

# The New York Forest Owner

A PUBLICATION OF THE NEW YORK FOREST OWNERS ASSOCIATION

July/August 1999



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**THE NEW YORK  
FOREST OWNERS  
ASSOCIATION**

Volume 37, Number 4

**Officers & Directors**

**Ronald Pedersen, President**

22 Vandenburg Lane,  
Latham, NY 12110; (518) 785-6061

**Jim Minor, Vice President**

22 Bryn Mawr Road  
Rochester, NY 14624; (716) 247-7069

**Robert Sykes, Secretary**

4786 Foster Road  
Elbridge, NY 13060; (315) 673-3691

**Don Wagner, Treasurer**

5330 Graham Road,  
Utica, NY 13502; (315) 733-7391

**Deborah Gill, Administrative Secretary**

P.O. Box 180  
Fairport, NY 14450; (716) 377-6060

**2000**

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**John Hastings**, Queensbury; (518) 798-0248

**Ronald Pedersen**, Latham; (518) 785-6061

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**2001**

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**Dave Swaciak**, Franklinville, (716) 676-2349

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**Larry Lepak**, Southern Tier; (607) 656-8504

**Peter Smallidge**, Southern Finger Lakes; (607) 255-4696

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**The New York  
Forest Owner**

A PUBLICATION OF THE NEW YORK FOREST OWNERS ASSOCIATION

*Materials submitted for publication should be sent to: Mary Beth Malmshheimer, Editor, The New York Forest Owner, 134 Lincklaen Street, Cazenovia, New York 13035. Materials may also be e-mailed to mmalmsh@syr.edu. Articles, artwork and photos are invited and are normally returned after use. The deadline for submission for the September/October issue is August 1.*

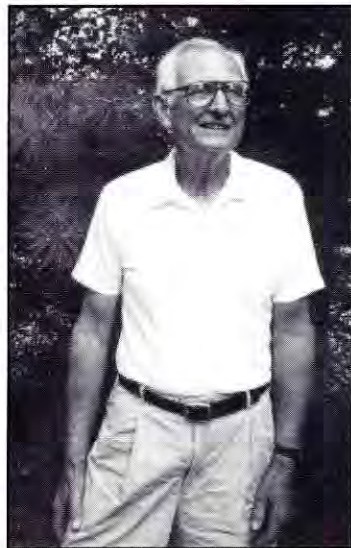
**Please address all membership fees and change of address requests to P.O. Box 180, Fairport, N.Y. 14450. 1-800-836-3566. Cost of individual membership/subscription is \$20.**

**COVER:** Photo courtesy of SUNY College of Environmental Science and Forestry (SUNY ESF) Archives. Cal Loree; Diameter and Height measuring of large pine on SUNY ESF's Pack Forest. June 1933



# From The President

As I make notes for my first President's message, I'm reminded once again about the tremendous progress NYFOA has made through the energy, vision, and hard work of Jill Cornell, our retiring president. One of her many strengths is the warmth and enthusiasm with which she has represented NYFOA on the national level, with neighboring states, and in Albany. These activities have helped NYFOA members realize that their organization is alive and well and paying attention to concerns that matter



to private landowners. Thanks, Jill, from us all. We're glad that you aren't going anywhere but will continue to set an example for all of us.

During the annual meeting in Syracuse on April 24, we welcomed Rolf Wentorf and Mike Greason as new members of the Board of Directors, Harry Dieter as a returning member, and Jack Hamilton, who moved from being a chapter-designated director to an at-large director. Retiring directors Dick Fox, Dave Swanson, and Tom Ellison were warmly thanked for their service on the Board.

The members at the meeting approved the proposed bylaw changes

that had been printed in the January-February New York Forest Owner. There was a lively, healthy discussion with concerns expressed by some that the amendments could signal dramatic changes in NYFOA. Your Board of Directors in supporting the proposed amendments recognized that the (previous) bylaws were not being followed — as a practical matter, could not be followed — and prudence suggested it was time to seek modifications so that the bylaws and Board practices could be consistent.

At the January Board of Directors meeting, Director Hugh Canham facilitated a discussion on what we'd like NYFOA to be or do in the next 5-10 years. A long list of goals and objectives was generated, including the need for new members, the importance of youth education, a stronger voice in public policy, and outreach to those who don't understand resource management. The Board will be identifying key steps to help realize priority objectives.

I'm delighted to see the long list of activities planned by our Chapters for this spring and summer. The Chapters are NYFOA. Chapters are the outreach mechanism to landowners needing help. Chapters provide information to the classrooms and teachers for effective show and tell. Chapters are the NYFOA that the general public sees and hears about. Chapters have a huge responsibility, and thanks to many volunteer hours, that responsibility continues to be tackled with enthusiasm.

I look forward to my term as President of NYFOA. I hope you enjoy your summer.

— Ron Pedersen  
President

**Join!** NYFOA is a not-for-profit group of NY State landowners promoting stewardship of private forests. Stewardship puts into practice knowledge of forest ecosystems, silviculture, local economies, watersheds, wildlife, natural aesthetics and even law for the long term benefit of current and future generations. NYFOA, through its local chapters, provides this knowledge for landowners and the interested public.

Join NYFOA today and begin to receive the many benefits including: six issues of *The New York Forest Owner*, woodswalks, chapter meetings, and two statewide meetings for all members.

I/We would like to support good forestry and stewardship of New York's forest lands

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# In The MAIL



## Privatizing NY Forestry

The editorial piece in the May/June 1999 issue of *The New York Forest Owner*, "Privatizing NY Forestry" merits comment.

The Environmental Conservation Law authorizes the Department of Environmental Conservation (DEC) to provide cooperating landowners with technical services in connection with plantation establishment and care, marking of timber, marketing assistance and silvicultural treatment of immature stands.

All requests for assistance can not be answered with existing state resources in traditional ways. Government is shrinking. A partnership, the Cooperating Consulting Forester Program, established with private consultant foresters nearly 20 years ago, has been recently expanded to include other portions of the private forestry sector to help provide professional forestry assistance to landowners. Referrals through this program are an extension of state efforts and are not a replacement for services provided by state forestry staff. Assistance rendered through the Cooperating Forester Program is intended to be of the same level and quality as state forestry staff provides. Program policy and procedure have been established to foster and insure that this objective is met. There is no intent to support practices or forestry assistance under this cooperative effort, that is not in the interest of the landowner and resource.

Department forestry staff continue to be involved, providing Stewardship planning help, marketing advice and other assistance in connection with the care and management of private forest lands. The Department is using the resources available in the best possible manner to encourage forest land stewardship and to extend the influence of professional forestry. Some roles are best met by the public forester while the private sector can make significant contributions to meet certain needs such as timber sale administration. Policy and program procedures, are in place to provide a level of flexibility to be able to render the best possible service within the constraint of available professional and technical staff. DEC forestry staff may still be involved in providing forest product marking advice, but only under certain limited situations when our cooperating

partners may not be in a position to meet landowner requests.

The health, productivity and welfare of our State's forests are concerns of many, including this agency and organizations such as the Society of American Foresters. Evaluation of program efforts and events directed to this end should be viewed as a tool to ascertain if desired results are being met and to serve as a catalyst to improve where deficiencies are found. Merely using such evaluations to paint a picture of foreboding or shortcoming is not a proper role nor does it serve a useful purpose.

Ultimately, the forest landowner will make decisions that will affect the resource. Armed with knowledge and the know how of a professional forester, these decisions and subsequent actions will benefit the owner, the resource and society. It is the Department's intent to provide a level of assistance to facilitate this end, in doing so, calling upon all appropriate resources to contribute to the task. Contrary to the beliefs of some, public policy has not been artfully contrived to enhance the role of the private sector forestry professional to the detriment of the public forester.

Programs such as the Stewardship Incentives Program (SIP) and the Forestry Incentives Program (FIP) are tools that have helped to underwrite forest improvement activities on tens of thousands of acres of nonindustrial private forest land. Many landowners have benefitted from these initiatives.

In closing I wish to reiterate the Department's desire for landowners to have access to information and assistance they need, to facilitate wise decisions on the management and future well being of New York forest lands. I am glad to see the NYFOA newsletter providing a forum for discussion on this topic.

—Frank M. Dunstan, Director  
Division of Lands and Forests, NYS DEC

## Privatizing NY Forestry Continued

Your editorial in the previous edition "Privatizing NY Forestry" was disappointing at best. The number of errors, misrepresentations, and unsubstantiated attacks on consulting forestry prevents a complete response due to time and length. I will only try to briefly respond to three points.

You accuse consultants of being little more than "timber brokers" working on commission basis. I have always offered my clients a fixed fee or an hourly rate for services, and certainly any client should be able to request a quote from any forester. I know others that do the same. Typically we do what's needed to satisfy the client and stay

within the bounds of sound forestry practice. As a member of the Society of American Foresters, NY Institute of Consulting Foresters, and DEC Cooperating Consultants, I am ethically bound to do so. Perhaps you might encourage landowners to ask if their forester is a member of one of these groups.

To expect that State Foresters should be available to accommodate all requests is unreasonable for a Department already overloaded with demands for services. As you noted, the consultant's profession was essentially started in New York by the DEC, in part to alleviate demands. Free services will generate an unlimited demand, as any economics student would tell you. Free services provided by government are subsidies. If the service were going to have a charge, then a market rate would be of little benefit or subsidy to the landowner. And I ask somewhat rhetorically, if a service isn't worth paying for, is it worth providing?

Landowners should not be left with the impression that "harvests of 10 to 20 acres do not have sufficient timber values" to justify the use of a consultant. With current values of maple, oak and cherry, virtually any lot can be managed. Conversely, high volume pine stands can make up for lower per-unit prices. Using President Cornell's own value of \$714 per acre, a 20-acre lot would be worth \$14,280. I have seen consultants manage larger parcels for less stumpage value.

In closing, your editorial showed an ugly side of NYFOA, divisive in what I would consider our own ranks. For an educational and political organization, that is not enlightened, and not good politics.

—Rick Percoco  
Greenwich, NY

## Congratulations Go Out!

I am writing about my daughter, Lexie Nichols who is 13 and had her first article "Return of the Wolf" published in the May/June 1998 issue of the NYFO. This article dealt with the wolf reintroduction into the Adirondacks.

Dick Fox thought it worthy of being entered into the Norm Strung/Youth Writing contest held by the Outdoor Writers Association of America, Inc. in Sioux Falls, NC. We just received notice that Lexie's article won 2nd place in the Junior Division of this world-wide writing competition, which is held annually. We thought your readers may be interested in hearing this exciting news. Lexie, who will be entering the 9th grade this Fall at Greeley High School in Chappaqua, NY, gets the inspiration for her work at our tree farm in Argyle, Washington County.

—Elizabeth Nichols  
Chappaqua, NY



# FORESTRY Awareness Day '99


JILL CORNELL

April 29, 1999 produced a flurry of interest and activity in the "Times Square" section of the concourse at the Capital. New York Tree Farm Program donated tree seedlings to passers-by, and presented legislators with seedlings potted in forestry mugs. All the legislative offices were happy to receive them, and most of them reported how tall past seedlings had become. Exhibitors were there representing: NYFOA, NYS Department of Environmental Conservation (NYS DEC), SUNY College of Environmental Science and Forestry (ESF), Cornell Cooperative Extension, the Watershed Forestry Program, International Paper, Finch Pruyn, Timbex Corp, Behan Communications, Domtar Industries, Northern Logger, Tug Hill commission, Paul Smith's College, and Parmelee Enterprises.

The highlight of the day was the Legislative Briefing held by the Commission on Rural Resources, and organized by Executive Director, Ron Brach. Commission Chair, Senator Patricia McGee and Vice-chair,

Assemblywoman RoAnn Destito, along with other legislators, listened to presentations reviewing the proposed Forest Tax Law Amendment. This Amendment will reimburse municipalities for revenue lost through participation in the 480 and 480a Tax Program. Excellent papers were delivered by Jim Biel of the NYS DEC, Bob Stegemann from International Paper, and Alan White from the Watershed Forestry Program. Visits to legislators were made by groups of participants. Reports indicated that all the legislators visited were receptive and interested in the forestry issues.

The day was capped by a reception honoring Dr. Ross Whaley, President of SUNY ESF. Sponsors of the event were: Empire State Forest Products Association, New York State Farm Bureau, NYFOA, and Northeastern Retail Lumber Association.

NYFOA participants enjoyed the day and contributed to the activities. Everyone learns from the experience. It is a worthwhile event—don't miss it in 2000! 

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## SUCH BEAUTY MUST QUICKLY CHARM

The Mock Orange is in full bloom  
as June again has its way;  
Clustered blossoms fragrance the air,  
born of buds that came in May.

But rains beat upon the boughs  
as June wanes into July;  
White petals flutter to earth,  
fragile and lost to the eye.

Such beauty must quickly charm,  
instilled in the mind to last-  
For the morning soon comes  
with white petals deep in grass.

Beauties and joys fade and fall,  
shed down by fleeting age,  
slipping through the graying limbs  
as Creation turns the page.

—Dorothy Darling

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# UNDERSTANDING AND PREVENTING TIMBER THEFT

PETER SMALLIDGE



With timber prices rising, more people are reporting that trees have been stolen from their forest land. Because many forest owners don't know when or if they have been victimized, it's difficult to determine just how common this problem has become. There are many honest loggers and foresters that work in the woods, but enough dishonest people to warrant your taking preventive steps. Here are some thoughts and strategies to help protect your forest and trees.

There are two general categories of timber theft. One category is when you have made an arrangement with a logger or timber broker who deceives you into thinking you are being paid what you deserve for your timber. Typically this is not illegal, and your best strategy is to seek counsel from unbiased people before you agree to a timber sale. You can get preliminary assistance from a Master Forest Owner volunteer through your county office of Cornell Cooperative Extension. Your local DEC office has unbiased professional foresters who can assist and who can help you find a private consulting or industrial forester and a Certified Logger. The second category of timber theft, and the focus of this article, is when someone takes trees from your

property without permission. The thieves may access your land from your neighbor's property, may steal trees from your property during a scheduled timber harvest on your land, or may steal trees from your property in your absence especially if you're an absentee forest owner.

What can you do? There are several steps you can take that will reduce the potential of your property as a target and increase your ability to establish claims if you become a victim. These steps include marking your property boundary, talking with neighbors, marking trees for cutting before you conduct a timber sale, not accepting money if you suspect timber theft, and checking references before you hire a forester or a logger.

An important, yet frequently overlooked step, is for you or someone you hire to clearly mark your property's boundary lines whether or not you ever plan to harvest timber. If you do not

post your land, blazed and painted boundary lines make it easier to prove criminal intent and can be effective in discouraging a dishonest logger from attempting to steal your trees. Thieves who call themselves loggers or foresters may initiate a legitimate timber harvest on your neighbor's property with the intent of gaining access to your timber. Knowing your boundaries and making them visible are good preventive measures.

Talking with your neighbors will help you know when logging is going to occur in your area and you can let your neighbors know when you are planning a harvest. Ask your neighbors to tell you if they plan a timber harvest and that you will return the favor. If your neighbor is planning a harvest, take the time to introduce yourself to the logger and offer to walk the property lines with the neighbor and the logger so there are no misunderstandings. An honest logger

*continued on page 7*

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## To Spring Is Born

Crystal beads of rain upon the bough,  
Newborn twigs with buds athirst;  
Spring has called down the rain now  
To nurture earth in growth immersed.

Cheery note of birdsong upon the bough;  
Tiny twig fingers uncurl into leaves  
As spring dips deep her brush now  
To paint in greens where eye perceives.

Cool climb of growing upon the earth;  
Life stirring anew from long at rest;  
Brush strokes of spring in tones of rebirth  
With glaze of summer sun soon blest.

Cadent patterns through earth's windowpane;  
Etchings of frost melt soft and away . . .  
Sounds of sleet now gentle rush of rain;  
To spring is born . . . a child named May.

—Dorothy Darling

## Understanding and Preventing (con't)

will appreciate your assistance and a dishonest logger will know you are not an unsuspecting potential victim. Also, you, your forester, or your friend should inspect your property during and several days after the neighbor's harvest looking for signs of illegal entry or cut trees. If your neighbors expect advance notice from you of logging on your property, they will know how to respond if they see logging activity on your property. If you talk with your neighbors, you will know to expect loggers and know if none are expected. Call your neighbors or the DEC if you see unusual activity in the woods.

Having a forest management plan, being an active forest manager, using professional foresters, and working with loggers from the "Trained Logger Certification" program can protect your forest and prevent your property from being used to steal your neighbors' trees. Select good foresters and loggers by checking references and credentials. Also, mark trees with paint prior to a timber harvest. Mark trees at chest height so loggers will know what trees to cut and also mark those trees at ground level so you will know if a tree was cut without your knowledge (be suspicious of loggers who carry paint cans). You can mark the perimeter of the area being harvested to limit access to other areas of your forest land. Also, include in your sale contract your policy for cutting unmarked trees. For example, some timber sale contracts will stipulate that unmarked but cut trees will be valued at \$100 per tree plus three times the stumpage value. Discuss with your forester your expectations for regular inspections during your harvest and a post-harvest inspection. Your forester should be familiar with reputable loggers, and those who have completed the "Trained Logger Certification" program.

Unfortunately all these preventive steps won't guarantee some of your timber will not be stolen. If you happen upon a theft in progress, immediately contact your county sheriff and the DEC

Bureau of Environmental Conservation Investigations (see numbers below). If the logger claims to have accidentally gotten onto your property do not accept money for trees taken because you won't be able to establish the timber removal was theft and you don't know the value of the trees that were taken. It is the responsibility of the logger, forester, and property owner where harvesting occurs to know where property boundaries are located, even if unmarked, to avoid this situation.

If you are walking through your forest and notice stumps you didn't expect you should call the DEC; in the lower Hudson River area call Capt. Dorothy Thumm (914) 332-1835; in eastern, northern, and central New York call Capt. Lawrence Johnson (518) 357-2035; in western New York call Capt. Gary Bobseine (716) 851-7007. You will likely have to hire a private consulting forester to estimate the value of timber stolen, but this will help ensure you are fairly compensated. The state attorney general's office is increasingly able to respond to and prosecute timber theft.

Timber theft is a concern for everyone involved in good forestry. Several groups have worked together to produce a video on timber theft, including New York Forest Owners Association, the Department of Environmental Conservation, Catskill Forest Association, Empire State Forest Products Association, and Cornell Cooperative Extension. If you would like to see a copy of the video, contact either: your local NYFOA chapter; the NYFOA general information hotline number (800-836-3566); Catskill Forest Association (914-586-3054); or your local DEC office. Strengthened legislation, coupled with increased public awareness and forest owner and logger education, can reduce this growing problem. ▲

*Dr. Smallidge is the State Extension Forester, Cornell University. This article, which is part of a series entitled "Forests For Tomorrow," is available from Cornell Cooperative News Service.*



# SHARING A SEEDLING RESOURCE

HENRY S. KERNAN

Every first Friday in May brings my hopes for rain and the following day for sun. Then all comers are welcomed, to take white spruce from a forest stand near my house, in any quantity and size, and to take water from a pond close by to keep them moist. The little trees can be had without payment and without digging. They are growing in moss. A garden fork loosens their roots and allows their lifting without damage. Wrapped in wet cloth and planted the same day, they survive and grow well on a variety of sites.

After ten years of such giveaways the takers still come and find seedlings by the thousands, abundant as ever. They come in droves — singles, couples, families, with bag, basket and pail, eager for seedlings without the expense and formality of a nursery order. In fair weather their take is about 3,000.

The project began with planting an old field, in 1962; or perhaps 10,000 years before. The Wisconsin glacier left a flat-topped moraine of five acres 100 feet above the valley floor. Years of grazing and cropping for corn had left a surface more of stones and weeds than of grass. Even pioneer trees had failed to appear. The only users were

woodchucks for their burrowing and woodcocks for their courting.

The choice of white spruce has turned out well. White spruce is a tree of the boreal coniferous forest from Labrador through Alaska to the Behring Sea. Yet, it is a rustic species, hardy well south of the native range. Deer stay away from the dense, prickly foliage and weevils from the leading shoot.



White spruce is a slow starter, but now my 1962 planting is 40-50 feet high and up to 12 inches in diameter. The constant fall of needles, cones and twigs has replaced the weeds, and covered the stones and bare soil with a duff of what has fallen from above and what has seeded in moss, ground pine and seedling trees.

The trees survive for a few years in the filtered light of the forest floor. To encourage them, to give them more warmth and light, I have removed the branches of the parent trees as far up as my saw will reach; about 20 feet. The results are thousands of vigorous seedlings to give away each year.

Nevertheless, the monoculture of spruce is only a passage to the return of the native trees, maple, oak, beech and pine. With 36 already in place, the latter are my favorites to dominate the forest. Turkey will roost in them high above the spruce; and the native forest will have returned in full measure. Perhaps this time for good. ▲

*Henry Kernan, of South Worcester, NY, is a consulting forester in World Forestry, a Master Forest Owner Volunteer and a regular contributor to The New York Forest Owner.*



Help for New York's forest owners . . . is available from the Extension Office of the SUNY College of Environmental Science & Forestry. We offer information and guidance on various issues and problems confronting forest owners including plant and tree characteristics and preferences, wildlife, insects, and diseases. Damage samples and on site inspection, when appropriate, are used to aid in diagnosing insect and disease problems followed by advice on control measures. Your call will also help alert us to potential forest health issues for New York's forests and enhance our ability to keep abreast of current conditions. Contact us at (315) 470-6751.



# NYFOA Fall Membership Meeting

Saturday, October 9, 1999

*Sponsored by*  
Western Fingerlakes Chapter

Urban Forestry at Cornell Cooperative Extension  
249 Highland Avenue  
Rochester, NY

Rochester has been a leader in urban forestry since tree planting on city streets commenced in 1837. The world's largest nursery of the 19th century became Highland Park, designed by Frederick Olmstead in 1888. It contained many exotic trees and 315 species of conifers. See some of the unusual trees that will grow in our area. Their management and that of the park will be discussed by City, County, and DEC foresters.

## Agenda:

10:00-11:00 am	Coffee and Registration at Highland Avenue
11:00-12:00 am	Urban Forestry in Parks
12:00-1:00 pm	Lunch
1:00-5:00 pm	Tour of Highland and Durand Eastman Parks
5:30-6:30 pm	Social Hour: Cash Bar at Winton Place
6:30-7:30 pm	Dinner
7:30-8:30 pm	Urban Forestry in Cities

## Directions:

You can reach 249 Highland Ave. via Route 390 from the south from Route 17 or Thruway Exit 46. Go North on 390 to Exit 16. Then north on Route 15A to South Avenue or Mt. Hope Avenue. Go 1.5 miles and turn right on Highland Ave. Exit 16 on Route 390 can also be reached, through several confusing interchanges: from the Thruway exit 47 take 490 to 390 south, or from Exit 45 take 490 to 590 south to 390 north. *Maps for tours, dinner, and lodging will be available at the meeting.*

## Lodging:

At Exit 14 on Route 390 – West on Jefferson Rd. (Route 252)  
Holiday Inn: \$79 until 9/11/99, Phone: 1-800-Holiday  
Econolodge: \$59 until 9/8/99, Phone: 800-837-9906  
At Exit 12 on Route 390 and Thruway Exit 46 – West on Lehigh Station Rd.  
Microtel: \$35.95 (1-4), Phone: (716) 334-3400  
Marriott: \$80 until 9/24/99, Phone: 1-800-228-9292 (go south on Route 15 for one half mile)

## Detach Reservation Form

Reservations and cancellations must be received by Thursday September 30, 1999

Attending from 10 am - 5:00 pm # \_\_\_\_\_ @\$15.00 \_\_\_\_\_

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# A long the finger lakes trail: *The Garrison's Island of Hospitality*

BY IRENE SZABO

**P**lunk in the middle of a weedy old field, visible from Bean Station Road, is a beautifully painted sign in script with the chorus from Woody Guthrie's song "This Land is Your Land," welcoming any and all to sojourn there. That was my first clue back in the 1980's that the landowners here were special. The following years have merely confirmed that Bill and Ellen Garrison are indeed treasures, and that their 98 acres south of Prattsburgh in northern Steuben County are an island of hospitality.

Bill and Ellen, "retired" folk from Indiana, offer for sale a constantly revolving cornucopia of produce from their land: their Morningglory Farm offers vegetables, homemade pickles, garlic, apples, cider, gladiolas, maple sugar and firewood. The hanging roadside signboard is changed as offerings ripen and become ready under the legend "For every thing there is a season . . ." Ellen makes the pickles and puts up garlic cloves in printed "Morningglory" bags, and Bill

taps sugar maples in their picnic grove down near the bottomland and boils the sap in a shack nearby. Their apples are mangled into cider in a homemade press whose fitted cherry bed is a wood-working wonder to behold. Flowerbeds and stone walkways greet customers on both sides of Bean Station Road, and tidy orchards surround the old farmhouse and Bill's woodworking shop.

Within view above their backyard is a cleaned-out cemetery from the 1800's. Bill, the history buff, and his sons retrieved the fallen headstones and crumbling rock wall from decades of neglect, removing whole trees and replanting traditional lilacs and daffodils. Painted sign whimsy continues: a verse from *Thanatopsis* graces a sign next to the cemetery, while uphill in woods at the junction of two old tractor lanes is a bright yellow plaque, inscribed "Two roads diverged in a yellow wood, and I . . . I took the one less travelled by . . ." Continuing their involvement in local historic preserva-



Bill and Ellen Garrison welcome people to their Morningglory Farm.

tion, each October the Garrisons host the Prattsburgh Historical Society's "Pilgrims' Thanksgiving": a huge picnic down in the maple sugar grove,

*continued on page 11*

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with venison stew bubbling in a black iron caldron over an open fire, turkeys roasting in the maple sap pans, and dozens of harvest dishes spread on long tables. Any and all are invited, second Saturday. Follow the painted grizzly signs that tell drivers when to "bear left." Groan.

In 1996 Steuben County celebrated its bicentennial, so a fitting event was concocted by characters like Bill, who went on what he considers his Last Great Adventure, a re-enactment of wooden "ark" rides down the Cohocton and Chemung Rivers to the Susquehanna, and eventually to Baltimore. This is how folks used to get their goods to market, then they would sell the ark's lumber and walk back home to Bath and Corning. Bill was seventy that year. No, they did not walk back, but it was a monster undertaking: water was often so low the ark had to be poled along, and modern river control obstacles required the ark to be trucked several times around impediments, like the monster Conowingo Dam near the Maryland border.


So how have I been lucky enough to meet these people, when I live an hour and a world away? The Bristol Hills Branch of the Finger Lakes Trail (FLT) meanders for almost three-quarters of a mile on Garrison land, connecting the swampy woods at the head of onion-growing mucklands down at 1200' elevation, one of only two such fertile oases in Steuben County, with Urbana State Forest, which levels off at 1850'. I am the volunteer caretaker of that trail portion, so I have been blessed not only with meeting the Garrisons, but also, along with hundreds of other hikers, get to enjoy a wonderful place on private land that most people would never see if the trail was not there.

Not only do they welcome hikers with yet another painted trail side sign offering water, a phone, whatever, but they also were the first landowners to offer to put a permanent easement into their deed. This easement allows the

FLT passage there forever: no matter who owns the place in the future. Few can imagine what an incredible relief it is to trail caretakers to have at least *one* property we cannot get thrown out of, since our FLT permissions with more than 300 private landowners are, after all, only a handshake affair. This is a precious gift to someone who has gone to farm auctions to meet the new owners, only to be told to move the trail, who has been forced to put the trail route down a road when two adjacent permitting landowners could not be pieced together. In this case the protected route is even more critical since it connects Bean Station Road to the wonderful state forest above, which is another story in itself.

As if all this were not enough, a few years ago Bill was seized by the urge to build a three-sided shelter for overnight campers uphill in a dark hemlock grove below his oak woods, and thus began a two-year riot of cooperative effort that has resulted in the most posh campsite along our whole 800 miles of trail. Logs from both the Garrisons' woods and from the state forest ("bought" for \$25 and hauled by local farmers) were squared with FLT and NYFOA member Ted Anderson's portable saw mill, and grew gradually into a dry snug shelter with six bunks inside, a roof extension over a block fireplace with grate, and little cupboards on the walls with cups, cooking staples, and utensils for those who have not yet learned to pack, surely Ellen's touches. An unlikely assortment of local Boy Scouts, FLT helpers, Bill's family and "retired" friends, and even a few days' worth of federally-funded Americorps kids contributed to this monument in the forest. Then Bill, his son, and grandson added an outhouse required by the site's popularity.

This past February Scout leader Dennis Bender took his boys for a long weekend to the "Evangeline Shelter" (another sign with poetry explains that); afterwards he called me to rave about the Garrisons' friendliness. Even

though the shelter and house are far enough apart that their paths need not have crossed, Bill came up on his tractor to make sure the boys had everything they needed, then invited the troop down to the sugar shack to see a process none of them had previously enjoyed. Despite their intentions to rough it for the weekend, the troop eagerly accepted hot biscuits with maple syrup from Ellen, and a small group of boys had a few days with temporary grandparents they will never forget. 

*In addition to tending New York trails, Irene Szabo is a member of the Western Finger Lakes Chapter of NYFOA and a Director of the Finger Lakes Land Trust.*

---

## Author

In the deep night they come to me,  
Sometimes two, more often just one—  
They move through the long hours  
Like shadows that seek the sun.

In the day I meet them face to face—  
And sometimes I am by love drawn  
To a man so haunted, he takes my heart  
And invades my mind like a sad song.

By night and by day we come face to face—  
Sometimes I am by love overcome  
And cannot put away what I have wrought  
Until the tale is finished, another begun.

They come like a parade before me,  
Revealing their agonies for me to see  
And leave me wondering what is true—  
Whether I created them or they me.

Their joys often fulfill my need—  
I share their sorrows, their fears—  
When their lives are shattered  
My pen is paused by my tears.

Out of my heart and mind they rise—  
I march them trembling to tale's end—  
I give them lives I could not live,  
Characters born of my restless pen.

—Dorothy Darling



# NYFOA AWARDS

## HEIBERG MEMORIAL AWARD PRESENTED TO JAMES E. COUFAL



*Bob Sand presents the Heiberg Award to Jim Coufal*

Each year the New York Forest Owners Association (NYFOA) presents the Heiberg Memorial Award to recognize outstanding contributions to forestry and conservation in New York State (NYS). The award memorializes Svend O. Heiberg, a renowned Professor of Silviculture at the NYS College of Forestry (now the SUNY College of Environmental Science and Forestry), who was responsible for proposing the establishment of a forest landowner association in New York State 38 years ago. With Dean of Forestry, Hardy Shirley, Professor Heiberg began the meetings that eventually organized NYFOA.

This year at its April 24, 1999 Annual Meeting, attended by many of his colleagues, past students, and numerous friends and acquaintances, NYFOA presented the Heiberg Memorial Award to James E. Coufal for his outstanding forestry career in New York State. The award recognized Professor Emeritus Coufal's excep-

tional leadership in environmental ethics and his dedication to excellence as educator, lecturer, author and administrator.

Born in 1938, the youngest member of a Syracuse family, Jim attended Syracuse City Schools. He received a Certificate in Forestry from the NYS Ranger School at Wanakena and B.S. and M.S. Degrees from the NYS College of Forestry. After graduation, Jim spent a year with the Forestry College's Extension Department before he moved to Asheville, North Carolina for two years to work as a forester for the Tennessee Valley Association.

In 1965, Jim returned to Wanakena and began his long and distinguished association with the state's forestry education. He progressed from Instructor to Professor, before he served as Director of the Ranger School from 1977-82. During a 1975 sabbatic, he completed an Ed.S. degree in Educational Administration at SUNY Albany. In 1983, Jim moved back to Syracuse and served as a Teaching Professor on SUNY ESF's Faculty of Forestry until 1986, when he was named Acting Chair of the Faculty. From 1987 to 1994, Jim resumed his teaching duties as a Professor. In 1995, he was appointed Chair of the Faculty of Forestry and served in that capacity until his retirement in 1997.

Since 1960, Jim has served his profession through membership in the Society of American Foresters (SAF). He has served on numerous state and national committees, been elected New York SAF Chair, and represented the New York and New England Chapters in the SAF Council. In 1999, Jim was elected President of SAF and is currently traveling throughout the United States fulfilling his duties.

### Heiberg Award Recipients

1967	David B. Cook
1968	Floyd Carlson
1969	Mike Demeree
1970	No Award
1971	Fred Winch, Jr.
1972	John Stock
1973	Robert M. Ford
1974	C. Eugene Farnsworth
1975	Alex Dickson
1976	Edward W. Littlefield
1977	Maurine Postley
1978	Ralph Nyland
1979	Fred C. Simmons
1980	Dr. William Harlow
1981	Curtis H. Bauer
1982	Neil B. Gutches
1983	David W. Taber
1984	John W. Kelley
1985	Robert G. Potter
1986	Karen B. Richards
1987	Henry G. Williams
1988	Robert M. Sand
1989	Willard G. Ives
1990	Ross S. Whaley
1991	Robert S. Stegemann
1992	Bonnie & Don Colton
1993	Michael C. Greason
1994	Douglas C. Allen
1995	John C. Marchant
1996	Harriet & John Hamilton
1997	Vernon C. Hudson
1998	Peter S. Levatic
1999	James E. Coufal

NYFOA applauds the accomplishments of Jim Coufal, a man of great character, intellect and accomplishment, who by his dedication to excellence, has contributed both to his chosen profession. Congratulations Jim, and thank you for an outstanding contribution in the fields of Forestry and Conservation in New York State. 🌲

*This article contains a portion of Robert M. Sand's Heiberg Memorial Award presentation to James E. Coufal as chair of the 1999 NYFOA Awards Committee consisting of Larry Lepak, Harry Dieter and Betty Wagner.*



## SCHAEFER'S RECEIVE NYFOA SERVICE AWARD

The twenty-second New York Forest Owners Association's (NYFOA) Outstanding Service Award was presented to Eileen and Dale Schaefer at the 1999 Annual Meeting. The award, which recognizes outstanding service to the NYFOA membership, acknowledges the Schaefer's involvement, concern and support for NYFOA for more than a decade.

The Schaefer's became NYFOA members in 1989 and have been active in both the Western Finger Lakes Chapter (WFLC) and the organization's Board of Directors. Their involvement and dedication to New York State's forest landowners is illustrated by their many mutual and individual contributions: co-hosts of numerous WFLC "Wood Walks" on their property near Springwater, NY; co-chairpersons of the NYFOA's 1995 Fall Meeting on the Hemlock and Canadice Lakes watersheds owned by the City of Rochester; Eileen's 1993-1997 service as chairperson for the WFLC Chapter and WFLC's Representative on the NYFOA Board; and Dale's 1998 service in the same capacity.

In 1991, Dale was one of the first graduates of the Master Forest Owner Covert Program held at the Cornell



*Eileen and Dale Schaefer receive the 1999 service award from Bob Sand*


University Arnot Forest. Eileen further received a President's Award from NYFOA President William Miner in 1996.

The NYFOA membership sincerely appreciates Eileen and Dale Schaefer's contributions of time, talent and energy to our organization. Congratulations Eileen and Dale, and thank you for your service to NYFOA and New York State's forest landowners.

*This article contains a portion of Bob Sand's NYFOA Service Award presentation to Eileen and Dale Schaefer. Sand chaired the NYFOA Awards Committee and made his remarks on behalf of his committeepersons: Larry Lepak, Harry Dieter and Betty Wagner.*

**NYFOA's Outstanding Forester Award on Page 14.**

# NYFOA NEWS

 The Tree Farm System has extended the deadline for the Tree Farm Stamp petition. The period to receive petitions for our chapter petition contest has now been extended to August 15, 1999.

### New Editor for New York Forest Owner

 The Board of Directors of New York Forest Owners Association (NYFOA) is pleased to announce the appointment of Mary Beth Malmsheimer as editor of *The New York Forest Owner*.

Mary Beth owns Desktop Solutions, a desktop publishing and marketing firm located in Cazenovia, New York. Her company specializes in producing magazines, newsletters, brochures and manuals and serves as a marketing consultant for a variety of corporate and nonprofit clients.

Mary Beth and her company have worked on numerous projects with New York State's forestry and forest landowner leaders, including the SUNY College of Environmental Science and Forestry's Faculty of Forestry and the Empire State Forest Product Association's Sustainable Forestry Initiative. In addition to her new editorial duties with *The New York Forest Owner*, Mary Beth serves as the managing editor of *The New York Forester*, the New York Chapter of the Society of American Foresters' quarterly publication.

Dick Fox, the retiring editor of *The New York Forest Owner*, assisted Mary Beth with this issue. As editor, Mary Beth plans to continue Dick's editorial tradition of providing a magazine that reflects NYFOA members' interests and concerns, and informs and stimulates the state's forest landowners. Mary Beth welcomes NYFOA members' articles and suggestions.

### Outstanding Service Award Recipients

1978	Emiel Palmer	1989	Alan R. Knight
1979	Ken Eberly	1990	Earl Pfarner
1980	Helen Varian	1991	Helen & John Marchant
1981	J. Lewis Dumond	1992	Richard J. Fox
1982	Lloyd Strombeck	1993	Wesley E. Suhr
1983	Evelyn Stock	1994	Alfred B. Signor
1984	Dorothy Wertheimer	1995	Betty & Don Wagner
1985	David H. Hanaburgh	1996	Betty Densmore
1986	A. W. Roberts, Jr.	1997	Norman Richards
1987	Howard O. Ward	1998	Charles P. Mowatt
1988	Mary & Stuart McCarty	1999	Eileen and Dale Schaefer



# NEW OUTSTANDING FORESTER AWARD PRESENTED TO HASTINGS AND CADIEUX

JILL CORNELL

The New York Forest Owners Association (NYFOA) presented its new "Outstanding Forester Award" to Ron Cadieux and John Hastings at its Annual Meeting on April 24, 1999. Both men are Foresters with the NYS Department of Environmental Conservation in the Southeastern Adirondack area.

Hastings and Cadieux were commended for their work on the NYFOA Family Forest Fairs held at the Washington County Fairgrounds in 1997 and 1998. NYFOA also recognized their volunteer efforts in its Southeastern Adirondack Chapter (SAC), where they have planned and implemented numerous programs and educational woodwalks.

John Hastings helped to form SAC in 1990 and has been the editor of its newsletter since 1992. He has served on the NYFOA State Board of Directors since 1994. He is the State Forester for Saratoga County. John is also an Inspector for New York Tree Farm Program (NYTFP) Certifications and received the NYTFP's Tree Farm Inspector of the Year award in 1998.

Ron Cadieux is a Regional Area Chair and a member of NYTFP's Board of Directors. He is the State Forester for Washington County. Ron is an accomplished speaker and authority on managing the equity of a privately-owned woodlot, and managing a woodlot for wildlife habitat enhancement.

NYFOA applauds the accomplishments of Ron Cadieux and John Hastings for their dedication and service to forestry and New York forest landowners. Congratulations Ron and John, and thank you for support of NYFOA. ▲

*This article contains a portion of Jill Cornell's presentation of NYFOA's Outstanding Forester Award. Jill delivered her remarks on behalf of NYFOA's Awards Committee, which consisted of Robert Sand (chair), Larry Lepak, Harry Dieter and Betty Wagner.*



Ron Cadieux and John Hastings receive the Outstanding Forester award from Jill Cornell.

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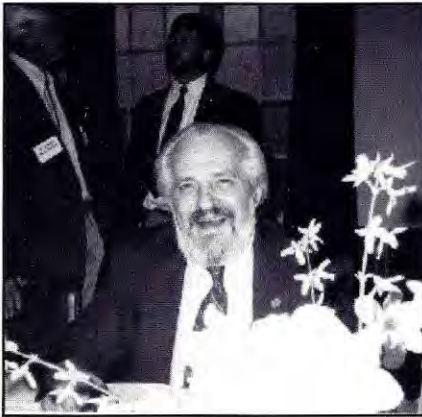
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**Thank You**  
To Our Retiring Editor  
**Dick Fox**  
For a job well done!



We are very grateful for Dick Fox's years of service. He has contributed countless hours to the production of *The New York Forest Owner*. We wish him luck and happiness in his future endeavors and hope he enjoys his "retirement." Thank you again Dick, for all your help over the years.  
-NYFOA

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# PEACH BARK BEETLE and Black Cherry

By DOUGLAS C. ALLEN

**P**each bark beetle has been a recurrent pest of peach and cherry orchards throughout the northeast since the mid-1800s. My first encounter with this insect in New York occurred on the heels of a major defoliation of black cherry by cherry scalloped shell moth (NYFO Nov./Dec. 1993) in the late '60s and early '70s.

Bob Jordan, a consulting forester in Sinclairville, NY, noticed a severe bark beetle outbreak in a young cherry stand this spring and called it to our attention. Because black cherry is so valuable and many stands in western New York are recovering from a recent bout with the scalloped shell moth, it seemed like a good time to alert forest owners about this bark beetle.

Most bark beetles are considered "secondary" insects, because they

require a weakened or stressed host for successful colonization and development. For example, heavy defoliation or drought may impair a conifer's ability to produce resin or the capability of cherry and peach to manufacture gum. Both substances are important for the host to successfully defend against bark beetles and other invaders. Many outbreaks are initiated when beetle populations build up in freshly cut slash and numbers increase to the point where the beetle is able to "mass attack" vigorous trees and overcome the latter's natural defenses. These pests have evolved incredibly sophisticated mechanisms to locate mates, to isolate susceptible hosts and to regulate the degree to which other members of the species are attracted to a suitable breeding site. This behavior assures successful reproduction and survival.



*Figure 1* Light colored mass of gum on cherry bark.



*Figure 2* Multiple attacks by peach bark beetle indicated by dark masses of gum.

## PEACH BARK BEETLE

The oblong, cylindrical adults are 1.0 to 1.5 mm (.04 to .06 inches) long and light to dark brown. In short, very hard to see when resting on or buried in the bark! The most obvious evidence of attack is black cherry's attempt to "pitch out" or flush the invaders from their entrance holes by manufacturing prodigious amounts of gum. When first produced, the gum is clear (**Fig. 1**) but it darkens with age (**Fig. 2**). Eventually, either because of its own weight or the pressure of a heavy rain, gum deposits will dislodge and a residue accumulates at the base of the tree.

Another sign of attack is the appearance of small piles of dark reddish-brown wood chips on the bark. Each beetle produces this fine, woody frass as it bores an entrance hole and penetrates the bark to excavate a brood gallery in the inner bark or phloem (**Fig. 3**). Often the tiny entrance holes are hidden beneath bark flaps or in bark crevices, making them difficult to

*continued on page 17*





**Figure 3** Entrance galleries of peach bark beetle in inner bark of cherry.

detect. The brood or egg gallery is horizontal (at right angles) to the grain of the wood and 1.0 to 2.5 inches long. The end of the brood gallery and the short entrance gallery often form a Y. The female deposits eggs along the side of the brood gallery, and eventually larval galleries appear in the inner bark above and below it parallel to the wood grain (Fig. 4).

#### HOST SUSCEPTIBILITY

Experience in New York and Pennsylvania indicates that black cherry stressed from heavy and repeated defoliation by cherry scallop shell moth or forest tent caterpillar (NYFO Sept./ Oct. 1992) may be especially prone to attack by peach bark beetle. Outbreaks have also occurred when excessive amounts of black cherry slash and defective cherry logs are left in a stand. Both can serve as suitable breeding sites immediately following a cut. The beetle population builds up in this downed material and then by sheer numbers is able to quickly overcome the defenses of adjacent trees.

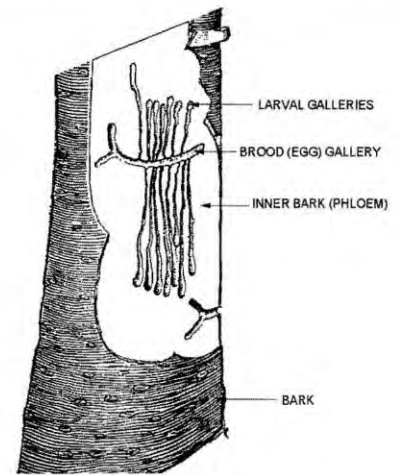
#### Management

Preventing episodes of heavy (e.g., >75%), repeated defoliation in high value cherry stands is one way history suggests we can prevent a build up of peach bark beetle. When monitoring indicates defoliation will be heavy for a second consecutive year, it would be wise to consider applying an appropriate insecticide to save foliage the second growing season. When thinning a stand or implementing a selection cut, be sure all cherry debris is removed (say for firewood), or at least it should be cut into small enough pieces to facilitate rapid drying. It is very unlikely the beetle will successfully complete a brood when the inner bark is dry.

After cherry has been heavily attacked by the beetle, the only option is one of salvage/sanitation. Infested trees should be harvested as soon as possible to recover economic values before degrade associated with gummosis occurs (salvage). When this is done early in the growing season, the localized beetle population is significantly reduced because much of the infested material is removed from the stand (sanitation).

#### ECONOMIC IMPACT

When large numbers of peach bark beetle attack black cherry (Fig. 5), gallery construction girdles the host, killing it in one or two growing seasons.



**Figure 4** Gallery pattern typical of peach bark beetle.

Trees may recover from light infestations, but the valuable wood can be significantly degraded when pockets of gum are overgrown by sound wood in succeeding years, creating gum spots. After a few years, gum defects are completely hidden and cannot be detected until logs are processed. ▲

*This is the 45th in the series of articles contributed by Dr. Allen, Professor of Entomology at SUNY-ESF. Reprints of this and the complete series are available from NYFOA. It is also possible to download this collection from the DEC Web page at: <http://www.dec.state.ny.us/website/dlf/privland/linkspag.htm>.*



**Figure 5** Stand of black cherry heavily infested with peach bark beetle. Note white gum spots on the bark. (photo R. Jordan).



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The approximately 450 sawmills in New York State produce about 550 million board feet of lumber with an estimated market value of about \$270,800,000. The mills employ

approximately 2,100 people.

Sawmills are found in almost every county of New York, but major concentrations are found in extreme southwestern New York (Cattaraugus and Chautauqua counties), south central New York (Delaware and Otsego counties) and around the Adirondacks (Essex, Herkimer, Oneida, Lewis, and Warren counties). These are primarily rural counties where alternative employment opportunities may be severely limited. Thus the contribution to the local economies becomes even more important.

The number of mills, employment, and lumber production are all dynamic with changes over the decades. From the early peak of lumber production in the mid-1800s when New York state led the nation with an annual output of 1.3 billion board feet, production declined to about 160 million board feet in the 1930s. Following World War II, production climbed somewhat and has been relatively constant for several decades at about 500 million board feet. During the last 100 years the composition of lumber produced

# LUMBER PRODUCTION

KEVIN KING  
AND HUGH CANHAM

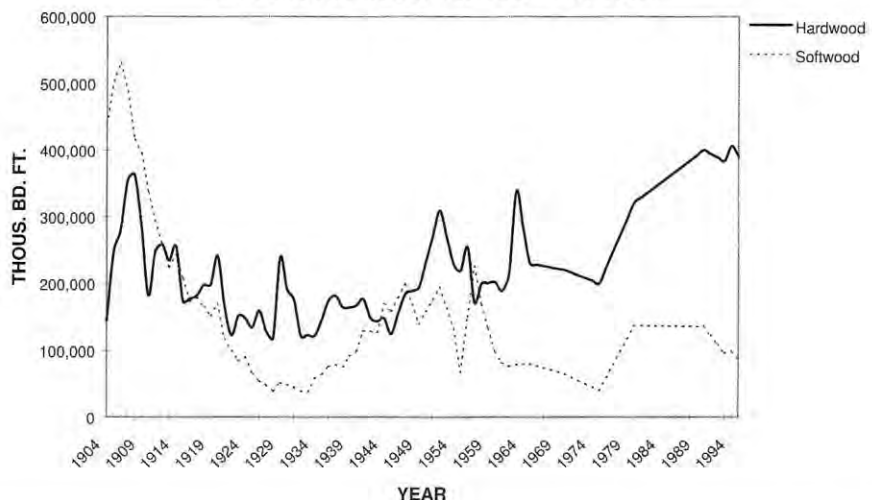
also shifted from about 80% softwood (pine, spruce) in the 1800s and 20% hardwood (maple, cherry, oak, etc.) to, at present about 80% hardwood and only 20% softwood.

The size and number of mills has changed as technology has developed in the industry. For example, in 1952 there were about 1,500 sawmills. Between then and 1965 almost 1,000 went out of business. These were, however, mainly the small mills, consequently output did not change appreciably. Recently, the biggest technological development in this industry has been in lumber handling, reducing the number of laborers required to move, sort, and handle a given quantity of material.

Lumber produced by the state's sawmills is used for many varied products. Between 50 and 60 percent is probably exported to other states and other countries to be manufactured into furniture, cabinets, millwork, and other consumer products. The remainder goes to in-state manufacture of furniture, pallets and other secondary manufacturers. ▲

*Hugh Canham is Professor of Forest Economics at SUNY ESF and Kevin King is Executive Director, Empire State Forest Products Association (ESFPA). This article previously appeared in "Just The Facts," an ESFPA publication.*

**LUMBER PRODUCTION IN NEW YORK STATE  
HARDWOOD & SOFTWOOD: 1904-1995**





New York currently has 5 mills that process roundwood and wood chips into paper and paperboard, and another that, while processing wood into

# WOODPULP & PAPER PRODUCTION

KEVIN KING  
AND HUGH CANHAM


chips, produces a type of hardboard. These mills are located primarily where the industry has always been concentrated, around the fringes of the Adirondacks.

New York's woodpulp and paper industry has, like other sectors of the forest-based economy, been both dependable yet dynamic over the years. The start of the North American paper industry occurred in New York on the upper Hudson. Today that mill, owned by International Paper Company, is still operating. In 1939 there were approximately 42 woodpulp and paper mills in the state. By 1963 the number had shrunk to 18, and today there are only 5 active mills and the future of one of those is in serious question. During that same period paper production has risen and fallen. The mills have become larger and more efficient.

The mix of paper products and wood species used has also changed. Up until the early 1950s, softwood, mainly spruce and balsam, were the principal species used. Today, due to technological developments in the industry, hardwoods

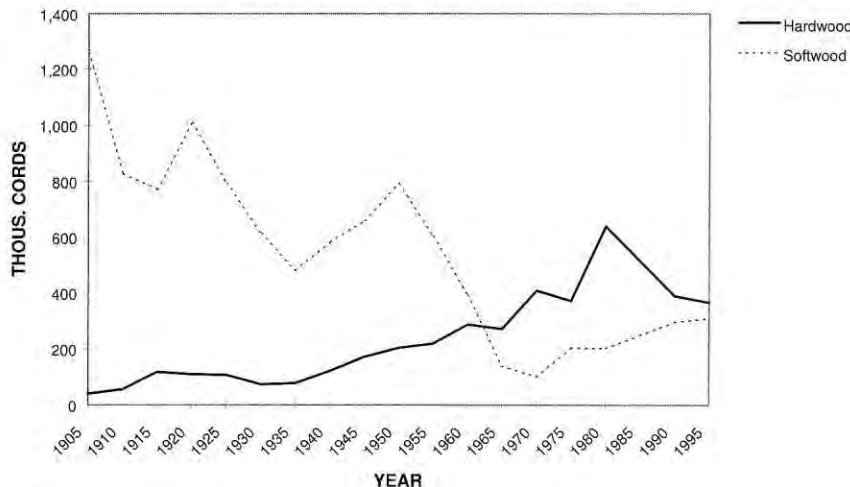
account for about 60 percent of all pulpwood consumed by New York's mills. Paper products are dominated by bond and fine writing papers.

The southern United States has taken over the newsprint and kraft (brown) paper markets.

By current national standards New York's woodpulp and paper mills are older and smaller. They have been able to survive by being close to markets and specializing in specialty products and book related papers. New York is a leader in paper manufacturing, currently ranking sixth in the nation in value of shipments of paper production. Many of the establishments use wood pulp produced elsewhere or purchase paper from paper mills and recut, process, and package the paper for direct consumer use. Paperboard mills and other paper converting firms add to the total. Collectively, the paper industry in New York state employs about 34,000 people and generates payrolls of about \$1 billion. 

*Hugh Canham is Professor of Forest Economics at SUNY ESF and Kevin King is Executive Director, Empire State Forest Products Association (ESFPA). This article previously appeared in "Just The Facts," an ESFPA publication.*

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# PAY *A Consultant?*

MIKE GREASON

Often landowners question paying for consultant services even when considering a timber sale. Usually the landowner wants to have all the money and not share a percentage of the sale income.

Most of us employ lawyers to draw our wills and conduct our legal business. We may hire an accountant to prepare our tax returns. Isn't it logical then to hire a forestry expert to assist us if we lack the technical expertise to competently represent ourselves?

Unfortunately the answer to this question is much too frequently, "No."

When people ask me about hiring a consultant, I like to respond with an example from the days when DEC service foresters were marking a lot of timber.

A few months before I was contacted by a landowner who had purchased 34 acres of woodland, he was contacted by a logger and offered \$7,600 for all the timber. The owner mentioned he would like my opinion before signing a contract. The logger responded that I would spoil the sale; and he guaranteed he would pay less, if I was involved. The owner contacted me anyway.

As we walked the property, the new owner expressed an interest in receiving some income to help offset the parcel purchase. The woodlot was the most impressive stand of timber I had ever seen. The discussion which ensued covered short and long range goals, various management options, and projections of future opportunities. To meet the college costs of an eleven year-old son and to compromise between short-term needs and long-term desires, we set upon a course of management involving a selection harvest on seventeen acres. I com-

menced to mark 377 thousand board feet (MBF) of primarily white pine and hemlock to favor hard maple and hemlock growing stock. It is not everyday a forester can mark 20 MBF per acre and still call the sale a selection cut; but this sale represented about 40% of the trees on the site. The cut was planned to be a little heavy in the white pine because many of those trees were over mature and the owner

needed to recoup some of his land purchase investment. To make a long story shorter, the logger returned to point out that I had indeed missed more than half the timber. He reduced his bid to \$7,000. The landowner mused over the fact the offer had only dropped \$600 and decided to solicit bids to see what competitors might offer. A dozen bids came in ranging from \$11,200 to \$11,400 and one bid

*continued on page 21*

## SHOULD I USE AN INDUSTRIAL FORESTER?

Industrial foresters normally buy timber for their parent company and, in that position, have a responsibility to their employer to supply the mill with raw wood products. In order to gain access to private forest land, many companies provide forestry services to landowners.

These services and the agreements that go with them vary by company. Some companies provide free service in return for some type of commitment from the landowner for stumpage availability. Some companies charge fees for service, but do not require the wood be sold to them. The variety of services and the cost/benefit factors vary considerably as do those of consultant foresters. Landowners should assess their needs and determine who best fulfills them.

Some companies will develop forest management plans that make the forest owner eligible for the forest tax law (Real Property Tax Law, Section 480-a) or for federal cost sharing under the Stewardship Incentive Program (SIP). Many also perform Tree Farm inspections for certification under that industry sponsored recognition program.

The important factors landowners need to consider when choosing a forester are: who best understands and can fulfill

the owner's goals; what are the cost/benefit returns for the services rendered; who has the personality the owner is most comfortable with; and whose references check out the best.

Forests are long term investments. They are often an under-appreciated, misunderstood resource. They are also dynamic and diverse. When contemplating any management action, forests deserve our full careful consideration. Landowners should make informed decisions about when to harvest, when to wait or when to invest in some sort of conservation practice. Owners should develop a clear set of realistic goals so maximum pleasure and economic reward can be gained from ownership investment. A professional forester can be an extremely valuable guide for forest owners as a resource for information upon which to base informed decisions.

As a public forester, I have met outstanding foresters from all sectors of the forestry profession. There are no simple answers regarding with whom the owner should do business. It comes down to the comfort of the person doing the choosing. Fortunately, there is plenty of competition, so landowners have a good pool of professional help. -M.G.



arrived at \$17,635. Needless to say this landowner would have been happy to pay consultant fees. He entered a contract where he was in control of which trees would be cut. He had money in hand before the cutting started, and a performance bond to assure contract compliance for protecting his interests. After two decades, the other half of the stand was successfully harvested with the assistance of a forester.

A few summers ago I happened to have the opportunity to show this area

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*“Here the public interest is to encourage the owner to utilize a forester and provide encouragement to the private sector to utilize acceptable standards.”*

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to another forester. We agreed the stand is highly productive, carrying at least 25 MBF per acre of very high quality sugar maple and other species. It is again ready for a very profitable harvest. This woodlot stands tribute to the benefits of careful forest management carried out with professional forester assistance.

This story does not state that loggers are crooks. I want to make that point clear. We all know some are dishonest; but any business transaction between a willing buyer and a willing seller can present the sort of issues seen here without concluding that deception is occurring. Loggers have different costs and different marketing opportunities. Some can simply afford to pay more than others. Some are more efficient. Perhaps the logger had plenty of timber bought ahead and was only interested in cheap wood or didn't want any finance charges and only offered available cash. Many factors

may determine what someone is willing to pay for their resource inventory.

The point of this story is that it pays to know what you are selling (or buying). To make informed decisions, people often benefit from expert advice. In my experience, forest owners have always gained by using a good forester. Gains can be direct income or they may include less tangible benefits as well.

This landowner gained financially in both the long term and the short run. He also retained aesthetic, recreational, wildlife and assorted values which could have been lost if he had proceeded without technical assistance

I recently was thanked by a landowner who had contacted me for advice regarding a timber sale. I had discussed issues, sent him pamphlets, and encouraged him to hire a forester. He had followed that advice and was pleased to have his harvest underway. He had hired a Cooperating Consultant Forester and ended

up selling to a logger I've had a friendly relationship with for years. He did, however, leave himself open to losing control. To gain an extra favor of having yard trees pruned, he gave the logger the right to cut extra trees in the sales contract. I don't understand why someone would hire a forester to help with a timber sale and then leave himself open to be exploited. In this case, he will probably be all right; but he surely left himself vulnerable. He no longer has the residual stand of timber

planned for the future.

The next question which tends to follow is, "How much should I pay?" Some consultants work on sales commissions. Others charge by the hour, the acre or the job. I recommend that an owner might consider hiring a consultant who charges by the hour. Therefore, there is no vested interest in the timber sold. Landowners need to develop an understanding of their relationship with their consultant under any system of payment as one would with their doctor or lawyer. The relationship should become one of mutual trust. As with any system, one needs to recognize that a forester is a professional with fringe and indirect costs similar to any business. As a business, the forester has to charge enough to remain profitable. Cheapest isn't necessarily best.

Another question is, "How do I select a forester?" DEC has a directory of private foresters who have agreed to

*continued on page 22*

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## Pay a Consultant? (con't)

follow accepted standards and a code of ethics. Memberships in professional organizations can give insight to someone's character or commitment. Foresters may belong to the Society of American Foresters, the Association of Consulting Foresters or the New York Institute of Consulting Foresters. In addition, as when hiring a cabinet-maker, electrician, or plumber, one should always check references and interview the prospective service provider to see if there is a positive feel to the relationship. Remember that forest ownership is a valued investment that deserves careful consideration. Make informed decisions.

Some might wonder why someone in the public service forestry arena would be encouraging hiring a forester from the private sector. Administering service forestry programs in my vision is serving as a catalyst to encourage private forest owners to become active managers of their resources. It is not meant to be a program to compete with the private sector.

Our staff often writes forest management plans for landowners. These are not meant to be the detailed plans that an owner would need to qualify for a forest tax law (Real Property Tax Law, Section 480-a) management plan. Those, by policy, cannot be written by staff as we do not want to be placed in the position of certifying our own work. The plans our foresters do prepare are intended to give the owner a written record of the service forester visit and a refresher of the dialogue and recommendations which took place during the visit. These plans serve as encouragement to actively manage resources and how to get started. Some owners may wish very detailed inventories and analyses which go beyond the limited time allotment of a DEC service forester.

Federal cost share programs, which are administered by DEC service foresters, provide the incentive to hire someone to implement long term practices that usually aren't undertaken without such incentives. These conservation practices provide a societal benefit while helping the landowner gain more from the land. Active management according to proven standards yields very good investment returns over the long haul.

The Forest Tax Law, Section 480-a of the Real Property Tax Law, is another example of society's interest in providing an incentive to forest owners to retain and actively manage woodlands. Public oversight of these taxpayer investments is appropriate.

When a landowner sells timber, immediate returns easily carry the cost of hiring a private forester. Here the public interest is to encourage the owner to utilize a forester and provide encouragement to the private sector to utilize acceptable standards. DEC's Cooperative Forester Program is a team building approach to enhance New York's great renewable forest resource. I do not agree with the often made charge that DEC's service forestry program is ineffective.

We simply do not need to see every acre every year. Our services are available on request, not forced upon landowners not seeking advice. Government cannot hire enough foresters to do the complete job of managing all of New York's forest resources.

With public and private sectors working cooperatively together, New York's forest resource can be enhanced. 🌲

*Mike Greason is a Consulting Forester and 1993 winner of NYFOA's Heiberg Award. This article originally appeared in the September/October 1996 issue of The New York Forest Owner when Mike was a Supervising Forester for the NYS DEC Division of Lands & Forests.*

## MAGAZINE DEADLINE

Materials submitted for the September/October issue should be sent to Mary Beth Malmsheimer, Editor, *The New York Forest Owner*, 134 Lincklaen Street, Cazenovia, NY 13035 or via e-mail at [mmalmshe@syr.edu](mailto:mmalmshe@syr.edu). Article, artwork and photos are invited and are normally returned after use.



**Deadline for materials is August 1, 1999.**

### NYFOA Scholarship Fund

As of June 1999, the NYFOA Endowed Scholarship Fund that is administered by the SUNY ESF College Foundation, Inc. has a fund balance of \$18,116.



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## woodlot CALENDAR

### July 10, 1999

SFLC (Formerly TIO chapter) Woodland Field Day at Cornell University's Arnot Forest. Peter S. Levatich, (607) 539-7049.

### July 17, 1999

WFL Woodwalk at Hemlock and Canadice Lakes (City of Rochester Watershed) led by Bruce Robinson. (716) 658-4601.

### August 7, 1999

WFL Annual Picnic and Woodwalk. 1 pm at Mt. Morris. Dave & Helen Swanson (716) 658-4601.

### October 4-5, 1999

15<sup>th</sup> Annual New York State Geographic Information Systems Conference at the Holiday Inn Turf, 205 Wolf Rd., Albany, NY. Fee is \$55 for conference registration by September 20<sup>th</sup> deadline. Call SUNY ESF Continuing Education at (315) 470-6891.

### October 9, 1999

NYFOA's Annual Fall Meeting sponsored by WFL in Rochester. Jack Hamilton (716) 728-5769.

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