

**Forest Service Manual
National Headquarters - Washington Office
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**Forest Service Manual 3200 – Rural and Urban Forestry Assistance
Chapter 3240 - Utilization And Marketing**

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Approved by: Susan M. Super, Acting Service-wide Directive Manager

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Responsible Staff:

Last Change:

Superseded Document(s): 3200 Table of Contents, Amendment 3200-90-1, June 1, 1990; 3200 Zero Code, Amendment 3200-90-1, June 1, 1990; 3210, Amendment 3200-90-1, June 1, 1990; 3220, Amendment 3200-90-1, June 1, 1990; 3230, Amendment 3200-90-1, June 1, 1990; 3240, Amendment, 3200-90-1, June 1, 1990; 3250, Amendment 3200-90-1, June 1, 1990; 3260, Amendment 3200-90-1, June 1, 1990

Posting Instructions: This amendment replaces the entire title except Interim Directives (ID's). Place this transmittal at the front of the title; remove previous transmittals. DO NOT remove ID's when posting this amendment. ID's are not being reformatted at this time. Post the documents in the order displayed under New Documents in the following table.

Digest: Following is an explanation of the changes throughout the directive by section.

3200: This is a technical amendment that converts the format and style of this Forest Service Manual (FSM) title (previously in "Applixware") to the new FSM template using the agency's current corporate word processing software. Where chapters were previously organized into more than one document, they are now merged into one chapter whenever possible.

Although some minor typographical and technical errors have been corrected, this amendment contains no changes to the substantive direction in this title.

Table of Contents

3240.2 - Objectives	3
3241 - Program Policy	3
3241.1 - Qualifying Recipients	3
3241.2 - Allowable Project Costs	3
3241.3 - Limitations on Assistance	3
3241.4 - Protection of Sensitive Data	4
3241.5 - Personnel	4
3242 - Technical Assistance.....	4
3242.1 - Delivery of Technical Assistance	4
3242.2 - Kinds of Technical Assistance.....	4

The Utilization and Marketing (U&M) program provides technical assistance to public and private individuals and organizations interested in improving their efficiency in harvesting timber or processing, marketing, or using wood and wood products. Successful forest products utilization assistance results in extension of the timber resource while enhancing opportunities for more intensive forest management.

3240.2 - Objectives

1. Extend the timber supply through more efficient harvesting, processing, and use of wood products.
2. Improve the economic stability and living standards of rural communities.
3. Provide a full range of markets to support intensive forest management practices.
4. Protect and enhance the quality of the environment.
5. Contribute to solutions of the Nation's energy problems.
6. Strengthen the marketing and utilization capabilities of the State Foresters.
7. Encourage the use of qualified consultants to serve the industry.

3241 - Program Policy

3241.1 - Qualifying Recipients

Any public or private individual or entity in the United States involved in activities related to the harvesting, processing, or use of forest products is qualified to receive technical assistance through the Utilization and Marketing program. (FSM 3442.2)

3241.2 - Allowable Project Costs

FSH 1509.11, chapter 40 provides detailed descriptions of allowable project costs, specific costs requiring prior Forest Service approval, and nonallowable costs applicable to all Forest Service cooperative programs.

3241.3 - Limitations on Assistance

The following activities do not qualify under the Rural Forestry Assistance authority:

1. Negotiation of private forest product sales, opening of bids, handling of moneys, or making of decisions on the award of forest products sales contracts.
2. Assistance, which exceeds appropriate limits of established State policy regarding technical assistance (FSM 3203, item 4).

3241.4 - Protection of Sensitive Data

In the process of providing assistance to loggers, processors, and users of forest products, Utilization and Marketing specialists often accumulate financial and production data on operations that are considered to be privileged information by the individual or entity involved. The protection of this information must be ensured by those receiving it. The Freedom of Information Act (FSM 6271.2) provides for the protection of such information if the disclosure would impair the Government's ability to obtain necessary information in the future, or cause substantial harm to the competitive position of the person or entity from whom the information was obtained.

3241.5 - Personnel

Professional training or equivalent experience in harvesting, processing, or using forest products or other closely related fields is necessary for personnel who provide technical assistance in forest products utilization.

3242 - Technical Assistance

3242.1 - Delivery of Technical Assistance

Technical assistance in utilization and marketing should be provided through State utilization and marketing (U&M) specialists. If there is no State U&M program available and the State Forester concurs, the Forest Service U&M specialist should provide direct technical assistance. Where consultant services are needed, they should be recommended.

3242.2 - Kinds of Technical Assistance

Assistance available through the Utilization and Marketing program includes, but is not limited to the following areas of interest:

1. Harvesting.
2. Primary processing.
3. Secondary processing.
4. Drying.
5. Wood preservation.
6. Energy.
7. Wood residues and byproducts.
8. Construction.

9. Market development.
10. Economic development.
11. Export promotion.
12. Industrial safety.