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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 (e.g., 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 that use the processed 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 who 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 because the landowner compensates them for their time.
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 2009 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 this printing. This Directory does not reflect the total number of operators doing business in Delaware.

All information listed is 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, please call (302) 856-2893. We would like to thank all those who helped make this Wood Industry Directory a valuable tool to Delaware woodland owners.

Before You Sell Your Timber

When properly managed and marketed, standing timber can be a valuable asset with 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 can take 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 the steps needed to maximize their harvest income. Therefore, if you are considering a timber sale, we urge you to contact the Delaware Forest Service or another professional forester before selling your timber.

Studies show that landowners who 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 from the Delaware Forest Service provide free forest management assistance, including: timber sale assistance, forest inventory, tax information, sample timber sale contracts, and forest management plan development. They can help you market your timber and achieve your objectives.
Before you sell your timber, there are several factors to address:

- Mark your property line: it’s essential to avoid confusion and possible trespass.
- Determine the type of harvest (selection versus clearcut). The type of harvest will probably depend on the type of timber you have. Selection harvests are often recommended for hardwood forests, and the trees to be harvested must be marked prior to the sale. Selection harvests are not the same as diameter limit harvest, which often degrade a forest. Clearcut harvests are usually conducted for pine forests.
- Mark any special areas, such as: very wet areas, buffers along streams, and areas you do not want to harvest.
- Review applicable state laws (described below).
- Consider the 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 hold until the harvest is complete as an incentive to the logger to do a good job and comply with contract specifications. It is also very beneficial for the landowner and buyer to meet face to face to review the timber sale area before the harvest begins. This provides an opportunity 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 onto 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 an 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 he is there rather 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 a harvest greater than one acre.

This notification 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 BMPs to prevent pollution.
- Specific forestry Best Management Practices (BMPs) 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 that the planned harvest will implement all the necessary BMPs and determine if the Seed Tree Law applies to the property. The 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 modifications 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 managing your timber to help ensure you get the most money for your investment now and in the future.

**Avoiding a “High-Grade” Timber Harvest**

The trees that you sell during a timber sale are more than just a commodity to be harvested at regular intervals, like corn or soybeans. Your trees are also a vital component of the ecosystem of your property and the larger landscape. Careless timber harvesting can negatively affect not only your property and your neighbors’ properties, but the valuable forest landscapes of the state that we all depend on and enjoy. In fact, poorly executed timber harvests can significantly reduce your timber income for generations. Care must be taken to avoid these detrimental forms of timber harvesting, called “high-grading.”
High-grading is defined as the removal of the most commercially valuable trees, often leaving a residual stand of trees of poor condition and/or species composition. High-grade harvests are commonly called “diameter-limit” or “selection” harvests. Selection harvests are sometimes legitimate types of timber harvests, but must be planned and conducted with great care to avoid a high-grade situation.

When a high-grade timber harvest is conducted, the harvested trees are the largest trees of the most commercially valuable species. Little to no consideration is usually given to site and stand variation, residual stand composition, biological diversity, or regeneration. The result is a stand with poor species diversity, poor genetic quality, poor regeneration of desirable species, and a diminished ability to respond favorably to the increase in sunlight, water, and nutrients to the remaining trees. These conditions reduce the stand’s ability to produce valuable saw-timber and wildlife habitat in the future. High-grade harvests can have negative economic impacts as well. High-grading may sometimes generate a larger short-term income, but almost always result in environmental degradation, reduction in long-term forest income, and high costs associated with restoring high-graded timber stands.

**Benefits of a Forest Stewardship Plan**

Careful forest management with the help of a professional forester can yield a profit while also improving the ecological condition and future value of your forest. The Delaware Forest Service strongly advises any landowner considering a timber harvest to consult with us before you make your final decision. Our foresters can recommend strategies to help you develop concrete goals, select an appropriate timber harvest type, find a logger, and set up and monitor your timber harvest. This assistance usually takes the form of a site evaluation and a Forest Stewardship Plan. This plan helps you define and organize your goals, describe your current forest conditions, and recommend a range of forest management activities.

A Forest Stewardship Plan is also needed to be eligible for government cost share programs that can offset the cost of forest management. Even if you don’t plan to harvest now, this plan is a valuable tool to help you responsibly manage and enhance its ecological and economic value. Please contact your Delaware Forest Service county service forester for free assistance in managing your valuable resources.
<table>
<thead>
<tr>
<th>Business Name and Address</th>
<th>Type of Business</th>
<th>Species</th>
<th>Products Sold</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>A. Bruce Miller Logging</strong>&lt;br&gt;8611 Harmony Road&lt;br&gt;Denton, MD 21629&lt;br&gt;Phone: 410-924-5797&lt;br&gt;Contact: Bruce Miller&lt;br&gt;Areas: Kent, Sussex</td>
<td>Logger</td>
<td>All species—hardwoods and pine</td>
<td>Animal bedding&lt;br&gt;Hardwood sawlogs&lt;br&gt;Sawlogs</td>
</tr>
<tr>
<td><strong>Arborcare Tree Experts, Inc.</strong>&lt;br&gt;5100 Hanover Pike&lt;br&gt;Manchester, MD 21100&lt;br&gt;Phone: 410-239-6888&lt;br&gt;Fax: 410-239-6886&lt;br&gt;Contact: Jim Yirka&lt;br&gt;<a href="mailto:jimmyyirka@aol.com">jimmyyirka@aol.com</a>&lt;br&gt;arborcaremd.com&lt;br&gt;Areas: New Castle, Kent, Sussex</td>
<td>Tree removal&lt;br&gt;Logger&lt;br&gt;Firewood dealer&lt;br&gt;Wood chipper&lt;br&gt;Forest harvest supervision&lt;br&gt;Timber buyer</td>
<td>Hardwood</td>
<td>Animal bedding&lt;br&gt;Chips&lt;br&gt;Firewood&lt;br&gt;Hardwood chips&lt;br&gt;Hardwood sawlogs&lt;br&gt;Hardwood veneer&lt;br&gt;Veneer logs&lt;br&gt;Whole tree chips</td>
</tr>
<tr>
<td><strong>Bane's Firewood Inc.</strong>&lt;br&gt;7 Darlington Road&lt;br&gt;Havre de Grace, MD 21078&lt;br&gt;Phone: 410-688-2496&lt;br&gt;Fax: 410-734-6403&lt;br&gt;Contact: Shannon Bane&lt;br&gt;Areas: New Castle, Kent, Sussex</td>
<td>Logger&lt;br&gt;Firewood dealer</td>
<td>Oak&lt;br&gt;Poplar&lt;br&gt;Gum&lt;br&gt;Maple&lt;br&gt;Cherry&lt;br&gt;Walnut&lt;br&gt;All species</td>
<td>Hardwood pulpwood&lt;br&gt;Sawlogs&lt;br&gt;Softwood plywood&lt;br&gt;Veneer logs</td>
</tr>
<tr>
<td>Business Name and Address</td>
<td>Type of Business</td>
<td>Species</td>
<td>Products Sold</td>
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<tr>
<td><strong>Bartsch's Sawmill</strong></td>
<td>Commercial sawmill</td>
<td>All Hardwoods</td>
<td>Animal bedding, Bark mulch, Beams, Cants, Contract sawing, Cribs or cribbing, Cross ties, Custom sawing, Custom planking, Dimension hardwood, Fencing, Firewood, Framing, Grade lumber, Green lumber, Hardwood lumber, Lumber, Mats, Pallet cants, Pallet lumber, Pallet parts, Planking, Sawdust, Skids, Slabs, Switch ties</td>
</tr>
<tr>
<td>186 McKay's Corner Townsend, DE 19734</td>
<td>Handle mill, Custom sawmill, Pallet and container, Logger, Firewood dealer</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Phone: 302-653-9721 Fax: 302-659-1256</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Beauchamp Logging, Inc.</strong></td>
<td>Logger</td>
<td>Pine</td>
<td>Hardwood</td>
</tr>
<tr>
<td>11171 Harry Riggin Road Princess Anne, MD 21853</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Phone: 410-651-1967 Fax: 410-651-1967</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Areas: New Castle, Kent, Sussex</strong></td>
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</table>

**More than 2,000 jobs are directly tied to forestry in the first state.**

Source: [http://ag.udel.edu/deagimpact/AgInDeEconB.pdf](http://ag.udel.edu/deagimpact/AgInDeEconB.pdf)
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<tr>
<th>Business Name and Address</th>
<th>Type of Business</th>
<th>Species</th>
<th>Products Sold</th>
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<tr>
<td>Bridges Land Management, Inc.</td>
<td>Tree removal</td>
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<td>Bark mulch</td>
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<tr>
<td>1114 South Talbot Street</td>
<td>Logger</td>
<td></td>
<td>Firewood</td>
</tr>
<tr>
<td>St. Michaels, MD 21663</td>
<td>Pulp chip producer</td>
<td></td>
<td>Green lumber</td>
</tr>
<tr>
<td>Phone: 410-820-4784</td>
<td>Firewood dealer</td>
<td></td>
<td>Hardwood chips</td>
</tr>
<tr>
<td>Fax: 410-820-4131</td>
<td>Log and bolt</td>
<td></td>
<td>Hardwood pulpwood</td>
</tr>
<tr>
<td>Contact: Eric Bridges</td>
<td>Wood chipper</td>
<td></td>
<td>Hardwood veneer</td>
</tr>
<tr>
<td><a href="mailto:info@bridgesland.com">info@bridgesland.com</a></td>
<td>Also offers:</td>
<td></td>
<td>Mats</td>
</tr>
<tr>
<td><a href="http://www.bridgeslandmanagement.com">www.bridgeslandmanagement.com</a></td>
<td>Forest management plans</td>
<td></td>
<td>Mulch</td>
</tr>
<tr>
<td>Areas: New Castle, Kent, Sussex</td>
<td>Reforestation assistance</td>
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<td>Whole tree chips</td>
</tr>
<tr>
<td></td>
<td>Wildlife management</td>
<td></td>
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</tr>
<tr>
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<td>Hunt club management</td>
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</tr>
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<td></td>
<td>management</td>
<td></td>
<td></td>
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<tr>
<td>Charles Lyons Jr. &amp; Sons</td>
<td>Logger</td>
<td></td>
<td>Firewood</td>
</tr>
<tr>
<td>5940 Bell Creek Road</td>
<td>Firewood dealer</td>
<td></td>
<td>Hardwood sawlogs</td>
</tr>
<tr>
<td>Preston, MD 21655</td>
<td></td>
<td></td>
<td>Hardwood veneer</td>
</tr>
<tr>
<td>Phone: 410-829-4946</td>
<td></td>
<td></td>
<td>Sawlogs</td>
</tr>
<tr>
<td>Contact: Kent</td>
<td></td>
<td></td>
<td>Veneer lumber</td>
</tr>
<tr>
<td>Areas: Kent, Sussex</td>
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<td>Copeland’s Tree Service</td>
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<td>Hardwood chips</td>
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<td>2 Honeysuckle Drive</td>
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<td>Mulch</td>
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<td>Stanton, DE 19804</td>
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<td>Whole tree chips</td>
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<td>Phone: 302-633-9536</td>
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</tr>
<tr>
<td>Fax: 302-633-9534</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact: James Copeland</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><a href="http://www.copelandsmulchdepot.com">www.copelandsmulchdepot.com</a></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Areas: New Castle, Kent, Sussex</td>
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Almost 30 percent of Delaware is forested (360,000 acres), with over 75 percent owned privately.
<table>
<thead>
<tr>
<th>Business Name and Address</th>
<th>Type of Business</th>
<th>Species</th>
<th>Products Sold</th>
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</table>
| **Crawford Matthews Sr. and Sons Inc.**  
29550 Matthews Drive  
Seaford, DE 19973  
Phone: 302-875-5289  
Fax: 302-875-4640  
Contact: David, 410-430-7468  
Email: mattlog@comcast.net  
Areas: Kent, Sussex | Logger | Pine  
Hardwood |  |
| **Cropper Brothers Lumber Co.**  
7504 Main Street  
P.O. Box 27  
Willards, MD 21874  
Phone: 410-835-8080  
Fax: 410-835-2695  
Areas: Kent, Sussex | Commercial sawmill  
Dry kiln  
Pulp chip producer | Southern  
yellow pine  
Hardwood | Animal bedding  
Bark  
Bark mulch  
Exported lumber/logs  
Flooring  
Grade lumber  
Green lumber  
Kiln-dried lumber  
Lumber  
Mats  
Piling  
Poles and timber  
Sawdust  
Softwood chips  
Softwood lumber  
Whole tree chips |
| **Crown Hardwood Co. Inc.**  
1270 Baltimore Pike  
West Grove, PA 19390  
Phone: 610-869-8771  
Fax: 610-869-4166  
www.crown-wood.com  
sjones@crown-wood.com  
Areas: New Castle, Kent, Sussex | Hardwood log exporter | Hardwood logs:  
Red oak  
White oak  
Maple  
Cherry  
Hickory  
Walnut  
Ash  
Poplar | Hardwood sawlogs  
Sawlogs  
Veneer logs  
Other:  
Log ends sold for firewood |
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<tr>
<td><strong>Custom Timber Service Inc.</strong></td>
<td>Custom sawmill</td>
<td>Oak</td>
<td>Barn poles, Beams, Cants, Clap boards, Contract sawing, Custom sawing, Custom planking, Fencing, Fence posts, Firewood, Flooring, Framing, Green lumber, Hardwood lumber, Hardwood sawlogs, Sawdust, Sawlogs, Slabs</td>
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<tr>
<td>4810 Trenton Mill Road</td>
<td>Tree removal</td>
<td>Poplar</td>
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</tr>
<tr>
<td>Upperco, MD 21155</td>
<td>Logger</td>
<td>Cherry</td>
<td></td>
</tr>
<tr>
<td>Phone: 410-596-3143</td>
<td>Firewood dealer</td>
<td>Walnut</td>
<td></td>
</tr>
<tr>
<td>Contact: Ken Zerialt</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td><strong>Areas: New Castle, Kent, Sussex</strong></td>
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<tr>
<td><strong>David W. Ross Logging, LLC</strong></td>
<td>Logger</td>
<td>All</td>
<td>Grade lumber, Green lumber, Hardwood sawlogs, Hardwood veneer, Sawlogs, Veneer logs</td>
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<td>11171 Central Avenue</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Ridgely, MD 21660</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Phone: 410-634-1672</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Contact: Dave Ross</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><a href="mailto:dwr727@hotmail.com">dwr727@hotmail.com</a></td>
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<td><strong>Areas: New Castle, Kent, Sussex</strong></td>
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<td><strong>Delmarva Hardwood Products Inc.</strong></td>
<td>Commercial sawmill</td>
<td>Pine</td>
<td>Animal bedding, Cants, Cribs or cribbing, Custom planking, Dimension hardwood, Firewood, Grade lumber, Green lumber, Hardwood lumber, Lumber, Mats, Mulch, Pallet cants, Pallet lumber, Sawdust, Slabs</td>
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<tr>
<td>28950 Seaford Road</td>
<td>Firewood dealer</td>
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<tr>
<td>Laurel, DE 19956</td>
<td>Timber buyer</td>
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<td></td>
</tr>
<tr>
<td>Phone: 302-349-4101</td>
<td>Free evaluation of timberland</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fax: 302-349-5630</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Contact: Ben Gordy 302-228-9737</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><a href="mailto:ben-dhp@comcast.net">ben-dhp@comcast.net</a></td>
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<td>Tree removal</td>
<td>White oak</td>
<td>Hardwood sawlogs</td>
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<td>Logger</td>
<td>Red oak</td>
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<td>Land clearing</td>
<td>Gum</td>
<td>Pallet lumber</td>
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<td>Phone: 484-885-6969</td>
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<td>Paulownia</td>
<td>Poles and timber</td>
</tr>
<tr>
<td>Fax: 302-449-4949</td>
<td></td>
<td>Maple</td>
<td>Sawlogs</td>
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<tr>
<td>Contact: Donald Vickers</td>
<td></td>
<td>Poplar</td>
<td>Switch ties</td>
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<tr>
<td>Hartly, DE 19953</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Phone: 302-632-4866</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Contact: Michael Beachy</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Areas: Kent</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Dorchester Lumber Co. Inc.</strong></td>
<td>Commercial sawmill</td>
<td>Southern yellow</td>
<td>Animal bedding</td>
</tr>
<tr>
<td>P.O. Box 98</td>
<td>Peeled post producer</td>
<td>pine</td>
<td>Bark</td>
</tr>
<tr>
<td>3914 Ocean Gateway</td>
<td>Custom sawmill</td>
<td>Red and white</td>
<td>Bark mulch</td>
</tr>
<tr>
<td>Linkwood, MD 21835</td>
<td>Dry kiln</td>
<td>oak</td>
<td>Barn poles</td>
</tr>
<tr>
<td>Phone: 410-228-1530</td>
<td>Logger</td>
<td>Gum</td>
<td>Beams</td>
</tr>
<tr>
<td>Fax: 410-228-2243</td>
<td>Pulp chip producer</td>
<td>Maple</td>
<td>Cants</td>
</tr>
<tr>
<td>Contact: Beth Hill</td>
<td></td>
<td>Mixed</td>
<td>Cross ties</td>
</tr>
<tr>
<td><strong>Areas: Kent, Sussex</strong></td>
<td></td>
<td>hardwood</td>
<td>Custom sawing</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Dimension hardwood</td>
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<tr>
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<td></td>
<td>Dressed lumber</td>
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<td>Fence posts</td>
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<td>Kiln-dried lumber</td>
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<td>Poles and timber</td>
</tr>
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<td>Sawdust</td>
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<tr>
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<td></td>
<td></td>
<td>Softwood chips</td>
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<tr>
<td></td>
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<td>Switch ties</td>
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### Delaware Primary Wood Processors and Buyers

<table>
<thead>
<tr>
<th>Business Name and Address</th>
<th>Type of Business</th>
<th>Species</th>
<th>Products Sold</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>E &amp; A Logging, LLC</strong></td>
<td>Logger</td>
<td>Veneer oak (red and white)</td>
<td>Veneer logs</td>
</tr>
<tr>
<td>2829 Offutt Road</td>
<td>Timber buyer</td>
<td>Poplar</td>
<td></td>
</tr>
<tr>
<td>Randallstown, MD 21133</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Phone: 410-375-9059</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact: Ed Stanfield</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Email: <a href="mailto:ebstanfield@verizon.net">ebstanfield@verizon.net</a></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Areas:</strong> New Castle, Kent, Sussex</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>E &amp; L Logging</strong></td>
<td>Commercial sawmill</td>
<td>Mixed hardwood</td>
<td>Green lumber</td>
</tr>
<tr>
<td>P.O. Box 155</td>
<td>Logger</td>
<td></td>
<td>Hardwood sawlogs</td>
</tr>
<tr>
<td>Barclay, MD 21607</td>
<td></td>
<td></td>
<td>Sawlogs</td>
</tr>
<tr>
<td>Phone: 410-438-3305</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact: Edward Clough</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Areas:</strong> Kent</td>
<td></td>
<td></td>
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</tr>
<tr>
<td><strong>Eastern Shore Forest Products, Inc.</strong></td>
<td>Wood chipper</td>
<td>Hardwood</td>
<td>Animal bedding</td>
</tr>
<tr>
<td>3667 St. Lukes Road</td>
<td></td>
<td></td>
<td>Bark</td>
</tr>
<tr>
<td>Salisbury, MD 21804</td>
<td></td>
<td></td>
<td>Bark mulch</td>
</tr>
<tr>
<td>Phone: 410-742-5540</td>
<td></td>
<td></td>
<td>Whole tree chips</td>
</tr>
<tr>
<td>Fax: 410-548-7136</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact: Tom Johnson</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><a href="mailto:ejohnson@dmv.com">ejohnson@dmv.com</a></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><a href="http://www.esforest.com">www.esforest.com</a></td>
<td></td>
<td></td>
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<tr>
<td><strong>Areas:</strong> New Castle, Kent, Sussex</td>
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<tr>
<td>Business Name and Address</td>
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<td>Species</td>
<td>Products Sold</td>
</tr>
<tr>
<td>------------------------------------------------</td>
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<tr>
<td><strong>Edrich Lumber, Inc.</strong></td>
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<tr>
<td>9700 Old Court Road</td>
<td>Commercial sawmill</td>
<td>Round wood</td>
<td>Animal bedding</td>
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<tr>
<td>Windsor Mill, MD 21244</td>
<td>Dry kiln</td>
<td>oak</td>
<td>Bark mulch</td>
</tr>
<tr>
<td>Phone: 410-922-5959</td>
<td>Pallet and container</td>
<td>Poplar</td>
<td>Beams</td>
</tr>
<tr>
<td>Fax: 410-521-2778</td>
<td>Log and bolt</td>
<td>Pine</td>
<td>Cants</td>
</tr>
<tr>
<td>Contact: Doug Wolinski</td>
<td>Timber buyer</td>
<td>Hardwood</td>
<td>Chips</td>
</tr>
<tr>
<td><a href="mailto:edrichfn@erols.com">edrichfn@erols.com</a></td>
<td></td>
<td>Saw logs</td>
<td>Custom planking</td>
</tr>
<tr>
<td><a href="http://www.mulchbaltimore.com">www.mulchbaltimore.com</a></td>
<td></td>
<td></td>
<td>Dimension hardwood</td>
</tr>
<tr>
<td><strong>Areas: New Castle, Kent, Sussex</strong></td>
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<td></td>
<td>Exported lumber/logs</td>
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<tr>
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<td></td>
<td>Grade lumber</td>
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<td></td>
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<td>Hardwood lumber</td>
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<td></td>
<td>Hardwood sawlogs</td>
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<td></td>
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<td></td>
<td>Hardwood veneer</td>
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<td></td>
<td></td>
<td>Lumber</td>
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<td></td>
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<td>Mulch</td>
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<td></td>
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<td>Veneer logs</td>
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<tr>
<td><strong>Egolf Forest Harvesting, Inc.</strong></td>
<td>Logger</td>
<td>Pine pulp</td>
<td>Hardwood pulpwood</td>
</tr>
<tr>
<td>36642 Horsey Church Road</td>
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<td>Hardwood pulp</td>
<td></td>
</tr>
<tr>
<td>Delmar, DE 19940</td>
<td></td>
<td>Pine saw</td>
<td></td>
</tr>
<tr>
<td>Phone: 410-430-7347</td>
<td></td>
<td>timber</td>
<td></td>
</tr>
<tr>
<td>Contact: Arthur Egolf</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Areas: Sussex</strong></td>
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**COST-SHARE FUNDING IS AVAILABLE TO**

**FOREST LANDOWNERS FOR VARIOUS**

**MANAGEMENT ACTIVITIES. 302-856-2983:**
<table>
<thead>
<tr>
<th>Business Name and Address</th>
<th>Type of Business</th>
<th>Species</th>
<th>Products Sold</th>
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<tbody>
<tr>
<td><strong>Elben Logging, LLC</strong></td>
<td>Logger</td>
<td></td>
<td>Firewood</td>
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<tr>
<td>P.O. Box 517</td>
<td>Music</td>
<td>Hardwood pulpwood</td>
<td>Sawlogs</td>
</tr>
<tr>
<td>Cordova, MD 21625</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Phone: 443-786-7954</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact: John Elben</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><a href="mailto:john.elben@yahoo.com">john.elben@yahoo.com</a></td>
<td></td>
<td></td>
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<tr>
<td><strong>Areas: New Castle, Kent, Sussex</strong></td>
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<tr>
<td><strong>ER Vickers LLC</strong></td>
<td>Logger</td>
<td>All timber but specialize in black walnut and white oak</td>
<td>Veneer logs</td>
</tr>
<tr>
<td>626 Blackbird Greenspring Road</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Smyrna, DE 19977</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Phone: 302-659-0128</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fax: 302-538-0550</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact: Edward Vickers</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Areas: New Castle, Kent, Sussex</strong></td>
<td></td>
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<tr>
<td><strong>Farm Harvesters of Delaware, Inc.</strong></td>
<td>Wood chipper</td>
<td>All species</td>
<td>Bagged mulch</td>
</tr>
<tr>
<td>202 Ely Avenue</td>
<td></td>
<td></td>
<td>Pallets (reconditioned)</td>
</tr>
<tr>
<td>Franklinville, NJ 08322</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Phone: 856-629-1029</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Fax: 856-629-9029</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Contact: Barbara Lange</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><a href="mailto:farmharvesters@gmail.com">farmharvesters@gmail.com</a></td>
<td></td>
<td></td>
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</tr>
<tr>
<td><strong>Areas: New Castle, Kent</strong></td>
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<tr>
<td><strong>Forest Friendly Logging, Inc.</strong></td>
<td>Logger</td>
<td>Pine timber</td>
<td>Hardwood pulpwood</td>
</tr>
<tr>
<td>36127 Purnell Crossing Road</td>
<td>Thinning and clearcut</td>
<td>Pine pulp</td>
<td>Piling</td>
</tr>
<tr>
<td>Willards, MD 21874</td>
<td></td>
<td>Mixed hardwood timber and pulp</td>
<td>Pine pulpwood</td>
</tr>
<tr>
<td>Phone: 410-430-3202</td>
<td></td>
<td></td>
<td>(tree length)</td>
</tr>
<tr>
<td>Fax: 410-835-3510</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact: Edward Moore</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><a href="mailto:timber2@mchsi.com">timber2@mchsi.com</a></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Areas: New Castle, Kent, Sussex</strong></td>
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<tr>
<td><strong>Gatewood, Inc.</strong></td>
<td>Logger</td>
<td>All species</td>
<td>Bark mulch</td>
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<tr>
<td>18420 E. Robbins Road</td>
<td>Residue use manufacturer</td>
<td>Hardwood sawlogs</td>
<td>Mulch</td>
</tr>
<tr>
<td>Georgetown, DE 19947</td>
<td>Land clearing</td>
<td></td>
<td>Piling</td>
</tr>
<tr>
<td>Phone: 302-542-1151</td>
<td></td>
<td></td>
<td>Poles and timber</td>
</tr>
<tr>
<td>Contact: Chuck Graves</td>
<td></td>
<td></td>
<td>Sawlogs</td>
</tr>
<tr>
<td><strong>Areas: Sussex</strong></td>
<td></td>
<td></td>
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<tr>
<td>Business Name and Address</td>
<td>Type of Business</td>
<td>Species</td>
<td>Products Sold</td>
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<tr>
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</tr>
<tr>
<td><strong>Glatfelter</strong> P.O. Box 146 Delmar, DE 19940 Phone: 410-896-9283 Fax: 410-896-3540 Contact: Todd Berman <a href="mailto:todd.berman@glatfelter.com">todd.berman@glatfelter.com</a> <a href="http://www.glatfelter.com">www.glatfelter.com</a></td>
<td>Logger Pulp chip producer Pulp and paper mill Wood chipper</td>
<td>Loblolly White pine Virginia pine Poplar Sweetgum Maple Oak</td>
<td>Bark mulch Hardwood chips Hardwood pulpwood Poles and timber Sawlogs</td>
</tr>
<tr>
<td><strong>Hardwood Mills, Inc.</strong> P.O. Box 660 Millington, MD 21651 Phone: 410-928-3142 Fax: 410-928-3503 Contact: Wayne Carrick <a href="http://www.hardwoodmills.com">www.hardwoodmills.com</a></td>
<td>Commercial mill Timber buyer</td>
<td>All species</td>
<td>Grade lumber Green lumber Hardwood chips Hardwood lumber Mats Mulch</td>
</tr>
<tr>
<td><strong>J &amp; T Logging</strong> 18347 Chaplins Chapel Road Bridgeville, DE 19933 Phone: 302-337-0207 Fax: 302-337-0207 Contact: Tim Hopper <a href="mailto:jtloggin@aol.com">jtloggin@aol.com</a></td>
<td>Logger</td>
<td>Pine</td>
<td>Bark mulch Beams Chips Cross ties Fencing Flooring Grade lumber Green lumber Hardwood chips Hardwood veneer Lumber Mats Mulch Pallet cants Pallet lumber Sawdust Switch ties Veneer logs</td>
</tr>
<tr>
<td><strong>Johnson Lumber Co., Inc.</strong> 11561 Longwoods Road Easton, MD 21601 Phone: 410-822-5476 Fax: 410-820-4250 Contact: Alan Johnson <a href="mailto:info@johnson-lumber-co.com">info@johnson-lumber-co.com</a> <a href="http://www.johnson-lumber-co.com">www.johnson-lumber-co.com</a></td>
<td>Commercial sawmill</td>
<td>Oak Poplar Gum Beech Hickory Maple</td>
<td>Bark mulch Beams Chips Cross ties Fencing Flooring Grade lumber Green lumber Hardwood chips Hardwood veneer Lumber Mats Mulch Pallet cants Pallet lumber Sawdust Switch ties Veneer logs</td>
</tr>
</tbody>
</table>
## DELAWARE PRIMARY WOOD PROCESSORS AND BUYERS

<table>
<thead>
<tr>
<th>Business Name and Address</th>
<th>Type of Business</th>
<th>Species</th>
<th>Products Sold</th>
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<tbody>
<tr>
<td><strong>McClain Sawmill</strong></td>
<td>Custom sawmill</td>
<td>Pine, Hardwood</td>
<td>Cants, Contract sawing, Dimension sawing, Fencing, Firewood, Hardwood lumber, Lumber, Mats, Sawdust, Slabs, Truck mats</td>
</tr>
<tr>
<td>7290 Cannon Road, Bridgeville, DE 19933</td>
<td>Logger, Firewood dealer</td>
<td>(primary)</td>
<td></td>
</tr>
<tr>
<td>Phone: 302-381-2369</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact: Scott McClain</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><a href="mailto:mclainsawmill73@yahoo.com">mclainsawmill73@yahoo.com</a></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Areas:</strong> Sussex</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Mid Shore Timber</strong></td>
<td>Logger, <em>Specializing in hardwood and pine selection harvest and TSI</em></td>
<td>Pine, Poplar, Oak, Gum, Beech, Maple, All</td>
<td>Hardwood sawlogs, Poles and timber, Sawlogs, Veneer logs</td>
</tr>
<tr>
<td>7141 Hubbard Road, Federalsburg, MD 21632</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Phone: 410-754-7563</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact: Mike Williamson</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><a href="mailto:midshoretimber-resources@gmail.com">midshoretimber-resources@gmail.com</a></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Areas:</strong> Kent, Sussex</td>
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<td></td>
</tr>
<tr>
<td><strong>Mike Biddle Logging, LLC</strong></td>
<td>Logger, Timber inventory and appraisal</td>
<td>Oak, Pine, Poplar, Ash, Gum, Maple</td>
<td>Cedar lumber, Firewood, Hardwood lumber, Hardwood pulpwood, Hardwood sawlogs, Hardwood veneer, Mats, Sawlogs, Softwood lumber, Veneer logs</td>
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<tr>
<td>P.O. Box 70, Henderson, MD 21640</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Phone: 410-482-8736</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact: Mike Biddle</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><a href="mailto:j.biddleol@comcast.net">j.biddleol@comcast.net</a></td>
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<tr>
<td><strong>Areas:</strong> New Castle, Kent, Sussex</td>
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</tr>
<tr>
<td>Business Name and Address</td>
<td>Type of Business</td>
<td>Species</td>
<td>Products Sold</td>
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<td><strong>Millville Lumber Co. Inc.</strong></td>
<td>Commercial Sawmill</td>
<td>Pine</td>
<td>Bark, Chips, Dressed lumber, Fencing, Grade lumber, Green lumber, Kiln-dried lumber, Lumber, Sawdust, Softwood lumber</td>
</tr>
<tr>
<td>6781 Snow Hill Road</td>
<td>Dry kiln</td>
<td></td>
<td></td>
</tr>
<tr>
<td>P.O. Box 302</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Snow Hill, MD 21863</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Phone: 410-632-2511</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fax: 410-632-2136</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact: Bryan Tilghman</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><a href="mailto:bryan@millvillelumber.us">bryan@millvillelumber.us</a></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Areas: Sussex</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>P.O. Box 333</td>
<td>Dry kiln</td>
<td></td>
<td></td>
</tr>
<tr>
<td>324 E. Market Street</td>
<td>Piling mill</td>
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<tr>
<td>Snow Hill, MD 21863</td>
<td>Forest management plans</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Phone: 410-632-1556</td>
<td>Timber inventory and appraisal</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fax: 410-632-3772</td>
<td>Forest harvest supervision</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact: Linda Payne</td>
<td>Timber buyer</td>
<td></td>
<td></td>
</tr>
<tr>
<td><a href="mailto:pmj-linda@verizon.net">pmj-linda@verizon.net</a></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Areas: Kent, Sussex</strong></td>
<td></td>
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<tr>
<td><strong>Pete's Pulpwood</strong></td>
<td>Low ground cutting</td>
<td>Pine logs</td>
<td>Cedar lumber, Exported lumber/logs, Hardwood sawlogs, Sawlogs, Veneer logs</td>
</tr>
<tr>
<td>20287 Hardscrabble Road</td>
<td></td>
<td>Pine pulp</td>
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</tr>
<tr>
<td>Georgetown, DE 19947</td>
<td></td>
<td>Hardwood</td>
<td></td>
</tr>
<tr>
<td>Phone: 302-943-6326</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact: Peter Brown</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td><strong>Areas: New Castle, Kent, Sussex</strong></td>
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<tr>
<td><strong>Reliable Log Removal</strong></td>
<td>Logger</td>
<td>All species</td>
<td>Cedar lumber, Exported lumber/logs, Hardwood sawlogs, Sawlogs, Veneer logs</td>
</tr>
<tr>
<td>1375 River Road</td>
<td>Log and bolt</td>
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<tr>
<td>Drumore, PA 17518</td>
<td>Pulp and paper mill</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Phone: 717-548-0909</td>
<td>Hauling logs for tree service companies</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fax: 717-548-0909</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact: Bob Currey</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Areas: New Castle</strong></td>
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<tr>
<td><strong>Renshaw Logging</strong></td>
<td>Logger</td>
<td>Pine sawlogs</td>
<td>Firewood, Hardwood pulpwood, Hardwood sawlogs, Sawlogs</td>
</tr>
<tr>
<td>24915 Collins Wharf Road</td>
<td></td>
<td>Pine pulpwod</td>
<td></td>
</tr>
<tr>
<td>Eden, MD 21822</td>
<td></td>
<td>Hardwood pulpwood</td>
<td></td>
</tr>
<tr>
<td>Phone: 410-543-2757</td>
<td></td>
<td>Firewood</td>
<td></td>
</tr>
<tr>
<td>Fax: 410-543-2140</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact: Marty Renshaw</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><a href="mailto:rensshawlogging@yahoo.com">rensshawlogging@yahoo.com</a></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Areas: Sussex</strong></td>
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<td>Business Name and Address</td>
<td>Type of Business</td>
<td>Species</td>
<td>Products Sold</td>
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<tr>
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<td>-----------------</td>
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<tr>
<td>Richard James</td>
<td>Logger</td>
<td>Pine</td>
<td></td>
</tr>
<tr>
<td>24988 Asbury Road</td>
<td></td>
<td>Hardwood</td>
<td></td>
</tr>
<tr>
<td>Georgetown, DE 19947</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Phone: 302-856-3468</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact: Richard James</td>
<td></td>
<td></td>
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<tr>
<td>Areas: Sussex</td>
<td></td>
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<tr>
<td>Rising Sun Log Corp.</td>
<td>Logger</td>
<td>Poplar</td>
<td>Exported lumber/logs</td>
</tr>
<tr>
<td>209 Springfield Drive</td>
<td>Buyer of veneer logs</td>
<td>Oak</td>
<td>Hardwood sawlogs</td>
</tr>
<tr>
<td>North East, MD 21901</td>
<td></td>
<td>Ash</td>
<td></td>
</tr>
<tr>
<td>Phone: 410-658-6892</td>
<td></td>
<td>Hickory</td>
<td></td>
</tr>
<tr>
<td>Fax: 410-658-9763</td>
<td></td>
<td>Walnut</td>
<td></td>
</tr>
<tr>
<td>Contact: Tim Brooks</td>
<td></td>
<td></td>
<td>Sake logs/Veneer logs</td>
</tr>
<tr>
<td><a href="mailto:brooks.timothy21@yahoo.com">brooks.timothy21@yahoo.com</a></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Areas: New Castle, Kent, Sussex</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Robert Puppe Logging</td>
<td>Logger</td>
<td>Oak</td>
<td>Sawlogs</td>
</tr>
<tr>
<td>21165 Haven Road</td>
<td></td>
<td>Poplar</td>
<td></td>
</tr>
<tr>
<td>Rock Hall, MD 21611-1324</td>
<td></td>
<td>Gum</td>
<td>Veneer lumber</td>
</tr>
<tr>
<td>Phone: 410-708-7247</td>
<td></td>
<td>Hickory</td>
<td></td>
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<td>Areas: New Castle, Kent, Sussex</td>
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<td>Schauber’s Lumber Sawmill Inc.</td>
<td>Commercial sawmill</td>
<td>White oak</td>
<td>Animal bedding</td>
</tr>
<tr>
<td>1401 McGinnes Road</td>
<td>Custom sawmill</td>
<td>Red oak</td>
<td>Beams</td>
</tr>
<tr>
<td>P.O. Box 869</td>
<td>Tree removal</td>
<td>Beech</td>
<td>Custom sawing</td>
</tr>
<tr>
<td>Chestertown, MD 21620</td>
<td>Logger</td>
<td>Hickory</td>
<td>Custom planking</td>
</tr>
<tr>
<td>Phone: 410-778-7077</td>
<td>Residue use</td>
<td>Poplar</td>
<td>Exported lumber/logs</td>
</tr>
<tr>
<td>Fax: 410-778-1765</td>
<td>manufacturer</td>
<td>Maple</td>
<td>Firewood</td>
</tr>
<tr>
<td>Contact: Francis Schauber</td>
<td>Firewood dealer</td>
<td>Gum</td>
<td>Grade lumber</td>
</tr>
<tr>
<td>and Dale Reece</td>
<td>Timber inventory</td>
<td>Cherry</td>
<td>Green lumber</td>
</tr>
<tr>
<td><a href="mailto:francis@schaubers-lumber.com">francis@schaubers-lumber.com</a></td>
<td>and appraisal</td>
<td>All other</td>
<td>Hardwood lumber</td>
</tr>
<tr>
<td><a href="http://www.schaubers-lumber.com">www.schaubers-lumber.com</a></td>
<td>Forest harvest supervision</td>
<td>hardwoods</td>
<td>Lumber</td>
</tr>
<tr>
<td>Areas: New Castle, Kent, Sussex</td>
<td></td>
<td></td>
<td>Mulch</td>
</tr>
<tr>
<td></td>
<td></td>
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<td>Sawdust</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Veneer logs</td>
</tr>
</tbody>
</table>
### DELAWARE PRIMARY WOOD PROCESSORS AND BUYERS

<table>
<thead>
<tr>
<th>Business Name and Address</th>
<th>Type of Business</th>
<th>Species</th>
<th>Products Sold</th>
</tr>
</thead>
</table>
| **Simpson, Doug**  
13809 Haven Road  
Bridgeville, DE 19933  
Phone: 302-858-3194  
Contact: Doug  
Email: tmbrcruser@aol.com  
**Areas: New Castle, Kent, Sussex** | Timber buyer only         | Pine          | All hardwoods                  |
| **Spence Logging, Inc.**  
29945 Rabbit Hill Road  
Easton, MD 21601  
Phone: 410-822-7694  
Contact: Luke Spence  
luke@spencelogging.com  
spencelogging.com  
**Areas: New Castle, Kent, Sussex** | Tree removal  
Logger | Hardwoods      | Loblolly pine  
Hardwood sawlogs  
Hardwood veneer |
| **Stella Contracting**  
586 Rt. 40  
Elmer, NJ 08318  
Phone: 856-358-1342  
Fax: 856-358-1356  
Contact: Barb Stella  
cindy@stellacontracting.com  
www.stellacontracting.com  
**Areas: New Castle, Kent** | Wood chipper              | All species   | Bagged mulch  
Bark mulch  
Chips  
Hardwood chips  
Mulch  
Pallets (new)  
Pallets (reconditioned)  
Used pallets  
Whole tree chips |
| **Swartzentruber Sawmill Company**  
1191 Pearsons Corner Road  
Hartly, DE 19953  
Phone: 302-492-1665  
Fax: 302-492-1866  
Contact: Norman F. Wilkerson  
**Areas: New Castle, Kent, Sussex** | Commercial sawmill  
Custom sawmill  
Pallet and container  
Logger  
Firewood dealer | All species | Animal bedding  
Cants  
Fencing  
Green lumber  
Hardwood lumber  
Pallet lumber  
Sawdust  
Skids |
<table>
<thead>
<tr>
<th>Business Name and Address</th>
<th>Type of Business</th>
<th>Species</th>
<th>Products Sold</th>
</tr>
</thead>
</table>
| **Tim Nilan, Wood Export Corp.**  
4 My Way  
Lincoln University, PA 19352  
Phone: 484-368-7825  
Fax: 610-998-1999  
Contact: Tim Nilan  
timnilan@woodexportcorp.com | Logger  
Firewood dealer  
Log and bolt  
Pulp and paper mill  
Wood chipper  
Land clearing | All species | Animal bedding  
Bark mulch  
Exported lumber/logs  
Firewood  
Hardwood chips  
Hardwood pulpwood  
Hardwood sawlogs  
Hardwood veneer  
Mulch  
Sawlogs  
Veneer logs  
Whole tree chips |
| **Timber Harvest, Inc.**  
10849 Chapel Road  
Cordova, MD 21625  
Phone: 410-364-5959  
Fax: 410-364-5219  
Contact: Phil MacDonald  
lmacdonald@atlanticbb.net  
**Areas: Kent, Sussex** | Logger  
Firewood dealer | Hardwood  
Pine  
Pine pulp | Firewood  
Hardwood pulpwood  
Hardwood sawlogs  
Hardwood veneer  
Sawlogs  
Veneer logs |
| **Toth Land Clearing**  
124 Simmons Road  
Sellersville, PA 18960  
Phone: 215-257-5150  
Fax: 215-257-5276  
Contact: Ed  
tothtree@aol.com  
**Areas: New Castle** | Tree removal  
Pulp chip producer  
Wood chipper | All species | Chips  
Hardwood chips  
Mats  
Softwood chips  
Whole tree chips |
| **Vickers, Mike**  
540 Connell Drive  
Bear, DE 19701  
Phone: 302-834-1692  
Fax: 302-834-4758  
Contact: Mike Vickers  
tdlogger@aol.com  
**Areas: New Castle, Kent, Sussex** | Logger  
Timber buyer | White oak  
Red oak  
Poplar  
Cherry  
Ash  
Walnut  
Gum | Exported lumber/logs  
Hardwood sawlogs  
Hardwood veneer  
Sawlogs  
Veneer logs  
Other: Stave logs |
<table>
<thead>
<tr>
<th>Business Name and Address</th>
<th>Type of Business</th>
<th>Species</th>
<th>Products Sold</th>
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<tbody>
<tr>
<td><strong>Weaber, Inc.</strong></td>
<td>Commercial Sawmill</td>
<td>Tulip poplar</td>
<td>Animal bedding</td>
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<tr>
<td>1231 Mt. Wilson Road</td>
<td>Dry kiln</td>
<td>Red oak</td>
<td>Bark mulch</td>
</tr>
<tr>
<td>Lebanon, PA 17042</td>
<td>Dimension and furniture parts</td>
<td>White oak</td>
<td>Cross ties</td>
</tr>
<tr>
<td>Phone: 800-745-9663</td>
<td>Logger</td>
<td>Ash</td>
<td>Dimension hardwood</td>
</tr>
<tr>
<td>Fax: 717-867-4904</td>
<td>Pulp chip producer</td>
<td>Walnut</td>
<td>Dressed lumber</td>
</tr>
<tr>
<td>Contact: Dennis M. Brehm</td>
<td>Residue use manufacturer</td>
<td>Misc. species</td>
<td>Exported lumber/logs</td>
</tr>
<tr>
<td><a href="mailto:dbrehm@weaberlumber.com">dbrehm@weaberlumber.com</a></td>
<td></td>
<td></td>
<td>Fencing</td>
</tr>
<tr>
<td><a href="http://www.weaberlumber.com">www.weaberlumber.com</a></td>
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<td></td>
<td>Flooring</td>
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<tr>
<td><strong>Areas: New Castle, Kent, Sussex</strong></td>
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<td>Grade lumber</td>
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<td>Green lumber</td>
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<td>Kiln-dried lumber</td>
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<td>Lumber</td>
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<td>Pallet cants</td>
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<td>Pallet lumber</td>
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<td>Switch ties</td>
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<td>Veneer logs</td>
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<tr>
<td><strong>Whitetail Country Logging</strong></td>
<td>Tree removal *</td>
<td>Firewood (tree length)</td>
<td>Piling</td>
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<tr>
<td>16075 Russell Road</td>
<td>Logger</td>
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<td>Sawlogs</td>
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<tr>
<td>Delmar, DE 19940</td>
<td>Hunt club management</td>
<td></td>
<td>Veneer logs</td>
</tr>
<tr>
<td>Phone: 302-846-3982</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact: David</td>
<td>*Offers large tree removal in large areas without a clearcut</td>
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<tr>
<td><strong>Areas: Sussex</strong></td>
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<tr>
<td>Business Name and Information</td>
<td>Type of Business</td>
<td>Species</td>
<td>Products Sold</td>
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<tr>
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<td><strong>Fairfield Pallet Co., Inc.</strong></td>
<td>Pallet and container</td>
<td>Wood chipper</td>
<td>Bark mulch</td>
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<tr>
<td>P.O. Box 361</td>
<td></td>
<td></td>
<td>Chips</td>
</tr>
<tr>
<td>Fairton, NJ 08320</td>
<td></td>
<td></td>
<td>Hardwood chips</td>
</tr>
<tr>
<td>Phone: 856-455-7999</td>
<td></td>
<td></td>
<td>Mulch</td>
</tr>
<tr>
<td><a href="http://www.fairfieldpallet.com">www.fairfieldpallet.com</a></td>
<td></td>
<td></td>
<td>Pallets (new)</td>
</tr>
<tr>
<td>Areas: New Castle</td>
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<td>Used pallets</td>
</tr>
<tr>
<td><strong>Greenwood Pallet Co., Inc.</strong></td>
<td>Pallet and container</td>
<td></td>
<td>Animal bedding</td>
</tr>
<tr>
<td>P.O. Box 120</td>
<td></td>
<td></td>
<td>Mulch</td>
</tr>
<tr>
<td>Greenwood, DE 19950</td>
<td></td>
<td></td>
<td>Pallet lumber</td>
</tr>
<tr>
<td>Phone: 302-337-8181</td>
<td></td>
<td></td>
<td>Pallet parts</td>
</tr>
<tr>
<td>Fax: 302-337-0188</td>
<td></td>
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<td>Pallets (new)</td>
</tr>
<tr>
<td><a href="mailto:greenwoodpallet@gmail.com">greenwoodpallet@gmail.com</a></td>
<td></td>
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<td>Pallets (reconditioned)</td>
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<tr>
<td>Areas: Sussex</td>
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<td>Skids</td>
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<td>Used pallets</td>
</tr>
<tr>
<td><strong>Mid-Atlantic Pallet Co., Inc.</strong></td>
<td>Pallet and container</td>
<td>Ash</td>
<td>Pallets (new)</td>
</tr>
<tr>
<td>7407 Sparr Drive</td>
<td></td>
<td>Oak</td>
<td>Pallets</td>
</tr>
<tr>
<td>Kingsville, MD 21087</td>
<td></td>
<td>Maple</td>
<td>(reconditioned)</td>
</tr>
<tr>
<td>Phone: 410-879-1700</td>
<td></td>
<td></td>
<td>Sawdust</td>
</tr>
<tr>
<td>Fax: 410-879-9365</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Contact: Pete Weincek</td>
<td></td>
<td></td>
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<tr>
<td>Areas: New Castle, Kent, Sussex</td>
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<tr>
<td><strong>William Leigh, LLC</strong></td>
<td>Custom sawmill</td>
<td>Oak (red, white, pin)</td>
<td>Beams</td>
</tr>
<tr>
<td>1616 Old Elk Neck Road</td>
<td>Firewood dealer</td>
<td>Hickory</td>
<td>Contract sawing</td>
</tr>
<tr>
<td>Elkton, MD 21921</td>
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<td>Custom sawing</td>
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<tr>
<td>Phone: 443-945-6533</td>
<td></td>
<td>Poplar</td>
<td>Custom planking</td>
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<tr>
<td>Contact: John Sparks, Jr.</td>
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<td>Firewood</td>
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<tr>
<td><a href="mailto:jsparks1616@verizon.net">jsparks1616@verizon.net</a></td>
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<td>Slabs</td>
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<tr>
<td>Areas: New Castle</td>
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<tr>
<td>Business Name and Information</td>
<td>County Assistance</td>
<td>Additional Information</td>
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<tr>
<td><strong>Comprehensive Land Services</strong></td>
<td>New Castle</td>
<td>Forest management plans</td>
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<tr>
<td>1911 Barren Road</td>
<td>Kent</td>
<td>Timber inventory and appraisal</td>
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<tr>
<td>Oxford, PA 19363</td>
<td>Sussex</td>
<td>Forest harvest supervision</td>
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<td>Phone: 610-564-5222</td>
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<td>Reforestation assistance</td>
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<tr>
<td>Fax: 717-529-2041</td>
<td></td>
<td>Wildlife management</td>
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<tr>
<td>Contact: Patrick Fasano (owner)</td>
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<td>Timber trespass appraisal</td>
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<td>comprehensivelandservices.com</td>
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<td>Wetland delineation</td>
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<tr>
<td><a href="mailto:pfasano@aol.com">pfasano@aol.com</a></td>
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<td>Hunt club management</td>
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<td>Other services: Easement inspections, monitoring</td>
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<tr>
<td><strong>Eccleston Forestry Service, LLC</strong></td>
<td>Kent</td>
<td>Forest management plans</td>
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<tr>
<td>24506 Fullbrook Lane</td>
<td>Sussex</td>
<td>Timber inventory and appraisal</td>
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<tr>
<td>Dames Quarter, MD 21821</td>
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<td>Forest harvest supervision</td>
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<tr>
<td>Phone: 410-726-1427</td>
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<tr>
<td>Contact: Steve Eccleston</td>
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<td><a href="mailto:seccleston1@comcast.net">seccleston1@comcast.net</a></td>
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<tr>
<td><strong>Klunk Forestry Services, Inc.</strong></td>
<td>Kent</td>
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<tr>
<td>P.O. Box 448</td>
<td>Sussex</td>
<td>Timber inventory and appraisal</td>
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<tr>
<td>Queenstown, MD 21658</td>
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<td>Reforestation assistance</td>
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<tr>
<td>Phone: 410-924-2270</td>
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<td>Wildlife management</td>
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<td>Fax: 410-827-5358</td>
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<tr>
<td>Contact: James Klunk</td>
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<tr>
<td><a href="mailto:Klunkinc@wildblue.net">Klunkinc@wildblue.net</a></td>
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<tr>
<td><strong>Parker Forestry Service, Inc.</strong></td>
<td>New Castle</td>
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<td>PO Box 2171</td>
<td>Kent</td>
<td>Timber inventory and appraisal</td>
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<tr>
<td>Salisbury, MD 21802</td>
<td>Sussex</td>
<td>Forest harvest supervision</td>
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<tr>
<td>Phone: 410-546-9696</td>
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<td>Reforestation assistance</td>
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<tr>
<td>Fax: 410-546-1018</td>
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<td>Wildlife management</td>
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<tr>
<td>Contact: Skip Jones/Stacey Esham</td>
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<td>Timber trespass appraisal</td>
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<td><a href="mailto:skipjones@parkerforestryservices.com">skipjones@parkerforestryservices.com</a></td>
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<td>GIS/GPS services</td>
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<td>Operating since 1983</td>
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<td>Hunt club management</td>
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<td><strong>Gelbert, Fulbright and Randolph Forestry Consultants</strong></td>
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<td>Forest management plans</td>
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<td>P.O. Box 2677</td>
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<td>Salisbury, MD 21802</td>
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<td>Phone: (410) 219-3718</td>
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<td>Timber sales</td>
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<td>Fax: (410) 219-3310</td>
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<tr>
<td>Rachel Egolf</td>
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<td>Thinning - marketing and oversight</td>
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<td><a href="http://www.gfrforestry.com">www.gfrforestry.com</a></td>
<td></td>
<td>GIS/GPS mapping and database management</td>
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<tr>
<td><a href="mailto:regolf@gfrforestry.com">regolf@gfrforestry.com</a></td>
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</table>
| Forestry Solutions | New Castle Kent Sussex | Forest management plans  
Timber inventory and appraisal  
Forest harvest supervision  
Reforestation assistance  
Timber trespass appraisal  
Other:  
Harvesting plans  
Working forest conservation easements |
|---|---|---|
| c/o Timothy A. Kaden, Certified Forester  
724 Green Winged Trail  
Camden, DE 19934  
Phone: (302) 697-7066  
Email: greatnowandthen@yahoo.com  
Member, Society of American Foresters  
SAF-certified with 46 years experience |  |  |

**GLOSSARY OF FORESTRY TERMS**

**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.

**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.
**Glossary of Forestry Terms**

**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 factors of fire danger.

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

**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 principles 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.

**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 (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.

**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.)

**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 naturally (establishment of seedlings from seed of surrounding trees) or artificially (planting or seeding by man).

**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 into their final use products (e.g., furniture, paper, etc.).

Seedling = a young tree grown from seed from its germination 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 and 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; diskig; 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’s termed aerial or skyline skidding.

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

Softwood = a conventional term for 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).

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 ½" taper for each 4" of length and 1/16" shrinkage in each 1" of board. (International ¼" Rule assumes ¼" 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 ¼” 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.)

Society of American Foresters’ Online Forestry Dictionary:
http://www.dictionaryofforestry.org/
OFFICE LOCATIONS

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