area. One of its chief goals is to invigorate the timber industry of that region. Mark Mowery is chairman and Rodney Jones of Walton, NY, is secretary-treasurer.

A report of a recent meeting says that the Town of Barker is proposing an ordinance “that may affect your method of harvesting timber.” According to Rodney Jones, Jim Peek of the NY Department of Environmental Conservation is trying to assist the town in developing the ordinance. Dean Frost, chairman of the Broome County-area NYFOA chapter attended the January meeting of STAND to urge that STAND take a position in opposition to this ordinance.

Chenango County agricultural agent Priscilla Johnson challenged STAND by

asking if STAND was opposed to zoning or if it could participate in the process, says Mr. Jones.

STAND is scheduling a class on “buck-ing” for logging employees, as well as a short course on lumber grading.

To learn more about STAND, circle number 83 on the reader service coupon. ■

WOODLOT CALENDAR

March 22: Visit to Cornell University’s Arnot Forest sugar house to see new reverse osmosis machine, etc., 2 p.m., at Van Etten, NY. Sponsored by Tioga Chapter NYFOA. All welcome. Call 607-659-5275.

March 25: Farm woodlot equipment demonstration at meeting of Susquehanna County, PA, Forestland Owners’ Association, 7:30 p.m., Claverack Building, Montrose, PA.

April 4: NYFOA’s 25th Annual Meeting, 9:30 a.m., Marshall Hall, SUNY forestry campus, Syracuse. Seminars, luncheon, presentation of awards. Call 315-942-4593 to register.

April 11: Safety in the Woods clinic, sponsored by NY State Woodsmen’s Corporation, 10 a.m., at Oneida County lands, Fuhrman Road, Boonville, NY. Call 315-942-4593 for details.

April 23 - 25: Northeast Loggers’ Congress and Equipment Expo, “Big E” grounds, Springfield, MA.

April 25: Annual Forest Conservation Day, Cross River, NY. Sponsored by Westchester County Department of Parks, Recreation, and Conservation. For all interested in forestry and tree care. Children’s programs, woods walks, and forestry displays. Contact forester Ted Kozlowski at 914-285-2651.

April 25 - 26: Maple Festival, Troy, PA, fairgrounds. 717-297-2791.

April 28: “Innovative Forest Products Manufacturing in New York and New England” is the program for THRIFT meeting, Woodsmen’s HQ, Boonville, NY, 7:30 p.m. Call Bonnie Colton at 315-376-5595.

April 29: Demonstration of Farmi winch, chippers, knuckleboom loaders, etc. at Northeast Implement Corp., Spencer, NY, 6:30 p.m. Sponsored by Tioga County Chapter NYFOA. Call 607-659-5275 for more information.

May 23: NYFOA woods walk at G. William Gunner’s forest, Maple Hill Road, South Wales, NY, 10 a.m. Call J. Morgan Heussler at 716-854-7804 for details.

June 27: Catskill Forest Association annual meeting, Franklin, NY. Morning business meeting followed by tour of tree farm owned by Mr. and Mrs. Louis Dumond, NY State Tree Farmers of the Year for 1986. Call CFA at 914-586-3054.

August 14 - 16: Woodsmen’s Field Days, Boonville, NY. Call 315-942-4593. ■

VIDEO BRINGS WOODLOT HOME

Jim Dennesen, a consulting forester with the New England Forestry Foundation, performed a small miracle, say his bosses at the Boston-based service organization. He brought a woodlot home to the client.

“Using VCR sound and film, he captured the sun filtering through branches, birds chirping incessantly, animals scurrying nearby, a favorite brook rushing past—and most importantly,” say NEFF officials, “he gave the landowner a complete picture of the current needs and condition of his woodlot right in his own home.

“This hour-long tape was produced as though the landowner and forester were walking through the woods together. Jim highlighted each stand, special logging operations, and specific needs for improvement. The tape ran out while focusing on the landowner’s favorite spot, a beautiful running brook. The client, no longer able to walk through his woods, can relive the enjoyment of his land over and over again.”

The New England Forestry Foundation, famous for its consulting forestry work and custodial woodland acquisitions all over New England, is prepared to provide this unusual video service to any client. *Circle reader service number 95 for more information.* ■

ASK A FORESTER

MESOSKIDDERS NEEDED

I would like more information on the "small articulated skidder (50 to 60 hp)" you mentioned in your Jan./Feb. column. Who makes them? Are there good used ones for sale?

—Albert Johnson III
Carmel, ME

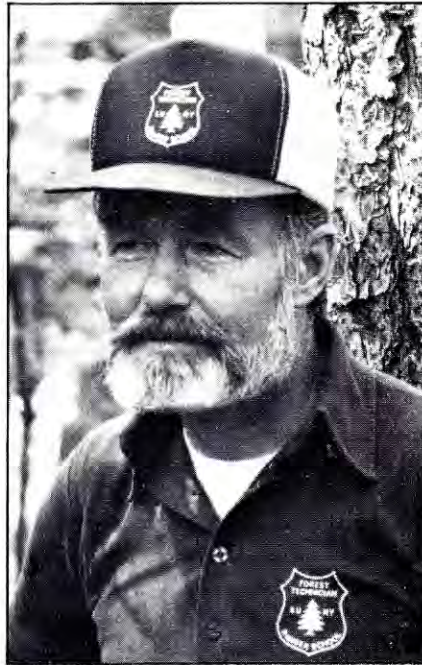
That's what I get for talking too much! Actually, I can't find one in this class. John Deere did produce a "340" with 70 hp, but with low demand it is no longer made. You might find a used one at a tractor and logging equipment dealer. Schroon Lake Tractors, Inc., in Gouverneur, NY, had a new one for sale for over \$51,000.

Other low-horsepower articulated skidders come in at 75 hp by Dunham, at 80 hp for a John Deere 440-D, and at 82 hp for a Timberjack 230-A. Prices run \$55,000-\$60,000, too much for a small landowner. So, we have a problem, Al. They make one about the size we need, but the price is too high. We have to compromise if we want to do our own occasional logging. The lower horsepower machines are small enough in the woods without articulation.

You should have a pulling power of at least 50 hp, 4WD, a heavy-duty skidding winch with at least 7000 pounds pulling capacity, front wheels nearly the size of the rear ones, and at least an 18-inch clearance. The John Deere 2350 diesel tractor, 4WD (55 hp), with a Farmi or Norse Winch would come close to this, if the front axle/gear ratio can support much larger wheels. The basic price of the tractor, without the wheel change, is around \$24,000, and the winch is about \$2,400. Schroon Lake Tractor is working on a small skidding tractor system that would have good balance in the woods and expects to have a prototype in a couple of months.

I think there is a real need for the smaller, yet heavy-duty skidding unit for the occasional logger and the private owner who wants to work his own woodlot. I think American manufacturers should get busy producing a better compromise.

Miniskidders are not the answer, but mesoskidders could offer an economical compromise.



by Wes Suhr

TOXIC BROME?

Does brome grass cause allelopathy that hinders Douglas fir Christmas trees? My Douglas fir in a brome grass hayfield are stunted.

—Alan Knight
Candor, NY

Allelopathy is the suppression of plant growth, possibly fatal, from toxic substances given off by another plant in the same site. Dr. Allen Drew, Faculty of Forestry, College of Environmental Science and Forestry at Syracuse, says there have been no studies published to suggest that bromes do this to conifers. However, some studies indicate certain bromes have the potential. Dr. Drew found references to downy brome and smooth brome in the book *Allelopathy* (1984, 2nd edition) by Dr. Elroy L. Rice. When downy brome was mixed with wheat and alfalfa, there was a 40 to 68% reduction in the grain yield. Another study found that a wet solution of downy brome inhibited nitrogen-fixing bacteria. In a separate study, it was established that smooth brome produced a toxic substance that interfered with seed germination.

All this suggests that brome grass has

the potential to produce toxic substances that may inhibit conifers, but there is no proof. We do know that brome grass can form a sod that can severely deplete moisture in the surface soil, thus inhibiting the growth of conifers. It is a good practice to keep sod out of conifer rows, at least during the seedling stage.

CHESTNUTS

I read your answer in the Jan./Feb. issue about chestnut sprouts. Here in Orange County, NY, there is still some isolated chestnut timber and regrowth. If the tree comes out of the ground crooked or bent (within 4 to 8 inches of the ground), it will only amount to a scrub bush. If it comes out straight, it will grow for years.

Four of my chestnut trees produced nuts, though at varying heights, and most were about 4 inches dbh (diameter at breast height). One tree, 25 feet tall and 5 inches dbh, produced nuts in fall of 1986 and there was a worm in each nut. Do those worms have anything to do with the spread of the disease that afflicts chestnut?

And how do I roast the nuts?

—John W. Foster
Middletown, NY

If you look closely at that crook or bend in the stem and see a crack in the bark that exposes inner wood, this is most likely a canker caused by blight. Your upper diameter limit for living chestnut reproduction, around 4 to 5 inches dbh, seems to match my observations.

I do not believe the worms in the nuts have spread the blight. They are immature insects feeding on the nutritious endosperm. But it is possible that winged adult insects may carry spores of the blight fungus.

I like to roast chestnuts around an open campfire, placing the nuts close enough to brown but not to burn. When the shell pops or cracks, it's yummy ready. Or you can preheat your kitchen oven to 425°, prick the skins of the chestnuts with a fork, and cook them for 15 to 20 minutes. If you do not rupture the skin first, they may explode while heating. ■

Questions should be addressed to: Wes Suhr, Ranger School, Wana-keno, New York 13695.

NYFOA NEWS

ANNUAL MEETING SET

"Update for members" will be the theme of the New York Forest Owners annual spring membership meeting April 4th at Marshall Hall, on the SUNY School of Forestry campus. The gathering usually attracts a hundred or more woodlot enthusiasts.

According to association vice president Norman Richards, planner of the event, seminars will include: income tax changes affecting owners of small woodlands; Christmas-tree growing in New York; planting hybrid poplars; and using your personal computer for woodlot management.

In keeping with long tradition, association awards will be presented at the luncheon in Marshall Hall. These include the prestigious Sven Heiberg Award, given to that person judged to have made outstanding contributions to forestry, and the NYFOA Award, awarded to a person who has made outstanding contributions to the Association, itself.

Anyone wishing information about the meeting or membership in NYFOA should call Executive Secretary Ruth Thoden at 315/942-4593. The registration fee of \$10 includes lunch.

TARGET STATUS SOUGHT

The Board of Directors of the New York Forest Owners Association voted at a recent meeting to throw its support behind an effort to have the forest industry of New York officially declared a "target industry." A coalition of forestry organizations has come together to promote this. Chief among the coalition's objectives is to have this status decreed by the NY State Legislature and the Governor, presumably "targeting" the industry for favorable legislation and tax treatment, provision of government incentives, and ultimately improved economic vigor for the timber industry and forestland owners.

According to NYFOA executive secretary Ruth Thoden, an organizational meeting of the coalition was held November 21, 1986, at Paul Smith's College, Saranac Lake, to establish consensus and priorities for action. This was

followed by a December 3rd meeting of a communications committee. That group decided to work to improve public education on the role of forest resources in New York State and it also devised a questionnaire to seek advice for establishment of coalition priorities. For details, contact Mrs. Thoden at 315/942-4593.

NEW CHAPTERS ENCOURAGED

Robert O. Richter, a New York Forest Owners Association director from Greene, NY, is offering encouragement to forestland owners all across NY State to form Forest Owner Association Chapters. Richter is a member of the NYFOA Chapter Development Committee.

Richter says his committee is particularly interested in launching chapters that would serve the Syracuse area, the Rochester area, and the Buffalo area. He encourages forest owners near those cities to contact him for ideas and guidance on launching a chapter. Mr. Richter can be reached at RD 3, Box 254A, Greene, NY 13778. His telephone number is 607/656-4254. For ideas on the benefits and activities of local and regional NYFOA chapters, see pages 16 and 17 of this issue. ■



GREAT AMERICAN WOODLOTS

Beginning April 25th, *Great American Woodlots* will be televised every Saturday morning at 9:30 a.m. on WSKG, the public broadcasting television station at Binghamton, NY. Maine extension service forester Bud Blumenstock will guide the viewers on woodwalks to dozens of forest owners all across the country, including several in the Northeast. National tree farmer of the year Mike Demeree, for example, is featured on one segment.

The series has been offered to all PBS affiliate stations. Check with your nearest one for broadcast dates. ■

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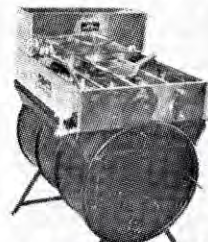
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For Sale: 21"-12', 27"-6', 19"-8', 19"-9', 26"-7', 29"-11', 24"-9', 22"-8', 40"-16', 14"-14', 15"-10', 16"-8', 16"-7'. Fred Stowell, RD #2, Port Byron, NY 13140. 315/776-8910 after 6 p.m.

For Sale: 18"-18', 17"-16', 14"-20', 15"-16', 15"-12', 16"-16', 15"-20', 17"-20', 16"-24', 18"-12', 15"-16', 15"-18', 19"-22'. Werner Harrsch, 711 Route 414, Clyde, NY 14433.

For Sale: 31"-12', 23"-18', 32"-16', 17"-20'. Albert Reber, Box 66, 5664 Main Street, Verona, NY 13478. 315/339-1791.

For Sale: 25"-9', 15"-12', 15"-4'. Albert Rusk, 63 W. Buffalo St., Churchville, NY 14428. 716/293-3683.

For Sale: 13"-7'. Luther Diedrich, Hilton, NY 14468.

EQUIPMENT

For Sale: Maple Sugarmakers—check our low prices on major brands of equipment. Complete, personalized set-up advice free. Danforth's Sugarhouse, U.S. Route 2, East Montpelier, VT. 802/229-9536.

For Sale: Shingle Mills, new all steel frame, some for P.T.O. drive, also used. C.I. mills. Milton Richardson, West Brookfield, MA 01585.

WOODLOT SHOP

Classified advertisements

EQUIPMENT

For Sale: 1985 Beaver Wood-eater-wood processor w/steel cover to protect from weather and vandalism, excellent condition. Best offer. 1974 Case 450 Crawler Loader w/ 4-in-1 bucket and removable log forks. Track and undercarriage 90%. Huss Log Splitter w/16 horse Briggs & Stratton motor and 4" cylinder. Robert Weir, c/o Fall Oaks Campground, RD3, Manheim, PA 17545. Tel. 215/385-3456.

MISCELLANEOUS

Sales: American Agriculturist Magazine has full-time and part-time employment opportunities in subscription sales. If you like outside work and the potential to earn an income directly related to your efforts, you should consider a career with American Agriculturist. We need people with exceptional communication and sales skills. Applicants should have a good driving record and

be able to travel to farms and agri-businesses within a geographic area of your residence. Contact: Kelsey Jones, American Agriculturist Inc., P.O. Box 516, Ithaca, NY 14851.

NURSERY STOCK

For Sale: Evergreen seedlings/transplants for reforestation or Christmas trees. Best for New York soils and climate. Free wholesale price list. Booklet "Basics of Christmas Tree Growing" send \$5.00. Refundable with order. Treehaven Evergreen Nursery, 981 Jamison, Elma, NY 14059. Phone 716/652-4206.

For Sale: Christmas tree planting stock for sale. Send for information & order form. 22 years in the business. Walker's Tree Farms, RR, Box 84, Orleans, VT 05860.

Nursery Stock: "Basics of Christmas Trees" for booklet send \$5.00 to: Treehaven Evergreen Nursery, 981 Jamison, Elma, NY 14059.

NURSERY STOCK

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

REAL ESTATE

For Sale: 1,000 acres timberland, has 2 million B.F. mature trees, also 50 acre lake and modern log cabin, laid out for sub-division. Located in Franklin Co., NY. Price asked \$375/acre. Ask for timber inventory. Mitchell Realty, 5712 Empire State Bldg., New York, NY 10118. 212/695-1640 or 914/855-1448.

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.

Wanted: Medium to large tracts of mature timberlands within 200 miles of an East Coast shipping port for export company. Edward Mitchell, Suite 5710 Empire State Bldg, New York, NY 10118.

TIMBER/LOGS

Wanted: Standing timber, top prices paid. 30 years experience cutting timber for farmers. Good reputation. Fully insured. Call 315/429-8010 or 315/429-9826. Arnold Moore, Box 157, Salisbury Center, NY 13454.

Wanted: Veneer logs. Ash, hickory, white oak, cherry. John Donaldson, Erath Veneer Corp. of Virginia. 703/362-5209 after 6 p.m.

Wanted: Red pine, standing trees, 10" diam. and up; sawlogs, 7"-12" small end. 8, 17, 21 ft., delivered or not. White pine, must be second growth, straight trunks, no crotch or crook; 8"-16" small end, 8-10-12 ft. We buy continuously within 50 mile radius of Ithaca, NY. Pierre Cote, Cote Wood Products Inc., 300 Peru Road, Groton, NY 13073. Tel. Mill: 315/497-0183. Home: 607/898-3794.

Wanted: White cedar and spruce logs. J. Armand Hebert, RD 2, Box 620, Delanson, NY 12053. Tel. 518/393-7329 evenings or 518/895-8991.

CLASSIFIED ORDER FORM

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710 W. Clinton Street, Ithaca, NY 14850

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

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25-\$6.25	26-\$6.50	27-\$6.75	28-\$7.00	29-\$7.25	30-\$7.50

Deadlines for ads: 2 months preceding month of issue. (Example: November/December issue closes September 10)

Please print or type copy — for added words, attach sheet.

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NEW! Now you can place your classified advertisement by telephone any time, night or day. Just call the Forest Owner at 607/273-3509 and dictate your advertisement, leaving your Mastercard or Visa account number. Daytimes, one of our advertising staff will handle your order. Nighttimes and weekends, our answering machine will record your advertisement.

NYFOA TO LOBBY?

At a recent meeting of the New York Forest Owners Association (NYFOA) Board of Directors, a giant step was taken forward towards making NYFOA a more effective spokesman for the forest owners of New York. Following the recommendations of its Long Range Planning Committee (LRPC), the Directors unanimously approved a resolution to create a standing legislative committee. The Board also approved a resolution aimed at strengthening the Forest Practice Board and agreed to develop an informal relationship with the Empire State Forest Products Association (ESFPA).

The need for NYFOA to become more active in legislative issues was one of the major findings of the LRPC. Over the last decade, the number of state laws dealing with land use, real estate, and environmental practices has increased dramatically. These new laws affect the practice of forestry on private lands in both obvious and subtle ways. If NYFOA is to be a responsible leader, it can no longer ignore the legislative arena. Far too much is at stake.

Lobbying needed

The LRPC recognized that NYFOA needs to be better informed about legislative issues. This is usually accomplished by a paid professional lobbyist. Given the small budget of NYFOA, however, and the limited time of volunteers, the LRPC recommended that NYFOA develop an informal relationship to ESFPA since ESFPA has a full-time lobbyist and a computerized bill-tracking system. ESFPA has agreed to provide information on pending bills and to speak for NYFOA when both organizations share a similar stand.

Both organizations recognize they have independent agendas, but now a stronger coalition is available when the need arises. When ESFPA and NYFOA do not agree on legislative issues, there will be a forum for candid discussion of these differences.

The Forest Practice Board was created by the passage of the Forest Practice Act in 1946 to promote and encourage the practice of sound forestry by private woodland owners. Since that time, Forest Practice Boards in each Department of Environmental Conservation (DEC) region and a state board made up of representatives from regional boards have ad-

vised State DEC officials on forestry programs and policies. By law, each regional Forest Practice Board must include three representatives from every county in the region.

Appointments are made by the chairman of the county legislature. Although the goals of the Board are noble, it has had limited success. Part of the responsibility for this failure lies with the forest owners of New York who have not made full use of the opportunities presented by the Forest Practice Board. In an effort to remedy this situation, the NYFOA Board of Directors has approved a resolution which has directed NYFOA to do the following:

1. Publish a list each year in the *Forest Owner* of the names and addresses of each member of the State Forest Practice Board and the associated regional boards.

2. Encourage its members to communicate regularly with representatives of the regional and state Forest Practice Boards and advise them about forestry issues of regional and statewide importance and to

provide County Executives with names of forest owners who should be selected for representation on regional Forest Practice Boards.

3. Plan to have a representative of NYFOA at each meeting of the regional and state Forest Practice Boards.

4. Ask the State Forest Practice Board and the State Fish and Wildlife Board to appoint the President of the New York Forest Owners Association as an ex-officio member.

These legislative initiatives mark a new chapter in the growth of NYFOA into a premier forest owner organization. I hope that NYFOA members are excited about these opportunities and will lend their support to members of the Legislative Committee. NYFOA members who may be interested in serving on the committee or would like to pass along certain viewpoints or ideas to the committee should contact Ruth Thoden at the NYFOA office in Boonville.

—Alfred Sive, Chairman
NYFOA Legislative Committee

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3/87

by ROGER POND



DECLINING enrollments in agricultural colleges have furrowed the brows of deans and college administrators around the country. Some colleges have countered with recruitment drives to convince high school seniors agriculture holds opportunity for them.

It was that way when I graduated from high school in the early '60s. The colleges were combing the countryside looking for ag students.

The colleges then were after the farm kids. They thought we probably already

knew something about agriculture, and might know how the boar ate the cabbage, as they used to say.

As it turns out, the colleges learned a lot from us farm boys. Nowadays they enroll a lot of city kids in agricultural colleges—and they're glad to get them, too.

About the time I was in college, someone originated the saying, "You can take the boy out of the country, but they'll likely send him back."

We could take for an example my old classmate, Howard Smeed (not his real name). Howard was a farm boy from southeastern Ohio, down around Greasy Ridge as I recall.

His vocational agriculture teacher talked him into going to Ohio State University and enrolling in the college of agriculture, but Howard didn't really want to go.

He had just finished a good senior year in high school and made better than \$50 on his muskrat pelts; his coon dog had ten puppies; and his girlfriend had a job at the gas station.

But the recruiters and his vo-ag teacher got to him and he went.

He did take his muskrat traps, however.

Howard had cased out the Olentangy River during orientation week and when the season opened, his four dozen traps were well placed. The river ran directly through the middle of campus and Howard figured it to be virgin territory, as far as muskrat trapping was concerned.

He was right about that, and within a few days a number of pelts were hung to dry in his room on the ninth floor of Steeb Hall.

If it weren't for the murder investigation, Howard would have made tuition before Christmas.

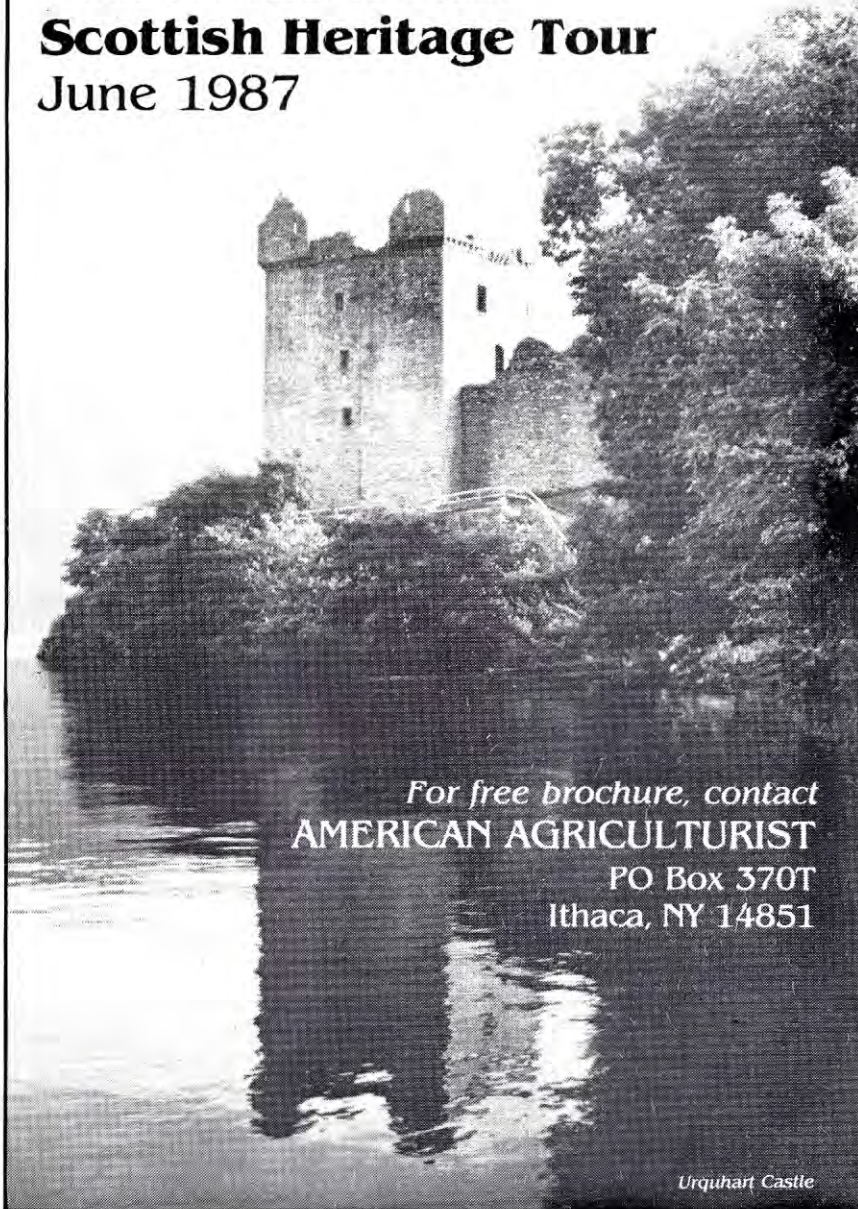
The investigation was traumatic for all residents of the dorm, but especially for Howard. The pool of blood in the showers and the little specks on the floor led directly to his room.

He was such a nice fellow—so quiet and polite; if he had cleaned up a little better, he might have gotten away with it.

You can't blame Howard, really. He was under a lot of pressure. When you take a kid off a farm, put him on a college campus of 40,000 students, and give him a room on the ninth floor of a massive dormitory, where do you expect him to skin his muskrats? ■

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WOODCUTS

POWER OF THE PEN?

The Forest Owner probably had little or nothing to do with it, but the appearance of things makes it look as though our *Cornell's Arnot: maple with a mission* story, November/December 1986, produced dramatic results. In that story, *The Forest Owner* reported that Cornell's Van Etten, New York, teaching and research forest was being fed a poverty budget and that researchers there would love to have a reverse-osmosis machine lent to them by a manufacturer.

Presto! The machine is installed. A team from Leader Evaporator Company, St. Albans, Vermont, drove about eight hours through a storm to set it up in mid-February. Folks at The Arnot will now be able to demonstrate the newest in maple technology and monitor its efficiency.

A round of applause, please, for Leader. Well done!

Service to you

The Forest Owner has one mission: to serve its readers. It does that by informing them, helping them improve earnings and enjoyment from their woodlots. Not all this informing takes place on the printed page. Because of the need for brevity and variety, as well as to test the popularity of articles and products (helps us and the advertisers stay relevant), *The Forest Owner* offers a reader service coupon. Readers are encouraged to circle the number of any article or advertisement about which they'd like more information. Then we pass the names on to the companies so that they can obtain them as sales leads and so that they can measure *The Forest Owner* as an advertising medium.

We've had a flood of coupons returned to us since introducing it to the magazine. Some readers have asked that we provide a card instead of a coupon. That way, they say, they don't have to cut up the magazine page. That's a fair request, one that we may be able to accommodate one day. But the additional cost of printing and inserting the card holds us back right now.

Some readers have also told us of receiving two or three copies of *The Forest Owner*. We appreciate each one of those cards and letters for they make our work of eliminating duplicates easier. Most

duplications result from our combining many different mailing lists. It takes a while to train the computer to kick out the duplicates, but we are getting there.

Truth in maple

The American Dairy Association (ADA) may have been onto a good thing when it came up with its *Real Seal*, and the maple syrup industry would do well to consider a similar marketing tactic.

Owned and operated by dairy farmers as an advertising and promotion agency, ADA resolved to combat a rising tide of ersatz dairy products that were cutting into dairy farmers' markets and giving dairy products a bad name. Typically, these non-dairy dairy foods are made from vegetable oils. The cheese that stretches like a rubber band from your next pizza very likely may be a vegetable oil cheese. One way to find out is to scan the menu or even the front door for a red and white teardrop-shaped symbol that says *Real*. If you see it, you know that this restaurant . . . Pizza Hut, for one national example . . . has qualified for the right to

display ADA's *Real Seal*.

Think about that next time you go to a local diner for pancakes and someone tries to pawn off corn syrup as maple. Your nose will know.

I recently enjoyed a sumptuous Sunday brunch at a well known Syracuse hotel, one of those places that goes to great pains to be trendy; you know, night club, indoor pool, sauna, chefs who make omelettes while you watch . . . all very nice, all very expensive. They had buffet tables loaded with everything one's eyes could impose upon the stomach; well, almost everything. If that syrup, so artfully hand labeled as maple syrup, was *real*, then I am the King of France.

Truth-in-advertising and truth-in-labeling standards for maple should be enforced.

—Alan Knight, Editor

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

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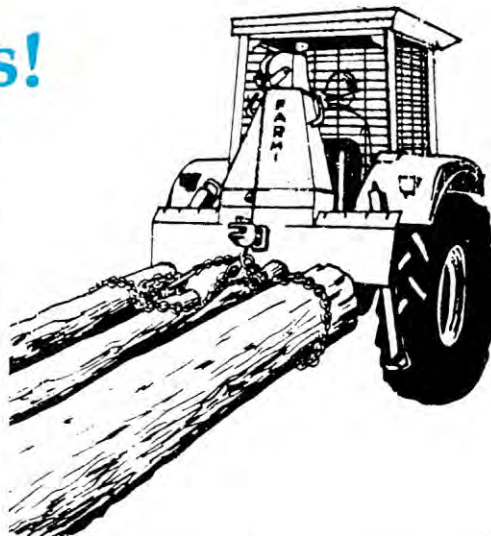
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The Farmi winches have a high pulling point which anchors the tractor in place so it will not slide back. The high pulling point also reduces hangups and butt digging. All Farmi models also have an additional lower snatchblock which reduces risk for tractor roll over. Heavy loads can therefore be skidded out safely. A unique Farmi feature is that the winches can be operated from any direction including the driver's seat of the tractor.

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



Winch model	JL 300	JL 400	JL 500	JL 600	JL60T
Line pull	6,600 lbs.	8,820 lbs.	11,025 lbs.	13,200 lbs.	17,640 lbs.
Cable included	165 feet of 3/8"	165 feet of 3/8"	165 feet of 7/16"	165 feet of 9/16"	165 feet of 9/16"
Drum capacity	Max. 165 feet of 3/8"	Max. 230 feet of 3/8"	Max. 265 feet of 3/8"	Max. 430 feet of 3/8"	Max. 430 feet of 3/8"
Mounting	Cat 1 or 2 3-point hitch	Cat 2, 3-point hitch	Cat 1 or 2, 3-point hitch	Cat 2, 3-point hitch	Cat 2 or 3
Tractor size	15-30 HP	20-40 HP	40-60 HP	60 HP and up	100-200 HP
Shipping weight	390 lbs.	480 lbs.	630 lbs.	950 lbs.	1150 lbs.

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