Extension Circular 373 March 1964

NEW HAMPSHIRE FOREST MARKET REPORT 1964

COOPERATIVE EXTENSION SERVICE
UNIVERSITY OF NEW HAMPSHIRE
with the
NEW HAMPSHIRE DEPARTMENT OF RESOURCES
AND ECONOMIC DEVELOPMENT COOPERATING

Published and distributed by the University of New Hampshire, Durham, N. H., S. W. Hoitt, Director of the Cooperative Extension Service, in furtherance of the purposes provided for in the Acts of Congress of May 8 and June 20, 1914, the United States Department of Agriculture cooperating.

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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 Roger P. Sloan, Extension Forester, and Nicholas Engalichev, Forest Products Utilization and Marketing Specialist.

County Foresters

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Belknap	Monahan, Daniel H.	County Extension Office Laconia 524-2121
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Grafton	Sargent, Leslie B.	County Extension Office Woodsville 747-2061
Hillsboro	Breck, Robert W.	County Extension Office Milford 673-2510
Merrimack	Thompson, Wilbur E.	County Extension Office Concord 225-5505
Rockingham	Knowles, Stanley W. *Ferguson, John	County Extension Office Exeter 772-2741
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*Assistant County Forester

Forest Market Report for 1964

THE NATIONAL FOREST MARKET SITUATION[1]

Sawlogs and Roundwood

In response to the general growth in economic activity, consumption of all round timber products showed a moderate rise in 1963 to about 11.9 billion cubic feet, up 1%. Although this is somewhat above the 11.8 billion cubic feet consumed in 1962, it is considerably below the 12.3 billion cubic feet consumed in 1956 — the postwar peak year. Most of the increase in use in 1963 reflects a rise in the consumption of saw logs, pulpwood, and veneer logs.

In view of the anticipated large increase in population and the small rise in consumption, it is expected that the per capita use of all round timber products in 1963 dropped slightly from the 1962 level of 63.0 cubic feet to 62.7 cubic feet. Per capita use of roundwood pulpwood, fuelwood, and minor industrial timber products such as poles, piling, cooperage logs, fence posts, and mine timbers has also declined. In contrast, the per capita consumption of saw logs rose from 31.3 cubic feet to 31.6 cubic feet, and veneer logs from 5.4 cubic feet to 5.8 cubic feet.

Production of timber products from domestic forests in 1963 is estimated at 10.3 billion cubic feet — about 2 percent above the 10.1 billion cubic feet produced in 1962. Saw logs are expected to compose about 52 percent of the domestic output, pulpwood 25 percent, veneer logs 9 percent, fuelwood 10 percent, and minor industrial timber products the remaining 4 percent.

Imports are playing a larger part in meeting U. S. timber needs. In 1963, net imports of wood including the roundwood equivalent of the net imports of lumber, veneer, plywood, wood pulp, and paper and board are expected to be 1.5 billion cubic feet (roundwood equivalent) and account for about 13 percent of all the timber products consumed.

Canada is the major source of timber-product imports

Although some fluctuation has occurred from quarter to quarter, the general level of prices received from sales of most species of National Forest timber since 1961 has not changed much. Changes in the relative stumpage prices of the major softwood timber species in the last decade or so are significant. In the early 1950's the average stumpage price of Douglas-fir was considerably below that of southern pine, sugar pine, and ponderosa pine. Douglas-fir prices are now above the other three species — substantially so for sugar pine and ponderosa pine.

The stumpage value of the timber cut in 1963 is estimated at about $1 billion. By the time this timber is harvested and delivered in the form

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[1] The Demand and Price Situation for Forest Products 1963. United States Depart ment of Agriculture Forest Service Publication No. 593; October 1963.

of logs and bolts to local points the value is expected to be approximately $2¾ billion.

Timber products rank as one of the Nation's most important agricultural crops. In 1958, the value of the timber products harvested was about equal to the value of the wheat harvested, and it was 40 percent greated than the value of the cotton harvested. Corn was the only farm crop that exceeded timber in harvest value.

Timber products were of even greater relative importance in some states. In Oregon, for example, the value of the timber products harvested was more than 2½ times the value of all farm crops harvested. In many other states, such as Georgia, Washington, New Hampshire, and Alabama, it was greater than the value of the most important farm crop.

Additional data on values of products produced or services rendered, values added, and employment in timber-based economic activities are interesting. These data indicate that the sum of the values added to timber in all kinds of timber-based economic activities was about $25 billion in 1958, or about 5.6 percent of the Nation's gross national product — the market value of all goods and services produced. This meant that about $1 out of every $18 of the gross national product originated in some kind of timber-based economic activity.

Value Added by Processing, etc.

Looked at in another way, the data on value added attributed to timber, show that in 1958 timber increased in value nearly 25 times between the stump and delivery of finished products to final consumers. On the average, to each $1 worth of stumpage cut another $1.50 was added in harvesting; $3.85 in primary manufacturing; $5.45 in secondary manufacturing; $7.60 in construction, and $5.35 in transportation and marketing.

Employment attributed to timber in all timber-based industries was the equivalent of 3.3 million people in 1958. This represented 5.2 percent of total civilian employment in the United States and meant that about 1 person out of every 20 employed was engaged in some kind of timber-based economic activity.

Lumber consumption in 1963 is expected to be 38.7 billion board feet — 2 percent more than the 38.0 billion board feet consumed in 1962 and about 8 percent above the 35.8 billion feet used in 1960. Softwood lumber consumption is estimated at 31.6 billion board feet and hardwood lumber at 7.1 billion board feet. These levels are respectively 0.4 percent under and 12 percent above those in 1962.

Although there has been an increase in total lumber consumption in residential construction since 1960, there has been some decline in the average use per unit built. Part of the drop in per-unit use can be traced to changes in the kinds of units built, and part to the displacement of lumber by other materials, largely panel products such as plywood and building board.

Of the changes in kinds of units constructed, the rapid rise in the construction of multifamily units which require only about a third as much lumber per unit as single family dwellings has probably been the most important.

The growth in the number of units built on slab foundations without girders, main floor joists, and heavy sills has also been noteworthy. According to data published by the Federal Housing Administration, about 48 percent of the new single family houses inspected by that agency during the first quarter of 1963 were built on slab foundations, compared with 42 percent during the first quarter of 1960. Prefabricated houses, which require about half as much lumber per unit as conventional single family houses, have also been increasing in relative importance, rising from about 10 percent of total new construction in 1960 to about 20 percent in 1963.

Some indication of the displacement of lumber by panel products is noted. Since 1960 the consumption of these products has increased by the following amounts: softwood plywood 26 percent, building board 19 percent, and container board 18 percent. In contrast, lumber consumption increased 8 percent. Most of the displacement of lumber in residential construction has been by softwood plywood in roof sheathing and subflooring.

Domestic lumber production in 1963 is expected to total 34.4 billion board feet, an increase of nearly 4 percent over 1962, but 6 percent below the annual average of 36.5 billion board feet attained in the decade 1950-59. Production of softwood lumber in 1963 is estimated at 27.4 billion board feet. These levels are respectively 2 percent and 9 percent above those of 1962.

Veneer

Production of solfwood veneer logs in 1963 is estimated at 4.5 billion board feet. This is about 0.3 billion board feet above that in 1962 and nearly 2½ times the output 10 years ago.

Douglas-fir logs compose about 89 percent of the total output, and ponderosa pine, larch, white pine, and other associated species 11 percent. Use of these latter species is growing rather rapidly.

Historically the softwood plywood industry has been confined to the five Western States listed in the preceding tabulation. However, two new plants with a combined annual capacity of 200 million square feet are now under construction in the South. These plants, which are scheduled to start operation in 1964, are the first in this section.

Conditions appear to be faborable for the development of a southern softwood plywood industry. This is particularly true in the Southern States West of the Mississippi where the softwood timber reserve is improving both in volume and quality. Freight costs from plants in these Southern States to major consuming centers in the South and North are expected to be substantially below those from Western softwood plywood plants.

On the basis of the rising trends in construction and industrial production and continued substitution for lumber, it is estimated that consumption of softwood plywood in 1963 will be 9.8 billion square feet (⅜-inch basis), about 7 percent above the 9.1 billion square feet produced in 1962.

Production of hardwood veneer logs in 1963 is estimated at 950 million board feet. Birch, gum, and oak are the major hardwood veneer log species.

THE UNITED STATES SITUATION[1]

PULPWOOD

Current use trends indicate that about 46.0 million cords of pulpwood — including 35.4 million cords of roundwood and 10.6 million cords of chipped residues — may be consumed in U. S. pulp mills in 1963. This represents a new peak, exceeding 1962 consumption by 1.9 million cords, or 4 percent, and 1961 consumption by 3.8 million cords, or 9 percent.

During the past 10 years, consumption of pulpwood in U. S. mills has increased at an average annual rate of 5 percent — or about 1.8 million cords a year. Two recent studies, one by Resources for the Future, Inc. (22) and the other by the Department of Commerce (21), project a continuation of this rapid rise. For example, the lowest projection of the Department of Commerce indicates a pulpwood requirement of 62.1 million cords by 1970 — about 16 million cords above present use. To meet this level of demand, consumption would have to increase by about 2.3 million cords a year during the next 7 years.

Domestic pulpwood production in 1963 is estimated at 33.7 million cords of roundwood and 9.8 million cords of chipped residues. Total production thus amounts to 43.5 million cords — about 2 percent above 1962 production and 65 percent above that of a decade ago.

Softwoods are expected to account for about 76 percent of the pulpwood produced in 1963

Although hardwoods account for somewhat less than a quarter of total pulpwood output, production of pulpwood from them has been increasing more rapidly than production from softwoods. Since 1953, for example, output of hardwood pulpwood has increased at an average annual rate of 9.4 percent — more than double the rate for softwoods (4.2 percent).

In the period 1953 through 1962 chip production, mainly from chipped residues, increased from 76 thousand cords to about 3.8 million cords in the South. Current data indicate that this rising trend has leveled off, and chip production in 1963 is expected to be about the same as in 1962.

Pulpwood production in the North in 1963 is estimated at 8.1 million cords — only slightly above the previous peak of 7.9 million cords attained in 1960, but about 50 percent more than the cut in 1953.

Since the 1930's, hardwoods have accounted for most of the increase in the pulpwood harvest in the North, and to an increasing degree the dense hardwoods such as birch, maple, beech, and oak. In the Northeast, for example, these dense hardwoods accounted for about 8 percent of total hardwood receipts in 1944 but have risen to the present level of about 40 percent.

Chipped residues are just beginning to come into use in the North. Since 1957, chip production has increased from about 95 thousand cords to an estimated 600 thousand cords in 1963, and the outlook for further

[1] The Demand and Price Situation for Forest Products. Forest Service, U.S.D.A. Publication 953, October 1963.

growth is promising. The prospect of further increases in the use of hardwood roundwood is also good, because of the extensive hardwood timber resources available in the section and the advantageous location of the resource in respect to major consuming centers.

THE FOREST MARKET SITUATION IN NEW HAMPSHIRE

During the past year there have not been any outstanding changes in demand for forest products in New Hampshire. The production of native softwood lumber has not changed substantially. The demand for native softwoods has been good in spite of the continuing shift in preference for Western species in home building. This shift in preference has been attributed mainly to the decrease in sufficient volume of quality material as well as to form and condition in which lumber is marketed. Some small sawmills are closing their doors, while larger ones are modernizing to meet the need for reduced operation costs in order to compete effectively. Good demand and firmer prices were reported for quality hardwood veneer logs and for Yellow and White Birch Boltwood as a result of strong competition for this material. The pulpwood market remained unchanged from last year with an indication of firmness in southern New Hampshire for hardwood pulpwood and resulted in increased activity in pulpwood operations equipped with portable debarkers. Pulp and paper companies have continued buying screened pulp chips from sawmill residue. Some companies are considering installation of extensive chip storage and handling facilities which would permit them to use a larger volume of purchased chips and would contribute stability to the chip market. Excellent Christmas tree sales were coupled with good prices ranging from $0.35 per tree for wild trees to $2.25 for improved trees.

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 Forester.

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 1964

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.

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 8 before disposing of stumpage, logs, and other forest products.

Belknap County

Species	Quality	Stumpage	Roadside	Delivered
White Pine	Low	$ 6–10	$30–32	$34–36
	Medium	10–15	32–38	38–40
	High	15–20	38–41	40–47
Hemlock and	Low	10	28	35
Spruce	Medium	14	33	40
	High	18	38	45
White Ash[1]				
Basswood[1]				
Beech[1]				
Paper Birch[1]	Low	8–10	32–33	35–38
Yellow Birch[1]	Medium	10–15	33–35	38–42
Red Maple[1]	High	15–18	35–36	42–45
Sugar Maple[1]				
Red Oak[1]				
White Oak[1]				

[1] 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	$10–15	$	$25–30
	Medium	15–20	35–38	40–48
	High	20–24	40	50
Hemlock	Medium	15–18	30	40
	High	20–22		45
Spruce	Low	15		
	Medium	20	35	45
	High	22		50
Ash	Medium	15		50
	High	18		80
Beech	Low	7		
	Medium	10		43
	High	12		
Beech-Boltwood				20–30/cord
Red Maple	Low to High	7– 9		50
Sugar Maple	Low	12		
	Medium	17		40
	High	25		70
Sugar Maple-Boltwood				20–30/cord
Paper Birch	Medium to High	20		55
Paper Birch-Boltwood		10–12/cord		25–32/cord
Yellow Birch	Low	12		
	Medium	38		50
	High	44		80
Oak Veneer	Low	26		80
	Medium	33		100
	High	40		120

Cheshire County [1]

Species	Quality[2]	Stumpage	Roadside	Delivered
White Pine[3]	Low to Medium	$ 8–15	$24–35	$32–45
	Medium to High	15–20	35–42	45–50
Hemlock	Low to Medium	8–15	26–35	36–45
	Medium to High	15–18	35–40	45–50
Spruce	Low to Medium	8–15	32–35	45
	Medium to High	15–18	35–40	45
Red Oak[4, 5]	Low to Medium	8–14	28–40	35–45
	Medium to High	14–25	40–55	45–70
Yellow (Silver) Birch[5]	Low to Medium	10–15	30–35	45–50
	Medium to High	15–25	35–40	50–60

[1] Prices for Brattleboro-Vernon areas are also included.
[2] Prices vary also with accessibility, terrain, overall volume and volume per acre, and size of trees, and, of course, demand.
[3] Generally in poor demand as of January 1964.
[4] Special markets in Southeastern Vermont.
[5] Much higher prices paid for veneer logs in Northern New Hampshire and Vermont.

Cheshire County [1] *(Continued)*

Species	Quality	Stumpage	Roadside	Delivered
Paper (White) Birch[5, 6]	Low to Medium	10–15	30–35	40–45
	Medium to High	15–25	35–40	45–60
Sugar (Rock) Maple[5]	Low to Medium	10–15	30–35	45–50
	Medium to High	15–25	35–40	50–60
Red (Soft) Maple	Low to Medium	8–15	28–35	35–45
	Medium to High	15–20	35–40	45–60
Beech[7]	Medium to High	8–15		35–45
White Ash[4]	Medium to High	(Not purchased separately except as logs)		70–100

[6] Special markets in Cheshire County.
[7] No actual prices were obtained as prices fluctuate with demand.

Coos County

(Does not include pulpwood prices)

Species	Quality	Stumpage	Roadside	Delivered
SAWLOGS				
White Pine	Low	$12		$45
	Medium	17		50
	High	20		60
White Spruce	Low	12		45
	Medium	17		50
	High	20		55
Red Spruce	Low	12		45
	Medium	17		50
	High	20		55
Hemlock	Low	10		
	Medium	12		40
	High	15		
Hard Maple	Low	15		50
	Medium			65
	High	20		75
Soft Maple	Low	6		
	Medium	10		
	High	15		
White Birch	Low	15		
	Medium	22		50
	High	30		
Yellow Birch	Low	10		
	Medium	20		90
	High	30		125
Beech	Low	5		
	Medium	10		45
	High	15		
Ash	Low	10		65
	Medium	14		
	High	18		85
VENEER				
Hard Maple	Veneer	10–25		90–135
Yellow Birch	Veneer	15–50		110–235

Coos County *(Continued)*
(Does not include pulpwood prices)

Species	Quality	Stumpage	Roadside	Delivered
Soft Maple	Veneer	5–12		60– 70
Ash	Veneer	5–12		70
Poplar	Veneer	5–12		70
Beech	Veneer	5–12		60– 70
White Birch	Veneer	15–50		110–235
Red Oak	Veneer	15–30		120
Elm	Veneer	5–15		75

Grafton County

Species	Quality	Stumpage	Roadside	Delivered
White Pine	Low	No market		
	Medium	$10 – 20	$34 – 40	$38 – 45
	High	15 – 25	40 – 45	43 – 55+
Hemlock		8 – 16	28 – 35	34 – 42
Spruce		10 – 20	30 – 38	40 – 50
Yellow Birch	Sawlog	12 – 20	35 – 40	40 –120
	Veneer	25+	45+	80 –135
Sugar or Hard Maple	Sawlog	12 – 25	35 – 43	40 –120
	Veneer	18+	45+	65 –135
White Birch	Sawlog	12 – 22	35 – 42	40 –110
	Veneer	18+	45+	50 –100
Soft (Red) Maple	Sawlog	(limited market)	35	50
Red Oak	Sawlog	10 – 15	30 – 40	40 – 50
	Veneer	20+		60 –120
Beech	Sawlog	8 – 15	30 – 40	35 – 50
	Veneer	15+		50 – 85
White Ash		10+		65 – 85
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	38	45
Hemlock	Low	8	25	30
	Medium	14	30	35
	High	17	34	40
Red Oak and White Birch	Low	6	25	30
	Medium	15	35	40
	High	18	40	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	$32	$38
	Medium	12 – 15	32 – 35	38 – 42
	High	15	35	42
Hemlock	Low	10	30	35
	Medium	10 – 13	30 – 33	35 – 40
	High	13	33	40
White Birch	Bolt (cord)			32
	Log	15	35	64
Red Oak	Average	12 – 15	32 – 35	40 – 45
	High		50	

Rockingham County

Species	Quality	Stumpage	Roadside	Delivered
White Pine	Low	$ 8 – 10	$20 – 25	$30 – 35
	Medium	12 – 14	26 – 30	36 – 40
	High	16 – 18	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	$10 – 12	$30 – 32	$34 – 36
	Medium	12 – 16	32 – 38	38 – 40
	High	18 – 25	40 – 42	40 – 50
Hemlock and	Low	10	28	35
Spruce	Medium	12	32	38
	High	18	35	40
Yellow Birch[1]				
White Birch[1]				
Sugar Maple[1]				
Soft Maple	Low	8	32	38
Red Oak[1]	Medium	12	34	40
White Oak	High	18	36	42
Beech				
White Ash[1]				
Basswood[1]				

[1] 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	Medium	$12 – 15	$35 – 36	$40 – 42
	High	15 – 18	36 – 38	42 – 50
Spruce	Medium	12 – 14	35 – 36	40 – 45
	High	15 – 18	38 – 40	45 – 50
Hemlock	Medium	11 – 12	35 – 36	38 – 40
	High	14 – 18	37 – 38	40 – 45
Yellow Birch	Medium	12 – 16	36 – 38	45 – 50
	High	16 – 18	38 – 40	50 – 60
White Birch	Medium	12 – 14	35 – 38	45 – 50
	High	15 – 18	38 – 40	50 – 60
Sugar Maple	Medium	12 – 14	35 – 36	45 – 47
	High	15 – 18	38 – 40	50 – 60
Red Oak		14 – 18	38 – 40	50
Black Birch		14 – 16		50
Basswood		14 – 16		50
White Ash		14 – 16		55
Black Cherry		14 – 16		50

Table II. Prices of Pulpwood Per Cord [1] — Northern New Hampshire

Species	Stumpage	Roadside	Delivered at Mill[1] C.W.T. Cord
Spruce and Fir			
Peeled		$19.00	$23.50 – 29.00
Rough[2]	$3.00 – 6.00	14.00 – 16.00	19.00 – 24.00
			[2] & [4]Zone – 0–20 mi. 20.00
			Zone –21–40 mi. 21.00
Pines			
Peeled			19.00 – 21.00
Rough	.50 – 2.00		15.00 – 16.00
			Zone – 0–20 mi. 15.00
			Zone –21–40 mi. 16.00
Hemlock			
Peeled		16.00 – 17.50	21.50 – 25.00
Rough	1.00 – 3.00	10.00 – 12.00	16.00 – 20.00
			Zone – 0–20 mi. 16.00
			Zone –21–40 mi. 17.00
			Zone –40–60 mi. 18.00
			Zone –61 mi. & up 19.00
Tamarack			
Peeled		15.00 – 17.00	20.00 – 23.00
Rough	1.00 – 3.00	10.00 – 12.00	16.00 – 19.00
			Zone – 0–20 mi. 16.00
			Zone –21–40 mi. 17.00
			Zone –41–60 mi. 18.00
			Zone –61 mi. & up 19.00

[1] One mill is buying hardwood by weight and greenwood, 5600 pounds equals one cord. 4600 pounds softwood equals one cord.
[2] Lake or stream bank $21.00 per cord.
[3] One mill pays a straight price from all zones.
[4] Other zone prices may be quoted. Contact the buyer.

Table II. Prices of Pulpwood Per Cord [1] — Northern New Hampshire *(Continued)*

Species	Stumpage	Roadside	Delivered at Mill[1] Cord	C.W.T.
Hardwood[3]				
Peeled		12.00 – 14.00	20.00 – 24.00	
Rough	.25 – 1.50	8.00 – 10.00	14.00 – 19.00	
			Zone – 0–20 mi. 15.12	$ .27
			Zone –21–40 mi. 15.68	.28
			Zone –41–60 mi. 16.24	.29
			Zone –61 mi. & up 16.80	.30
Poplar				
Peeled			19.00 – 21.00	
Rough	.50 – 1.50	12.00 – 14.00	15.00	

Prices of Pulpwood Per Cord — Southern New Hampshire

Species	Stumpage	Roadside	Delivered at Mill
Hardwood			
Rough	$ .50 – 2.00	$10.00 – 12.00	
Peeled		15.00 – 18.00	$23.25 – 26.75[2]

[1] Where wood is bought by weight: 5600 pounds hardwood equals one cord.
[2] Price varies depending on distance from mill.

Table III. Debarked Slabs and Edgings Per Green Ton Strapped

	Picked up at Mill	Delivered to Chipping Plant
Softwood	$1.00 – 2.00	$4.50 – 5.00
Hardwood	1.00 – 2.00	4.00 – 4.50
Pulp chips, screened and meeting bark contents specifications		$20.00 – 26.00 per cord.

Table IV. Price Range of Excelsior Wood, Boltwood, Poles, Construction Poles, Piling, and Posts [1]

Species	Stumpage	Roadside	Delivered at Mill
		Excelsior Wood Per Cord	
Poplar (Peeled)	$ 1.00 – 3.00	$17.00	$23.00 – 28.00

[1] 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 Excelsior Wood, Boltwood, Poles, Construction Poles, Piling, and Posts *(Continued)*

Species	Stumpage	Roadside	Delivered at Mill
		Boltwood Per Cord[2]	
White Birch	$ 8.00 – 14.00	$19.00 – 27.00	$30.00 – 36.00 per cord 50.00 – 75.00 per Mbf.
Beech	3.00 – 6.00		20.00 – 30.00 per cord 45.00 – 50.00 per Mbf.
Sugar Maple			20.00 – 32.00 per cord 40.00 – 70.00 per Mbf.
Yellow Birch	8.00 – 12.00		28.00 – 35.00 per cord

[2] Price per bolt varies according to diameter and length of bolt. Some mills prefer to buy by the Mbf.

Poles[1]

Species	Stumpage		Roadside Per Mbf.
Red (Norway) Pine	$15.00 – 25.00	25' and 30'	$40.00
	.10 – .55 (per linear foot)	35' 40' 45' and 50'	50.00

Specifications:

Lengths	Top Size Diameter	Butt Size Diameter
25' and 30'	6" to 9"	9" to 14"
35' and 40'	7" to 9"	12½" to 16"
45' and 50'	6" to 9"	16½" to 20"

Poles must be cut from sound live trees free from short crooks, rot and excessive sweep. All limbs to be trimmed close to the body of the stick. Tops and butts to be cut square. All sticks to be cut 6" over their specified lengths. All diameters are under bark.

Construction Poles[1]

Species	Top Diameter	Roadside (per linear foot)	Delivered at Mill
Red (Norway) Pine	5½"	$ .05	$ .55 – 3.00 (per pole)
	6½"	.06	
Lengths:	12', 14', 16', 18', 20', 22'		

Construction poles must be cut from sound live trees free from short crooks, rot and excessive sweep. All limbs to be trimmed close to the body of the stick. Tops and butts to be cut square. All diameters are inside the bark.

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

Piling[1]

Species		Stumpage	Roadside
Spruce	Per Mbf	$20.00 – 60.00	$40.00 – 50.00 per Mbf.
Red (Norway) Pine	Per Linear	.08 – .20	.20 – .30 per Linear
Hardwood	Foot		Foot
Specifications:			
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

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

Posts[1]

Species	Stumpage	Roadside	Delivered at Mill (Per Post)
Red (Norway) Pine and Pitch Pine (per post)	$ .10 – .15	$ .90	
Lengths:	3½" – 4½" × 7'	.20	
	4½" – 6½" × 8'	.30	
Specifications:			
Lengths:	7' most in demand		
Top Diameter	6½" – 8½"		$ .70
	8½" –10½"	.90	1.35

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

Table V. Price Range of Fuelwood Per Cord

Species	Stumpage	Roadside	Delivered 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 – 20.00
Fireplace white birch will be slightly higher than above when bought in bundles. Prices range up to $60.00+ per cord.			
Softwood Slabwood[2]		1.00 – 2.00	4.00 – 11.00
4' lengths		1.00 – 6.00	8.00 – 18.00
16" and shorter dry		5.00 – 8.00	10.00

[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 Fuelwood Per Cord *(Continued)*

Species	Stumpage	Roadside	Delivered Buyers Premises
Hardwood Slabwood at Mill[2] 12", 14", 16" lengths		5.00 –10.00	16.00 – 18.00
	Sawdust at Sawmill	Per Cord	Per Bale
	Dry	Green	
Sawdust	$2.00 – 5.12	$2.00 – 4.00	
	.02c – .04c per cubic foot		
Shavings	2.00 – 5.00	1.00 – 3.00	.70 – 1.00
	.02c per cubic foot		

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

EXAMPLE: $\frac{48" \times 8'}{384} = 1$ 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%)

Table VI. Price Range of Christmas Trees and Boughs [1]

	Stumpage		Roadside	
	Single	Bundle (2 or more)	Single	Bundle
Pasture Run				
Balsam Fir	$ .35 – .65	$ .75 – 1.25	$ .75 – 1.50	$2.50 – 4.00
Spruce	.25 – .50	.50 – 1.00	.50 – 1.00	1.25 – 3.00
Improved Trees				
Balsam Fir	1.00 – 1.50	2.50 – 4.00	1.25 – 2.00	3.00 – 4.50
Spruce	.50 – 1.00	2.00	.50 – 1.50	2.75 – 3.00
Plantation Grown				
Trees[2]	1.00 – 3.50 or .50c per linear foot.			
Boughs	Per Bundle Roadside		Per Ton Roadside	
Balsam Fir	.50 – 1.75		$40.00 – 75.00	
Spruce	.50 – 1.00		60.00 – 64.00	

[1] Producers should contact buyers well in advance of cutting and arrange for deposits and specific prices, and use a written contract.
[2] Applies to Southern New Hampshire for buyer selected trees.

Table VII. Operating Costs (Contract Prices)

	Felling and Bucking Per Mbf	Yarding Per Mbf	Trucking[1] & [2] Per Mbf
Logs			
Softwood	$ 6.00 – 13.00	$ 6.00 – 14.00	$ 5.00 – 13.00
Hardwood	7.00 – 13.00	7.00 – 18.00	6.00 – 20.00

[1] Intra-state and inter-state truck rates are sometimes used.
[2] Costs average 25c per mile after loading.

Table VII. Operating Costs (Contract Prices) *(Continued)*

	Felling and Bucking Per Mbf	Yarding Per Mbf	Trucking[1] & [2] Per Mbf
Pulpwood	Cord	Cord	Cord
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
Fuelwood	6.00 – 9.00	3.00 – 6.00	
Stump to Stick:	$35.00 – 65.00 square edge softwood lumber per Mbf.		
	30.00 – 40.00 round edge softwood lumber per Mbf.		
	51.00 – 75.00 square edge hardwood lumber per Mbf.		
Stickings:	4.00 – 5.00 square edge softwood lumber per Mbf.		
	3.00 – 4.00 round edge softwood lumber per Mbf.		
Custom Sawing:	13.00 – 25.00 per Mbf for softwoods.		
	2.00 – 5.00 more per Mbf for hardwoods.		
Planing:	8.00 – 12.50 per Mbf. $6.00 – 16.00 per hour.		
Horse Rental:	4.00 per day, including board, or $1.00 – 2.00 per cord.		
Chain Saw Rental:	.75 – 1.50 per cord.		
	.50 – 2.00 per hour.		
Twitching stump to roadside (including cuttings):	$ 6.00 – 9.00 per cord, horse furnished.		
Man with Chain Saw:	2.50 – 5.00 per hour.		
Trucking Costs:[1] & [2]	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.		

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

D Select and Btr.		No. 1 and No. 2 Common		No. 3 Common		No. 4 Common	
1x3	$160	1x3	$110	1x3	$ 75	1x3	$ 50
1x4	160	1x4	120	1x4	90	1x4	53
1x5	160	1x5	120	1x5	90	1x5	50
1x6	200	1x6	145	1x6	100	1x6	58
1x7	200	1x7	145	1x7	100	1x7	65
1x8	210	1x8	145	1x8	100	1x8	65
1x9	210	1x9	145	1x9	100	1x9	65
1x10	220	1x10	145	1x10	100	1x10	65
1x11	220	1x11	145	1x11	100	1x11	65
1x12	250	1x12	155	1x12	115	1x12	65
1x13	250	1x13	155	1x13	110	1x13	65

5/4 to 8/4 – No. 2 & No. 3 common only Add $5 per M

Rough Air Dried Native Hemlock

Boards			Dimensions					
			6'	8'	10'	12'	14'	16'
1x4 & 1x5	$58 – 60	2x3 & 2x4	$35	60	60	60	60	60
1x6 & 1x7	67	2x6 & 2x8	35	60	60	60	60	63
1x8 & up	70	2x10	35	60	60	60	63	63

Spruce – Add $5 per Mbf.

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

Table IX. Wholesale Price List for White Pine Lumber per MBF at a New Hampshire Lumber Yard

EASTERN WHITE PINE

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

Grades	D Select & Better (Clear)	No. 1 & No. 2 Com.	No. 3 Com.	No. 4 Com.
1x4	$180	$140	$110	$73 Retail Price
1x6	220	165	120	78 $35 – 50
1x10	240	165	120	85 more than
1x12	270	175	135	85 wholesale

2x4, No. 4 white pine – $65.00 – 80.00 depending on quantity.
Single clapboard siding – 1x5 only – add $4 per M
Double clapboard siding – 1x8 – No. 3c – add $4 per M – No. 4c – add $7 per M
V Joint, Knotty Pine, No. 2 & No. 3 – add $4 per M
Pickwick Pattern – A grade $160.
No. 3 Knotty Pine – $135.

Eastern Hemlock

Boards			Dimensions					
			6'	8'	10'	12'	14'	16'
1x2 & 1x3	$80	2x3	$50	85	85	85	85	85
1x4	73	2x4	50	85	85	85	85	85
1x5	75	2x6	50	85	85	85	85	88
1x6 & 1x7	82	2x8	50	85	85	85	85	88
1x8 & up	85	2x10	50	85	85	85	88	88

Spruce – Add $5 M

Companies and Individuals Buying Standing Timber and Logs and doing Custom Sawing.

Listed by County and Town

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 list of registered sawmills and of secondary processors is available from the Department of Resources and Economic Development, Division of Resource Development, Concord, New Hampshire.

Belknap County

Town & Operator	Type of Sawmill	Kind of Logs	Stump.	Road.	Del.	Cus.
Belmont						
Contigiani Mario, Mrs. 297 Main St., Tilton	S	SW & HW	X	X	X	X
Hueber Lumber Co. R.F.D. 1, Laconia	S	SW & HW	X	X	X	X
La Plante, Albert L. Tilton, N. H.	B & L	SW & HW	X	X	X	X
Gilmanton						
Glairmont, Jos. Gilmanton Corner	S	SW & HW	X	X	X	X
Dawson, Robert R.F.D., Gilmanton	S	SW & HW				
Potter, Robert R.F.D., Gilmanton	S	SW & HW	X	X	X	X

Belknap County *(Continued)*

Town & Operator	Type of Sawmill	Kind of Logs	Stump.	Road.	Del.	Cus.
Gilford						
Gardner, Walter Governors Island R.F.D., Laconia	B & L	SW & HW Veneer	X			
Laconia						
Allen-Rogers Corp. Water Street, Laconia	B	HW-Boltwood	X		X	
Banfill, Ernest 500 Union Avenue Laconia	B & L	SW & HW	X			
Laconia Milling Co. Box 114, Blaisdell Ave. Laconia	S	HW & SW	X	X	X	X
Page, Otto 260 Court Street Laconia	B & L	SW	X			
Philbrook, Walter 17A Clinton Street Laconia	B	SW & HW	X			
Meredith						
Elliot, Phillip Winona Road, Meredith	B & L	SW & HW Veneer	X	X		
Sharon, Edward Plymouth Road, Meredith	B & L	SW & HW Veneer	X	X		
Tilton						
Daniels, Thomas R.F.D., Tilton	S	SW	X	X	X	X
	Carroll County					
Bartlett						
Chandler, Earle W. Box 143, Intervale	B & L	SW & HW	X	X	X	
Hayes, Carroll Albany Avenue	B & L	SW & HW	X	X		
Morton, Al Bartlett	B & L	SW & HW	X			
Conway						
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	

Carroll County *(Continued)*

Town & Operator	Type of Sawmill	Kind of Logs	Stump.	Road.	Del.	Cus.
Currier, Owen Fryeburg, Maine	B & L	SW & HW	X	X		
Heath Bros., George W. & Noyes D., Center Conway	B & L	SW & HW	X			
Leavitt, Harold M.	B & L	SW & HW	X	X		
Morrill, Brewster Oak St., North Conway	B & L	SW & HW	X			
North Conway Lumber Co. North Conway	S	SW	X		X	
Smith, Wilmer B. Fryeburg, Maine	B & L	SW & HW	X	X		
Intervale						
Drew, Daniel Intervale	B & L	SW & HW	X	X		
Jackson						
Dundee Mgmt. Corp. Box 1	B & L	SW & HW	X			
Kelley, Harold W. Glen Road	B & L	SW & HW	X			
Madison						
Shackford, Jesse, Jr. Silver Lake	B & L	SW & HW	X			
Ossipee						
Portland Dowell Company Center Ossipee	S	HW	X		X	
Sandwich						
Bellingham Lumber Company Elmer Norcross, Manager Box 83, Tamworth	S	SW & HW	X	X	X	X
Bickford, Fred RFD, Center Harbor	B & L	SW & HW	X			
Elliot, Sydney Bennett Street Sandwich	B & L	SW & HW	X			
Tamworth						
Hammond, Roy	B & L	SW & HW	X			
Hutchins, Donald South Tamworth	B & L	SW & HW	X			
New England Lumber Co. B. M. Jennings, Agent Box 68	S	SW & HW	X	X	X	

Town & Operator	Type of Sawmill	Kind of Logs	Stump.	Road.	Del.	Cus.
Saunders Brothers Perkins, Elton A., Buyer Box 34, South Tamworth	B & L	HW	X	X	X	
Rider, Perley South Tamworth	B & L	SW & HW	X		X	
Thomas, Bruce Plymouth, N. H.	S	SW & HW	X		X	
Tuftonboro						
Hodgdon, Forrest & Graydon RFD, Ossipee	B & L	SW & HW	X			
Tupeck, Henry S. Center Tuftonboro	B & L	SW & HW	X			
Cheshire County						
Alstead						
La Frank, Charles J	S	SW & HW	X		X	
Chesterfield						
Stone, D. S. Lumber Co. Route 1, Keene	S	SW & HW	X	X	X	X
Welcome, Paul E.	S	SW & HW	X		X	X
Fitzwilliam						
Tommila Bros. Troy	S	SW & HW	X			
Jonas Damon Estate State Line	S	SW & HW	X	X	X	X
Gilsum						
Lackey, Frank RFD, Keene	B & L	SW & HW	X			
Keene						
Rivers, Paul E. 334 Elm St., Keene	B & L	SW & HW	X			
Bardwell, Walter L. Lower Winchester Road Keene	P	SW & HW	X			
Marlboro						
Beauregard, Chas. & Sons, Inc. P. O. Box 395	S	SW & HW	X	X	X	X
Cummings, F. T., Inc. Box 185, Troy	S	SW & HW	X		X	X

Cheshire County *(Continued)*

Town & Operator	Type of Sawmill	Kind of Logs	Stump.	Road.	Del.	Cus.
Richmond						
Lane, C. L., Company Richmond	S	SW	X		X	
Stoddard						
Leroux, D. W.	S	SW & HW			X	X
Surry						
Starkey, Roger	B & L	SW & HW	X			
Troy						
Starkey, Eugene	P	SW & HW	X			
Walpole						
Kingsbury, Albert	S	SW & HW	X			X
Swanzey						
Frazier Furniture Co. West Swanzey	S	HW			X	X
Savard, Winfred Westport	B & L	SW & HW	X			
Winchester						
New England Lumber Co. 6 Miles Street Greenfield Mass.	S	SW & HW	X	X	X	
Prouty, Leonard Old Chesterfield Road	B & L	SW & HW	X			

Coos County

Berlin						
White Mt. Lumber Co., Inc. Arthur Napert, Buyer Box 392	S	SW			X	
Boucher, George E. Milan Rd.	S	HW			X	
Colebrook						
Jackson, H. F. RFD No. 1, Colebrook	S	SW			X	X
Weir, Harlie	B	HW			X	
Columbia						
Parkhurst, Lynn & Sons RFD No. 1, Colebrook	S	SW & HW			X	X

Coos County *(Continued)*

Town & Operator	Type of Sawmill	Kind of Logs	Stump.	Road.	Del.	Cus.
Dalton						
Saunders Bros., Clifford Wentworth, Buyer RFD, Whitefield	S	HW	X	X	X	
Groveton						
Crawford, Wilson	S	HW	X		X	
C. B. Cummings & Son Co.	S	HW			X	
Lancaster						
Alden, Clayton M. RFD No. 1	S	SW & HW	X	X	X	
Alden, Harold B. RFD No. 1	S	SW	X	X	X	X
Placy, George RFD No. 1	S	SW			X	X
North Stratford						
Plywood Products, Division of Brown Co., Allie Salls, Mgr.	S	HW	X	X	X	
Washburn Lumber Co. Harold Rich, Supt. Reuben Washburn, Buyer	S	SW & HW	X	X	X	
Pittsburg						
Leo Brooks & Son Indian Stream Sawmill	S	SW				X
Shelburne						
Poretta Lumber Co.	S	SW & HW	X	X	X	X
Whitefield						
Savage, Roswell	S	SW			X	X

Grafton County

Alexandria						
Robie, Ernest S RFD	P	SW & HW	X		X	X
Ashland						
Gallup Lumber Co. c/o B. Avery, Manager Ashland	S	SW	X	X	X	X
Avery, Harry	B	SW	X	X		

Grafton County *(Continued)*

Town & Operator	Type of Sawmill	Kind of Logs	Stump.	Road.	Del.	Cus.
Bristol						
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	
Campton						
Draper Corp. Beebe River	S	SW & HW	X	X	X	
Mardin, Robert RFD, Plymouth	S	SW & HW	X	X	X	X
Canaan						
Morris Lumber Co.	S	SW & HW	X	X	X	X
Franconia						
McKenzie, Stuart P.	S	SW				X
Sherburne, Robert W.	S	SW & HW	X	X	X	X
Grafton						
Braley, Maurice F.	S	SW & HW	X	X	X	
Hanover						
Lacoss, Niles P. O. Etna	S	SW	X	X	X	X
Haverhill						
Heberbrand, Arthur, N. (N. Haverhill)	S	SW & HW		X	X	X
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. N. Haverhill	S	HW	X	X	X	
Page Hill Farms, (Pike)	S	SW			X	X
Holderness						
Melanson, R. E. Ashland	S	SW & HW	X	X	X	X
Hall, Lester S. White Oak Road	S	SW & HW				X
Landaff						
Davis, Jack RFD, Lisbon	S	SW & HW	X	X	X	X

Grafton County *(Continued)*

Town & Operator	Type of Sawmill	Kind of Logs	Stump.	Road.	Del.	Cus.
Lebanon						
Laro, Leonard	S	SW & HW	X	X	X	X
Goodwin, Edmond RFD, W. Lebanon	B	SW & HW	X			
Lisbon						
Varney, Robert RFD 2, Littleton	S	SW & HW	X	X	X	X
Littleton						
Poulsen Lumber Co.	S	SW & HW	X	X	X	
Schoff, Arthur	S	SW & HW	X	X	X	
Timber Products, Laurence Bean	S	HW			X	
Lyme						
Perkins, H. I. Lyme Center	S					X
Monroe						
Knights Lumber Company Barnet, Vermont	S	SW	X	X	X	X
Orange						
Hammond, F. C. and Sons Canaan	S	SW & HW	X	X	X	
Plymouth						
Berg & Ireland Lumber Co.	S	SW & HW	X	X	X	X
United Shank and Finding Co.	S	HW	X	X	X	
Rumney						
Forest Lands, Inc. c/o Roger A Sanborn, Buyer RFD, Rumney	B	SW & HW	X			
Sanborn, Richard RFD, Rumney	S	SW	X	X	X	
Thornton						
Benton, Bert RFD, Campton	S	SW				X
Warren						
Whitcher, Kenneth	S	SW & HW	X	X	X	X
Wentworth						
Forest Products, Inc., Wayne Forrest or Herm Ball	S	HW	X	X	X	

Grafton County *(Continued)*

Town & Operator	Type of Sawmill	Kind of Logs	Stump.	Road.	Del.	Cus.
Woodstock						
Fadden, J. H. & 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	
Phinney, Ernest	S	SW & HW	X	X	X	
Torres, Don	S	SW & HW	X	X	X	X
Bennington						
Durgin, John D.	P	SW & HW				X
Low, Forest	P	SW				X
Brookline						
Tapply, William Lunenburg, Mass.	S	SW & HW	X	X	X	
Goffstown						
Upton, Gerald	S	SW & HW	X	X	X	
Herbert, Lucien 29 College Rd., Manchester	S	SW & HW	X			
Hancock						
Pierce, W. H. & Son	B	SW				X
Upton, Karl G.	B	SW & HW	X			
Hillsboro						
Durgin, Ernest	P	SW & HW	X			
LaBonte, Antonio	B	SW & HW	X			
Livingston, Sidney	P	SW & HW	X			
Hollis						
Glover, Milton RFD No. 2, Milford	S	SW	X			X
Litchfield						
Yanis, Stanley 102 Hollis St., Nashua	P	SW	X			
Lyndeboro						
Ballou, C. Co. Douglas St., Uxbridge, Mass.	S	SW	X	X	X	

Hillsboro County *(Continued)*

Town & Operator	Type of Sawmill	Kind of Logs	Stump.	Road.	Del.	Cus.
Manchester						
Bailey, Arthur D. 48 N. Adams St.	B	SW	X			
West Side Lumber Co. 168 S. Main St.	S	SW	X		X	
Merrimack						
Heath, A. C. S. Merrimack						
Milford						
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 40 Leo Barlow, New Boston	S	SW	X	X	X	
New Ipswich						
Kolapakka, Sulo	S	SW				X
Kurth, Walter	S	SW	X			X
Saari, George	S	SW				X
Pelham						
Pelham Lbr. Company (Fred S. Tinkham)	S	SW	X	X	X	
Weare						
Colburn, Robert RFD No. 1 Weare	S	SW	X			
Merrimack County						
Andover						
Dalphond Bros., Inc. RFD 1	S	SW & HW	X		X	X
Boscawen						
Colby Lumber Co. River Rd., Penacook	S	SW & HW	X	X	X	X
Durant, Herbert B. 164 N. Main St., Penacook	S	SW & HW		X	X	X
Merrimack Mfg. Co.	B	SW	X	X	X	
Bradford						
Heselton, Walter A. & Son	S	SW & HW	X			
Westerberg, Edwin E. Co., Inc.	S	SW	X		X	

Merrimack County *(Continued)*

Town & Operator	Type of Sawmill	Kind of Logs	Stump.	Road.	Del.	Cus.
Canterbury						
Greenwood, George RFD 6, Concord	S					X
Concord						
Concord Lumber Co. Commercial St.	S	SW	X	X		
N. H. Forest Development Associates, Inc. 24 S. State Street	B	SW	X			
Franklin						
Buswell, Guy A. W. Franklin	S	SW & HW	X	X	X	X
Henniker						
Patenaude, Barry Rush Rd.	S	SW & HW	X	X	X	
Hopkinton						
Astles Lumber Co. Contoocook	S	SW	X	X	X	X
Loudon						
Moore & Page Lumber Co. RFD 8, Concord	S	SW & HW	X	X	X	X
Sanborn, Albin J. RFD 2, Pittsfield	S	SW	X			X
Pittsfield						
Catamount Lumber Co.	S	SW	X			X
Pittsfield Box & Lumber Co.	P	SW	X			
Warner						
Hill Box Co., Inc.	B	SW	X			
Nichols, L. Earl	S	SW	X		X	X
Sawyer, Clifford A.	B	SW & HW	X			
Webster						
Jones, Paul S. RFD, Contoocook	S	SW & HW	X	X	X	X
Roby, Robert H. RFD 5, Penacook	B	SW	X			
Wilmot						
Patten, Ernest M.	S	SW & HW	X	X		

Rockingham County

Town & Operator	Type of Sawmill	Kind of Logs	Stump.	Road.	Del.	Cus.
Atkinson						
Feuer, Martin M. Main Street	S	SW	X			X
Auburn						
Manchester Water Works 281 Water St. A. J. Christie, Forester	S	none				X
Perkins, Arthur E., Candia	P	SW	X			X
Boyer, Arthur J. & Son, Box 68	S	SW & HW	X	X		X
Brentwood						
Lyford, Lawrence RFD, Exeter	L & B	SW	X			
Candia						
Brown, Alfred E. RFD No. 1, Manchester	S	none				X
Weeks, Harold S. Raymond, RFD No. 1	P	SW	X		X	
Deerfield						
Jenness, Charles H. Gossville, RFD	S	SW	X	X	X	X
Plant Bros., South Deerfield	P	SW	X			
Derry						
Chase, Calvin C. Sr. 105 Hillside Ave.	S	SW & HW	X			
Kimball Lumber Co. P. O. Box 24	S & P	SW & HW	X	X	X	
True & Noyes, East Derry	P	SW & HW	X		X	X
East Kingston						
Sargent, Richard E. Bear Hill Rd., Merrimack, Mass.	S	SW & HW	X		X	
Epping						
Johnson Lumber Co. 875 Elm St., Manchester	P & S	SW	X	X	X	
Fremont						
Fremont Lumber Sales, Box 43	S	SW & HW	X	X	X	
Spaulding & Frost Co. J. R. Proctor, Manager	S	SW	X	X	X	

Rockingham County *(Continued)*

Town & Operator	Type of Sawmill	Kind of Logs	Stump.	Road.	Del.	Cus.
Hampstead						
Collette, Alfred	S	SW	X	X	X	X
Kensington						
Evans, Arthur East Kingston, RFD	S	SW	X		X	X
Brown, Everett East Kingston, RFD	L & B	SW & HW	X	X		
Cole, George East Kingston, RFD	S	SW	X		X	X
Kingston						
Cheney, R. W. & Son East Kingston, RFD	S	SW & HW	X	X	X	
Londonderry						
Mathes, Roger V. RFD No. 1, Hudson	B	SW	X			
New England Pine Sale, Henry Paul	S	SW	X	X	X	
Nottingham						
Fernald, Fred	P	SW & HW	X	X		
Raymond						
Campbell, Avery	S & P	SW & HW	X	X	X	X
Rye						
Rand Lumber Co. RFD No. 1, Rye	S	SW & HW	X	X	X	X
South Hampton						
Brown, Harold 71 Market St., Amesbury, Mass.	S	SW	X	X	X	
Strafford County						
Barrington						
Clark, Melvin East Barrington	B	SW	X			
Green, George East Barrington	P	SW	X			X
Dover						
Jacques, Leigh F. Bay View Road, Dover	P	SW	X			
Moore, John Durham Rd., Dover	P	SW	X			

Strafford County *(Continued)*

Town & Operator	Type of Sawmill	Kind of Logs	Stump.	Road.	Del.	Cus.
Durham						
Johnson, Phillip Durham Pt. Rd.	S	SW				X
Woodward, William, Durham	S					X
Farmington						
Mooney, G. F., & Sons, Inc.	B	HW	X			
Lee						
Jacques, George E., & Co.	S	SW	X			
Kennard, Oliver	S					X
Middleton						
Diprizio, Charles & Sons, Inc. (Middleton), RFD No. 1, Union	S	SW & HW	X	X	X	X
LaPierre, Ulderic	B	SW & HW	X			
Milton						
Tibbetts Lumber Co., Farmington	S	SW	X	X	X	X
New Durham						
Bay Lbr. Co., New Durham	S	SW & HW	X	X	X	X
Rochester						
Collins, Raymond, 16 First St.	P	SW & HW	X	X	X	X
Hussey, Robert, Flagg Rd.	S	SW & HW	X			X
Leroy E. Allen Co., 151 Wakefield	P	SW	X			

Sullivan County

Claremont						
Davis & Symonds Lbr. Co. Box 56, Claremont	S	SW & HW	X		X	
Rock, Russell, Cornish Flat	S	SW & HW	X	X	X	X
Grantham						
Cote & Reney Lumber Co. Grantham	S	SW & HW	X	X	X	X
Langdon						
Porter, George, RFD, Alstead	S	SW & HW			X	X

Sullivan County *(Continued)*

Town & Operator	Type of Sawmill	Kind of Logs	Stump.	Road.	Del.	Cus.
Lempster						
Onnela, Robert E. 24 Pinnacle Rd., Newport	S	SW & HW	X	X	X	X
Newport						
Bailey, Howard D., RFD No. 1 Bradford Rd., Newport	S					X
Hackwell Lumber Co., Inc. Newport	S	SW & HW	X	X	X	
Rowe Lumber Co. Box 383, Newport	S	SW	X		X	
Plainfield						
Demers, Warren, Plainfield	P					X
Sunapee						
Trow, W. W. & Sons, Sunapee	S	SW			X	X
Unity						
Newton, P. A. & Sons RFD 2, Newport	S	SW & HW	X	X	X	

Out-of-State Stumpage, Log, and Specialty Buyers Who Buy in New Hampshire

	Kind of Logs	Stump.	Road.	Del.	Cus.
MAINE					
Andover Wood Products, Inc., Andover, Tel. 34	Y. Birch H. Maple			X	
Cummings, C. B. & Sons, c/o Norman H. Gray, Fryeburg	HW (Birch)	X	X	X	
Currier, Owen, G., East Fryeburg	SW & HW	X			
Gerry, E. C., Lovell	SW	X	X	X	
Hammond, Thomas & Son, E. Hiram	SW	X	X	X	
Hurd, Ira & George, E. Lebanon	SW & HW	X		X	
Maine Woods Corporation, Steep Falls	HW		X	X	
Paris Mfg. Co., South Paris	HW			X	
Parsons Lumber Co., York	SW	X	(over ½ Million bd. ft. lots)		
Saunders Bros., Westbrook	HW	X		X	
Sewell Lumber Co., Lebanon	SW	X			
Spang, Phillip, RFD, Kennebunk	SW & HW	X	(pulpwood)		
MASSACHUSETTS					
Bartlett, Edmund W. Salisbury	SW & HW	X	X	X	X
Brown Package Co., Inc. Winchendon	W. Pine	X		X	
Estys, Ralph, Upstack Road, Georgetown	SW & HW	X	X	X	
Gates, Lester H., 380 Liberty St., Haverhill	SW & HW	X	X	X	X
Haskell, C. M. & Sons, 400 Canal St., Bernardston	SW & HW	X	X	X	
Johnson Lumber Co., 304 Main St., Salisbury	SW	X			
Sargent, Richard, Merrimack	SW	X			
VERMONT					
Adams, Geo. F. Co., Inc., Moscow (Lester Adams, Buyer)	Birch			X	
Audett Mill, Walden	Spruce			X	
Beecher Falls Mfg. Co., Beecher Falls, (Harlie Weir, Buyer)	HW			X	
Bradford Veneer & Panel Co., Bradford (B. E. Faar, Buyer)	HW (Veneer)	X	X	X	

Out-of-State Stumpage, Log, and Specialty Buyers Who Buy in New Hampshire *(Continued)*

	Kind of Logs	Stump.	Road.	Del.	Cus.
Britton Lumber Co., Inc., Hartland	SW & HW	X	X	X	
Brown, P. K. & Sons, Claremont, N. H. (Mill in Proctorville, Vt.)	HW	X	X	X	
Carroll Snelling, E. Thetford	SW		X	X	
Cersosimo Lbr. Co., Inc., RFD No. 3, Brattleboro	SW & HW	X			
Clark, C. E. & Sons, c/o Francis Clark, 29 Western Ave., Brattleboro	SW & HW	X	X	X	
Green Mt. Box & Lbr. Co., White River Jct.	SW & HW	X	X	X	
Indian Head Plywood, Newport and Bethel	HW (Veneer)			X	
Malmquist-Wood Products Co., Post Mills	SW & HW			X	
Miles Pond Wood Products, Inc., Miles Pond	HW			X	
Morse, V. L. & Co., Inc., 16 Prospect Court, Brattleboro	HW	X			
Ryegate Paper Co., Ryegate	SW (Pulpwood)				
Sevigny Lbr. Co., East Thetford (Mail Lebanon, N. H.)	SW	X	X	X	
Smead Lumber Co., Vernon	SW & HW	X	X	X	X
Tenney, Claude, Saxtons River	SW & HW		X	X	X
True Temper Corp., Wallingford & St. Johnsbury	HW		X	X	
Webster, L. W. Co., Randolph	SW & HW			X	
Wood Brothers, Newbury	SW	X	X	X	

Portable Pulpwood Debarkers

Beauregard & Sons, Inc.	Marlboro, N. H.
Benjamin, Mariner	40 East Main St., Merrimack, Mass.
Bullis, Russell H.	Wolfeboro, N. H.
Foster, H. Willard	66 Highland St., Winchendon, Mass.
Hoyt, George, Jr.	51 Church St., Goffstown, N. H.
Jarosky, Chester	Windham, N. H.
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.
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.
Green Lumber Co.	1253 Hooksett Rd., Manchester, N. H.
Kimball Lumber Co.	P. O. Box 24, Derry, N. H.
Monroe Lumber Co.	Lee, N. H.
Rand Lumber Co.	Rye, N. H.
State Line Planning	Box 35, Nashua, N. H.
Transit Milling Co.	Woodsville, N. H.
Trow, W. W. & Sons	Sunapee, N. H.
Twin State Lumber Co.	Loudon Rd., Concord, N. H.

Shingle Mill Operators

Bailey, Howard D.	RFD 1, Bradford Rd., Newport, N. H.
Johnson, Phillip	Durham Point, Durham, N. H.

Wood Chipping Plants

Connecticut Valley Chipping Corp.	Woodsville, N. H.
Fremont Lumber Sales	Fremont, N. H.
Lakes Region Chipping Corp.	Ashland, N. H.
Ossipee Lumber Corp.	Center Ossipee, N. H.

Pulpwood Buyers

Company and Individual Buyers	Kinds of Wood Purchased
Beauregard, Charles & Sons, Inc. Marlboro, N. H.	Hardwood
Brown Company, Berlin, N. H. Hamlin, Mark, Berlin, N. H. Mitchell, R. W., Berlin, N. H. Mountain, Claude, 15–2nd St., Cascade, N. H. Ellis, George, Gorham, N. H. Pitman, Harold, Conway, N. H. Monahan, Thomas, N. Stratford, N. H.	Spruce, fir, hemlock, tamarack, pine, beech, birch, maple, oak, elm, ash, veneer, yellow birch, basswood, poplar, and green hardwood.
Bullis, Russell H., Wolfeboro, N. H.	
Franconia Paper Corp., Lincoln, N. H. Stevens, Glenn, Lincoln, N. H. Waldo, Henry C., Manager, Woods Dept., Lincoln, N. H. Comeau, Philip, Rumney, N. H. Macomber, Elwin, Chief Forester	Spruce and fir, limited amount of hemlock and peeled hardwood
Groveton Paper 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. Jarosky, Chester, Windham, N. H.	Spruce, fir (inquire direct) Hardwood
Oxford Paper Co., Rumford, Me. and Lawrence, Mass. Lincoln, A. F., Rumford, Me. Ashton, Richard, 158 School St., Concord, N. H.	Spruce, fir, hemlock, and northern hardwood
Warren, S. D. Co., Westbrook, Me. True, Robert	Spruce, white pine, and hardwood
St. Regis Paper Co. Cowan, Frederick, W. Stewartstown, N. H.	Spruce and fir (inquire direct)
LaPierre, Ulderic, Middleton, N. H.	Softwood and hardwood
Foster, H. Willard, 86 Highland St., Winchendon, Mass.	Hardwood
Farwell, Thomas, Wells River, Vt.	Spruce, fir, hemlock, pine, hardwood and poplar
Jarosky, Chester, Windham, N. H.	Hardwood
Lee, John J., 49 Logging Hill Rd., Concord, N. H.	Hardwood
Kimball Lumber Co., Derry, N. H.	Hardwood
Mariner, Benjamin, Co., 47 East Main St., Merrimack, Mass.	Hardwood
Moore, George, Lebanon, N. H.	Spruce, fir, hemlock, pine, peeled hardwood and poplar
Poulin, Marc, 12 Sunset Drive, St. Johnsbury, Vt.	Hardwood

Pulpwood Buyers *(Continued)*

Randall, Ralph T., RFD 1, Newmarket, N. H.	Hardwood
Rausch, R., Fremont Lumber Sales, Fremont, N. H.	Pine
Rich, Harry J., Townsend, Mass.	Hardwood
Hussey, Robert, Flagg Rd., Gonic, N. H.	Hardwood
Roberts, John D., Canaan, N. H.	Hardwood
Drew, Daniel, Intervale, N. H.	Softwood and hardwood
Hoyt, George, Jr., 51 Church St., Goffstown	Hardwood
Parker, John E., Jr., Box 23, Glen, N. H.	Softwood and hardwood
Weston, John, Fryeburg, Maine	Spruce, fir, hemlock, northern hardwood

Excelsior Buyers*

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

Poles, Piling, and Post Buyers

Koppers Co., Inc., Wood Preserving Div., Nashua, N. H.	Norway (Red) and pitch pine
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

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

Specialty Product Buyers — Birch Bolts and Other Roundwood Products

Town & Operator — Species and Specifications

Adams, Geo. F. & Co., Moscow, Vt., — white and yellow birch bolts del. to mill. Write for prices and specs.

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 — Bobin, wood, maple, 10 min. diam.

Bartlett, Edmund, Salisbury, Mass. — oak boat keel stock.

Basketville, Putney, Vt. — ash, oak and pine logs 8', 10', 12', 14', custom sawing.

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

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

Boucher, George, E. Milan Rd., Berlin, N. H. — boltwood, white & yellow birch, maple — min. 3" white wood.

Bradford Veneer & Panel Co., Bradford, Vt. — B. E. Farr, Buyer — Y. birch & other veneer logs. Write for specs.

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

Concord Woodworking Co., Inc., Lyndonville, Vt. — white cedar posts, poles and logs. Write for specs.

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

Crawford, Wilson, Groveton — white and yellow birch bolts.

Damaziak, Felix — 49" hardwood bolts (beech, red maple) 6" - 24" in diameter.

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

Forest Products, Inc., Wentworth — white and yellow birch, sugar maple, beech and white ash logs and boltwood. Inquire Wayne Forrest, or Herm Ball, Wentworth.

Frye, E. B. & Son, Wilton — birch, beech & pine logs 12', min. diameter 6", veneer quality preferable.

Hopkins, John, Jr. — Milford — pine bolts — boxes.

Kearsage Peg. Co., Bartlett — straight grained white and yellow birch in 4' lengths, 6" top diam. Red heart not over ⅓ diam. of stick. Comparatively free from knots and burls.

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

LeBlanc, Gerard, 150 River St., Franklin — softwood bolts. Contact for specs. (Mail RFD No. 1, Hill)

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

Morse, V. L., 16 Prospect Court, Brattleboro, Vt. — white ash logs.

Northeast Hardwoods, 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.

Pierce, Warren & Sons, Hancock — pine bolts — boxes.

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, Me., S. Tamworth, N. H., Dalton, N. H.; A. C. Wentworth, Whitefield, N. H., Warren, N. H., Temple Bowen, Bethlehem, N. H., Elton Perkins, Tamworth, N. H. — birch logs 39", 48", 51" lengths min., 3" whitewood around red heart, also beech, maple, and elm.

United Shank and Findings Co., Plymouth — white birch, length 10' to 24', min. top diam. 8". No more than 2 small knots per 4' section. Sound, no cracks or crooks.

Washburn, R. G., N. Strafford — hardwood and softwood sawlogs, yellow birch, veneer preferable. Hard maple boltwood.

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.

Winham, Harold, Alstead — white birch logs.

Partial List of Consulting Foresters Practicing in New Hampshire

The services rendered by the Consulting Foresters are indicated by the numbers following their name. The service rendered is keyed to the numbers as follows:

1. Forest Management plan
2. Timber & timber land appraisal
3. Income tax assistance (timber depletion)
4. Timber sales and supervision
5. Timber marking
6. Timber stand improvement work (weeding, thinning, pruning)
7. Tree planting
8. Approved vendor for ACP forestry practices
9. Forest land survey
10. Title and boundary search
11. Recreational development
12. Laying out and supervision of woods road construction
13. Owners or operators representative in trespass cases
14. Licensed real estate brokers

Attridge, J. Milton, Antrim — 1, 2, 3, 4, 5, 6, 7, 9, 10, 11, 12

Berti, Robert, Beebe River, N. H. — 1, 2, 4, 5, 6, 7, 8

Boomer, Stephen H., White Mountain Highway, Center Ossipee — 9, 10

Breckenridge, Walter F., Bible Hill, Claremont — 1, 2, 4, 9, 10, 12, 13

Brown, J. Willcox, RFD No. 2 (Dunbarton), Concord — 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14

Calhoun, John C. Jr., Gilsum — 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14

Catheron, Allison G. II, Franconia College, Franconia, N. H. — 1, 2, 4, 5, 6, 7, 9, 10

Coville, Stanley, Tamworth — 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 13

*Dearborn, Richard, Plymouth

Dundee Management Corp., Box 1, Jackson — 1, 2, 4, 5, 6, 7, 8, 9, 10, 12, 14

Dwyer, Walter W. Jr., Briar Hill Road, Hopkinton Village — 4, 9, 14

Feuer, Martin, Atkinson — 2, 4, 5, 6, 12, 13

*Hall, Samuel, Plymouth, N. H.

Hambrook, Francis G., RFD, Center Harbor, (Vittum Hill Road, Sandwich) — 1, 2, 4, 5, 6, 8, 9, 10, 11, 13

*Hicks, Halsey, Brattleboro, Vt.

House, William P., Chesham (RFD, Marlboro) — 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14

Hyde, Gerald, 73 South River Road, Bedford, (P. O. Manchester) — 2, 9, 10, 12, 13

Johnston, Richard B., RFD, Center Harbor, (Sandwich) — 1, 2, 3, 4, 5, 6, 7, 8, 9, 12, 14

Keller, John, Bethlehem — 1, 2, 3, 4, 5, 6, 7, 8, 9, 11, 12, 13

*Knickerbocker, Gerald C., Spofford

LaBree, Clifton, Wilson Hill, New Boston — 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13

Lane, William, Crown Point Road, Rochester — 1, 2, 3, 4, 5, 6, 7, 8, 9, 13, 14

Marshall, Raymond H., Mann's Hill Road, Littleton — 2, 4, 5, 7, 8, 9, 10, 13

Merrill, Blynn, Wagner Woodlands, Lyme — 1, 2, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13

Morse, John H., P. O. Box 65, Wilmot — 1, 2, 4, 5, 6, 7, 8, 9, 10, 11, 12

Plumb, Allen, Newport — 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14

Poppema, Donald, RFD No. 1, Center Barnstead — 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 12, 13

*Rich, Harry J., Brookline Ave., Townsend, Mass.

Thorne, Thaddeus, Center Conway — 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 12, 13

Woodward, Howard, 234 Main Street, Berlin — 1, 2, 3, 4, 9, 10, 12, 13,14

Partial List of Industrial Foresters Employed in New Hampshire

Andora Forest, Stoddard
William Dussault

Brown Company, Berlin

C. S. Kerr	J. F. Renoux	G. L. MacIntosh
K. S. Scott	K. S. Norcott	D. Bennett
C. W. Rand	J. D. Bates	

Dartmouth College, Hanover
Robert S. Monahan

* For services rendered contact the individual.

Draper Corp., Beebe River
John French Richard Dearborn

Franconia Paper Corp., Lincoln
Henry C. Waldo Elwin Macomber

Groveton Papers Company, Groveton
H. S. Mountain James Bryan Lewis Ruch

International Paper Co., N. Stratford
Willard Ruch Rhoads, Sawyer

Manchester Water Works, Manchester
Aldis J. Christie

Oxford Paper Co., School Street, Concord
Richard Ashton

St. Regis Paper Co., West Stewartstown
Frederick W. Cowan George D. Gates David B. Strathdee
Allen M. Peterson

Saunders Brothers, Dalton
Temple Bowen

Wagner Woodlands, Lyme
Blynn D. Merrill

Partial List of Timber Stand Improvement Contractors

These men offer the following forestry services; weeding and thinning, pruning, tree planting

Bennett, Harry J., RFD No. 3, Winchester

Berti, Robert, Beebe River

Carlson, Walter Jr., RFD, Center Harbor

Day, Lewis C., West Stewartstown

Dearborn, Richard, Plymouth, N. H.

Dundee Management Corp., Box 1, Jackson

Page, Otto, 260 Court Street, Laconia

Wagner Woodlands, Lyme

The United States Situation
Christmas Tree Consumption

Consumption of Christmas trees in 1963 is expected to be about 45 million trees. Annual imports from Canada in recent years have been between 10 and 12 million trees. This indicates that the demand for Christmas trees from domestic forests and plantations will be from 33 to 35 million trees.

Prices paid for Christmas trees on the stump vary widely but generally range from about $0.25 for wild trees to $2.50 or more for plantation-grown trees.

Growers of plantation trees have been faced with increasing competition and lower prices in recent years. This mainly reflects the effects of the harvest from large-scale plantings of the 1950's.

Christmas Tree Production in New Hampshire

The Christmas Tree Market for 1963 was one of the best in years, even though fewer trees were sold than in some years past. The price was excellent, the quality of trees was very good, and every producer sold his trees. Care should be taken by producers, next year, to avoid extreme over-production. This happens very often following a good marketing year such as 1963.

To prevent this from happening, each producer should be sure his trees are sold before cutting them, and should have a substantial down payment to assure the return of the buyer after the trees are cut.

Producers should be careful of the quality of the tree that they cut, as a poor quality tree on the market is not only hard to sell, but hurts the reputation of both the producer and the area that he lives in. This has happened in the past decade and as a result New Hampshire Christmas Trees do not enjoy the popularity that they did years ago. Only the production of quality trees will bring the sales of the past back to this area.

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)
Anderson, Henry A., State Line
Bacon, Claude, Beecher Falls, Vt. (c & b)
Bacon, Sam, RFD 1, Dalton, P. O. RFD No. 1, Littleton (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. Beecher Falls, Vt.) (c)
Beloin, Germain, RFD, Colebrook (c)
Benoit, Hector, West Stewartstown (c)
Bradley, Walter (Mrs.), Whitefield, RFD (c)
Brockleman, Curtis, Franconia (c)
Brooks, Darwin, Stewartstown (P. O., RFD No. 1, Colebrook) (c)
Brooks, Douglas, N. Haverhill (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, P. O., RFD No. 1, Jefferson (c & b)
Currier, Frank, RFD 1, Lancaster (c & 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, RFD No. 1 (c)
Dun, Red, Laconia (c)
Emerson, Stephen, RFD No. 1, Lancaster (c & b)
Ferguson, W. W., Colebrook (c)
Geller, Frederick F., 26 Hanover Street, Keene (c)
Goodwin, Clyde, RFD 1, Colebrook (c)
Goodrum, Hazen, Colebrook (c & b)
Gorman, Redmon, RFD, Colebrook (c)
Gray, Robert, Pittsburg (P. O. Beecher Falls, Vt.) (c)
Gray, Tabor, Pittsburg (P. O. Beecher Falls, Vt.) (c)
Grondin, Claude, Stewartstown, P. O. RFD 3, Colebrook (c)
Haynes, Moody, Bishop Brook (P. O. Beecher Falls, Vt.) (c)
Hayward, Robert, Sugar Hill (c & b)
Hibbard, Ellis, 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)

Jacques, Nelson, Plymouth (c)
Johnson, Arthur, Hampton (c)
Keach, Douglas, RFD, Colebrook (c)
Kelsea, Lawrence M., Colebrook (c & b)
Lamoureau, Peter F., Colebrook (c)
Lang, Harry, RFD No. 1, Colebrook (c)
Locke, Shelton, Champlain Street, Berlin (c)
Lord, Henry, Pittsburg (c)
Lyons, Albion J., RFD 1, Colebrook (c)
MacLean, Joseph, Colebrook (c)
Mallery, Bayard, c/o John Keller, Bethlehem (c)
Marchessault, Lorrainey, RFD, Colebrook (c)
Marquis, Leon, Pittsburg (P. O. Beecher Falls, Vt.) (c)
Marshall, Raymond, Pine Street, Littleton (c & b)
Maurais, Adrien, RFD, Colebrook (c)
Mayberry, Benjamin, RFD, Colebrook (c)
McAllaster, Roger & Shirley, Stewartstown, (P. O. RFD 3, Colebrook) (c)
McGoff, D. M., RFD No. 2, Lancaster (c)
McMann, Harlan, RFD No. 1, N. Stratford (c)
Morrison, Scott, RFD, Colebrook (c & b)
Northland Tree Co., Congdon, Percy Street, Colebrook (c)
Noyes, Chester, Colebrook, RFD No. 1 (c & b)
Oleson, Morris, Woodsville (c)
Oleson, Norman, RFD No. 1, Jefferson (c)
Parker, B. W., Colebrook (c & b)
Parker, George, Clarksville (P. O. Pittsburg) (c)
Paquette, Aldege, RFD, Colebrook (c)
Paquette, Antonio, Pittsburg, (P. O. Beecher Falls, Vt.) (c)
Paquette, Emile, Beecher 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)
Putnam, Cortland, Winchester
Rainville, Robert, Colebrook (c)
Rancloes, Frank, RFD 3, Colebrook (c)
Reynolds, William, N. Stratford (c)
Reed, Kenneth, RFD No. 1, Jefferson (c)
Ricard, James, Canaan (c)
Riendeau, George, Hall Stream, (P. O. Beecher Falls, Vt.) (c)
Robertson, Phil, Prime Tree Co., Franconia (c)
Robinson, Claude, Colebrook (c)
Robitaille, Gerald, RFD, Colebrook (c & b)
Russell, Lee, Farmington (c)
Sawyer, Alfred, Jaffrey (c)
Schander, John, Newmarket (c)
Schwartz, Thomas Orford (c & b)
Struhsacker, Philip, Flintlock Lodge, Franconia (c)
Thibeault, Joseph, Hall Stream, (P. O. Beecher Falls, Vt.) (c)
Underhill, Oliver R., (see John C. Keller, Bethlehem, N. H.) c/o Standard Vacuum Oil Co., 6 Church Lane, Calcutta, India (c)
Wagner Woodlands, Lyme (c & b)
Webber, Carl, Dublin
Weir, Harlie, Colebrook (c)
Wheeler, Claude, Hall Stream, (P. O. Beecher Falls, Vt.) (c)
Wheeler, Leonard, Beecher Falls, Vt. (Bishop Brook Road, N. H.) (c)
Wheeler, Raymond, Pittsburg (P. O. Beecher Falls, Vt.) (c)
Yale, William, Sandown, RFD 2, Chester (c)

CHRISTMAS TREE LAND DEVELOPMENT LEASE

Section I Date, Contracting Parties, Description of Property and Term of the Lease

1. This lease is made this ..... day of ..... 19....., by and between ..... hereinafter called the Landowner, and ..... hereinafter called the Renter.

2. The Landowner, in consideration of the agreements with the Renter hereinafter set forth, hereby leases to the Renter, to use for development and harvesting of Christmas trees only, the specific area(s) herein described on the ..... (farm), (lot), located in the town of ....., Sullivan County, New Hampshire.

Description of area(s) included in this lease.

.....

3. This lease shall become effective on the ..... day of ....., 19....., and shall continue in force until the ..... day of ....., 19....., with the Renter having option for renewal for ..... year(s) after the fourth year.

Section II Land Use

It is the intent of both parties that the Christmas tree species on the land covered by this contract shall be improved and the yield of desirable Christmas Trees be increased by means of an intensive program of weeding, thinning, pruning and shearing.

1. It is mutually agreed that a minimum of ten large trees of the species desirable for Christmas trees be left for seed trees scattered over each acre under this lease.

2. .....

Section III Amount and Time of Payment

The renter shall pay to the landowner the sum of $..... per tree that is harvested. Payment to be made within ..... days of cutting.

Section IV Liability

The renter shall assume all responsibility and liability for accidents occurring to him or his employees while engaged in the improvement and harvesting of the area(s) covered by this lease, or while crossing any other lands belonging to the landowner in the process of going to or coming from the area(s) covered by this lease.

Section V The Landowner Agrees To

1. Furnish the area(s) described above.

2. Pay all the taxes and assessments against the real estate.

3. Allow the Renter access to the area(s) hereinbefore described as well as the use of any existing roads for the purpose of cutting and removing the crop trees.

4. Pay the Renter $..... per crop tree that he may cut or have cut on the improved area before the expiration of the contact period.

5. Keep cattle and sheep out of the area(s) described above, except as agreed upon by both parties.

.....

Section VI The Renter Agrees To

1. Follow approved management procedures for the development of existing Christmas Tree species into marketable trees as well as to perpetuate these species.

2. Furnish all labor, equipment, and supplies and all operational expenses.

3. To pay the severance tax due for the trees that are harvested.

4. Neither assign this lease to any person or persons nor sublet any part of the real estate for any purpose without the written consent of the landowner.

.....

Section VII Rights and Privileges

The landowner or anyone designated by him shall have the right of entry at any time to inspect his property and/or the management methods used.

Section VIII Enforcement of Agreements and Arbitration

1. Failure of either the Landowner or the Renter to comply with the agreements set forth in this lease shall make him liable for damage to the other party. Any claim by either party for such damages shall be presented, in writing to the other party, at least ten days before the termination of this lease.

2. If either or both of the parties to this lease die during the term of the lease, the provisions of this lease shall be binding on their heirs, executors, administrators, and assigns of the party or parties involved.

3. Any disagreements between the Landowner and the Renter shall be referred to a board of three disinterested persons, one of who shall be

appointed by the Landowner, one by the Renter, and the third by the two thus appointed. The decision of these shall be considered binding by the parties to this lease. Any costs for such arbitration shall be shared equally between the two parties to this lease.

Section IX Other Agreements

.....

Section X Signatures

....
(Date) (Landowner)

....
(Date) (Renter)

CONVERSION FACTORS AND UNITS OF MEASUREMENT FOR FOREST PRODUCTS

A knowledge of the common units of measure for the various forest products is of importance to persons involved in the marketing process. These units of measure form a basis for common understanding between buyer and seller. Familiarity with these units can mean a greater financial return and a reduction of the chances of misunderstanding of the terms of forest products sale agreements.

The Blodgett rule is the official standard in New Hampshire. Several other rules are also in use by mutual agreement between buyer and seller. However, the International Rule, ¼" kerf, is most commonly accepted.

The volume of a standing tree or a log is determined using tree and log rules. These rules simply give the approximate number of board feet of sawed lumber that may be manufactured after allowing for milling losses in slabs, edgings and sawdust.

Tree Scale (Tree Volume Measurement)

To determine the board foot content of standing trees, tally the trees by:

1) D.B.H. (Diameter Breast Height = measurement of diameter of tree 4½ ft. above ground)
2) Estimate the number of 16 foot logs to 6 inch top diameter
3) Apply the scale given in Table

Tree Scale — International Rule

D.B.H. Inches	Number of 16 foot logs — to 6" top						
	1	1½	2	2½	3	3½	4
6	10	15					
8	20	35	50				
10	40	55	70	85	95		
12	60	75	95	110	125	145	165
14	85	110	135	150	165	190	215
16	110	150	190	215	240	260	285
18	140	195	245	285	320	345	370
20	180	245	310	355	400	435	465
22	220	300	380	445	505	545	585
24	270	365	460	540	615	670	730
26	320	435	550	645	735	805	875
28	370	515	655	760	870	950	1035
30	430	595	760	885	1010	1110	1205

Log Rule

Te determine the board foot content of sawlogs, tally the logs by:

1) Average Diameters at the small end and inside the bark and by lengths

2) Apply volumes from the table given in Table ..... and total

The International Log Rule

¼-inch Saw Kerf

Diameter (Small end inside bark) Inches	Length of Log in Feet						
	8	10	12	14	16	18	20
4		5	5	5	5	5	10
5	5	5	10	10	10	15	15
6	10	10	15	15	20	25	25
7	10	15	20	25	30	35	40
8	15	20	25	35	40	45	50
9	20	30	35	45	50	60	70
10	30	35	45	55	65	75	85
11	35	45	55	70	80	95	105
12	45	55	70	85	95	110	125
13	55	70	85	100	115	135	150
14	65	80	100	115	135	155	175
15	75	95	115	135	160	180	205
16	85	110	130	155	180	205	235
17	95	125	150	180	205	235	265
18	110	140	170	200	230	265	300
19	125	155	190	225	260	300	335
20	135	175	210	250	290	330	370
21	155	195	235	285	320	365	410
22	170	215	260	305	355	405	455
23	185	235	285	335	390	445	495
24	205	255	310	370	425	485	545
25	220	280	340	400	460	525	590
26	240	305	370	435	500	570	640
27	260	330	400	470	540	615	690
28	280	355	430	510	585	665	745
29	305	385	465	545	630	715	800
30	325	410	495	585	675	765	860

Pulpwood

Pulpwood is generally sold by the cord or on the weight basis.

The Cord: A standard cord is generally accepted as equivalent to a pile of closely stacked wood 4 feet high, 4 feet deep and 8 feet long containing a gross volume of 128 cu. ft.

Number of Four-Foot Bolts Contained in a Standard Cord by Bolt Diameter*

Bolt Diameter in Inches	Rough Wood	Peeled Wood
4	244	270
5	156	175
6	109	120
7	79	88
8	61	68
9	48	54
10	39	43
11	32	36
12	27	30
13	23	26
14	20	22
15	17	19
16	15	17

* Average figures which will vary somewhat with the method of piling and the characteristics of the material.

Solid Wood Content of a Cord

The solid wood content of a cord of pulpwood is dependent on many factors such as:

1) The average diameter of the bolts
2) Tightness of piling
3) Limbing practice and knottiness
4) Taper and straightness of individual bolts
5) Amount of bark rubbed off prior to scaling
6) Period of time between piling and scaling (shrinkage and compaction during transportation)

The volume given in the Table below are *averages* and are commonly used as conversion factors.

Solid Wood Content of a Standard Cord

1 Standard cord (4'x4'x8')	=	128 cubic feet of wood, bark and air spaces
1 Standard cord of pulpwood, rough	=	85 cubic feet of solid wood (softwood)
1 Standard cord of pulpwood, peeled	=	95 cubic feet of solid wood (softwood)
1 Standard cord of pulpwood, rough	=	85 cubic feet of solid wood (hardwood)
1 Standard cord of pulpwood, peeled	=	95 cubic feet of solid wood (hardwood)
1 Standard cord of boltwood	=	500 board feet

When green rough pulpwood is purchased by weight, the following weight-volume equivalents are generally accepted:

5600 – 5700 pounds = 1 cord (hardwood)
4600 – 4700 pounds = 1 cord (softwood)

Cordwood

Wood fuel is generally sold by the standard cord or by the "short cord" also called "face cord" which is a pile of wood 8 feet long, 4 feet high and the length of the stick is less than 4 feet and is generally 12, 16, or 24 inchs for stove and fireplace use.

Lumber (Square Edge)

The standard unit of measurement for lumber is the board foot. It is equivalent to $\frac{1}{12}$ of a cubic foot such as a board 12 inches by 12 inches and 1 inch thick.

Board foot measurements refer to rough lumber. Surfaced lumber is tallied on the basis of width and thickness before surfacing.

To calculate the board footage of lumber, for each piece multiply the width in inches by the thickness in inches by the length in feet and divide by 12.

Example:

$$\frac{\text{6" wide x 2" thick x 16' long}}{12} = \text{16 board feet}$$

Board Foot Measure Contained in Lumber

Thickness and Width Inches	Board foot content — Board length in feet					
	6	8	10	12	14	16
1 x 2	1	1⅓	1⅔	2	2⅓	2⅔
1 x 3	1½	2	2½	3	3½	4
1 x 4	2	2⅔	3½	4	4⅔	5⅓
1 x 5	2½	3⅓	4⅙	5	5⅚	5⅔
1 x 6	3	4	5	6	7	8
1 x 7	3½	4⅔	5⅚	7	8⅙	9⅓
1 x 8	4	5⅓	6⅔	8	9⅓	10⅔
1 x 10	5	6⅔	8⅓	10	11⅔	13⅓
1 x 12	6	8	10	12	14	16
1¼ x 4	2½	3⅓	4⅙	5	5⅚	6⅔
1¼ x 6	3¾	5	6¼	7½	8¾	10
1¼ x 8	5	6⅔	8⅓	10	11⅔	13⅓
1½ x 4	3	4	5	6	7	8
1½ x 6	4½	6	7½	9	10½	12
1½ x 8	6	8	10	12	14	16
2 x 4	4	5⅓	6⅔	8	9⅓	10⅔
2 x 6	6	8	10	12	14	16
2 x 8	8	10⅔	11⅓	16	18⅔	21⅓
2 x 10	10	13⅓	16⅔	20	23⅓	26⅔
2 x 12	12	16	20	24	28	32
2½ x 12	15	20	25	30	35	40
3 x 6	9	12	15	18	21	24
3 x 8	12	16	20	24	28	32
3 x 10	15	20	25	30	35	40
3 x 12	18	24	30	36	42	48
4 x 4	8	10⅔	13⅓	16	18⅔	21½
6 x 6	18	24	30	36	42	48