

Forest Products Utilization & Marketing

5/4x6x10=160PCS

11/17/05 = POREM

Dan Rider

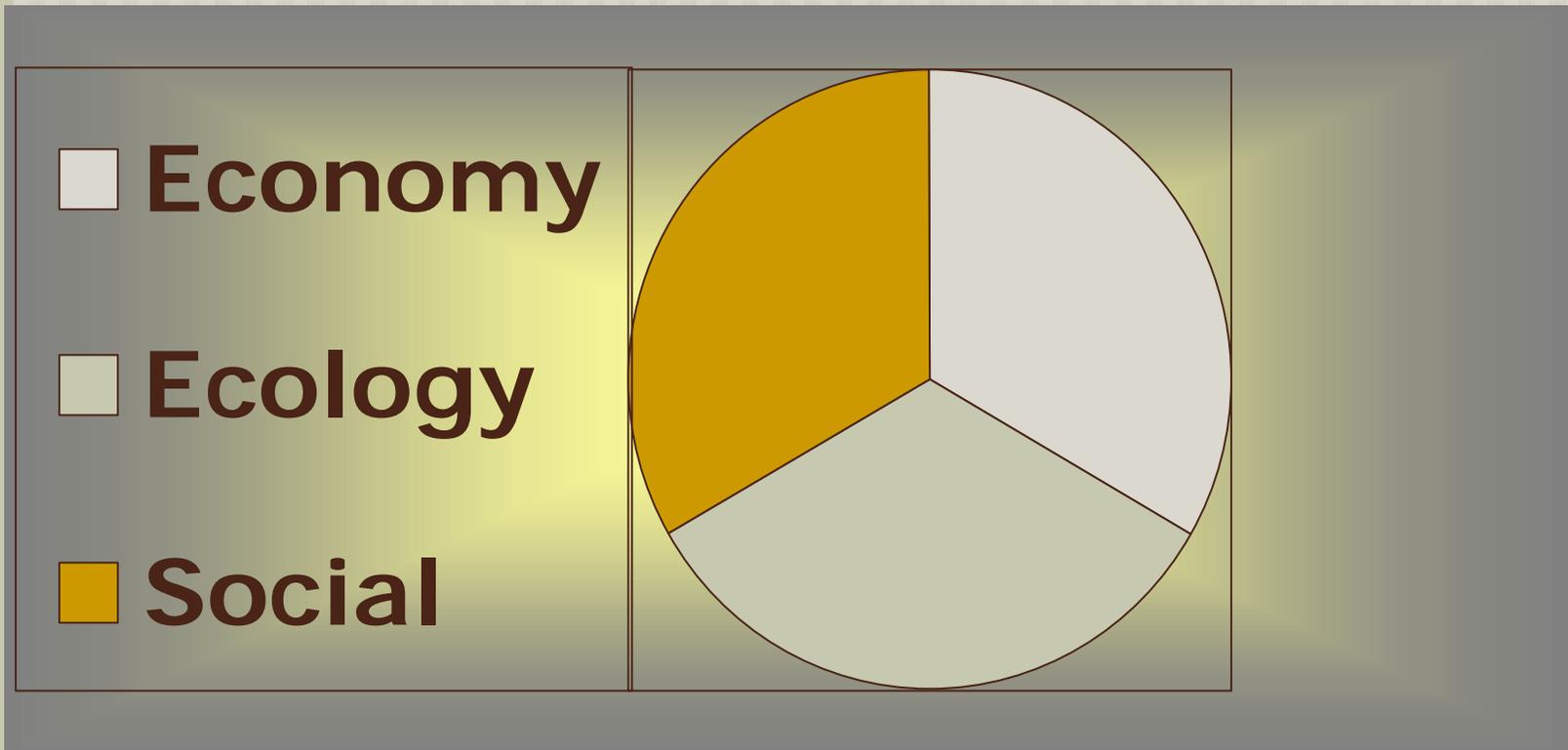
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Utilization & Marketing: Program Purpose

Serve the People - Serve the Forest



Utilization & Marketing

- a program of *PARTNERSHIPS*



(since we're all in this together)

Sawmill Notes

- Producing a commodity in low volume. Little price control.
- Greater percentage of lower grades. Less than 1/3 of sawn lumber makes grade.
- Marketing Plan is most important element. Anybody can make lumber – it's the selling part that's tricky.



Marketing Urban Wood 101

- Who needs what?
- Think vertically.
- Think grade (not yield).
- Do what they don't.



Working Woodlot Initiative

- Study tracking real-to-life micro-logging enterprise.
- Hope to learn the weak points of the system.



Hardwood Value Improvement Project

- Optimal log bucking to maximize *VALUE*.
- WERC (USFS)



Forestry for the Bay

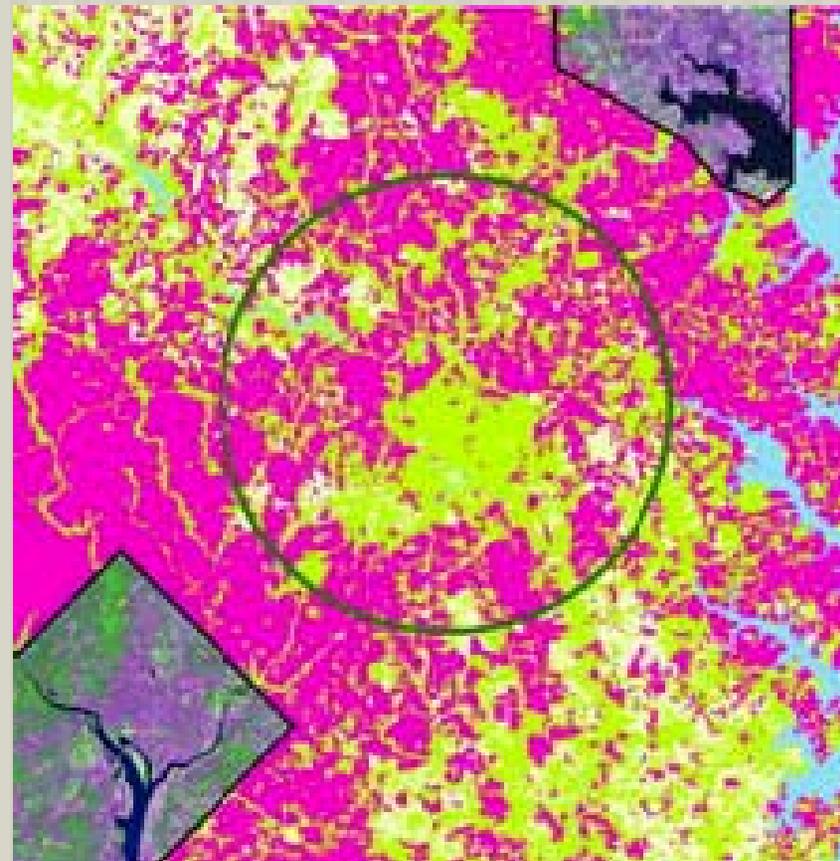


Forestry for the Bay

Promotes forest stewardship, especially to the small landowner.



Baltimore-Washington Forest Stewardship Partnership



Baltimore County Forest Sustainability Project



Forest Sustainability for Baltimore County

“Linking Communities to the Montreal Process Criteria & Indicators”
A Cooperative Federal, State, and Local Pilot Project



Fumigation facility

Example of how economic *INFRASTRUCTURE* impacts ecology.



Hardwood Poultry Litter

- WERC
- University of Delaware



Pellet Mill Feasibility Study

- USFS-State & Private Forestry
- MEDCO, MEA, DBED, ACDS



Wood Waste Study

- Maryland Center for Agro-Ecology



Wood-to-Energy

1. Proven.
2. Fuel abundant and renewable.
3. Cheap. (50% less than oil)
4. \$ stay local.
5. Clean & Green.
6. Publicly acceptable.



Wood-to-Energy *How It Works...*

Storage



Wood-to-Energy

How It Works...

Delivery



Wood-to-Energy

How It Works...

Conveyor



Wood-to-Energy

How It Works...

Combustion



Wood-to-Energy

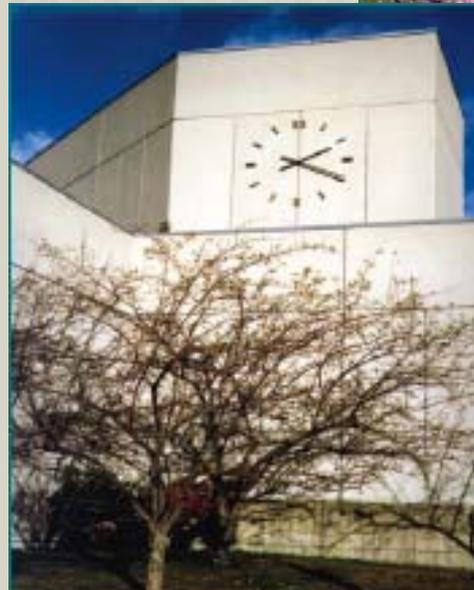
How It Works...

Distribution



Wood-to-Energy *Applications*

- Schools
- Hospitals
- Campuses
- Office complexes
- Warehouses



Wood.

~ the *natural* choice.