# MISSOURI TIMBER PRICE TRENDS

April - June 2017, Vol. 27 No. 2
Missouri Department of Conservation, Forestry Division

## Doyle (North) Stumpage Prices

<table>
<thead>
<tr>
<th>Veneer</th>
<th>High</th>
<th>Avg.</th>
<th>Low.</th>
<th>Last Qtr.</th>
<th>Last Yr.</th>
<th>Vol.</th>
<th># of Rpts.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Black walnut</td>
<td>$5,900</td>
<td>$3,072</td>
<td>$1,250</td>
<td>$3,097</td>
<td>$3,039</td>
<td>35</td>
<td>Doyle MBF 14</td>
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## Sawlogs

<table>
<thead>
<tr>
<th>Scales</th>
<th>High</th>
<th>Avg.</th>
<th>Low.</th>
<th>Last Qtr.</th>
<th>Last Yr.</th>
<th>Vol.</th>
<th># of Rpts.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ash</td>
<td>$100</td>
<td>$82</td>
<td>$80</td>
<td>$83</td>
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<tr>
<td>Black walnut</td>
<td>$2,430</td>
<td>$1,264</td>
<td>$520</td>
<td>$1,286</td>
<td>$1,220</td>
<td>225</td>
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<tr>
<td>Cherry</td>
<td>$180</td>
<td>$157</td>
<td>$100</td>
<td>$157</td>
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<td>1</td>
<td>Doyle MBF 3</td>
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<tr>
<td>Hackberry</td>
<td>$150</td>
<td>$117</td>
<td>$80</td>
<td>$118</td>
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<td>26</td>
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<tr>
<td>Hickory</td>
<td>$190</td>
<td>$111</td>
<td>$78</td>
<td>$108</td>
<td>$135</td>
<td>79</td>
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<td>Maple, hard</td>
<td>$140</td>
<td>$119</td>
<td>$100</td>
<td>$116</td>
<td>$113</td>
<td>3</td>
<td>Doyle MBF 3</td>
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<tr>
<td>Mixed Hardwoods</td>
<td>$2,100</td>
<td>$159</td>
<td>$50</td>
<td>$153</td>
<td>$201</td>
<td>760</td>
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<tr>
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<td>$344</td>
<td>$162</td>
<td>$40</td>
<td>$216</td>
<td>$266</td>
<td>941</td>
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<td>Post oak</td>
<td>$220</td>
<td>$112</td>
<td>$78</td>
<td>$138</td>
<td>$135</td>
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<td>Red oak (group)</td>
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<td>$120</td>
<td>$194</td>
<td>$174</td>
<td>684</td>
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<tr>
<td>Sycamore</td>
<td>$204</td>
<td>$152</td>
<td>$50</td>
<td>$174</td>
<td></td>
<td>70</td>
<td>Doyle MBF 4</td>
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<tr>
<td>White oak (group)</td>
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<td>$309</td>
<td>$150</td>
<td>$336</td>
<td>$324</td>
<td>1,205</td>
<td>Doyle MBF 26</td>
</tr>
</tbody>
</table>

## Stave Bolts

| White oak       | $1,056 | $996  | $876   |          |          | 358  | Doyle MBF 5 |

## Stave Logs

| White oak (group) | $1,100 | $732  | $200   | $729     | $655    | 149  | Doyle MBF 15 |

## International (South) Stumpage Prices

<table>
<thead>
<tr>
<th>Veneer</th>
<th>High</th>
<th>Avg.</th>
<th>Low.</th>
<th>Last Qtr.</th>
<th>Last Yr.</th>
<th>Vol.</th>
<th># of Rpts.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Black walnut</td>
<td>$2,958</td>
<td>$2,737</td>
<td>$2,000</td>
<td>$2,737</td>
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<td>5</td>
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</table>

## Sawlogs

<table>
<thead>
<tr>
<th>Scales</th>
<th>High</th>
<th>Avg.</th>
<th>Low.</th>
<th>Last Qtr.</th>
<th>Last Yr.</th>
<th>Vol.</th>
<th># of Rpts.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Black walnut</td>
<td>$1,625</td>
<td>$1,367</td>
<td>$580</td>
<td>$1,468</td>
<td></td>
<td>28</td>
<td>Int MBF 5</td>
</tr>
<tr>
<td>Hickory</td>
<td>$325</td>
<td>$260</td>
<td>$70</td>
<td>$257</td>
<td>$231</td>
<td>412</td>
<td>Int MBF 13</td>
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<tr>
<td>Mixed Hardwoods</td>
<td>$325</td>
<td>$238</td>
<td>$4</td>
<td>$244</td>
<td>$222</td>
<td>864</td>
<td>Int MBF 11</td>
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<tr>
<td>Oak (mixed species)</td>
<td>$260</td>
<td>$214</td>
<td>$51</td>
<td>$181</td>
<td>$211</td>
<td>1,536</td>
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<td>Post oak</td>
<td>$210</td>
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<td>$110</td>
<td>$135</td>
<td>$159</td>
<td>39</td>
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<td>Red oak (group)</td>
<td>$291</td>
<td>$226</td>
<td>$110</td>
<td>$226</td>
<td>$181</td>
<td>1,098</td>
<td>Int MBF 12</td>
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<td>Shortleaf pine</td>
<td>$180</td>
<td>$62</td>
<td>$50</td>
<td>$92</td>
<td>$93</td>
<td>1,262</td>
<td>Int MBF 6</td>
</tr>
</tbody>
</table>

## Stave Logs

| White oak (group) | $917   | $363  | $175   | $363      |          | 11   | Int MBF 3 |
**Doyle (North) Stumpage Prices – BF**

<table>
<thead>
<tr>
<th>Veneer</th>
<th>High</th>
<th>Avg.</th>
<th>Low.</th>
<th>Last Qtr.</th>
<th>Last Yr.</th>
<th>Vol.</th>
<th># of Rpts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Black walnut</td>
<td>$5.90</td>
<td>$3.07</td>
<td>$1.25</td>
<td>$3.10</td>
<td>$3.04</td>
<td>35,000</td>
<td>14</td>
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<tr>
<td>Sawlogs</td>
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<td></td>
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<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Ash</td>
<td>$0.10</td>
<td>$0.08</td>
<td>$0.08</td>
<td>$0.08</td>
<td>$0.08</td>
<td>25,000</td>
<td>Doyle BF</td>
</tr>
<tr>
<td>Black walnut</td>
<td>$2.43</td>
<td>$1.26</td>
<td>$0.52</td>
<td>$1.29</td>
<td>$1.22</td>
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<tr>
<td>Cherry</td>
<td>$0.18</td>
<td>$0.16</td>
<td>$0.10</td>
<td>$0.16</td>
<td>$0.16</td>
<td>1,000</td>
<td>Doyle BF</td>
</tr>
<tr>
<td>Hackberry</td>
<td>$0.15</td>
<td>$0.12</td>
<td>$0.08</td>
<td>$0.12</td>
<td>$0.12</td>
<td>26,000</td>
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<td>Hickory</td>
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<td>$0.11</td>
<td>$0.08</td>
<td>$0.11</td>
<td>$0.14</td>
<td>79,000</td>
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<tr>
<td>Maple, hard</td>
<td>$0.14</td>
<td>$0.12</td>
<td>$0.10</td>
<td>$0.12</td>
<td>$0.11</td>
<td>3,000</td>
<td>Doyle BF</td>
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<tr>
<td>Mixed Hardwoods</td>
<td>$2.10</td>
<td>$0.16</td>
<td>$0.05</td>
<td>$0.15</td>
<td>$0.20</td>
<td>760,000</td>
<td>Doyle BF</td>
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<tr>
<td>Oak (mixed species)</td>
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<td>$0.16</td>
<td>$0.04</td>
<td>$0.22</td>
<td>$0.27</td>
<td>941,000</td>
<td>Doyle BF</td>
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<tr>
<td>Post oak</td>
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<td>$0.11</td>
<td>$0.08</td>
<td>$0.14</td>
<td>$0.14</td>
<td>71,000</td>
<td>Doyle BF</td>
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<tr>
<td>Red oak (group)</td>
<td>$0.29</td>
<td>$0.19</td>
<td>$0.12</td>
<td>$0.19</td>
<td>$0.17</td>
<td>684,000</td>
<td>Doyle BF</td>
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<tr>
<td>Sycamore</td>
<td>$0.20</td>
<td>$0.15</td>
<td>$0.05</td>
<td>$0.17</td>
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<td>70,000</td>
<td>Doyle BF</td>
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<tr>
<td>White oak (group)</td>
<td>$0.52</td>
<td>$0.31</td>
<td>$0.15</td>
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<td>$0.32</td>
<td>1,205,000</td>
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<td>Stave Bolts</td>
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<tr>
<td>White oak</td>
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<td>$0.88</td>
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<td>358,000</td>
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<td>Stave Logs</td>
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</tr>
<tr>
<td>White oak (group)</td>
<td>$1.10</td>
<td>$0.73</td>
<td>$0.20</td>
<td>$0.73</td>
<td>$0.66</td>
<td>149,000</td>
<td>Doyle BF</td>
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</table>

**International (South) Stumpage Prices – BF**

<table>
<thead>
<tr>
<th>Veneer</th>
<th>High</th>
<th>Avg.</th>
<th>Low.</th>
<th>Last Qtr.</th>
<th>Last Yr.</th>
<th>Vol.</th>
<th># of Rpts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Black walnut</td>
<td>$2.96</td>
<td>$2.74</td>
<td>$2.00</td>
<td>$2.74</td>
<td>$2.74</td>
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<td>Sawlogs</td>
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<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Black walnut</td>
<td>$1.63</td>
<td>$1.37</td>
<td>$0.58</td>
<td>$1.47</td>
<td>$2.80</td>
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<tr>
<td>Hickory</td>
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<td>$0.26</td>
<td>$0.07</td>
<td>$0.26</td>
<td>$0.23</td>
<td>412,000</td>
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<tr>
<td>Mixed Hardwoods</td>
<td>$0.33</td>
<td>$0.24</td>
<td>$0.00</td>
<td>$0.24</td>
<td>$0.22</td>
<td>864,000</td>
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</tr>
<tr>
<td>Oak (mixed species)</td>
<td>$0.26</td>
<td>$0.21</td>
<td>$0.05</td>
<td>$0.18</td>
<td>$0.21</td>
<td>Int BF</td>
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<tr>
<td>Post oak</td>
<td>$0.21</td>
<td>$0.12</td>
<td>$0.11</td>
<td>$0.14</td>
<td>$0.16</td>
<td>39,000</td>
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</tr>
<tr>
<td>Red oak (group)</td>
<td>$0.29</td>
<td>$0.23</td>
<td>$0.11</td>
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<td>$0.18</td>
<td>1,098,000</td>
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<tr>
<td>Shortleaf pine</td>
<td>$0.18</td>
<td>$0.06</td>
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<td>$0.09</td>
<td>1,262,000</td>
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<td>Stave Logs</td>
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</tr>
<tr>
<td>White oak (group)</td>
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<td>$0.36</td>
<td>$0.18</td>
<td>$0.36</td>
<td>$11,000</td>
<td>BF</td>
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</table>
Published timber prices are based on a rolling average of reports received over the last four issues - that is, one year. Refer to the column headed “# of Rpts.” to get a gauge of how accurate the average prices may be. (“# of Rpts.” refers to the number of sales including a particular species and may sum to more than the number of sales.) Changes since last quarter and last year should be read with caution as the number of reports varies each year and quarter. This report can only be used as a general guide for determining market value of timber. General market and economic conditions, as well as local considerations such as accessibility, terrain, sale size, and tree size and quality also affect the price paid.

Please see the map on page 7 for a definition of reporting regions, which have changed.

All prices and volumes are reported in either International ¼” MBF Scale or Doyle MBF, depending on the region of the state.

To convert volume from Int.-MBF to Doyle MBF, divide by 1.2. To convert prices from Int.-MBF to Doyle MBF, multiply by 1.2.

To convert from MBF to BF prices, divide by 1,000. To convert from MBF to BF volume, multiply by 1,000.

Foresters reported stumpage prices resulting from 111 timber sales containing over 150,000 MBF located throughout the state. There were 86 reports from private lands, 24 reports from MDC lands and 1 report from other lands. There were 68 reports from consultant foresters and 43 reports from MDC foresters. We would particularly like to thank these consulting foresters: Altman, Cox, Doug Enyart, Easter, Fleming, John Dwyer, Jones, King, Lohmann, Mike Keeley, Mo Forest Management, Oak'n'More, Phil Sneed, R. Schmidt, Riggle, S. Jones, Schmollinger, Sheals, Tod Kinerk, and Yarnell.

Editor’s Note
Remember that one of the most valuable sources for information on log and timber markets is the local Missouri Department of Conservation resource forester or your consulting forester. Contact the nearest forest district office for up-to-date, local advice. The Missouri Department of Conservation's Forestry Division, (573) 751-4115, will be happy to provide you with the name and address of the resource forester or MDC Regional Office nearest to you. You can locate a consulting forester by visiting the Mo. Consulting Forester's Association web site at: www.missouriforesters.com or by visiting the Private Land Assistance page of the MDC website http://mdc.mo.gov/landown/ and clicking on the “Conservation Assistance Contractors” link.

Tom Treiman and Mike Morris, Editors
Time trends based on prices reported to MDC:

The U.S. Forest Service (USFS) reports the following from sales on the Mark Twain National Forest:

<table>
<thead>
<tr>
<th>County</th>
<th>Product</th>
<th>SPP</th>
<th>Price per MBF</th>
</tr>
</thead>
<tbody>
<tr>
<td>Carter</td>
<td>Sawtimber</td>
<td>Mixed Hardwood</td>
<td>$244</td>
</tr>
<tr>
<td></td>
<td>Miscellaneous</td>
<td>Mixed Hardwood</td>
<td>$50</td>
</tr>
<tr>
<td>Crawford</td>
<td>Sawtimber</td>
<td>Mixed Hardwood</td>
<td>$254</td>
</tr>
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<td>Phelps</td>
<td>Sawtimber</td>
<td>Mixed Hardwood</td>
<td>$229</td>
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<tr>
<td></td>
<td></td>
<td>Pine</td>
<td>$92</td>
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<tr>
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<td>Posts</td>
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<td>$348</td>
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<td>Mixed Hardwood</td>
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<td>Wayne</td>
<td>Sawtimber</td>
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<td>Posts</td>
<td>Pine</td>
<td>$15</td>
</tr>
<tr>
<td></td>
<td>Miscellaneous</td>
<td>Pine</td>
<td>$27</td>
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</tbody>
</table>
Missouri Tree Farm
Missouri has 490 certified Tree Farms covering 125,972 acres. These landowners have made the commitment to manage their woods for long term, sustainable production. Their management meets the requirements of the American Tree Farm Program, and as a result any products from the property are recognized as certified under the Programme for the Endorsement of Forest Certification (PEFC) program. For more information, please see the American Tree Farm System website at https://www.treefarmsystem.org/get-started-american-tree-farm or contact your local MDC Forester.

Master Logger Certification
The logger plays a critical role in the harvesting of your timber sale. The Master Logger Certification (MLC) program can make your choice of selecting a logger easier. Master Loggers are professional, properly trained, and meet the highest standards placed on the industry today. The MLC program is a performance based program that recognizes both training and experience.

To find a Master Logger in your area visit http://www.moforest.org/MLC/mmldirectory.html

Missouri Timber Price Trends tracks market prices for Stumpage. Reports on the Stumpage Market are received from Missouri Department of Conservation Resource Foresters and private consulting foresters. Stumpage refers to timber sold on the stump and does not reflect delivered mill prices. These reports should serve as a general guide to track stumpage prices. Landowners should not use this report to replace a timber inventory and marketing assistance as methods of conducting a sale. Missouri Department of Conservation Resource Foresters will be able to provide information on current, local market conditions. Details of all private sales and delivered prices are kept confidential.
Mo Reregional of Conservation
Forestry Division Offices

CENTRAL REGIONAL OFFICE ........573/815-7901
3500 E. Gans Rd., Columbia 65201
Susan Troxel Devitt, Regional Supervisor x 3478
CALIFORNIA OFFICE
410C W. Buchanan St., California 65018...573/796-0286
CAMDENTON OFFICE
783 Thunder Mtn. Rd., Camdenton 65020 .573/346-2210
FULTON OFFICE – NRCS Office
4549 State Rd. H, Fulton 65251 ..........573/592-1400
LINN OFFICE - USDA Service Center
1315 E. Main St., Linn 65501 ..........573/897-3797

KANSAS CITY REGIONAL OFFICE .816/525-0300
12405 SE Ranson Rd., Lee’s Summit 64062
Mark Nelson, Regional Supervisor x 1239
BURR OAK WOODS NATURE CENTER
1401 NW Park Rd., Blue Springs 64015 ....816/655-6263
CLINTON OFFICE ..................660/885-6981
PO Box 368, Clinton 64735 .........660/885-8179
DISCOVERY CENTER ................816/759-7300
4750 Troost, Kansas City 64110 ..........816/759-7305
SEDALIA OFFICE
2000 S. Limit, Sedalia 65031 ..........660/530-5500

NORTHEAST REGIONAL OFFICE ....660/785-2424
3500 S. Baltimore, Kirksville 63501
Michael Bill, Acting Regional Supervisor x 6516
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653 Clinic Rd., Hannibal 63401 ........573/248-2530
KAHOKA OFFICE
RR 1 Box 16A, 63445..................660/727-2955 x 117
MACON OFFICE – Mark Twain Water Quality
2108 US Hwy. 63 Suite D, 63552 ....660/385-6359 x 128
UNIONVILLE OFFICE
29898 US Hwy. 136, 63565 ..........660/947-2439 x 106

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Terry Thompson, Region Supervisor x 224
AVO OFFICE
HCR 71 Box 46, Ava 65606 .............817/683-3628
DONIPHAN OFFICE
Route 8 Box 8118, Doniphan 63935 ....573/996-2557
EMINENCE OFFICE
HCR 1 Box 177K, Eminence 65466 .......573/226-3616
Vacant, District Supervisor x 28
HOUSTON OFFICE
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NEOSHO OFFICE
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Mike Fiaoni, Forest Nursery Supervisor x 226

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2352 S. Jefferson, Lebanon 65536
Kent Bassett, Fire Program Asst. Supervisor x 6342

CONSERVATION RESEARCH ........573/815-7901
3500 E. Gans Rd., Columbia 65201
Robbie Doehoff, Forest Entomologist ..........x 2946
Simeon Wright, Forest Pathologist ..........x 2947
Natalie Diesel, Resource Forester Asst........x 2946
Tom Treiman Resource Scientist .............x 2930
Forest Systems Field Station ..................417/255-9561
MOFEP Field Office ..........................573/663-7130

Missouri Department of Conservation
Forestry Division Offices
Missouri Timber Price Trends
Reporting Regions and Sales

Reporting Regions
- MDC Regions
- Sale
- Doyle (North)
- International (South)
MFPA LOGGING SCHOOL

Missouri Forest Products Association Logging School gives you the skills needed to succeed in the logging industry.

FOREST MANAGEMENT  ●  TIMBER HARVESTING
MARKETING  ●  UTILIZATION

573-634-3252  www.moforest.org/logging-school/
The Missouri Forest Products Association is now accepting applications for their logging school program that will begin approximately October 1, 2017 at The Camp at Lake Wappapello (formerly University Forest). The school is a 10 week course, held 5 days per week, and students are expected to stay at the camp throughout the week and housing will be in a dormitory on the property. The logging school tuition is expected to be $5000, which covers room, meals, and instruction for the 10 week period.

Students will learn the profession of logging both in the classroom and in the field and will graduate with a unique education that will prepare them to become a valued member of an existing logging company or start their own business. Graduates will learn the business side of logging along with developing a unique skill set of understanding how to operate and maintain the various pieces of equipment used in the logging industry. Each student will graduate with the Professional Timber Harvester credentials and the opportunity to pursue Master Logger status if they desire in the future.

The MFPA logging school is a “hands on” program and equipment will be available to operate during instruction periods. Professionals in the industry will be instructing students throughout the 10 week session so students learn from active loggers.

The logging profession is an exciting and rewarding career but also is a dangerous profession. The MFPA logging school will emphasize the importance of safely harvesting trees while implementing management that will ensure the long term health and sustainability of the forest.

A maximum of 12 students per session will be accepted in to the program and MFPA will offer two sessions per year, one beginning in October and one beginning in February.

To receive additional information, application materials, and scholarship opportunities contact Fred Smith, Logging School Manager, at fred@moforest.org or call 573-619-4494.

**Curriculum Components**

**Classroom**
- Dendrology (tree identification)
- Log specifications & grades for all major products
- Forest Management
- Chainsaw maintenance
- Land survey system
- Map reading
- Federal, state, & local regulations related to timber harvesting
- Business management & contracts
- Communication skills
- Personal finance
- Safety & First Aid

**Field Instruction**
- Equipment operation & maintenance - Chain saw, log truck, wheeled skidder & loader, truck mounted loader, bulldozer
- Timber sale lay-out and close-out
- Best Management Practices (BMP)
- Professional Timber Harvester (PTH) Training
- Log Bucking for value & volume
- Log merchandising for value
- Timber Marking (includes ID)
- Practical field exercises & experience related to all classroom subjects
- Skid trail & log landing location
- Safety

Missouri Forest Products Association
Call Today! 573-634-3252