



# MISSOURI TIMBER PRICE TRENDS

July-Sept., 2011, Vol. 21 No. 3

Missouri Department of Conservation, Forestry Division

## Statewide Stumpage Prices

	High	Low	Avg.	Last Qtr.	Last Yr.	Vol.	# of Rpts.
<b>Veneer</b>							
Walnut, Black	\$1,665	\$1,665	\$1,665	-	-	4 Int. - MBF	1
<b>Sawlogs</b>							
Hickory	\$200	\$185	\$185	\$185	\$100	25 Int. - MBF	2
Mixed Hardwoods	\$250	\$65	\$220	\$135	\$255	962 Int. - MBF	3
Oak (mixed species)	\$180	\$135	\$165	\$65	\$145	160 Int. - MBF	2
Red oak (group)	\$200	\$50	\$140	\$185	\$185	1,588 Int. - MBF	4
Shortleaf Pine	\$200	\$200	\$200	\$185	\$100	3 Int. - MBF	1
Soft Maple	\$140	\$140	\$140	\$250	\$230	42 Int. - MBF	1
Walnut, Black	\$415	\$415	\$415	-	\$585	5 Int. - MBF	1
White oak (group)	\$200	\$195	\$195	\$185	\$165	18 Int. - MBF	2
<b>Stave Logs</b>							
White oak (group)	\$250	\$250	\$250	\$250	\$335	48 Int. - MBF	1

## North Stumpage Prices

	High	Low	Avg.	Last Qtr.	Last Yr.	Vol.	# of Rpts.
<b>Veneer</b>							
Walnut, Black	\$1,665	\$1,665	\$1,665	-	-	4 Int. - MBF	1
<b>Sawlogs</b>							
Mixed Hardwoods	\$65	\$65	\$65	\$85	\$85	161 Int. - MBF	1
Red oak (group)	\$165	\$50	\$55	\$165	\$210	562 Int. - MBF	2
Soft Maple	\$140	\$140	\$140	\$250	\$230	42 Int. - MBF	1
Walnut, Black	\$415	\$415	\$415	-	-	5 Int. - MBF	1
<b>Stave Logs</b>							
White oak (group)	\$250	\$250	\$250	\$250	\$335	48 Int. - MBF	1

## Southeast Stumpage Prices

	High	Low	Avg.	Last Qtr.	Last Yr.	Vol.	# of Rpts.
<b>Sawlogs</b>							
Hickory	\$200	\$185	\$185	\$185	\$85	25 Int. - MBF	2
Mixed Hardwoods	\$250	\$200	\$250	\$280	\$260	801 Int. - MBF	2
Oak (mixed species)	\$180	\$135	\$165	-	\$135	160 Int. - MBF	2
Red oak (group)	\$200	\$185	\$190	\$185	\$185	1,026 Int. - MBF	2
Shortleaf Pine	\$200	\$200	\$200	\$185	\$100	3 Int. - MBF	1
White oak (group)	\$200	\$195	\$195	\$185	\$195	18 Int. - MBF	2

## Statewide Salvage Prices

	High	Low	Avg.	Vol.	# of Rpts.
<b>Pulpwood</b>					
Oak (mixed species)	\$2	\$2	\$2	3680 Tons	1
<b>Sawlogs</b>					
Oak (mixed species)	\$122	\$13	\$84	1471 Int. - MBF	2

Averages are based on received reports. Refer to the column headed “# of Rpts.” to get a gauge of how accurate the average prices may be. (“# of Rpts.” refers to the number of sales including a particular species and may sum to more than the number of sales.) Changes since last quarter and last year should be read with caution as the number of reports varies each year and quarter. This report can only be used as a general guide for determining market value of timber. General market and economic conditions, as well as local considerations such as accessibility, terrain, sale size, and tree size and quality also affect the price paid.

Please see the map on page 7 for a definition of reporting regions.

Note: All prices and volumes are reported in International ¼” MBF Scale. To convert to Int.-BF prices or volume, divide by 1,000. To convert volume from Int.-MBF to Doyle MBF, divide by 1.2. To convert prices from Int.-MBF to Doyle MBF, multiply by 1.2.

Foresters reported stumpage prices resulting from 8 timber sales containing 4,327 MBF located throughout the state.

*Missouri Timber Price Trends tracks market prices for Stumpage. Reports on the Stumpage Market are received from Missouri Department of Conservation Resource Foresters and private consulting foresters. Stumpage refers to timber sold on the stump and does not reflect delivered mill prices. These reports should serve as a general guide to track stumpage prices. Landowners should not use this report to replace a timber inventory and marketing assistance as methods of conducting a sale. Missouri Department of Conservation Resource Foresters will be able to provide information on current, local market conditions. Details of all private sales and delivered prices are kept confidential.*

### **Editor's Note**

Remember that one of the most valuable sources for information on log and timber markets is the local Missouri Department of Conservation Resource Forester or your Consulting Forester. Contact the nearest Forest District office for up-to-date, local advice. The Missouri Department of Conservation's Forestry Division, (573) 751-4115, will be happy to provide you with the name and address of the Resource Forester or MDC Regional Office nearest to you. You can locate a Consulting Forester by visiting the Mo. Consulting Forester's Association web site at: [www.missouriforesters.com](http://www.missouriforesters.com) or by visiting the Private Land Assistance page of the MDC website <http://mdc.mo.gov/landown/> and clicking on the "Conservation Assistance Contractors" link.

Tom Treiman and Jason Jensen, Editors

Note: A "sale" often includes several different species so the number of sales may be less than the "# of Rpts." (number of reports) listed in the tables.

#### Tree Scale Conversion Factors

Sawlogs - Veneer Logs	Int'l = Doyle x 1.2
Pulpwood Pine	5,200 lbs/cord
Hardwood (hard)	5,600 lbs/cord
Hardwood (soft)	4,200 lbs/cord

Note: All prices and volumes are reported in International ¼" MBF Scale. To convert to Int.-BF prices or volume, divide by 1,000. To convert volume from Int.-MBF to Doyle MBF, divide by 1.2. To convert prices from Int.-MBF to Doyle MBF, multiply by 1.2.

## Fall Colors

Trying to predict the peak of fall color is difficult. Missouri is blessed with a great variety of trees, shrubs and vines. Their leaves turn at different times and, as a result, Missourians enjoy a fall color season that may last four to six weeks. Sassafras, sumac and Virginia creeper are some of the earliest to change. They begin to show their fall colors by mid-September. By late September, blackgum, bittersweet and dogwood are changing.

The peak of fall color in Missouri is usually mid-October. This is when maples, ashes, oaks and hickories are at the height of their fall display. Normally by late October, the colors have faded and the leaves are beginning to drop.

This progression of color change starts earliest in north Missouri and across the state to the Bootheel. Generally, the color change is predictable but can vary from year to year. Much depends on the weather.

The Missouri Division of Tourism's online calendar (<http://www.visitmo.com/>) is packed with events happening all across Missouri this fall.



## US And Canada Timber Prices Rise Due to Asian Demand

The latest briefing from Wood Resources International LLC, shows that timber prices in the US and Canada increased by 20 per cent last year due to increasing demand from East Asian markets. The North American Wood Fiber Review claims that softwood sawlog prices have increased steadily over the past two years in all regions of North America.

Some of the largest increases were in the northwest US, driven by the fact that total timber exports from the West Coast to Asia last year were the highest in 14 years. The demand in Asia is being led by China, which has developed an insatiable appetite for raw materials to help it fulfill its economic growth potential.

FRA analyst Peter Collins said, "The demand from East Asia – including from Japan in the wake of the devastating earthquake and tsunami in March – has directly benefited the timber business in North America. Both the USA and Canada are enjoying higher prices for their exported timber, which also means the industry no longer has to rely on growth in the US construction industry, which is still slow, to survive."

Another reason Asia is keen to do business with US and Canadian forestry owners is because Russia has made it increasingly difficult for other nations to buy. As a result, the US and Canadian forestry industries have benefited hugely

from the boom in construction taking place in Asia.

Source: Forestry Research Associates

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## As Pine Prices Fall

Forisk Consulting forecasts sawtimber prices for the US South weakening 2.7% in 2012 and then strengthening 2.9% into 2013. Key factors include weak expectations for housing starts and low utilization rates at sawmills. While sawtimber prices can increase temporarily from artificial shortages related to weather and logging capacity, long-term strengthening of sawtimber prices requires sawmill utilization to exceed 76%. For 2012, Georgia, Louisiana, Mississippi and Texas are the only states with forecasted sawtimber stumpage prices exceeding \$27/ton. Alternately, delivered prices for Douglas-fir and hemlock in Oregon and Washington look to increase 6% and 4.9% in 2012 thanks to continued exports to China.

Forisk's research emphasizes the critical importance of assessing timber prices locally. "Our team tracks 3,191 wood-using facilities in the United States. This includes every open, closed and idled forest industry mill, as well as every operating and announced wood bioenergy project," notes Dr. Tim Sydor, Forisk's Director of Economic Analysis and Forecasting. In 2010, Forisk's pine sawtimber forecast was within 4% of actual prices, and within \$1.00 per ton at the state

level. "The key is understanding the localized relationship - the elasticity - between wood demand and prices. We consistently track and re-estimate the price-demand relationships as they change at the market level."

Source: Forisk Consulting

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## Missouri Fuels for Schools Projects Bring Celebration

**CAPE GIRARDEAU, Mo.** – Six southern Missouri schools are leading the way toward the use of biomass heating technology, according to Missouri State Forester Lisa Allen, who is also Forestry division chief with the Missouri Department of Conservation (MDC). Allen and other officials traveled across southern Missouri to hold ribbon cutting ceremonies the week of Oct. 24, commemorating the newly operating biomass thermal energy heating systems that make up the Missouri Fuels for Schools program.

MDC awarded \$6 million in grants to the schools from 2010 to 2011 funded under the American Reinvestment and Recovery Act (ARRA) and administered by the U.S. Forest Service, according to MDC Forest Management Chief John Tuttle. Construction is complete on all six of the projects, which began in the fall of 2010.

"Missouri's schools, children, and forests will see lasting benefits from these

Recovery Act projects," said U.S. Forest Service Chief Tom Tidwell. "Jobs, education, and healthy landscapes are what this work was all about."

Gainesville R-V School District, Mountain View-Birch Tree Liberty High School, Eminence R-I Elementary School, Southern Reynolds County R-II School District, Steelville R-III School District and Perry County School District 32 involved students and faculty in their highly celebrated ribbon cutting ceremonies.

Tuttle said MDC is pleased to see construction completed, but it's the positive economic impact to local communities paired with the priority of keeping Missouri forests healthy that he's so pleased to witness.

"As these schools operate their new boiler systems, they'll use woody biomass from local and private forest land and wood waste from local sawmills to heat their facilities. We'll see the new technology help reduce dependence on fossil fuels, reduce energy costs, create or retain jobs and support healthy forests and the state's forest industry," Tuttle said.

The Fuels for Schools projects will help create a stronger market for woody material historically considered waste, such as unhealthy or small-diameter trees and wood debris left from logging, which currently have little or no commercial value.

The projects support forest health, a key mission of both MDC and U.S. Forest Service, by potentially making it economical to thin overcrowded forest stands and remove

diseased and insect-infested trees, Tuttle said.

Students were involved in many of the ceremonies, and Allen took advantage of the opportunity to explain the importance of forests to the state and how this new use of wood materials could enhance the benefits provided by forests such as clean air and water, wildlife habitat, scenic beauty and recreation.

"Healthy woods require care to maintain their growth and productivity. However, historically it has been difficult for Missouri's woodland owners to economically thin young trees because the trees being cut and removed had little commercial value," Allen explained. "It is our hope that woody biomass burning boilers like the ones installed by the Fuels for Schools program will create a market that will entice landowners to improve forested areas by thinning the trees. Such actions will also enhance wildlife habitat, potentially expand the forest products industry and support the local economy."

Michael Anthony, with Mountain Grove Heating and Air Conditioning, said his local economy has already benefited from the program. Anthony's company was involved in construction of the new boiler system at Eminence Elementary School.

"This project produced good wages and a means for people to work hard and put food on the table in the midst of this hard economy," Anthony said. "I believe it will continue to cause a ripple effect of money here locally."

But as first grade student, Damion, told the group on Tuesday morning, there's another benefit to the program--efficient heating that will keep school children warm through the winter months.

"We won't freeze this winter," Damion said.

His principal agreed.

"We're proud to be piloting this program as an example to other schools across Missouri," said Charles James, principal of Eminence Elementary School. "If other schools want to know where to go, they can just follow us."

More information on the Missouri Fuels for Schools program, can be found at <http://missourifuelsforschools.torcd.org>.

Source: Candice Davis, Missouri Dept. of Conservation

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## Ag Secretary Vilsack addresses Farm Bill priorities

By [Erin Voegele](#) | October 26, 2011

Agricultural Secretary Tom Vilsack outlined USDA priorities for the 2012 Farm Bill during an Oct. 24 speech at the John Deere Des Moines Works. "This legislation and the bills that Congress will pass is really about keeping pace with the changing needs of agriculture and the challenges which face rural America," Vilsack said. "It's about providing an adequate food supply for our nation and the world. And the

choices that these lawmakers will make will help shape agricultural, food, and rural development policy and will help determine what our farms and our rural communities look like."

The Farm Bill, however, is about more than just farming, Vilsack explained. "For decades, this bill has been about a whole lot more than just farming—it's been about energy, it's been about nutrition, it's been about jobs."

Regarding the development of the 2012 Farm Bill, Vilsack stresses that there are considerable external pressures that will affect the legislation's development. "Fiscal and political realities about the size of our debt and the deficit have inspired a very tight budget environment," he said. "Last week, a bipartisan leadership group in Congress submitted a proposal to the Joint Select Committee on Deficit Reduction, also known as the super committee, to cut \$23 billion out of the bill over the next 10 years. And though these numbers are by no means final, it is a reminder to all of us that if we want this legislation to accomplish a lot, we have to understand that there will be considerably less funding in which to do it. So our priorities must be clear. We simply need to do more with less."

This means that existing programs will need to be simplified and redundant provisions reduced, Vilsack said. "We need to put a premium on creating innovative solutions to address our current and future problems, also recognizing the importance of

making targeted investments to keep agricultural productivity high and our rural communities vibrant," he said.

According to Vilsack, one of the priorities of the USDA is to strengthen American agriculture. "Many folks don't realize this, but American farmers and our agricultural industries contribute in no small way to the economic health and strength of our great country," Vilsack said. "Agriculture is responsible for one out of every 12 jobs in our economy... What we do on the farm ripples through the economy and helps to create jobs, particularly when agriculture is thriving."

During his speech, Vilsack addressed many components of the Farm Bill, including the Energy Title. "Now, one area of determined effort needs to continue to be a focus on the growing biobased economy, with a particular emphasis on renewable energy and biofuels," he said. "Rural America has done a great job of helping to develop the domestically produced renewable energy and fuel. That job must continue because when we create those opportunities, we create jobs, we reduce our reliance on foreign energy sources, and we enhance our national security. USDA has to have the tools to be able to continue to help this biobased and biofuel and renewable energy economy, and we need to make sure that it's vibrant in all regions of the country. Continuing our investment in renewable energy, biofuel, and biobased products will improve the bottom line for farmers as we find creative



ways to use that which they grow.”

Vilsack noted that in the last couple of years, the U.S. has gone from importing 60 percent of its oil to 52 percent as a result of the rapid expansion of the biofuel industry. As a result of biofuel production, Americans also pay about 90 cents less for gas than they would otherwise pay, he said.

“I recognize that the assistance we provide to this industry will likely be more targeted and more limited in the future; but we have momentum in many areas of the country to focus on nonfood feed stocks which will allow us to expand the production of advanced biofuels,” Vilsack said. “I’m committed to working with Congress to build on that momentum.”

Vilsack also said he hopes that as Congress addresses the Farm Bill, its members will understand and appreciate the significance of the BCAP and REAP programs. These are two programs that are worthy of continued investment, he said. “Just in 2009 and 2010 USDA invested in more than 22,000 renewable energy projects,” Vilsack said. “We’re pursuing this next generation of advanced biofuels by helping communities and companies invest to build those biorefineries, we’re funding regional research, and we’re helping farmers to establish those biofuel crops. We’re supporting the farmers, ranchers, and businesses taking risks to pursue those new opportunities, and we’re helping to establish the infrastructure to put renewable fuel in all of

America’s gas tanks. Congress’s effort has got to continue to offer strategic support to these important industries.”

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## **ALC Announces Organizational Refresh**

*Organization partners with  
John Deere for strategic  
direction,  
creative design*

**Hemphill, Texas (October 21, 2011)** – To better serve as a unified voice for professional loggers across the United States, the American Loggers Council (ALC) recently announced changes to the organization and its structure at its 17<sup>th</sup> Annual Meeting in Minocqua, Wis., held Sept. 29 - Oct. 1.

The changes come from a strategic meeting and brainstorm ALC’s Executive Committee, which John Deere facilitated at its offices in Moline, Ill. The group met to celebrate ALC’s efforts and successes, reevaluate the organization’s mission, and identify ways to strengthen its impact for a strong, consistent presence in the logging industry.

“When we met back in June to discuss this transformation, we carefully analyzed our performance, especially as it pertains to supporting our members,” said Danny Dructor, executive vice president, ALC. “We’re excited to announce these updates and are confident they are in alignment with our goal of being the national hub for logger information exchange, linking local, state and regional organizations around the country.”

The rollout will take place in two phases over the next two years. The first phase, already underway, includes the introduction of a new logo that more firmly establishes ALC’s brand identity and illustrates its connection to loggers. John Deere worked closely with ALC on the creation of the logo that has been added to ALC communication materials, including its current web site and Facebook fan page.

The second phase includes a redesign of ALC’s web site. The team identified a need to enhance the site and make it more user-friendly. This will include reorganizing the site’s content to reinforce ALC’s mission to be a national voice for loggers. ALC will work with John Deere and its creative teams to develop design elements and content.

ALC will also implement an organizational reform to more clearly define its membership and sponsorship structure in order to become more financially strong and continue inspiring and supporting loggers at the local and national levels.

“John Deere is proud to partner with ALC and support the organization in this exciting time of change,” said Nate Clark, forestry tactical marketing manager, John Deere. “We really believe in ALC, its mission and its membership and is committed to helping it grow and strengthen. Both groups share the same dedication to loggers and are working hard to keep their best interest in mind.”

To view ALC’s new logo, visit [www.americanlogger.org](http://www.americanlogger.org) or

“Like” American Loggers Council on Facebook.

About American Loggers Council

The American Loggers Council is a non-profit 501(c)(6) organization representing timber harvesting professionals in 30 states. For more information contact the American Loggers Council office at 409-625-0206 or visit their website at [www.americanloggers.org](http://www.americanloggers.org).

## Funds available for Loggers, Landowners

JEFFERSON CITY, Mo. – Loggers and landowners can both benefit from a new Missouri Department of Conservation (MDC) pilot cost share incentive program called the Best Management Practices (BMPs) Conservation Innovation Grant (CIG). According to MDC Forest

Program Supervisor, Jason Jensen, the grants are focused on encouraging timber harvesters to implement Best Management Practices (BMPs) on private land timber sales in the 15 county area including Reynolds, Iron, Shannon, Ripley, Carter, Wayne, Oregon, Howell, Texas, Madison, Bollinger, Dent, Crawford, Washington, and Butler counties.

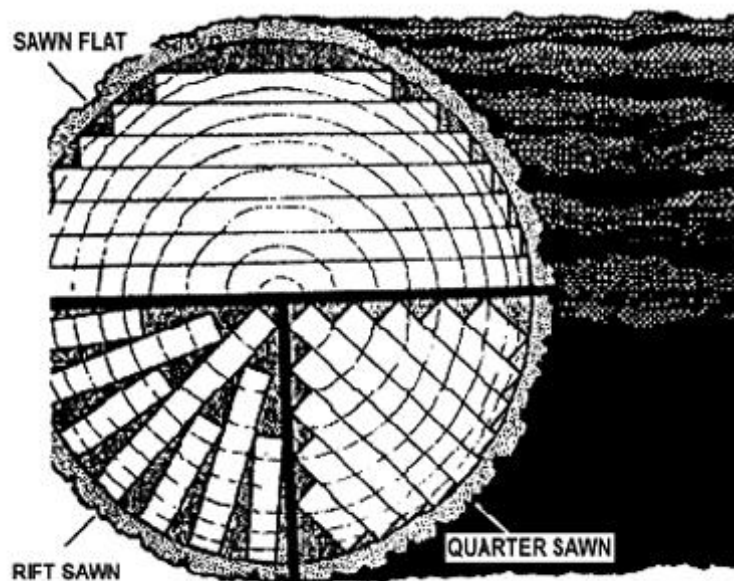
The grant is designed to be a partnership between loggers and landowners as they do business together. If approved, the cost share would directly pay loggers \$10 to \$20 per acre to implement the BMPs and landowners would receive \$5 per acre.

“The concept behind splitting the incentive is that the logger has the responsibility for establishing erosion prevention measures on timber sales and the equipment to implement the BMPs, and the landowner owns the property and is responsible for maintenance of the BMPs for a reasonable period of time,” Jensen said.

Best Management Practices were developed as a guide for loggers and landowners to combine safe logging practices with steps that will avoid damage to water quality and soil erosion associated with timber harvesting. By taking steps to learn the BMPs and implement them, the MDC hopes the Conservation Innovation Grant will encourage loggers and landowners to work together in maintaining the best possible forest health and productivity.

To participate, Jensen says loggers should sign up for the cost share program at their local MDC office. He said they must be a professional trained logger or attend a Best Management Practices training class with the Department of Conservation.

To find a Department of Conservation office near you, go online to [www.MissouriConservation.org](http://www.MissouriConservation.org).





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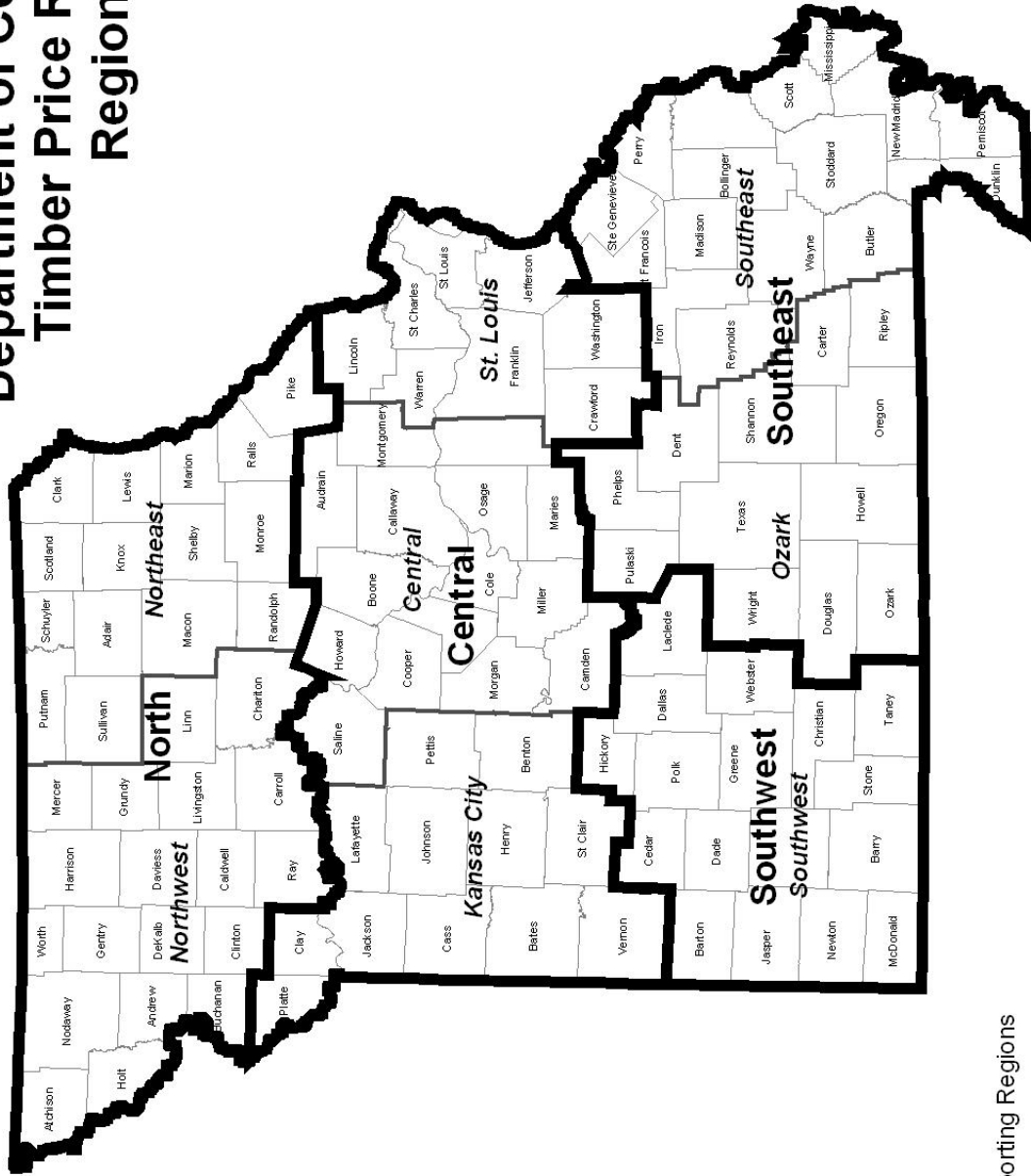
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# Missouri Department of Conservation Timber Price Reporting Regions



**Legend**

-  Price Reporting Regions
-  MDC Regions
-  County Boundaries