

Delaware Wood Industry

Primary & Secondary Directory



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Delaware
Wood Industry
Primary & Secondary Directory

Delaware Department of Agriculture

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Foreword

The purpose of this Wood Industry Directory is to identify primary wood processors and the secondary wood industry operating within Delaware and assist buyers and sellers of wood products in their marketing efforts.

This directory serves as a revision to the 2002 printing. This edition has been compiled from those individuals and companies who responded to an extensive survey and indicated a desire to be included in the 2005 printing. This Directory does not reflect the total number of operators doing business in Delaware.

All information listed has been furnished with the understanding that no discrimination is intended. The Delaware Forest Service does not guarantee reliability, nor do we endorse specific businesses. We urge landowners to solicit professional forestry advice before conducting any forest management activity, especially harvesting. Delaware Forestry Laws (i.e., Delaware Seed Tree Law, Commercial Forest Plantation Act, and Delaware Forestry Erosion and Sedimentation Control Law) could affect your future forestry management decisions.

It is our intention to reprint this Directory periodically. Any additions, deletions, or corrections should be addressed to the Delaware Forest Service. If you have any questions call (302) 653-6505.

We would like to thank all those who have cooperated in making this Directory a valuable tool to Delaware woodland owners.

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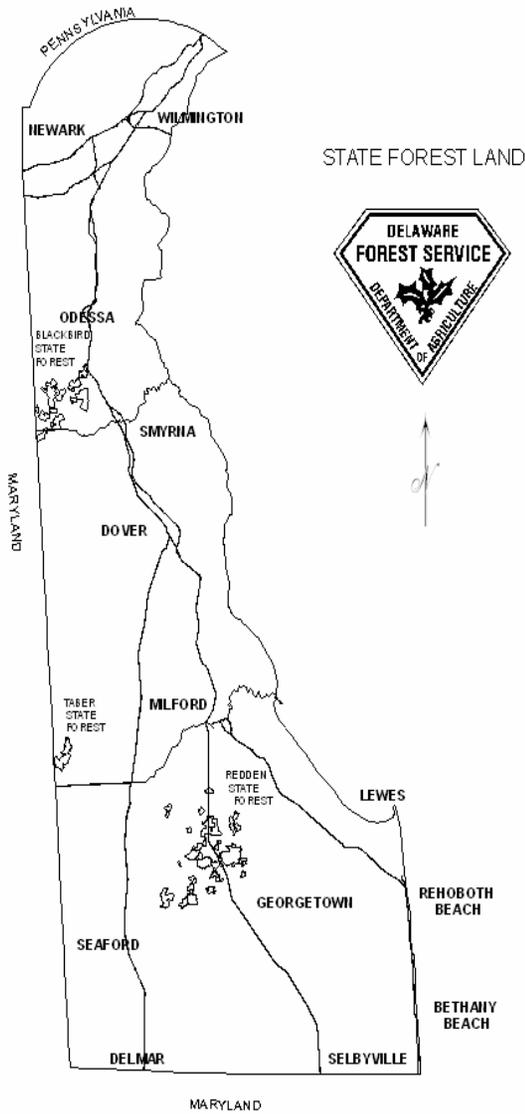
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PRIMARY Wood Processors/Timber Buyers are those buyers and sellers of forest products from standing timber through the first processing stage (i.e., sawmills, plywood plants, concentration yards, loggers, firewood, wood treatment plants, wood chippers & grinders, mulch, residue use manufacturers, and tree removal companies).

The **SECONDARY Wood Industry** involves individuals and businesses which use the processes wood (i.e., pallet manufacturers, cabinet makers, furniture makers, log cabin manufacturers, and wood workers). Specialty wood workers will be included in a separate publication.

CONSULTING FORESTERS are foresters that provide professional forestry advice for a fee; for example, helping a landowner sell timber for a percentage of the sale. These individuals can often provide more direct assistance to landowners than government foresters since the landowner compensates them for their time.

DELAWARE STATE MAP



Delaware Forest Service Office Locations

Administrative/Kent County Office:

Delaware Department of Agriculture
2320 South DuPont Highway
Dover, DE 19901
Ph: (302) 698-4500
FAX: (302) 697-6245

New Castle County:

Northern Regional Office
Blackbird State Forest
502 Blackbird Forest Road
Smyrna, DE 19977
Ph: (302) 653-6505
FAX: (302) 653-2869

Sussex County:

Southern Regional Office
Redden State Forest
18074 Redden Forest Drive
Georgetown, DE 19947
Ph: (302) 856-2893
FAX: (302) 856-5039

Before You Sell Your Timber

When properly managed and marketed, standing timber can be a valuable asset, providing a solid rate of return. It takes many years to grow this investment, yet it only takes a few days or weeks to harvest your timber. Because it often takes at least 40 years to grow a mature crop of timber, many landowners will only harvest once in their lifetime; consequently, most are not familiar with the process of selling timber and are not always aware of the steps recommended to maximize their harvest income. Therefore, **if you are considering a timber sale, we strongly urge you to contact a professional forester before selling your timber.** Many studies have shown that landowners that work with a professional forester typically receive significantly more money for their timber (sometimes up to 50% more), and their forests are in better shape after the harvest, than those who do not. The professional foresters located at the Delaware Forest Service's offices provide free forest management assistance, including timber sale assistance, forest inventory, tax information, sample timber sale contracts, and forest management plan development, and they can help you market your timber and achieve your forest management objectives.

Before you sell your timber, there are several factors that you will need to address:

- Marking your property line. (this is essential to avoid confusion and possible trespass)
- Determine the type of harvest (selection verses clearcut). The type of harvest will probably depend on the type of timber you have. Selections harvests are often recommended for hardwood forests, and the trees to harvest need to be marked prior to the sale. Clearcut harvests are usually conducted for pine forests.

- Marking any special areas – such as very wet areas or buffers along streams and areas you do not want to harvest.
- Applicable state laws (described below).
- Tax ramifications- timber is usually treated as a capital asset. You should contact your accountant **before** you sell so you can minimize your tax burden.
- Timber sale contract. You should work with your lawyer to develop a contract **before** you sell the timber so prospective buyers can review the contract if they wish (the Delaware Forest Service has sample contracts).

Once you address these issues, we recommend you solicit as many bids as possible from prospective buyers. Specifically, owners should provide potential buyers with general information about the timber sale (location acreage, landowner's name and address, type of harvest, special requirements, etc.) and include a date and time when he/she will open the bids. By soliciting bids, the owner has the best chance to receive the best price.

After selecting a buyer, it is very important that you sign a contract with him/her. This protects both you and the buyer. We also recommend that the owner receive payment for the timber before the harvest begins. You may also wish to consider a performance bond, which you would hold until the harvest is complete as an incentive to the logger to do a good job and comply with specifications in the contract. It is also very beneficial for the landowner to meet face to face with the buyer and review the timber sale area before the harvest begins. This provides an opportunity for the landowner and logger to discuss the terms of the sale to help avoid any problems once the harvest is underway. Ask the logger where he will locate the landings (where trees are loaded on to trucks) and skid trails. (This information will also be on the permit that is

filed with the Delaware Forest Service.) Questions such as these can give the landowner a better understanding of the harvesting process.

Once the timber harvest begins, we recommend that owner periodically visit the site to help ensure the logger adheres to the terms of the sale. It is also very important that the logger inform you before he vacates the job so that you and he can review the site to ensure the work is satisfactory. It is much easier for the logger to fix a problem when his equipment is there than after he leaves.

Lastly, there are two state laws that apply to timber harvests—the Forestry Practice Erosion and Sedimentation (E&S) law and the Seed Tree Law. The landowner and logger are required to submit a notification form to the local Delaware Forest Service office at least ten (10) working days before initiating any harvest greater than one (1) acre. This notifications form will include, but is not limited to:

- Forest acreage and the type of timber harvest planned.
- Intended future use of the property (forest, cropland, development).
- Signed statement of the landowner’s and operator’s intent to use forestry BMP’s to prevent pollution.
- Specific forestry Best Management Practices (BMP’s) to use on the site to protect any water bodies from erosion and sedimentation.
- Map of the site, including locations of water bodies, buffers, water crossings, skid trails, haul roads, landings, and other pertinent site specific information.
- Estimated start and completion dates.

A forester will then review the permit and visit the site to ensure the planned harvest will implement all the necessary BMP’s and determine if the Seed Tree Law applies to the property. The Seed Tree law requires landowners to reforest all properties that are a minimum of 10 acres, contain at least 25% pine and/or yellow-poplar, and will remain in forestland after the harvest. Owners must indicate on the permit how they intend to reforest the property. The forester will then approve with modifications, or deny all applications within five (5) working days of their receipt. In cases where denial of the application is issued, the Delaware Forest Service will provide technical assistance to the landowner and/or the operator to develop modification(s) necessary to bring the application into compliance. The forester will then periodically inspect the timber harvest to ensure it follows the specifications on the permit.

Again, the Delaware Forest Service urges you to contact your local Forest Service office before you sell your timber. We can help you with this important step in the management of your timber to help ensure you get the most money for your investment now and in the future.

Delaware PRIMARY Wood Processors and Timber Buyers

Company Name Address, Phone, Fax, Contact, email, website	Type of Business	Tree Species Harvested & Purchased	Product Sold
American Timber Brokerage 907 Edgehill Road Wilmington, DE 19807 Ph: (302) 425-3555 FAX: (302) 655-8471 James M. Winfield, III jwiii@aol.com	Logger Tree removal	white oak red oak poplar paulownia ash cherry walnut	Hardwood sawlogs Sawlogs Veneer logs Veneer lumber Veneer grade export market
Beauchamp Logging, Inc. 11171 Harry Riggin Road Princess Anne, MD 21853 Ph: (410) 651-1967 FAX: (410) 651-1967 Wayne, Mary	Logger	Pine Hardwood	
Charles Lyons, Jr. & Sons 5940 Bell Creek Road Preston, MD 21655 Ph: (410) 822-2754 Charles, Kent, Jeffery Lyons	Logger	all species	Hardwood veneer Piling Sawlogs Veneer logs Firewood
Copeland's Tree Service, Inc. 211 Beeson Ave. Wilmington, DE 19809 Ph: (302) 764-9223 FAX: (302) 633-9534 James B. Copeland	Tree removal Wood chipper Mulch manufacturer	Not a timber buyer	Whole tree chips Hardwood chips Mulch
Crawford W. Matthews, Sr. & Sons Inc. 29550 Matthews Dr. Seaford, DE 19973 Ph: (302) 875-5289 FAX: (302) 875-4640 David, Buddy Dmatt875@aol.com	Logger	Pine Hardwood	

Delaware PRIMARY Wood Processors and Timber Buyers

Company Name Address, Phone, Fax, Contact, email, website	Type of Business	Tree Species Harvested & Purchased	Product Sold
Cropper Brothers Lumber Co., Inc P.O. Box 27 Willards, MD 21874 Ph: (410) 835-8080 FAX: (410) 835-2695 Anthony Dipaolo	Commercial sawmill Peeled post producer Dry kiln Logger Pulp chip producer Forester on staff	Pine Mixed hardwood	Animal bedding Bark Beams Exported lumber/log Flooring Green lumber Log home parts Poles & timber Softwood lumber Barn patterns Chips Fencing Lumber Piling Sawdust Barn poles Kiln-dried lumber Dressed lumber Grade lumber
Crown Hardwood Co., Inc. 1270 Baltimore Pike West Grove, PA 19390 Ph: (610) 869-8771 FAX: (610) 869-4166 Peter Schlobach, Fred Pacilli www.crown-wood.com info@crown-wood.com	Export of veneer & lumber logs Hardwood lumber & veneer mfg.	Red oak Maple Cherry Walnut Yellow- poplar Ash White oak	Veneer logs Lumber logs Hardwood Veneer Hardwood lumber
Delaware Tree Company 7288 S. Dupont Hwy. Felton, DE 19943 Ph: (302) 698-1822 FAX: (302) 698-9011 Marg Cirillo margorciril@aol.com	Tree removal Firewood dealer Mulch Land clearing Tree trimming	Mixed hardwood	Whole tree chips Chips Hardwood chips Firewood Mulch

Delaware PRIMARY Wood Processors and Timber Buyers

Company Name Address, Phone, Fax, Contact, email, website	Type of Business	Tree Species Harvested & Purchased	Product Sold
Delmarva Hardwood Products, Inc. 28950 Seaford Road Laurel, DE 19956 Ph: (302) 349-4101 FAX: (302) 349-5630 Ben Gordy	Commercial sawmill Timber Buyer Free evaluation of timberland for manage- ment.	Pine Hardwood	Animal bedding Bark mulch Cribs or cribbing Custom planking Green lumber Pallet cants Dimension hardwood Lumber Pallet lumber Sawdust Cants Hardwood lumber Mats Slabs Firewood Grade lumber mulch
Dorchester Lumber Co., Inc. P.O. Box 98 3914 Ocean Gateway Linkwood, MD 21835 Ph: (410) 228-1530 FAX: (410) 228-2243 Janice M. Holden	Commercial sawmill Dry kiln Logger	Pine Hardwood Poplar Oak	Animal bedding Bark mulch Green lumber Poles & timber Softwood lumber Chips Mulch Piling Sawdust Barn poles Kiln-dried lumber Sawlogs Bark Dressed lumber Grade lumber Hardwood plywood

Delaware PRIMARY Wood Processors and Timber Buyers

Company Name Address, Phone, Fax, Contact, email, website	Type of Business	Tree Species Harvested & Purchased	Product Sold
Eastern Shore Forest Products, Inc. 3667 St. Lukes Road Salisbury, MD 21804 Ph: (410) 742-5540 FAX: (410) 548-7136 Tom Johnson ejohnson@dmv.com	Wood chipper	Hardwood	Animal bedding Bark Bark mulch Whole tree chips
Ed's Hauling Service 90 Fara Drive Elkton, MD 21921 Ph: (410) 398-1129 Ed Clark	Firewood dealer	Not a timber buyer	Firewood
Egolf Forest Harvesting, Inc. 36642 Horsey Church Rd. Delmar, DE 19940 Ph: (302) 846-0634	Logger	Pine and Mixed Hardwoods	Pine and hardwood pulpwood Pine sawlogs Firewood
Forest Management Associates, Inc. 350 Reedville Road Oxford, PA 19363 Ph: (610) 998-1995 FAX: (610) 998-1999 Tim Nilan	Concentration yard logger Tree removal Wood chipper	hardwood	Animal bedding Bark mulch Custom planking Exported logs Green lumber Firewood Whole tree chips Dimension hardwood fencing Framing lumber Hardwood veneer Sawlogs Hardwood mulch Grade sawlogs pallets

Delaware PRIMARY Wood Processors and Timber Buyers

Company Name Address, Phone, Fax, Contact, email, website	Type of Business	Tree Species Harvested & Purchased	Product Sold
Gatewood Inc. 18420 East Robbins Rd. Georgetown, DE 19947 Ph: (302) 855-0956 FAX: (302) 855-0957 Chuck Graves rumbridge@msn.com	Tree removal Logger Firewood dealer Log & bolt Residue use manufacturer stump & brush recycling	All species & sizes	Animal bedding Bulk mulch Hardwood sawlogs Poles & timber Hardwood veneer Piling Sawlogs Pine pulp Veneer logs firewood Hardwood pulpwood mulch
Glatfelter Pulpwood Company P.O. Box 1971 Salisbury, MD 21802- 1971 Ph: (410) 742-3163 FAX: (410) 896-3540 Peter P. Alexander	Pulp chip producer wood chipper	Pine Hardwood	Bark Hardwood sawlogs Poles & timber Chips Sawlogs Hardwood pulpwood
Hardwood Mills, Inc. P.O. Box 660 200 Hardwood Mills Rd. Millington, MD 21651 Ph: (410) 928-3142 FAX: (410) 928-3503 Wayne Carrick	Commercial sawmill	Hardwood Some pine	Bark mulch Green lumber Chips Crossties Dimension hardwood Fencing Lumber Pallet lumber Sawdust Skids Mats, switch ties Veneer logs Grade lumber

Delaware PRIMARY Wood Processors and Timber Buyers

Company Name Address, Phone, Fax, Contact, email, website	Type of Business	Tree Species Harvested & Purchased	Product Sold
Iron Hill Pallet, Inc. 1137 Elkton Rd Newark, DE 19711 Ph: (302) 368-9131 FAX:(302) 368-1950 Bob Edwards	Wood grinder Residue use manufacturer Pallet & Container	Not a timber buyer	Animal bedding Bark mulch beams Cribbing Custom planking Green lumber Pallets (reco) Shipping crates Dimension hardwood Fencing & post Pallet lumber Sawdust Lumber kids Furniture Firewood Crates Pallets
J.V. Wells, Inc. P.O. Box 520 Sharptown, MD 21861 Ph: (410) 883-3196 FAX: (410) 883-3953 J.V. Wells www.jvwells.com	Commercial sawmill	All species	Softwood lumber Kiln-dries lumber Dressed lumber Dimension stock timbers
James Laird Veneer Logs 3505 Dublin Road Darlington, MD 21034 Ph: (410) 457-4829 FAX: (410) 457-4394 James Laird, Craig Laird	Concentration yard	Hardwoods	Sawlogs Veneer logs Firewood

Delaware PRIMARY Wood Processors and Timber Buyers

Company Name Address, Phone, Fax, Contact, email, website	Type of Business	Tree Species Harvested & Purchased	Product Sold
Johnson Lumber Co., Inc. 11561 Longwoods Road Easton, MD 21601 Ph: (410) 822-5476 FAX: (410) 820-4250 Fred Johnson	Commercial sawmill Wood grinder	Hardwood	Animal bedding Bark mulch Flooring Green lumber Pallet cants Chips Crossties Dimension hardwood Fencing Hardwood veneer Pallet lumber Sawdust Switch ties Veneer logs Grade lumber
J & T Logging 18347 Chaplins Chapel Rd. Bridgeville, DE 19933 Ph: (302) 337-0207 FAX: (302) 337-0207 Tim Hopper jtlogging@peoplepc.com	Logger	Pine Hardwood	
M & P Logging, Etc... 544 Fox Point Dr. Dover, DE 19904 Ph: (302) 363-4314 (302) 735-5625 Mike & Gat	Logger Tree removal Lot clearing Storm damage	all	

Delaware PRIMARY Wood Processors and Timber Buyers

Company Name Address, Phone, Fax, Contact, email, website	Type of Business	Tree Species Harvested & Purchased	Product Sold
Mann & Parker Lumber Company 335 Constitution Ave. New Freedom, PA 17349 Ph: (717) 235-4834 FAX: (717) 235-5547 Gregory V. Lutter www.m-pgoldbrand.com sales@m-pgoldbrand.com	Dry kiln Distribution yard Millwork	Red oak White oak Poplar Cherry Ash Hard & soft maple Imported hardwood NE. White pine Birch	Softwood lumber Dimension hardwood Lumber Hardwood lumber Kiln-dries lumber Dressed lumber Grade lumber
Mazepink Forestry 221 Kimble Road Lincoln University, PA 19352 Ph: (610) 869-8603 FAX: (610) 869-8603 Greg Mazepink	Concentration yard logger firewood dealer tree removal wood chipper land clearing	Yellow- poplar Walnut Oak Ash Cherry Paulownia	Exported logs & lumber Green lumber Hardwood sawlogs Whole tree chips Furniture grade lumber Sawlogs Veneer logs Custom sawing Dressed lumber Firewood Veneer lumber
Millville Lumber Company P.O. Box 302 Snow Hill, MD 21863 Ph: (302) 632-5211 FAX: (302) 632-2136 Walter Layfield	Commercial sawmill Dry kiln	All species	Animal bedding Bark Bark mulch Beams Pallet cants Hardwood chips Sawdust Cants Hardwood lumber Kiln-dried lumber Dressed lumber Grade lumber Softwood chips

Delaware PRIMARY Wood Processors and Timber Buyers

Company Name Address, Phone, Fax, Contact, email, website	Type of Business	Tree Species Harvested & Purchased	Product Sold
Naylor Logging 328 Black Stallion Road Townsend, DE 19734 Ph: (302) 653-6950 Horace "Peck" Naylor	Logger Firewood dealer	All species	Hardwood sawlogs Poles & timber Hardwood veneer Sawlogs Firewood Veneer logs
Paul M. Jones Lumber Co., Inc. P.O. Box 333 324 East Market St. Snow Hill, MD 21863 Ph: (410) 632-1556 FAX: (410) 632-3771 Kenneth J. Pusey pmjgeorge@verizon.net	Commercial sawmill Peeled post producer Custom sawmill Dry kiln Pulp chip producer	Loblolly pine Virginia pine Shortleaf pine Pond pine	Animal bedding Bark Bark mulch Beams Custom planking Exported lumber Poles & timber Softwood lumber Lumber Piling Sawdust Custom dried lumber custom sawing dressed lumber softwood chips
Pete's Pulpwood 20287 Hardscrabble Rd. Georgetown, DE 19947 Ph: (302) 934-6326 Peter E. Brown	Timber buyer only Own harvesting equipment for 'low ground' cutting	Pine logs Pine pulp Hardwood	
Rising Sun Logging Corporation 209 Springfield Drive North East, MD 21901 Ph: (410) 658-6892 FAX: (410) 658-9763 Tim Brooks	Logger	Poplar Red oak White oak Paulownia Walnut Beech Gum Ash	Export lumber/logs Hardwood sawlogs Poles & timber Sawlogs Veneer logs Firewood

Delaware PRIMARY Wood Processors and Timber Buyers

Company Name Address, Phone, Fax, Contact, email, website	Type of Business	Tree Species Harvested & Purchased	Product Sold
R&R Bridge T/A Bridgewood Enterprises, Inc. 36550 Sussex Highway Delmar, DE 19940 Ph: (302) 846-3400 FAX: (302) 846-3058 Julie Griffith demulchman@aol.com	Logger	All species	Bark mulch Hardwood sawlogs Whole tree chips Hardwood chips Softwood chips Hardwood plywood Sawlogs
Schauber's Lumber & Sawmill, Inc. 1051 McGinnis Road P.O. Box 869 Chestertown, MD 21620 Ph: (410) 758-1446 FAX: (410) 778-1765 Daniel A. Schaubert www.schauberslumber.com sales@schauberslumber.com	Commercial Sawmill Custom sawmill Tree removal Logger Firewood dealer	Oak Hickory Cherry Gum Maple Walnut Sassafras Poplar Pine	Animal bedding Bark Bark mulch Cribbing Custom planking Export lumber/logs Green lumber Pallet cants Dimension hardwood Fencing Hardwood veneer Lumber Pallet lumber Sawdust Skids Cants Contract sawing Fence posts Hardwood lumber Mats Sawlogs Slabs Switchties Veneer logs Custom sawing Firewood Grade lumber Landscape ties Mulch

Delaware PRIMARY Wood Processors and Timber Buyers

Company Name Address, Phone, Fax, Contact, email, website	Type of Business	Tree Species Harvested & Purchased	Product Sold
Simpson, Doug 13809 Haven Road Bridgeville, DE 19933 Ph: (302) 337-0568 FAX: (302) 337-9661	Timber buyer only	Pine hardwood	
Smurfit Stone Container Corp. P.O. Box 300 Pocomoke, MD 21851 Ph: (410) 957-1521 FAX: (410) 957-0638 Bill Loffer www.smurfit.com bloader@smurfit.com	Pulp chip producer	Pine Hardwood	Bark Hardwood chips Softwood chips
Swartzentruber Sawmill Company 1191 Pearsons Corner Road Hartley, DE 19953 Ph: (302) 492-1665 FAX: (302) 492-1866 Norman F. Wilkerson	Commercial sawmill Custom sawmill Pallet & container Logger Firewood dealer	All species	Animal bedding Green lumber Fencing Hardwood lumber Pallet lumber Sawdust Skids Cants Hardwood lumber
Timber Harvest, Inc. 10849 Chapel Road Cordova, MD 21625 Ph: (410) 364-5959 FAX: (410) 364-5219 Louis MacDonald lmacdonald@atlanticbb.net	Logger	All species	Hardwood sawlogs Firewood Hardwood pulpwood Pine sawlogs

Delaware PRIMARY Wood Processors and Timber Buyers

Company Name Address, Phone, Fax, Contact, email, website	Type of Business	Tree Species Harvested & Purchased	Product Sold
Timberlands Management, Inc. P.O. Box 4363 Greenville, DE 19807 Ph: (302) 652-3551 FAX: (302) 652-3551 Tim Wilson	Concentration yard logger wood grinder firewood dealer wood chipper	hardwoods	Bark mulch Whole tree chips Sawdust BBQ wood Sawlogs Veneer logs Firewood Landscape mulch
Tom Mitchell Logging 27898 Bloomery Road Federalsburg, MD 21632 Ph: (410) 754-9804 (410) 310-8602 Tom Mitchell	Logger Firewood dealer Drum chipping for site prep.	Hardwood Pine	Hardwood sawlogs Veneer logs Firewood Hardwood plywood Mulch
Toth Land Clearing and Recycling 124 Simmons Road Sellersville, PA 18960 Ph: (215) 257-5150 FAX: (215) 257-5276 Ed & Helen Toth	Wood chipper Wood grinder	Not a timber buyer	Bark Bark mulch Whole tree chips Chips mulch
Vickers, Mike 540 Connell Drive Bear, DE 19701 Ph: (302) 834-1692	Timber buyer Logger	Hardwood	Export logs

Delaware PRIMARY Wood Processors and Timber Buyers

Company Name Address, Phone, Fax, Contact, email, website	Type of Business	Tree Species Harvested & Purchased	Product Sold
Weaber, Inc. Rd 4, Box 1255 Leabonon, PA 17042 Ph: (717) 867-2212 FAX: (717) 867-1711 Elvin N. Weaber	Commercial sawmill Dry kiln	hardwoods	Animal bedding Bark mulch Exported logs Cants Hardwood chips Crossties Export lumber Kiln-dried lumber Hardwood lumber Grade lumber Dimension hardwood Hardwood veneer Veneer logs Sawdust Switchties
White Forest Products 1 White Clay Lane West Grove, PA 19390 Ph: (610) 869-7161 FAX: (610) 869-7197 Steven A. White	Concentration yard	Red oak White oak Walnut Cherry Yellow-poplar Ash	Export lumber/logs Hardwood sawlogs Hardwood veneer Hardwood lumber Veneer logs
Whitetail Country Logging, Inc. 16075 Russell Road Delmar, DE 19940 Ph: (302) 846-3982 FAX: (302) 846-9661 David Carpenter carter@bwave.com	Commercial sawmill Peeled post producer Tree removal Logger Pulp chip producer Firewood dealer Land clearing	White oak Red oak Gum Maple Poplar Pine	Hardwood sawlogs Poles & timber Piling Sawlogs Veneer logs Firewood

Delaware PRIMARY Wood Processors and Timber Buyers

Company Name Address, Phone, Fax, Contact, email, website	Type of Business	Tree Species Harvested & Purchased	Product Sold
Willow Grove Sawmill 1712 Honeysuckle Road Wyoming, DE 19934 Daniel A. Troyer	Commercial sawmill Pallet & container Wood grinder	Red oak White oak Gum Yellow-poplar Maple Beech hickory	Animal bedding Beams Custom planking Green lumber Pallet lumber Dimension hardwood
Yoder's Sawmill 175 Yoder Drive Hartley, DE 19953 Ph: (302) 492-1769 Andy Yoder	Custom sawmill	Oak Yellow-poplar Gum maple	Surveyor stakes Planking Tree stakes Animal bedding Beams Custom planking Grade lumber Green lumber Pallet lumber Softwood lumber Hardwood lumber Hardwood sawlogs Pallet cants Pallet parts Poles & timber Barn patterns Barn poles Cants, skids Fencing & posts Framing Slabs, sawdust Custom sawing Firewood Landscape ties

Delaware SECONDARY Wood Industry

Company Name, Address, Phone, Fax, Contact	Major Products Produced	Raw Materials Required	Tree Species Used	Waste Material
Eastern Shore Forest Products, Inc 3667 St. Lukes Road Salisbury, MD 21804 Ph: (410) 742-5540 FAX: (410) 548-7136 Tom Johnson ejohnson@dmv.com	Residue use manufacturer Pellet Manufacturer Wood grinder	Sawmill By-products	All species	Mulch Animal bedding Fuel Sawdust Chips Shavings Bark mulch Landscape ties Course residues
Fairfield Pallet Company P.O. box 361 Fairton, NJ 08320 Ph: (856) 455-7999 FAX: (856) 451-9059 Dan & Herb Smith	Wood pallets Reconditioned pallets Used pallets Pallet parts New pallets			Mulch
Iron Hill Pallet, Inc. 1137 Elkton Road Newark, DE 19711 Ph: (302) 368-9131 FAX: (302) 368-1950 Bob Edwards	Pallets Skids Crates Picnic tables Custom sawing Residue use manufacturer		All species	Sawdust Course residues Firewood Block-end trims
Mid-Atlantic Pallet Company 754 N. Hickory Ave. Bel Air, MD 21014 Ph: (410) 879-1700 FAX: (410) 879-9365 Pete Weincek	Wood pallets Wood skids Pallet & container	Green hardwood	Oak Ash maple	Sawdust
Mid-Jo Pallet Company 615 Market Street Ashland, PA 17921 Ph: (717) 875-3540 FAX: (717) 875-3741 Mike Polcovich	Wood pallets Wood skids Pallet & container		hardwood	Animal bedding Pallets Chips Sawdust

Consulting Foresters

Company Name, Address, Phone, Fax, Contact	Delaware County Assistance	Additional Information
American Timber Brokerage 907 Edgehill Road Wilmington, DE 19807 Ph: (302) 425-3555 FAX: (302) 655-8471 James M. Winfield, III jwiii@aol.com	All	Buyer of top quality veneer logs for export to Japan, Germany, and Italy. Select cut only, no clear cutting
BSA Land Resource Consultants 4464 Summit Bridge Road Middletown, DE 19709 Ph: (302) 378-8125 Russell Rebertus bsa@dol.net	All	Environmental site assessments Wildlife management Watershed management Wetland delineation and permits Forest Management Plans
Davis Forestry Services 2517 Tally Ho Drive Fallston, MD 21047 Ph: (410) 557-0236 Danny L. Davis	All	Forest Management Plans Forest Stewardship Plans Timber marketing & appraisals Forest harvest permits Forest mitigation plans Forest inventories
Forest Management Associates, Inc 350 Reedville Road Oxford, PA 19363 Ph: (610) 998-1995 FAX: (610) 998-1999 Tim Nilan	New Castle	Registered Professional Forester (MD #370) Independent industrial forestry services offered
Klunk Forestry Services, Inc P.O. Box 448 Queenstown, MD 21658 Ph: (410) 827-5358 Jim Klunk klunkinc@friend.ly.net	All	Timber cruising & sales Timber appraisals Management plan preparation Reforestation assistance Wildlife management Timber damage & trespass Aerial photo interpretation Forest fire protection Forest insect & disease protection

Consulting Foresters

Company Name, Address, Phone, Fax, Contact	Delaware County Assistance	Additional Information
Mazepink Forestry 221 Kimble Road Lincoln University, PA 19352 Ph: (610) 869-8603 FAX: (610) 869-8603 Greg Mazepink	New Castle	Mark timber Appraisals
Munley, Kevin B. 1329 Circle Drive Downingtown, PA 19335 Ph: (610) 269-9377	New Castle	Stewardship Plans Certified SAF Consultant Forester Certified ISA Arborist Certified Pennsylvania Pesticide applicator Skilled in vegetation management & noxious weed management
Newlon, Charles 3 Whippany Dr. Allentown, NJ 08501 Trees2@optonline.net	All	Consultant Forester Urban, Parks & Street Tree Surveys Interpretative trails & brochures
Niskala, George 49 Kampart East Media, PA 19063 Ph: (610) 566-3415	New Castle	Trespass appraisals Timber sales
Parker Forestry P.O. Box 2171 Salisbury, MD 21802 Ph: (410) 546-9696 FAX: (410) 546-9296 Skip Jones	Kent, Sussex	Forestry services offered throughout the Delmarva Peninsula General forestry consulting Expert witness feasibility study Inventory Timber appraisals Timber sales Forest management plans Timber harvest plans Timberland management

Consulting Foresters

Company Name, Address, Phone, Fax, Contact	Delaware County Assistance	Additional Information
Parkton Woodland Services 17409 Evena Road Parkton, MD 21120 Ph: (410) 357-5835 FAX: (410) 357-5608 Paul Maslen www.parktonwoodlandservices.com	All	Registered professional forester in MD & WV Timber sales management Forest Stewardship Plans
Rider, Daniel 2051 Old Field Road Church Creek, MD 21622 Ph: (410) 228-1011	Kent, Sussex	Timber sales Forest management plans Trespass appraisals Inventory Timber appraisals Licensed in Maryland property line maintenance & permitting
Rose, Barry P.O. Box 319 5589 Elizabethtown Rd. Lawn, PA 17041 Ph: (717) 964-2264 FAX: (717) 964-2264 forestrenewal.com	New Castle	Timber sales Forest management plans Licensed pesticide applicator specializing in forest herbicide application to control competitive and invasive understory vegetation
Trupes Quality Hunting & Wildlife Management 727 S. 13 th Street Columbia, PA 17512 Ph: (717) 684-2230 (877) 806-6993 (717) 314-1067 FAX: (717) 684-2203 Steve Trupe	all	Forest management as it applies to game and non-game wildlife wildlife habitat management

Consulting Foresters

Company Name, Address, Phone, Fax, Contact	Delaware County Assistance	Additional Information
Vision Forestry P.O. Box 2677 Salisbury, MD 21802 Ph: (410) 219-3718 FAX: (410) 219-3310 Larry Walton www.visionforestry.com safer4u@intercom.net	Sussex	Timber appraisals Timber sales Hunt Club Management Thinning marketing& oversight Management Plans GIS/GPS Mapping- Database Mgt.

Glossary

Board foot = the amount of timber equivalent to a piece 12" X 12" X 1" (equals 1/12 cubic foot)

Bucking (also called cross-cutting) = the cutting of a tree stem or branch across the grain. (transversely) into lengths (creating logs).

Cant = a log partially or wholly cut or sawn square.

Clearcutting = a silvicultural system in which the trees are completely harvested over a particular area at one time; regeneration (natural or artificial) is even-aged and normally requires direct sunlight for establishment.

Commercial forest land = forest land capable of producing merchantable timber, currently or prospectively accessible and not withdrawn from harvesting use.

Cord = a standard cord: a unit of gross volume measurement for stacked wood (normally firewood) based on external dimensions; contains 128 cubic feet of wood, bark, and air stacked 4' X 4' X 8'; a face cord contains less than 128 cubic feet for wood stacked 4' X 8' long X variable width; normally cut to stove length.

Cruise = a forest survey to estimate the quantity of timber on a given area according to species, size, quality, possible products, or other characteristics.

Glossary

Crosstie (locally called tie) = a timber cross-member sawn and/or hewn into sizes varying according rail-gauge or function for supporting the rails of railway tracks.

Locally 'tie' does not always imply use for rail support, but may imply the timber is sized and ready for final use (e.g. landscape tie) unlike 'cant' which is normally resawn.

Cunit ("unit") = unit of stacked wood containing 100 cubic feet of solid wood; normally stacks 4' high X 8' long X greater than 4' wide.

Diameter at breast height (DBH) = on standing trees, the standard diameter of a tree at 4.5' above ground level.

Diameter limit cut = removal of all trees above a specified DBH, with or without the elimination of cull trees (trees without timber value)

Fire danger rating = a relative number or level indicating the severity of forest fire danger as determined by burning conditions or other variable factors of fire danger.

Forest = a plant or animal community of trees and other woody vegetation, growing more or less closely together.

Glossary

Forester = a person trained and educated with a minimum Bachelor's degree in the science, art, and practice of managing and using for human benefit, the natural resources which occur on and in association with forest lands. Knowledge includes the interrelationships of soil, water, air, trees, people, wildlife, and domestic animals; forest protection from fire, insects, and diseases; economics of forestry; harvesting techniques; and reforestation.

Forest management = that segment of forestry primarily concerned with the practical application of scientific, economic, and social principals to the administration of forest land for specified objectives.

Forest management plan = a written document (normally long-ranged in scope) which identifies the objectives of the landowner; silvicultural practices to be administered over time; and the economic, social, and other resource principles affecting the forest land. Prepared by a professional forester.

Forest plantation = a forest established by the "setting-out" or planting of tree seedlings.

Forest product = any raw material yielded from a forest... usually refers to timber and fuelwood.

Glossary

Grade timber, logs, and stock (lumber) = standing timber, logs, squares, or other sawn timber that meet the minimum requirements of the set rules established to best meet the buyer's needs. Separate rules are established for timber, logs, lumber, and other sawn products. Primarily, the rules are descriptions of the external and internal defects of wood permitted for various grade levels.

Green = a loose term applied to wood of living trees, standing or freshly cut, or wood still containing most of the moisture present at the time of felling.

Hardwood = a conventional term for the timber of broadleaved trees and the trees themselves belonging to the botanical group Angiosperm (i.e., oaks, maples, beech, birch, walnut, cherry, yellow-poplar, hickories, etc.)

Harvest = a conventional term for the removal of financially or physically mature trees.

Herbicide control = a chemical method used to kill or inhibit the growth of certain plants, their spores, or seed. Term may be used broadly to mean control of undesirable tree species, woody plants, herbs, (forbs & grasses) and fungi.

Glossary

Inventory = a survey of a forest whereby each tree (or a large sample of all trees) is measured for volume determination of age, defects, diseases, stand class, or other characteristics (nearly synonymous with 'cruise', but an intensive survey normally conducted to determine land use potential rather than timber harvest potential.

Landing = any place where round timber is assembled for further transport, typically to a sawmill or pulpmill.

Logging = the felling and extraction of timber, particularly as logs from a forested area.

Merchantable = trees of a size, quality, and condition suitable for marketing under given economic conditions (usually over 4" DBH).

Non-commercial forest land = either commercial forest land withdrawn from harvesting use, or forest land not capable of producing merchantable timber or totally inaccessible (e.g., marshland).

Performance bond = a bond, normally monetary, that is set and held under contract until performance conditions are accomplished under said contract. (For example: (10% of sale price to be given at time of contract signing and held until harvest operations complete, and all skid roads are seeded with grass as specified in contract.)

Glossary

Piling (also known as pile) = a long heavy timber, round or square cut, that is driven deep into the ground to provide a secure foundations for structures built on soft, wet, or submerged sites.

Poles = any considerable length of round timber below sawlog size, ready for use without further conversion.

Pole timber = a young tree or tree greater than 5" DBH and less than 11" DBH for hardwoods or less than 9" DBH for softwoods.

Post = a length of timber, generally round or square-cut, used as a pillar or other support in building, fencing, etc.

Primary (as related to processing and the forest products industry) = the first or initial conversion of standing timber into logs and/or initial forest products normally not ready for final use, except for untreated poles, piling, posts, and firewood.

Pulpwood = wood cut and prepared primarily for manufacturing into pulp. Usually cut from pole timber and thinning operations.

Regeneration or reforestation = the renewal of a tree crop, whether by natural (establishment of seedlings from seed of surrounding trees) or artificial (planting or seeding by man). means.

Glossary

Roundwood = wood prepared in the round state, bucked, but not split, formally used as firewood.

Salvage cut = the harvesting of dead dying, or deteriorating trees before their timber becomes worthless.

Sapling = a loose term for a young tree larger than 1" DBH, yet smaller than 5" DBH.

Sawlog & sawtimber = a log or tree considered as suitable in size and quality for producing sawn timber. Normal size limits are greater than 11" DBH for hardwoods and greater than 9" DBH for softwoods.

Sawn timber = timber or logs cut by a saw to any dimension with or without wane (bark). Not surface-finished (planed) is called rough; surfaced-finished is called dressed.

Seasoning = the process of removing moisture from wood, timber, and other forest products. In terms of firewood, seasoned implies that the wood is dried by setting out with proper air circulation and protection from weather or at least a 6-month period (after that period the moisture content of the wood is low enough for efficient burning).

Secondary (as it relates to processing and the forest products industry) = the conversion of primary timber products in to their final use products (e.g., furniture, paper, etc.)

Glossary

Seedling = a young tree grown from seed from its germination size up to 1" DBH

Selection cut = the periodic or annual harvest of trees (usually mature trees) as individuals or in small groups from an uneven-aged forest to realize the yield and establish a new crop. In Delaware, this is typically applied to hardwood management.

Shares = a system of selling timber whereby the buyer and seller share in the price received for the product.

Silviculture = the art and science of cultivating (growing & tending) forest crops based on their life history, general, and local characteristics.

Site preparation = the modification of an area prior to artificial regeneration of forest or to ensure increased success of natural regeneration. Local methods include shearing & piling; prescribe burning; bedding; disking; herbicides, etc.

Skidder = equipment used to transport ground logs from one area of the forest floor to another area.

Skidding = a loose term for hauling logs by sliding, not on wheels, from stump to landing. If wholly off the ground it is termed aerial or skyline skidding.

Skid road = any trail, more or less prepared, over which logs are dragged.

Glossary

Softwood = a conventional term for both the timber and trees belonging to the botanical group Gymnospermae. These include conifers, broad-leaved evergreens, and needle-type trees.

Thinning = a cutting made in an immature stand to increase increment (diameter) growth and improve the average form of the remaining trees, without permanently affecting the upper crown cover.

Timber sale contract = a written and signed agreement between buyer and seller which outlines the price to be paid and conditions to be met during the harvest of timber.

Timber stand improvement (TSI) = a loose term comprising all cuttings made prior to final harvest of mature trees to improve the composition, constitution, condition, and diameter growth of a timber stand.

Tree length logging = felling and then transporting the trimmed (limbed) bole (stem), as far as possible, in one piece. Bucking to be conducted at the landing or mill.

Truckload = in relation to the sale of firewood it may mean either a semitrailer or pickup truck load.

Veneer log or timber = a tree or log considered suitable in size or quality for producing veneer. Normal size in this area is greater than 18" DBH. Veneer is a thin sheet of uniform thickness produced by slicing or peeling a log. Quality requirements are based on the amount of clear wood (absence of knots, bumps, scars, or any deviation of wood grain, surface, or color).

Glossary

Volume tables and scales = a table or scale for one or more species showing the average cubic or board foot contents of trees, logs, or lumber (based on tree DBH & height; log diameter at the small end & length; lumber thickness, width, and length). Taper of trees and logs are accounted for in the volume determination in various ways, thus different scale rules.

International Rule = a formula log rule allowing $\frac{1}{2}$ " taper for each 4" of length and $\frac{1}{16}$ " shrinkage in each 1" of board. (International $\frac{1}{4}$ " Rule assumes $\frac{1}{4}$ " kerf for the saw, official rule of the U.S. Forest Service).

Doyle Rule = a simple formula log rule used in the eastern and southern U.S.; it underestimates small logs and overestimates large logs.

Scribner Rule = a diagram log rule, one of the oldest, which assumes 1" boards and $\frac{1}{4}$ " kerf, makes a liberal allowance for slabs, and disregards taper,

Wood residue = any material left after the completion of logging. Used as residue alone it means the material unused or created as a by-product of processing. (e.g., sawdust chips, bark, biomass, etc.)

(Source: Terminology of Forest Science, Technology, Practice & Products. Edited by: F. C. Ford-Robertson, Society of American Foresters, Washington, D.C., 197, and modified as per this printing)

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