



Forestry and
Land Scotland

Coilltearachd agus
Fearann Alba

FLS 2024/25 Sale Plan

2024/25 Sale Plan Contents

The FLS 2024/25 Sale Plan demonstrates the volume which FLS intends to bring to the market during the 2024/25 financial year. This is split between:

- LTC committed volume
- Proposed LTC volume
- Open Market sales
- Spot sales
- Local negotiation

The LTC volume can be viewed by Region and Forest District via the Scotland LTC Commitment page.

The proposed LTC volume details can be viewed on the Proposed LTC Volume page. This volume could be subject to change and it dependant on operational factors.

The Open Market volume will be available during the five main sale events and the remaining volume will be brought to market through Spot Sales or negotiated at a Regional level.

Full details of the volume and products which will be marketed outwith the LTC commitment can be viewed by Forest District and Region on each of the relevant pages.

- Open Market Information
- Scotland Sale Plan Overview
- Scotland LTC Commitment
- Proposed LTC Volume
- Scotland Open Market Sale Plan
- North Highland Open Market
- Inverness, Ross & Skye Open Market
- North Region Open Market
- Moray & Aberdeenshire Open Market
- Tay Open Market
- East Region Open Market
- West Argyll Open Market
- Lochaber Open Market
- West Region Open Market
- Cowal & Trossachs Open Market
- Scottish Lowlands Open Market
- Central Region Open Market
- Galloway Open Market
- Dumfries & Borders Open Market
- South Region Open Market

2024 Open Market Sales

Sale Go Live

24th January 2024

20th March 2024

22nd May 2024

7th August 2024

16th October 2024

Sale Closes

21st February 2024

17th April 2024

19th June 2024

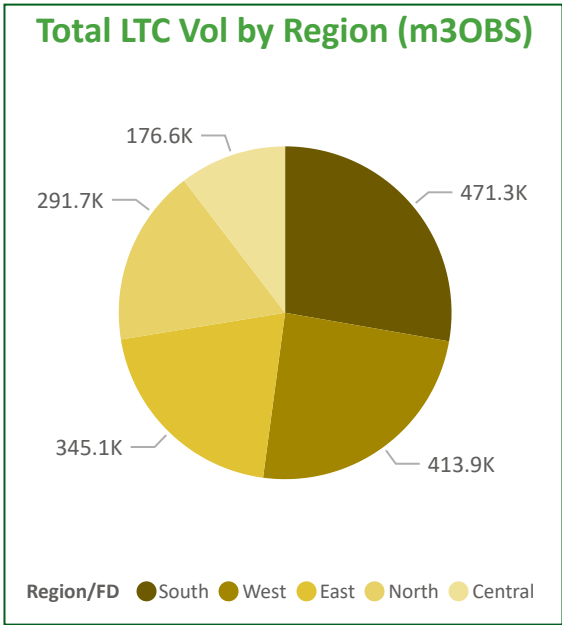
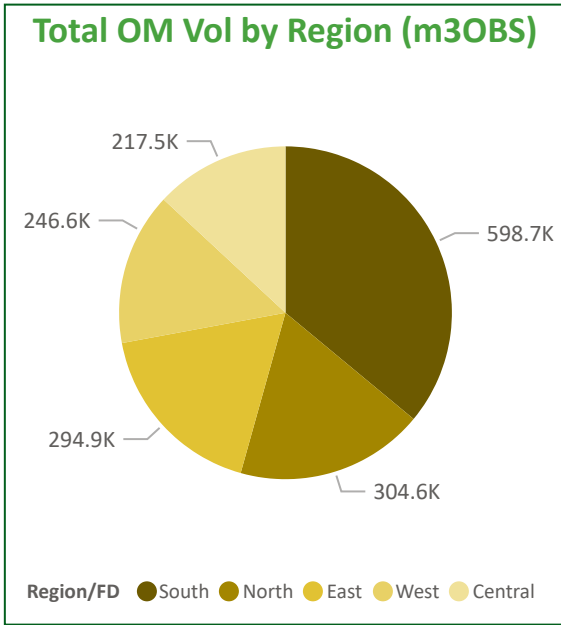
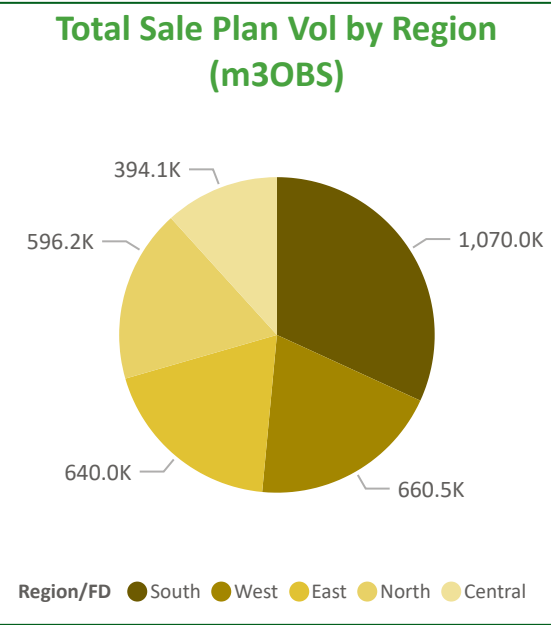
4th September 2024

13th November 2024

Scotland Sale Plan Overview

Region	Total Sale Plan - DP	Total Sale Plan - SS
Central	120,190	273,870
East	319,100	320,900
North	107,450	488,788
South	515,000	555,000
West	214,280	446,250
Total	1,276,020	2,084,808

Total Volume (m3OBS)
3.36M



Region	Committed LTC - DP	Committed LTC - SS
Central	55,600	121,000
East	191,370	153,700
North	42,450	249,200
South	301,300	170,000
West	120,780	293,150
Total	711,500	987,050

Region/FD	OM Sale Plan - DP	OM Sale Plan - SS
Central	54,390	133,570
East	90,550	136,300
North	65,000	239,588
South	97,500	370,000
West	77,300	153,100
Total	384,740	1,032,558

Region/FD	Other Sale Plan - DP	Other Sale Plan - SS
Central	10,200	19,300
East	37,180	30,900
North	0	0
South	116,200	15,000
West	16,200	0
Total	179,780	65,200

LTC Sale Plan Vol (m3OBS)
1.70M

LTC Sale Plan Vol (%)
50.5%
of Sale Plan

OM Sale Plan Vol (m3OBS)
1.42M

OM Sale Plan Vol (%)
42.2%
of Sale Plan

Other Sale Plan Vol (m3OBS)
244.98K

Other Sale Plan Vol (%)
7.3%
of Sale Plan

Scotland LTC Commitment

Existing LTC Volume (m3OBS)

Scotland LTC Commitment

Region	GL (inc. RL mix)	RL	GPA/GSA	SRW	Fencing	Standing Sale
Central	16,000	0	6,000	33,600	0	121,000
East	61,200	750	4,850	108,970	0	98,700
North	9,000	0	0	30,350	0	199,200
South	105,700	0	48,500	90,600	0	170,000
West	65,800	0	6,000	48,980	0	233,150
Total	257,700	750	65,350	312,500	0	822,050

LTC Commitment by District

Forest District	GL (inc. RL mix)	RL	GPA/GSA	SRW	Fencing	Standing Sale
Cowal & Trossachs	16,000	0	3,500	16,800	0	105,000
Dumfries & Borders	31,200	0	18,300	45,600	0	75,000
Galloway	74,500	0	30,200	45,000	0	95,000
Inverness, Ross & Skye	9,000	0	0	30,350	0	84,200
Lochaber	25,800	0	0	16,740	0	86,250
Moray & Aberdeenshire	48,700	750	4,850	88,970	0	74,700
North Highland	0	0	0	0	0	115,000
Scottish Lowlands	0	0	2,500	16,800	0	16,000
Tay	12,500	0	0	20,000	0	24,000
West Argyll	40,000	0	6,000	32,240	0	146,900
Total	257,700	750	65,350	312,500	0	822,050

Proposed LTC Volume (m3OBS)

Proposed Scotland LTC Commitment

Region	GL (inc. RL mix)	RL	GPA/GSA	SRW	Fencing	Standing Sale
North	0	0	0	0	3,100	50,000
East	0	4,000	0	9,200	2,400	55,000
South	45,200	0	11,300	0	0	0
West	0	0	0	0	0	60,000
Total	45,200	4,000	11,300	9,200	5,500	165,000

Proposed LTC Volume by District

FD	GL (inc. RL mix)	RL	GPA/GSA	SRW	Fencing	Standing Sale
Dumfries & Borders	5,700	0	1,400	0	0	0
Galloway	39,500	0	9,900	0	0	0
Inverness, Ross & Skye	0	0	0	0	3,100	40,000
Moray & Aberdeenshire	0	4,000	0	6,800	2,400	20,000
North Highland	0	0	0	0	0	10,000
Tay	0	0	0	2,400	0	35,000
West Argyll	0	0	0	0	0	60,000
Total	45,200	4,000	11,300	9,200	5,500	165,000

See Proposed LTC Volume page for further details

Proposed Long Term Contracts

These are proposed volumes, products and dates which are being considered at the time of publishing.
FLS reserves the right to make amendments to this table before any LTC tender is published.

Date of Issue ▲	FD	LTC	Standing Sale	GL (inc. RL mix)	RL	GPA/GSA	SRW	Fencing
30/04/2024	Dumfries & Borders	New LTC	0	5,700	0	1,400	0	0
30/04/2024	Galloway	New LTC	0	39,500	0	9,900	0	0
30/04/2024	Inverness, Ross & Skye	New LTC	0	0	0	0	0	3,100
30/04/2024	Moray & Aberdeenshire	New LTC			4,000	0	0	2,400
31/01/2024	West Argyll	Barr/Cadderlie LTC	35,000	0	0	0	0	0
31/01/2024	Inverness, Ross & Skye	New LTC	15,000		0	0	0	
31/01/2024	Moray & Aberdeenshire	New LTC	20,000	0	0	0	0	
31/01/2024	North Highland	New LTC	10,000	0	0	0	0	0
31/08/2024	Tay	SPHN LTC	10,000	0	0	0	0	0
31/08/2024	Tay	Windblow LTC	25,000	0	0	0	0	0
tbc	Moray & Aberdeenshire	New Firewood LTC	0	0	0	0	6,800	0
tbc	Tay	New Firewood LTC	0	0	0	0	2,400	0
tbc	Inverness, Ross & Skye	New LTC - Roding	25,000					
tbc	West Argyll	New LTC - Roding	25,000	0	0	0	0	0
Total			165,000	45,200	4,000	11,300	9,200	5,500

Please note the proposed LTC volume for the South is for a initial 6 month period and will increase to the full annual volume in 2025.

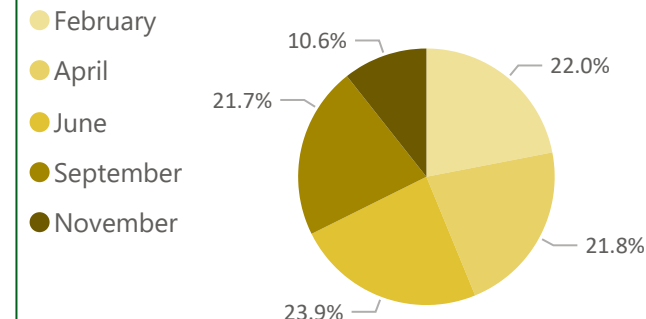
Open Market Sales - Scotland

Month ▲	Standing	GL (inc RL mix)	RL	GPA/GSA	OL	SRW
February	274,480	20,450	0	2,000	2,300	12,000
April	228,630	32,810	1,000	9,910	10,020	27,130
June	245,578	38,310	2,000	9,720	8,100	34,500
September	199,660	44,880	2,000	11,810	16,530	32,630
November	84,210	35,140	3,000	4,430	4,020	20,050
Total	1,032,558	171,590	8,000	37,870	40,970	126,310

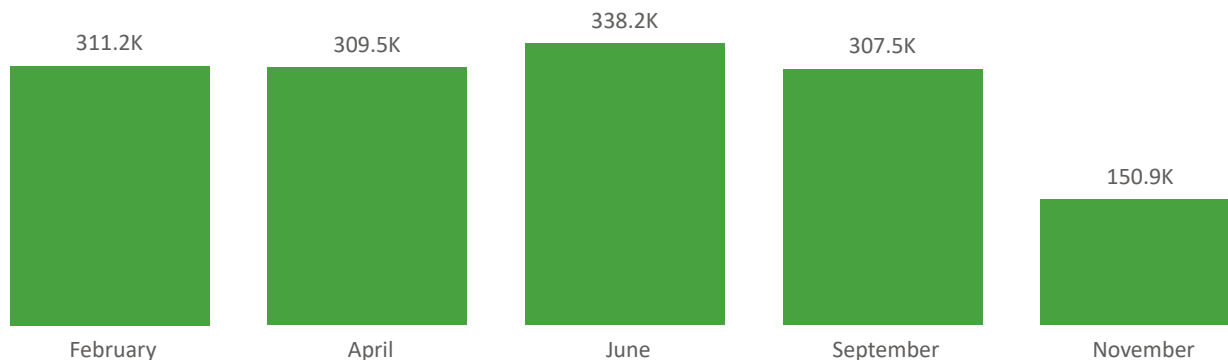
Total Open Market Vol (m3OBS)

1.42M

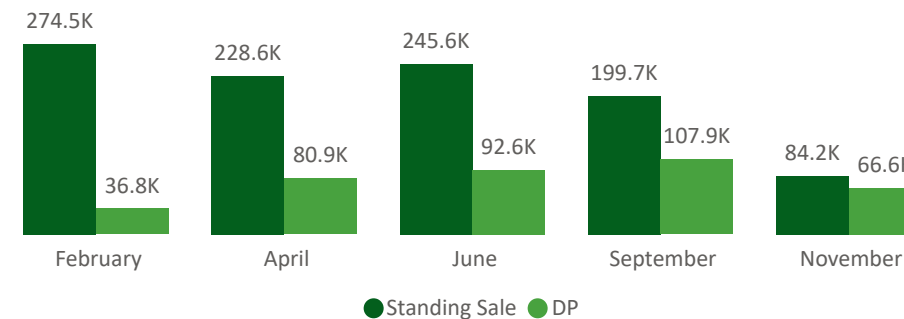
Total Open Market Vol (%)



Total Open Market Vol (m3OBS)



Overall Open Market Volume (m3OBS)



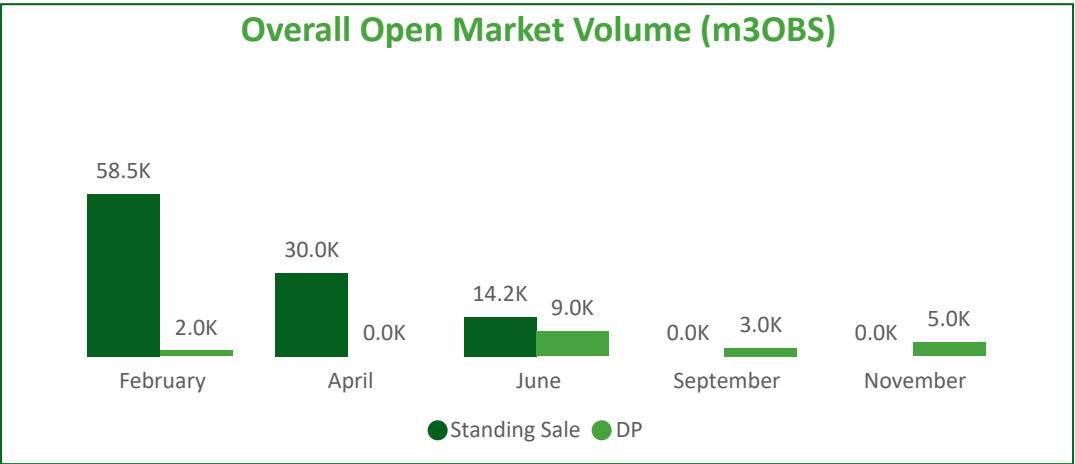
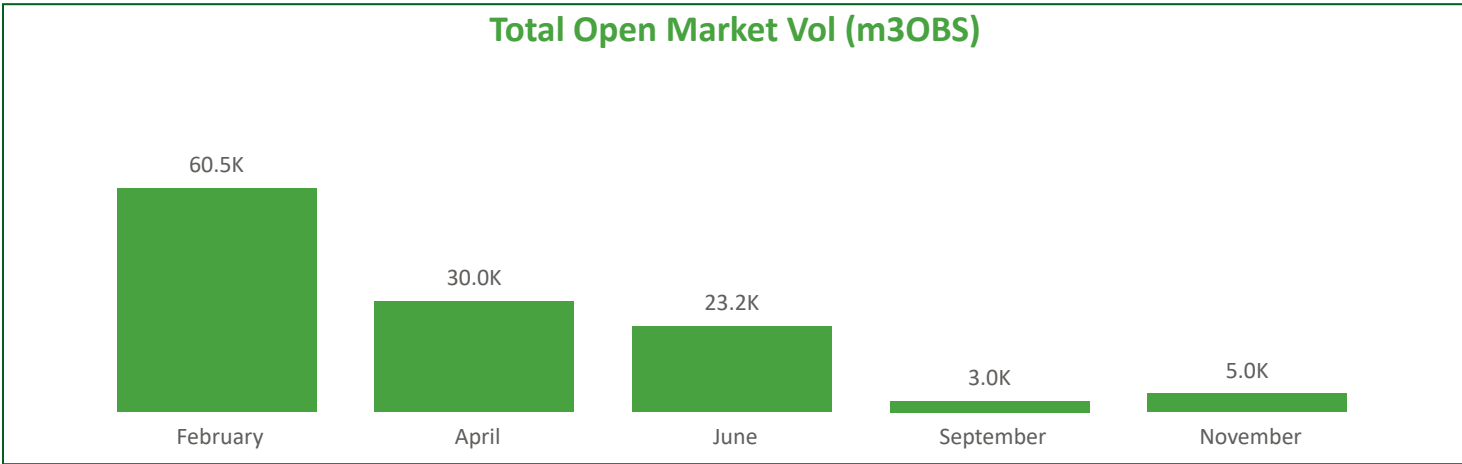
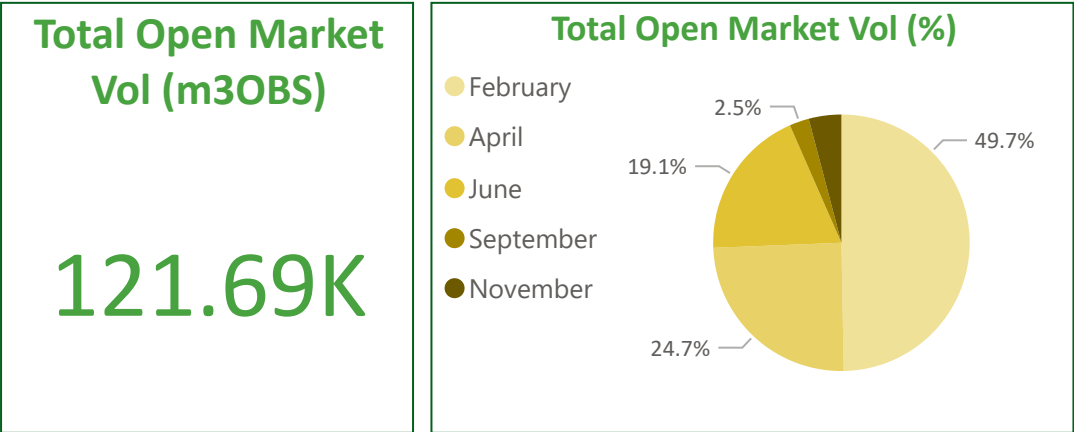
Sale Type ▲	Standing	GL (inc RL mix)	RL	OL	GPA/GSA	SRW
Local Negotiation	36,200	42,000	0	0	0	63,980
Spot Sale	29,000	44,000	0	13,000	4,000	12,800
Total	65,200	86,000	0	13,000	4,000	76,780

Total Other Sale Vol (m3OBS)

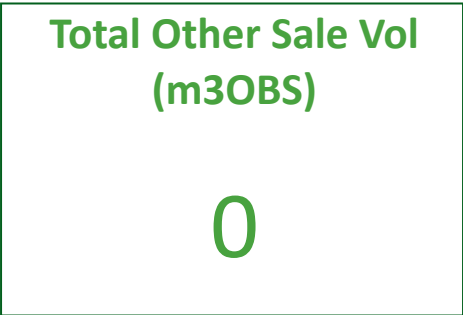
244.98K

Open Market Sales - North Highland

Month	Standing	GL (inc RL mix)	RL	GPA/GSA	OL	SRW
February	58,500	0	0	0	0	2,000
April	30,000	0	0	0	0	0
June	14,188	3,000	0	1,000	0	5,000
September	0	2,000	0	1,000	0	0
November	0	2,000	0	1,000	0	2,000
Total	102,688	7,000	0	3,000	0	9,000

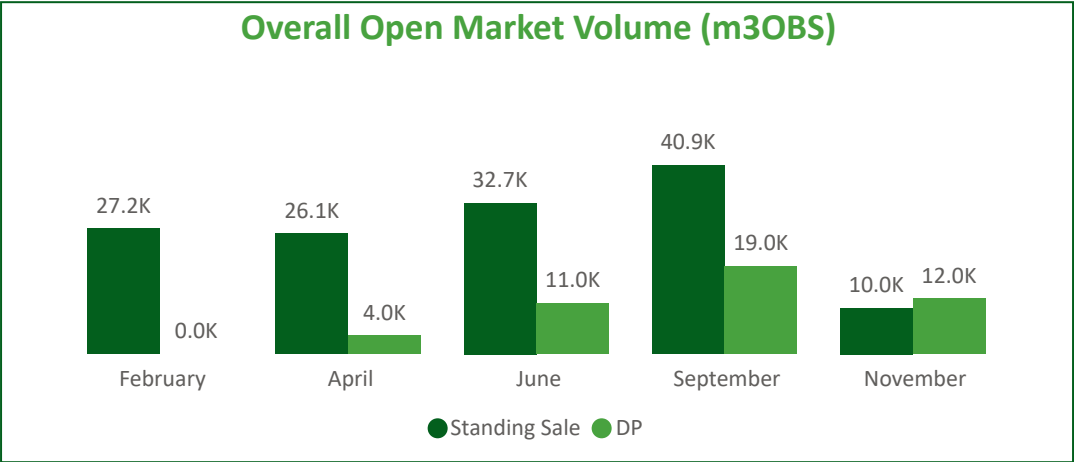
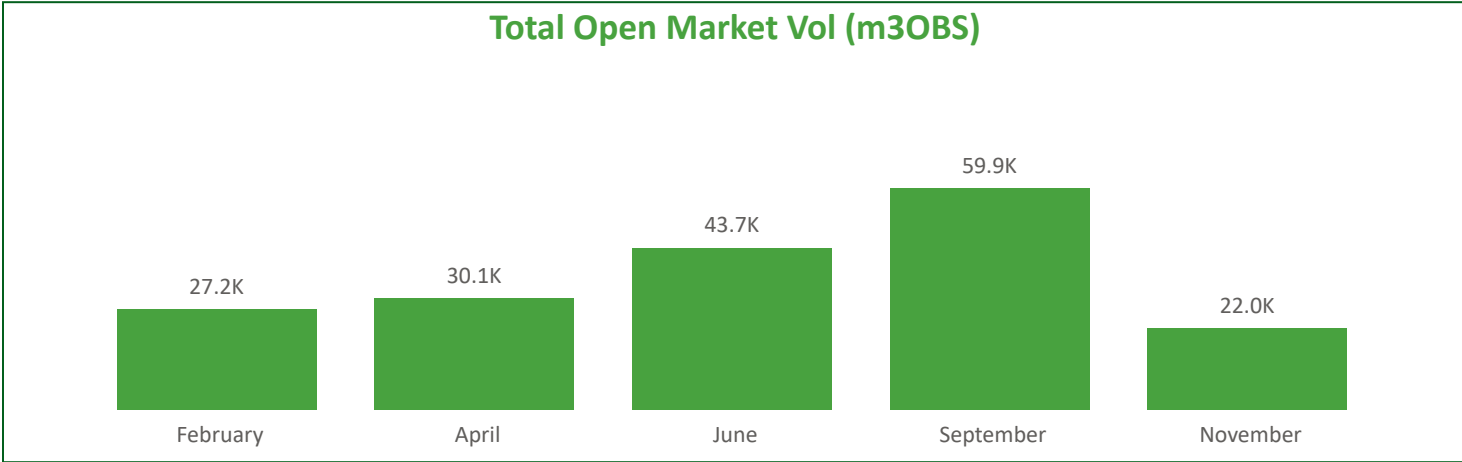
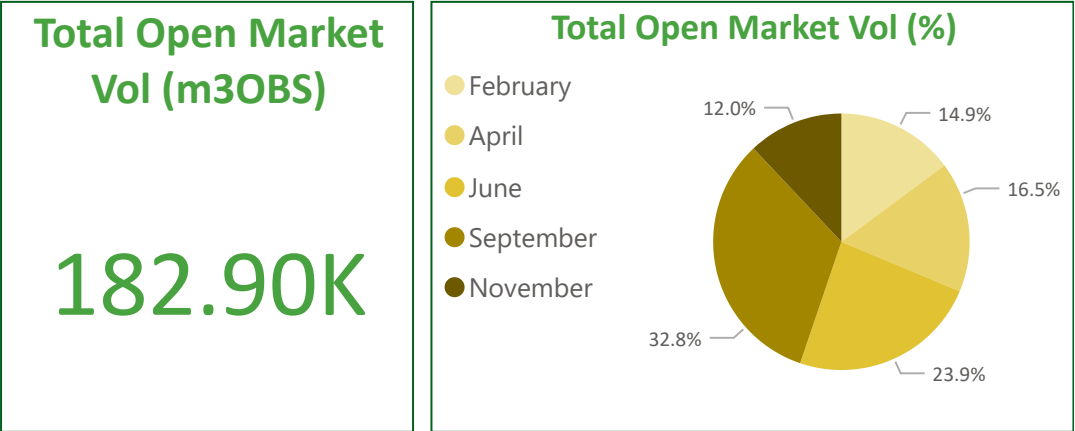


Sale Type	Standing	GL (inc RL mix)	RL	OL	GPA/GSA	SRW
Local Negotiation	0	0	0	0	0	0
Spot Sale	0	0	0	0	0	0
Total	0	0	0	0	0	0

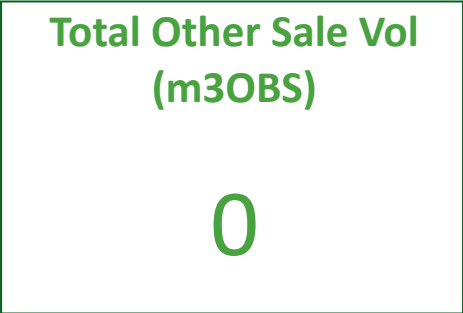


Open Market Sales - Inverness, Ross & Skye

Month	Standing	GL (inc RL mix)	RL	GPA/GSA	OL	SRW
February	27,170	0	0	0	0	0
April	26,100	1,000	1,000	2,000	0	0
June	32,720	3,000	2,000	2,000	0	4,000
September	40,910	4,000	2,000	4,000	5,000	4,000
November	10,000	7,000	3,000	0	0	2,000
Total	136,900	15,000	8,000	8,000	5,000	10,000

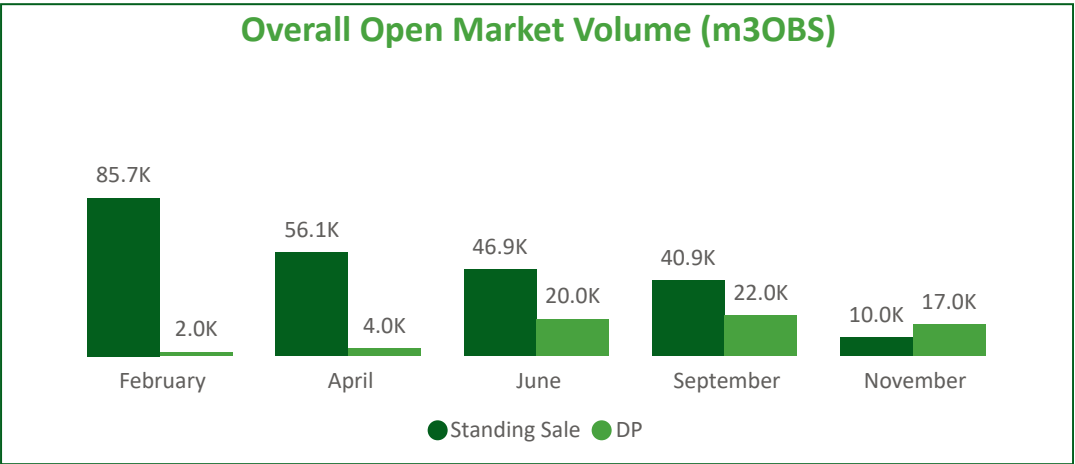
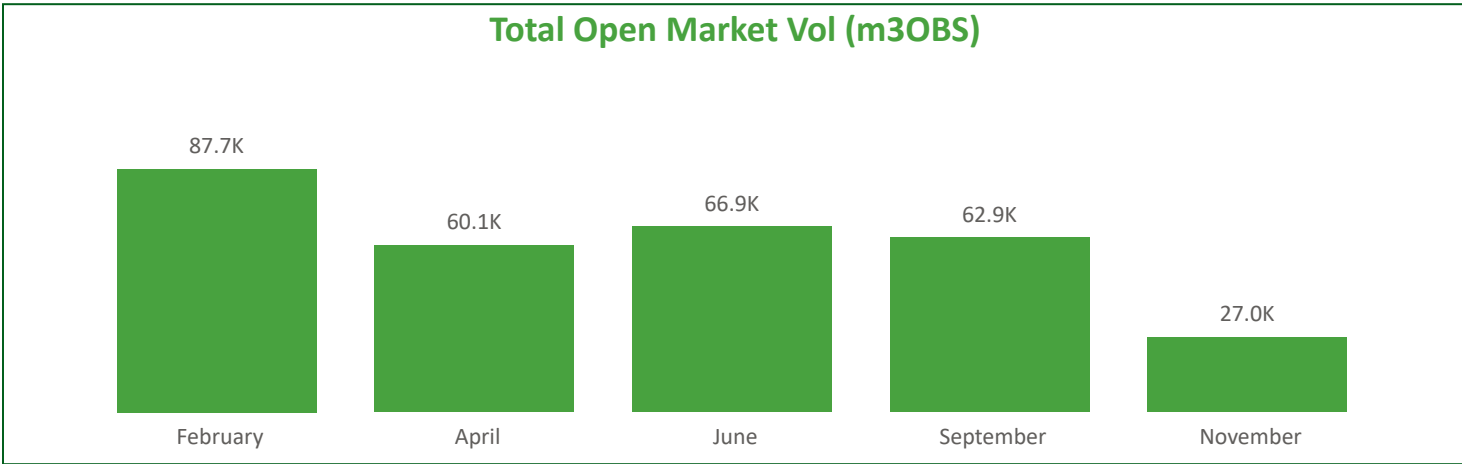
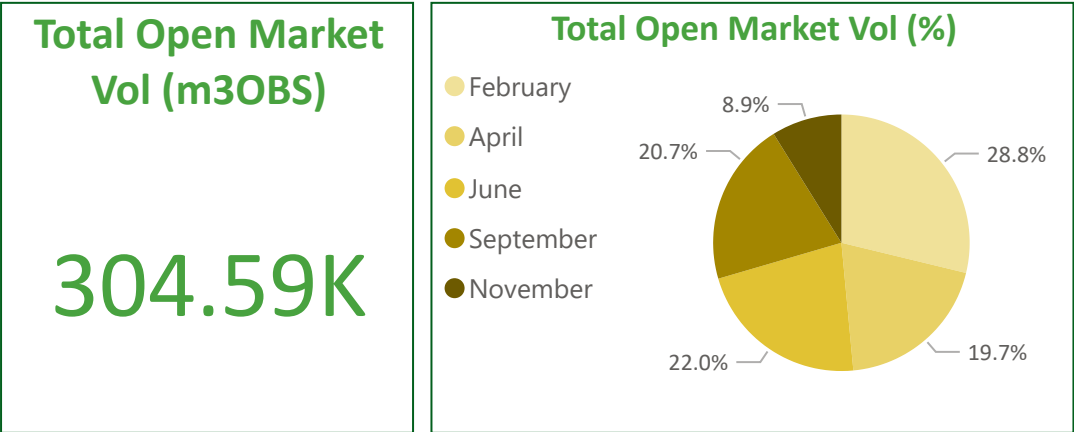


Sale Type	Standing	GL (inc RL mix)	RL	OL	GPA/GSA	SRW
Local Negotiation	0	0	0	0	0	0
Spot Sale	0	0	0	0	0	0
Total	0	0	0	0	0	0

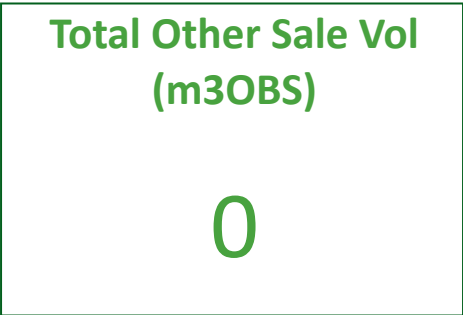


Open Market Sales - North Region

Month	Standing	GL (inc RL mix)	RL	GPA/GSA	OL	SRW
February	85,670	0	0	0	0	2,000
April	56,100	1,000	1,000	2,000	0	0
June	46,908	6,000	2,000	3,000	0	9,000
September	40,910	6,000	2,000	5,000	5,000	4,000
November	10,000	9,000	3,000	1,000	0	4,000
Total	239,588	22,000	8,000	11,000	5,000	19,000



Sale Type	Standing	GL (inc RL mix)	RL	OL	GPA/GSA	SRW
Local Negotiation	0	0	0	0	0	0
Spot Sale	0	0	0	0	0	0
Total	0	0	0	0	0	0



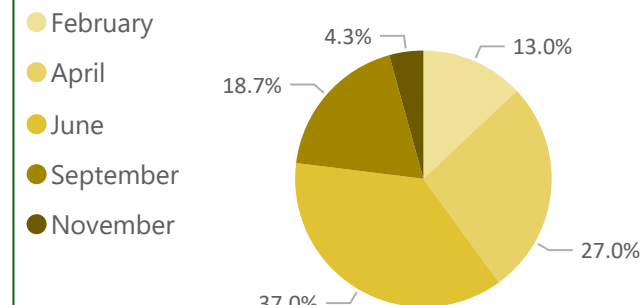
Open Market Sales - Moray & Aberdeenshire

Month ▲	Standing	GL (inc RL mix)	RL	GPA/GSA	OL	SRW
February	21,300	0	0	0	0	0
April	33,700	3,000	0	0	0	7,500
June	45,600	7,500	0	0	0	7,500
September	15,700	7,500	0	0	0	7,500
November	0	1,000	0	0	0	6,050
Total	116,300	19,000	0	0	0	28,550

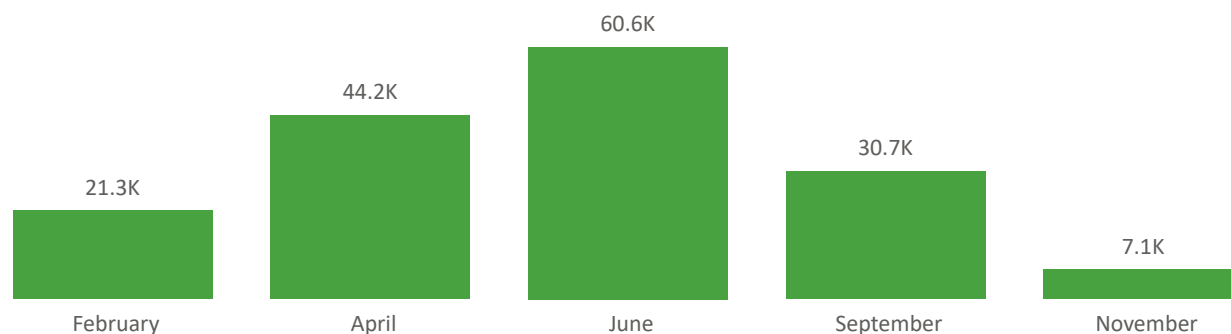
Total Open Market
Vol (m3OBS)

163.85K

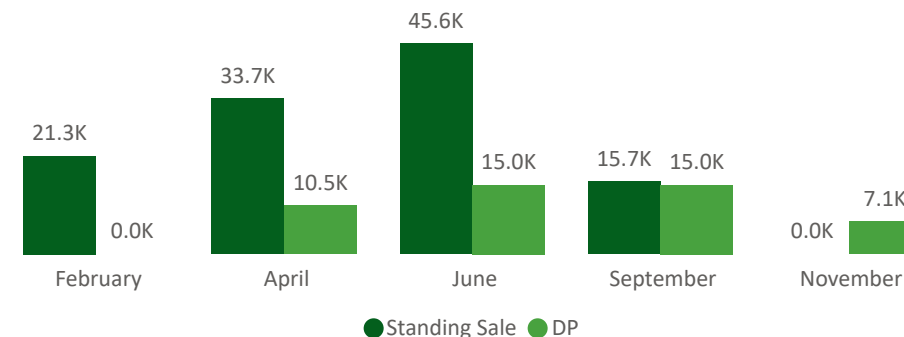
Total Open Market Vol (%)



Total Open Market Vol (m3OBS)



Overall Open Market Volume (m3OBS)



Sale Type ▲	Standing	GL (inc RL mix)	RL	OL	GPA/GSA	SRW
Local Negotiation	15,900	5,000	0	0	0	12,180
Spot Sale	0	0	0	0	0	0
Total	15,900	5,000	0	0	0	12,180

Total Other Sale Vol
(m3OBS)

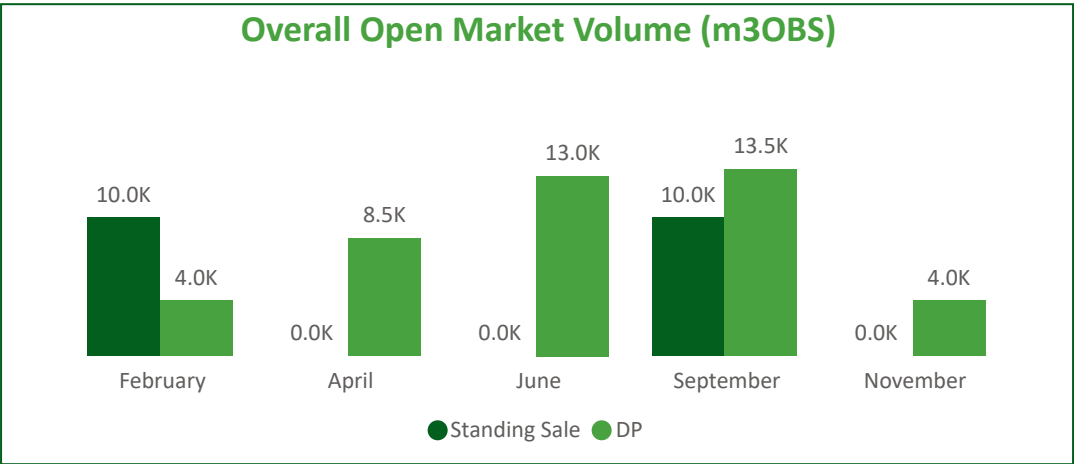
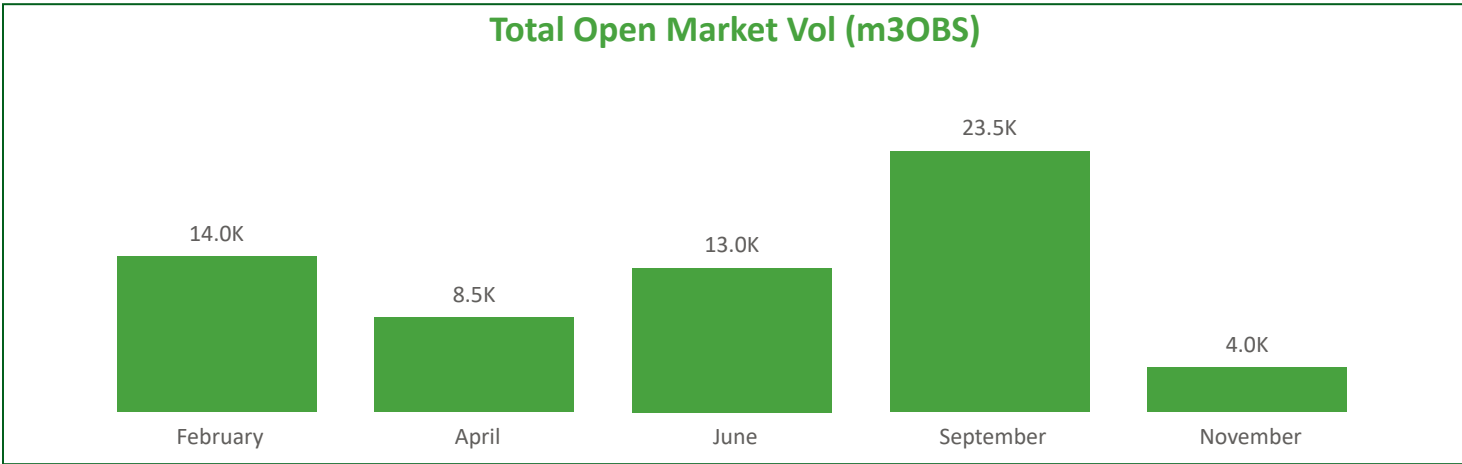
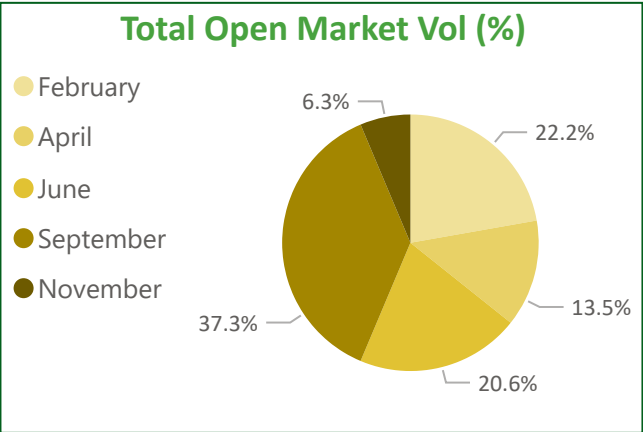
33.08K

Open Market Sales - Tay

Month	Standing	GL (inc RL mix)	RL	GPA/GSA	OL	SRW
February	10,000	2,000	0	1,000	0	1,000
April	0	3,500	0	1,000	2,000	2,000
June	0	3,000	0	2,000	0	8,000
September	10,000	3,500	0	0	2,000	8,000
November	0	4,000	0	0	0	0
Total	20,000	16,000	0	4,000	4,000	19,000

Total Open Market
Vol (m3OBS)

63.00K



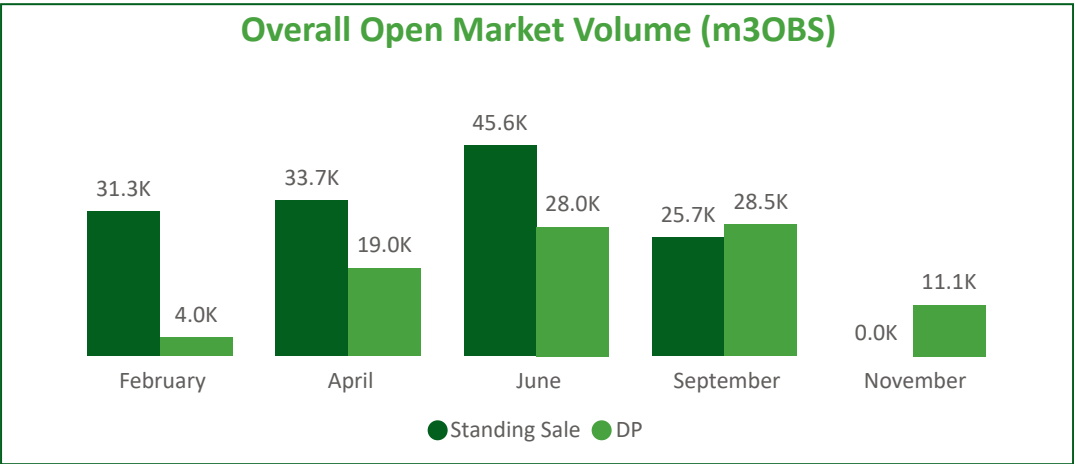
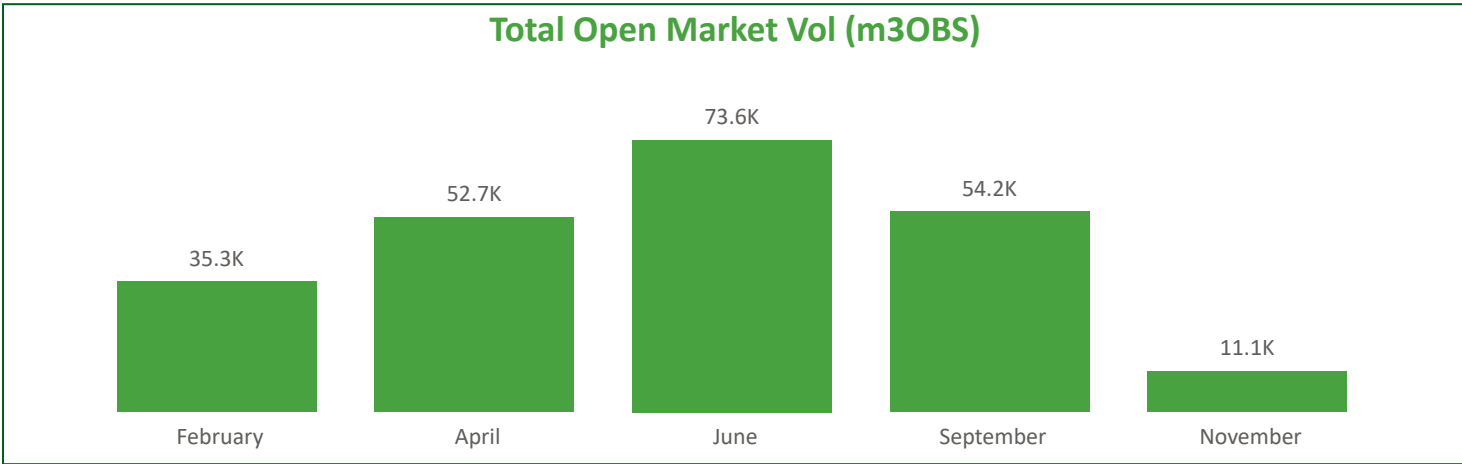
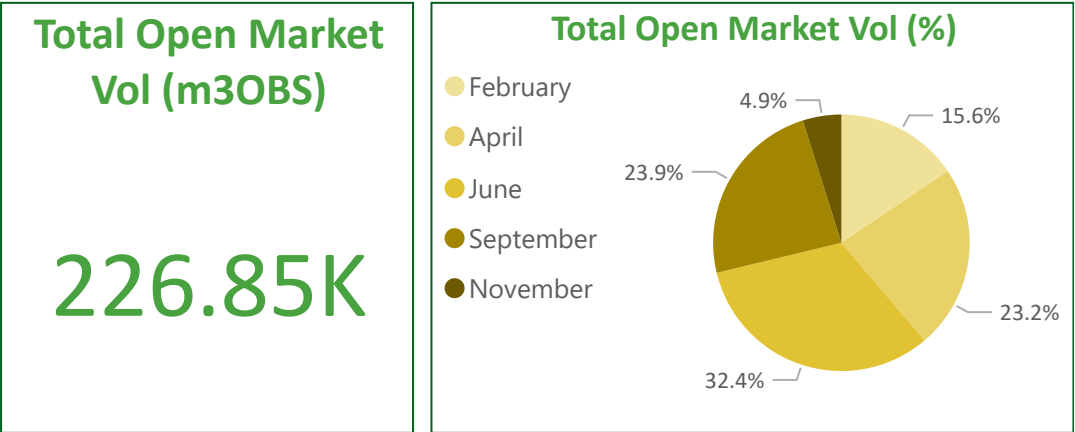
Sale Type	Standing	GL (inc RL mix)	RL	OL	GPA/GSA	SRW
Local Negotiation	15,000	12,000	0	0	0	3,000
Spot Sale	0	5,000	0	0	0	0
Total	15,000	17,000	0	0	0	3,000

Total Other Sale Vol
(m3OBS)

35.00K

Open Market Sales - East Region

Month	Standing	GL (inc RL mix)	RL	GPA/GSA	OL	SRW
February	31,300	2,000	0	1,000	0	1,000
April	33,700	6,500	0	1,000	2,000	9,500
June	45,600	10,500	0	2,000	0	15,500
September	25,700	11,000	0	0	2,000	15,500
November	0	5,000	0	0	0	6,050
Total	136,300	35,000	0	4,000	4,000	47,550

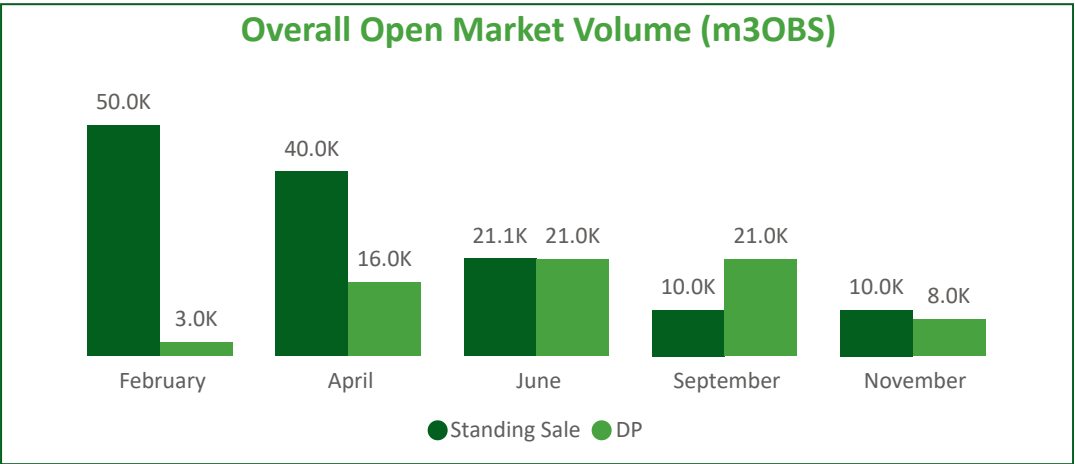
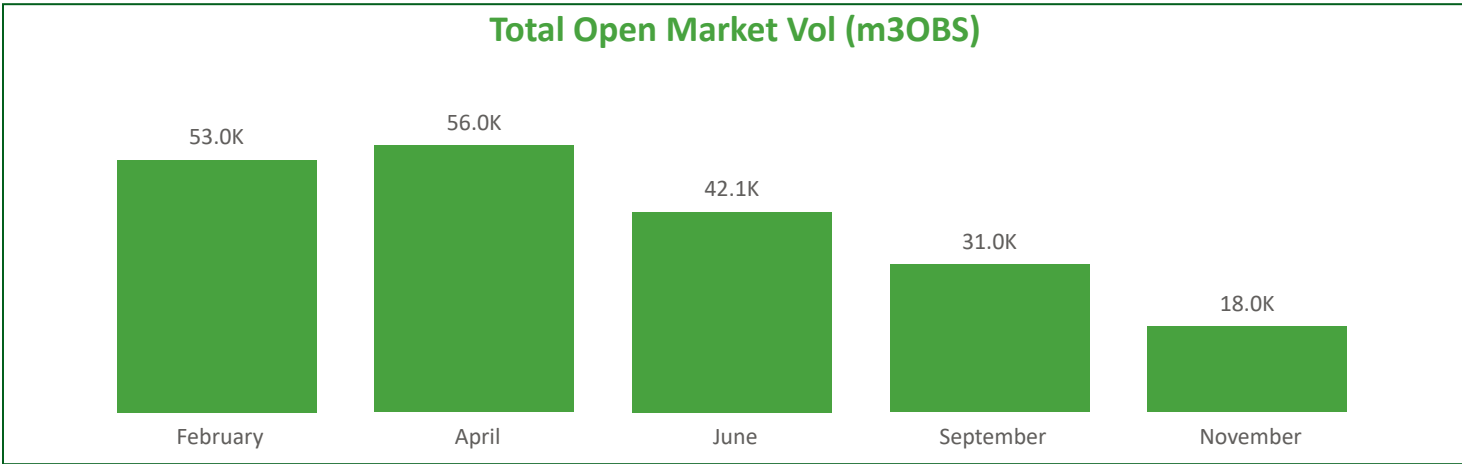
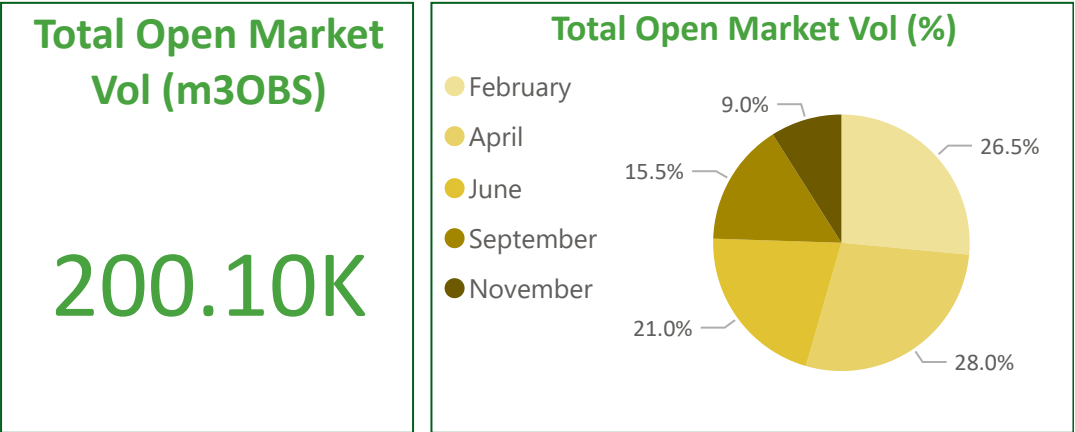


Sale Type	Standing	GL (inc RL mix)	RL	OL	GPA/GSA	SRW
Local Negotiation	30,900	17,000	0	0	0	15,180
Spot Sale	0	5,000	0	0	0	0
Total	30,900	22,000	0	0	0	15,180

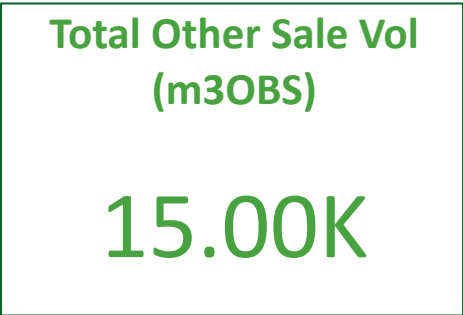


Open Market Sales - West Argyll

Month	Standing	GL (inc RL mix)	RL	GPA/GSA	OL	SRW
February	50,000	0	0	0	0	3,000
April	40,000	5,000	0	3,000	4,000	4,000
June	21,100	10,000	0	3,000	4,000	4,000
September	10,000	10,000	0	3,000	4,000	4,000
November	10,000	5,000	0	0	0	3,000
Total	131,100	30,000	0	9,000	12,000	18,000



Sale Type	Standing	GL (inc RL mix)	RL	OL	GPA/GSA	SRW
Local Negotiation	0	0	0	0	0	15,000
Spot Sale	0	0	0	0	0	0
Total	0	0	0	0	0	15,000



Open Market Sales - Lochaber

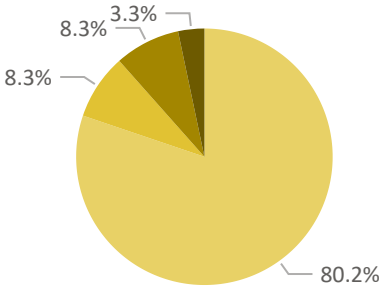
Month	Standing	GL (inc RL mix)	RL	GPA/GSA	OL	SRW
February	0	0	0	0	0	0
April	22,000	0	0	0	1,300	1,000
June	0	0	0	0	1,500	1,000
September	0	0	0	0	1,500	1,000
November	0	0	0	0	0	1,000
Total	22,000	0	0	0	4,300	4,000

Total Open Market
Vol (m3OBS)

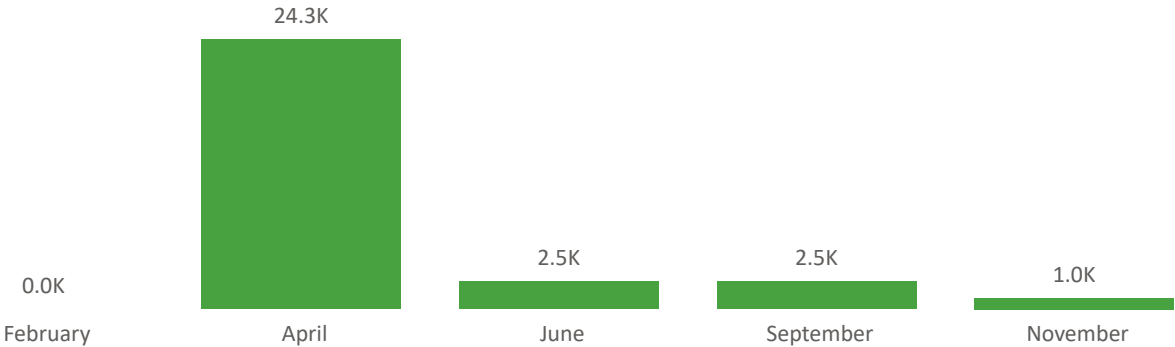
30.30K

Total Open Market Vol (%)

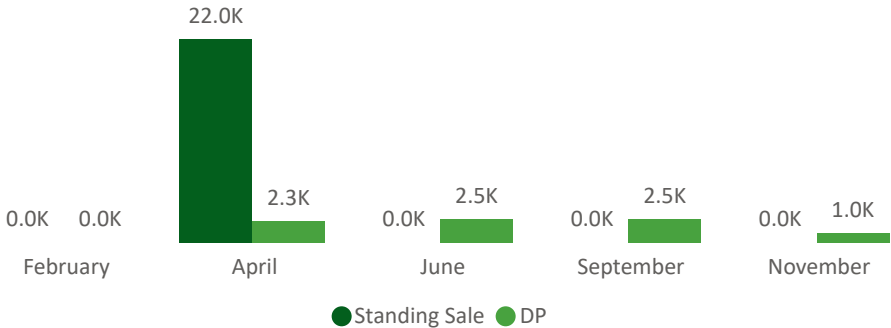
- February
- April
- June
- September
- November



Total Open Market Vol (m3OBS)



Overall Open Market Volume (m3OBS)



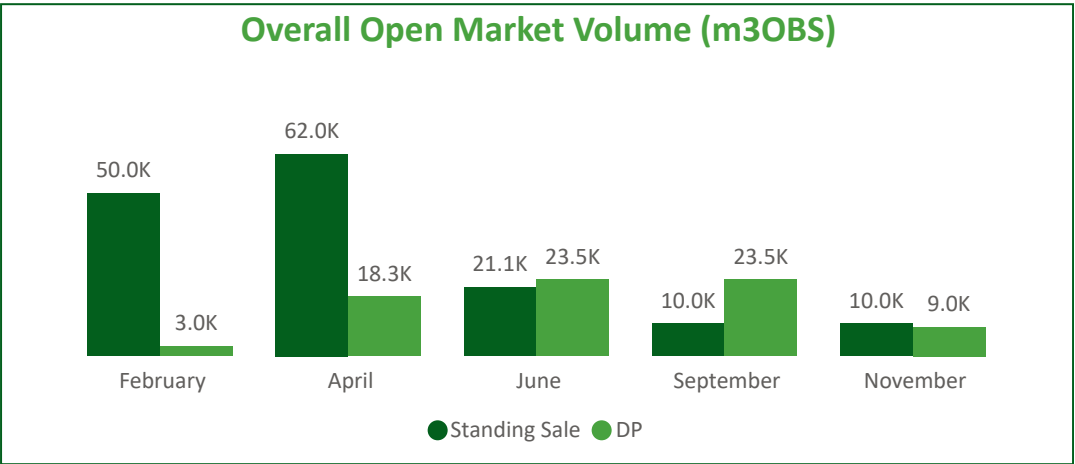
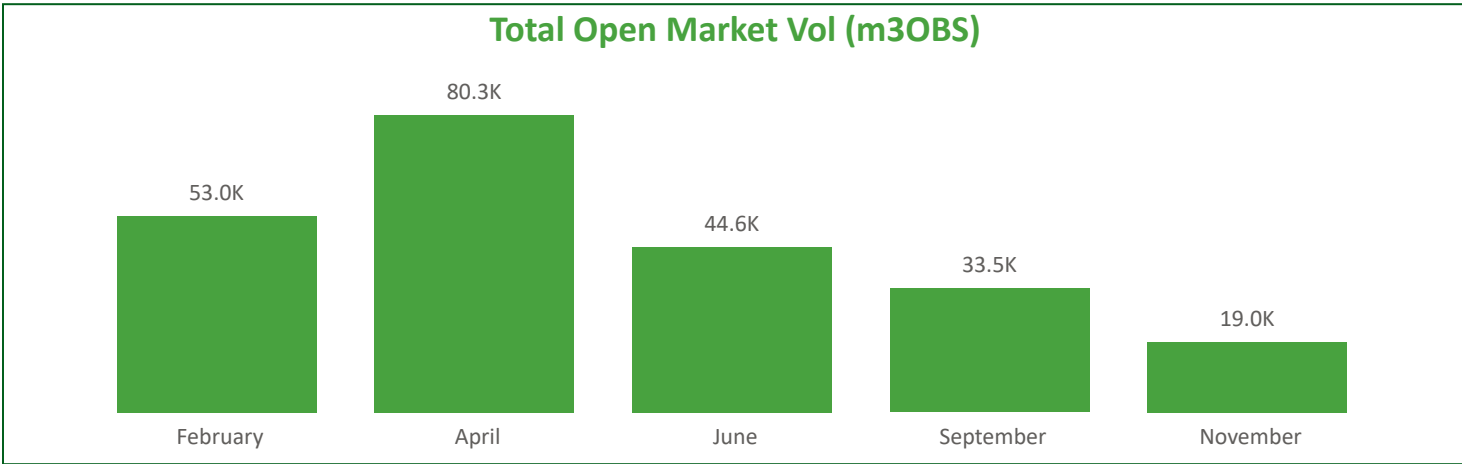
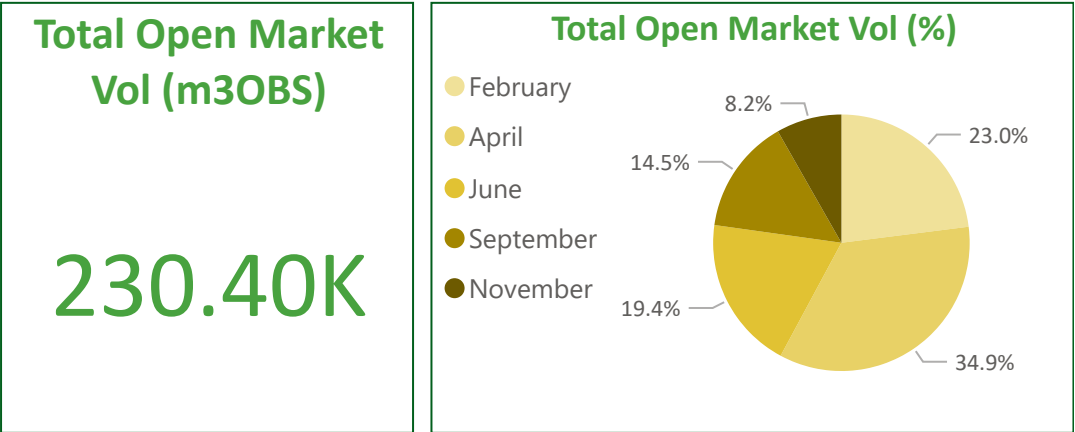
Sale Type	Standing	GL (inc RL mix)	RL	OL	GPA/GSA	SRW
Local Negotiation	0	0	0	0	0	1,200
Spot Sale	0	0	0	0	0	0
Total	0	0	0	0	0	1,200

Total Other Sale Vol
(m3OBS)

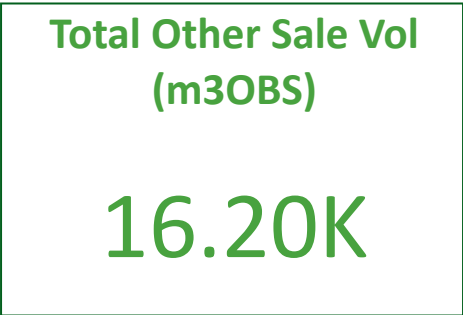
1.20K

Open Market Sales - West Region

Month	Standing	GL (inc RL mix)	RL	GPA/GSA	OL	SRW
February	50,000	0	0	0	0	3,000
April	62,000	5,000	0	3,000	5,300	5,000
June	21,100	10,000	0	3,000	5,500	5,000
September	10,000	10,000	0	3,000	5,500	5,000
November	10,000	5,000	0	0	0	4,000
Total	153,100	30,000	0	9,000	16,300	22,000

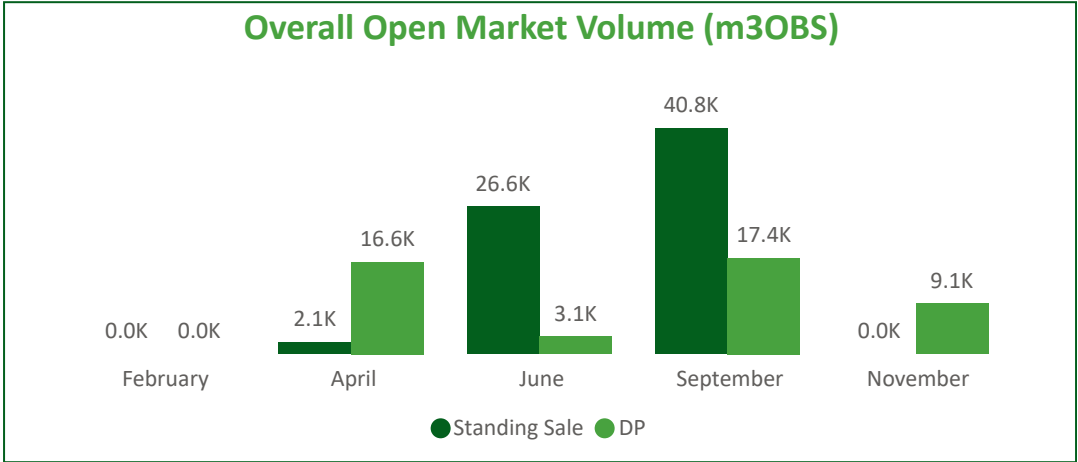
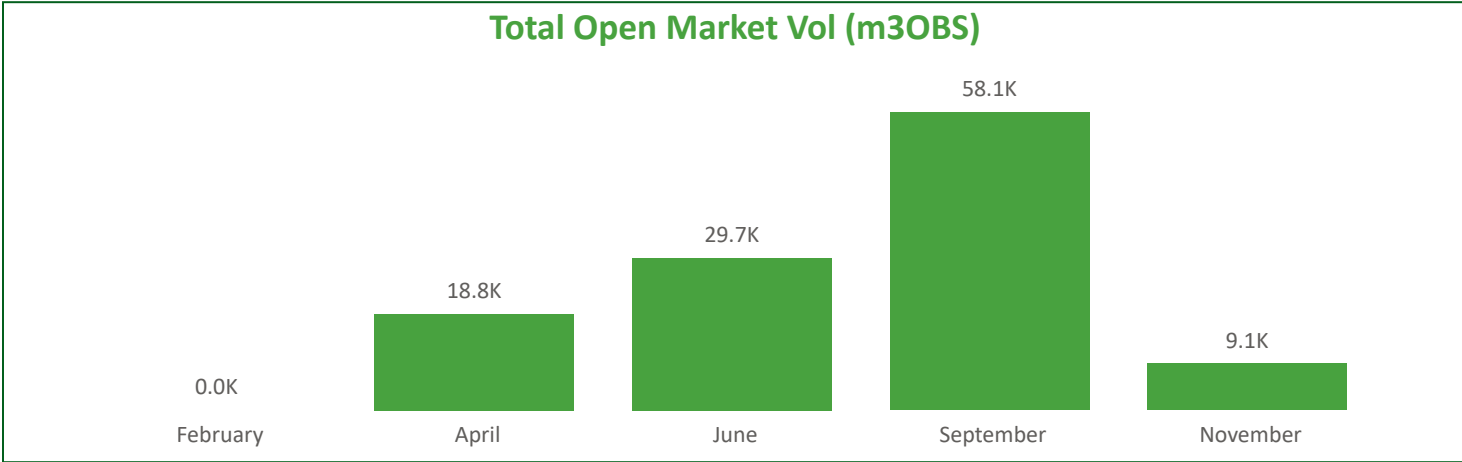
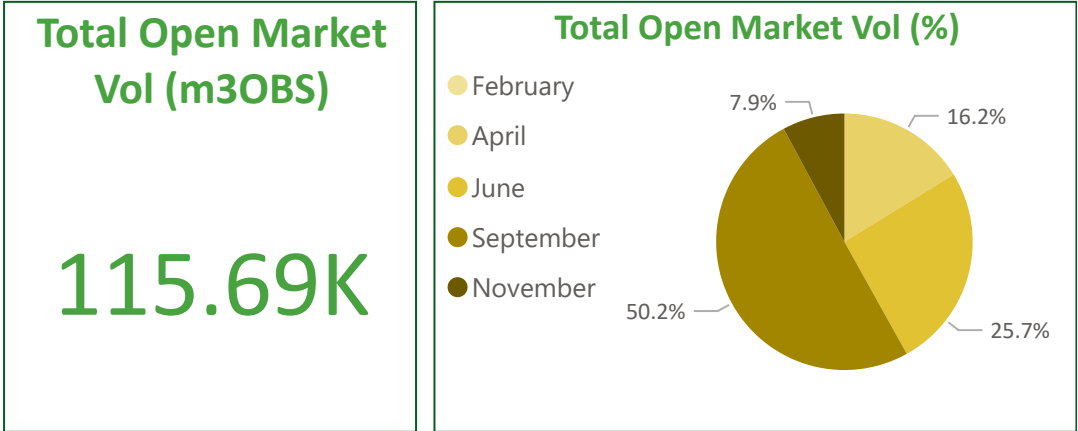


Sale Type	Standing	GL (inc RL mix)	RL	OL	GPA/GSA	SRW
Local Negotiation	0	0	0	0	0	16,200
Spot Sale	0	0	0	0	0	0
Total	0	0	0	0	0	16,200

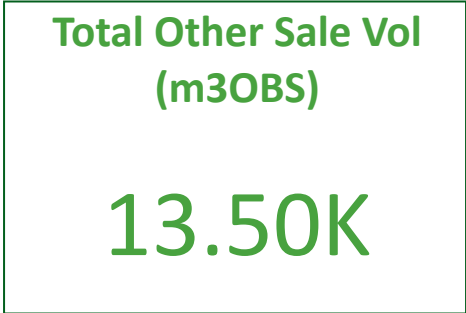


Open Market Sales - Cowal & Trossachs

Month	Standing	GL (inc RL mix)	RL	GPA/GSA	OL	SRW
February	0	0	0	0	0	0
April	2,130	6,870	0	2,410	720	6,630
June	26,600	1,810	0	720	600	0
September	40,760	9,880	0	3,310	1,030	3,130
November	0	6,140	0	1,930	1,020	0
Total	69,490	24,700	0	8,370	3,370	9,760



Sale Type	Standing	GL (inc RL mix)	RL	OL	GPA/GSA	SRW
Local Negotiation	300	0	0	0	0	1,200
Spot Sale	12,000	0	0	0	0	0
Total	12,300	0	0	0	0	1,200



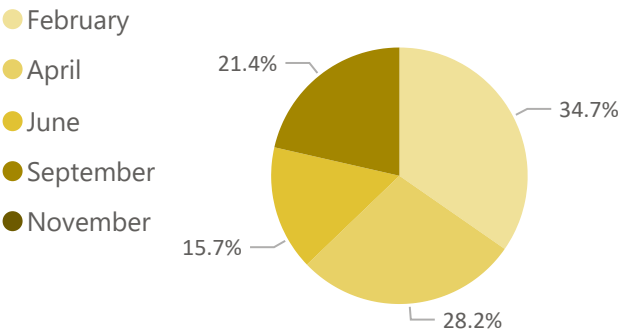
Open Market Sales - Scottish Lowlands

Month ▲	Standing	GL (inc RL mix)	RL	GPA/GSA	OL	SRW
February	17,300	7,450	0	0	300	0
April	19,910	440	0	0	0	0
June	11,380	0	0	0	0	0
September	15,490	0	0	0	0	0
November	0	0	0	0	0	0
Total	64,080	7,890	0	0	300	0

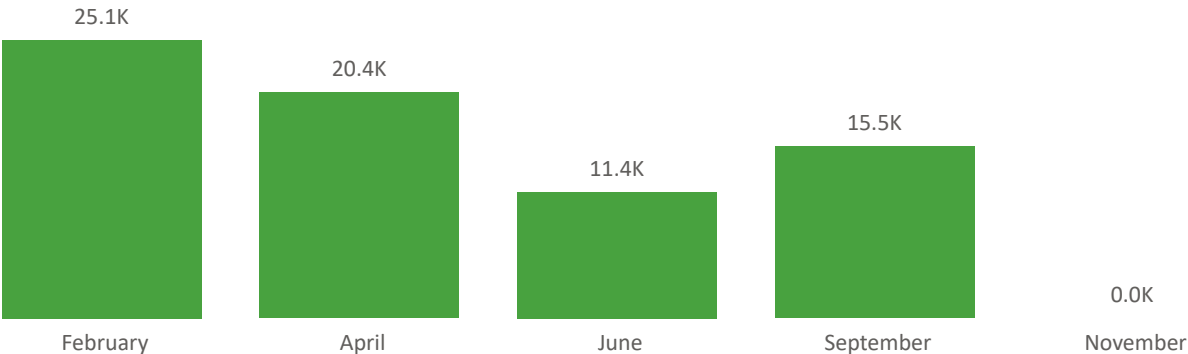
Total Open Market
Vol (m3OBS)

72.27K

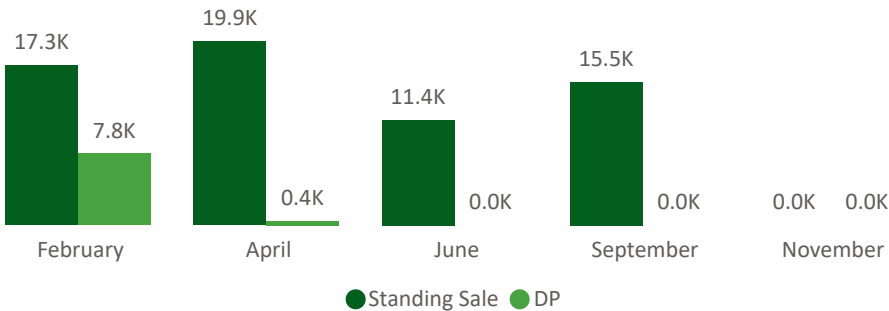
Total Open Market Vol (%)



Total Open Market Vol (m3OBS)



Overall Open Market Volume (m3OBS)



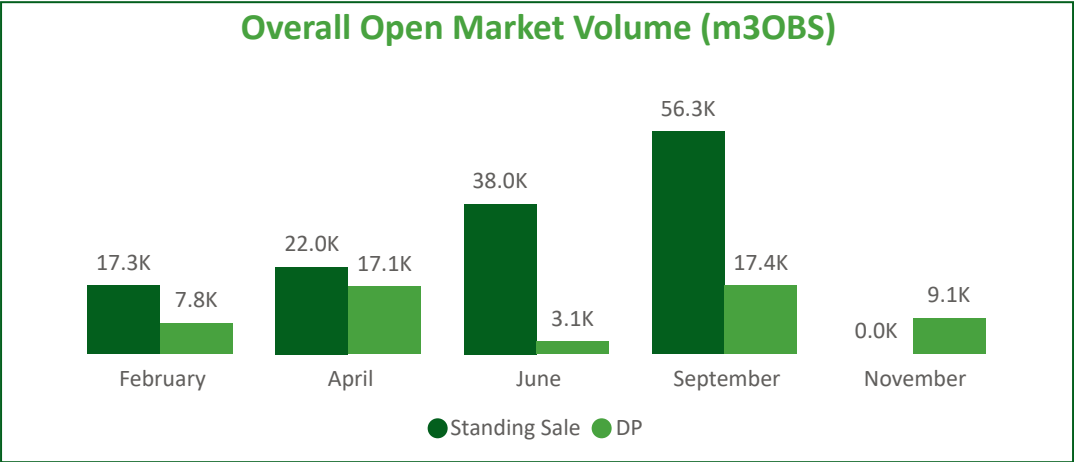
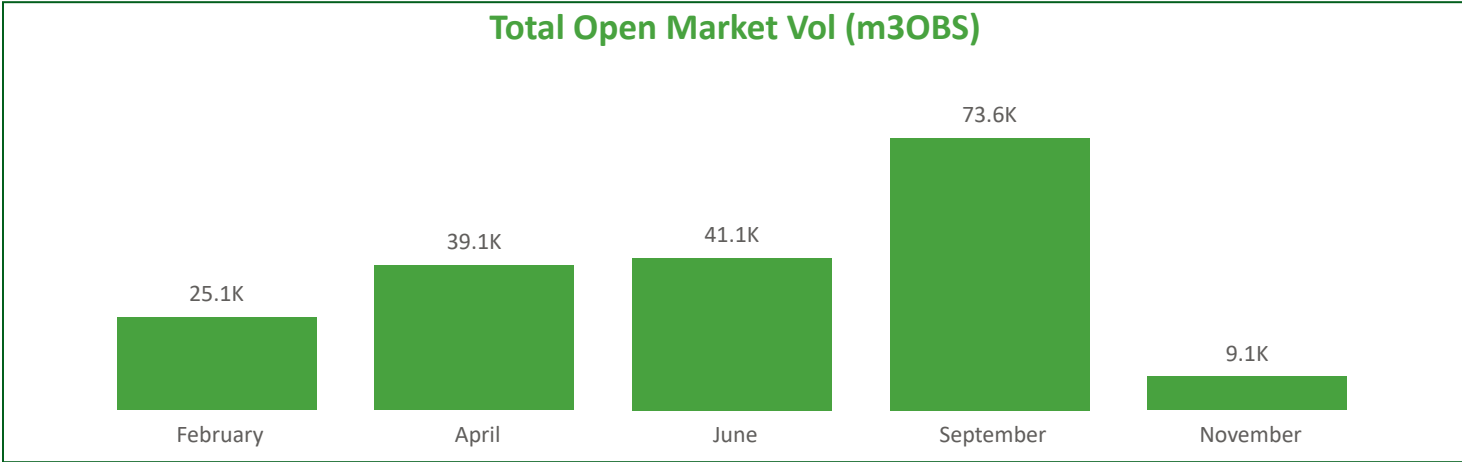
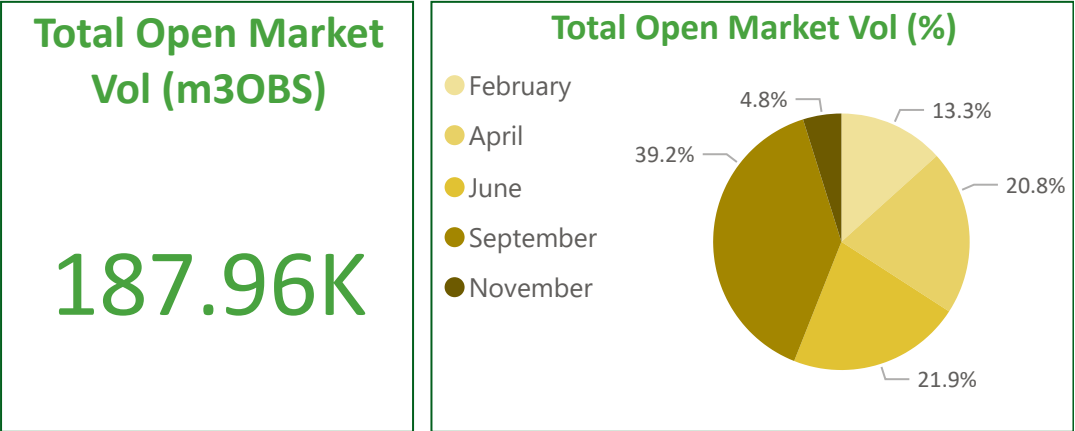
Sale Type ▲	Standing	GL (inc RL mix)	RL	OL	GPA/GSA	SRW
Local Negotiation	0	0	0	0	0	4,000
Spot Sale	7,000	0	0	0	0	5,000
Total	7,000	0	0	0	0	9,000

Total Other Sale Vol
(m3OBS)

16.00K

Open Market Sales - Central Region

Month	Standing	GL (inc RL mix)	RL	GPA/GSA	OL	SRW
February	17,300	7,450	0	0	300	0
April	22,040	7,310	0	2,410	720	6,630
June	37,980	1,810	0	720	600	0
September	56,250	9,880	0	3,310	1,030	3,130
November	0	6,140	0	1,930	1,020	0
Total	133,570	32,590	0	8,370	3,670	9,760

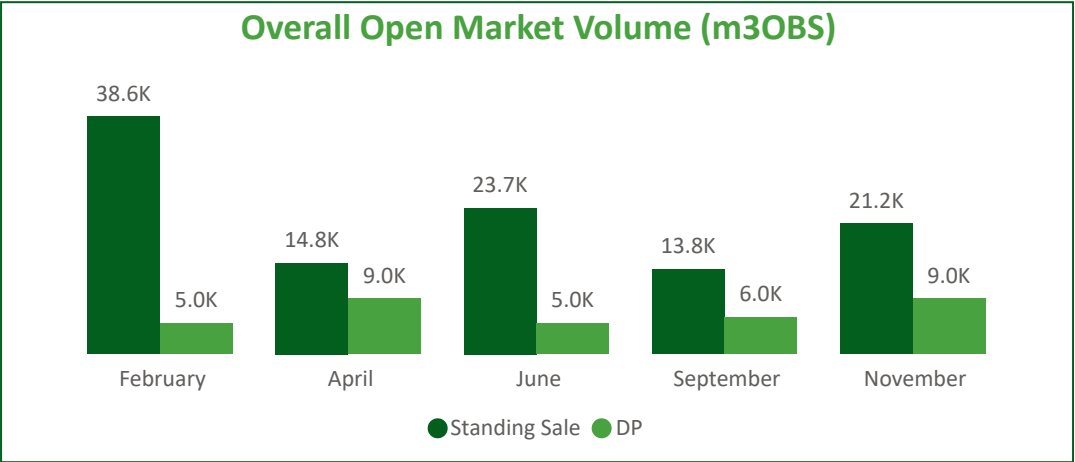
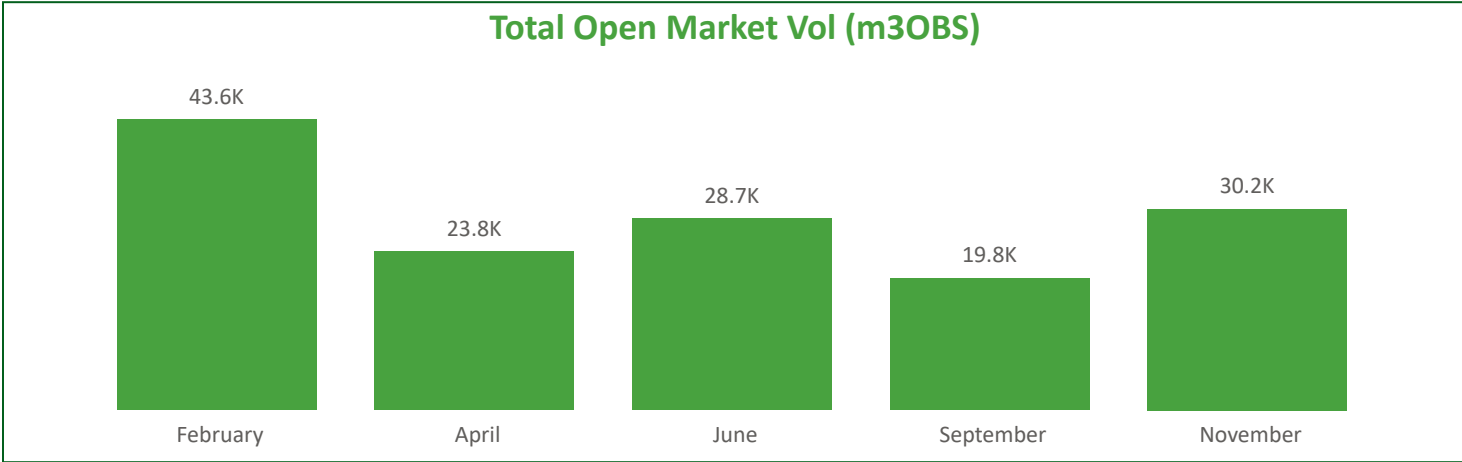
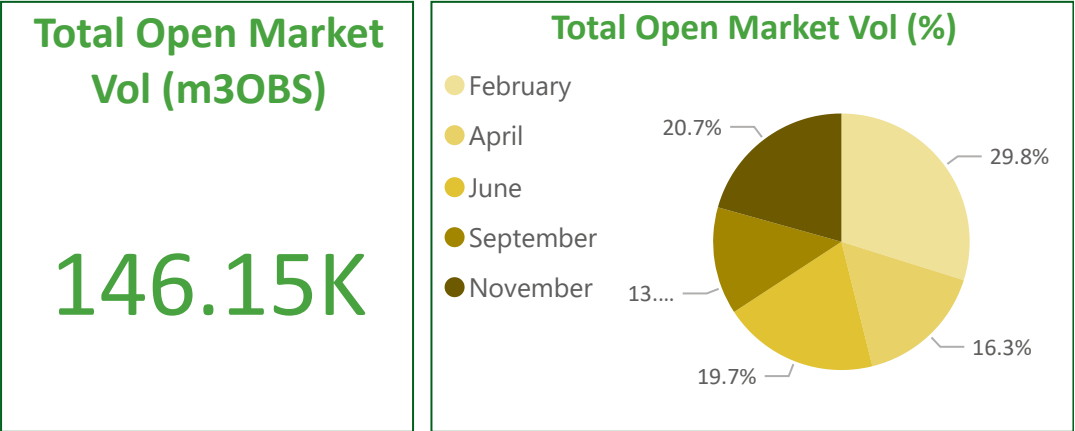


Sale Type	Standing	GL (inc RL mix)	RL	OL	GPA/GSA	SRW
Local Negotiation	300	0	0	0	0	5,200
Spot Sale	19,000	0	0	0	0	5,000
Total	19,300	0	0	0	0	10,200



Open Market Sales - Galloway

Month▲	Standing	GL (inc RL mix)	RL	GPA/GSA	OL	SRW
February	38,610	2,000	0	0	1,000	2,000
April	14,790	5,000	0	1,000	1,000	2,000
June	23,740	2,000	0	0	1,000	2,000
September	13,800	2,000	0	0	2,000	2,000
November	21,210	5,000	0	0	2,000	2,000
Total	112,150	16,000	0	1,000	7,000	10,000

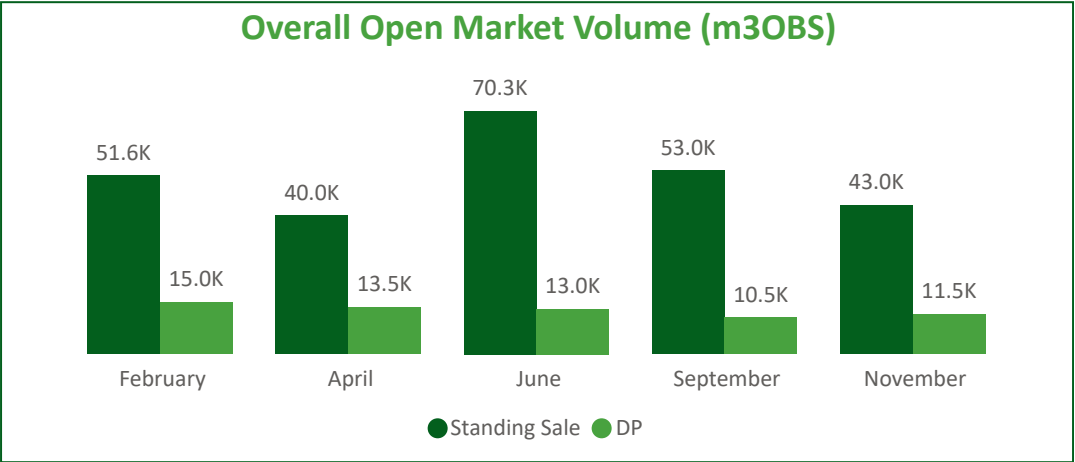
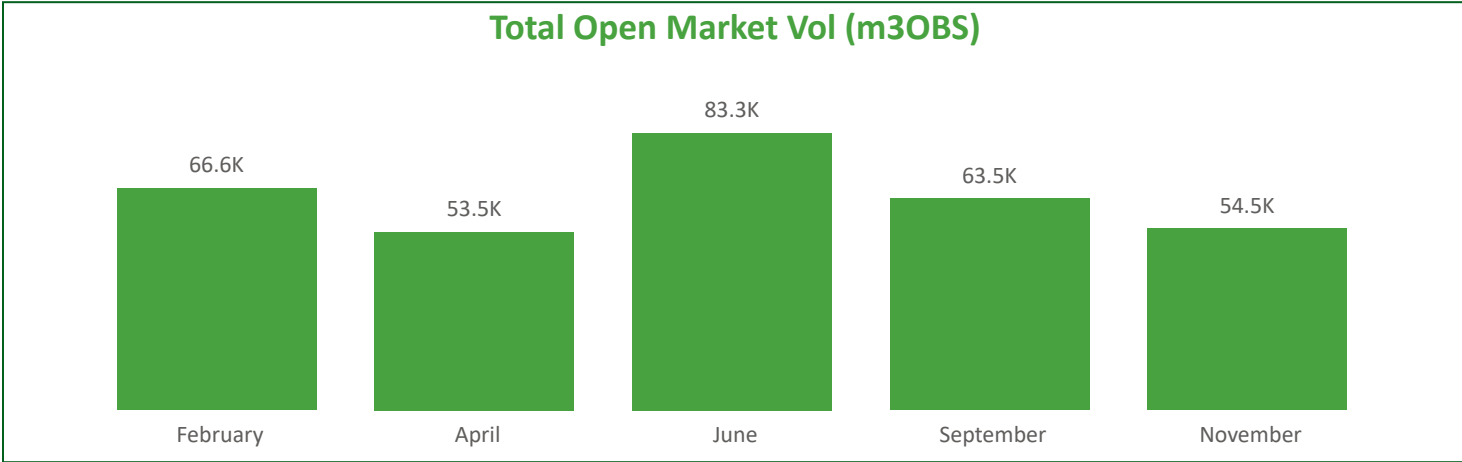
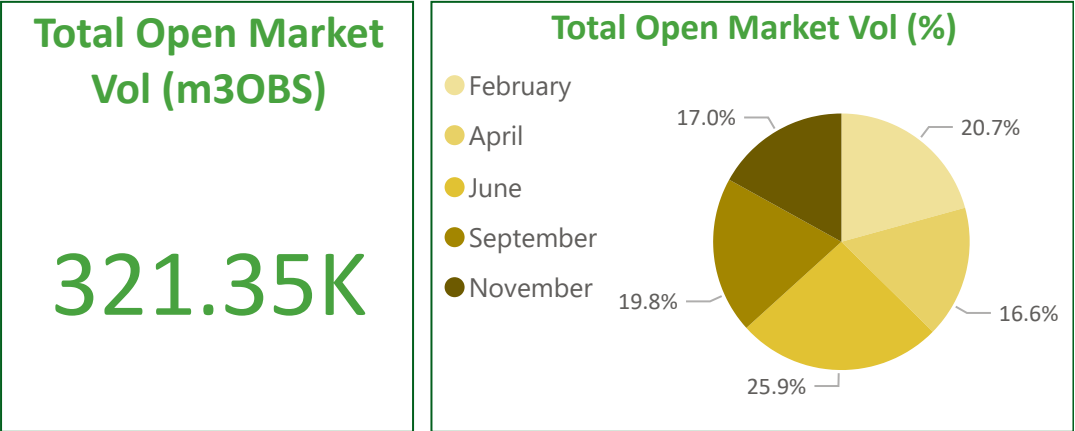


Sale Type▲	Standing	GL (inc RL mix)	RL	OL	GPA/GSA	SRW
Local Negotiation	0	20,000	0	0	0	21,900
Spot Sale	0	27,000	0	8,000	0	5,000
Total	0	47,000	0	8,000	0	26,900



Open Market Sales - Dumfries & Borders

Month ▲	Standing	GL (inc RL mix)	RL	GPA/GSA	OL	SRW
February	51,600	9,000	0	1,000	1,000	4,000
April	40,000	8,000	0	500	1,000	4,000
June	70,250	8,000	0	1,000	1,000	3,000
September	53,000	6,000	0	500	1,000	3,000
November	43,000	5,000	0	1,500	1,000	4,000
Total	257,850	36,000	0	4,500	5,000	18,000

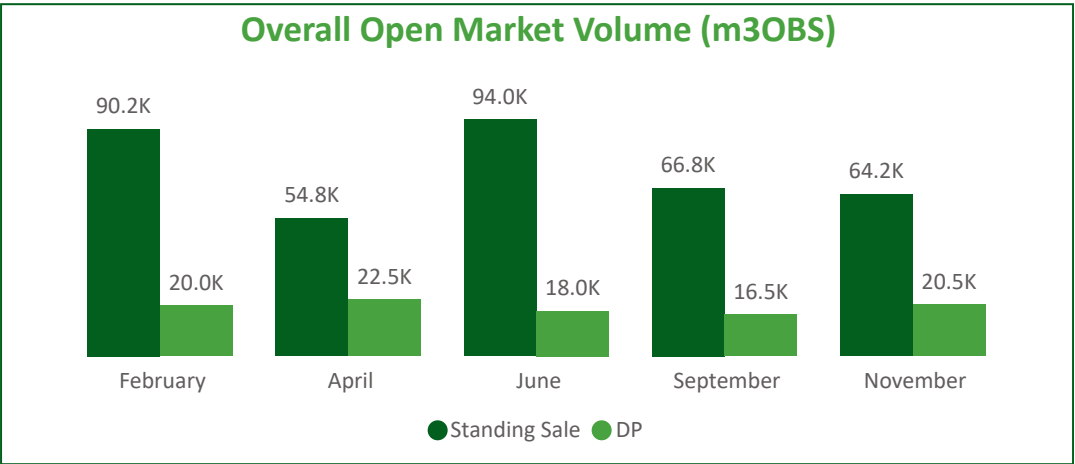
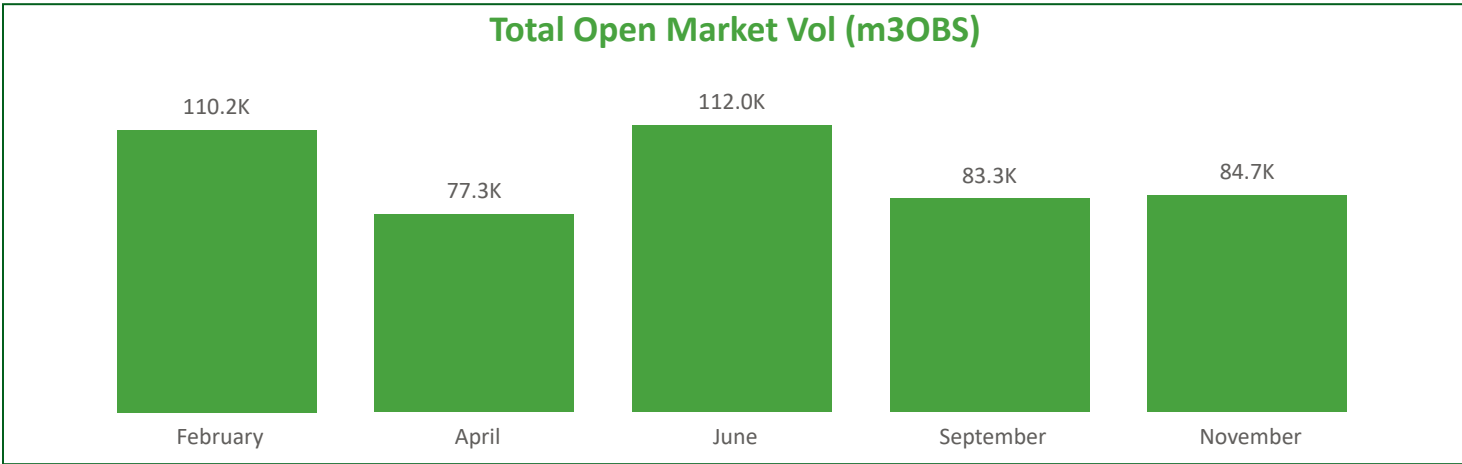
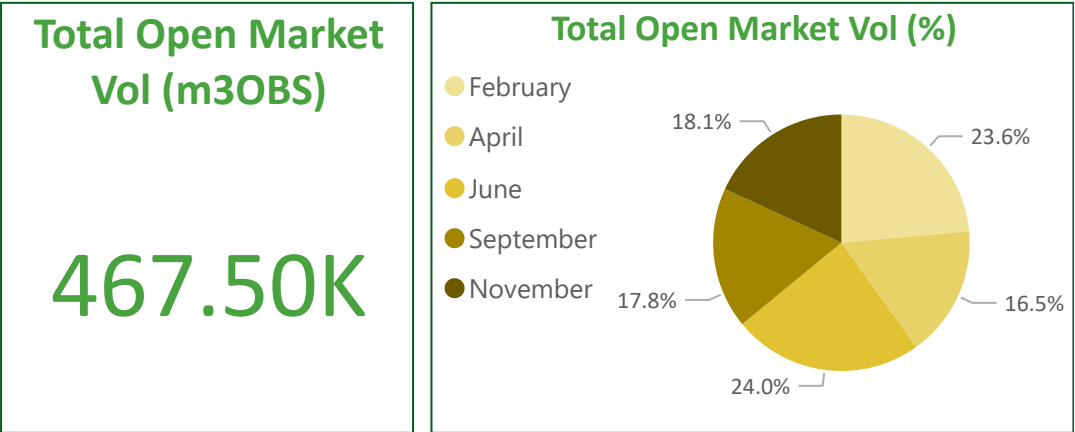


Sale Type ▲	Standing	GL (inc RL mix)	RL	OL	GPA/GSA	SRW
Local Negotiation	5,000	5,000	0	0	0	5,500
Spot Sale	10,000	12,000	0	5,000	4,000	2,800
Total	15,000	17,000	0	5,000	4,000	8,300



Open Market Sales - South Region

Month	Standing	GL (inc RL mix)	RL	GPA/GSA	OL	SRW
February	90,210	11,000	0	1,000	2,000	6,000
April	54,790	13,000	0	1,500	2,000	6,000
June	93,990	10,000	0	1,000	2,000	5,000
September	66,800	8,000	0	500	3,000	5,000
November	64,210	10,000	0	1,500	3,000	6,000
Total	370,000	52,000	0	5,500	12,000	28,000



Sale Type	Standing	GL (inc RL mix)	RL	OL	GPA/GSA	SRW
Local Negotiation	5,000	25,000	0	0	0	27,400
Spot Sale	10,000	39,000	0	13,000	4,000	7,800
Total	15,000	64,000	0	13,000	4,000	35,200

