

## Harvesting Your Woodlot — What's in it for you?

Managing your woodlot properly will help you:

- ◆ Maximize revenue from your harvest
- ◆ Maximize future profit
- ◆ Protect and enhance natural features such as wildlife habitat and water resources
- ◆ Improve other forest values such as personal fuelwood and maple syrup production
- ◆ Create or enhance recreation opportunities such as hiking and hunting
- ◆ Comply with local regulations such as tree-cutting bylaws

A well-managed woodlot should be considered an investment — for your own benefit today and as a legacy for future generations.

*A Landowner's Guide To Selling Standing Timber*, is a comprehensive and easy to read handbook that will help you make the right decisions about harvesting your woodlot.

Call today for a copy!

For more information, or to receive a copy of the handbook *A Landowner's Guide To Selling Standing Timber* contact:

- ◆ The Ontario Woodlot Association  
(888) 791-1103
- ◆ The Peterborough County Stewardship Council  
(705) 755-1951
- ◆ The Northumberland Stewardship Council  
(705) 755-3298
- ◆ The Victoria Land & Water Stewardship Council  
(705) 324-1478
- ◆ The Durham Land Stewardship Council  
(905) 436-0533

Produced by:



[www.ont-woodlot-assoc.org](http://www.ont-woodlot-assoc.org)



[www.ontariostewardship.org](http://www.ontariostewardship.org)



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*This project was made possible through the generous financial support of the Ontario Trillium Foundation*

## A Landowner's Guide to Selling Standing Timber

Managing your woodlot for profit and pleasure . . .



# THINKING OF SELLING YOUR TIMBER?

## Before you sell . . .

Here's some advice: Your woodlot is a valuable asset. In addition to its timber, you must consider everything that it contains — wildlife habitat, water resources, opportunities for recreation and aesthetic values. Before you harvest, make sure your woodlot is protected.

### Do Some Research

If you are unfamiliar with the value of forest products such as veneer or sawlogs, take the time to do some basic research. How can you get a fair price if you don't know what the market is paying?



### Plan Ahead

Take an inventory of your woodlot. Find out about the variety, age and number of trees growing on your land.

Prepare a management plan. Whether you are harvesting for a source of revenue or for other objectives, you will benefit from advance planning.

### Decide Which Trees to Harvest

Select and mark the trees that you plan to sell. Trees must be marked so that you can accurately compare bids from interested buyers. Keep in mind that it is in your best interest to have a healthy, productive woodlot after the harvest.



### Get More than One Bid

Obtain bids from at least three different buyers to ensure that you receive fair value for your timber.

### Ask for References and Sign a Contract

Check references to ensure that your buyer's previous customers were satisfied with the harvesting operation.

Ensure you have a signed contract that protects your interests.



### Monitor the Harvest

Spend some time in your woodlot during the harvesting operation to ensure that the work is done to your satisfaction.

### Consider Other Values

Make sure that wildlife habitat and the aesthetic and recreational values of your woodlot are protected during harvesting.

### Help is Available

For more information, or to obtain your copy of the handbook, *A Landowner's Guide To Selling Standing Timber*, contact one of the organizations listed on the back of this brochure.



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Can you organize a timber sale on your own? As a woodlot owner, you need to decide whether you have the necessary knowledge and skills to do the job properly.