

Sustaining New York's Wood Processing Industry: Wood Procurement & Supply Management

*A Workshop for foresters, loggers & forest
landowners*

February 25, 1999

**SUNY College of Environmental Science and Forestry
Syracuse, NY**

Sponsored by

**State University of New York
College of Environmental Science and Forestry
Faculty of Forestry
ESF Continuing Education**

Workshop participants will be exposed to presentations and discussions on the following:

- * current trends associated with the region's wood supply;
- * skills and attributes of a procurement forester and manager;
- * identifying sources of stumpage;
- * negotiating and purchasing stumpage;
- * incorporating landowner assistance into the procurement program;
- * legal issues and ethics;
- * log yard management

Preliminary Workshop Schedule

8:30 am Registration

9:00 **Welcome and Introduction** - *Rene Germain*

- * Status of New York State's wood supply

9:20 **Setting-up Timber Sales**

- * Timber Sales on Nonindustrial Private Lands - Forestry Consultant
- * Timber Sales on Public Lands - DEC Forester

10:00 Feeding the Hungry Sawmill

- * Buying stumpage through the bidding process - Ind. Forester
- * Buying stumpage through negotiations with landowners - Ind. Forester
- * Landowner Assistance Programs - Ind. Forester
- * Log buyers versus timber buyers - Ind. Forester

11:15 The Dynamics of Procuring Pulpwood

- * Different ways of buying pulpwood - Ind. Forester
- * Controlling the flow - Ind. Forester

12:30 *Lunch* (included)

1:00 pm Managing the Wood Supply

- * Hardwood Sawlogs - Ind. Forester
- * Pine Sawlogs - Ind. Forester
- * Pulpwood - Ind. Forester

2:00 Legal Issues and Ethics

- * Contracts
- * Ordinances
- * Struggling with ethical dilemmas

3:00 General Comments and Discussion

3:30 Adjourn

Workshop Location:

Nifkin Lounge, Marshall Hall
State University of New York
College of Environmental Science & Forestry,
Syracuse, New York

SAF Certified Forester Credits: This workshop has been approved for 7 Category I Continuing Forestry Education credits.

To Register: *Please preregister!* Simply fill out and mail the registration form with your registration fee. You may register by phone by calling ESF Continuing Education at (315) 470-6891; or fax to (315) 470-6890.

Registration is limited to 35 participants; and five per organization, except with prior approval.

Early Registration Discount: Registrations *and payment* must be *postmarked* by February 15th to qualify for the early discount. Government or corporate purchase orders received by the deadline also qualify for the early discount.

Workshop Fees: Early registrations, postmarked by February 15th are eligible for the discount fee of \$125. If postmarked after February 15th, the full fee is \$145. The workshop fee includes lunch and refreshments, materials, and parking.

Fees are payable to SUNY-ESF.

VISA or MasterCard also accepted.

Refunds: SUNY-ESF reserves the right to cancel any program in the event of insufficient registrations. A full refund will be given if a program is canceled. Participants who wish to withdraw must give written notice one week in advance to receive a full refund. After that date a \$25 cancellation fee will be charged. Substitutions are permissible at any time.

Questions? Regarding registration, call ESF Continuing Education at (315)470-6891.

Registration Form

Wood Procurement & Supply Management

Name _____

Organization _____

Address _____

City _____ State _____ Zip _____

Phone (____) _____ Fax (____) _____ email _____

Register me for Wood Procurement & Supply Management Workshop on February 25, 1999. Enclosed is my workshop fee,

Fees: **If postmarked with payment** by February 15: \$

If postmarked with payment after February 15: \$

Credit Card Payment: VISA Mastercard Account Number: _____

Signature : _____ Expiration Date: _____

Special needs: _____

Mail form to: ESF Continuing Education, SUNY College of Environmental Science & Forestry, Syracuse, NY 13210-2784

FAX: 315-470-6890