

**Subject:** Tree Farmers Hurt by Low Prices

**Story Summary:** A combination of imports, low demand and high supply has caused the market for pulpwood – the raw product used to make paper – to fall. Timber owners are feeling the pinch.

**Suggested Lead:** The raw product used to make paper is in a market slump. Tom Steever reports on what has softened the price of pulpwood.

**TRT:** 1:59

**Suggested Supers:**

Blake Sullivan  
Georgia Forestry Consultant  
@ :17

Jim Nelson  
Georgia Land/Timber Owner  
@ :33

Jim Griffith  
Georgia Farm Bureau Forester  
@ 1:25

Tom Steever  
Reporting  
@ 1:55

**Anchor Tag:** Every year one-point-six billion tree seedlings are planted in the United States.

**Pulpwood Prices Low  
Tom Steever Reporting  
June 19, 2003**

<p>Tree cutter</p> <p>M/s tree cutter</p> <p>Dropping trees Chipping trees</p> <p>M/s chipping M/s chips</p>	<p>VO/ THESE TREES ARE THINNED TO MAKE ROOM FOR THIS FOREST TO GROW. WITH FIFTEEN TO EIGHTEEN YEARS OF GROWTH, THESE ARE TOO SMALL FOR LUMBER AND THEIR PRESENT VALUE AS PULPWOOD – THE RAW PRODUCT IN PAPER – IS AT A RECORD LOW.</p>
<p><b>Blake Sullivan Georgia Forestry Consultant</b></p>	<p>SOT/ PEOPLE AREN'T BUYING AS MANY NEWSPAPERS, THEY'RE USING MORE RECYCLED WOOD, THEY'RE NOT PRODUCING AS MANY CATALOGUES JUST BECAUSE THE BUSINESS CLIMATE HAS BEEN BAD.</p>
<p>W/s sawmill M/s sawmill M/s lumber on conveyer</p>	<p>VO/ ADDING TO THE BLOATED TIMBER SUPPLY IN THE UNITED STATES IS WOOD COMING FROM CANADA.</p>
<p><b>Jim Nelson Georgia Timber/Land Owner</b></p>	<p>SOT/ THEY SET THEIR OWN PRICES AND THEY'RE BELOW WHAT MARKET VALUE WOULD BE, MARKET PRICES AND THEY SELL IN THE UNITED STATES AND THAT HAS AFFECTED NOT ONLY THE PULPWOOD, BUT CHIP AND SAW AND SAW TIMBER.</p>
<p>CRP acres w/small tractor</p> <p>Pan of woods</p>	<p>VO/ A 1980'S FARM PROGRAM EFFECTIVELY REDUCED SUPPLIES OF MANY AG COMMODITIES BY IDLING FRAGILE FARMLAND. BUT THE CONSERVATION RESERVE PROGRAM ENCOURAGED TREE PLANTING ON THOUSANDS OF ACRES IN THE SOUTHEAST.</p>
<p>Sullivan sot</p>	<p>SOT/ AND SO, BASICALLY WHAT WE DID WAS WE CAUSED AN ARTIFICIAL</p>

	OVERSUPPLY OF A PRODUCT THAT NEVER WOULD HAVE OCCURRED IF THE CRP PROGRAM HAD NOT BEEN IN PLACE.
Jim Nelson sot Pan to Jim in woods	SOT/ THERE ARE MORE TREES AND MORE TIMBER IN GEORGIA THAN THERE WAS A HUNDRED YEARS AGO; APPROXIMATELY SIXTY-FIVE PERCENT OF THE STATE OF GEORGIA IS IN FOREST.
Jim walks in woods	VO/ WHILE SOME GROWERS ARE DELAYING THEIR TREE THINNING, THERE'S NO CLEAR INDICATION WHEN OR IF THE PULPWOOD PRICE WILL REBOUND.
<b>Jim Griffith</b> <b>Georgia Farm Bureau Forester</b>	SOT/ IT'S GOING TO BE A LONG TIME DOWN THE ROAD BEFORE WE SEE ANY SIGNIFICANT INCREASES, ESPECIALLY IN THE PINE PULPWOOD.
W/s picking up logs Z-out picking up logs	VO/ WHILE THERE IS PRESSURE ON THE MATURE TREE – OR SAW TIMBER PRICE, WHERE TIMBER OWNERS MAKE MOST OF THEIR INCOME; IT HASN'T FALLEN TO THE EXTENT OF THE PULPWOOD MARKET.
Blake Sullivan sot	SOT/ IF WE DON'T HAVE A MARKET FOR OUR TREES, WE WON'T PLANT AS MANY OF THEM AND THAT'S A BAD THING FOR THE ENVIRONMENT AS A WHOLE.
W/s sawing Chipper operator Pov shot of chipper	VO/ UNTIL THE INDUSTRY SAWS THROUGH THE GLUT OF TREES, THE PRICE WILL MAKE PULPWOOD A LOW-PAYING ENTERPRISE. NEAR MACON, GEORGIA, I'M TOM STEEVER.