

DELAWARE WOOD INDUSTRY

PRIMARY AND SECONDARY DIRECTORY



Delaware Wood Industry

Primary & Secondary Directory
Delaware Department of Agriculture



Serving Agriculture and
Protecting Consumers

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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.

DELAWARE PRIMARY WOOD PROCESSORS AND BUYERS

Business Name and Address	Type of Business	Species	Products Sold
<p>A. Bruce Miller Logging 8611 Harmony Road Denton, MD 21629 Phone: 410-924-5797 Contact: Bruce Miller Areas: Kent, Sussex</p>	<p>Logger</p>	<p>All species— hardwoods and pine</p>	<p>Animal bedding Hardwood sawlogs Sawlogs</p>
<p>Arborcare Tree Experts, Inc. 5100 Hanover Pike Manchester, MD 21100 Phone: 410-239-6888 Fax: 410-239-6886 Contact: Jim Yirka jimmyyirka@aol.com arborcaremd.com Areas: New Castle, Kent, Sussex</p>	<p>Tree removal Logger Firewood dealer Wood chipper Forest harvest supervision Timber buyer</p>	<p>Hardwood</p>	<p>Animal bedding Chips Firewood Hardwood chips Hardwood sawlogs Hardwood veneer Veneer logs Whole tree chips</p>
<p>Bane's Firewood Inc. 7 Darlington Road Havre de Grace, MD 21078 Phone: 410-688-2496 Fax: 410-734-6403 Contact: Shannon Bane Areas: New Castle, Kent, Sussex</p>	<p>Logger Firewood dealer</p>	<p>Oak Poplar Gum Maple Cherry Walnut All species</p>	<p>Hardwood pulpwood Sawlogs Softwood plywood Veneer logs</p>



DELAWARE PRIMARY WOOD PROCESSORS AND BUYERS

Business Name and Address	Type of Business	Species	Products Sold
<p>Bartsch's Sawmill 186 McKay's Corner Townsend, DE 19734 Phone: 302-653-9721 Fax: 302-659-1256 Contact: Frank Bartsch Areas: New Castle</p>	<p>Commercial sawmill Handle mill Custom sawmill Pallet and container Logger Firewood dealer</p>	<p>All Hardwoods</p>	<p>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</p>
<p>Beauchamp Logging, Inc. 11171 Harry Riggan Road Princess Anne, MD 21853 Phone: 410-651-1967 Fax: 410-651-1967 Contact: Wayne, Mary Areas: New Castle, Kent, Sussex</p>	<p>Logger</p>	<p>Pine Hardwood</p>	

MORE THAN 2,000 JOBS ARE DIRECTLY TIED TO FORESTRY IN THE FIRST STATE.

Source: <http://ag.udel.edu/deagimpact/AgInDeEconB.pdf>

DELAWARE PRIMARY WOOD PROCESSORS AND BUYERS

Business Name and Address	Type of Business	Species	Products Sold
<p>Bridges Land Management, Inc. 1114 South Talbot Street St. Michaels, MD 21663 Phone: 410-820-4784 Fax: 410-820-4131 Contact: Eric Bridges info@bridgesland.com www.bridgeslandmanagement.com Areas: New Castle, Kent, Sussex</p>	<p>Tree removal Logger Pulp chip producer Firewood dealer Log and bolt Wood chipper</p> <p>Also offers: Forest management plans Reforestation assistance Wildlife management Hunt club management</p>		<p>Bark mulch Firewood Green lumber Hardwood chips Hardwood pulpwood Hardwood veneer Mats Mulch Whole tree chips</p>
<p>Charles Lyons Jr. & Sons 5940 Bell Creek Road Preston, MD 21655 Phone: 410-829-4946 Contact: Kent Areas: Kent, Sussex</p>	<p>Logger Firewood dealer</p>		<p>Firewood Hardwood sawlogs Hardwood veneer Sawlogs Veneer lumber</p>
<p>Copeland's Tree Service 2 Honeysuckle Drive Stanton, DE 19804 Phone: 302-633-9536 Fax: 302-633-9534 Contact: James Copeland www.copelandsmulchdepot.com Areas: New Castle, Kent, Sussex</p>			<p>Hardwood chips Mulch Whole tree chips</p>

ALMOST 30 PERCENT OF DELAWARE IS FORESTED (360,000 ACRES), WITH OVER 75 PERCENT OWNED PRIVATELY.

DELAWARE PRIMARY WOOD PROCESSORS AND BUYERS

Business Name and Address	Type of Business	Species	Products Sold
<p>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</p>	Logger	Pine Hardwood	
<p>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</p>	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
<p>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</p>	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

**THE DELAWARE FOREST SERVICE
OFFERS FREE MANAGEMENT PLANS.**

DELAWARE PRIMARY WOOD PROCESSORS AND BUYERS

Business Name and Address	Type of Business	Species	Products Sold
<p>Custom Timber Service Inc. 4810 Trenton Mill Road Upperco, MD 21155 Phone: 410-596-3143 Contact: Ken Zeriat Areas: New Castle, Kent, Sussex</p>	<p>Custom sawmill Tree removal Logger Firewood dealer</p>	<p>Oak Poplar Cherry Walnut</p>	<p>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</p>
<p>David W. Ross Logging, LLC 11171 Central Avenue Ridgely, MD 21660 Phone: 410-634-1672 Contact: Dave Ross dwr727@hotmail.com Areas: New Castle, Kent, Sussex</p>	<p>Logger</p>	<p>All</p>	<p>Grade lumber Green lumber Hardwood sawlogs Hardwood veneer Sawlogs Veneer logs</p>
<p>Delmarva Hardwood Products Inc. 28950 Seaford Road Laurel, DE 19956 Phone: 302-349-4101 Fax: 302-349-5630 Contact: Ben Gordy 302-228-9737 ben-dhp@comcast.net Areas: New Castle, Kent, Sussex</p>	<p>Commercial sawmill Firewood dealer Timber buyer Free evaluation of timberland</p>	<p>Pine Hardwood</p>	<p>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</p>

DELAWARE PRIMARY WOOD PROCESSORS AND BUYERS

Business Name and Address	Type of Business	Species	Products Sold
<p>Delmarva Timber Service Inc. 610 Pine Tree Lane Townsend, DE 19734 Phone: 484-885-6969 Fax: 302-449-4949 Contact: Donald Vickers delmarvatimberservices@gmail.com Areas: New Castle, Kent, Sussex</p>	<p>Tree removal Logger Land clearing</p>	<p>White oak Red oak Gum Paulownia Maple Poplar Cherry Walnut</p>	<p>Hardwood sawlogs Hardwood veneer Pallet lumber Poles and timber Sawlogs Switch ties Veneer lumber</p>
<p>Diamond State Logging 1950 Pearsons Corner Road Hartly, DE 19953 Phone: 302-632-4866 Contact: Michael Beachy Areas: Kent</p>	<p>Logger</p>		
<p>Dorchester Lumber Co. Inc. P.O. Box 98 3914 Ocean Gateway Linkwood, MD 21835 Phone: 410-228-1530 Fax: 410-228-2243 Contact: Beth Hill Areas: Kent, Sussex</p>	<p>Commercial sawmill Peeled post producer Custom sawmill Dry kiln Logger Pulp chip producer</p>	<p>Southern yellow pine Red and white oak Gum Maple Mixed hardwood</p>	<p>Animal bedding Bark Bark mulch Barn poles Beams Cants Cross ties Custom sawing Dimension hardwood Dressed lumber Fence posts Grade lumber Green lumber Hardwood chips Hardwood lumber Kiln-dried lumber Lumber Pallet lumber Piling Poles and timber Sawdust Softwood chips Switch ties</p>

DELAWARE PRIMARY WOOD PROCESSORS AND BUYERS

Business Name and Address	Type of Business	Species	Products Sold
E & A Logging, LLC 2829 Offutt Road Randallstown, MD 21133 Phone: 410-375-9059 Contact: Ed Stanfield Email: ebstanfield@verizon.net Areas: New Castle, Kent, Sussex	Logger Timber buyer	Veneer oak (red and white) Poplar	Veneer logs
E & L Logging P.O. Box 155 Barclay, MD 21607 Phone: 410-438-3305 Contact: Edward Clough Areas: Kent	Commercial sawmill Logger	Mixed hardwood	Green lumber Hardwood sawlogs Sawlogs
Eastern Shore Forest Products, Inc. 3667 St. Lukes Road Salisbury, MD 21804 Phone: 410-742-5540 Fax: 410-548-7136 Contact: Tom Johnson tjohnson@dmv.com www.esforest.com Areas: New Castle, Kent, Sussex	Wood chipper	Hardwood	Animal bedding Bark Bark mulch Whole tree chips



DELAWARE PRIMARY WOOD PROCESSORS AND BUYERS

Business Name and Address	Type of Business	Species	Products Sold
<p>Edrich Lumber, Inc. 9700 Old Court Road Windsor Mill, MD 21244 Phone: 410-922-5959 Fax: 410-521-2778 Contact: Doug Wolinski edrichfn@erols.com www.mulchbaltimore.com Areas: New Castle, Kent, Sussex</p>	<p>Commercial sawmill Dry kiln Pallet and container Log and bolt Timber buyer</p>	<p>Round wood oak Poplar Pine Hardwood Saw logs</p>	<p>Animal bedding Bark mulch Beams Cants Chips Custom planking Dimension hardwood Dressed lumber Exported lumber/logs Grade lumber Green lumber Hardwood chips Hardwood lumber Hardwood sawlogs Hardwood veneer Lumber Mulch Pallet cants Pallet lumber Pallet parts Sawdust Sawlogs Softwood lumber Veneer logs</p>
<p>Egolf Forest Harvesting, Inc. 36642 Horsey Church Road Delmar, DE 19940 Phone: 410-430-7347 Contact: Arthur Egolf Areas: Sussex</p>	<p>Logger</p>	<p>Pine pulp Hardwood pulp Pine saw timber</p>	<p>Hardwood pulpwood</p>

COST-SHARE FUNDING IS AVAILABLE TO FOREST LANDOWNERS FOR VARIOUS MANAGEMENT ACTIVITIES. 302-856-2983.

DELAWARE PRIMARY WOOD PROCESSORS AND BUYERS

Business Name and Address	Type of Business	Species	Products Sold
<p>Elben Logging, LLC P.O. Box 517 Cordova, MD 21625 Phone: 443-786-7954 Contact: John Elben john.elben@yahoo.com Areas: New Castle, Kent, Sussex</p>	Logger		Firewood Hardwood pulpwood Sawlogs
<p>ER Vickers LLC 626 Blackbird Greenspring Road Smyrna, DE 19977 Phone: 302-659-0128 Fax: 302-538-0550 Contact: Edward Vickers Areas: New Castle, Kent, Sussex</p>	Logger	All timber but specialize in black walnut and white oak	Veneer logs
<p>Farm Harvesters of Delaware, Inc. 202 Ely Avenue Franklinville, NJ 08322 Phone: 856-629-1029 Fax: 856-629-9029 Contact: Barbara Lange farmharvesters@gmail.com Areas: New Castle, Kent</p>	Wood chipper	All species	Bagged mulch Pallets (reconditioned)
<p>Forest Friendly Logging, Inc. 36127 Purnell Crossing Road Willards, MD 21874 Phone: 410-430-3202 Fax: 410-835-3510 Contact: Edward Moore timber2@mchsi.com Areas: New Castle, Kent, Sussex</p>	Logger Thinning and clearcut	Pine timber Pine pulp Mixed hardwood timber and pulp	Hardwood pulpwood Piling Pine pulpwood (tree length)
<p>Gatewood, Inc. 18420 E. Robbins Road Georgetown, DE 19947 Phone: 302-542-1151 Contact: Chuck Graves Areas: Sussex</p>	Logger Residue use manufacturer Land clearing	All species	Bark mulch Hardwood sawlogs Mulch Piling Poles and timber Sawlogs

DELAWARE PRIMARY WOOD PROCESSORS AND BUYERS

Business Name and Address	Type of Business	Species	Products Sold
Glatfelter P.O. Box 146 Delmar, DE 19940 Phone: 410-896-9283 Fax: 410-896-3540 Contact: Todd Berman todd.berman@glatfelter.com www.glatfelter.com Areas: Sussex	Logger Pulp chip producer Pulp and paper mill Wood chipper	Loblolly White pine Virginia pine Poplar Sweetgum Maple Oak	Bark mulch Hardwood chips Hardwood pulpwood Poles and timber Sawlogs
Hardwood Mills, Inc. P.O. Box 660 Millington, MD 21651 Phone: 410-928-3142 Fax: 410-928-3503 Contact: Wayne Carrick www.hardwoodmills.com Areas: New Castle, Kent, Sussex	Commercial mill Timber buyer	All species	Grade lumber Green lumber Hardwood chips Hardwood lumber Mats Mulch
J & T Logging 18347 Chaplins Chapel Road Bridgeville, DE 19933 Phone: 302-337-0207 Fax: 302-337-0207 Contact: Tim Hopper jtloggin@aol.com Areas: New Castle, Kent, Sussex	Logger	Pine Hardwood Sawtimber Pulpwood	
Johnson Lumber Co., Inc. 11561 Longwoods Road Easton, MD 21601 Phone: 410-822-5476 Fax: 410-820-4250 Contact: Alan Johnson info@johnson-lumber-co.com www.johnson-lumber-co.com Areas: New Castle, Kent, Sussex	Commercial sawmill	Oak Poplar Gum Beech Hickory Maple	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

DELAWARE PRIMARY WOOD PROCESSORS AND BUYERS

Business Name and Address	Type of Business	Species	Products Sold
<p>McClain Sawmill 7290 Cannon Road Bridgeville, DE 19933 Phone: 302-381-2369 Contact: Scott McClain mcclainsawmill73@yahoo.com Areas: Sussex</p>	<p>Custom sawmill Logger Firewood dealer</p>	<p>Pine Hardwood (primary)</p>	<p>Cants Contract sawing Custom sawing Dimension hardwood Fencing Firewood Hardwood lumber Lumber Mats Sawdust Slabs Truck mats</p>
<p>Mid Shore Timber 7141 Hubbard Road Federalsburg, MD 21632 Phone: 410-754-7563 Contact: Mike Williamson midshoretimber-resources@gmail.com Areas: Kent, Sussex</p>	<p>Logger * Specializing in hardwood and pine selection harvest and TSI</p>	<p>Pine Poplar Oak Gum Beech Maple All</p>	<p>Hardwood sawlogs Poles and timber Sawlogs Veneer logs</p>
<p>Mike Biddle Logging, LLC P.O. Box 70 Henderson, MD 21640 Phone: 410-482-8736 Contact: Mike Biddle j.biddleol@comcast.net Areas: New Castle, Kent, Sussex</p>	<p>Logger Timber inventory and appraisal</p>	<p>Oak Pine Poplar Ash Gum Maple</p>	<p>Cedar lumber Firewood Hardwood lumber Hardwood pulpwood Hardwood sawlogs Hardwood veneer Mats Sawlogs Softwood lumber Veneer logs</p>



DELAWARE PRIMARY WOOD PROCESSORS AND BUYERS

Business Name and Address	Type of Business	Species	Products Sold
<p>Millville Lumber Co. Inc. 6781 Snow Hill Road P.O. Box 302 Snow Hill, MD 21863 Phone: 410-632-2511 Fax: 410-632-2136 Contact: Bryan Tilghman bryan@millvillelumber.us Areas: Sussex</p>	<p>Commercial Sawmill Dry kiln</p>	<p>Pine</p>	<p>Bark Chips Dressed lumber Fencing Grade lumber Green lumber Kiln-dried lumber Lumber Sawdust Softwood lumber</p>
<p>Paul M. Jones Lumber Co. Inc. P.O. Box 333 324 E. Market Street Snow Hill, MD 21863 Phone: 410-632-1556 Fax: 410-632-3772 Contact: Linda Payne pmj-linda@verizon.net Areas: Kent, Sussex</p>	<p>Commercial Sawmill Dry kiln Piling mill Forest management plans Timber inventory and appraisal Forest harvest supervision Timber buyer</p>	<p>Loblolly pine</p>	<p>Dressed lumber Exported lumber/logs Kiln-dried lumber Lumber Piling Poles and timber Sawdust Softwood chips</p>
<p>Pete's Pulpwood 20287 Hardscrabble Road Georgetown, DE 19947 Phone: 302-943-6326 Contact: Peter Brown Areas: New Castle, Kent, Sussex</p>	<p>Low ground cutting</p>	<p>Pine logs Pine pulp Hardwood</p>	
<p>Reliable Log Removal 1375 River Road Drumore, PA 17518 Phone: 717-548-0909 Fax: 717-548-0909 Contact: Bob Currey Areas: New Castle</p>	<p>Logger Log and bolt Pulp and paper mill Hauling logs for tree service companies</p>	<p>All species</p>	<p>Cedar lumber Exported lumber/logs Hardwood sawlogs Sawlogs Veneer logs</p>
<p>Renshaw Logging 24915 Collins Wharf Road Eden, MD 21822 Phone: 410-543-2757 Fax: 410-543-2140 Contact: Marty Renshaw renshawlogging@yahoo.com Areas: Sussex</p>	<p>Logger</p>	<p>Pine sawlogs Hardwood logs Pine pulpwood Hardwood pulpwood Firewood</p>	<p>Firewood Hardwood pulpwood Hardwood sawlogs Sawlogs</p>

DELAWARE PRIMARY WOOD PROCESSORS AND BUYERS

Business Name and Address	Type of Business	Species	Products Sold
<p>Richard James 24988 Asbury Road Georgetown, DE 19947 Phone: 302-856-3468 Contact: Richard James Areas: Sussex</p>	<p>Logger</p>	<p>Pine Hardwood</p>	
<p>Rising Sun Log Corp. 209 Springfield Drive North East, MD 21901 Phone: 410-658-6892 Fax: 410-658-9763 Contact: Tim Brooks brooks.timothy21@yahoo.com Areas: New Castle, Kent, Sussex</p>	<p>Logger Buyer of veneer logs</p>	<p>Poplar Oak Ash Hickory Walnut</p>	<p>Exported lumber/logs Hardwood sawlogs Veneer logs</p>
<p>Robert Puppe Logging 21165 Haven Road Rock Hall, MD 21611-1324 Phone: 410-708-7247 Areas: New Castle, Kent, Sussex</p>	<p>Logger</p>	<p>Oak Poplar Gum Hickory</p>	<p>Sawlogs Veneer lumber</p>
<p>Schauber's Lumber Sawmill Inc. 1401 McGinnes Road P.O. Box 869 Chestertown, MD 21620 Phone: 410-778-7077 Fax: 410-778-1765 Contact: Francis Schauber and Dale Reece francis@schaubers-lumber.com www.schaubers-lumber.com Areas: New Castle, Kent, Sussex</p>	<p>Commercial sawmill Custom sawmill Tree removal Logger Residue use manufacturer Firewood dealer Timber inventory and appraisal Forest harvest supervision</p> <p>Other: mulch, gree, double ground and playground fiber</p>	<p>White oak Red oak Beech Hickory Poplar Maple Gum Cherry All other hardwoods</p>	<p>Animal bedding Beams Custom sawing Custom planking Exported lumber/logs Firewood Grade lumber Green lumber Hardwood lumber Lumber Mulch Sawdust Veneer logs</p>

DELAWARE PRIMARY WOOD PROCESSORS AND BUYERS

Business Name and Address	Type of Business	Species	Products Sold
<p>Simpson, Doug 13809 Haven Road Bridgeville, DE 19933 Phone: 302-858-3194 Contact: Doug Email: tmbrcruiser@aol.com Areas: New Castle, Kent, Sussex</p>	Timber buyer only	Pine All hardwoods	
<p>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</p>	Tree removal Logger	Hardwoods Loblolly pine	Hardwood sawlogs Hardwood veneer
<p>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</p>	Wood chipper		Bagged mulch Bark mulch Chips Hardwood chips Mulch Pallets (new) Pallets (reconditioned) Used pallets Whole tree chips
<p>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</p>	Commercial sawmill Custom sawmill Pallet and container Logger Firewood dealer	All species	Animal bedding Cants Fencing Green lumber Hardwood lumber Pallet lumber Sawdust Skids

DELAWARE PRIMARY WOOD PROCESSORS AND BUYERS

Business Name and Address	Type of Business	Species	Products Sold
<p>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</p>	<p>Logger Firewood dealer Log and bolt Pulp and paper mill Wood chipper Land clearing</p>	<p>All species</p>	<p>Animal bedding Bark mulch Exported lumber/logs Firewood Hardwood chips Hardwood pulpwood Hardwood sawlogs Hardwood veneer Mulch Sawlogs Veneer logs Whole tree chips</p>
<p>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</p>	<p>Logger Firewood dealer</p>	<p>Hardwood Pine Pine pulp</p>	<p>Firewood Hardwood pulpwood Hardwood sawlogs Hardwood veneer Sawlogs Veneer logs</p>
<p>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</p>	<p>Tree removal Pulp chip producer Wood chipper</p>	<p>All species</p>	<p>Chips Hardwood chips Mats Softwood chips Whole tree chips</p>
<p>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</p>	<p>Logger Timber buyer</p>	<p>White oak Red oak Poplar Cherry Ash Walnut Gum</p>	<p>Exported lumber/logs Hardwood sawlogs Hardwood veneer Sawlogs Veneer logs Other: Stave logs</p>

DELAWARE PRIMARY WOOD PROCESSORS AND BUYERS

Business Name and Address	Type of Business	Species	Products Sold
<p>Weaber, Inc. 1231 Mt. Wilson Road Lebanon, PA 17042 Phone: 800-745-9663 Fax: 717-867-4904 Contact: Dennis M. Brehm dbrehm@weaberlumber.com www.weaberlumber.com Areas: New Castle, Kent, Sussex</p>	<p>Commercial Sawmill Dry kiln Dimension and furniture parts Logger Pulp chip producer Residue use manufacturer</p>	<p>Tulip poplar Red oak White oak Ash Walnut Misc. species</p>	<p>Animal bedding Bark mulch Cross ties Dimension hardwood Dressed lumber Exported lumber/logs Fencing Flooring Framing Grade lumber Green lumber Hardwood chips Hardwood lumber Hardwood pulpwood Hardwood sawlogs Hardwood veneer Kiln-dried lumber Lumber Pallet cants Pallet lumber Sawdust Sawlogs Switch ties Veneer logs</p>
<p>Whitetail Country Logging 16075 Russell Road Delmar, DE 19940 Phone: 302-846-3982 Contact: David Areas: Sussex</p>	<p>Tree removal * Logger Hunt club management</p> <p>*Offers large tree removal in large areas without a clearcut</p>	<p>Firewood (tree length)</p>	<p>Piling Sawlogs Veneer logs</p>



DELAWARE SECONDARY WOOD INDUSTRY

Business Name and Information	Type of Business	Species	Products Sold
<p>Fairfield Pallet Co., Inc. P.O. Box 361 Fairton, NJ 08320 Phone: 856-455-7999 www.fairfieldpallet.com Areas: New Castle</p>	Pallet and container Wood chipper		Bark mulch Chips Hardwood chips Mulch Pallets (new) Used pallets
<p>Greenwood Pallet Co., Inc. P.O. Box 120 Greenwood, DE 19950 Phone: 302-337-8181 Fax: 302-337-0188 greenwoodpallet@gmail.com Areas: Sussex</p>	Pallet and container		Animal bedding Mulch Pallet lumber Pallet parts Pallets (new) Pallets (reconditioned) Skids Used pallets
<p>Mid-Atlantic Pallet Co., Inc. 7407 Sparr Drive Kingsville, MD 21087 Phone: 410-879-1700 Fax: 410-879-9365 Contact: Pete Weincek Areas: New Castle, Kent, Sussex</p>	Pallet and container	Ash Oak Maple	Pallets (new) Pallets (reconditioned) Sawdust
<p>William Leigh, LLC 1616 Old Elk Neck Road Elkton, MD 21921 Phone: 443-945-6533 Contact: John Sparks, Jr. jsparks1616@verizon.net Areas: New Castle</p>	Custom sawmill Firewood dealer	Oak (red, white, pin) Hickory Beech Poplar	Beams Contract sawing Custom sawing Custom planking Firewood Slabs

DELAWARE'S FORESTRY INDUSTRY HAS AN ECONOMIC IMPACT OF \$1 BILLION.

Source: <http://ag.udel.edu/deagimpact/AgInDeEconB.pdf>

CONSULTING FORESTERS

Business Name and Information	County Assistance	Additional Information
<p>Comprehensive Land Services 1911 Barren Road Oxford, PA 19363 Phone: 610-564-5222 Fax: 717-529-2041 Contact: Patrick Fasano (owner) comprehensivelandservices.com pfasano@aol.com</p>	<p>New Castle Kent Sussex</p>	<p>Forest management plans Timber inventory and appraisal Forest harvest supervision Reforestation assistance Wildlife management Timber trespass appraisal Wetland delineation Hunt club management Other services: Easement inspections, monitoring</p>
<p>Eccleston Forestry Service, LLC 24506 Fullbrook Lane Dames Quarter, MD 21821 Phone: 410-726-1427 Contact: Steve Eccleston seccleston1@comcast.net</p>	<p>Kent Sussex</p>	<p>Forest management plans Timber inventory and appraisal Forest harvest supervision</p>
<p>Klunk Forestry Services, Inc. P.O. Box 448 Queenstown, MD 21658 Phone: 410-924-2270 Fax: 410-827-5358 Contact: James Klunk Klunkinc@wildblue.net</p>	<p>Kent Sussex</p>	<p>Forest management plans Timber inventory and appraisal Reforestation assistance Wildlife management</p>
<p>Parker Forestry Service, Inc. PO Box 2171 Salisbury, MD 21802 Phone: 410-546-9696 Fax: 410-546-1018 Contact: Skip Jones/Stacey Esham skipjones@parkerforestryservices.com Operating since 1983</p>	<p>New Castle Kent Sussex</p>	<p>Forest management plans Timber inventory and appraisal Forest harvest supervision Reforestation assistance Wildlife management Timber trespass appraisal GIS/GPS services Hunt club management</p>
<p>Gelbert, Fulbright and Randolph Forestry Consultants P.O. Box 2677 Salisbury, MD 21802 Phone: (410) 219-3718 Fax: (410) 219-3310 Rachel Egolf www.gfrforestry.com regolf@gfrforestry.com</p>	<p>Sussex</p>	<p>Forest management plans Timber inventory and appraisal Forest harvest supervision Timber sales Hunt club management Thinning - marketing and oversight GIS/GPS mapping and database management</p>

<p>Forestry Solutions 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</p>	<p>New Castle Kent Sussex</p>	<p>Forest management plans Timber inventory and appraisal Forest harvest supervision Reforestation assistance Timber trespass appraisal Other: Harvesting plans Working forest conservation easements</p>
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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.

GLOSSARY OF FORESTRY TERMS

- 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.

GLOSSARY OF FORESTRY TERMS

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 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).

GLOSSARY OF FORESTRY TERMS

- 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; disking; herbicides, etc.
- Skidder** = equipment used to transport ground logs from one area of the forest floor to another area.
- Skidding** = a loose term for hauling logs by sliding, not on wheels, from stump to landing. If wholly off the ground it'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.

GLOSSARY OF FORESTRY TERMS

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/>

DELAWARE FOREST SERVICE

OFFICE LOCATIONS

**Administrative/Kent County Office:
Delaware Department of Agriculture
2320 South DuPont Highway
Dover, DE 19901
Phone: (302) 698-4500
FAX: (302) 697-6287**

**New Castle County:
Northern Regional Office
Blackbird State Forest
502 Blackbird Forest Road
Smyrna, DE 19977
Phone: (302) 653-6505
FAX: (302) 653-2869**

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