



Monitor the Harvest Operation

Check the logging operation on a regular basis to ensure contract requirements are being met. Always require as part of pay-per-unit sales that you are provided with a full accounting of what's being harvested. This information should be provided to you by the buyer. The frequency with which you receive this information is up to you, but it's recommended that it be provided on a regular time schedule, i.e. weekly, monthly, etc.

Requiring a load-by-load accounting of forest products removed from your timber sale is a good business practice for you and the buyer. It provides you with a full accounting of what is harvested off your property and helps ensure that contractual terms are fulfilled.

Record-keeping on per-unit sales:

- Load number
- County and state of origin
- Landowner's name
- Date and time
- Scale ticket number
- Species and product
- Destination
- Purchaser

Acknowledgements:

- Dr. Richard Brinker
- Auburn University
- Alabama Cooperative Extension System
- North Carolina Department of Forest Resources
- Cornell Cooperative Extension
- Steve Nix, About.com Guide
- USDA Forest Service, Cooperative Forestry
- www.forestry.alabama.gov

- **Reduce the possibilities for non-point source pollution:**
You should specify that all logging should be done in accordance with "Arkansas' Best Management Practices (BMPs) for Forestry." For more information on BMPs visit our website at <http://forestry.arkansas.gov/Services/ManageYourForests/Documents/bmpbookrevise.pdf>.

- **Stump Height and Top Diameter Harvested:**
If stump height and top diameter harvested is important to you, then you should specify, in inches, the maximum stump height allowed or top diameter. If you want to easily machine-plant your next timber stand, allow a maximum stump height over which the tree planter can easily maneuver.
- **Selling Your Timber Based on Unit Volume:**
If you are selling your timber based on unit volume, be sure to specify the maximum top diameter that you will allow to remain in the woods.
- **Cleanup:**
Include a statement requiring removal of all litter and trash from the logging operation. You may also want to specify that logging debris be scattered back over the site, versus piled at the logging deck.

The Sale and Harvest

- Arrange a meeting with the buyer and/or logger so that you or your representative can point out any special restrictions that you have imposed. Walk the sale site to ensure sale boundary lines and other restrictions are understood.
- Check the logging operation on a regular basis and inform the logging supervisor if you think that the terms of the contract are not being faithfully followed.
- Be reasonable in your expectations and assignment of damage penalties. In some instances, the amount that you receive for your timber may be reduced due to excessive restrictions.

Other Contract Provisions to Consider

- Name and address of buyer
- Date contract is executed
- Declarations of the seller's ownership and right to convey. This may include a title abstract and insurance.
- Clarify ownership of by-products.
- Liability Insurance of all contractors and sub-contractors
- State who is responsible for paying severance tax.
- Statement of who suffers the loss if timber is destroyed or stolen
- Provision for or against assignment of the contract

For more information, contact one of the following agencies or organizations:



Arkansas Forest Resources Center
A University of Arkansas Center of Excellence



DIVISION OF AGRICULTURE
RESEARCH & EXTENSION
University of Arkansas System



6. Monitor the Harvest

You or your agent should frequently inspect the harvesting operation to ensure the contract terms are being fulfilled.

When you sell on a per-unit basis, a full accounting of what was removed during the harvest should be provided by the buyer. You can designate how frequently you want the information: weekly, monthly, or at the end of the sale. Minimum information received should include:

- Each load of timber leaving a cutting site must be assigned a load number. Load numbers for each job site should be in numerical sequence.
- The county and state where the timber was cut
- The landowner's name, or if multiple owners, the name of the estate where the timber is being cut.
- Date and time the forest product was loaded on the truck
- The scale ticket number that corresponds to each load number to verify delivery of individual loads of forest product
- The forest product type identified (for example: pine logs, pine poles, pine pulpwood, hardwood logs, hardwood pulp, chip and saw, woody biomass, and miscellaneous forest products)
- Destination of the first wood-receiving facility that the forest product is being transported to
- The name of the logging company, wood dealer, or producer removing the forest products

7. Closeout with Buyer/Logger

- A notice of completion of harvest from the buyer can be helpful in removing any question if the buyer considers the harvest complete and relinquishes remaining biomass back to owner.
- Review and agree on action and timing to address any land or timber damages related to harvesting operations.
- Address any other issues related to non-compliance of the contract.
- Ensure compliance with BMPs.