

# 2025 PRICE LIST

## — WILD — STEWARDS — ALLIANCE — A POINT OF HARVEST INITIATIVE

Through the Wild Stewards Alliance (WSA) certification program, ASD helps trained dealers and harvesters sell high quality, sustainably-sourced botanicals to higher-price markets. ASD takes a 10% commission on all sales. **All harvester sales are fresh sales.**

### Pricing Example

|                          |                                |                               |                                   |
|--------------------------|--------------------------------|-------------------------------|-----------------------------------|
| <b>Herb</b>              | Black Cohosh, Dried            | <b>Total Sale</b>             | <b>\$1,001.00</b>                 |
| <b>Pounds Brought In</b> | 100 lbs, fresh from Harvester* | <b>Less Harvester Portion</b> | - \$500.00 (\$5 x 100 fresh lbs)  |
| <b>Pounds Sold</b>       | 28.6 lbs, dried by Dealer*     | <b>Less ASD 10%</b>           | - <u>\$100.10</u> (10% x \$1,001) |
| <b>Total Sale</b>        | \$1,001.00 (\$35 x 28.6 lbs)   | <b>Dealer Portion</b>         | \$ 400.90                         |

\*Black Cohosh has a 3.5:1 dry down ratio. That means it takes 100 pounds of fresh material to produce 28.6 pounds of dry material (1/3.5). Harvester brings in fresh material and gets paid for fresh material; Dealer dries the material down and gets paid for the dried material.

| Common Name(s) | Genus/Species            | Plant Part        | Fresh Sale (per pound) |           | Dried Sale (per pound) |           |
|----------------|--------------------------|-------------------|------------------------|-----------|------------------------|-----------|
|                |                          |                   | Dealer                 | Harvester | Dealer                 | Harvester |
| Black Cohosh   | Actaea racemosa          | rhizome           | \$35                   | \$14      | \$35                   | \$5       |
| Bloodroot      | Sanguinaria canadensis   | rhizome           | \$80                   | \$32      | \$100                  | \$13      |
| Blue Cohosh    | Caulophllum thalictoides | rhizome           | \$35                   | \$14      | \$35                   | \$5       |
| Goldenseal     | Hydrastis canadensis     | leaf              | \$45                   | \$18      | \$60                   | \$4       |
| Goldenseal     | Hydrastis canadensis     | rhizome           | \$100                  | \$40      | \$140                  | \$20      |
| Sassafras      | Sassafras albidum        | root bark/natural | x                      | x         | \$40                   | \$6       |
| Sassafras      | Sassafras albidum        | root bark/rossed  | x                      | x         | \$50                   | \$7       |
| Slippery Elm   | Ulmus rubra              | inner bark        | x                      | x         | \$65                   | \$9       |
| Solomon's Seal | Polygonatum biflorum     | rhizome           | \$60                   | \$24      | \$70                   | \$5       |
| Wild Yam       | Dioscorea villosa        | rhizome           | \$35                   | \$14      | \$35                   | \$5       |
| Witch Hazel    | Hammamelis virginiana    | bark              | x                      | x         | \$35                   | \$6       |
| Witch Hazel    | Hammamelis virginiana    | leaf              | \$40                   | \$16      | \$40                   | \$3       |

For more information, contact your local WSA certified dealer or visit [www.appalachianforestfarmers.org/wild-stewards-alliance](http://www.appalachianforestfarmers.org/wild-stewards-alliance)



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