

## Meiser Family

(Continued from Page A37)

The TimberLeads wheels begin to turn when a landowner makes contact with the business.

"We schedule an appointment to take a look and see if there is commercial timber there," said Nathan. It could be 5 acres or 100 acres, but if 5 acres has good timber and we can work with it, we'll try to get it sold."

Checking out the land has led the Meisers to large and small tracts of land, and farms all over Pennsylvania.

Pockets of woodland can be found almost anywhere, such as the timber hidden on an old homestead, according to Terry. "Most farms had a tract of woodland somewhere, in case they wanted to repair the barn," said Terry.

Either the Meisners or Dobrosky will make the initial trip to the woodlot to determine the type and value of the timber available. During this trip they also estimate the feet of logs in a tree, a number judged from the stump to where the tree begins to split into branches at the top of the tree.

According to Terry, who entered the timber business in 1976, "Timber used to be cut a lot smaller, but rising production costs made younger trees not really worth taking in," he said. "Starting in the '80s smaller trees weren't worth anything, so people started leaving them, which is good. So now the economics of the thing took care of itself."

The time needed to check out a lot depends on the size of the lot plus the terrain, said Nathan. "If it's only five acres you can

get in pretty quickly to determine if it's an option for a commercial sale," said Nathan.

"The terrain also makes a difference. If you're walking on the side of a mountain, it takes longer."

Although larger lots pose more of a challenge, TimberLeads checks out much of the acreage.

"If you have a 70-acre lot, 20 acres may not be as nice, but there may be 20 acres that are," said Nathan.

Although five acres are a benchmark amount for TimberLeads, smaller amounts of acreage can be sold, said Nathan.

"We try to work with people who have less than that. It may just take longer to make a sale," said Nathan. Meiser also said that terrain is a consideration on which lots are bought by the sawmills.

"If it's really rough terrain and hard to get into, there's much more expense involved in the logging operation," said Nathan.

The Meisers give a landowner packet to the producer, which gives step-by-step information on the TimberLeads buying and selling process. The packet also includes forms for the landowner to fill out with basic information on the acreage, determine their goals for the timber sale, and information the landowner should get from the timber buyer.

Landowners have the option of letting the timber buyer mark and take out the timber, or hiring a consulting forester to handle everything for the landowner.

"We try to tailor our service to whatever the landowner wants

to accomplish," said Nathan.

TimberLeads charges subscribers an initial start-up fee and a percentage for each lot the subscriber buys, rather than the previous monthly subscription fee. According to Terry, this allowed the "niche mills," with a narrower scope of timber

bought, to take advantage of the business. "When we changed that (commission versus monthly subscription charging), we signed up a lot of them in a hurry," said Terry.

For additional information, the TimberLeads Website is located at [www.timberleads.com](http://www.timberleads.com).



To reach people outside the Meisers' immediate area, TimberLeads utilizes the connections of retired county agent Tony Dobrosky, left, who makes contacts with producers in the York county area for TimberLeads.

## Shire Horse Show

(Continued from Page A11)

Class 21 - Grand Champion Stallion & Reserve Grand Champion Stallion Champion Gene & Vicky McCaffrey Reserve Champion Ron & Lisa Young

Class 33 - Brood Mare, 4 years and Over 1 Ron & Lisa Young 2 Vicki Schmidt 3 Dennis & Joan Woodhead

Class 34 - Yeld Mares 4 Years and Over 1 Gene & Vicky McCaffrey 2 Angela L Cook 3 Dennis & Joan Woodhead

Class 35 - Mare 3 Years and under 4 1 Ron & Lisa Young, 2 Gene & Vicky McCaffrey

Class 36 - Senior Champion Mare & Reserve Senior Champion Mare Champion, Gene & Vicky McCaffrey Reserve Champion, Ron & Lisa Young

Class 37 - Mares 2 Years and Under 3 1 Ron & Lisa Young 2 Rutter-Alexander 3 Sharon N Duke

Class 38 - Mare, 1 Year And Under 2 1 Thomas Taylor 2 Thomas Taylor 3 Rutter-Alexander

Class 40 Mare Foal 1 Vicki Schmidt 2 Pat Pritkin 3 Dennis & Joan Woodhead

Class 42 Junior Champion Mare & Reserve Junior Champion Mare Champion, Ron & Lisa Young Reserve Champion, Thomas Taylor

Class 43 - Grand Champion Mare and Reserve Grand Champion Mare Champion, Gene & Vicky McCaffrey Reserve Champion, Ron & Lisa Young

Class 53 - Get of Sire 1 Ron & Lisa Young 2 Rutter-Alexander 3 Dennis & Joan Woodhead

Class 54 - Produce of Dam 1 Ron & Lisa Young 2 Hobert O Skaggs 3 Rutter-Alexander

Class 55 - Stallion and Three Mares 1 Ron & Lisa Young 2 Gene & Vicky McCaffrey 3 Dennis & Joan Woodhead

Class 56 - Mare and Foal 1 Ron & Lisa Young 2 Vicki Schmidt 3 Gene & Vicky McCaffrey

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