

## SALE OF SPENT CONES

John Olsen - Connecticut

We have been gradually building up a market for all spent cones harvested for seed collection purposes. Cones that are not sold during the year of harvest are stored for sale during the following years. By doing this, our customers know that we will have a supply from one year to the next, and they come back year after year.

The prices we charge for the spent cones are as follows:

Hemlock	\$ 1 . 0 0/Bu
White spruce & white pine	\$1.50/Bu.
Norway spruce, red pine, douglas fir	\$2 .00/Bu.

These cones are sold in the customer's container. Purchases of over 5 bushel receive a 25 percent discount. All prices are FOB Pachaug Nursery, Voluntown, Connecticut.

Our customers like our cones as against cones picked up in the forest because of the better coloring and lack of a great amount of pitch.