

Your private forest – how to use it.

The possibilities and options of how to use and manufacture timber or produce fibre from a plantation or native forest is continually growing for the private forest owner.



While traditionally the products from plantations have been used for pulpwood, fuelwood, treated posts, sawlog, veneer log and stock shelters, products made from non-wood, such as bush foods, seeds, native plants and landscape materials are becoming increasingly popular and opening up the market further.

The ever-expanding market

Whether you are growing your timber for a large commercial venture, special species woodlot or a shelterbelt for the farm, there are many ways to utilise your private forest.

Here are a few:

VINEYARDS

As the wine industry grows in Tasmania, so does the need for non-treated ground durable posts. Ground durable posts could be purpose grown or form part of the vineyard shelter

ROUND POLES FOR CONSTRUCTION

This is an efficient way to use the thinned timber from your plantation

PURPOSE-GROWN FIREWOOD

A good opportunity for on-site sales and a cleaner burning product, especially if close to urban areas

CHARACTER TIMBER

Highly figured eucalypt, traditionally chipped or mechanically split for firewood, is emerging as a special timber resource

TREATED POSTS FOR FARMS

Management regimens may be developed to purpose-grow posts in lower rainfall areas. This may be especially important where a pulp market is not available and may provide farm post requirements. Post processors require uniform material of little taper with fewer knots

ON-SITE MILLING

The use of portable sawmills to produce timber on farms is becoming popular. There are a number of options from chainsaw mills to twin sawmills and horizontal bandsaws

SEEDS

The market for a variety of seeds is expanding, making seed collection from your native forest a financially attractive proposition. Seed can vary in value from \$100's/kg to \$1,000's/kg and greater. Minimum capital is required and the collection of non-destructive seeds is a sustainable forest enterprise. It is essential to keep good records – species, date, location, grid reference, altitude and description. Seeds can be sun-dried or kiln-dried and are best stored in dry, sealed, labelled containers at a constant temperature of two degrees

NON-WOOD PRODUCTS

There is an existing market for foliage, bush foods and landscape material. A business plan is essential to take into account the available resources, future demands and costs of production

INCREASING BIOECONOMY

As the desire to replace petroleum-based products increases, so will the demand for alternative fuels, pharmaceuticals and industrial chemicals


Time to sell

There are three main types of wood buyers:

- Large industrial forestry companies
- Independent forest management/timber brokerage companies
- Rural sawmillers, portable sawmillers and harvesting contractors

The most common method in Tasmania is for forest owners to negotiate with potential buyers, either directly or through a wood broker or forest management company, so they can achieve the best deal or advice on their circumstances.

Step-by-step guide to selling your timber:

- You're ready to offer your timber for sale - Contact Private Forests Tasmania for advice. [Go here](#) for the comprehensive Directory of Tasmanian Forestry Services (Link to the Tree Alliance website Directory)
- The potential wood buyers will inspect the forest and assess the likely quantities of each grade of log. They will also assess any access requirements and forest practices that might be important
- You should then receive a written and itemised offer for each log grade. The most important figure is the **stumpage** 
- The offer will include an estimate of the number of tonnes of each grade. Payment should ultimately be based on tonnes measured over a weighbridge. The dollar per tonne figure is the one that counts
- Discuss and negotiate with potential buyers on log grades, stumpage (prices) and timing. It's important you understand exactly what is being offered. Get independent advice or ask the buyer if you are unsure about any aspect of the negotiation
- Before agreeing on the sales terms and type of contract, seek advice from your accountant, lawyer or an experienced timber sales consultant to ensure you have the best agreement and contract. Check that the contract specifies the information you will receive about the amount of wood removed from your property and when payment will be received
- After the agreement has been signed by both parties, the wood purchaser will manage the process moving forward, including the preparation of a FOREST PRACTICES PLAN and any compliance reporting relating to the plan. You will be informed of any compliance reporting you may be required to do

Private Forests Tasmania

Fact Sheet 6

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Hobart

30 Patrick Street
Hobart 7000

Launceston

State Government Offices
171 Westbury Road
Prospect 7250
PO Box 180
Kings Meadows 7249

Burnie

State Growth Offices
The Harris Building
Level 2, 49 Cattley Street
PO Box 68
Burnie 7320



Next steps



Find a local processor

Explore the Directory of
Tasmanian Forestry Services
online at www.treealliance.com.au



Contact Tree Alliance

contact@treealliance.com.au



Call the helpline

Call the helpline with
any questions

Tel: 1300 661 009



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