



## Forestry Fact Sheet #1

# \$ TOP DOLLAR \$ FOR YOUR TIMBER

**Got a big tree?** It might be worth \$2, \$20 or \$200 sold where it stands! Timbered acres can be worth a lot of money—sometimes more than cropland. How much money depends on what you have and what buyers want.

**Kind of tree:** Timber markets change. In the current marketplace, a forest of red oaks is worth more than a forest of post oaks. Green ash can be valuable. White oaks can bring top prices.

**Size of tree:** Diameter (thickness) of the trunk at chest height is important — one oak that is 16 inches thick may be worth 23 oaks that are 8 inches thick. A 40-inch-thick tree is even better — unless it's hollow in the middle (then squirrel hunting could be the highest value). Height matters. An 8-inch-thick oak that is 60 feet tall is worth twice as much as an 8-inch-thick oak that is 30 feet tall.

**Quality of tree:** A “top dollar” tree is straight and tall and clear of branches on the lower trunk. A quality tree can contain several sawlogs. Defects, such as knots and bends, reduce the number of quality logs.

**Distance to market:** Buyers usually buy within a 90-mile radius of their mill, but will go farther depending on kind, amount and quality of timber involved.

### Timber Markets

**\$ Pulp or chips** - for smaller trees and low-quality larger trees

**\$\$ Pallets and crossties** - for medium-sized trees. Higher value than pulp, but less than sawtimber (not the best market for top quality oaks)

**\$\$\$ Sawtimber** - For trees with at least one log that is 16 feet long. Trunk thickness at chest height usually runs from 12-40 inches. The small end of the top log must have a thickness of about 10 inches.

**\$\$\$\$ Veneer** - Brings highest price of all — generally top quality sawtimber-size trees (no scars or knots) for species in highest demand (white oak, red oak, walnut, pecan, black cherry, etc.)

**\$\$\$\$\$**

**GET HELP !!** Selling timber is a big deal! Have a professional forester measure your trees and estimate their fair market value before you sell! Get help planning and managing for your future forest, too. If you have enough acres of the right trees, you could be making money from timber sales every 5-10 years.

*(see other side)*

# Your trees are valuable!! Call for help to get ... \$ Top Dollar for your Timber \$

## << INFORMATION SOURCES >>

Ask about sustainable forestry practices – continuous income from a permanent and healthy forest.

### Arkansas Forestry Commission

Provides free forest management plans and sale recommendations, sample timber sale contract and a listing of consultant foresters and tree planters in your area. The Forestry Commission can selectively mark timber for sales, construct firelanes and conduct controlled burns for a small fee. Tree seedlings are sold at Forestry Commission offices.

Check your local phone book for your County Forester. Look under Arkansas Forestry Commission, or call the Little Rock office at 225-1940.

### County Conservation District

Offers free landowner assistance (advice and money) for farm and forestry management. Every county has a District Conservationist to provide help and a local board that establishes conservation priorities for that county. The Districts also sell tree seedlings.

Check your local phone book for your county's District Conservationist. Look under U.S. Government, Agriculture Department, Natural Resources Conservation Service, or call the NRCS office in Little Rock at 324-5418, or the Arkansas Association of Conservation Districts in Little Rock at 682-2915.

\$\$\$\$\$

### Cooperative Extension Service

Helps answer farm, forestry and home management questions. Every county has a County Agent and staff to provide help – such as timber market information, wildlife management, soil testing and financial management. The Cooperative Extension Service also employs forestry and wildlife specialists.

Check your local phone book for your County Agent. Look for Cooperative Extension under your county's name. Or call the Little Rock office at 671-2200.

### Forestry Consultants

Provide services, for a fee, to help you plan, sell and manage for what you want from your forest. (Forestry plans can include wildlife and family heritage as well as timber income.) Private consultants can work on a per day or per acre basis for services performed, or on a percentage of the sale price, like a real estate agent, which creates a real incentive in getting you "top dollar" for your timber. Ask consultants for their references.

AAAAAAA

Some forestry landowners in Arkansas participate in the "Tree Farm" program. For information call the Arkansas Forestry Association at 374-2441 (Little Rock) or toll free at 1-888-698-7337.

This fact sheet has been prepared by the following group of organizations: Arkansas Land & Farm Development Corporation, 734-1140; Ozark Foothills Resource Conservation and Development Council, 793-6550; The Nature Conservancy's Arkansas Field Office, 663-6699; and Winrock International, 727-5435; and funded by the United States Department of Agriculture (SARE) under a Sustainable Agriculture and Research Education (SARE) grant. All programs and services of the USDA are offered on a nondiscriminatory basis without regard to race, color, national origin, religion, sex, marital status, age, or disability.