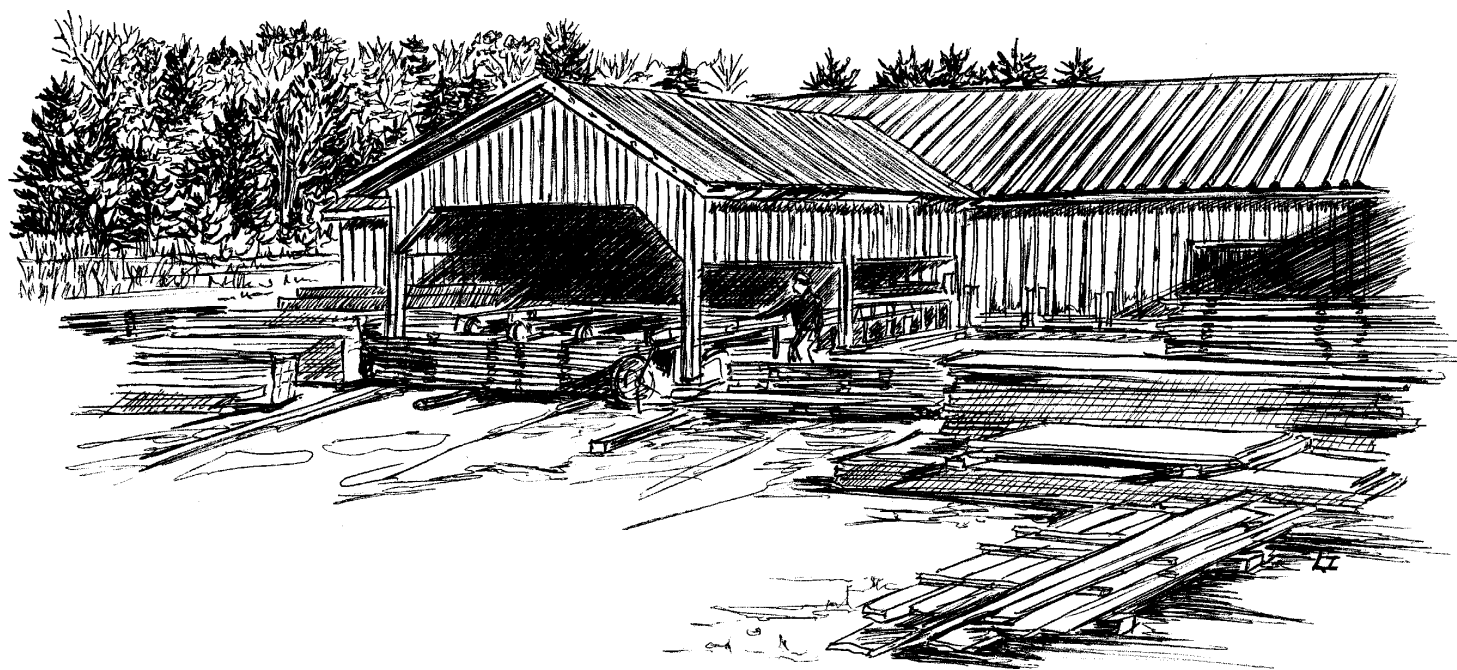


# New Hampshire Forest Market Report 1998-1999



## Extension Educators, Forest Resources – County Offices

### Belknap County

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36 County Drive  
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(603) 527-5475

### Coos County

Sam Stoddard  
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(603) 788-4961

### Merrimack County

Timothy Fleury  
315 Daniel Webster Highway  
Boscawen, NH 03303  
(603) 796-2151 or 225-5505

### Sullivan County

Stephen Wood  
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Newport, NH 03773  
(603) 863-9200

### Carroll County

Peter Pohl  
75 Main Street  
Center Ossipee 03814-0860  
(603) 539-3331

### Grafton County

Northam Parr  
County Court House  
RR1 Box 65F  
N. Haverhill, NH 03774-9708  
(603) 787-6944

### Rockingham County

Phil Auger  
113 North Road  
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(800) 248-6672

### Cheshire County

Marshall Patmos  
800 Park Avenue  
Keene, NH 03431-1513  
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### Hillsborough County

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## Extension Specialists, Forestry & Wildlife – UNH Campus Offices

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# Timber Sale Guidelines

The term "timber sale" is used to refer to any significant harvest of wood products involving an exchange of money. Timber sales may involve the sale of trees used to make lumber (sawtimber), veneer, fuelwood, whole tree chips, pulp, or any combination of these products.

A decision to harvest timber is a critical one and should be handled as a business transaction. Timber sales often culminate 50 or more years of investment by a landowner in the form of taxes and management costs. A timber sale may have both immediate and long-lasting effects on a forest. It is important to have as much information prior to the harvest as possible. Proper harvesting can provide multiple benefits, income, improved wildlife habitat, recreational access, views, and healthy and vigorous forests. Uncontrolled, exploitive cutting can reduce such values, leading to environmental degradation, public resentment and legal entanglements. Your decision to sell timber should be based on good information with a foundation in good stewardship.

## Why Do You Want To Harvest?

The first step in a well ordered timber sale project is to consider what your management goals are and to begin to develop priorities based on those objectives.

Consider what you hope to accomplish by having a timber sale. Keep in mind compromises are likely if objectives conflict. Your objectives might include any combination of or all of the following:

- forest improvement
- access and recreational improvement
- wildlife habitat improvement
- land conversion for other uses
- maximum income
- tax considerations
- increased earning power and future value growth

## Before You Decide to Sell Timber

The following questions should be considered BEFORE selling timber. If you can't answer these questions or if you respond negatively to them, you will benefit a great deal by seeking professional assistance before initiating a timber sale.

- Have you identified your long-term management objectives such as income, wildlife habitat, recreation, and aesthetics?
- Have you developed a plan to achieve your objectives?
- Have you identified your objectives for this sale?
- What harvest method is best suited to meet your objectives?
- What affect will a harvest of this type have on your forest and its related resources?
- Do you know what your forest will look like following a harvest?
- Will the harvest leave an improved stand for increased value growth?

- Have you consulted with all parties having legal interest in your land (co-owners, mortgagees, banks, etc.)?
- What laws relate to timber harvesting on your land?
- What products are saleable from your land (whole tree chips, fuelwood, pulpwood, mortgagees, banks, etc.)?
- What is the anticipated volume to be harvested?
- What is your timber worth by species, product and quality?
- How will you be paid?
- Do you know how stumpage values are determined?
- Are your boundaries clearly identified?
- Have you identified sensitive areas on your land?
- Who is a reliable logging contractor?
- Are you familiar with timber harvesting insurance regulations and your liability?
- Are you familiar with preparation of a timber sale agreement?
- Who is responsible for payment of the NH Yield Tax?
- Will there be adequate supervision of the harvest?
- Do you have the information you need regarding federal tax treatment of timber income?

## **Who Can Help?**

Assistance is available to landowners from both the public and private sector. UNH Cooperative Extension educators in each county are available at no cost to help with a preliminary assessment of the forest land and provide information and educational assistance to help guide landowners through the timber sale process. This may include helping to identify landowner harvest objectives and motives, and perhaps examining the property. This will help match individual harvest objectives with the resource needs and capabilities. Since their role is educational, Extension educators have limitations on the time and effort that can be expended. The Extension educators can also provide a directory of NH licensed professional foresters, and NH Professional Logger Program timber harvesters.

# Selling Timber

## Stumpage Sale

Most timber marketed in New Hampshire is sold through a stumpage sale in which the value of the trees is given as they exist in the woods or "on the stump." Stumpage value is the value associated with standing timber. Stumpage values offered for a specific timber sale at a given time depend upon market conditions, the total timber sale volume, the species and quality of the stumpage being sold, and accessibility.

Payment for stumpage is usually made in one of two methods. Each has advantages. The timber is usually paid for by unit of volume (per thousand board feet, per cord or per ton). Most sawtimber is sold per thousand board feet (MBF). Cordwood and pulpwood are sold per cord or ton. Timber sold in this way is paid for as it is removed and the scale (measurement of the product) delivered to the mill is accepted as the standard for payment. Records of delivery are kept on mill scale slips. Landowners conducting their own timber sale should request copies of mill scale slips, particularly if they don't have a preharvest estimate of the volume of timber being harvested. Scale slips are the only concrete evidence of the actual volume of timber removed.

Timber may also be sold by what is referred to as a "lump sum" sale. Payment in this method is based on an agreed upon estimate of the total stumpage value. This timber sale method is best applied when an accurate preharvest volume estimate is made. Lump sum payments may be made prior to the start of a harvest or by installment payments made at agreed upon intervals during the course of the harvest. Since the total amount of money is fixed in a lump sum sale, it's very important landowners know the value of their standing timber before entering into a lump sum sale agreement. There are also different federal tax laws that apply to lump-sum sales.

## Roadside Sale

Roadside sale is a term used when a landowner either harvests the timber or contracts to have the logging done and sells the timber at a location accessible to a truck. Payment and measurement is most often made on the basis of mill scale though it can also be done where the timber is picked up.

## Delivered

Landowners are paid a delivered price when, at their expense, they are responsible for the harvesting and transportation to the mill. Mill scale would be the basis for payment. This is commonly termed "contract logging." If you are selling high value timber, this method of sale often yields more income.

**Note:** Each method of sale has different implications concerning landowner liability, worker's compensation insurance, etc. It's important to understand them before proceeding.

# Belknap County

## 1998-99 Price Range for Forest Products

Price Range Standing Timber (Stumpage) and Sawlogs Per Thousand Board Feet (MBF)

Species	Quality	Stumpage	Delivered
White Pine	high	\$170/MBF	\$ 350/MBF
	medium	110	220
	low	50	125
Hemlock		30-50	100-180
Spruce-fir		60-120	200-280
Red Pine		30-60	150-200
Red Oak	high	600	750
	medium	400	500
	low	200	325
Sugar Maple	high	500	700
	medium	300	500
	low	100	200
Red Maple		30-80	120-325
White Ash		100-200	150-550
Yellow Birch		110-220	200-500
White Birch		75-150	100-350
Beech		30-80	100-250
Aspen		-	-
Basswood		-	-
Pallet		20-40	80-120

Prices quoted are an average range for the county. Prices will vary depending on quantity, quality, diameter, length, access, and market conditions. More specific prices can be obtained by contacting Consulting Foresters or Sawmills.

A listing of sawmills can be obtained from:

UNH Cooperative Extension Publications  
120 Forest Park,  
Durham, NH 03824  
Tel. 603-862-2346

Sources for data include: Consulting Foresters, UNH Cooperative Extension, the NH Division of Forests & Lands, the NH Timberland Owners Association, "Quarterly Market Report" (Dec. '97) and *The Sawlog Bulletin*.

# Carroll County

## 1998-99 Price Range for Forest Products

Price Range Standing Timber (Stumpage) and Sawlogs Per Thousand Board Feet (MBF)

Species	Quality	Stumpage	Delivered
White Pine	high	\$170/MBF	\$350/MBF
	medium	110	220
	low	50	125
Hemlock		30-50	100-180
Spruce-fir		60-120	200-280
Red Pine		30-60	150-200
Red Oak	high	600	750
	medium	400	500
	low	200	325
Sugar Maple	high	500	700
	medium	300	500
	low	100	200
Red Maple		30-80	120-325
White Ash		100-200	150-550
Yellow Birch		100-220	200-500
White Birch		75-150	100-350
Beech		30-80	100-250
Aspen		20-45	130-200
Basswood		25-60	100-145
Pallet		20-40	80-125

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# Cheshire County

## 1998-99 Price Range for Forest Products

Price Range Standing Timber (Stumpage) and Sawlogs Per Thousand Board Feet (MBF)

Species	Quality	Stumpage	Delivered
White Pine	high	\$160/MBF	\$300/MBF
	medium	90	220
	low	50	125
Hemlock		35-55	100-180
Spruce-fir		60-100	230-280
Red Pine		40-60	150-210
Red Oak	high	500	800
	medium	250	600
	low	100	300
Sugar Maple	high	300	800
	medium	175	500
	low	100	175
Red Maple		40-70	125-350
White Ash		80-200	150-550
Yellow Birch		100-200	150-300
White Birch		75-150	100-350
Beech		40-60	130-250
Aspen		35-40	-
Basswood		35-40	100-175
Pallet		20-40	80-125

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# Coos County

## 1998-99 Price Range for Forest Products

Price Range Standing Timber (Stumpage) and Sawlogs Per Thousand Board Feet (MBF)

Species	Quality	Stumpage	Delivered
White Pine	high	\$140/MBF	\$350/MBF
	medium	110	250
	low	90	100
Hemlock		30-50	120-160
Spruce-fir		100-150	210-300
Red Pine		35-60	110-160
Red Oak	high	400	800
	medium	300	450
	low	150	200
Sugar Maple	high	420	800
	medium	230	600
	low	100	350
Red Maple		25-60	120-250
White Ash		80-200	200-500
Yellow Birch		100-150	150-450
White Birch		60-130	180-300
Beech		30-50	100-250
Aspen		20-65	100-200
Basswood		30-50	125-250
Pallet		25-50	80-120

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# Grafton County

## 1998-99 Price Range for Forest Products

Price Range Standing Timber (Stumpage) and Sawlogs Per Thousand Board Feet (MBF)

Species	Quality	Stumpage	Delivered
White Pine	high	\$150/MBF	\$350/MBF
	medium	100	220
	low	50	170
Hemlock		30-50	100-180
Spruce-fir		90-150	200-300
Red Pine		30-55	150-200
Red Oak	high	600	800
	medium	325	450
	low	150	220
Sugar Maple	high	400	750
	medium	250	550
	low	150	200
Red Maple		20-40	120-325
White Ash		100-200	200-500
Yellow Birch		80-175	150-450
White Birch		80-110	180-300
Beech		30-50	100-250
Aspen		20-45	130-170
Basswood		-	100-250
Pallet		20-45	80-120

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# Hillsborough County

## 1998-99 Price Range for Forest Products

Price Range Standing Timber (Stumpage) and Sawlogs Per Thousand Board Feet (MBF)

Species	Quality	Stumpage	Delivered
White Pine	high	\$160/MBF	\$300/MBF
	medium	90	220
	low	60	125
Hemlock		30-50	110-200
Spruce-fir		60-100	200-250
Red Pine		40-80	150-200
Red Oak	high	600	800
	medium	350	600
	low	100	300
Sugar Maple	high	300	700
	medium	180	500
	low	100	175
Red Maple		30-70	125-300
White Ash		110-200	150-450
Yellow Birch		40-70	150-450
White Birch		60-90	100-180
Beech		40-100	100-250
Aspen		30-50	95-150
Basswood		-	-
Pallet		20-50	80-120

Prices quoted are an average range for the county. Prices will vary depending on quantity, quality, diameter, length, access, and market conditions. More specific prices can be obtained by contacting Consulting Foresters or Sawmills.

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 Durham, NH 03824  
 Tel. 603-862-2346

Sources for data include: Consulting Foresters, UNH Cooperative Extension, the NH Division of Forests & Lands, the NH Timberland Owners Association, "Quarterly Market Report" (Dec. '97) and *The Sawlog Bulletin*.

# Merrimack County

## 1998-99 Price Range for Forest Products

Price Range Standing Timber (Stumpage) and Sawlogs Per Thousand Board Feet (MBF)

Species	Quality	Stumpage	Delivered
White Pine	high	\$160/MBF	\$375/MBF
	medium	90	220
	low	60	125
Hemlock		35-55	100-180
Spruce-fir		60-100	180-220
Red Pine		40-60	150-200
Red Oak	high	500	800
	medium	250	600
	low	150	300
Sugar Maple	high	300	750
	medium	180	450
	low	100	175
Red Maple		20-70	125-300
White Ash		110-200	150-400
Yellow Birch		50-80	150-450
White Birch		40-80	100-180
Beech		40-100	100-250
Aspen		30-50	95-150
Basswood		-	-
Pallet		30-50	80-120

Prices quoted are an average range for the county. Prices will vary depending on quantity, quality, diameter, length, access, and market conditions. More specific prices can be obtained by contacting Consulting Foresters or Sawmills.

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 Tel. 603-862-2346

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# Rockingham County

## 1998-99 Price Range for Forest Products

Price Range Standing Timber (Stumpage) and Sawlogs Per Thousand Board Feet (MBF)

Species	Quality	Stumpage	Delivered
White Pine	high	\$200/MBF	\$300/MBF
	medium	100	200
	low	40	125
Hemlock		30-50	110-200
Spruce-fir		-	-
Red Pine		30-50	120-240
Red Oak	high	500	750
	medium	350	500
	low	200	300
Sugar Maple	high	-	-
	medium	-	-
	low	-	-
Red Maple		30-50	125-300
White Ash		30-50	150-400
Yellow Birch		-	-
White Birch		-	-
Beech		-	-
Aspen		-	-
Basswood		-	-
Pallet		20-30	80-120

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# Strafford County

## 1998-99 Price Range for Forest Products

Price Range Standing Timber (Stumpage) and Sawlogs Per Thousand Board Feet (MBF)

Species	Quality	Stumpage	Delivered
White Pine	high	\$150	\$300/MBF
	medium	120	220
	low	30	120
Hemlock		30-60	110-180
Spruce-fir		50-100	120-240
Red Pine		30-80	120-180
Red Oak	high	400	800
	medium	250	450
	low	100	300
Sugar Maple	high	-	-
	medium	-	-
	low	-	-
Red Maple		25-70	125-300
White Ash		30-125	150-400
Yellow Birch		60-125	100-300
White Birch		60-90	100-300
Beech		30-50	130-240
Aspen		-	-
Basswood		-	-
Pallet		20-40	80-120

Prices quoted are an average range for the county. Prices will vary depending on quantity, quality, diameter, length, access, and market conditions. More specific prices can be obtained by contacting Consulting Foresters or Sawmills.

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# Sullivan County

## 1998-99 Price Range for Forest Products

Price Range Standing Timber (Stumpage) and Sawlogs Per Thousand Board Feet (MBF)

Species	Quality	Stumpage	Delivered
White Pine	high	\$200/MBF	\$350/MBF
	medium	125	250
	low	80	140
Hemlock		30-75	150-200
Spruce-fir		75-130	235-300
Red Pine		30-75	150
Red Oak	high	500	800
	medium	300	500
	low	150	300
Sugar Maple	high	600	800
	medium	300	650
	low	150	300
Red Maple		40-75	150-300
White Ash		100-225	150-400
Yellow Birch		75-200	180-400
White Birch		60-90	100-180
Beech		30-50	130-200
Aspen		20-40	125-180
Basswood		30-60	150-200
Pallet		20-35	80-140

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**Price Range: White Birch Boltwood (per cord delivered)**

Stumpage \$40-50/cord

Delivered: \$100-150/cd.

(Price per cord varies according to diameter and length of bolt. Some mills prefer to buy the MBF)

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**Veneer Grade Logs (per thousand board feet, MBF)**

High quality veneer has strict requirements for size (diameter and length), straightness, lack of defects, color & heart size (in some species). Curly and birdseye figuring can command even higher prices. It is important to understand specifications for the market before cutting the trees.

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Red Oak	\$800 - 1300/MBF
Yellow Birch	600 - 1200/MB
White Ash	800 - 1200/MBF
Hard Maple	700 - 1400/MBF

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**Pulpwood Prices - Northern New Hampshire**

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Species Per Cord		Delivered	
		Stumpage	Per Ton
Spruce and Fir	\$3.00 - 7.00 /ton	\$25.00-30.00	\$55.00-66.00
Hemlock	2.00 - 5.00 /ton	23.00-30.00	58.00-62.00
White Pine	1.00 - 5.00 /ton	20.00-25.00	44.00-55.00
Hardwood	2.00 - 5.00 /ton	20.00-25.00	52.00-65.00

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\*Pulpwood is weight scaled at the mills in green ton equivalents. Converting factors to cords vary according to species.

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**Pulpwood Prices - Central/Southern New Hampshire**

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Species Per Cord		Delivered	
		Stumpage	Per Ton
Spruce and Fir	2.00 - 4.00 /ton	\$30.00-36.00	\$66.00-79.00
Hemlock	2.00 - 4.00 /ton	20.00-25.00	50.00-62.00
White Pine	1.00 - 3.00 /ton	10.00-18.00	22.00-40.00
Hardwood	1.00 - 4.00 /ton	16.00-20.00	42.00-52.00

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### Price of Debarked , Chipped & Screened Roundwood Per Green Ton

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Species	Delivered
Softwood (mixed)	\$ 35 - 40 /ton
Hardwood (mixed)	35 - 40 /ton

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### Price of Pulp Chips

Delivered To Pulp Mill (Clean, Screened, Bark Free)

Species	Per Green Ton
Pine, Hemlock	\$ 24 - 27/ton
Spruce, Fir	30 - 40
Hardwood (mixed)	18 - 22

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### Average Price of Wood Fuel, Fuel Chips, and Biomass

Species	Stumpage Delivered	
Biomass Fuel: Mixed Species	\$ 50 - 2.00 /ton	\$12 - 17 /ton
Sawdust	8 - 13	
Sawdust and Bark Combination	12 - 15	
Bark Fuel	12 - 16	

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### Price Range of Hardwood Fuelwood Per Cord

Species	Stumpage	Delivered to Buyer
Hardwood	\$ 5.00 - 15.00 /cd.	
12" - 24" unsplit		\$60.00 - 90.00 /cd
12" - 24" split		80.00 - 120.00
Slabs (Hardwood or Softwood)	15.00 - 40.00 (picked up)	25.00 - 55.00
Kiln Dried Fuelwood		175.00+
Tree length Fuelwood		
Southern N.H.	5.00 - 15.00	50.00 - 65.00
Northern N.H.	7.00 - 15.00	50.00 - 65.00

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#### **Cordwood as defined by NH State law (RSA 438:20):**

A cord is 128 cubic feet "ranked and well stowed"- Pieces of wood are placed in a line or row, with individual pieces touching and parallel to each other, and stacked in a compact manner.

Except for small packages less than 4 cubic feet and logs, firewood shall be advertised, offered for sale, and sold only by measure, using the term "cord" and fractional parts of a cords, or the cubic meter.

Except as noted above, firewood shall be sold by the cord and a cord is 128 cubic feet.

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## Price Range of Sawdust, Shavings and Bark (Not Fuel)

Quantities are expressed by how product is most commonly sold.

Sawdust (retail, green)	\$2.00 - 3.00 / yd. unloaded	\$ 3.00 - 5.00 / yd. loaded
Shavings (retail, air dry)	3.00 - 5.00 / yd. unloaded	
Shavings (bagged dry, retail)	2.50 - 4.00 / bag	
Bark mulch (wholesale, loaded)	5.00 -12.00 / yd unprocessed	9.00 -15.00 / yd. processed*
Bark mulch (retail)	12.00 -14.00 / yd. unprocessed	20.00 -26.00 / yd. processed
Hemlock	25.00- 35.00 / ton unprocessed	38.00 -42.00 / ton processed

\*mixed softwood

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## Representative Operating Costs (Contract Prices) N.H. per Thousand Board Feet (MBF)

Sawlogs: Felling, Yarding, and Bucking Softwood	Spruce/Fir	\$80-120 /MBF
	Pine/Hemlock	60-120 /MBF
	Hardwood	80-130/MBF
	Veneer	100-175 /MBF
Pulpwood and Cordwood: (with machine) stump to landing random length		10- 16 per ton
Biomass Chipping		8- 10 per ton
Contract Chipping-roadside		8 -12 per ton

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## Representative Trucking Costs\*

Sawlogs:		
Local deliveries	\$30.00-60.00	per MBF
Distant deliveries	30.00-60.00	per MBF for the first 10 miles and \$0.30 to 0.60 for each additional mile per MBF or \$45.00 to 60.00 per hour
Cordwood and Pulpwood:	20.00-50.00	per cord
Chips:	6.00	per loaded mile

\*For short hauls or partial loads, minimum charges may apply.

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## Representative Processing Costs (Contract Prices) Average for N.H.

Custom Sawing		
Softwood	\$130+	per MBF or 135 - 200 per hour
Hardwood	220+	per MBF or 155 - 200 per hour
Planing	50-75	per MBF, 2 sides; 75+ per MBF 4 sides; (patterns \$20 extra)
Resawing	40-60	per MBF

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**Representative Custom Kiln Drying Costs per MBF**

4/4 Pine	12-14% MC	\$ 80.00 - 110.00/MBF
4/4 Pine	6 - 8% MC	95.00 - 130.00/MBF
4/4 Oak	6 - 8% MC	155.00 - 210.00/MBF
4/4 Maple	6 - 8% MC	110.00 - 160.00/MBF
8/4 Oak	6 - 8% MC	380.00 - 430.00/MBF

## New Hampshire Christmas Tree Situation

New Hampshire's multi-million dollar Christmas tree industry remains healthy despite continued national and regional competition. Wholesale markets are improving as demand is slowly approaching supply. Prices have remained stable with little substantial change predicted despite increasing production costs.

Aggressive marketing and innovative promotion, including the Internet is paying dividends for those that participate. While many wholesale orders are being received earlier than in the recent past, some caution is observed in order size. Retail competition from major discount outlets remain a concern.

Select and cut-your-own operations remain very popular and draws more families to the experience of cutting their own fresh tree. Refreshments, hayrides and Christmas shops are all adding to the cut-your-own experience throughout the state.

About ¼ of New Hampshire's 200+ Christmas tree growers sell their trees on a cut-your-own basis accounting for about 50,000 trees (1/2 of state's estimated annual tree harvest).

With almost 2,200 acres of Christmas tree plantations in the state and continued annual planting of about 130 acres per year, prospects for future markets seem good although new entry into the business should be done only after careful long-term analysis.

Balsam fir and Fraser fir are projected to continue to be the staple of New Hampshire's industry with the spruces and to a lesser extent pines rounding the market.

UNH Cooperative Extension, the NH Christmas Tree Promotion Board and the NH-VT Christmas Tree Association continue to provide assistance to New Hampshire's Christmas tree industry.

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### Wholesale Price Range of Christmas Trees

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#### Roadside 6'- 8' Trees

	Premium	Grade 1(a)	Grade 2
Balsam Fir	\$16-20.00	\$10.00-14.00	\$ 6.00-9.00
White Spruce		6.00-12.00	—
Scotch Pine		6.00-12.00	5.00
Blue Spruce		14.00-18.00	10.00
White Pine		10.00-12.00	5.00
Fraser Fir	\$16-20.00	14.00-16.00	12.00-16.00
Delivered Trees	mostly	\$12.00-25.00 ea. depending on species, quality and quantity	
Trucking		\$1.00-2.00/tree or \$2.50 per loaded mile	
Cut Your Own		\$10-40.00 per tree	

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## Wholesale Price Range of Christmas Boughs

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### Boughs (baled or tied)

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Balsam Fir	50 lb. bundle	\$ 7.00-9.00	\$280.-400./ton
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Pine	50 lb. bundle	5.50-7.50	220.-300./ton
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### Wreaths Size 129" to 149" (Ring Size)

Balsam Fir single faced	\$ 2.75-4.00 ea.
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double faced	4.50-7.00 ea.
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(a) No uniform grading system is in use statewide. Grades based on foliage density and symmetry.

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## Retail Price Range of Single Christmas Trees

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### (Select and cut your own)

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White Pine

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Scotch Pine	\$10.00-40.00 per tree or
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Balsam Fir	\$2.00-5.00 per lineal foot
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White Spruce

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Douglas Fir

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Norway Spruce

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Blue Spruce

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Fraser Fir

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## Maple Situation: 1998-99 Market Report

Poor weather conditions lead to a 12 per cent decrease in production, compared to 1997. The decline in maple syrup production continues: 1996 production was 89,000 gallons and 1997 production was 76,000 gallons.

Some areas were severely affected by January's '98 ice storm, causing some producers to tap fewer trees or not to tap at all. The season started earlier than usual, with some producers missing the first runs of sap. The sugar content was slightly higher than last year, yielding light and medium amber syrup of good flavor.

The value of the crop for 1998 is estimated to be \$2,747,000.

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### Average Maple Sap Prices at Sugar Houses in New Hampshire

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% sugar	cent per gal.	% sugar	cent per gal.
1.5	8.6	3.6	37.4
1.6	11.3	3.7	38.7
1.7	13.0	3.8	40.0
1.8	14.5	3.9	41.2
1.9	15.9	4.0	42.5
2.0	17.3	4.1	43.7
2.1	18.5	4.2	45.0
2.2	19.8	4.3	46.3
2.3	21.1	4.4	47.5
2.4	22.3	4.5	48.8
2.5	23.6	4.6	50.0
2.6	24.8	4.7	51.3
2.7	26.1	4.8	52.6
2.8	27.4	4.9	53.8
2.9	28.6	5.0	55.1
3.0	29.9	5.1	56.3
3.1	31.1	5.2	57.6
3.2	32.4	5.3	58.9
3.3	33.7	5.4	60.1
3.4	34.9	5.5	61.4
3.5	36.2		

\* Prices paid by some buyers for sap with sugar content of 1.1%, 1.2%, and 1.4% are \$0.01, \$0.04, \$0.06 and 7.8% per gallon, respectively.

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## Prices for Table Grade Maple Syrup and Products

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Volume	Maple Syrup Retail	Wholesale
1 gallon	\$ 33.10	\$ 25.60
1/2 gallon	19.10	15.50
quart	10.90	8.55
pint	6.45	5.40
1/2 pint	3.70	2.90

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### Bulk Wholesale (per lb.)

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Grade A	Light Amber	\$1.90
	Medium Amber	1.80
	Dark Amber	1.70
Grade B & C		1.40

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### Maple Products

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Retail	Sugar 1 lb.	\$8.40
	Cream 1 lb.	8.85
Wholesale	Sugar 1 lb.	\$6.95
	Cream 1 lb.	5.75

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## Rent Price Per Tap Hole

Tap hole rentals: 25 to 50 cents with the average being 30 cents. Sugar maples in the woods, which are not easy to get to, average 25 cents per tap, while easily accessible trees and roadside trees average 40 to 50 cents per tap, respectively.