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Newsletter

Nebraska Forest Service

2008

Timber Talk, Vol. 46, No. 4, November 1, 2008

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NEBRASKA FOREST SERVICE



Nebraska Forest Service

Institute of Agriculture and Natural Resources

University of Nebraska–Lincoln

November 1, 2008

Vol. 46, No. 4

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The Nebraska Forest Service publishes **Timber Talk** four times annually (February 1, June 1, September 1, and November 1). The purpose of the newsletter is to serve and promote the forest industry of Nebraska. All questions and correspondence concerning **Timber Talk** should be directed to: Dennis M. Adams, **Timber Talk** Editor, Nebraska Forest Service, University of Nebraska, 109 Entomology Hall, P.O. Box 830815, Lincoln, NE 68583-0815. Phone (402) 472-5822, FAX (402) 472-2964. E-mail: dadams2@unl.edu. **Timber Talk** is partially supported by University of Nebraska–Lincoln Extension funding.

Lumber Market

HARDWOODS



Northern. Log supplies are adequate. Sawmill output is meeting demand for most high-production species, grades, and thicknesses. However, the marketplace is aware that weather conditions can negatively affect logging activity in the fall to early winter. Adding to the uncertainty about future supplies is poor business health for logging contractors and sawmills. Many operations have scaled back; some are idle waiting for an improved business climate; and others have ceased operations entirely. The legitimate concern is that continued market and economic pressures could force further contraction.

Southern. The U.S. and world stock markets continue to show extreme volatility. Investors remain nervous about the state of the U.S. banking system and the overall economy. Furniture sales are below last years' reduced levels. Less equity is available to homeowners to pursue remodeling projects, and mortgage lending has declined as institutions right past wrongs. Limited demand for finished goods has slowed secondary manufacturing. At the same time, sawmill operators have lowered output. Supply and demand for green #1C & Btr are more in line than past weeks. However, supplies of KD hardwood lumber continue to surpass the markets' needs. The bright side resides in heart dimension products with demand outpacing availability, providing upward pressure on prices.

Appalachian. Most primary and secondary manufacturers have relied on established, long-term business as the basis for activity. However, the volume of lumber required for maintaining inventory has fallen. There simply is not enough demand to accommodate total production. On the flip side, sawmill operators have reduced output to a level where 7x9 crosstie availability is below market needs. In the case of grade lumber, prices have trended lower in the face of declining demand and growing competition.

International. There is a saying that if the U.S. sneezes, the rest of the world catches cold. The U.S. has the flu. The Federal government, through the Treasury Department, is taking unprecedented steps to stabilize financial markets. The \$700 billion bailout may not be enough to fully cover distressed institutions. World financial markets continue to waiver as they try to determine how effective any rescue effort will be.

For example, in China, inflation has taken away discretionary money for durable goods. Reports indicate domestic shipments of furniture have fallen 50% in 2008. Slower new home construction in the U.S. and Europe has impacted export shipments of furniture from China. Estimates of decline in furniture exports are over 60%. Thus, furniture manufacturers do not need the same volume of lumber.

Many factors beyond the control of exporters hampered business to the rest of the world. Unstable financial markets, tighter credit, inflation, higher freight rates, and soft housing markets are all problems North American lumber and log suppliers cannot change. Until these problems are corrected, business will remain challenging.

(Source: Condensed from *Hardwood Market Report*, September 27, 2008. For more information or to subscribe to *Hardwood Market Report*, call (901) 767-9216, email: hmr@hmr.com, website: www.hmr.com)

Hardwood Lumber Price Trends—Green

| Species | FAS | | | | #1C | | | | #2A | | | |
|-------------------|-------|------|------|------|-------|------|------|------|-------|------|------|------|
| | 12/07 | 3/08 | 6/08 | 9/08 | 12/07 | 3/08 | 6/08 | 9/08 | 12/07 | 3/08 | 6/08 | 9/08 |
| Ash | 600 | 625 | 625 | 655 | 440 | 430 | 430 | 450 | 305 | 325 | 325 | 325 |
| Basswood | 695 | 685 | 685 | 685 | 365 | 355 | 355 | 350 | 205 | 205 | 205 | 205 |
| Cottonwood | 600 | 600 | 600 | 615 | 400 | 400 | 400 | 415 | 220 | 220 | 220 | 220 |
| Cherry | 2290 | 2040 | 2090 | 2020 | 1230 | 985 | 985 | 895 | 640 | 525 | 510 | 475 |
| Elm (soft grey) | 635 | 635 | 635 | 635 | 420 | 420 | 420 | 420 | 235 | 235 | 235 | 235 |
| Hackberry | 475 | 475 | 475 | 475 | 455 | 455 | 455 | 455 | 265 | 265 | 265 | 265 |
| Hickory | 735 | 700 | 690 | 690 | 610 | 560 | 550 | 525 | 425 | 400 | 390 | 370 |
| Soft Maple (UNSD) | 1130 | 1100 | 1100 | 1100 | 600 | 585 | 585 | 585 | 320 | 310 | 310 | 295 |
| Red Oak | 945 | 945 | 945 | 945 | 630 | 630 | 630 | 630 | 500 | 500 | 500 | 500 |
| White Oak | 1105 | 1105 | 1105 | 1105 | 610 | 610 | 620 | 620 | 400 | 400 | 400 | 400 |
| Walnut | 2180 | 2135 | 2135 | 2110 | 1300 | 1225 | 1225 | 1180 | 940 | 645 | 595 | 580 |

Note: Hardwood prices quoted in dollars per MBF, average market prices FOB mill, truckload and greater quantities, 4/4, rough, green, random widths and lengths graded in accordance with NHLA rules. Prices for ash, basswood, elm, soft maple, red oak and white oak from Northern Hardwoods listings. Prices for cottonwood and hackberry from Southern Hardwoods listings. Prices for cherry, hickory and walnut (steam treated) from Appalachian Hardwoods listings. (Source: *Hardwood Market Report Lumber News Letter*, last issue of month indicated. To subscribe to Hardwood Market Report call (901) 767-9126, email: hmr@hmr.com, website: www.hmr.com.)

Hardwood Lumber Price Trends—Kiln Dried

| Species | FAS | | | | #1C | | | | #2A | | | |
|-------------------|-------|------|------|------|-------|------|------|------|-------|------|------|------|
| | 12/07 | 3/08 | 6/08 | 9/08 | 12/07 | 3/08 | 6/08 | 9/08 | 12/07 | 3/08 | 6/08 | 9/08 |
| Ash | 890 | 890 | 890 | 905 | 650 | 670 | 680 | 680 | 580 | 560 | 560 | 580 |
| Basswood | 990 | 975 | 975 | 950 | 605 | 575 | 575 | 575 | 395 | 395 | 395 | 395 |
| Cottonwood | 755 | 755 | 755 | 755 | 520 | 500 | 520 | 520 | — | — | — | — |
| Cherry | 2985 | 2815 | 2790 | 2720 | 1465 | 1220 | 1170 | 1095 | 960 | 860 | 845 | 755 |
| Elm (soft grey) | — | — | — | — | — | — | — | — | — | — | — | — |
| Hackberry | — | — | — | — | — | — | — | — | — | — | — | — |
| Hickory | 1185 | 1130 | 1100 | 1100 | 900 | 900 | 900 | 880 | 790 | 790 | 790 | 760 |
| Soft Maple (UNSD) | 1635 | 1620 | 1620 | 1600 | 870 | 800 | 800 | 800 | 540 | 540 | 540 | 540 |
| Red Oak | 1435 | 1375 | 1375 | 1335 | 990 | 975 | 975 | 975 | 760 | 760 | 760 | 760 |
| White Oak | 1720 | 1700 | 1700 | 1700 | 980 | 960 | 950 | 950 | 725 | 725 | 715 | 715 |
| Walnut | 2905 | 2905 | 2905 | 2905 | 1875 | 1800 | 1800 | 1785 | 1555 | 1220 | 1165 | 1140 |

Note: Kiln dried prices in dollars per MBF, FOB mill, is an estimate of predominant prices for 4/4 lumber inspected and graded before kiln drying. Prices for cottonwood and hackberry from Southern Hardwoods listings. Prices for ash, basswood, elm, soft maple, red oak, and white oak from Northern Hardwood listings. Prices for cherry, hickory and walnut (steam treated) from Appalachian Hardwoods listings. (Source: *Hardwood Market Report Lumber News Letter*, last issue of month indicated. To subscribe to Hardwood Market Report call (901) 767-9126, website: www.hmr.com.)

Softwood Lumber Price Trends

| Species | Selects ¹ | | | | Shop ² | | | | Common ² | | | | Dimension ² | | | |
|-----------------|----------------------|------|------|------|-------------------|------|------|------|---------------------|------|------|------|------------------------|------|------|------|
| | 12/07 | 3/08 | 6/08 | 9/08 | 12/07 | 3/08 | 6/08 | 9/08 | 12/07 | 3/08 | 6/08 | 9/08 | 12/07 | 3/08 | 6/08 | 9/08 |
| Ponderosa Pine* | 717 | 830 | 874 | 745 | 412 | 293 | 394 | NA | 465 | 402 | 455 | 382 | 266 | 200 | 313 | 322 |

*Rocky Mountain Ponderosa Pine

¹Selects = D and Btr Selects, Stained Select, Mld and Btr.

²Shop = 4/4 Factory Select - #2 Shop.

³Common = #2 and Btr Common.

⁴Dimension, Timbers and studs = Std and Btr, #2 and BTR Dimension and Timbers.

Note: Average Softwood prices quoted per MBF rounded to nearest dollar, FOB mill, KD. This information is presented to indicate trends in the softwood lumber market. Actual prices may vary significantly from prices quoted.

(Source: Excerpt from *Inland Grade Price Averages*, Western Wood Products Association (WWPA) for the month indicated. To subscribe contact WWPA, phone: (402) 224-3930, website: www.wwpa.org).

New Nebraska Secondary Wood Processors Directory

The last Nebraska secondary wood products manufacturers directory was published in 1989 and is woefully outdated. With the help of a USDA Forest Service grant, the Nebraska Forest Service (NFS) contracted with a consultant (Camas Creek Enterprises, Inc.) to conduct a survey of known secondary wood processors in Nebraska. Secondary wood processors are defined as businesses that manufacture wood products from lumber, partially manufactured logs, or residue from primary wood products manufacturing or logging operations, e.g. pallets, flooring, cabinets, millwork, etc. Survey information will be used as the basis for publishing a new Nebraska Forest Products Manufactures - Secondary Processors directory.

The directory is intended as a marketing tool for Nebraska wood products manufacturers. Inclusion is voluntary and free. The target publication date is Jan., 2009.

Emerald Ash Borer (EAB) Update

Emerald ash borer (*Agrilus planipennis*) is an invasive wood-boring beetle that is native to China and eastern Asia. EAB probably arrived in North America hidden in wood packing materials commonly used to ship consumer and other goods. EAB was first identified in Detroit, Michigan, and Windsor, Ontario, in 2002 and has since been documented at other sites in Michigan (2002), Ohio, Maryland, and Virginia (2003), Indiana (2004), Illinois (2006), West Virginia and Pennsylvania (2007), and most recently Wisconsin and Missouri (2008). In a relatively few years this tiny, brilliant green beetle has become a substantial threat to the existence of all ash species in the U.S.

EAB is a significant emerging threat to Nebraska's forests. Since 2002, this exotic insect has killed millions of ash trees causing millions of dollars in financial losses in native forests and urban landscapes. EAB is easily spread long distances in infested lumber, firewood, and nursery stock. Insect trapping and surveys conducted by the Nebraska Forest Service and Nebraska Department of Agriculture have not detected emerald ash borer, but it is only a matter of time before the insect enters our state and threatens the 30 million ash trees found in our native woodlands, windbreaks, and communities.

Adult emerald ash borers are slender, metallic-green beetles approximately 1/2 inch long. The immature stage is a creamy-white larva that tunnels just below the bark of ash trees. The zig-zag tunnels interrupt the movement of water, nutrients and sugars in the tree. Infested trees die from the top down. Tree death usually occurs within a few years following infestation. Trees killed by emerald ash borer can be distinguished from trees killed by other borers by the presence of D-shaped exit holes, approximately 1/8 inch in diameter, on the trunk and branches. Other ash borers make round or oval holes that are larger or smaller than 1/8 inch.

To help control the spread of emerald ash borer, the U.S. Department of Agriculture has quarantined all infested areas. This quarantine restricts interstate movement of ash nursery stock, ash limbs and branches, ash logs or untreated ash lumber with bark attached, uncomposted ash chips, and firewood of any deciduous species. Despite these quarantines, regulated materials often slip through undetected. Nebraska's first case of emerald ash borer will likely come from firewood brought in from an infested area.

Potential treatments of EAB include chemical, biological pesticides (pesticides formulated from pathogens that attack the insect), and parasitoid wasps, which feed on egg and larval stages of the insect. Many of these treatments appear effective and/or promising, but treatment of ash trees in Nebraska is not recommended at this time. Treatment when the insect is not present is a waste of time and money, and unnecessarily exposes the environment to pesticides. Once EAB becomes established in an area, treatment will have to continue throughout the life of the tree.

The Nebraska EAB Working Group, comprised of representatives from federal, state, and local agencies and the green

industry, has developed the Nebraska EAB Readiness Plan to provide a framework for action to prepare for and respond to EAB's arrival. The plan can be viewed at: http://www.agr.state.ne.us/division/bpi/ent/eab_response_plan.pdf.

Concern about EAB and other wood-eating insects had prompted consideration of a federal regulation that would require treating all wood pallets, not just pallets for export. Federal officials are gathering information for a potential regulatory approach.

To learn more about emerald ash borer visit the following websites:

http://na.fs.fed.us/spfo/pubs/pest_al/eab/eab.pdf
<http://na.fs.fed.us/fhp/eab/pubs/fieldguide/eabfg.pdf>
<http://www.emeraldashborer.info/>

If you find a suspect beetle or the characteristic D-shaped exit holes in ash, please contact:

Nebraska Forest Service: (402) 472-2944
Nebraska Department of Agriculture: (402) 471-2394
USDA-APHIS-PPQ Nebraska office: (402) 434-2345.

SFI Recognizes Tree Farm Certification

It's official. The Sustainable Forestry Initiative® (SFI) now recognizes fiber coming from properties participating in the American Tree Farm System (ATFS) as meeting the requirements for SFI certified material. In other words, if a SFI certified mill needs SFI certified sawlogs or pulp wood, trees harvested on a Tree Farm certified property qualify as meeting SFI standards.

Several months ago the American Forest Foundation submitted its American Tree Farm System to the Programme for the Endorsement of Forest Certification schemes (PEFC) for acceptance. PEFC has very rigorous standards to endorse a forest certification model. SFI and about twenty-five other forest certification programs have been reviewed and endorsed by PEFC. Worldwide, PEFC endorsed certification models include more than 500 million (350 million in North America) certified acres. There are more than 90,000 Tree Farms in forty-five states certified by the ATFS program, and they manage more than twenty-four million acres of privately owned forest.

PEFC endorsement means that the wood from all Tree Farms are now available to SFI certified mills. With the phenomenal growth the SFI certification program is experiencing both domestically and abroad, it is reasonable to expect this additional certified fiber available through ATFS will find its way to markets the world over.

As a sidebar, both presidential candidates have pledged to establish a carbon "Cap and Trade" system and to promote alternative energy avenues including "biomass," such as tree fiber conversion to energy. Under either proposal, wood fiber must come from certified sustainable sources. The PEFC certification will enable Tree Farmers to participate in these programs.

Tips on Buying Timber

Every timber buyer has an angle for locating stumpage. Probably the most common strategy is road cruising, followed by a visit to the public land records for the name and address of those who own stands of valuable timber. The best way to find timber is by letting woodland owners get to know you. This is easily accomplished by first calling or visiting local public service foresters in your procurement area. Offer to participate in workshops, visit schools and attend meetings — get out and let people know who you are and what you do.

One of the best uses of your time is to get involved in workshops. During the many workshops that I've hosted or been involved in with a local timber buyer on the agenda, I have seen workshop participants flock to the buyer during breaks. Since most timber buyers believe workshops are a waste of time, it is usually easy to get involved. So, the next time you have an opportunity to do a workshop and you're thinking of declining, consider this: A simple conversation that results in a stumpage purchase will more than pay for your time, and it is also an effective way to build contacts.

A good procurement person always knows more about a prospective client's timber than the client does, but he or she has the good sense to keep it quiet. Woodland owners are also discomfited when they hear details about their land that imply a more than cursory pre-examination of their property. An experienced buyer teases information from clients, and in doing so makes the client feel like the expert. Understanding and exploiting the psychology of persuasion is fundamental to clinching a timber purchase agreement, but the process is subtle.

One of the most common mistakes of even highly seasoned timber buyers is pushing to seal a deal without taking time to get to know the woodland owner. For many forest owners, a timber sale is something they'll do once or twice in a lifetime, so they want to know something about whom they're doing business with. Thus, an essential first step for many timber sellers is getting to know the buyer. It isn't necessary to become best friends, but your goal should be to develop a rapport, probably around a subject that has absolutely nothing to do with buying and selling timber.

Even though few buyers follow a protocol when it comes to buying timber, the best way to negotiate the terms of a timber purchase is to use a checklist that covers every aspect of the deal — from boundary verification to ownership, and from the location of landings to closing out the sale. More than anything else, woodland owners want assurance they are doing the right thing. They also want to know that the buyer understands applicable statutes and regulations.

Some owners will express interest in using skid trails for recreational access following the sale. This interest should have a bearing on how trails are laid out and on how the stand is marked. Why? Because no one wants to stroll by skinned-up bumper trees, or see tops piled 20 feet high. If recreational use following the sale is important to the owner, there are many things the buyer can do to protect aesthetics and the extra cost — or lost revenue — is minimal.

Another important aspect of negotiations is discussing the possibilities of services in exchange for stumpage. Some

woodland owners will gladly accept less money if the sale can accomplish other objectives, such as clearing a house site, improving drainage under a driveway, upgrading primary skid trails to accommodate a pick-up truck or some other task that logging contractors can do while heavy equipment is on the site. Although payments “in-kind” must be evaluated at fair market value and treated by the seller as taxable income, for many forest owners the opportunity to accomplish objectives other than harvesting timber is a compelling reason to sell.

After negotiations, it is time to sign a contract. The Uniform Commercial Code (UCC), a set of statutes that governs interstate commercial transactions in all states except Louisiana, stipulates that the sale of timber is a sale of an interest in land and, therefore, must be witnessed by a written contract. Aside from the UCC, it is in the interest of both parties to detail the terms of an agreement in writing so there is no confusion at a later date. Written contracts are standard for most procurement people, but here are a few finer points you may want to consider.

Make sure the person you negotiate with actually owns the timber and has the right to sell it. For example, some married couples own land as tenants in common. If this is the case, both must sign a timber sale contract, and stumpage checks are payable to both husband and wife. Tenants in common own assets in the same fashion as partners in a partnership; all partners must sign unless one person is granted power of attorney to sign for others. The same is true for married couples.

Another ownership issue to watch for is when one spouse or the other inherits land. I am aware of at least a few instances where the buyer spent days courting a prospective timber seller only to discover that the timber was owned by the wife. It is a happy day when this oversight is discovered before the contract is signed and the sale begins. Once the sale is underway, the buyer’s only hope is that the spouse who actually owns the timber agrees with the sale. If not, a resolution could be complicated and expensive to settle.

Always ask the woodland owner if he or she — or they — want to include an arbitration clause in the contract to settle disputes that might arise during or after a sale. Most states allow arbitration as a method to settle disputes without going to court. The form of arbitration can vary, but a common approach is to appoint a panel of three: one expert selected by the woodland owner, another selected by the buyer, and a third selected by the other two experts. Generally, a majority opinion settles the dispute. The principal advantage of arbitration is that it is a private process, not a public court record, and it is usually a lot cheaper than going to court. A potential disadvantage is that the arbitration panel’s decision is final and subject to appeal only if someone’s civil rights have been violated.

The contract should also provide assurances to the landowner that loggers are insured, especially for worker’s compensation, and that the contractors understand and will abide by regulations that govern timber extraction in your area. Many woodland owners are not familiar with these laws, so it may be necessary to explain.

Make sure the contract also spells out the buyer’s relationship to the logging crew, if any, and the extent to which the buyer will manage the activities of contractors. Too often, discrepancies are the result of a failure to describe the roles of different parties in a timber sale; defining exactly who is responsible to whom.

Once the sale is underway, administering the contract should be the easy part. Plan to visit the seller at least once a week, and bring the first stumpage check in person so you can explain it. Also, remind the seller that your company will be filing 1099 statements in their behalf, so they are not surprised at tax time. Remind the seller that income can be treated as a long-term capital gain and reported on Schedule D. Most buyers don’t want to take the tax reporting advice for sellers any further than this, but the seller will also need a summary of harvest volumes and a summary of stumpage payments to do their taxes.

Finally, listen to any concerns the owner may have and suggest remedies you actually plan to follow up on. Do not make idle promises to appease an irate seller, and never, ever say, “The situation is out of my hands.” In forestry matters trust is hard won, but easy to lose. Even if the seller’s concerns are out of your control, agree to take the issue to the person who is in charge, and always follow up with the seller, even if he or she becomes increasingly difficult to work with as the sale progresses.

Most woodland owners who sell timber are doing so for the first time. Unless they have hired the services of a consulting forester (doubtful), there is little chance they comprehend both the conditions of the transaction and its potential impacts — good and bad — on the land. The vast majority of timber sales in the U.S. involve only the buyer — who is usually also the logger — and the owner. Despite years of effort on the part of public service programs to convince owners of the value of using foresters to help with silvicultural methods and sale administration, most sales do not utilize the services of consultants.

Unfortunately, many loggers see this lack of involvement by foresters as an opportunity for the landowner and the logger. Without a consultant, the owner is not put in a position of sharing profits from stumpage and the logger is left to his own designs with no one looking over his shoulder. Some aggressive stumpage buyers attempt to convince woodland owners that consultants are little more than an unnecessary expense, despite the fact that studies discover consistent advantages to sellers who employ consultants.

The buyer’s objective is to purchase good quality timber for as little as possible, but not unfairly so. It is not necessary to malign consultants to achieve this objective. In fact, there are instances where a stumpage buyer may want to hire the services of a consulting forester to develop a reasonable silvicultural approach to a sale. These types of service contracts between logger and forester are increasingly common.

Finally, timber buyers who are consistently successful in competitive bidding tend to focus more attention on the cost of getting wood out rather than on what to expect for logs at local mills. Sure, the price received for logs is a big factor in deciding what to pay for the rights to convert trees into logs, but an accurate factoring of costs into a bid is often the difference between making a profit and breaking even. Within any given timbershed, the markets for logs are virtually the same for every contractor. So the successful bidder’s margin in markets where every mill is paying about the same is often what he can save in costs.

(Source: *Forest Products Equipment*, May 2008. Article written by Thom McEvoy, Extension Forester, University of Vermont.)

Nebraska Forestry Industry Spotlight



STORM FORESTRY, INC.



Storm Forestry, Inc. is owned and operated by Lory Storm. The business started from humble beginnings in late 2005 when Lory and her husband bought a ranch near Crawford and started a tree spade business to mechanically transplant local trees.

Today, Storm Forestry, Inc. does timber stand improvement, pre-commercial thinning, planting, woody biomass extraction and utilization, urban interface fuels treatment, and pre-season fire breaks for both the US Forest Service and private landowners. During the fire season, she does fuels reduction thinning around homes throughout the western US. She has two part time employees that blade roads for the Nebraska National Forest Pine Ridge District and Oglala National Grassland. She also contracts with Scott Nelson of Oregon who has thirty, 12-man hand crews that not only work on fires, but also do hand thinning in areas too steep for mechanized equipment.

Currently, Lory is working in Scotts Bluff County removing invasive Russian olive trees for the High Plains Weed Management Association. If the land owner is concerned about an excess number of trees being removed and there is a suitable area on the property, she will transplant trees at selected locations throughout the property. She also chips some slash piles to utilize for landscape mulch. Several

nurseries in the Nebraska Panhandle, Wyoming, and Colorado purchase wood mulch from Storm Forestry.

Storm Forestry's primary business equipment includes two Cat 297C Skid Steer's with Kevlar tracks, a 906H Cat skid steer with turf tires, a Marshall Saw, a 20" Timberwolf feller buncher, four tree spades, a planting machine, a 6-way dozer, and a chipper. She also plans to acquire another chipper in December because her only chipper is currently occupied in Oregon.

Due to the high cost of log transportation, mill closures, low-quality timber in the Wildcat Hills, and Russian olive availability, she is planning to start a pellet mill in the Panhandle. This pellet mill will make various sizes of pellets for use in small pellet stoves up to large boilers. She also plans to manufacture building blocks from

the ground woody biomass mixed with fire retardant. These building blocks are the same size as cinder blocks and they won't burn - a great way to "build green".

Storm Forestry, Inc.'s motto is "Healthier forests...from EVERY perspective", and Lory means it. She is always looking for ways to use every inch of the tree. Storm Forestry recently opened an office in Mitchell, NE. Storm Forestry, Inc. can be contacted c/o Lory Storm at: 1310 Spring Creek Rd., Mitchell, NE 69357. Phone: (308)765-1232.



Lory in the cab of her Cat 297C

New Online Training Information Exchange System

The U.S. Forest Service Wood Education and Resource Center has created a new training information exchange Website called HONE! People seeking training in the wood products industries can use this website to search the course catalog or be notified automatically by e-mail about courses that fit their personalized search criteria as new courses are added. The HONE! Website address is www.honeonline.info.

Wood Education and Resource Center Director, Steve Milauskas, said, "Forest products industries operate in an increasingly competitive environment. While training is rapidly becoming a survival strategy for many, finding appropriate instruction can be a cumbersome and frustrating process. Our goal with HONE! is to make it convenient for those seeking out education opportunities anywhere in the United States to easily identify opportunities, and for providers to readily get the word out about their programs. All that

is required for both consumers and providers of training and continuing education programs to access HONE! is to logon and register with the site — it's just that simple."

Program providers are encouraged to register on the HONE! website, then post teaching opportunities such as workshops, short courses, seminars, conferences, and continuing education and training programs.

The Training Information Exchange System offers benefits for both training participants and providers, including:

- ✓ An automated e-mail system that notifies participants about offerings that meet specific education requirements;
- ✓ An easy-to-use registration process;
- ✓ The ability to easily browse the training catalog and filter training programs by topic, location, and dates;

2008 Tax Tips for Forest Landowners

- ✓ A community forum on training to discuss training and training needs with others (both participants and providers);
- ✓ A personalized "My Page" space to save training program descriptions and other information for future reference.

The system provides participants with a single, timely source for training programs, a simplified process for planning and scheduling training, and the ability to contact providers about training offerings and additional information.

This also benefits trainers by providing:

- ✓ An editable, easy-to-use system for posting training program descriptions;
- ✓ An ability to reach potential participants nationally and across industry groups;
- ✓ Simplified access to training program information and descriptions;
- ✓ Site metrics related to information posted to the website by each provider.

For additional information, logon to the website www.honeonline.info or contact the HONE! website administrator by calling (563) 652-5104 or sending an email to woodtraining@gmail.com.

Landowners who sell timber and/or plant or manage forest land could substantially reduce their federal income tax liability by being aware of, and utilizing, current IRS regulations. The following are several excellent (and free) sources of federal income tax information relative to timber.

1. National Timber Tax Website: www.timbertax.org/publications/FS/TaxTips08.pdf
2. Forest Landowners Guide to the Federal Income Tax. USDA Handbook 718: <http://www.timbertax.org/publications/aghandbook/aghandbook.asp>

The Trading Post

The *Trading Post* is provided as a free marketing service for forestry industry. Only forestry-related advertisements will be accepted. Please submit written ads to the *Timber Talk* editor at least 15 days before scheduled *Timber Talk* publication dates. Ads may be edited to meet space constraints.

For Sale

'89 Timberjack 450 B Grapple Log Skidder. Single arch, winch, 1600 hr. on rebuilt 6 cyl. BTA Cummins engine, ice chains front and back, 3 extra 28L - 26 tires, NEW - center pin, secondary brake pads, various hydraulic hoses, batters and seat. Also, numerous oil and fuel filters. \$18,000 OBO. Contact: Herb Fricke, 133 Vogl Loop, Crawford, NE 69339. (308) 665-1424.

Reeve Circular Sawmill. Includes power unit and two 48-inch insert tooth blades. Contact: R&R Sawmill at (308) 569-2345.

Wanted

Logs and Slabwood. Cottonwood, cedar and pine. 4" to 26" diameter and 90"-100" lengths. Below saw grade logs acceptable. Contact: American Wood Fibers, Clarks, NE at (800) 662-5459; or email: Pat Krish at pkrish@AWF.com

Hardwood Cross Ties and Switch Ties. Size 7" x 9" - 8' only.

Mixed Hardwood Timbers. All sizes. **Logs.** C4S, Veneer and C1S, C2S; and C3S logs. Must be able to load 40' containers. Cherry, Walnut, Red Oak, White Oak, Ash, Hard Maple and Poplar logs.

Timbers for Log Homes. Car Decking. Oak or mixed hardwoods. 3" x 6" x 10'. **Switch Ties.** Oak and mixed hardwood, 7" x 9" - 15', 16', 21', 22', 23'. **White Pine Plank.** #2C, 5 T/LS per month, Rough, green, 1 5/8" x 7 3/8" or 2 1/2" x 9 3/8", up to 1/3 - 8', bal. 10' - 16' lengths. 6 1/4" x 12" - 10 to 16'. 4" x 12" rough KD. **Walnut Sawlogs.** Woods run, #1, #2, #3 grades. **Log Inspector** to inspect logs before shipment. **Cross Tie Buyers.** Good incentive arrangements. **Man to Inspect Logs Before Shipment.** Various locations. **Mills to Produce Oak Car Decking.** Surface, drill - oak or mixed

hardwoods. Contact: W. Preston Germain, Germain Lumber Co., Inc., Pittsburgh, PA 15251; (412) 782-3240; FAX: (412) 781-2551; e-mail: germainlumber@verizon.net.

Services and Miscellaneous

Woodshop Services. Millwork made from your lumber on my planer/molder. Chris Marlowe, Butte, NE (402) 775-5000. Marlowepasture@nntc.net.

Help Wanted. Equipment operators for rangeland tree clearing service, whole cedar tree grinding, and biomass production located in South Central Kansas. Looking for solid and reliable individuals with clean MVR - CDL preferred, but not required. Must pass pre-employment drug test. Benefits include vacation, sick leave, insurance, and bonus. Pay dependent on experience. We are a NO smoking business. Apply to Queal Enterprises, Inc., 20501 S Hwy 281, Pratt, KS 67124; (620) 672-9325.

Sawmill Service and Supplies. Saw hammering and welding. Precision knife and saw grinding. Certified Stihl chainsaw sales and service. Contact: Tim Schram, Schram Saw and Machine, PO Box 718, 204 E. 3rd St., Ponca, NE 68770, (402) 755-4294.

Used Portable Sawmills. Buy/Sell. Contact: Sawmill Exchange (800) 459-2148, (205) 661-9821.

Forest Products Equipment Magazine. FREE monthly trade publication for the forest products industry. For a sample magazine or free subscription call (800) 422-7147, email: jfostera@mrpllc.com or visit the website: www.mrpllc.com and click on Forest Products Equipment Magazine.

Timber Sales

The following listings are for stands of timber or logs being offered for sale by owners or persons of delegated authority. Timber was cruised and/or marked for harvest by Nebraska Forest Service or other professional foresters. Volumes in board feet (Doyle scale unless otherwise indicated) are estimates by the forester. If no volume is listed, the trees or logs were not appraised or marked by a forester and the listing is included only as a marketing service to the owner. Listings are prepared according to information at the time of publication.

| Item | Forester/Date | Contact |
|--|------------------|--|
| 1. Black Walnut (10 trees) 1,758 bf Veneer 3 - 127 bf Lumber 1 - 196 bf Lumber 2 - 858 bf Lumber 3 - 577 bf | Karloff 7/08 | Gary Olson 16016 S. 63rd Street Papillion, NE 68133 (402) 592-4641 Location: Sarpy County |
| 2. Black Walnut (22 trees) 1,951 bf Lumber 1 - 229 bf Lumber 2 - 868 bf Lumber 3 - 854 bf | Karloff 9/08 | Jodie Fallon 2244 County Road U Cedar Bluffs, NE 68015 (402) 943-8250 Location: Saunders County |
| 3. Black Walnut (108 trees) 11,295 bf Veneer 2 - 144 bf Veneer 3 - 463 bf Lumber 1 - 2,311 bf Lumber 2 - 3,976 bf Lumber 3 - 4,401 bf | Karloff 10/08 | Richard & Nancy Hoch 1510 2nd Corso Nebraska City, NE 68410 (402) 873-5530 Location: Otoe County |
| Sealed Bid. Bid Closing 4:00 pm, Mon., Nov. 17, 2008. | | |
| 4. Black Walnut (14 trees) 1,937 bf Lumber 1 - 449 bf Lumber 2 - 682 bf Lumber 3 - 806 bf | Karloff 10/08 | Pat Boyd 8093 Highview Lane Fort Calhoun, NE 68023 (402) 468-4934 Location: Washington Co. |

*You know you're from
Nebraska if...*

you know all four seasons:
almost winter, winter, still
winter, and road construction.