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Marketing Michigan Pulpwood
Michigan State University Cooperative Extension Service
F Folder Series
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Issued September 1957
5 pages

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MARKETING MICHIGAN PULPWOOD



COOPERATIVE EXTENSION SERVICE
MICHIGAN STATE UNIVERSITY
EAST LANSING

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MARKETING MICHIGAN PULPWOOD



A good market for pulpwood exists in Michigan at present and it promises to get even better as new mills become active. This good market can help all forest owners by giving them a profitable outlet for thinnings and products of improvement cuttings, as well as harvest cuts.

Michigan has 14 active wood pulp mills at present and soon will add 2 more for a total of 16. These mills use about 1 million cords of wood a year. Michigan's forest owners and wood producers alone receive almost 16 million dollars each year for the wood produced and used by our 14 mills.



What Is Pulpwood?

Pulpwood is wood cut into lengths of 100 inches or less and sold in the "round," either peeled or unpeeled. It is usually sold by the cord, and is used for processing into such products as paper, paperboard, boxboard, building board, roofing felt, excelsior, etc.

What Species of Wood Is Used?

There are many species of wood used for pulpwood. Each company has its particular product or products and a special process by which it manufactures its products. In general, they use the following species:

HARDWOODS			
Aspen	Elm	Basswood	Red Oak
Black Oak	Soft Maple	White Birch	Willow
DENSE HARDWOODS			
Sugar Maple	Beech	Yellow Birch	
SOFTWOODS			
Spruce	Pine	Fir	Hemlock

Into What Lengths Should Wood Be Cut?

Each company has its own specifications as to length of bolt, minimum diameter and allowable defects. **CONTACT THE BUYER BEFORE YOU CUT YOUR WOOD.** Common lengths are 100 inches, 8 feet, 55 inches, and 4 feet.



Pulpwood piled at landing for scaling



What Diameter of Wood Is Used?

Most mills will set a minimum diameter of 4 inches at the small end of the stick. The maximum diameter is usually 14 inches. All larger bolts must be split or quartered. These limits are governed by the type of peeling and chipping equipment used by the particular mill, therefore **CONTACT THE BUYER BEFORE YOU CUT YOUR WOOD.**

Much of Michigan's pulpwood is cut by small part-time producers



What Other Specifications Must Be Met?

All wood should be reasonably straight, and squarely cut with no protruding slivers or spikes. All limbs must be cut off flush and clean. Sound discolored wood is usually not a defect but unsound or rotten wood will not be accepted. Some companies will want peeled wood, others will buy either peeled or rough (unpeeled) wood. Most companies will pay more for peeled wood. For exact specifications **CONTACT THE BUYER BEFORE YOU CUT YOUR WOOD.**

How Is Pulpwood Measured?

Most pulpwood is paid for on the basis of a standard cord (128 cubic feet). However, in the case of odd lengths, prices will be adjusted to make up for the different lengths. In all cases wood must be piled for scaling (measuring) either in the woods, on the trucks, or on rail cars.

The standard cord measures 4'x4'x8'. In piling 4-foot wood, this would be a pile 4 feet wide (length of stick), 4 feet high, and 8 feet long. In piling 8 foot wood it would be piled 4 feet wide, 4 feet high, and 8 feet (length of stick) long. Or it may be piled 8 feet wide (length of stick), 4 feet high, and 8 feet long and be scaled as a double cord. Some companies quote prices on a face cord basis for their particular length.



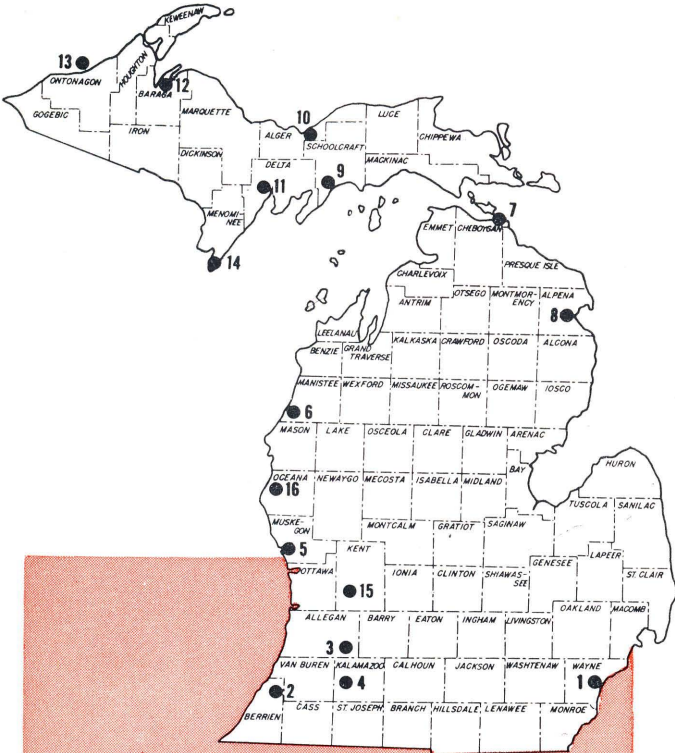
A portion of the 16 million dollar annual harvest of pulpwood in Michigan



Who Buys the Wood?

The map on page 6 shows the names and locations of the major pulpwood mills in Michigan. Most of these companies have jobbers

or wood buyers located in their wood-buying area. A letter to the companies will bring you the name of the local buyer and how to locate him. Contact these buyers and get a contract for a certain amount of a certain species before you do any cutting.

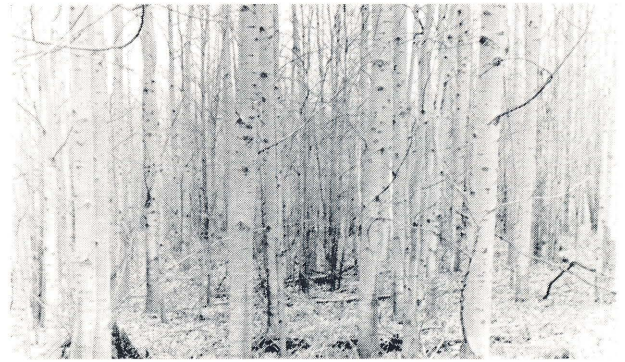


- | | |
|--|---|
| 1. Scott Paper Co.
Detroit 17, Michigan | 9. Manistique Pulp and
Paper Co.
Manistique, Michigan |
| 2. Watervliet Paper Co.
Watervliet, Michigan | 10. Munising Paper Co.
Munising, Michigan |
| 3. Otsego Falls Paper
Mills, Inc.
Otsego, Michigan | 11. Escanaba Paper Co.
Escanaba, Michigan |
| 4. Allied Paper Corporation
Kalamazoo, Michigan | 12. Celotex Corporation
L'Anse, Michigan |
| 5. S. D. Warren Paper Co.
Muskegon, Michigan | 13. Huss-Ontonagon Pulp
and Paper Co.
Ontonagon, Michigan |
| 6. American Box Board Co.
Filer City, Michigan | 14. Marinette Paper Company
Menominee, Michigan |
| 7. Charmin Paper Mills, Inc.
Cheboygan, Michigan | 15. American Excelsior
Corporation
Grand Rapids 2, Michigan |
| 8. Abitibi Corporation
Alpena, Michigan | 16. Hart Wood Products, Inc.
Hart, Michigan |



How Is the Wood Bought?

All wood is measured (scaled) prior to payment. Sometimes this means measuring and payment right in the woods, other times it may mean measuring and payment at the railroad or truck siding. Most companies will buy wood delivered to their mill by truck. In this case measurement and payment is made at time of delivery, or payment may be made on a weekly or two weeks basis for those who are delivering regularly. Most of the companies have contract haulers who will truck wood for cutters who don't have transportation facilities.



Well managed second growth insures good crops for the future

Forest Management Advice

The pulp companies of Michigan realize that their mills must have a continuing supply of timber from our forests. They not only want to buy today's crop, but they are looking forward to new crops in the future.

With this in mind, several of the companies have hired technically trained foresters to help them get wood to process and to give good sound management advice to woodland owners. This service is available without charge to the woodland owner.

More woodland management aid and advice is available through the offices of the County Agricultural Agents and from the District Foresters of the Conservation Department.

For more facts on
lumbering or agriculture,
write to:

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Or see your
county agricultural agent.

Cooperative extension work in agriculture and home economics. Michigan State University and the U. S. Department of Agriculture cooperating. Paul A. Miller, Director, Cooperative Extension Service, Michigan State University, East Lansing. Printed and distributed under Acts of Congress, May 8 and June 30, 1914.

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