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## A NOTE ON MARKETING OF POPLAR WOOD IN PESHAWAR

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A plantation of 104 clones of poplar was established in February, 1982 over an area of one hectare (2.5 acres) in Range Management Nursery of the Pakistan Forest Institute. Both cuttings and whole nursery plants were planted in it at a spacing of 2.7 x 2.7 meters (9x9 feet). Irrigation was applied as and when required from an open sewerage drain. All necessary cultural operation were carried out according to the plan of operations. Ten years old tree crop in May, 1992 consisted of only 536 trees because there were numerous gaps in it. Amongst these, 11 trees were defective (top broken/dry and partially rotten from ground upwards). The diameters of trees at breast height (dbh) ranged from 6 cm (2.4") to 50 cm (20") with standing volume of 134.7 m<sup>3</sup> (4755.5 ft<sup>3</sup>), which was estimated with the help of volume table of the species.

Out of total of 536 trees, 451 were marked for felling. Eighty five (85) trees, in 8 rows and 21 meter apart were left standing as wind-breaks. The estimated standing volume of marked trees was 105.7 m<sup>3</sup> (3732 ft<sup>3</sup>). An open auction was conducted during March, 1992 and the highest bid of Rs. 526,00/- was offered. This corresponds to Rs. 116.63 per standing tree or Rs. 470/- per m<sup>3</sup> (Rs. 14.09 per cft). Further income per ha per annum was Rs. 5260 (Rs. 2129 per acre per annum).

The contractor engaged 8 (4 self-employed) labours at Rs. 100/- per manday who completed felling and conversion of the trees in 8 days. Four children of 12-13 years ages were also

employed. They were engaged to collect branch wood and twigs and to make small bundles. In exchange, they were given one head load of twigs, each, as heavy as they could carry.

The contractors converted the felled trees into logs, poles and firewood of different sizes for various end uses and sold them at price given against each in table 1.

The contractor arranged to sell firewood and twigs at felling site. The match wood logs were sold to a factory wood supplier at factory gate at the rate of Rs. 52 per 50 kg (green wood). He did this for receiving cash payment as the factory management makes payment for wood purchased through cheque. Further payment is usually made a week or after wood purchased by the factory. The supplier sold the same wood at Rs. 52 per 40 kg to the factory management and accepted cheque payment after about one week. In this manner the supplier earned a substantial profit. Similarly factory would earn enough profit out of the sale of the matches and other finished products.



Table 1. Market price of different wood end uses received by the contractor

End used	Approximate quantity/unit	Rate	Total price
1. Match wood logs (1.5 m long x 8.3 cm dia at thin end)	5 truck loads (about 50,000 kg)	Rs.52 per 50 kg	Rs. 52,000
2. Poles for shuttering (3 m long x < 8.3 cm to 6.3 cm dia at thin end).	310 No.	Rs.15 per pole	Rs. 4,650
3. Firewood (< 6.3 cm to 2.5 cm dia at thin end + wood from deffect- tive trees).	2 tractor trolleys (15,000 kg approx.)	Rs.27 per 50 kg	Rs. 8,100
4. Twigs (<2.5 cm dia including leaves)	1200 bundles (about 5-10 kg each)	Rs.2.25 per bundle	Rs. 2,700
5. Chips/shaving	5 gunney bags (about 250 kg)	Rs.24 per 50 kg	Rs. 120
Total:			Rs. 67,570

The contractors expenditure on felling, conversion and transportation upto market site was as under:

Activity	Rate/ Particulars	Total amount	Remarks
1. Felling and conversion of trees	4 labourers for 8 days @ Rs.100/- per day.	Rs.3200	Four labourers were self-employed.
2. Branch wood collection and making bundles of twigs	4 labourers for 8 days @ one head load firewood per labourer per day.	Rs. 864	Assume one head load = 50 kg and its price at Rs.27 per head load
3. Transportation, loading and unloading of match wood logs and poles for shuttering	Rs. 400 per truck upto Hayatabad match wood factory.	Rs.2000	-
Total:		Rs.6064	

Thus the net profit to the contractor was Rs. 8906/-