

# Forest Forum

Washington County Small  
Woodlands Association

October, 2008

## OWC Hosts Market and Co-op Projects Seminar

Over 40 small woodland owners gathered on September 13<sup>th</sup> at the Oregon Department of Forestry meeting room in Forest Grove to get market insights from a well-known market expert, John Krier, and to hear about the on-going projects that the Co-op has sponsored to enable members to achieve added value for their forest products. The audience was split evenly between Co-op members and other members of the woodland community.

Krier began by linking international and national trends in lumber markets – and the corresponding flows of money - to trends in housing, forest products technology, international taxation, and globalization. He then traced those trends back down the scale to see how regional supply events, such as the effects of fire, insect, and disease, will interact with markets in the next few years. Finally, he tied all these effects and interactions to the potential supply and demand situation facing small woodland owners.

See “Co-op”, page 2

## *How Much is a Tree Worth:* Timber Valuation Based on the Economics of Manufacturing

Have you ever wondered why different sawmills offer sometimes dramatically different prices for the same timber stand or log deck? In most cases, the answer is because different sawmills are more (or less) efficient at processing a particular size or grade of log into finished products. Anyone associated with the sale of timber will be interested in the **October 28<sup>th</sup> WCSWA monthly meeting**. Bryan Beck, of The Beck Group, will present an objective method for valuing timber based on the economics of manufacturing it into various forest products.

Small woodland owners who understand how the manager of a given sawmill knows a tree or log's value can use that information in their log marketing. Bryan will discuss valuation methods that woodland owners can use to improve their returns from log sales.

Bryan's primary focus since joining The Beck Group in 2003 has been the development and implementation of several timber appraisal and procurement planning systems. In addition to system development and customization activities, Bryan has been extensively involved in organizing and administering sawmill log tests to develop the data needed to support the systems and conduct user training sessions. He also has been involved in a number of sawing simulations and sawmill modeling activities related to mill modernization projects and feasibility studies, as well as assessing the benefits associated with the installation of optimization technology. In addition, Mr. Beck has worked on several different industry benchmarking studies in the South and West. Prior to joining The Beck Group, he worked for Zip-O-Log Mills in Eugene, OR, a company that

See “Beck”, p. 11

## IN THIS ISSUE

<b>Page 2</b>	<b>President's Notes</b>
<b>Page 3</b>	<b>Events</b>
<b>Page 5</b>	<b>Tree Talk</b>
<b>Page 7</b>	<b>Refreshing Perspective</b>
<b>Page 7</b>	<b>Wood Supply Shocks</b>
<b>Page 9</b>	<b>Project Budburst</b>

## Notes from the President

by Dallas Boge

It's almost here! The American Tree Farm System annual convention is scheduled to start on the 16<sup>th</sup> and culminate on the 18<sup>th</sup> with a field day at Anne and Richard Hanschu's tree farm on Parson Road in the Gales Creek valley. Many, many of us are involved as attendees and volunteers for this big day. Volunteer day last month saw most volunteers being coached and toured around the tree farm to see what will transpire on the 18<sup>th</sup>. It will be truly stupendous! If you are not already an attendee or volunteer and have not registered for the day, come to Banks Elementary School and ride the bus to the tree farm that day. It is too late to register and buy a lunch, so bring your own. You will register as you get on the "speeder" (bus). Buses leave every half-hour beginning at 9:30 a.m. DO NOT EVEN THINK ABOUT DRIVING TO THE TREE FARM THAT DAY. There is no available parking at the tree farm.

Anne and Richard have had over a year to think about and prepare for this event. Their tree farm is truly groomed to the nth degree. The roads are graveled and the sides mowed neatly. New foot trails have been spread with wood chips, many of which they produced themselves. Culverts have been added and extended, road grades re-cut and rocked and foot bridges installed. I haven't seen their wood splitter, but in examining their neatly-stacked woodpile, I think that their splitter has a die which splits all wood into half-round pieces all the same size and sprays them with a coat of bark on the round side!

Every year the chapter holds elections for officers and two of the six directors. This year Wendell Walker and Art Dummer's director's terms expire. Anyone interested in running for any of the offices should contact me no later than the end of October. If you would like to get more involved in the chapter's activities, working on any of the committees is a good way to "get your feet wet". There is a complete list of committees in the September issue of *Forest Forum*.

Those of us who harvest Christmas trees and tree boughs are about to get very busy. The trees could use a good drink of water before harvesting, as well as a killing frost.

From the "it sounds too weird to be true" area, at another county's recent meeting on western red cedar, which a few of you attended, the following technique for preventing deer browse was shared by one of the straight-faced members. All names and the county name shall remain anonymous to protect the innocent. The person sprays the upper one-third of young cedar trees with RUUD blue marking paint and claims to have great success on the person's property. For what it's worth.

That's all for now.

Dallas

### *"Co-op", continued from page 1*

The Co-op Coordinators then described on-going Co-op projects: added value firewood marketing, special milling of small quantities of logs, non-commodity species, leveraged purchasing of supplies needed by woodland owners, and potential projects that the Co-op is working on, such as distilled aromatic oils and other non-timber forest products.

The Co-op has increased membership by almost one-quarter, and member acreage by almost 200 percent, since the beginning of the year. Increased membership and acreage increases the leverage of the Co-op in opening up new marketing opportunities and other member benefits.

## WCSWA Leadership

**President – Dallas Boge; 503-357-7688**

**Vice-President – Jim Brown; 503-284-6855**

**Secretary-Treasurer – Bob Shumaker; 503-324-7825**

Board of Directors:

Dick Courter; 503-297-1660

Art Dummer; 503-357-4258

Tom Nygren, 503-628-5472

Neil Schroeder; 503-628-2344

Bonnie Shumaker – 503-324-7825

Wendell Walker, 503-353-0328

**Legislative Committee Chair:**

Ron Larson; 503-775-3223

### WCSWA Website

[www.wcswa.org](http://www.wcswa.org)

**Website Manager: Kathy Scott**

Contact Tom Nygren for web postings and information.

### Forest Forum Newsletter

**Editor: Tom Nygren**

503-628-5472

e-mail: [tnygren@juno.com](mailto:tnygren@juno.com)

### The Tree Farm Tradin' Post

*A free service to our members: List tree farm items/land to buy, sell, or trade. Contact Tom Nygren, 503-628-5472. Got a tool or piece of equipment you don't need any more? Or maybe you are looking for tools, equipment, property, or materials? You can place a free advertisement in Forest Forum. Another way for tree farmers to help each other! (3 month limit)*

**For Sale** Wood Stove, perfect for work shop, storage room, game room, or retreat cabin. Kodiak brand, 17" X 28" firebox with side opening. \$150. John Helmer, 503-222-4614.

## Event Calendar

- October**      **16-18 National Tree Farm Convention, Portland.** Field Day at the Hanschu's Little Beaver Creek Tree Farm on Saturday, October 18. The convention will be open to family forestland owners, both members and non-members of the American Tree Farm System, as well as industry professionals and others interested in forest land management. For more details, visit the website at:  
[http://www.treefarmssystem.org/cms/pages/73\\_1.html](http://www.treefarmssystem.org/cms/pages/73_1.html)
- 28 WCSWA Meeting** – Marketing Small Woodland Products, by Bryan Beck of The Beck Group, a consulting firm.
- November**    **18 Annual Awards Banquet** – Jennings McCall Center, Forest Grove. Speaker: Jim Cathcart, Forest Resource Trust Manager, Oregon Department of Forestry. Social hour begins at 5:30 p.m. Details to follow in November newsletter.
- December**    **No Meeting Scheduled**

### Starker Lecture Series now available in streaming video

The role of planted forests in the Pacific Northwest and how they can meet societal demands in a dynamic environment was the theme of a series of lectures that concluded last spring at Oregon State University.


The entire lecture series is now available from OSU via streaming media by visiting:  
<http://starkerlectures.forestry.oregonstate.edu/2008series.html>

### Question of the Month

**How can you get the preferred sort specifications that mills have in place, such as the array of mills specific preferred lengths and diameters?**

Answer: The online Oregon Forest Industry Directory (<http://www.orforestdirectory.com/>) has log buying specifications for many of the mills. If you go to the home page and click on 'log buyers' in the center column (you can also narrow by species and region), you will see the list of mills. The detailed listing for each firm has a section on species as well as minimum, maximum, and preferred log length and diameter.

**Source: OWIC Newsletter, September 2008**



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# Tree Talk

by Bonnie Shumaker

Once again, Bob and I have taken a tree-mendous vacation. With travel trailer, Labrador and good friends Dick and Marilyn Enger (Yamhill County tree farmers), we traveled the Olympic Peninsula on highway 101 which circles the Olympic National Park and Forest. We prepared ourselves for the trip with not only the good advice of our favorite AAA travel agent, but with insight from Bob Burns, a Washington state tree farmer who I met at planning meetings for the American Tree Farm National Convention. When he learned we were planning this trip, he informed me he had lived at Quinault Lake for two years working for the Forest Service. He was able to help us pare down the sights to see into the best ones to fit into the eight days we had. One thing we learned before we went is that the west side of the Olympic Peninsula averages from 160-180 inches of rain a year which is very attractive if you are a rain forest. In the two years that Bob Burns lived at Lake Quinault it rained 360 inches! On the east side of the Peninsula along the Straight of Juan de Fuca and Puget Sound the rainfall averages between 15 and 30 inches. This area is in the rain shadow of the Olympic Mountains.

With all this rain information, we made sure to pack full rain suits. As it turned out, we just have to believe the statistics because we had fantastic weather. Our first stop was for lunch at Quinault Lake Lodge, overlooking the lake. Before leaving this area for three nights at LaPush, we hiked the Big Tree Trail. This was an impressive trail through an old growth forest. With the diameter tape that Dick brought along we measured a big fir at 107" dbh. We also took the short hike to see the world's largest Sitka Spruce which must have earned its claim to fame after Oregon's Sitka Spruce toppled last year. This spruce measured 221.5 dbh and was 209 feet tall with its top broken off. Another day trip in the Hoh River Valley had trees that boasted 150 inch dbh, 270 feet tall and were 500-550 years old.

The main difference between our forest and what we could see in the managed forests here was how close the trees grew together. With the moisture they get (besides the rain, they estimate another 30 inches of moisture from fog), I guess such a dense forest can still be productive. At the forest museum in Forks we talked to the wife of a logger who informed us that harvested land is replanted and then about three times as much comes in as natural reprod, mostly hemlock and alder. With the Peninsula at about 75% National Forest and Park, they have the same issues as Oregon does with curtailed harvest on the National Forest Service lands resulting in mills closing and independent logging operations struggling. The state is managing some of the National Forest land as State Trust Lands. We saw a series of Burma Shave type signs saying "Cut some trees - To help the county - We plant some more - For future bounty - State Trust Lands". A local we talked to says this helps, but only half of the State Trust Lands are managed for production.

The trip to the Native American Museum in Neah Bay was well worth the time and the trail at Cape Flattery offered spectacular views of ocean, wildlife and caves. After LaPush, we migrated to Port Townsend for four more days. Day trips to Hurricane Ridge, the only place with a view of the Olympic Mountains, and a walk-on ferry ride to Victoria completed our trip. Did you know you can take a dog on the ferry, and she doesn't even need a ticket, just a well dog certificate from the vet? The forest on the east side was more pine and lots of Madrone. It was a very enjoyable trip for tree farmers.

## *Where Do You Get Your Firewood?*

Buy local has a whole new meaning when it comes to protecting Oregon from invasive species this fall and winter. Consumers are urged not to purchase firewood from out-of-state and all the insects and diseases it might carry. Instead, buying local firewood can help keep invasive species from gaining a foothold in the Oregon environment.

"Firewood is becoming more and more a major pathway for moving invasive species, and that's not a good thing," says Dan Hilburn, administrator of the Oregon Department of Agriculture's Plant Division and member of the Oregon Invasive Species Council. "The take home message to Oregonians is to buy their firewood locally and burn it locally."

## Advertising Opportunity:

The Forest Forum is a monthly newsletter sent out to over 250 members and friends of WCSWA. Advertisers receive free newsletters for the duration of their ads.

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**Thank you for supporting Washington County Small Woodlands Association!**

## Seedling Orders

Seedling orders are coming in. Have you sent in yours? Lewis River Reforestation has confirmed that the WCSWA plot has slightly over 42,000 healthy seedlings. It is important to get in even small orders as soon as possible so that when we get large orders we know how many are available. WCSWA's seedling program is designed as a ready source for landowners that need anywhere from 100 to many thousands of seedlings. So check out your last year's planting for mortality or find those places that every tree farmer knows needs a forestation or reforestation and send in your order to:

Bob Shumaker  
52490 NW Cedar Canyon Rd.  
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If you lost the order form that was in last month's newsletter, call Bob at (503)324-7825.

### DIVERSIFYING INCOME OPPORTUNITIES ON SMALL WOODLANDS / FORESTLAND in West Multnomah and neighboring areas

Small woodland owners in Northwestern Oregon manage some of the most biologically rich forests in the world. By understanding the wide variety of new markets and incentive programs now available, woodland owners can translate that biological richness into diverse income opportunities.

West Multnomah Soil and Water Conservation District (WMSWCD) and partner groups will offer a one-day workshop on Saturday December 6, 2008 at PCC Rock Creek to introduce landowners to a series of strategies and tools for maximizing the economic potential of conservation-based forest management. Please mark your calendars! Speakers from companies and organizations in the Northwest that specialize in small woodland management, markets, and incentive programs will provide a thorough overview of each strategy.

Programs and strategies addressed will include: 1) Financial Assistance Programs for Small Woodland Owners; 2) Forestry Based Carbon Credit Markets; 3) Small-scale Wood Product Manufacturing & Direct Sales; 4) Conservation Easements; 5) Forest Stewardship Council (FSC) Certification and Markets; and 6) other Environmental Certification. There will be a nominal registration fee to cover the cost of lunch and the facility. The speakers are free! For more information, contact Kammy Kern-Korot, WMSWCD Conservation Planner & Team Leader, at 503-238-4775 x108 or [kammy.kern-korot@or.nacdn.net](mailto:kammy.kern-korot@or.nacdn.net). Also see our website at: [www.westmultconserv.org](http://www.westmultconserv.org).

## Ties to the Land: Your Family Forest Heritage

On October 16 five members of the WCSWA and two family members turned their thoughts to “planning for an orderly transition” of their forest lands. The course, *“Ties to the Land: Your Family Forest Heritage”* was sponsored by the Oregon Woodland Cooperative.

---And you know what? It was great regardless of where you are in considering (or not considering) transition. After all, at the time of transition, it is difficult to think long range. The case study course was jam packed with facts and lists of resources, but always in support of accomplishing intergenerational transition of forest ownership and management in a flexible, creative manner which leaves everyone feeling a part of a group effort.

Can't wait until the course is offered again? Tom Nygren has the course tape if you'd like to preview it.

*Joanne Rose, Enthusiastic Participant*

## Refreshing Your Perspective

We all need to refresh our perspective on the topic of logging and timber harvest practices every once in awhile. Critics of logging and timber harvest are quick to condemn the disturbance they see, and equate change with destruction – ignoring the fact that change in the forest is inevitable. Too often the improvement of logging practices over time is not recognized, nor is credit given to the increased skill and sensitivity of loggers to the health of the forest, streams, and wildlife. A recent editorial by Contributing Editor Jim Mooney in the September/October, 2008 issue of Timber Harvesting & Wood Fiber Operations pointed out a way to answer those who wish to ascribe the past to the present:

*I once had a conversation with a physician acquaintance who was ragging on the logging industry of 100 years ago and the so-called “timber barons”. I acknowledged that the past practices of our industry were not good examples, but I took great pride in explaining modern logging practices with it's thinning and other silvicultural practices, careful regard for stream and soil protection, and vigorous safety standards I then asked him to consider his own profession with procedures such as “bloodletting”, abominable amputation practices, even daily doses of mercury and castor oil. Just imagine being a civil war soldier about to undergo a battlefield amputation with no anesthesia and basically a worn hacksaw. The doctor paused and said, “You are right, I never thought of it that way. I guess we have both come a long way”*

## Wood Supply Shocks Expected

A series of supply shocks is expected to create temporary or permanent wood shortages or dislocations – which could propel wood prices higher:

- The Russian log export log tax, impacting 40% of the global log trade
- Global warming, causing damage to forests from insects (e.g. pine beetle) and disease
- Greater demand for sustainable forestry (reduction of illegal logging worldwide)
- Ongoing conservation withdrawals
- Growing demand and fiber shortages in Asia (China, India, etc)
- Closed wood processing capacity (US/Japan/Europe, due to cyclical downturns)
- Emerging markets for carbon/forest-related carbon credits and green construction
- Rapid expansion of the bio-energy sector

The last of these shocks, bio-energy, is of increasing concern to forest products firms. As a percentage of total costs, energy costs range from 5% to 25% for manufacturing facilities. As bio-energy using wood, chips, and residuals increases, pressure will increase on wood supplies for other uses.

*September issue, Wood Markets Monthly*

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## ***Project BudBurst has started!***

*FYI - This is a participatory monitoring project sponsored by the BLM, USFWS, NSF and ESRI. It seems to be modeled on Canada's national citizen science-based monitoring network. They don't have anything on their website about intellectual property rights (they make data points available on the website) so one would need to be careful about kinds of data they collected. Thanks to Eric Jones, executive director of the Institute for Culture and Ecology for providing this information. See [http://www.windows.ucar.edu/citizen\\_science/budburst/](http://www.windows.ucar.edu/citizen_science/budburst/) for more information. Ed.*

Project BudBurst is a national field campaign for citizen scientists designed to engage the public in the collection of important climate change data based on the timing of leafing and flowering of trees and flowers. BudBurst participants take careful observations of the *phenological* events such as the first bud burst, first leafing, first flower, and seed or fruit dispersal of a diversity of tree and flower species, including weeds and ornamentals. The citizen science observations and records are [reported](#) into the BudBurst data base.

Last year's inaugural event drew thousands of people of all ages taking careful observations of the [phenological events](#) such as the first bud burst, first leafing, first flower, and seed or fruit dispersal of a diversity of tree and flower species, including weeds and ornamentals. The citizen science observations and records were entered into the BudBurst data base. As a [result](#) of the pilot field campaign, useful data was collected in a consistent way across the country so that scientists can use it to learn about the responses of individual plant species to climatic variation locally, regionally, and nationally, and to detect longer-term impacts of climate change by comparing with historical data. Due to the enthusiastic response and robust participation in the 2007, the Web site features for Project BudBurst have been expanded in 2008!

Join in collecting important climate change data on the timing of leafing and flowering in your area through Project BudBurst! This national field campaign targets [native tree and flower species](#) across the country. With your help, valuable environmental and climate change information around the United States will be compiled.

**[Register Now](#)** - Become a member of the Project BudBurst community! This allows you to save your observation sites and plants that you are monitoring throughout the year and for coming years.



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### OFRI Leadership Change

Several changes to OFRI's leadership took place over the summer.

Paul Barnum was appointed as OFRI's new executive director effective Aug. 21. He succeeds Leslie Lehmann, who retired after serving nearly 16 years as OFRI's founding executive director.

Pete Sikora, chief operating officer for Giustina Resources in Eugene, was elected OFRI's board chair. Sara Leiman, co-owner of Coast Range Conifers LLC in Monroe and a current OFRI board member, was named vice chair.

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### ***What's Your Basis?***

Do you know what your "basis" is for your woodland? The basis is an important figure in forestland taxation. It established the point at which the IRS calculates your tax liability. A new OSU guide to determining the basis is available, called "Forestland Taxes: The Importance of Establishing BASIS". <http://extension.oregonstate.edu/catalog/abstract.php?seriesno=EM+8941>



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F O R E S T E R S



### ***Beck, continued from page 1***

specializes in custom timbers and clear lumber. His responsibilities included production tracking and log and lumber inventory management. Bryan's experience also includes working jointly with Jeld-Wen and Neste Resins to optimize resin formula and implementation in Jeld-Wen's MDF door skin production. He also has worked in sawmill quality control for a dimension lumber producer and participated in market research for Chilean *radiata* pine exports. Bryan also has worked in custom home construction and custom cabinetry.

Bryan has a Bachelor of Science degree in Forest Products from Oregon State University.

Many sawmill managers measure the value of the lumber yielded by a given volume and type of log and then subtract the associated manufacturing cost. The amount left (if any) is the Return-To-Log (RTL) value for that particular log type. Since raw material cost is typically 60 to 70 percent of a mill's total costs, knowing RTL information and adjusting procurement practices accordingly are critical to a sawmill's success. Therefore, using examples from several United States regions, Bryan's presentation will focus on one approach to developing RTL values for use in sawmills and plywood plants. The relevance to landowners is that it will help them understand why certain mills prefer certain logs and develop an increased understanding of timber values.

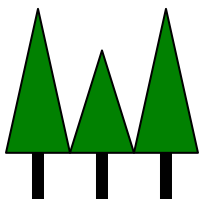
### **OFRI Board Seeks Applicants**

State Forester Marvin Brown is seeking applicants for the Oregon Forest Resources Institute Board of Directors. A position representing small woodland owners owning between 100 and 2,000 acres of forestland, and who has no direct financial interest in any forest products processing activity is open, along with two producer positions. If you are interested, go to [www.oregonforests.org](http://www.oregonforests.org), the OFRI website, and learn more about OFRI. Contact Dan Postrel, ODF at 2600 State Street, Salem, OR, or by e-mail at [dpostrel@odf.state.or.us](mailto:dpostrel@odf.state.or.us).

Washington County Small Woodlands Association  
Newsletter Editor  
19022 SW Finnigan Hill Road  
Hillsboro, OR 97123

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## ***Forest Forum***



COUNTY CHAPTER OF THE  
OREGON SMALL WOODLANDS  
ASSOCIATION

### ***Potpourri***

#### ***Annual Banquet Coming Up!***

The annual WCSWA banquet will be held on November 18<sup>th</sup>, at the Jennings McCall Center in Forest Grove. The speaker will be Jim Cathcart, Forest Resource Trust Manager for the Oregon Department of Forestry. Jim will discuss the new opportunities available to forest land owners, such as selling carbon credits to industries and others wishing to avoid costly infrastructure improvements by purchasing “offset” carbon credits. There are other types of such ecosystem services that offer payments to woodland owners also. See the enclosed flyer, and sign up early for the banquet!

#### ***Tillamook Forest Center – Lots to See!***

Seen the Tillamook Forest Center already? Bet you haven't seen the latest exhibits. The Center has a continuing turnover of exhibits and new features to see. For example, the Center is currently featuring a traveling exhibit on the history and culture of native peoples in northwest Oregon, “This Kalapuya Land”. Admission is free, and may be seen from Wednesday through Sunday, 10 a.m. to 4 p.m., October 15 through January 4. To see the schedule for all events and exhibits at the Center, go to [www.tillamookforestcenter.org](http://www.tillamookforestcenter.org).

#### ***On the Lighter Side...***

- Everything we hear is an opinion, not a fact. Everything we see is a perspective, not necessarily the truth.
- Flexible people never get bent out of shape
- Honest disagreement is often a good sign of progress