



### The Value of Firewood

Demand for wood burning stoves, especially those with back boilers, is at an all time high. Many stove retailers now have waiting lists of more than four months for people wanting to buy a new stove.

All this should/could be good news for those selling firewood. However, deciding on the price at which to sell your firewood can be tricky. To generate repeat business, it is important to strike the right balance between quality (particularly energy content) and price.

One way to look at this is to consider the approximate cost per kWh of heat energy the wood will deliver. This depends on certain factors within the vendor's control: whether the logs are hardwood (like oak) or softwood (like spruce); and how well seasoned they are. But it also depends on the efficiency of the stove, or open fire, that the logs will be burnt on. Open fires are particularly inefficient, and people trying to reduce their heating costs by using an open fire are unlikely to achieve savings. In fact they may well find themselves paying more for heating with logs.

To help woodland owners estimate the value of their firewood, CALU and Coed Cymru are producing a new factsheet. Andy Stewart, Projects Manager of Coed Cymru, said "The surge of interest in wood as a fuel is great, but it is essential that only good quality firewood is sold, and that the price charged is right. If not, customers will quickly become disillusioned with wood as a fuel."

The firewood supply industry is a burgeoning one, with few controls in place to ensure quality and customer satisfaction. It is in the best interests of all involved to try and make sure it builds a good reputation.

The new factsheet will be available from the CALU website: [www.calu.bangor.ac.uk](http://www.calu.bangor.ac.uk) or by telephoning 01248 680450. For more information on woodlands and firewood contact Coed Cymru – 01686 650777.

