

Optimizing Timber Values

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Overall forest management philosophy

- Maximizing timber income
- Maximizing biodiversity (or other non-monetized values)

Biodiversity approach	Timber and income focus
Species diversity	Douglas-fir, maybe cedar
Shrubs and canopy gaps	Fully stocked
Snags and down logs	Full utilization
Older trees	Shorter rotations
Reserves – non-harvest areas	Only what's required around streams

Optimizing Timber Values

Given your management philosophy, how to optimize timber values?

Get reasonable harvest-related costs

Nature of harvest

- Thinning (intermediate treatment)
- Regeneration (clearcut or heavy partial cut)

Harvest costs

- Access and terrain
- Volumes/acre
- Logging equipment

Hauling costs can be as much as logging costs!

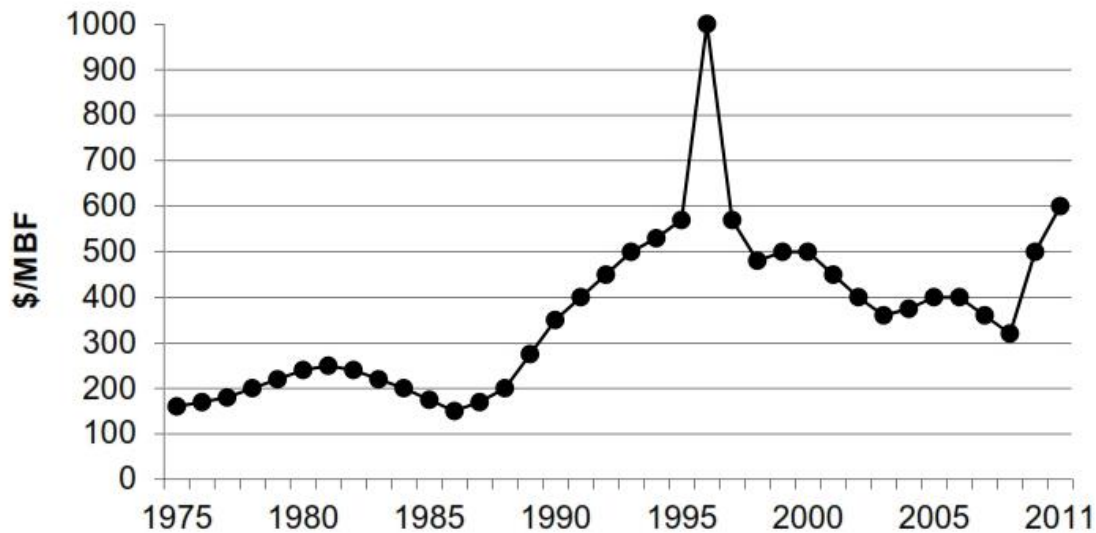


Maximize the value of the logs

Time harvest for favorable market

- Timing can be important
- Pitfalls of trying to hit the market peak
- Several small harvests may be lower risk than one large harvest

Grand fir log price trends



Data from our files, ODF, and interpolations and includes export and domestic prices

DIY log marketing vs. hiring a professional

- Frequency in the market
- Familiarity with all reasonable options
- Ability to make adjustments on the fly

Trends

- Lumber as a commodity
- Larger and fewer mills
- Log prices stunted

Douglas-fir #2 Sawmill Avg Delivered Log Price, NW Oregon



Opportunities

- Provide something industrial owners can't (Hint... not 40 year-old Douglas-fir)
- Unique products/specialty markets
- Utility poles – Requires older Douglas-fir
- Western hardwoods
 - Alder
 - Maple
 - Oak
- Cedar
- Make local connections



Thank you!

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