

NEW HAMPSHIRE FOREST MARKET REPORT 1962



Cooperative Extension Service
University of New Hampshire
New Hampshire Forestry
and Recreation Commission Cooperating

The information in this bulletin covering prices, specifications, names and addresses was gathered by the New Hampshire County Foresters and the bulletin was prepared by K. E. Barraclough, Extension Forester, and Roger P. Sloan, County Forester, Rockingham County, and Assistant Extension Forester.

COUNTY FORESTERS

County	Name	Address
Belknap-Strafford	Leighton, Roger S.	County Extension Office Rochester - Tel. 375
		County Extension Office Laconia 524-2121
Carroll	Dodge, Arthur G.	County Extension Office Conway 447-5922
Cheshire-Sullivan	Richards, Tudor	County Extension Office Keene 352-4550
	Szymujko, Joseph A.	County Extension Office Claremont 543-3181
Coos	Sargent, John E.	County Extension Office Lancaster 8-4961
Grafton	Sargent, Leslie B.	County Extension Office Woodsville 7-2061
Hillsboro	Breck, Robert W.	County Extension Office Milford 45
Merrimack	Thompson, Wilbur E.	County Extension Office Concord 225-5505
Rockingham	Sloan, Roger P.	County Extension Office Exeter 772-2741
	*Knowles, Stanley W.	

*Assistant County Forester

FOREST MARKET REPORT

1962

THE FOREST MARKET SITUATION*

THE UNITED STATES SITUATION - Upward trends in industrial production, construction, and employment pushed economic activity to a new high in 1961. The gross national product reached an annual rate of 516 billion dollars during the second quarter--about 12 billion dollars above 1960. In July the Federal Reserve Board index of industrial production was at 171, or 10 percent above the low of 155 at the start of the year. Construction expenditures in the same month were at a seasonally adjusted annual rate of 40.6 billion dollars (1947-49 prices)--6 percent above the 38.4 billion dollars spent in 1960 and 2 percent above the 1959 high of 39.9 billion dollars. Planned step-ups in government and business spending indicate a further expansion of economic activity in the months ahead.

Total production of round timber products in 1961 is estimated at 10.3 billion cubic feet--5 percent below 1960 and 11 percent under the postwar peak of 11.5 billion cubic feet reached in 1956. Stumpage prices also show a downward trend. During the second quarter Douglas-fir stumpage sold from the national forests averaged \$28.60 compared with \$32.00 during 1960.

Lumber production in 1961 is expected to amount to approximately 32 billion board feet, about 9 percent below production in 1960 and the lowest level of production since 1945. It is anticipated that the forests of the West will supply 60 percent of the lumber produced, the South 30 percent, and the North the remaining 10 percent. Softwoods, chiefly Douglas-fir, southern pine, ponderosa pine, western true firs, and hemlock, are expected to account for 85 percent of total output.

Lumber imports in 1961 are estimated at 4 billion board feet, exports 0.7 billion board feet, and decreases in stocks 0.2 billion board feet. Total lumber consumption, i.e., domestic production plus imports and removals from stocks minus exports, is thus expected to total 35.5 billion board feet, 5 percent below consumption in 1960.

Part of the drop in lumber consumption can be traced to changes in residential construction, such as an increase in the construction of multi-family units and single-family units on slab foundations, and the continued substitution of plywood and other panel products for lumber.

Recent declines in lumber consumption have been accompanied by some drop in wholesale lumber prices and in prices of saw logs. Since 1959 the wholesale price index of lumber (1947-49=100) has dropped from 127.1 to 116.8, a decrease of 8 percent. In contrast there was little or no change in the wholesale price index of structural steel, structural clay products, and plywood. Although wholesale lumber prices fell in relation to prices for most competing materials, there was no evidence that the installed cost of lumber showed a similar decline. Rising wage rates in recent years have favored the use of panel products instead of lumber because they can be installed with much less labor.

*The Demand and Price Situation for Forest Products, Forest Service and Commodity Stabilization Service, U.S. Department of Agriculture, November, 1961.

Pulpwood production in 1961 is estimated at 40.5 million cords, 1 percent above 1960 and a new record. Imports of pulpwood are expected to total 1.3 million cords, decreases in stocks 0.5 million cords and exports 0.2 million cords. When the anticipated imports and removals from stocks are added to domestic production and exports subtracted, it appears that pulpwood consumption will amount to about 42 million cords. It is also expected that the equivalent of 8 million cords will be imported (net imports) in the form of woodpulp and other grades of paper and paperboard. Total consumption in 1961 will thus amount to 50 million cords--3 percent above 1960 and about double consumption 15 years ago.

Softwoods such as southern pine, hemlock, Douglas-fir, spruce, and the western true firs are expected to account for about 79 percent of the pulpwood produced, and hardwoods 21 percent. It is anticipated that the forests in the South will supply 59 percent of the pulpwood cut, those in the West 21 percent, and those in the North the remaining 20 percent.

Production of chipped residues by sawmills and other wood-using plants for use as pulpwood is expected to be 8.1 million cords in 1961, a new high in a trend that has been sharply upward since 1944. The rise in output of chipped residues has been particularly rapid in the South where production since 1953 has climbed from 76 thousand cords to the present level of about 3 million cords.

Round pulpwood prices at local delivery points showed little change in 1961 from the record levels attained in 1960. In the Southeast, for example, the price of rough pine pulpwood in 1961 is expected to average about \$16.50 per cord--about the same as in 1960 and 50 cents above the average in 1959.

The production of softwood veneer logs in 1961 is estimated at 3.7 billion board feet, 5 percent more than the 3.5 billion board feet produced in 1960. Production of hardwood veneer logs is expected to amount to 900 million board feet--about the same as the annual average since 1950.

Production of other industrial roundwood products such as cooperage logs, poles and piling, fence posts, hewn ties, and other miscellaneous products is estimated at 620 million cubic feet--9 percent below 1960. Consumption of Christmas trees in 1961 is expected to be about 45 million trees.

THE NEW HAMPSHIRE SITUATION - New Hampshire's demand for forest products is a reflection of the national situation where the demand for lumber declined 9 percent in 1961. This, combined with a decrease in the number of active sawmills in the state and competition from West Coast lumber, is reflected in a modest decrease in the prices being paid for native stumpage.

In some areas of the state it is no longer possible to sell low-grade softwood stumpage for lumber production. This is attributable partially to the decline in demand for lumber for the box industry but also to the high percentage of No. 4 or poorer grade lumber to be found in these low-grade lots.

Pulpwood prices have declined slightly from a year ago. There has been an active demand for hardwood veneer with an increase over last year's price of \$3.00 to \$5.00 per Mbf for stumpage and from \$10.00 to \$30.00 per Mbf for logs delivered to the veneer plant.

Christmas tree dealers were overstocked with trees in 1960. Thus, they were cautious in placing orders for 1961. A warm and late fall shortened the producers cutting season. These two factors combined bring about a good balance between supply and demand.

The demand for quality graded Christmas trees exceeded the supply again this year. Quality trees brought premium prices for the producers. There was an active demand for brush at good prices right up to two weeks before Christmas.

RECOMMENDATIONS FOR SELLING

New Hampshire woodland owners who plan to sell stumpage, logs, pulpwood, and other forest products are urged to consider the following recommendations before selling:

1. If you are in doubt as to whether you have enough of the right sort of timber to attract a buyer and are interested in the sort of selective cutting operation that would benefit the remaining stand, contact the County Forester or a Consulting Forester.
2. Assuming you have enough timber to have selectively cut, find out what sort of operation would be involved -- whether a thinning, or an improvement, or re-production, or harvest cut, or a combination of two or more of these.
3. Arrange to have the trees that are to be cut to be marked with paint or a blaze. If not in a position to do this yourself with help from the County Forester, hire a Consulting Forester for the purpose.
4. Find out from buyers of stumpage, logs, pulpwood, and other forest products the prices they offer in order that you may take advantage of the best market. Compare the local prices with those quoted from other sections of the state.
5. Thoroughly investigate all local timber markets and prices since in many cases local markets pay better prices than outside markets because of the competition with local buyers.
6. Before selling, consult your neighbors who have recently sold timber and use their experience as a guide. Ask your County Forester. In many instances, failure to do this has resulted in the woodland owner not getting full value of the product.
7. Advertise and secure competition among outside purchasers. The expense will be small and outside buyers will thus learn of chances to bid on timber in competition with local buyers.
8. Secure bids whenever possible, both by the lump sum sale based on closely estimated volume and by log scale measure. A choice is thus offered and a more profitable form of bid can be accepted.
9. Consider the responsibility of the prospective purchaser before making the sale in order to avoid slow payment, costly collections, and losses.

10. When there is quality timber to market, these trees are worth more than average or poor quality trees. Be sure the buyer takes the factor of tree quality into consideration when offering you a price for stumpage.

11. Remember that standing timber usually increases in value and generally can be sold at any time. The owner, therefore, is not obliged to place his product on the market, if the price offered is not satisfactory. Sell only trees that should be cut. These trees should be marked by the owner or his agent with the help and advice of a qualified forester. Reliable operators will make partial cuttings by taking only the market trees, if the owner insists.

12. A written timber sale agreement between buyer and seller is most important before cutting starts on a lot. Sample sale agreement forms to fit different kinds of operations can be obtained from your County Foresters.

13. Consider the possibility of retaining the services of a qualified forester to act as your agent in handling a timber sale in your behalf when you are not in the position to look after the details of a sale, such as marking the trees for cutting, negotiating a fair price for the marked trees, looking after the cutting operations, and making sure the terms of the contract or agreement are being followed. The names and addresses of Consulting Foresters that practice in New Hampshire are listed in this report.

ASSISTANCE RENDERED BY THE COUNTY FORESTER

The County Forester helps woodland owners to help themselves. Your County Forester will assist you in the examination of your woodlands and make recommendations for managing them. He will help you or your agent in marking trees for cutting in limited amounts, and advise you in the marketing of forest products.

There are thousands of acres of young growing trees, such as pine, spruce, fir, and desirable hardwood, that can be converted into desirable stands of trees, if the overtopping weed trees are cut or killed. It is profitable to prune young, fast-growing, well-formed softwoods, especially white pine with the purpose of growing quality logs that will yield clear lumber. Your County Forester can assist you in getting a forest improvement program started in your woodlands. Under the provisions of the Agricultural Conservation Program, the Federal Government shares the cost of woodland improvements and tree planting with woodland owners. Your County Forester can provide you with the information about the cost-sharing programs.

RANGE OF PRICES PAID FOR FOREST PRODUCTS, JANUARY 1962

Quality, quantity, location, logging chance, demand, and other factors affect the prices paid for stumpage, logs, pulpwood, boltwood, piling, poles, fuelwood, Christmas trees, and other forest products. The range in prices paid for stumpage and for roadside and mill deliveries is so varied that the prices quoted show a wide range. Prices can be expected to go up or down depending on the market situation and demand for certain species.

TABLES

Table I. Price Range Standing Timber (stumpage) and Sawlogs Per Mbf

Prices quoted are an average range for the county. Prices will vary from those quoted depending on market conditions. More specific prices can be obtained by contacting the County Forester, Consulting Foresters, or industry representatives. Read carefully the Recommendations for Selling on Page 4 before disposing of stumpage, logs, and other forest products.

BELKNAP COUNTY

Species	Quality	Stumpage	Roadside	Delivered				
White Pine	low	\$ 8 - 12	\$30 - 32	\$35 - 38				
	medium	12 - 16	32 - 38	38 - 42				
	high	20 - 25	40 - 42	42 - 50				
Hemlock and Spruce	low	10	30	38				
	medium	15	33	40				
	high	20	37	42				
Yellow Birch*	low	8	32	38				
White Birch*								
Sugar Maple*								
Soft Maple								
Red Oak*					medium	12	34	40
White Oak					high	15	36	42
Beech								
White Ash*								
Basswood*								

*Higher prices are paid for these species when the grades are suitable for specialty items such as boltwood and veneer logs.

CARROLL COUNTY

Species	Quality	Stumpage	Roadside	Delivered
White Pine	low	\$ 5 - 9		\$25 - 30
	medium	15 - 20	35	40 - 50
	high	20 - 26	40	50 - 70
Hemlock		12 - 35		40 - 45
Spruce		15 - 25		45 - 50
Ash		16 - 21		
Beech		7 - 13		
Red Maple		7 - 9		
Sugar Maple		12 - 25		
Paper Birch		20		55
Yellow Birch		31 - 44		
Paper Birch-boltwood		10 - 12/cord		25 - 32/cord
Oak Veneer		26 -40		80 -120

CHESHIRE COUNTY*

Species	Quality**	Stumpage	Roadside	Delivered
White Pine	low	\$ 5 - 10	\$23 - 30	\$32 - 35
	medium	12 - 15	32 - 34	37 - 40
	high	18 - 20	35 - 37	42 - 45
Hemlock	medium	5 - 10	23 - 30	35 - 40
	high	12 - 18	30 - 35	40 - 45
Spruce	medium	5 - 10	23 - 30	35 - 40
	high	12 - 20	30 - 35	40 - 45
Red Oak	medium	5 - 10	27 - 30	35 - 40
	high	15 - 20	37 - 38	45 - 47
Yellow (Silver) Birch***	medium	10 - 15	30 - 35	40 - 45
	high	20 - 35	37	50 - 60
Paper (White) Birch***	medium	10 - 15	30 - 32	40 - 42
	high	15 - 20	35 - 37	42 - 45
Sugar (Rock) Maple***	medium	10 - 18	30 - 35	40 - 45
	high	20 - 35	37	55 - 60
Red (Soft) Maple	medium to high	5 - 13	32	35 - 42
Beech	medium to high	10		35 - 38
White Ash****	medium to high	(Not purchased separately except as logs)		

* The market for standing timber and sawlogs was rather quiet when the figures were gathered in January, especially in the case of softwoods.

** Prices vary also with accessibility, terrain, overall volume and volume per acre, and size of trees, and, of course, demand.

*** No nearby veneer market.

**** Special markets in Southeastern Vermont.

COOS COUNTY
Does not include pulp prices

Species	Quality	Stumpage	Roadside	Delivered
White	low	\$15		\$40
	medium	20		50
	high	25		60
Spruce	Sawlog	8 - 25		45 - 60
Hemlock	Sawlog	10 - 12		
Fir				
Yellow Birch	Sawlog	15 - 30	}	90 -125
Rock Maple	Sawlog	6 - 15		
Beech	Sawlog	8 - 12.50		
Ash	Veneer	25		70
Elm	Veneer			70
Basswood	Sawlog	10 - 15		
	Veneer	18		70
Poplar	Veneer			70
Yellow Birch	Veneer	30 - 40		90 -200
Hard Maple	Veneer	15 - 25		70
Red Oak	Veneer	10 - 20		80 -120
White Birch	Boltwood	6 - 7	21	30 - 32
Birch (Yellow and White)	}			
Maple (Hard and Soft) Crossbanding Bolts				60 - 70

GRAFTON COUNTY

Species	Quality or Grade	Stumpage	Roadside	Delivered
White Pine	low	no market		
	medium	\$10 - 20	\$34 - 40	\$40 - 45
	high	15 - 25	40 - 45	45 - 55
Hemlock		8 - 16	28 - 35	34 - 43
Spruce		10 - 20	30 - 38	40 - 50
Yellow Birch	sawlog	12 - 20	35 - 40	40 - 65
	veneer	25+	45+	80 -130
Sugar or Hard Maple	sawlog	12 - 25	35 - 43	40 - 65
	veneer	18+	45+	65 -125
White Birch	sawlog	12 - 22	35 - 42	40 - 65
	veneer	18+	45+	50 - 85
Soft (red) Maple	sawlog		35	42
Red Oak	sawlog	10 - 15	30 - 40	40 - 45
	veneer	20+		60 -120
Beech	sawlog	8 - 15	30 - 40	40 - 45
	veneer	15+		50 - 85
White Ash		10+		60 - 75
Basswood	sawlog	10 - 15	30 - 40	40 - 45
	veneer	20+		60 -120

HILLSBORO COUNTY

Species	Quality	Stumpage	Roadside	Delivered
White Pine	low	\$ 9	\$28	\$30
	medium	15	33	38
	high	25	36	45
Hemlock	low	8	25	30
	medium	14	30	35
	high	17	34	40
Red Oak and White Birch	low	6	25	30
	medium	12	32	37
	high	18	35	45
Other Hardwoods	low	5	25	31
	medium	12	30	37
	high	17	35	42

MERRIMACK COUNTY

Species	Quality	Stumpage	Roadside	Delivered
White Pine	low	\$ - 12	\$28 - 32	\$36 - 38
	medium	12 - 15	32 - 35	38 - 42
	high	15 - 20	35 - 37	42 - 45
Hemlock	low	10 - 12	30 - 32	38 - 40
	medium	12 - 15	32 - 34	40 - 42
	high	15 - 16	34 - 35	42 - 43
White Birch	Bolt. (cord)	5 - 8		32
	Sawlog	12 - 15		64
Mixed Hardwood	low	8 - 12	27 - 28	35
	medium	12 - 15	28 - 32	35 - 40
	high	15 - 20	35 - 40	45 - 50

ROCKINGHAM COUNTY

Species	Quality	Stumpage	Roadside	Delivered
White Pine	low	\$ 8 - 11	\$20 - 25	\$30 - 35
	medium	12 - 15	26 - 30	36 - 40
	high	16 - 20	31 - 35	41 - 45
Hemlock	medium	8 - 10		
	high	11 - 15		
Oak	low	8 - 12		
Birch	high	15 - 20		
Maple				
White Oak	keel stock	20 - 40		

STRAFFORD COUNTY

Species	Quality	Stumpage	Roadside	Delivered				
White Pine	low	\$ 8 - 12	\$30 - 32	\$35 - 38				
	medium	12 - 16	32 - 38	38 - 42				
	high	16 - 25	40 - 42	42 - 50				
Hemlock and Spruce	low	10	30	35				
	medium	15	33	38				
	high	20	37	42				
Yellow Birch*	low	8	32	38				
White Birch*								
Sugar Maple*								
Soft Maple								
Red Oak*					medium	12	34	40
White Oak					high	15	36	42
Beech								
White Ash*								
Basswood*								

*Higher prices are paid for these species when the grades are suitable for specialty items such as boltwood and veneer logs.

SULLIVAN COUNTY

Species	Quality	Stumpage	Roadside	Delivered
White Pine	low	\$10 - 12	\$33 - 36	\$35 - 43
	medium	12 - 15	35 - 38	40 - 45
	high	16 - 25	37 - 40	45 - 50
Hemlock		11 - 18	35 - 38	35 - 45
Spruce		12 - 18	35 - 40	40 - 50
Yellow Birch	medium	10 - 25	35 - 45	40 - 60
	high	15 - 35	40 - 60	50 -110
White Birch	medium	10 - 20	35 - 45	40 - 60
	high	15 - 35	38 - 60	50 - 80
Sugar Maple	medium	12 - 28	35 - 45	40 - 60
	high	15 - 35	38 - 60	50 -100
Red Oak		10 - 20	25 - 45	40 - 65
Beech		4 - 15	20 - 30	35 - 45
White Ash		20 - 25	25 - 55	50 - 70
Black Birch		20		50
Basswood		15		45 - 50
Black Cherry		20 - 25		60 -100
Soft Maple		10 - 20	25 - 35	40 - 50

(1)
Table II. Prices of Pulpwood Per Cord - NORTHERN NEW HAMPSHIRE

Species	Stumpage	Roadside	Delivered at Mill	C.W.T.
			Cord	
Spruce and Fir				
Peeled		\$21.00	\$26.50 - 31.00	
Rough (2)	\$3.00 - 6.00	15.00 - 16.00	19.50 - 24.00	
			Zone - 0-20 mi.	20.00
			" - 21-40 mi.	21.00
			" - 41 + mi.	22.00
Pines				
Rough	.50 - 2.00		Zone - 0-20 mi.	15.00
			" - 21-40 mi.	16.00
			" - 41 + mi.	17.00
Hemlock				
Peeled	.50 - 3.00	16.00 - 17.50	21.50 - 25.00	
Rough		11.00 - 12.50	16.50 - 20.00	
			Zone - 0-20 mi.	16.00
			" - 21-40 mi.	17.00
			" - 40 + mi.	18.00
Tamarack	.50 - 2.00		Zone - 0-20 mi.	16.00
			" - 21-40 mi.	17.00
			" - 41 + mi.	18.00
Hardwood (3)				
Rough	.50 - 2.00		Zone - 0-20 mi.	16.40
			" - 21 + mi.	17.22
				\$.2925
				.3075

- (1) One mill is buying hardwood by weight and greenwood, 5600 pounds equals one cord.
- (2) Lake or stream bank \$21.00 per cord.
- (3) One mill pays a straight price from all zones.

Prices of Pulpwood Per Cord - SOUTHERN NEW HAMPSHIRE

Species	Stumpage	Roadside	Delivered at Mill	
Hardwood				
Rough	.50 - 2.00	\$ 9.00 - 12.00	Zone - 31-40 mi.	\$17.24 (1)
			" - 41-60 mi.	18.54 (1)
Peeled		15.00 - 18.50		23.25 - 26.75 (2)

- (1) Where wood is bought by weight: 5600 pounds hardwood equals one cord.
4600 pounds softwood equals one cord.
- (2) Price varies depending on distance from mill.

Table III. Price Range of Excelsior Wood, Boltwood, Poles, Piling

EXCELSIOR WOOD PER CORD

Species	Stumpage	Roadside	Delivered at mill
Poplar (peeled)	\$1.00 - 3.00	\$15.00 - 18.00	\$20.00 - 25.00

BOLTWOOD PER CORD*

Species	Stumpage	Roadside	Delivered at mill (Per Mbf)
White Birch	\$ 4.00 - 15.00	\$19.00 - 27.00	\$30.00 - 32.00 per cord
Beech	3.00 - 6.00		50.00
White Ash	3.00 - 8.00		60.00

*Some mills prefer to buy by the Mbf.

CROSSBANDING BOLTS

Species	Delivered at Mill (Per Mbf)
Birch (White and Yellow)	\$ 60 - 70
Maple (Hard and Soft)	60 - 70
	Per Bolt
	\$.95 - 14.07*

Specifications:

Lengths: 4' and 5'4"

Diameters: 12" to 30"

No defects permitted in sticks under 20" in diameter. One defect permitted per stick 20" and over in diameter.

Sticks containing ring shake and seams are not permitted.

*Price Per Bolt varies according to Diameter and Length of Bolt.

POLES*

Species	Stumpage	Roadside	Delivered at Mill
Norway (Red) Pine			
Per Mbf	\$15.00 - 25.00	\$45.00 - 55.00	\$80.00 - 90.00
Per Pole	.10 - .55 (linear foot)	5.00 - 12.00	

Specifications:

Lengths: 25 to 75 feet in five foot increases.

Top Diameters: Not less than 6" nor more than 10" in diameter under bark.

Butt Diameters: Not less than 8" nor more than 20" in diameter under bark. Material must be free from short crooks, excessive sweep and rot. No light must show between a string line laid from center of top to center of butt. Knots to be trimmed close to the body of the stick. Material need not be put on brow or skids in some cases.

*Before cutting any posts and poles or piling, woodland owners should inquire of buyers concerning current specifications and purchasing program.

CONSTRUCTION POLES*

Species	Delivered at Mill
Norway (Red) Pine	\$.55 - 3.00 (per pole)
Length: 10' to 25'	
Top Diameter: 5½" to 7½"	
<u>Construction Poles:</u> All measurements are inside bark. Must be straight, free from rot and cut to length. Knots to be trimmed flush to the body of the stick.	

*Before cutting any posts and poles or piling, woodland owners should inquire of buyers concerning current specifications and purchasing program.

POSTS*

Species	Stumpage	Delivered at Mill (Per Post)
Norway (Red) Pine and Pitch Pine (per post)	\$.10 - .15	
<u>Specifications:</u>		
Lengths: 6'6" - 8'		
Top Diameter: 3½" - 8½" 8½" - 10½"		\$.25 - .85 1.15 - 1.25

*Before cutting any posts and poles or piling, woodland owners should inquire of buyers concerning current specifications and purchasing program.

PILING*

Species	Stumpage	Roadside
Spruce Norway (Red) Fine Hardwood	Per Mbf \$20.00 - 60.00 Per Linear Foot .08 - .20	\$.20 - .30
<u>Specifications:</u>		
Length:	20' and up	Diameter 3' from the Butt: 12" on Piling - 20' to 50' long
Top Diameter:	8" on Piling - 20' to 39' lengths 7" on Piling - 40' and up	13" on Piling - 51' and longer

*Before cutting any posts and poles or piling, woodland owners should inquire of buyers concerning current specifications and purchasing program.

Table IV. Price Range of Fuelwood Per Cord

Species	Stumpage	Roadside	Del'd Buyers Premises
Hardwood			
4' wood (1)	\$.50 - 3.00	\$10.00 - 15.00	\$18.00 - 25.00
12", 14", 16" lengths		15.00 - 20.00	16.00 - 30.00
Slabs		5.00 - 8.00	16.00
Fireplace white birch will be slightly higher than above when bought in bundles. Prices range up to \$60.00 + per cord.			
Softwood Slabwood (2)			
4' lengths		1.00 - 2.00	4.00 - 11.00
16" and shorter dry		1.00 - 6.00	8.00 - 18.00
		5.00 - 8.00	10.00
Hardwood Slabwood at Mill (2)			
12", 14", 16" lengths		5.00 - 10.00	16.00 - 18.00

Sawdust at Sawmill Per Cord
Dry Green Per Bale

Sawdust	\$ 2.00 - 6.40	\$ 1.00 - 4.00	
Shavings		3.00	.65 - .75

Formula for determining cords of fuelwood, pulpwood, and boltwood in 4' lengths. Average height in inches times length of pile in feet divided by 384 equals the number of cords:

EXAMPLE:
$$\frac{48'' \times 8'}{384} = 1 \text{ cord}$$

If wood is longer or shorter than standard length, which is 48", divide by standard bolt length to get correct percentage. (EXAMPLE: 39" divided by 48" equals 81%)

- (1) \$3.00 - 8.00 asked for sawing 4' wood into stove length.
- (2) Sometimes given away if taken green at sawmill pit.

Table V. Price Range of Christmas Trees and Boughs (1)

	Stumpage		Roadside	
	Single	Bundle (2 or more)	Single	Bundle
<u>Pasture Run</u>				
Balsam Fir	\$.15 - 1.00	\$.25 - 1.00	\$.25 - 1.00	\$2.00 - 3.00
Spruce	.15 - .50	.25 - 1.00	.15 - .75	2.00 - 2.75
<u>Improved Trees</u>				
Balsam Fir	1.00 - 1.65	2.50 - 4.00	1.00 - 1.75	2.75 - 4.00
Spruce	1.00	2.00	.50 - 1.50	2.75
<u>Boughs</u>				
		<u>Per Bundle</u>	<u>Per Ton</u>	
Balsam Fir		.50 - 1.50	40.00 - 60.00	
Spruce		.50 - 1.00	40.00 - 55.00	

(1) Producers should contact buyers well in advance of cutting and arrange for deposits and specific prices.

Table VI. Operating Costs (Contract Prices)

	Felling and Bucking Per Mbf	Yarding Per Mbf	(1) & (2) Trucking Per Mbf
<u>Logs</u>			
Softwood	\$7.00 - 13.00	\$6.00 - 13.00	\$5.00 - 13.00
Hardwood	7.00 - 13.00	7.00 - 14.00	6.00 - 20.00
<u>Pulpwood</u>			
	<u>Cord</u>	<u>Cord</u>	<u>Cord</u>
Softwood	4.50 - 8.00	2.00 - 6.00	3.00 - 10.00
Hardwood	4.50 - 9.00	2.50 - 7.00	4.00 - 11.00
<u>Fuelwood</u>	6.00 - 9.00	3.00 - 6.00	
<u>Stump to Stick:</u>	\$35.00 - 60.00 square edge softwood lumber per Mbf. 30.00 - 40.00 round edge softwood lumber per Mbf.		
<u>Stickings:</u>	4.00 - 5.00 square edge softwood lumber per Mbf. 3.00 - 4.00 round edge softwood lumber per Mbf.		
<u>Custom Sawing:</u>	13.00 - 25.00 per Mbf for softwoods 2.00 - 5.00 more per Mbf for Hardwoods		
<u>Planning:</u>	8.00 - 12.50 per Mbf, \$6.00 - 16.00 per hour		
<u>Horse Rental:</u>	4.00 per day, including board, or \$1.00 - 2.00 per cord.		
<u>Chain Saw Rental:</u>	.75 - 1.50 per cord .50 - 2.00 per hour		
<u>Twitching stump to roadside (including cuttings):</u>	\$6.00 - 9.00 per cord, horse furnished.		
<u>Man with Chain Saw:</u>	2.50 - 5.00 per hour.		
<u>Trucking Costs:</u>	There are no established I.C.C. rates for trucking sawlogs or pulpwood. Rates are determined between the trucker and the person or company wanting logs hauled.		

(1) Intra-state and inter-state truck rates are sometimes used.

(2) Costs average 25¢ per mile after loading.

Table VII. Wholesale Rough Air Dried Price for Graded White Pine*

D Select and Btr		#1 and # 2 Common		#3 Common		#4 Common	
1x3	\$160	1x3	\$110	1x3	\$ 75	1x3	\$ 50
1x4	160	1x4	120	1x4	85	1x4	53
1x5	160	1x5	120	1x5	90	1x5	55
1x6	200	1x6	145	1x6	100	1x6	58
1x7	200	1x7	145	1x7	100	1x7	60
1x8	205	1x8	145	1x8	100	1x8	60
1x9	205	1x9	145	1x9	100	1x9	60
1x10	205	1x10	145	1x10	100	1x10	60
1x11	205	1x11	145	1x11	100	1x11	62
1x12	210	1x12	155	1x12	115	1x12	62
1x13	210	1x13	155	1x13	115	1x13	62

5/4 to 8/4 - #2 & #3 common only Add \$5 per M

Rough Air Dried Native Hemlock

Boards		Dimension						
		6'	8'	10'	12'	14'	16'	
1x2 & 1x3	80	2x3	50	80	80	80	80	80
1x4	73	2x4	50	80	80	80	80	80
1x5	75	2x6	50	80	80	80	80	80
1x6 & 1x7	82	2x8	50	80	80	80	80	80
1x8 and up	85	2x10	50	80	80	80	80	80

Spruce - Add \$5 per Mbf

*Prices may vary somewhat from those quoted depending on markets and quantities.

Table VIII. Wholesale Price List for White Pine Lumber Per Mbf at a N. H. Lumber Yard

EASTERN WHITE PINE

Dressed 1, 2, or 4 sides, Matched or Novelty Siding

Grades	D Select & Better (Clear)	#1 & #2 Com.	#3 Com.	#4 Com.	Notes
1x4	180	140	105	73	Retail Price
1x6	220	165	120	78	\$25 - 50
1x10	225	165	120	80	more than
1x12	230	175	135	82	wholesale

2x4, #4 white pine - \$65.00 - 80.00 depending on quantity.

Clapboard siding - 1x5 - add #4 per M

Double clapboard siding - 1x8 - #3 - add \$4 per M. #4 add \$7 per M

V Joint, Knotty Pine, #2 & #3 - add \$4 per M

Pickwick Pattern - 160

#3 Knotty Pine - 135

EASTERN HEMLOCK

Boards

Dimensions

1x5 and up - \$75.00 - 85.00 per Mbf

2x4 to 2x10 - \$90.00 - 100.00

Names of buyers listed in this bulletin are those who have indicated to the County Foresters that they are in the market now or at a later date to purchase one or more of the following: stumpage, logs, pulpwood, bolts, excelsior wood, piling, posts, and other forest products. Many buyers and operators will give a preference to owners in the purchase of forest products who are interested in harvesting forest products from their holdings in accordance with cutting practices recommended by a County Forester or a private forester. Owners can well consider giving options for further cuts to operators who will make partial cuttings in stands operated according to good forest management.

The following abbreviations are used:

SW - Softwood	HW - Hardwood	Stump. - Stumpage
Road - Roadside	Cus. - Custom Sawing	Del. - Delivered at Mill
P - Portable	S - Stationary	B - Buyer Only
		L - Logger

*Names of forest products buyers and other persons listed are offered without recommendations or preference. Omission is not a reflection on the integrity of any person. A detailed list of secondary processors is available from the N.H. Planning and Development Commission. A list of registered sawmills can be obtained from the N.H. Forestry and Recreation Commission.

Persons or Company and P.O. Address	Type of Sawmill	Kind of Logs Bought	Stump.	Road.	Del.	Cus.
<u>BELKNAP COUNTY</u>						
<u>Alton</u>						
Edwards, Glen (Champlin Co.), Alton	B	SW	X		X	
<u>Barnstead</u>						
Drake, Harvey, Barnstead	F	SW	X			
Daroska, Benj., Chichester	S	SW	X			X
Kimball, Edward C.	S	SW & HW	X	X	X	X
<u>Belmont</u>						
Contigiani, Mario, Mrs., 297 Main Street, Tilton	S	SW & HW	X	X	X	X
Hueber Lumber Co., RFD 1, Laconia	S	SW & HW	X	X	X	X
<u>Gilmanton</u>						
Clairmont, Jos., Gilmanton Corner	S	SW & HW	X	X	X	X
<u>Gilford</u>						
Gardner, Walter, Governors Island, RFD, Laconia	B	SW & HW	X			
<u>Laconia</u>						
Allen-Rogers Corp., Water St., Laconia	B	HW	X		X	
Laconia Milling Co., Box 114, Blaisdell Avenue, Laconia	S	SW	X			
Philbrick, Walter, 17A Clinton St., Lakeport	B	SW & HW	X			
Tekwood, Lakeport	S	HW	X		X	
<u>Tilton</u>						
Daniels, Thos., RFD, Tilton	S	SW	X	X	X	X

Persons or Company and P.O. Address	Type of Sawmill	Kind of Logs Bought	Stump.	Road	Del.	Cus.
<u>CARROLL COUNTY</u>						
<u>Bartlett</u>						
Chandler, Earle W., Box 143, Intervale	B&L	SW & HW	X	X	X	
Morton, Al, Bartlett	B&L	SW & HW	X			
Parker, John E., Box 23, Glen	B&L	SW & HW	X	X		
<u>Conway</u>						
Conway Supply Co., Inc., Conway	S	SW & HW	X	X	X	X
Cummings, C.B. & Sons, Conway Howard Young Sr., Buyer	S	Birch Bolts	X		X	
Heath Bros., RFD, Fryeburg, Me.	B&L	SW & HW	X			
Kennett Corp., Conway	S	SW & HW	X	X	X	
Leavitt, Harold M., Conway	B&L	SW & HW	X	X	X	
Morrill, Brewster, Oak St., N. Conway	B&L	SW & HW	X			
North Conway Lumber Co., N. Conway	S	SW	X		X	
Smith, Wilmer B., Fryeburg, Me.	B&L	SW & HW	X	X	X	
<u>Ctr. Harbor</u>						
N.H. Forest Development Assoc., Inc.	S	SW & HW	X			
<u>Intervale</u>						
Drew, Daniel, Intervale	B&L	SW & HW	X	X		
<u>Jackson</u>						
Davis, Robert, Jackson	B&L	SW & HW	X			
<u>Madison</u>						
Shackford, Bud, Silver Lake	B&L	SW & HW	X			
Thomas, Bruce, Plymouth	S	SW & HW	X	X	X	X
<u>Ossipee</u>						
Buswell, Isaac L., Center Ossipee	B&L	SW & HW	X			
Cotton, Clayton A., RFD, Ctr. Ossipee	B&L	SW & HW	X	X		
Knox, Edward, West Ossipee	S	HW	X	X	X	X
<u>Sandwich</u>						
Bellingham Lumber Co., Elmer Norcross Manager, Tamworth	S	SW & HW	X	X	X	X
Bickford, Fred, RFD, Center Harbor	B&L	SW & HW	X			
Burrows, Lester Jr., Center Sandwich	B&L					
Elliot, Edwin, North Sandwich	B&L	SW & HW	X			
Elliot, Sydney, North Sandwich	B&L	SW & HW	X			
Perkins, Elton A., Box 34, S. Tamworth	B&L	HW	X	X	X	
Portland Dowell Co., Center Ossipee	S	HW	X		X	
<u>Tamworth</u>						
Floyd, Robert P., S. Tamworth	B&L	SW & HW	X			
Hammond, Edward J., Tamworth	P	SW & HW	X			
New England Lumber Co., B.M. Jennings, Agent, Box 68, Tamworth	S	SW & HW	X	X	X	
<u>Tuftsboro</u>						
Hodgdon, Forrest & Graydon, RFD, Ossipee	B&L	SW & HW	X			
Tupeck, Henry S., Center Tuftsboro	B&L	SW & HW	X			

Persons or Company and P.O. Address	Type of Sawmill	Kind of Logs Bought	Stump.	Road	Del.	Cus.
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CHESHIRE COUNTY

<u>Alstead</u> LaFrank, Charles J.	S	SW & HW	X		X	
<u>Chesterfield</u> Stone, D.S.	S	SW & HW	X	X	X	X
Welcome, Paul E.	S	SW & HW			X	X
<u>Fitzwilliam</u> Tommila Bros., Troy	S	SW & HW	X			
<u>Jaffrey</u> Annett Lumber Co., Inc., Squantum Rd.	S	SW	X		X	
Howard, Charles Jr., Mountain Rd.	B&L	SW & HW	X			
<u>Keene</u> Carey, Chair Mfg. Co., Victoria St.	S	SW & HW	X	X	X	X
Lackey, Frank, Box 375, Keene	B&L	SW & HW	X			
<u>Marlboro</u> Cummings, F.T., Inc., Box 185, Troy	S	SW & HW	X	X	X	X
Beauregard, Charles & Son, Inc.	S	SW & HW	X	X	X	X
<u>Richmond</u> Lane, C. L., Co., East Swanzey	S	SW	X		X	
<u>Rindge</u> Jonas Damon Estate, State Line, N.H.	S	SW & HW			X	X
<u>Stoddard</u> Leroux, D. W.	S	SW & HW	X	X	X	X
<u>Surry</u> Starkey, Roger	B&L	SW	X			
<u>Walpole</u> Quinlar Lumber Co., Inc.	S	SW & HW	X		X	X
<u>Swanzey</u> Frazier Furniture Co., West Swanzey	S	HW			X	X
<u>Winchester</u> New England Box Co., 173 Main St., Greenfield, Mass.	S	SW	X	X	X	
Lawrence, Charles	S	SW	X			
Starkey, Eugene, Fitzwilliam	P	SW & HW	X			
Evans, James, Rt. 9, Williamsburg, Mass.	P	SW & HW	X			

Persons or Company and P.O. Address	Type of Sawmill	Kind of Logs		Stump.	Road	Del.	Cus.
		Bought					

COOS COUNTY

Berlin

White Mt. Lumber Co., Box 392, Arthur Napert, Buyer	S	HW & SW				X	X
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Clarksville

Chappell, Fonroe, Pittsburg	S	SW & HW	X	X	X	X	X
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Colebrook

Hicks, P.A. & Sons	B	SW			X		
Jackson, H.F., RFD #1	S	SW					X
Weir, Harlie	B	HW			X		

Columbia

Parkhurst, Lynn & Sons, RFD #2, Colebrook	S	SW	X	X	X	X	X
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Errol

Thurston, G. O.	S	SW & HW	X	X	X	X	X
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Lancaster

Alden, Clayton M., RFD #1	S	SW & HW	X	X	X		
Alden, Harold B., RFD #1	S	SW	X	X	X		X
Placey, George, RFD #1	S	SW					X

North Stratford

Granite State Veneer, Inc., Allie Sals, Manager	S	HW	X	X	X		
Washburn Lumber Co., Harold Rich, Supt., Reuben Washburn, Buyer	S	SW & HW	X	X	X		

Pittsburg

Indian Stream Sawmill, Leo Brooks & Son	S	SW					X
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Shelburne

Poretta Lumber Co.	S	SW & HW	X	X	X	X	X
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GRAFTON COUNTY

Alexandria

Robie, Ernest S., RFD	F	SW & HW	X		X	X	X
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Ashland

Gallup Lumber Co., c/o B. Avery, Manager, Ashland	S	SW	X	X	X	X	X
Avery, Harry	B	SW	X	X			

Bath

Whitcomb, Wayne, RFD, Woodsville	S	SW	X				X
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Persons or Company and P.O. Address	Type of Sawmill	Kind of Logs		Stump.	Road	Del.	Cus.
		Bought					
<u>Bridgewater</u>							
Atwood, Donald, RFD, Plymouth	S	SW & HW	X	X	X	X	
<u>Bristol</u>							
Hutchins & Hutchins	S	SW & HW				X	
Plankey Brothers	S	SW & HW	X	X	X		X
Williams, R. P. & Son	S	SW & HW	X	X	X		
<u>Campton</u>							
Draper Corp., Beebe River	S	SW & HW	X	X	X		
Mardin, Robert, RFD, Plymouth	S	SW & HW	X	X	X		X
Smith, Norman, RFD, Plymouth	P	SW & HW	X	X	X		
<u>Canaan</u>							
Lary, A. C.	S	SW & HW	X	X	X		X
Remacle, Roger L.	B	SW & HW	X				
Morris Lumber Co.	S	SW & HW	X	X	X		X
<u>Franconia</u>							
McKenzie, Stuart P.	S	SW					X
Sherburne, Robert W.	S	SW & HW	X	X	X		X
<u>Grafton</u>							
Braley, Maurice F.	S	SW & HW	X	X	X		
Hazen, L.M.	S	SW	X	X	X		
<u>Hanover</u>							
Lacoss, Niles, P.O. Etna	S	SW	X	X	X		X
<u>Haverhill</u>							
Moosilauke Lbr. & Bobbin Co., (Pike)	S	HW	X	X	X		
Newman Lbr. Co. & Transit Milling Co., Woodsville	S	SW	X	X	X		
Northeast Hardwoods Inc.	S	HW	X	X	X		
<u>Holderness</u>							
Melanson, R. E., Ashland	S	SW & HW	X	X	X		X
Hall, Lester S., White Oak Road	S	SW & HW					X
<u>Landaff</u>							
Davis, Jack, RFD, Lisbon	S	SW & HW	X	X	X		X
<u>Lebanon</u>							
Clough, N.P., and Co.	S	SW & HW	X	X	X		X
Laro, Leonard	S	SW & HW	X	X	X		X
Goodwin, Edmond G., RFD, W. Lebanon	B	SW & HW	X				
<u>Lisbon</u>							
Varney, Robert	S	SW & HW	X	X	X		X

Persons or Company and P.O. Address	Type of Sawmill	Kind of Logs Bought	Stump.	Road	Del.	Cus.
<u>Littleton</u>						
Poulsen Lumber Co.	S	SW & HW	X	X	X	
Schoff, Arthur	S	SW & HW	X	X	X	
<u>Lyme</u>						
Perkins, H. I., Lyme Center	S					X
<u>Monroe</u>						
Brown & Knights, Barnet, Vt.	S	SW	X	X	X	X
<u>Orange</u>						
Hammond, F. C. and Sons, Canaan	S	SW & HW	X	X	X	
<u>Plymouth</u>						
Berg & Ireland Lumber Co.	S	SW & HW	X	X	X	X
Downing, Leslie, RFD #3	B	SW & HW	X	X		
United Shank and Finding Co.	S	HW	X	X	X	
<u>Rumney</u>						
Forest Lands Inc., c/o Roger A. Sanborn, Bayer, Rumney, RFD	B	SW & HW	X			
Sanborn, Richard, Rumney, RFD	S	SW	X	X	X	
<u>Thornton</u>						
Benton, Bert, RFD, Campton	S	SW				X
<u>Warren</u>						
Whitcher, Kenneth	S	SW & HW	X	X	X	X
<u>Wentworth</u>						
Forest Products Inc., Lyle Moody	S	HW	X	X	X	
<u>Woodstock</u>						
Fadden, J. H. and Son, N. Woodstock	S	SW & HW	X	X	X	X

HILLSBORO COUNTY

Amherst

Converse & Peaslee, RFD, Milford	S	SW & HW				X
Currier, P. J., Lbr. Co., RFD, Milford	B	SW	X	X	X	
Levesque, Roland, RFD, Peterboro	S	SW & HW	X			
Phinney, Ernest	S	SW & HW	X	X	X	
Thomas, Horace	S	SW & HW	X	X	X	X

Antrim

Durgin, John D., Box 26, N. Newport	P	SW & HW				X
McKay Lumber	S	SW & HW				X
Putnam, Roscoe	P	SW & HW	X			

Bedford

Morrisette, Albert, Reeds Ferry	X	SW			X	X
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Persons or Company and P.O. Address	Type of Sawmill	Kind of Logs		Stump.	Road	Del.	Cus.
		Bought					
<u>Bennington</u>							
Low, Forest	P	SW					X
<u>Brookline</u>							
Tapply, William, Lunenburg, Mass.	S	SW & HW	X	X	X		
<u>Fracestown</u>							
Putnam, Harry J., RFD, Bennington	P	SW & HW					X
<u>Goffstown</u>							
Pollard, H. T., RFD #4, Box 309, Manchester	P	SW					X
Upton, Gerald	S	SW & HW	X	X	X		
Herbert, Lucien, 29 College Rd., Manchester	S	SW & HW	X				
<u>Hancock</u>							
Pierce, W. H., & Son	B	SW					X
Upton, Karl G.	B	SW & HW	X				
Weston, Wm. Jr.	S	SW & HW					X
<u>Hillsboro</u>							
Durgin, Ernest	P	SW & HW	X				
LaBonte, Antonio	B	SW & HW	X				
Livingston, Sidney	P	SW & HW	X				
<u>Hollis</u>							
Glover, Milton, RFD #2, Milford	S	SW	X				X
<u>Hudson</u>							
Ducharme, Walter, RFD	S	SW					X
Sargent, Isaac, RFD	S	SW	X	X	X		X
<u>Litchfield</u>							
Yanis, Stanley, 102 Hollis St., Nashua	P	SW	X				
Venne, Leo C., 54 Aiken Aven., Lowell, Mass.	P	SW	X				
<u>Lyndeboro</u>							
Ballou, C. Co., Douglas Street, , Uxbridge, Mass.	X	SW	X	X	X		
<u>Manchester</u>							
Bailey, Arthur D., 48 N. Adams St.	B	SW	X				
Plante, Marshall, 248 Villa St., Manchester	P	SW	X				
West Side Lumber Co., 168 S. Main St.	S	SW	X			X	
<u>Merrimack</u>							
Heath, A. C., S. Merrimack	B	SW	X				

Persons or Company and P.O. Address	Type of Sawmill	Kind of				
		Logs Bought	Stump.	Road	Del.	Cus.
<u>Milford</u>						
Wilkins, and Son, RFD, Milford	S	SW	X	X	X	X
Lorden Lumber Co.	S	SW & HW	X	X	X	X
Matson, Theodore	P	SW & HW	X	X	X	
White Mt. Freezer, Broad St., Nashua	S	SW	X	X	X	
Whitten, Chester, Sr.	S	SW	X	X	X	
<u>Mont Vernon</u>						
Riley, Gilbert, RFD, Milford	S	SW				X
<u>Nashua</u>						
Hall, William, RFD #2	S	SW				X
<u>New Boston</u>						
Barlow, Leo	P	SW	X			
<u>New Ipswich</u>						
Kurth, Walter	S	SW	X			X
Saari, George	S	SW				X
Kolapakka, Sulo	S	SW				X
<u>Pelham</u>						
Landry, William, 25 Lamb St., Lowell, Mass.	S	SW				X
Pelham Lbr. Co., (Fred S. Tinkham)	S	SW	X	X	X	
Smith, Ellsworth	S	SW				X
Trepanier, Spaulding Rd.	S	SW				X
<u>Weare</u>						
Colburn, Robert, RFD #1, Weare	S	SW	X			X
Cuddihee, J. W., RFD, Goffstown	P	SW	X			
Huckins, Raymond, Tilton (N.E. Box)	P	SW	X			
Knox, Robert L., E. Weare	S	SW & HW				X
<u>Wilton</u>						
Tuttle, Vic., Wilton Center	S	SW	X		X	X

MERRIMACK COUNTY

Andover

Dalphond Bros., Inc., RFD 1,
Andover

S SW & HW X X X

Boscawen

Atkinson Box Co., Inc., Boscawen
Colby Lumber Co., River Rd., Penacook
Durant, Herbert B., 164 N. Main St.,
Penacook
New Hampshire Forest Development
Assn., Inc.

S SW X X X
S SW & HW X X X
S SW & HW X X X
S SW & HW X

Persons or Company and P.O. Address	Type of Sawmill	Kind of Logs Bought	Stump.	Road	Del.	Cus.
<u>Bradford</u>						
Heselton, Walter A. & Son, Bradford	S	SW & HW	X			
Westerberg, Edwin E. Co., Inc., Bradford	S	SW	X		X	
<u>Canterbury</u>						
Greenwood, George, RFD #8, Concord	S					X
<u>Chichester</u>						
Shaw & Reed, North Chichester	P	SW	X			
<u>Concord</u>						
Concord Lumber Co., Commercial St., Concord	S	SW	X	X		
Twin State Lumber Co., Loudon Rd., Concord	B	HW & SW	X	X	X	
<u>Franklin</u>						
Guy A. Buswell, West Franklin	S	SW	X	X	X	X
<u>Henniker</u>						
Henniker Lumber Co., Henniker	B	SW	X			
Patenaude, Barry, Henniker	P	SW	X			
Upton & Whitcomb, Hancock	B	SW	X			
<u>Hooksett</u>						
Follansbee, Roy F., New Boston	S	SW	X			
<u>Hopkinton</u>						
Astles Lumber Co., Contoocook	S	SW	X		X	
<u>Loudon</u>						
Minery, Allan, RFD #8, Concord	P	SW	X	X	X	X
Moore & Page Lumber Co., RFD #8, Concord	S	SW	X	X	X	X
Sanborn, Albin J., RFD #2, Pittsfield	S	SW	X			X
<u>Newbury</u>						
Craig, Guy A. & Son, Bradford	S	SW	X		X	
<u>Pittsfield</u>						
Barton Bros., Pittsfield	P	SW	X			
Catamount Lumber Co., Pittsfield	S	SW	X	X	X	X
Pittsfield Box & Lumber Co.	P	SW	X			
Riel, Samuel J., Pittsfield	P	SW	X			
<u>Salisbury</u>						
Keyser & Heath, RFD #1, Andover	P	SW	X			
Prince, Roy H. & Son, RFD #1, Andover	S	SW & HW	X	X	X	X
<u>Warner</u>						
Jones, Paul, RFD #1, Contoocook	S	SW				X
Nichols, L. Earl, Warner	S	SW	X	X	X	
<u>Wilmot</u>						
Patten, Ernest M., Wilmot	S	SW & HW	X	X	X	

Persons or Company and P.O. Address	Type of Sawmill	Kind of				
		Logs Bought	Stump.	Road	Del.	Cus.
<u>ROCKINGHAM COUNTY</u>						
<u>Atkinson</u>						
Feuer, Martin	S	SW	X			X
<u>Auburn</u>						
Guinesso Bros., RFD #1	S	SW	X	X	X	X
Manchester Water Works, 281 Water St., A. J. Christie, Forester	S	None				X
Perkins, Arthur E., Candia	P	SW	X			X
Royer, Arthur J. & Son, Box 68	S	SW & HW	X	X		X
<u>Candia</u>						
Brown, Alfred E.	S	None				X
Presby, Charles, 91 Westland St., Manchester	S	SW	X			
<u>Chester</u>						
Lane, Walter W.	S	SW		X	X	X
<u>Danville</u>						
Colby, Alden D.	B					
<u>Deerfield</u>						
Baker, Donald, Mt. Delight Rd.	S	SW	X			X
Jenness, Charles H., RFD, Gossville	S	SW	X	X	X	X
Jaques, Leigh F., Bay View Rd., Dover	P	SW	X			
Moulton, Otis, 33 Prescott St., Concord	P	SW	X			
Plant Bros., South Deerfield	P	SW	X			
Ouellette, Raymond J., Berwick, Me. RFD #1	P	SW & HW	X	X		
<u>Derry</u>						
Kimball Lumber Co., P.O. Box 24	S&P	SW & HW	X	X	X	
Mathes, Robert, RFD #1	B					
True & Noyes, East Derry	P	SW & HW	X		X	X
<u>East Kingston</u>						
Sargent, Richard E., Bear Hill Rd. Merrimack, Mass.	S	SW & HW	X			
<u>Epping</u>						
Johnson Lumber Co., 375 Elm St., Manchester	P	SW	X	X	X	
Harvey, Theodore	P	SW	X			
<u>Exeter</u>						
Plouffe, Arthur, 53 Park St.	S	SW	X	X	X	X
<u>Fremont</u>						
Fremont Lumber Sales	S	SW & HW	X	X	X	X
Spaulding & Frost Co., J. R. Proctor, Manager	S	SW	X	X	X	

Persons or Company and P.O. Address	Type of Sawmill	Kind of Logs Bought	Stump.	Road	Del.	Cus.
<u>Greenland</u>						
Witham, Elroy, Post Rd.	S	SW	X			
Collins, Clifford, Winnicutt Rd.	S	SW	X			X
<u>Hampstead</u>						
Collette, Alfred	S	SW	X	X	X	X
<u>Kensington</u>						
Evans, Arthur, East Kingston, RFD	S	SW	X		X	X
Brown, Everell W., East Kingston, RFD	B	SW & HW	X			
<u>Kingston</u>						
Cheney, R. W. & Son, East Kingston, RFD	S	SW & HW	X	X	X	
<u>Londonderry</u>						
Anderson, Roger	P	SW	X			X
Carter, Albion, South Road	S	SW	X	X	X	X
Mathes, Roger V., RFD #1, Hudson	P	SW	X			
New England Pine Sales, Henry Paul	P&S	SW	X	X	X	
<u>Nottingham</u>						
Clark, John	S	SW	X	X	X	X
Whitcher Lumber Co., Northwood	S	SW	X	X	X	X
Fernald, Fred	P	SW	X	X	X	X
<u>Northwood</u>						
Barton Bros., RFD #1, Pittsfield	P	SW	X			
<u>Raymond</u>						
Campbell, Avery & Daniel	P&S	SW & HW	X	X	X	X
Elliott Bros.	S	SW	X	X	X	
McKinley & Rock	B	SW	X	X	X	
Weeks, Harold S., RFD #1	P	SW	X		X	
<u>Rye</u>						
Rand Lumber Co., RFD #1, Rye	S	SW & HW	X	X	X	X
<u>Salem</u>						
Ackerman, Royal, 22 Lake St., Salem Depot	S	SW	X			
Ralph Estys & Sons, Groveland, Mass.	S	SW & HW	X	X	X	X

Persons or Company and P.O. Address	Type of Sawmill	Kind of Logs Bought	Stump.	Road	Del.	Cus.
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STRAFFORD COUNTY

Barrington

Clark, Melvin, East Barrington	B	SW	X			
Green, George, East Barrington	P	SW	X			

Dover

Jaques, Leigh F., Bay View Road, Dover	P	SW	X			
Moore, John, Durham Rd., Dover	P	SW	X			

Durham

Johnson, Phillip, Durham Pt. Rd.	S	SW				X
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Farmington

Cameron, A. J., Farmington	S	SW	X	X	X	
Farmington Forest Industries, Inc.	B	HW	X			

Middleton

Diprizio, Charles & Sons, Inc., (Middleton), RFD #1, Union, N.H.	S	SW & HW	X	X	X	X
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Milton

Tibbetts Lumber Co., Farmington	S	SW	X	X	X	X
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New Durham

Bay Lbr. Co., New Durham	S	SW & HW	X	X	X	X
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Rochester

Berry, William, Chestnut Hill Rd.	S					X
Champlin Company, Rochester	S	SW	X	X	X	
Collins, Raymond, 16 First St.	P	SW & HW	X	X	X	X
Leroy, E. Allen Co., 151 Wakefield	S	SW	X			
Pittsfield Box, Pittsfield	P	SW	X			
Forgarty, Leonard, 106 Winter St.	B	SW	X	X		

Strafford

Avery & Pratt, Center Barnstead	S	SW		X	X	X
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SULLIVAN COUNTY

Claremont

Davis & Symonds Lbr. Co., Box 56, Claremont	S	SW & HW	X		X	
Johnson, J. C. Lbr. Co., RFD #1	S	SW & HW	X		X	
Rock, Russell, Cornish Flat	S	SW & HW	X	X	X	X

Grantham

Cote & Reney Lumber Co.	S	SW & HW	X	X	X	X
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Langdon

Porter, George, RFD, Alstead	S	SW & HW			X	X
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Persons or Company and P.O. Address	Type of Sawmill	Kind of Logs Bought	Stump.	Road	Del.	Cus.
<u>Lempster</u> Onnela, Robert E., 24 Pinnacle Rd., Newport	S	SW & HW	X	X	X	X
<u>Newport</u> New Hampshire Lumber Operating Co., Inc., Newport	S	SW & HW	X	X	X	
<u>Plainfield</u> Deyette, Herman W.	P					X
<u>Springfield</u> Pillsbury, Clayton M., Box 20, Grantham	S	SW & HW	X	X	X	X
<u>Sunapee</u> Trow, W. W. & Sons	S	SW			X	X
<u>Unity</u> Newton, P.A. & Sons, RFD #2, Newport	S	SW & HW	X	X	X	

OUT-OF-STATE STUMPAGE AND LOG BUYERS WHO BUY IN NEW HAMPSHIRE

	Kind of				
	Bought	Stump.	Road	Del.	Cus.
Bartlett, Edmund W., Salisbury, Mass.	SW & HW	X	X	X	X
Beechers Falls Mfg. Co., Beechers Falls, Vt. (W.J. Morrisey, Mgr.) (Harlie Weir, Buyer)	HW			X	
Bradford Veneer & Panel Co., Bradford, Vt.	HW (VENEER)	X	X	X	
Britton Lumber Co., Inc. Hartland, Vt.	SW & HW	X	X	X	
Brown, P. K. & Sons, Claremont, N.H. (Mill, Proctorsville, Vt.)	HW	X	X	X	X
Brown Package Co., 176 Spruce Street, Winchendon, Mass.	SW			X	
Brown Co., C.N., Lovell, Maine	SW & HW	X	X	X	
Cersosimo Lumber Co., Inc., Brattleboro, Vt.	SW & HW	X	X	X	
Chadborne, Philip, Bethel, Maine	SW	X	X	X	
Clark, C.E. & Sons, c/o Francis S. Clark, 29 Western Ave., Brattleboro, Vt.	SW & HW	X	X	X	
Colby, Willis, Lunenburg, Vt.	SW & HW	X	X	X	X
Cummings, C.B. & Sons, c/o Norman H. Gray, Fryeburg, Maine	HW (BIRCH)	X	X	X	
Currier, Owen G., East Fryeburg, Me.	SW & HW	X			
Davis, L.E., Bethel, Maine	SW			X	
Davis, Richard, Bethel, Maine	SW			X	
Diamond National Corp., Fryeburg, Me.	SW	X		X	
Estys, Ralph & Sons, Groveland, Mass.	SW	X	X	X	
Fyles & Rice, Bethel, Vt.	HW	X	X	X	
Gerry, E.C., Lovell, Maine	SW	X	X	X	
Hannifin, Thomas F., Bellows Falls, Vt.	SW & HW	X	X	X	
Hanover Dowell Co., Bethel, Maine	HW (BOLTWOOD)			X	
Hammond, Thomas & Son, East Hiram, Me.	SW	X	X	X	
Haskell, Clarence, 400 Canal Street, Brattleboro, Vt.	SW & HW	X	X	X	
Holmes, Russell, Canaan, Vt.	SW & HW			X	X
Hurd, Ira & George, East Lebanon, Me.	SW & HW	X		X	
Johnson, Albert, Salisbury, Mass.	SW	X	X	X	X
Malmquist Wood Products Co., Post Mills, Vt.	SW & HW	X	X	X	
Morse, V.L. & Co., 16 Prospect St., Brattleboro, Vt.	HW	X			
Moulton, Carroll, Eliot, Maine	SW	X	X	X	X
Paris Mfg. Co., South Paris, Maine	HW			X	
Sargent, Richard, Merrimack, Mass.	SW	X			
Saunders Bros., Westbrook, Maine	HW	X		X	
Sewell Bros., East Lebanon, Maine	SW	X			
Smith, C.E., Westminster, Mass.	SW	X			
Smead Lumber Co., Vernon, Vt. (S. Vernon, Mass.)	SW & HW	X	X	X	
Snowcroft Co., Norway, Maine	HW	X		X	
South Newfane Lumber Co., S. Newfane, Vt.	SW & HW	X	X	X	

OUT-OF-STATE STUMPAGE AND LOG BUYERS WHO BUY IN NEW HAMPSHIRE

	Kind of Logs Bought	Stump.	Road	Del.	Cus.
Spang, Phillip, Kennebec, Maine	HW	X (PULFWOOD)			
Tenney, Claude, Saxtons River, Vt.	SW & HW			X	X
True Temper Corp., Wallingford, Vt.	HW		X	X	
Weyerhause Co., Wood Products Division, N. Troy, Vt., Warren Drown, Buyer	HW (VENEER)	inquire direct			
Wood Bros., Newbury, Vt.	SW & HW	X	X	X	X

PORTABLE PULFWOOD DEBARKERS

Benjamin, Mariner	40 East Main St., Merrimack, Mass.
Foster, H. Willard	66 Highland St., Winchendon, Mass.
Kimball Lumber Co.	Derry, N.H.
Lee, John E.	49 Logging Hill Rd., Concord, N.H.
Randall, Ralph T.	RFD 1, Newmarket, N.H.
Roberts, John D.	Canaan, N.H.

PLANNING MILLS (CUSTOM)

Astles Lumber Co.	Contoocook, N.H.
Cersosimo Lumber Co.	Brattleboro, Vt.
Chase, Benjamin Co.	Derry, N.H.
Cheney, Roland & Son	Kingston, N.H.
Colby Bros.	Danville, N.H.
Concord Lumber Co.	Commercial St., Concord, N.H.
Currier, P.L. Lumber Co.	RFD, Milford, N.H.
Edwin E. Westerberg Co.	Bradford, N.H.
Green Lumber Co.	1253 Hooksett Rd., Manchester, N.H.
Johnson, J.C. Lumber Co.	RFD 1, Claremont, N.H.
Lane, Walter	Chester, N.H.
Monroe Lumber Co.	Lee, N.H.
Rodd Lumber Co.	RFD 4, Dover Rd., Concord, N.H.
State Line Planning	Box 35, Nashua, N.H.
Trow, W.W. & Sons	Sunapee, N.H.
Twin State Lumber	Loudon Rd., Concord, N.H.
Transit Milling Co.	Woodsville, N.H.

SHINGLE MILL OPERATORS

Johnson, Phillip	Durham Foint, Durham, N.H.
Parkhurst, Lynn & Sons	Colebrook, N.H.
Pratt and Avery	Strafford, N.H.

WOOD CHIPPING PLANTS

Fremont Chipwood Co.	Fremont, N.H.
Lakes Region Wood Chipping Corp., Lloyd Hawkenson (Ashland)	Plymouth, N.H.
Ossipee Lumber Corp.	Center Ossipee, N.H.
White Mountain Wood Chipping Co. (Woodsville)	Plymouth, N.H.

PULFWOOD BUYERS

<u>Company and Individual Buyers</u>	<u>Kinds of Wood Purchased</u>
Brown Company, Berlin, N.H.	Spruce, fir, hemlock, tamarack,
Cameron, C.A., Island Pond, Vt.	pine, beech, birch, maple, oak,
Hamlin, Mark, Berlin, N.H.	elm. ash, veneer, yellow birch,
Mitchel, R.W., Berlin, N.H., also c/o F.G. Marshall, Colebrook, N.H.	basswood, and poplar.
Mountain, Claude, 15-2nd St., Cascade, N.H.	
Ellis, George, Gorham, N.H.	
Pitman, Harold, Conway, N.H.	
Monahan, Thomas, N. Stratford, N.H.	

Company and Individual Buyers

Kinds of Wood Purchased

Franconia Paper Corp., Lincoln, N.H.
Stevens, Glenn, Lincoln, N.H.
Waldo, Henry C., Manager, Woods
Dept., Lincoln, N.H.

Spruce and fir, limited amount of
hemlock

Groveton Papers Co., Groveton, N.H.
Mountain, Harold, Groveton, N.H.

Spruce, fir, dry hemlock, and dry
hardwood

International Paper Co.
Ruch, Willard A., N. Stratford, N.H.

Spruce, fir (inquire direct)

Oxford Paper Co., Rumford, Maine
Weston, John, Fryeburg, Maine
Ashton, Richard, School St., Concord,
N.H.

Spruce, fir, hemlock, and northern
hardwood

Warren, S.D. Co., Westbrook, Maine
True, Robert

Spruce, white pine, and hardwood

St. Regis Paper Company
Cowan, Frederick, W. Stewartstown, N.H.

Spruce and fir (inquire direct)

LaPierre, Ulderic, Middleton, N.H.

Softwood and hardwood

Tolman, Barry, RFD, Marlboro, N.H.

Hardwood

Farwell, Thomas, Wells River, Vt.

Spruce, fir, hemlock, pine, hardwood,
and poplar.

Foster, H. Willard, 86 Highland St.,
Winchendon, Mass.

Hardwood

Moore, George, Lebanon, N.H.

Spruce, fir, hemlock, pine, hardwood,
and poplar.

Lee, John J., 49 Logging Hill Rd.,
Concord

Hardwood

Kimball Lumber Co., Derry, N.H.

Hardwood

Poulin, Marc, 12 Sunset Drive, St.
Johnsbury, Vermont

Hardwood

Randall, Ralph T., RFD 1, Newmarket,
N.H.

Hardwood

<u>Company and Individual Buyers</u>	<u>Kinds of Wood Purchased</u>
Buswell, Isaac L., Center Ossipee, N.H.	Softwood
Conway Supply Co., Conway, N.H.	Softwood and Hardwood
Cotton, Clayton A., RFD, Ctr. Ossipee, N.H.	Softwood and Hardwood
Drew, Daniel, Intervale, N.H.	Softwood and Hardwood
Elliot, Edwin L., North Sandwich, N.H.	Softwood and Hardwood
Leavitt, Harold M., Conway, N.H.	Softwood and Hardwood
Parker, John E., Jr., Box #23, Glen, N.H.	Softwood and Hardwood

EXCELSIOR BUYERS*

American Excelsior Corp., Lebanon, N.H. Selle, N.F., Manager	Peeled poplar and basswood
Berry, O.P. Co., Wolfeboro, N.H.	Peeled poplar
Lord, W. M. Co., Union & Wolfeboro, N.H.	Peeled poplar, some willow

* Excelsior companies prefer peeled wood. The sticks must be 48 inches long and 4 inches minimum diameter at the small end.

POLES, PILING, AND POST BUYERS

Cotton, Clayton, A., RFD, Center Ossipee, N.H.	Fitch and red pine posts
Coos Forest Products, Inc., Hughes Rd., Colebrook	Cedar posts (inquire spec.)
Kennett Corp., Conway, N.H.	Spruce, Norway pine, piling
Koppers Co., Inc., Wood Preserving Div., Nashua	Norway (Red) and pitch pine
Leavitt, Harold, Conway, N.H.	Birch and Norway (red) pine piling
Morrill, Brewster, North Conway, N.H.	Spruce and Norway (red) pine piling
New England Pole and Wood Treating Corp., Box 36, Merrimack, N.H., c/o William Footer	Norway and pitch pine, spruce, hardwood, oak, maple, hickory

SPECIALTY BUYERS - BIRCH BOLTS AND OTHER ROUNDWOOD PRODUCTS

Name of Company and P.O. Address

Species and Specifications

Allen-Rogers Corp., Laconia, N.H., Andover Division at East Andover, N.H. - buying white birch bolts and logs. For prices, specs., etc. contact mill or call Maurice Call, East Andover, N.H.

Ames, Fred, Warren - Bobbin wood, maple, 10" min. diam.

Antrim Molding Co., Inc., Antrim - 6"-12" white pine; 4-8-12-16 lengths.

Antrim Reel Co., Antrim - Reels for rope and twine.

Bedford Box & Crate Co., RFD, Manchester - pine bolts 40 and 48" min. 4" diam.

Bixby, Ivan, Rumney - red oak, 10" min. diam.

Brock, Zack, Bridgewater - white ash for ladder rounds.

Cameron, A.F., Farmington - white, black, yellow birch, sugar maple, 4' long, 8" diam.

Clarke, Harry E., 115 William St., Brattleboro - white ash logs, 11'2", 5'8" min. diam.

Clark, Murray, N. Woodstock - white birch and other hardwoods (write for specifications)

Cummings, C.B. & Sons, Conway and Groveton - white and yellow birch, stumpage, logs, bolts, roadside and delivered.

Draper Corp., Beebe River - yellow birch, sugar maple, hemlock, pine and spruce logs.

Farmington Bolting Co., Farmington - white birch, 50" long 6" min. diam.

Forest Products, Inc., Wentworth - white and yellow birch, sugar maple, beech and white ash logs and boltwood. Inquire Lyle Moody, Wentworth.

Kearsage Peg. Co., Bartlett - straight white and yellow birch in 4' lengths, 6" top diam. Red heart not over 1/3 diam. of stick. Comparatively free from knots and burls.

Klondike Box Co., E. Weare - white pine bolts 40" and 48" min. 5" diam.

Leblanc, Gerald, 150 River St., Franklin - hardwood and softwood bolts. Contact for specs.

McGall Bros., Raymond - elm, gum oak, 18" to 22". Maple, birch and other hardwoods, 6" to 8" diam.

Mooney, George & Sons, Inc., Farmington - white birch bolts. Contact for specs.

Moosilauke Lumber and Bobbin Co., Pike - white and yellow birch, sugar maple, beech, white ash, and red oak.

Morrill, Brewster, N. Conway - oak stumpage.

Northeast Hearwoods, Inc., N. Haverhill - buys hardwoods in log and bolt form. Write for specs.

Parker, Winfield, Littleton (Bethlehem) - white and yellow birch, maple, beech square stock, also, buys pulpwood.

Portland Dowell Co., Center Ossipee, George Pearson & Parker Merrow - hardwood stumpage, birch, beech, maple, within 25 miles radius of mill and boltwood delivered to mill.

Saunders Bros., Westbrook, Maine, S. Tamworth, N.H., Dalton, N.H.; A.C. Wentworth, Whitefield, N.H., Warren, N.H. - birch logs 39", 48", 51" lengths min., 3" whitewood around red heart. Elton Perkins, Tamworth, N.H.

Tekwood Inc., Division of United Plywood, Lakeport - good quality hard and soft maple, white and yellow birch, beech and basswood logs 9', 13', 18' in length, 52" bolts, white birch min. top diam. 9" other 10". Logs must be reasonably sound, straight, and round.

United Shank and Findings Co., Plymouth - white birch, length 4' to 24', min. top diam. 8". No more than 2 small knots per 4' section. Sound, no cracks or crooks.

West River Basket Co., Putney, Vt. - ash and pine logs 8', 10', 12'.

White Mountain Lumber Co., Arthur Napert, Buyer, Berlin - green logs for osmose treatment. Inquire for specifications. No. 3 common hardwood lumber for pallets and skids.

Washburn, R.G., N. Strafford - hardwood and softwood sawlogs, yellow birch, veneer preferable.

Winham, Harold, Alstead - white birch logs.

PARTIAL LIST OF CONSULTING FORESTERS PRACTICING IN NEW HAMPSHIRE

Consulting Foresters perform the following services: timber cruising and estimating, boundary surveys, timber marking, timber sales, timber stand improvement (pruning, weeding, thinning), tree planting, trespass and litigation, acting as owner's agent, depletion accounting, acquisition, Christmas tree management, and research surveys. For details, you should contact the individual.

Attridge, J. Milton, Antrim
Bofinger, Paul, 5 Thomas Street, Concord
Boomer, Stephen H., White Mountain Highway, Center Ossipee
Brown, J. Willcox, 77 North Main Street, Concord
Calhoun, John C. Jr., Gilsum
Catheron, Allison G. II, Wagner Woodlands, Lyme
Chardon, Alain J., Hopkinton Rd., Contoocook
Coville, Stanley, Tamworth
Day, Gordon, Pine Street, Contoocook
Dearborn, Richard, Plymouth
Dwyer, Walter W. Jr., Briar Hill Road, Hopkinton Village
Feuer, Martin, Atkinson
Hambrook, Francis G., RFD, Center Harbor, (Vittum Hill Road, Sandwich)
Hyde, Gerald, 73 South River Road, Bedford, (P.O. Manchester)
House, William P., Chesham, (RFD, Marlboro)
Johnston, Richard B., RFD, Center Harbor, (Sandwich)
Keller, John, Bethlehem
Knickerbocker, Gerald C., Spofford
LaBree, Clifton, Wilson Hill, New Boston
Lane, William, Crown Point Road, Rochester
Marshall, Raymond H., Mann's Hill Road, Littleton
Monk, Bradford E., 131 Washington Street, Penacook
Morrill, George W. Jr., Route 3, Concord
Plumb, Allen, Newport
Poppema, Donald, Center Barnstead
Thorne, Thaddeus, Center Conway
Val Alstine, J. N., Route #1, Center Conway
Wallace, Oliver P., 9 Valentine Hill Road, Durham
Whittemore, Donald, 23 Prospect Street, Lancaster
Woodward, Howard, 234 Main Street, Berlin

PARTIAL LIST OF INDUSTRIAL FORESTERS EMPLOYED IN NEW HAMPSHIRE

Brown Company, Berlin

C. S. Kerr
K. S. Scott
R. B. Webb

J. H. Bork
C. W. Rand
J. F. Renoux

K. S. Norcott
J. D. Bates
G. L. MacIntosh
D. Bennett

Davis and Symonds Lumber Co., Claremont

Walter F. Breckenridge

Franconia Paper Corp., Lincoln

Henry C. Waldo

Groveton Papers Company, Groveton

H. S. Mountain
Le Verne Ingersoll
James Bryan
Lewis Ruch

The Kennett Company, Conway

Francis R. Macomber

Laconia Milling Corp., Lakeport

William C. Patterson

St. Regis Paper Co., West Stewartstown

Frederick W. Cowan
George D. Gates
Allen F. Gordon
David B. Strathdee

Oxford Paper Co., School Street, Concord

Richard Ashton

International Paper Co., N. Stratford

Willard Ruch

Draper Corp., Beebe River

Samuel Hall
John French
Richard Dearborn

Manchester Water Works, Manchester

Aldis J. Christie

Andorra Forest, Stoddard

William Dussault

PARTIAL LIST OF TIMBER STAND IMPROVEMENT CONTRACTORS

Bennett, Harry, RFD, Winchester	Russell, Lee, Farmington
Day, Lewis, West Stewartstown	Towle, James, Chester
Dearborn, Richard, Plymouth	Wagner Woodlands, Lyme
Page, Otis, Church Street, Laconia	Watson, David, Newington

CHRISTMAS TREE DEALERS AND PRODUCERS

(c) Christmas Trees (b) Boughs

Adair, Elery W., RFD 2, N. Stratford (c)
Amadon, George N., Lancaster, RFD 1 (c)
Bacon, Claude, Beechers Falls, Vt., (c&b)
Bacon, Sam, RFD 1, Littleton (Dalton) (c)
Ball, D. T., RFD, Colebrook (c&b)
Barbin, Romeo, 175 Park Street, Berlin (c)
Batchelder, Stewart, Clarksville (P.O. Pittsburg) (c&b)
Beloin, Alcide, Hall Street, Pittsburg (P.O. Beechers Falls, Vt.) (c)
Beloin, Edward, RFD, Colebrook (South Canaan, Vt.) (c)
Beloin, Germain, RFD, Colebrook (c)
Benoit, Hector, West Stewartstown (c)
Bradley, Walter (Mrs.), Whitefield (c)
Brady, James, Jefferson (c)
Brockleman, Curtis, Franconia (c)
Brooks, Darwin, Stewartstown (P.O., RFD, Colebrook) (c)
Brooks, Douglas, N. Haverhill (c)
Brooks, Hollis, Groveton (P.O., RFD 1, Lancaster) (b)
Brown, Earle E., Stratford (RFD, North Stratford) (c)
Brown, Peter, RFD 1, Bristol (c)
Bunnell, Holman, RFD 3, Colebrook (c)
Crawford, Edgar, Clarksville (P.O., Pittsburg) (c)
Cross, Holman, RFD 1, Colebrook (c)
Couture, Wilfred, RFD, Lancaster (Riverton) (c&b)
Currier, Frank, RFD 1, Lancaster (c&b)
Day, Dustin, West Stewartstown (b)
Day, M. Eva, West Stewartstown (c&b)
Day, Louis, West Stewartstown (b)
Dearborn, Richard, Buckland Avenue, Plymouth (c&b)
Deline, Emerson, Stark (P.O. Groveton) (c)
Emerson, Stephen, RFD, Lancaster (c&b)
Ferguson, W. W., Colebrook (c)
Firland Associates, c/o Leslie Blaisdell, Lancaster (c&b)
Frizzell, Richard, RFD, Colebrook (c)
Fund, August, RFD 3, Colebrook (c&b)
Geller, Frederick F., 26 Hanover Street, Keene (c)
Giroux, Leon, Stewartstown (RFD, Colebrook) (c)
Goodwin, Clyde, RFD 1, Colebrook (c)
Goodrum, Hazen, Colebrook (c&b)
Gorman, Redmon, RFD, Colebrook (c)
Gray, Robert, Pittsburg (P.O. Beechers Falls, Vt.) (c)
Gray, Tabor, Pittsburg (P.O. Beechers Falls, Vt.) (c)
Grondin, Claude, Stewartstown, RFD 3, Colebrook (c)
Haggett, J. W., Canaan (c)
Haynes, Moody, Bishop Brook (P.O. Beechers Falls, Vt.) (c)
Hayward, Robert, Sugar Hill (c&b)
Hibbard, Ellis, RFD, Stewartstown (P.O., RFD, Colebrook) (c)
Hollingsworth, Schuyler, RFD 2, Peterborough (c)
Hyde, John L., 6 Columbus Avenue, Concord (c)

Jackson, Charles, Colebrook (c)
Jackson, Frank, 59 Prospect Street, Lebanon (c&b)
Jackson, J. R. & Son, Colebrook (c)
Jacques, Nelson, Plymouth (c)
Keach, Douglas, RFD, Colebrook (c)
Kelsea, Lawrence M., Colebrook (c&b)
Lamoureaux, Peter F., Colebrook (c)
Lang, Harry, RFD 2, Colebrook (c)
Locke, Shelton, Champlain Street, Berlin (c)
Lord, Henry, Pittsburg (c)
Lyons, Albion J., RFD 1, Colebrook (c)
MacLean, Joseph, Colebrook (c)
Marchessault, Lorraine, RFD, Colebrook (c)
Marquis, Leon, Pittsburg (P.O. Beechers Falls, Vt.) (c)
Marshall, Raymond, Pine Street, Littleton (c&b)
Maurais, Adrien, RFD, Colebrook (c)
Mayberry, Benjamin, RFD, Colebrook (c)
McAllaster, Roger & Shirley, Stewartstown, RFD 3, Colebrook (c)
McGoff, D. M., Lancaster (c)
McMann, Harlan, RFD, N. Stratford (c)
Morrison, Scott, RFD, Colebrook (c&b)
Northland Tree Co., Congdon, Percy Street, Colebrook (c)
Noyes, Chester, Colebrook, RFD (c&b)
Oleson, Morris, Woodsville (c)
Oleson, Norman, Jefferson (c)
Parker, B. W., Colebrook (c&b)
Parker, George, P.O. West Stewartstown (Clarksville) (c)
Paquette, Aldege, RFD, Colebrook (c)
Paquette, Antonio, Pittsburg, (P.O. Beechers Falls, Vt.) (c)
Paquette, Emile, Beechers Falls, Vt. (c)
Paquette, Marcel, Twin Mountain (c)
Placey, Burleigh R., RFD, Colebrook (c&b)
Placey, Claude, RFD 1, Lancaster (c&b)
Placey, Gordon, Colebrook (c&b)
Rainville, Robert, Colebrook (c)
Rancloes, Frank, RFD 3, Colebrook (c)
Reynolds, William, N. Stratford (c)
Reed, Kenneth, Jefferson (c)
Ricard, James, Canaan (c)
Riendeau, George, Beechers Falls, Vt., Hall Stream (c)
Robertson, Phil, Prime Tree Co., Franconia (c)
Robinson, Claude, Colebrook (c)
Robitaille, Gerard, RFD, Colebrook (c&b)
Russell, Lee, Farmington (c)
Sawyer, Alfred, Jaffrey (c)
Schwarz, Thomas, Orford (c&b)
Stevens, Richard, Colebrook (c)
Struhsacker, Philip, Flintlock Lodge, Franconia (c)
Thibeault, Joseph, Box 36 Beechers Falls, Vt., Hall Stream (c)
Underhill, Oliver R., (see John C. Keller, Bethlehem, N.H.) c/o Standard
Vacuum Oil Co., 6 Church Lane, Calcutta, India (c)
Weir, Harlie, Colebrook (c)
Wheeler, Leonard, Beechers Falls, Vt. (Bishop Brook Road, N.H.) (c)
Wheeler, Raymond, Pittsburg (P.O. Beechers Falls, Vt.) (c)
Yale, William, Sandown, RFD 2, Chester (c)

METHODS OF FOREST LAND CLASSIFICATION
USEFUL AS GUIDES FOR ASSESSING FOREST LAND VALUES

New Hampshire's forests make an important contribution to the economic welfare of the state. One-third of those employed in manufacturing in New Hampshire are employed in the forest products industries. The annual payroll of these industries is in excess of \$100,000,000. The forests are the resource base which provides the raw material for these industries. Most of these forests are privately owned and consist of small to medium size tracts of land (40 to 200 acres). These tracts of forest are part of the tax base of practically every New Hampshire town and city. The health of New Hampshire's forest products industry depends on the proper valuation of these lands by assessors in relation to their ability to produce income.

The inter-relationship of employment made possible through the forest products industries and the valuation of forest land needs careful consideration. Forest landowners need to be encouraged to produce continued crops of timber.

If the methods used to assess forest land produce results that are inequitable or that place an excessive tax burden on the land, the owner's incentive to hold the land for timber and fiber production may be lost.

One method of determining the value of forest land is through some means of forest land classification.

Three methods of forest land classification are presented for consideration.⁽¹⁾ Before discussing the methods some general principles must be agreed upon. These are presented under part I. Next factors affecting the value of forest land must be considered; these are presented under part II. The three methods of applying factors affecting land value to arrive at land value per acre are presented under part III.

I. General Principles

1. Forest land should be assessed as bare land, separately from any trees, timber or improvements thereon.
2. Forest land, where the principal use is growing timber, should be assessed on its value as commercial timberland, and classified as such. Recreational values such as campsites and shore property should be classified separately and these values considered separately.
3. A relatively low assessed value must be placed on commercial forest land because of its capacity to produce a relatively low annual income compared to other commercial uses of land.
4. A severance tax based on the value of production of forest land as represented by the actual sale value of stumpage at the time the product is marketed is the most realistic and fairest method of assessing taxes on forest ownership. This takes into consideration production, both in quality and quantity, and the cost of extraction and transportation to market.

(1) Methods of Appraising the Value of Forest Land Committee Report to the Granite State Chapter, Society of American Foresters, 1954.

5. For this reason the severance tax should be relied upon as the major method by which crops from forest land are made to bear a fair share of the cost of local government.

6. A small annual tax on the bare land is reasonable and desirable in order to provide annual revenue for local government.

7. Assessing a value on bare land is subject to the same errors and unfairness as the annual assessment of standing timber. However, the magnitude of possible errors is limited by the relatively small range of values that can reasonably be used.

8. Despite the above, either excessive bare land valuations or high tax rates or both can cause the cumulative annual tax burden to discourage the holding and development of land for the purpose of timber production.

9. In order that taxation shall be equitable, forest land should be assessed on its income-producing capacity rather than on the ability of the owner to pay.

10. Forest land varies on its capacity to yield revenue just as does other crop land. Many of the soil characteristics applicable to other crops apply but because classifications based on potential productivity are difficult to establish and require great skill, nor can they be described accurately, major emphasis should be placed on relatively well-recognized physical factors affecting logging chance and accessibility to market rather than on productivity. Furthermore, location and accessibility to markets are more important in timberland because of the bulk, weight, and low unit value of forest products.

11. The chief factors influencing the value of land for producing wood crops are considered to be (1) Accessibility, (2) Character of Bottom--or operating conditions, (3) Distance to Market, and (4) Productive Capacity, in that order of importance. Thus in any objective scheme for rating or classifying land, greater weight must be given to some factors than to others.

12. Any assessment, to be realistic, must reflect local values. These may be evidenced by recent sales by a willing seller to a willing buyer. To be a valid measure of value such sales must be (a) completely unforced, i.e., free from other pressures to sell or to buy, and (b) the sale price related solely to bare land--recently clear-cut or burned or abandoned pasture devoid of trees.

13. A general formula for forest land value should be assumed to be 100% of true value, without regard to what local assessment practices in individual towns may be.

14. There is little guidance for selectmen in valuing bare land. The result is that values placed on bare land range from \$.50 to \$10.00 per acre or more and annual taxes from \$.03 to \$.58 per acre. In general, annual land taxes should range from 10% to 20% of the gross annual income in possible growth that can be expected under extensive management.

15. A guide may be helpful to local assessing officials in arriving at true bare land values comparable to the guides offered by the Tax Commission for valuation of livestock, lumber, logs, etc.

II. Definition of Factors Affecting Value of Forest Land

Granting the acceptance of these principles, the next step is to define and evaluate the factors that determine land value. There are many such factors. The four presented here are the most important and readily recognized. Each of these factors has been divided into three parts and each part has been given a numerical value of 1, 2, or 3.

A. Accessibility: Distance to usable truck road.

1. Inaccessible: Over 4 miles.
2. Remote: 1/2 to 4 miles.
3. Accessible: 1/2 mile or less.

B. Operating Conditions: Character of bottom or terrain affecting ease of logging.

1. Very rough or steep, rocky, ledges, boulders or swampy. Inoperable under normal conditions.
2. Moderately steep, rocky or swampy, but possible to log with horses (but not tractors) or under special conditions of deep snow or hard freeze
3. Logging chance generally good. Operable at all times with either horses or tractors.

C. Distance to Market:

1. 20 or more miles to common markets.
2. 5 to 20 miles to common markets.
3. Less than 5 miles to common markets.

D. Productivity: Capacity of the soil to grow merchantable timber.

1. Barren or poor. Thin soil on ledge, excessively dry or wet. No merchantable timber crops in less than 100 years.
2. Fair soil conditions, capable of producing merchantable timber in 75-100 years.
3. Good soil conditions, capable of producing merchantable timber in less than 75 years.

III. Methods of Applying Factors Affecting Land Value to Arrive at Value Per Acre

Three alternative methods of classification of forest land are presented for consideration. The first utilizes the botanical key form. Other methods employ a system of ratings or are purely descriptive. It should be noted that all methods follow the definitions of factors given in Section II.

METHOD 1. KEY FOR ASSESSING VALUE OF BARE FOREST LAND

The following key has been designed to assist assessing officials in assessing separately from the timber, bare forest land or land in which growing wood and timber stands.

Procedure:

To find the value of a certain piece of land, one must first be fairly familiar with the most outstanding yet most common land features. With these features in mind, start with the first set of alternatives in the key. At the end of the alternative that best fits the land in question will be found either a monetary value or a letter. If the alternative that best describes the land is followed by a letter, this letter indicates the next set of alternatives to go on to....If the best alternative is followed by a monetary value, this value would be the assessed bare land value of the parcel of land in question.

In judging any piece of land, always start at the beginning of the key and follow through in an orderly manner until a monetary value is reached. This is merely a guide, adjustments may be made to fit local situations.

- A. (1) Land over 4 miles to the nearest usable truck road \$.50 per acre
(2) Land less than 4 miles to the nearest usable truck road B
- B. (1) Land over 1/2 mi. from usable truck road C
(2) Land less than 1/2 mi. from usable truck road G
- C. (1) Land unproductive to commercial timber (ledge, swamp, Mt. top, etc.) .50 per acre
(2) Land productive to commercial timber (cordwood, pulpwood, sawlogs, etc.) D
- D. (1) Land steep or extremely rocky or wet most of the year. 1.00 per acre
(2) Land with a reasonably good logging chance E
- E. (1) Land 20 miles or over to delivery points or common markets (see definition below.) 2.00 per acre
(2) Land less than 20 miles to delivery points or markets F
- F. (1) Land less than 20 but more than 5 miles to delivery points or common markets 3.00 per acre
(2) Land less than 5 miles to delivery points or markets 4.00 per acre
- G. (1) Land unproductive to commercial timber (ledge, swamp, Mt. top, etc.) .50 per acre
(2) Land productive to commercial timber (cordwood, pulpwood, saw logs, etc.) H
- H. (1) Land steep or extremely rocky or wet most of the year 2.00 per acre
(2) Land with a reasonably good logging chance I
- I. (1) Land 20 miles or over to delivery points or common markets 3.00 per acre
(2) Land less than 20 miles to delivery points or markets J
- J. (1) Land less than 20 but more than 5 miles to delivery points or common markets 4.00 per acre
(2) Land less than 5 miles to delivery points or markets 5.00 per acre

DESCRIPTIONS

(1) Usable truck roads:

A road, either public or private, in such condition that, with a minimum or no maintenance, fully loaded trucks can pass out over it under their own power, during at least 1/3 of the year.

(2) Delivery points:

The point at which the forest product will be converted to a semi-finish or finished product such as a sawmill, pulpmill, excelsior mill, cooperage mill, etc.

(3) Common markets:

Markets found within a township or neighboring townships within a reasonable trucking distance. These may be sawmills, turnery shops, etc.

APPLICATION

There will be cases where part of a lot may key out to one value and yet another section of the same lot may key to a second or different value.

Example:

Half the area of a certain lot may key out to the first part of alternative #4 (\$1.00) and the other half of the lot, because of a decided difference in features, may key out to the second part of alternative #4.

The procedure would be to continue keying out the second 1/2 of the lot to the next monetary value. This second value should be averaged with the first value (\$1.00) keyed out under #4. The end result would be the overall value of the lot in question.

METHOD 2. CLASSES OF LAND BASED ON DESCRIPTION

This proposal has for its basis the idea of extreme simplicity in presentation and use, and of developing a general picture of conditions affecting classifications of land values rather than a more detailed breakdown. Much would be left to the appraiser in deciding how to set values where there is a mixture of factors.

- | | |
|--------------------|--|
| A. Accessibility | - Poor - 4 or more miles to truck road |
| Logging conditions | - Poor - excessively rocky, steep or broken, swampy |
| Distance to market | - 20 miles or more |
| Productivity | - Poor - merchantable crops require 100 yrs., or more - \$.50 to \$1.00 per acre |
| B. Accessibility | - Fair - 1/2 - 4 miles to truck road |
| Logging conditions | - Fair - not excessively rocky, steep or swampy on the whole but some problems with any or all these |
| Distance to market | - 5-20 miles |
| Productivity | - Fair - merchantable crops in 75-100 years - \$1.00 to \$2.00 per acre |

- C. Accessibility - Good - less than 1/2 mile to truck road
- Logging conditions - Good - ground free from major obstruction, slope uniformly downhill
- Distance to market - Less than 5 miles
- Productivity - Good - merchantable crops in less than 75 years - \$2.00 to \$5.00 per acre

METHOD 3. METHOD BASED ON NUMERICAL WEIGHTING OF FACTORS

It will be noted under Section II "Definitions" that ratings of each of the factors increase from 1 to 3 as conditions become more favorable, and hence, indicate increased value. This suggests that a simple adding of rating numbers under each factor will give a numerical expression of value - varying from 4 (where all factors are most unfavorable) to 12 (where all factors are rated at their best condition). In other words we may say that 12 is equal to 100% or the maximum land value and 4 is 30% assuming all factors are of equal weight. However, since it is suggested the poorest class of land should be appraised at \$.50 per acre, or 4 points and the best at \$5.00 or 48 value points, it is necessary to assign values to the ratings that will accomplish this range. Monetary values can be assigned to the value points, hence, if 4 points represents the minimum valuation of \$.50 then one point equals $12\frac{1}{2}\phi$. Therefore, the sum of the value points multiplied by $12\frac{1}{2}\phi$ will give the assessed value per acre.

<u>Accessibility</u>	<u>Value Points</u>
1. Poor	1
2. Fair	6
3. Good	12
 <u>Operating Conditions</u>	
1. Poor	1
2. Fair	6
3. Good	12
 <u>Distance to Market</u>	
1. Poor	1
2. Fair	6
3. Good	12
 <u>Productivity</u>	
1. Poor	1
2. Fair	6
3. Good	12

Thus, if all factors rate No. 3 we have $4 \times 12 \times 12\frac{1}{2}\phi = \6.00 per acre, If some are good, others fair, others poor, we can get any combination giving each factor equal weight, viz.:

Accessibility	- Good	12 Points
Operatibility	- Poor	1
Distance to Market	- Fair	6
Productivity	- Fair	6

Total 25 x 12 $\frac{1}{2}$ ϕ = \$3.12 per acre

The next step is to adjust the point values to weight some factors more than others. If, for example, it is believed that in a given town or region, accessibility is of far greater importance than other factors it could be given a higher point rating relative to the other factors, still keeping within the range of 50 to \$6.00 per acre (or, of course, any other range that applied in that town or region.)

Thus:

<u>Accessibility</u>		
1. Poor		2
2. Fair		12
3. Good		24

<u>Productivity</u>		
1. Poor		0
2. Fair		3
3. Good		6

<u>Operating Conditions</u>		
1. Poor		1
2. Fair		6
3. Good		12

<u>Distance to Market</u>		
1. Poor		0
2. Fair		3
3. Good		6

or any other combination

The advantages of this system are:

1. All factors are considered in each case
2. Weighting of factors can be adjusted to local conditions.
3. It is simple to apply.

CONCLUSION

There are doubtless many other methods that may be devised to apply the factors affecting value to the actual valuation of forest land.

Attention is again called to the three main divisions of this report-

- I. General Principles
- II. Definition of Factors Affecting Value
- III. Application of these Factors to Arrive at Dollar Value.