

# Are You Thinking about Selling your Timber ?

**Stop !  
Read this Brochure**



## PA Bureau of Forestry

**— Free Forestry Advice —  
(724) 238 - 1200**



Commonwealth of Pennsylvania  
Department of Conservation and Natural Resources  
Bureau of Forestry  
Visit us @ [www.dcnr.state.pa.us](http://www.dcnr.state.pa.us)

Are you are thinking about selling your timber? More and more people are looking to their woods for extra income. The timber market is strong and there are many available loggers. **Before you sell your timber; stop, and read this brochure!**



First, think about what you want from your woodlot. **TAKE YOUR TIME!** Your trees aren't going anywhere anytime soon. What are your objectives for your property? Will a timber sale meet those objectives? Will you get the fair market value for your timber? And are your trees even ready to be harvested? Generally, hardwood trees in this area reach maturity in 80-120 years, with a diameter at breast height of 20-22 inches.

Consider the assistance of a professional forester. The Pennsylvania Bureau of Forestry has service foresters who can meet with you and look at your woodlot. They can give you forestry advice, help you write a management plan, recommend what type of timber harvest is best, and help you determine if, and when, you should harvest your trees. All services provided by the PA Bureau of Forestry are free-of-charge.

Bureau of Forestry service foresters can NOT, however, mark your timber for commercial sale, nor can they do economic appraisals. These jobs can be done by private consulting foresters. If you hire a private consulting forester, make sure he or she has a forestry degree and can produce references upon request.

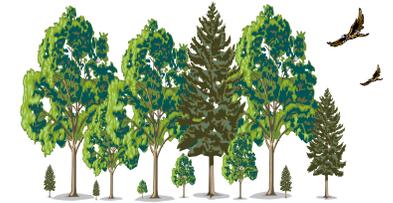
Consulting foresters can appraise and mark timber, write contracts, and administer timber sales, among other things. Their fees vary, but most charge between 10 and 15% of the final sale price of the timber. Ultimately, this fee pays for itself. You will most likely secure more money for your timber through the competitive bidding process and you will help insure future generations will benefit from your good stewardship.



**If you live in southwestern Pennsylvania and need guidance in selling your timber, managing your woodlot, or want a list of private consulting foresters, call the Forbes Forest District Office in Laughlintown at (724) 238 - 1200 or email us at [fd04@state.pa.us](mailto:fd04@state.pa.us).**

**Turn Over**

# Do's and Don'ts of Selling Your Timber



Do NOT conduct a diameter-limit harvest, where all the trees above a specified diameter at breast height (usually 12 inches) are cut and removed. This type of harvest is commonly disguised as a “select” cut and is extremely harmful for your woodlot! *It takes the best and leaves you with the rest.* The rest usually comprises of the small, poor quality trees which will never grow into quality timber. This harvest does NOT incorporate good forest management principles. It greatly degrades the future productivity of your woodlot, decreases any future income, and potentially eliminates certain species from your woodlot!



Make sure to have a legally binding contract, signed by all parties. The contract should address which trees will be cut, payment method, penalties for unnecessary damage, logger insurance and workman's compensation, logging and skid road retirement, best management practices (BMP's) to minimize soil erosion, permits, and much more. By law, loggers must complete and post a soil and erosion sediment control plan (E&S plan) for every logging job in Pennsylvania and must secure permits from the Pennsylvania Department of Environmental Protection (DEP) when crossing streams.



Make sure to obtain several bids from several different timber buyers. Realize that the first offer might not be the best offer. You may lose out on thousands of dollars if you do not take the time to obtain several bids! Competitive bidding is the only way to insure you will get the fair market value for your timber.



Ask for references. If a logger or a consulting forester is not willing to stand behind their work, then he or she should not be in your woods! Take a drive and look at their previous jobs. Were the logging and skid roads left with deep ruts? Were they reseeded with grass? Were the trees along the stream banks cut, leaving no stream buffers? How many of the uncut trees were damaged? Are you looking at a diameter-limit harvest (select cut) down to 12-inches, with only poor quality trees left behind?



In most situations, it is best to receive a “lump-sum” payment for all your timber BEFORE it is cut. Payment by the truckload can be risky. Unless you are at the site everyday, you will have no way of knowing how many truckloads have gone to the mill, or what kinds of trees are on each truck. Keep in mind, certain tree species are worth a lot more than other tree species.