



Forestry and
Land Scotland
Coilltearachd agus
Fearann Alba

Timber sales

Tender of roadside timber



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Sale of Roadside Timber

To be opened at FLS Head Office on
26th November 2025 at 12.00 hours

<u>Sale Type</u>	<u>Quantity (approx.)</u>
Roadside Timber (m3obs)	7000
Roadside Timber (tonnes)	14250

Please note this catalogue is for information only and bids received using the tender form attached will be excluded from the sale.

All bids for this sale must be submitted through the E-sales system.

For information on registering as an E-sales user please visit [eSales System Guidance, Support & Help | Forestry and Land Scotland](#)

General Conditions of Sale

All timber on offer in this sale is covered by Chain of Custody Certificate No FSC: SA-FM/COC-007002 and PEFC: SA-PEFC-FM-007002. These certificates were issued on 12 November 2024 under the QUALIFOR Programme by SGS Forestry.

1. The sale of each Lot is subject to:
 - a. Standing Timber – Standard Short-Term Contract for the sale of Standing Trees (Published March 2024)
 - b. Sawlogs at Roadside – Standard Short-Term Contract for the sale of Sawlogs (Published March 2023)
2. Prospective Purchasers are advised to read the terms and conditions of sale prior to bidding. Any bid accepted by Forestry and Land Scotland (FLS) shall be subject to the terms and conditions laid out in the relevant standard short-term contract and schedules Parts 1 – IV
3. There will be a contractual obligation on the part of the successful purchaser to provide FLS with key information within a timebound period as specified in the short-term standard contracts. Prospective bidders should be aware that failure to provide said information to FLS within the timebound period may lead to termination of contract and resale by FLS.
4. Arrangements to inspect the timber should be made directly with the FLS Contract Manager named in Part 1 of the Schedule. An address list for Regional Operations Managers and Assistant Operations Managers, along with key contacts in National Office is on the last page of this catalogue.
5. Site boundaries will be clearly marked in a common manner. External boundary trees will be marked with white tape or marking, i.e. the trees to be left standing after harvesting operation. Purchasers will be deemed to have acquainted themselves with arrangements for access and constraints, if any, in respect of each Lot, details of which are specified in the site-specific conditions and sale maps.
6. Prospective purchasers are advised to consult a copy of the map of timber haulage (preferred) routes on public roads before bidding for the lots where these apply. Copies of all the maps together with a statement of preferred routes are held by the Regional Managers also all local authority Divisional Road Surveyors within the Region.
7. No Lot carries entitlement to continuity of supplies of timber outside the terms and conditions of the Agreement.

8. All bids/offers shall be exclusive of Value Added Tax, which shall be added to the purchaser price of each Lot at the appropriate rate.
9. Conditional Bids - FLS shall only consider conditional bids for Roadside lots if they meet the terms laid out in Particulars of Sale, Logs at Roadside, paragraphs 10 – 13.

Particulars of Sale

Standing Timber

1. Lots are either offered for lump sum bids or bids per tonne as clearly described on the top of each page in this catalogue.
2. Lots offered for price per tonne bids – Estimated tonnage and derived volume have been subject to the tariff method described in the sale catalogue, or as otherwise stated production forecast data.
3. Lots offered for lump sum bids - All volume estimates have been derived from a full Tariff unless otherwise stated. Tariff sheets may be Requested from the FLS Contract Manager.
4. The Purchaser shall be deemed to have formed their own estimate of sale quantity / volume of Trees on the Sale Area and shall also be deemed to have satisfied themselves as to the occurrence of butt rot and stain and no subsequent allowance or reduction will be made.
5. The “indicative” start and end dates are as indicated against each Lot in the catalogue and must be agreed at the Pre-Commencement meeting (PCM). The indicative contract period has been based on the following FLS Standard Harvesting Output Framework: -
 - a. Clearfell to include Roadside Uplift – 500m³obs per week (1 Harvester + 4 week contingency)
 - b. Thinning to include Roadside Uplift – 200m³obs per week (1 Harvester + 4 week contingency)
 - c. Skyline / Cablecrane Extraction to include Roadside Uplift – 250m³obs per week + 4 week contingency

Sale Type	Volume Category	Maximum Period
Standing Clearfell	<6km ³ obs	Up to 16 Weeks (112 Days)
Standing Thinning	<6km ³ obs	Up to 34 Weeks (238 Days)
Skyline / Cablecrane	<6km ³ obs	Up to 28 Weeks (196 Days)
Standing CF	6km ³ obs – 10km ³ obs	Up to 24 Weeks (168 Days)
Skyline / Cablecrane	6km ³ obs – 10km ³ obs	Up to 44 Weeks (308 Days)
Standing CF	10km ³ obs– 30km ³ obs	Up to 64 Weeks (448 Days)
Skyline / Cablecrane	10km ³ obs– 30km ³ obs	Up to 124 Weeks (868 Days)

6. Where the contract period is shorter than the expected period derived from the FLS Standard Harvesting Output Framework, FLS will provide the reason(s) for such in the site-specific conditions. In such circumstances prospective purchasers should consider the level of harvesting capacity and uplift patterns that would be required to complete the contract within the shortened timebound period.
7. Where the contract period is longer than the expected period derived from the FLS Standard Harvesting Output Framework, and for reasons attributed to site specific timing constraints, FLS will provide an indicative period when work and / or haulage access is likely to be restricted.
8. Prior to the “indicative” start date, the Purchaser must contact the FLS Contract Manager to agree the PCM. At least 7 days before any PCM can take place the Purchaser must provide FLS with key information pertaining to clause 5.5, 12.1 and 12.4 of the standard contract.
9. The Start Date may, at the request of the Purchaser and with the agreement of Forestry and Land Scotland at the PCM, be deferred for a maximum of two calendar months. Any such agreement will form an addendum to the contract

Logs at Roadside

10. Lots are either offered for a price per cubic metre underbark or for a price per tonne as clearly described on the top of each page in this catalogue.
11. Where lots are offered for a price per cubic metre underbark - the volume of the timber will be calculated from the weight of loads supplied, converted to volume using volume/weight fixed conversion factors where such agreements currently exist between Forestry and Land Scotland and relevant parties. Successful purchasers that do not have an agreement for fixed conversion factors with Forestry and Land Scotland shall be

required to agree a fixed conversion factor(s) based on the national data set within the relevant supplying location.

12. Where logs are already cut to roadside, this has been stated in the sale catalogue and a breakdown of log specification given. Where logs are still to be felled, FLS has stated the anticipated date for extraction to roadside.
13. The average DBH of the standing trees from which the logs will be produced is an estimate only, provided for the guidance of prospective purchasers - it is not guaranteed.
14. Forestry and Land Scotland (FLS) carefully consider the log specification, including the product range, for sawlogs and roundwood and advertise them for sale at roadside on this basis. In the event of a conditional bid being placed, FLS shall only consider a request to change that specification if it falls within the Minimum Top Diameter, Minimum and Maximum lengths and Average DBH as advertised in the sale catalogue. Any condition outwith this range shall be excluded.
15. Conditional bids that do not influence the advertised specification and therefore the value of the sale lot shall of course be considered wherever possible.
16. In the event of a conditional bid being accepted, FLS reserve the right to vary the contract volume if the breakout is adversely affected.
17. Conditional Bids must be recorded on a Lot by Lot Basis. FLS shall not accept conditional bids condensed into 1 single Lot and covering multiple lots. FLS reserve the right to exclude any conditional bids that are not correctly submitted on a Lot-by-Lot basis.
18. The indicative start and end dates are as indicated against each Lot in the catalogue and must be agreed with the FLS contract Manager in writing as part of the pre contract start-up meeting or discussion. The indicative contract period has been based on expected uplift patterns:
 - a. Roadside Uplift – 10 Loads per week (250 Tonnes) + 4-week contingency

Sale Type	Volume Category	Maximum Period
DP Roadside	<2km ³ _{ub}	Up to 12 Weeks (84 Days)
DP Roadside	2km ³ _{ub} – 4km ³ _{ub}	Up to 20 Weeks (140 Days)
DP Roadside	4km ³ _{ub} – 6km ³ _{ub}	Up to 28 Weeks (196 Days)

19. Where the contract period is shorter than the expected period derived from expected uplift patterns, FLS will provide the reason(s) for such in the sale catalogue. Prospective purchasers should consider the required level of uplift to complete the contract within the shortened timebound period.
20. Where the contract period is longer than the period derived from expected uplift patterns, and for reasons attributed to timing constraints, FLS will provide an indicative period when haulage access is likely to be restricted.
21. 14 Days prior to the “indicative” start date, the FLS contract Manager will contact the Purchaser to exchange key information pertaining to clause 3.1, 3.5 and 3.6 of the standard contract.
22. The Start Date may, at the request of the Purchaser and with the agreement of Forestry and Land Scotland as part of the pre contract start-up meeting or discussion, be deferred for a maximum of two calendar months. Any such agreement will form an addendum to the contract.
23. POORLY CONSTRUCTED TIMBER STACKS CAN POSE A THREAT TO LIFE AND THE ENVIRONMENT. All roadside timber stacking must adhere fully to:
 - a. [FISA Guide 803](#) and;
 - b. [FLS Guidance Note: Safe Management of Timber Stacks](#)
24. Any non-compliance with this guidance will result in Amber / Red Conditions being applied to the contact.

Species Codes and Abbreviations

SP	Scots Pine
LP	Lodgepole Pine
CP	Corsican Pine
MP	Mixed Pine
EL	European Larch
ESF	Silver Fir
HL	Hybrid Larch
JL	Japanese Larch
ML	Mixed Larch

NS	Norway Spruce
SS	Sitka Spruce
MS	Mixed Spruce
DF	Douglas fir
GF	Grand fir
NF	Noble fir
WH	Western Hemlock
OMS	Serbian Spruce
MOP	Mountain Pine
LC	Lawson's Cypress
RC	Western Red Cedar
MC	Mixed Conifer
MB	Mixed Broadleaves
BE	Beech
RON	Nothofagus Obliqua
cm	Centimetres
m3	Cubic Metres
m	Metres
TD	Top Diameter
UB	Underbark
OB	Overbark
DBH	Diameter at Breast Height
Ha	Hectares

FORESTRY AND LAND SCOTLAND - STAFF LIST

Forestry and Land Scotland, Great Glen House, Leachkin Road, Inverness IV3 8NW – 0300 067 6000		
Kevin Quinlan	Chief Executive	Edinburgh
Graeme Prest	Head of Land Management	Inverness
Mick Bottomley	Head of Marketing & Sales	Edinburgh
Stuart MacKinnon	Marketing & Sales Business Manager	Inverness

North Region - Inverness Forest District Office Smithton, Inverness, IV1 2NL – 0300 067 6100		
Malcolm MacDougall	Operations Manager	Inverness
Hazel Maclean	Assistant Operations Manager	Golspie
Guy Muir	Assistant Operations Manager	Inverness
Luke Wilson	Assistant Operations Manager	Inverness

East Region - Moray & Aberdeenshire Forest District Office, Portsoy Road, Huntly AB54 4SJ – 0300 067 6380		
Mark Crowley	Operations Manager	Durris
Sean Miller	Assistant Operations Manager	Dunkeld
Dan Cadle	Assistant Operations Manager	Durris
Paul Raisbeck	Assistant Operations Manager	Newton Stewart

West Region - West Argyll Forest District Office Whitegates, Lochgilphead, PA31 8RS – 0300 067 6650		
James Robins	Operations Manager	Oban
Tommy McGrory	Assistant Operations Manager	Lochgilphead
Stuart Findlay	Assistant Operations Manager	Oban
Alistair Cumming	Assistant Operations Manager	Torlundy

Central Region - Cowal & Trossachs Forest District Office Aberfoyle, Stirling FK8 3UX – 0300 067 6600		
Russell Lamont	Operations Manager	Aberfoyle
James Kyle	Assistant Operations Manager	Aberfoyle
Fraser MacDonald	Assistant Operations Manager	Dunoon
Will Huckerby	Assistant Operations Manager	West Calder

South Region - Galloway Forest District Office Creebridge, Newton Stewart, DG8 6AJ – 0300 067 6900		
Hugh McKay	Operations Manager	Dumfries
Sandy White	Assistant Operations Manager	Castle Douglas
Andy Brown	Assistant Operations Manager	Ae
Mark Johnson	Assistant Operations Manager	Straiton
Neil Purves	Assistant Operations Manager	Ae
Daniel Brough	Assistant Operations Manager	Newton Stewart

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Tenders correctly submitted for Lots in this sale will be 'opened' at 12:00 hours on 26 November 2025 unless otherwise notified as set out above.

LOT NO	LOCATION	LOG DESCRIPTION				COMMENCEMENT AND COMPLETION DATE	AMOUNT OFFERED (EXCLUDING VAT)
		MINIMUM TOP DIAMETER UB AND SPECIES	QUANTITY, POINT OF SALE AND CLASSIFICATION	LENGTH SPECIFIED	STAND MEAN DBH (CM)		
1.01	COWAL AND TROSSACHS Couligarten F45191	16 cm SS	3000 M3UB Roadside Green Logs	4.9 - 4.9 m This volume comes from SPHN site infected with PR. Material will be available for uplift from the Hoish stacking yard from contract start date.	28	03/12/25 to 18/03/26	£ Per m3UB
1.02	SCOTTISH LOWLANDS Blairadam F45169	16 cm SS	2000 M3UB Roadside Green Logs	3.7 - 4.9 m This is a Green Log parcel with approx 20% red log element. Material will be available at roadside from 8th of Dec 2025.	31	15/12/25 to 20/03/26	£ Per m3UB
1.03	INVERNESS,ROSS, SKYE Mast Strips F45195	16 cm SP	600 Tonnes Roadside Red Logs	3.4 - 3.4 m Felled July 2025. Pre-cut at roadside from August 2025. Please note the UOS is Tonnes.	29	03/12/25 to 04/02/26	£ Per tonne

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1.04	INVERNESS,ROSS, SKYE Mast Strips F45196	16 cm JL	625 Tonnes Roadside Red Logs	3.4 - 3.4 m Felled July 2025. Pre-cut at roadside from August 2025. Please note the UOS is Tonnes.	28	03/12/25 to 04/02/26	£ Per tonne
1.05	GALLOWAY Craigenrary F45170	14 cm SS	1000 M3UB Roadside Short Green A	2.5 - 3.2 m Material will be available at roadside from 15 December 2025 at 100-150t per week.	30	15/12/25 to 12/02/26	£ Per m3UB
1.06	GALLOWAY Changue Point F45173	14 cm SS	1000 M3UB Roadside Short Green A	2.5 - 3.2 m Material will be available at roadside from 14 January 2026 at 100-150t per week.	25	14/01/26 to 13/03/26	£ Per m3UB

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1.07	WEST ARGYLL Clach Mhor F45123	30 cm SS	800 Tonnes Roadside Other Logs	4.8 - 4.9 m Mixed-age parcel ranging from 2 to 12 months since felling. Approx. 750m3 at roadside with rest due by end Nov 25. GL percentage is approx 80%	60	03/12/25 to 31/01/26	£ Per tonne
1.08	COWAL AND TROSSACHS Couligarten F45190	30 cm SS	350 Tonnes Roadside Other Logs	4.9 - 4.9 m This volume is from SPHN site infected with PR. Green Log is approx 80%. Material is availbale for uplift from Hoish stacking yard from 3rd Dec.	46	03/12/25 to 28/01/26	£ Per tonne
1.09	COWAL AND TROSSACHS Corriegrennan F45199	30 cm SS	250 Tonnes Roadside Other Logs	4.9 - 4.9 m This volume has already been felled and material will be at the hoish stacking yard for uplift from date of sale. Green Log percentage is approx 80%.	40	03/12/25 to 28/01/26	£ Per tonne

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1.10	GALLOWAY Carter Burn F45205	7 cm SS	500 Tonnes Roadside Other, General	4.9 - 4.9 m RL percentage is approx 100% Material will be available at Roadside from Dec 15th.	40	15/12/25 to 30/04/26	£ Per tonne
1.11	INVERNESS,ROSS, SKYE Mast Strips F45194	40 cm SP	300 Tonnes Roadside Other, General	3.7 - 3.7 m Felled July 2025. Pre-cut at roadside from August 2025. Red log percentage is approx 100%.	45	03/12/25 to 28/01/26	£ Per tonne
1.12	INVERNESS,ROSS, SKYE Wester Brae F45193	7 cm GF	325 Tonnes Roadside Chipwood	3.0 - 3.0 m Felled March 2025. Pre-cut at roadside from March 2025.	30	03/12/25 to 28/01/26	£ Per tonne

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1.13	INVERNESS,ROSS, SKYE Mast Strips F45197	7 cm SP	1000 Tonnes Roadside Chipwood	3.0 - 3.0 m Species split - SP 90%, JL 9%, SS 1% Felled July 2025. Pre-cut at roadside from August 2025.	29	03/12/25 to 18/02/26	£ Per tonne
1.14	GALLOWAY Craignenrary F45171	7 cm SS	1000 Tonnes Roadside Chipwood	2.9 - 3.0 m Available at roadside from 15 December 2025 at 100-150t per week.	30	15/12/25 to 13/02/26	£ Per tonne
1.15	GALLOWAY Changue Point F45174	7 cm SS	1000 Tonnes Roadside Chipwood	2.9 - 3.0 m Available at roadside from 14 January 2026 at 100-150t per week.	25	14/01/26 to 14/04/26	£ Per tonne

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1.16	GALLOWAY Shalloch Burn F45175	7 cm SS	500 Tonnes Roadside Chipwood	2.9 - 3.0 m Available at roadside from 14 January 2026 at 100-150t per week.	28	14/01/26 to 06/03/26	£ Per tonne
1.17	GALLOWAY Carter Burn F45204	7 cm SS	750 Tonnes Roadside Chipwood	2.9 - 3.0 m Material will be available at Roadside from Dec 15th.	20	15/12/25 to 30/04/26	£ Per tonne
1.18	GALLOWAY Carter Burn F45206	7 cm JL	400 Tonnes Roadside Chipwood	3.0 - 3.1 m Material will be available at Roadside from Dec 15th.	20	15/12/25 to 30/04/26	£ Per tonne

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1.19	DUMFRIES AND BORDERS Tweeddenhead F45203	7 cm SS	750 Tonnes Roadside Chipwood	2.9 - 3.0 m Material will be available at Roadside from Dec 15th.	20	01/01/26 to 30/04/26	£ Per tonne
1.20	DUMFRIES AND BORDERS Wauchope Various F45201	7 cm SS	500 Tonnes Roadside Chipwood	2.9 - 3.0 m Material will be available at Roadside from contract start date.	20	03/12/25 to 30/04/26	£ Per tonne
1.21	DUMFRIES AND BORDERS Wauchope Various F45202	7 cm SS	750 Tonnes Roadside Chipwood	2.9 - 3.0 m Material will be available at Roadside from Dec 15.	20	15/12/25 to 30/04/26	£ Per tonne

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1.22	WEST ARGYLL Clach Mhor F45181	7 cm SS	500 Tonnes Roadside Woodfuel	2.9 - 3.1 m Oversize Woodfuel. Mixed-age parcel ranging 2 to 6 months since felling. All stock at roadside now. This Lot comprises approx 20% Deadwood.	55	15/12/25 to 31/01/26	£ Per tonne
1.23	WEST ARGYLL Clach Mhor F45182	7 cm SS	1000 Tonnes Roadside Woodfuel	3.0 - 3.1 m A mixed-age parcel ranging 1 to 6 months since felling. Approx. 700t at roadside with remainder due by end Nov 25. Lot comprises approx 20% deadwood.	25	03/12/25 to 31/01/26	£ Per tonne
1.24	WEST ARGYLL West Loch Awe F45185	7 cm SS	350 Tonnes Roadside Woodfuel	3.0 - 4.8 m WF averaging over 2yrs old so Deadwood % undetermined, refer to conditions. 3 lengths in seperate stacks 3, 3.6, 4.8. Material at RS now.	30	08/12/25 to 31/01/26	£ Per tonne

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1.25	COWAL AND TROSSACHS Couligarten F45192	6 cm SS	2000 Tonnes Roadside Woodfuel	3.0 - 3.0 m	22	03/12/25 to 18/03/26	£ Per tonne
				Volume from SPHN site infected with PR. Material available at Hoish stacking yard from 3rd Dec. Comprises approx 15 % DW. SS 50% LP 30% NS 15% SP 5%			

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