



Forestry and  
Land Scotland

Coilltearachd agus  
Fearann Alba

# FLS 2025/26 Sale Plan





# 2025/26 Sale Plan Contents

The FLS 2025/26 Sale Plan demonstrates the volume which FLS intends to bring to the market during the 2025/26 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 is dependant on operational factors.

The Open Market volume will be available during the 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



# 2025 Open Market Sales

Sale Type	Sale Date	Sale Published ▲
Standing	26 February 2025	22 January 2025
Roadside	26 February 2025	12 February 2025
Roadside	23 April 2025	09 April 2025
Standing	28 May 2025	23 April 2025
Roadside	18 June 2025	04 June 2025
Standing	27 August 2025	23 July 2025
Roadside	13 August 2025	30 July 2025
Roadside	08 October 2025	24 September 2025
Standing	26 November 2025	22 October 2025
Roadside	26 November 2025	12 November 2025



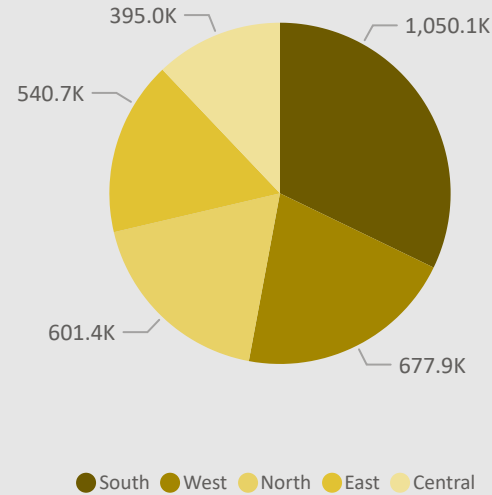
# Scotland Sale Plan Overview

## Total Volume (m3OBS)

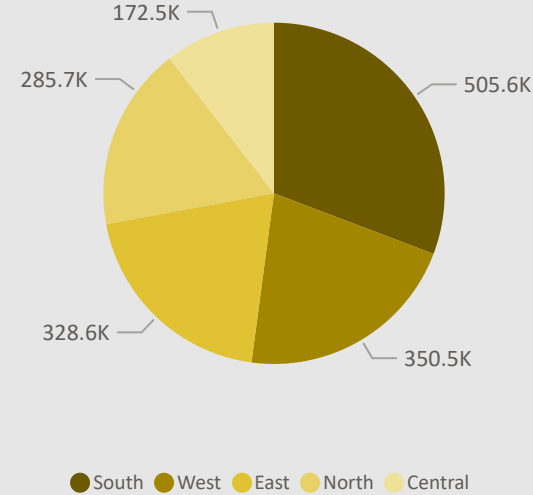
# 3.27M

Region	Standing Total	Roadside Total
Central	268,430	126,530
East	193,495	347,210
North	500,210	101,180
South	534,988	515,091
West	463,900	214,000
<b>Total</b>	<b>1,961,023</b>	<b>1,304,011</b>

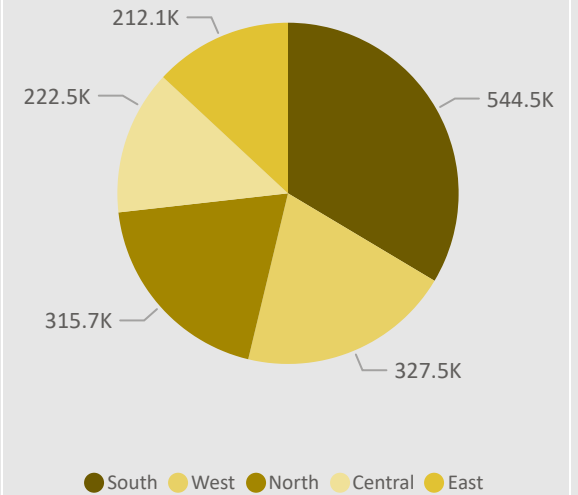
## Total Vol by Region (m3OBS)



## LTC Vol by Region (m3OBS)



## OM Vol by Region (m3OBS)



Region	Committed LTC - DP	Committed LTC - SS
Central	55,480	117,030
East	187,410	141,200
North	42,450	243,200
South	335,980	169,590
West	117,900	232,550
<b>Total</b>	<b>739,220</b>	<b>903,570</b>

Region/FD	Open Market - DP	Open Market - SS
Central	58,550	111,400
East	98,500	26,800
North	57,530	257,010
South	179,111	365,398
West	88,000	180,750
<b>Total</b>	<b>481,691</b>	<b>941,358</b>

Region/FD	Other Sale Plan - DP	Other Sale Plan - SS
Central	12,500	40,000
East	61,300	25,495
North	1,200	0
South	0	0
West	8,100	50,600
<b>Total</b>	<b>83,100</b>	<b>116,095</b>

LTC Sale Plan Vol (m3OBS)

# 1.64M

LTC Sale Plan Vol (%)

# 50.3%

of Sale Plan

OM Sale Plan Vol (m3OBS)

# 1.42M

OM Sale Plan Vol (%)

# 43.6%

of Sale Plan

Other Sale Plan Vol (m3OBS)

# 199.20K

Other Sale Plan Vol (%)

# 6.1%

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	33,480	0	117,030
East	61,200	4,750	4,850	108,810	2,400	111,200
North	9,000	0	0	30,350	3,100	218,200
South	206,700	0	38,680	90,600	0	84,590
West	65,800	0	6,000	46,100	0	232,550
<b>Total</b>	<b>358,700</b>	<b>4,750</b>	<b>55,530</b>	<b>309,340</b>	<b>5,500</b>	<b>763,570</b>

### LTC Commitment by District

Forest District	GL (inc. RL mix)	RL	GPA/GSA	SRW	Fencing	Standing Sale
Cowal & Trossachs	16,000	0	3,500	16,740	0	100,000
Dumfries & Borders	127,320	0	20,960	45,600	0	69,590
Galloway	79,380	0	17,720	45,000	0	15,000
Inverness, Ross & Skye	9,000	0	0	30,350	3,100	88,200
Lochaber	25,800	0	0	10,300	0	86,250
Moray & Aberdeenshire	48,700	4,750	4,850	88,970	2,400	87,200
North Highland	0	0	0	0	0	130,000
Scottish Lowlands	0	0	2,500	16,740	0	17,030
Tay	12,500	0	0	19,840	0	24,000
West Argyll	40,000	0	6,000	35,800	0	146,300
<b>Total</b>	<b>358,700</b>	<b>4,750</b>	<b>55,530</b>	<b>309,340</b>	<b>5,500</b>	<b>763,570</b>

## Proposed LTC Volume (m3OBS)

### Proposed Scotland LTC Commitment

Region	GL (inc. RL mix)	RL	GPA/GSA	SRW	Fencing	Standing Sale
East	0	0	0	5,400	0	30,000
North	0	0	0	0	0	25,000
South	0	0	0	0	0	85,000
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5,400</b>	<b>0</b>	<b>140,000</b>

### Proposed LTC Volume by District

FD	GL (inc. RL mix)	RL	GPA/GSA	SRW	Fencing	Standing Sale
Galloway	0	0	0	0	0	85,000
Inverness, Ross & Skye	0	0	0	0	0	25,000
Moray & Aberdeenshire	0	0	0	3,400	0	0
Tay	0	0	0	2,000	0	30,000
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5,400</b>	<b>0</b>	<b>140,000</b>

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.

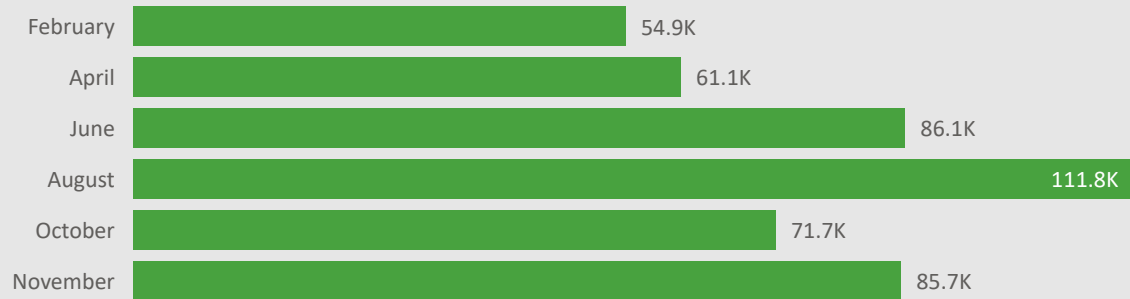
Date of Issue	FD	LTC	Standing Sale	SRW
tbc	Galloway	Ex - L40547	80,000	0
tbc	Moray, Aberdeenshire	Firewood	0	3,400
tbc	Tay	Firewood	2,000	0
tbc	Tay	Larch/WB1	15,000	0
tbc	Tay	Larch/WB2	15,000	0
tbc	Inverness, Ross & Skye	New LTC - Roding	25,000	0
<b>Total</b>			<b>137,000</b>	<b>3,400</b>

# Open Market Sales - Scotland

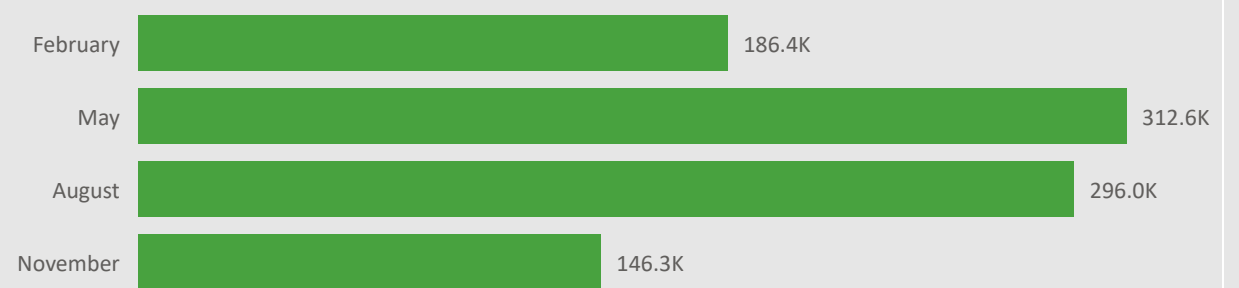
OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
26 February 2025	28,620	400	500	6,900	21,500
23 April 2025	28,500	2,060	2,240	5,300	22,980
18 June 2025	42,930	300	2,680	10,500	29,700
13 August 2025	53,820	1,970	2,900	9,290	47,790
08 October 2025	40,500	300	0	6,150	28,210
26 November 2025	45,200	200	1,500	7,500	31,251

OM Sale Date	Standing Sale
26 February 2025	186,428
28 May 2025	312,585
27 August 2025	296,028
26 November 2025	146,317

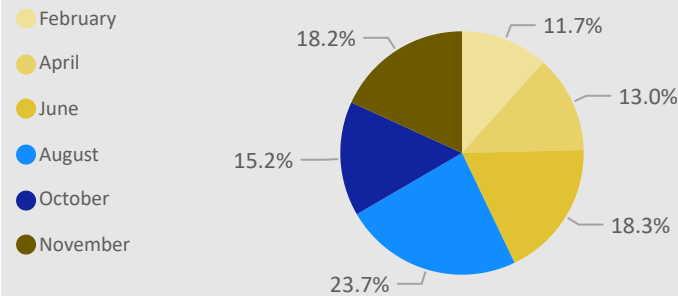
Roadside Open Market Vol (m3OBS)



Standing Open Market Vol (m3OBS)



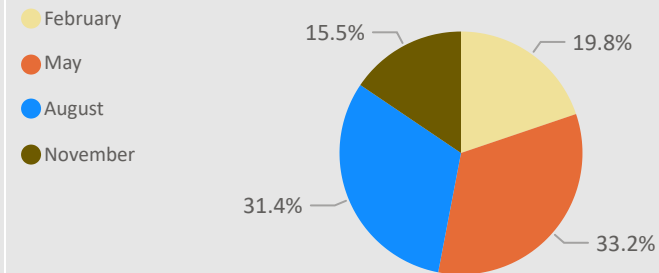
Roadside Open Market Vol (%)



Roadside Sale Vol (m3OBS)

471.19K

Standing Open Market Vol (%)



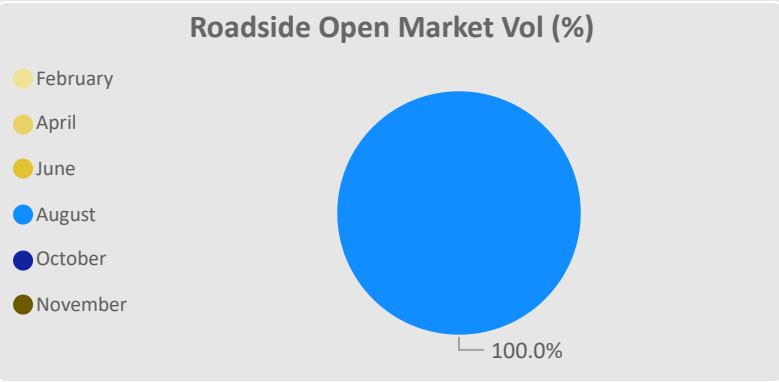
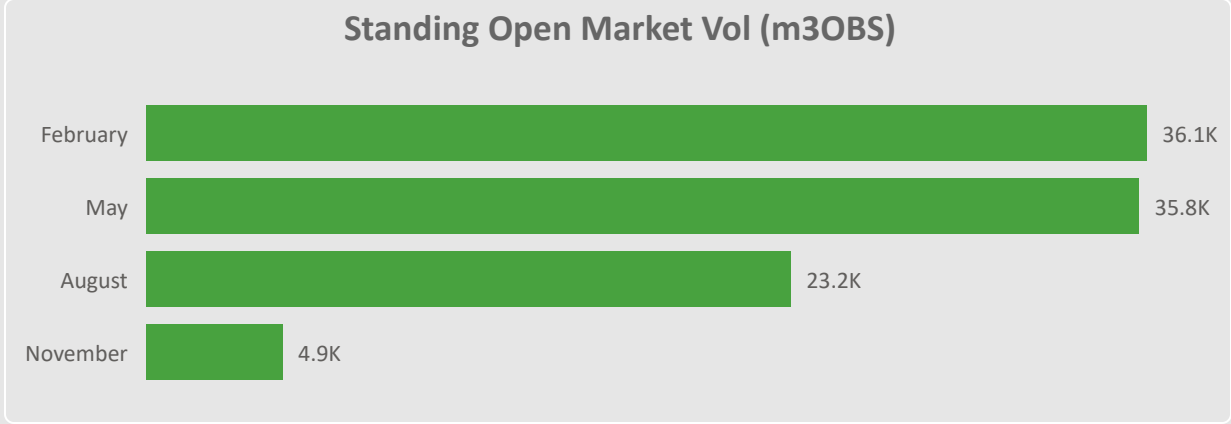
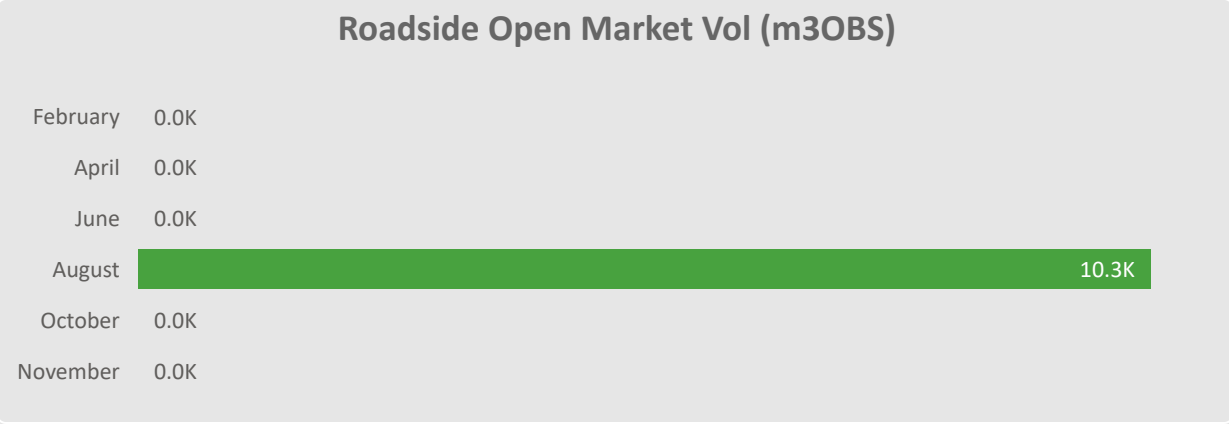
Standing Sale Vol (m3OBS)

941.36K

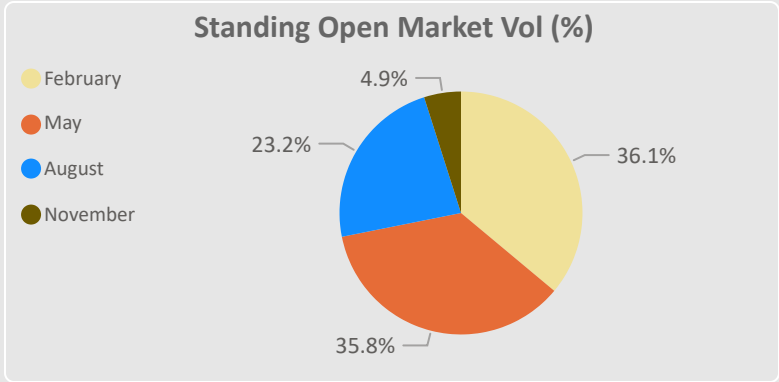
# Open Market Sales - North Highland

OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
26 February 2025	0				0
23 April 2025	0				0
18 June 2025	0				0
13 August 2025	1,500	500			8,280
08 October 2025	0				0
26 November 2025	0				0

OM Sale Date	Standing Sale
26 February 2025	36,070
28 May 2025	35,790
27 August 2025	23,230
26 November 2025	4,910



**Roadside Sale Vol (m3OBS)**  
**10.28K**



**Standing Sale Vol (m3OBS)**  
**100.00K**

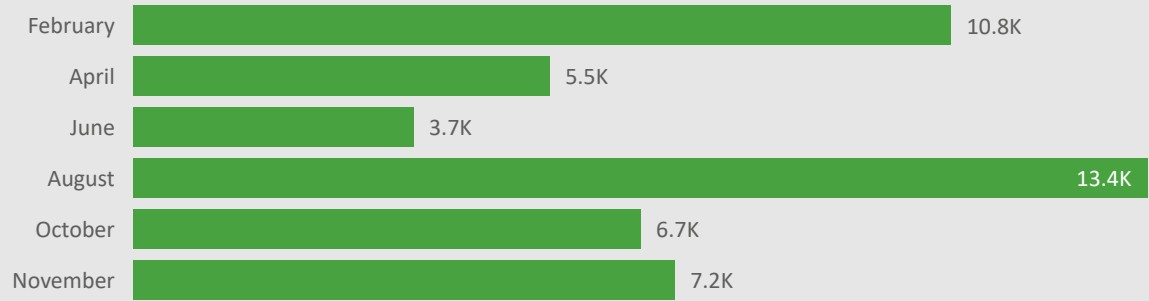


# Open Market Sales - Inverness, Ross & Skye

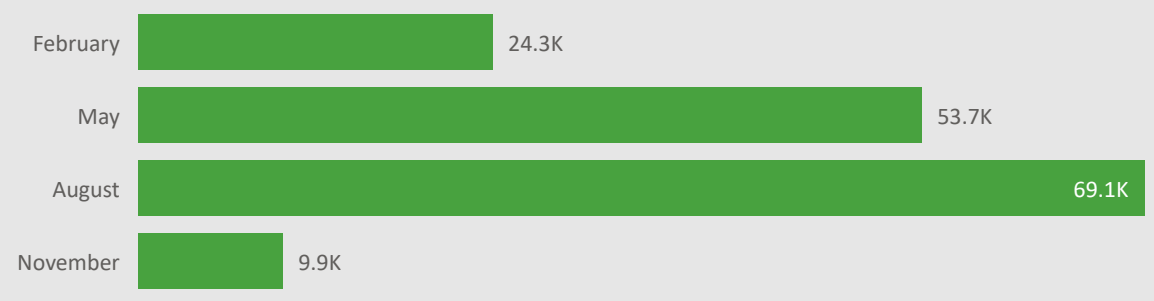
OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
26 February 2025	4,000	400		400	6,000
23 April 2025	3,000	200		300	2,000
18 June 2025	3,000	300		400	0
13 August 2025	5,000	600		800	7,000
08 October 2025	4,000	300		400	2,000
26 November 2025	3,000	200		450	3,500

OM Sale Date	Standing Sale
26 February 2025	24,305
28 May 2025	53,745
27 August 2025	69,053
26 November 2025	9,907

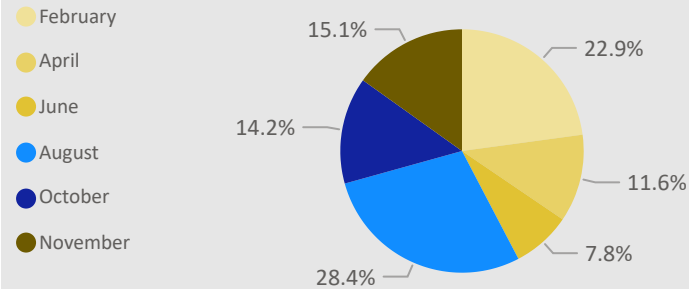
Roadside Open Market Vol (m3OBS)



Standing Open Market Vol (m3OBS)



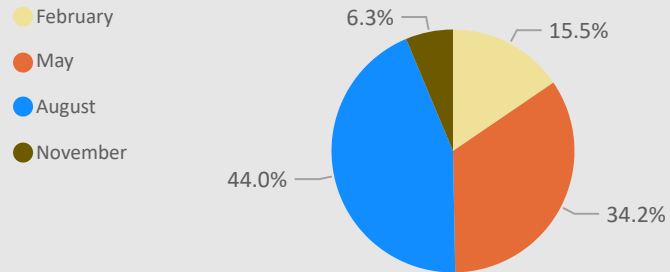
Roadside Open Market Vol (%)



Roadside Sale Vol (m3OBS)

47.25K

Standing Open Market Vol (%)



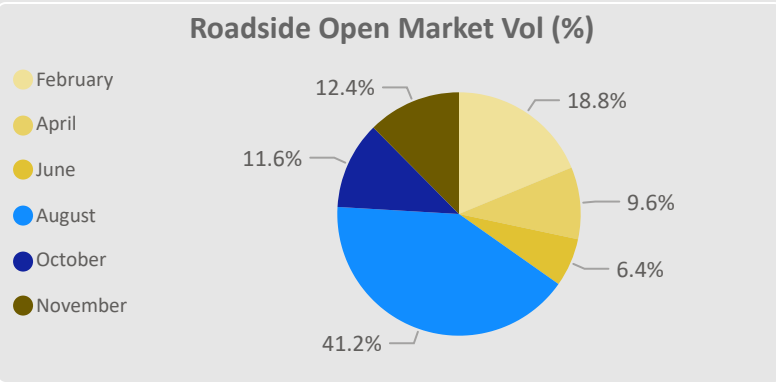
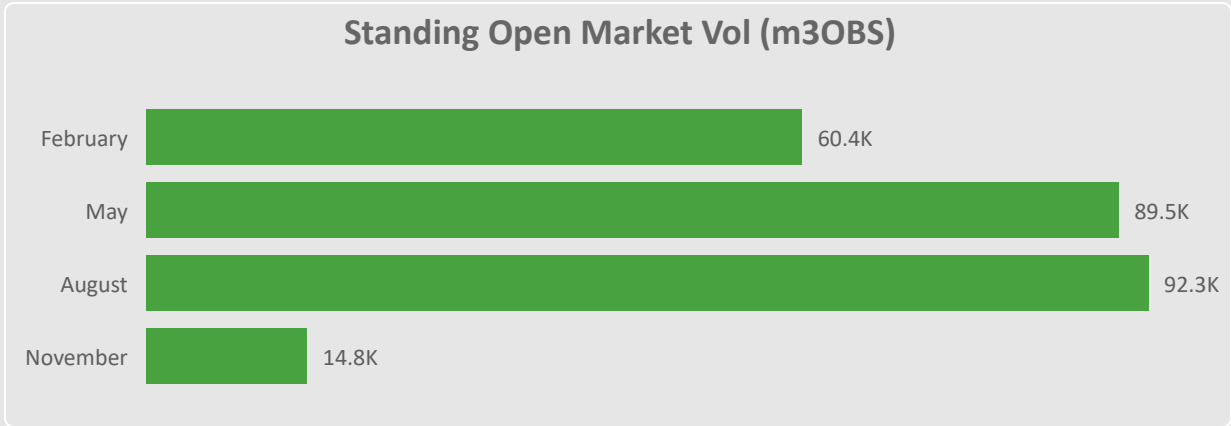
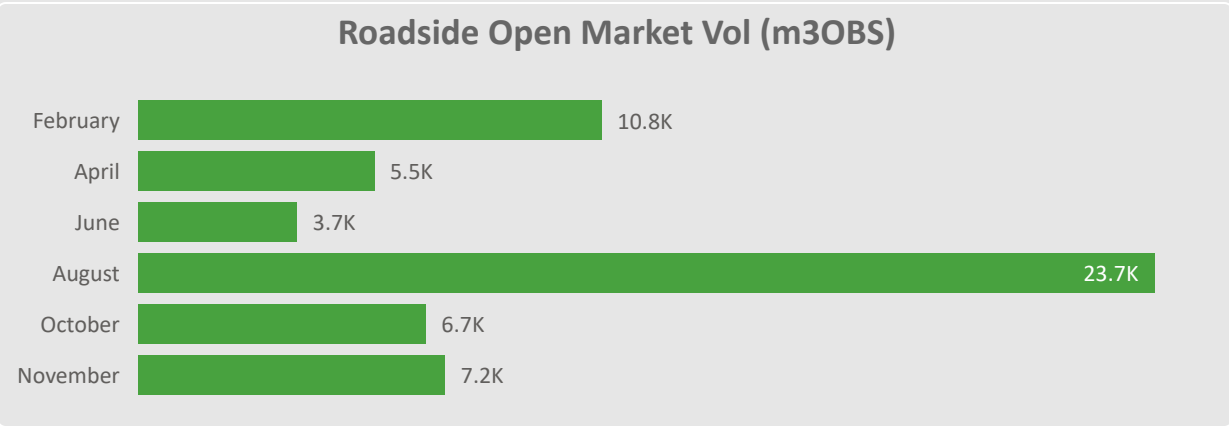
Standing Sale Vol (m3OBS)

157.01K

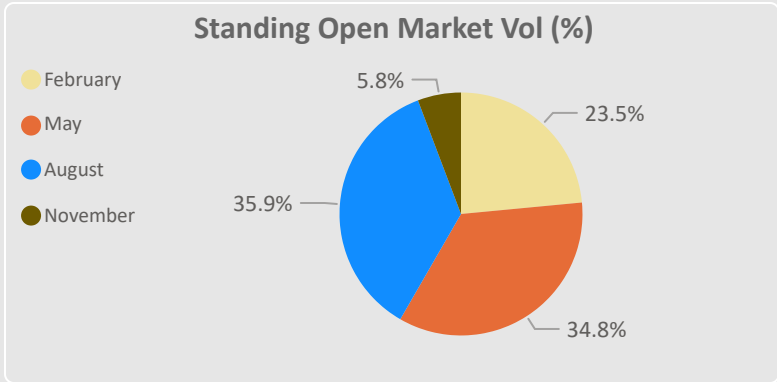
# Open Market Sales - North Region

OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
26 February 2025	4,000	400	0	400	6,000
23 April 2025	3,000	200	0	300	2,000
18 June 2025	3,000	300	0	400	0
13 August 2025	6,500	1,100	0	800	15,280
08 October 2025	4,000	300	0	400	2,000
26 November 2025	3,000	200	0	450	3,500

OM Sale Date	Standing Sale
26 February 2025	60,375
28 May 2025	89,535
27 August 2025	92,283
26 November 2025	14,817



**Roadside Sale Vol (m3OBS)**  
57.53K

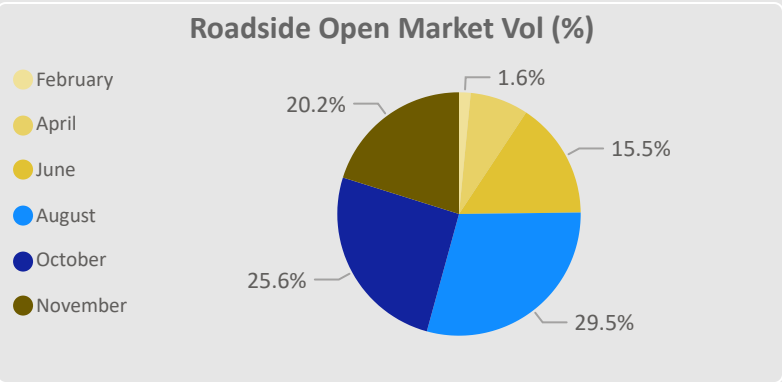
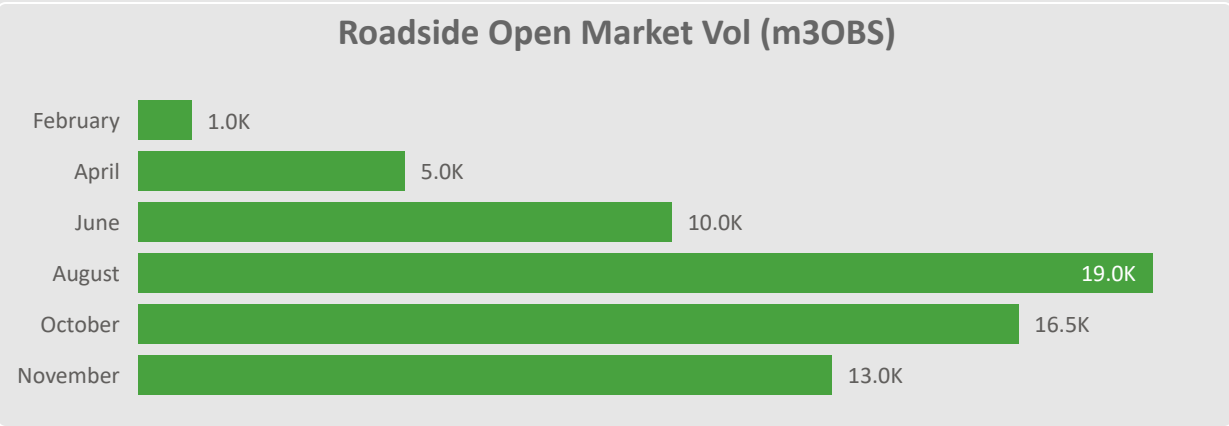


**Standing Sale Vol (m3OBS)**  
257.01K

# Open Market Sales - Moray & Aberdeenshire

OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
26 February 2025	0	0	0	0	1,000
23 April 2025	0	0	0	0	5,000
18 June 2025	2,500	0	0	0	7,500
13 August 2025	11,500	0	0	0	7,500
08 October 2025	9,000	0	0	0	7,500
26 November 2025	5,000	0	0	0	8,000

OM Sale Date	Standing Sale
26 February 2025	0
28 May 2025	0
27 August 2025	0
26 November 2025	0



**Roadside Sale Vol (m3OBS)**  
**64.50K**



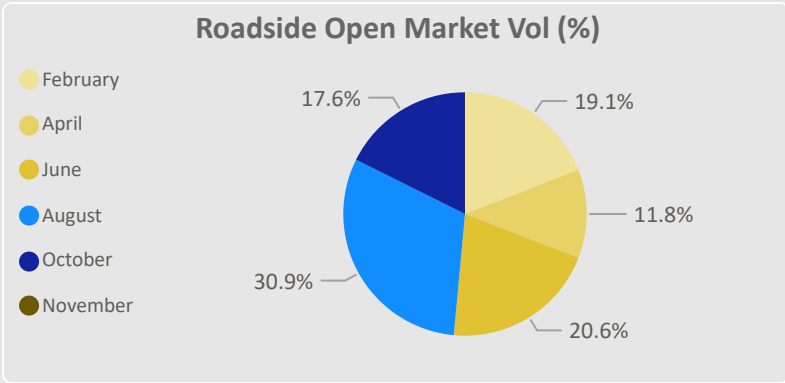
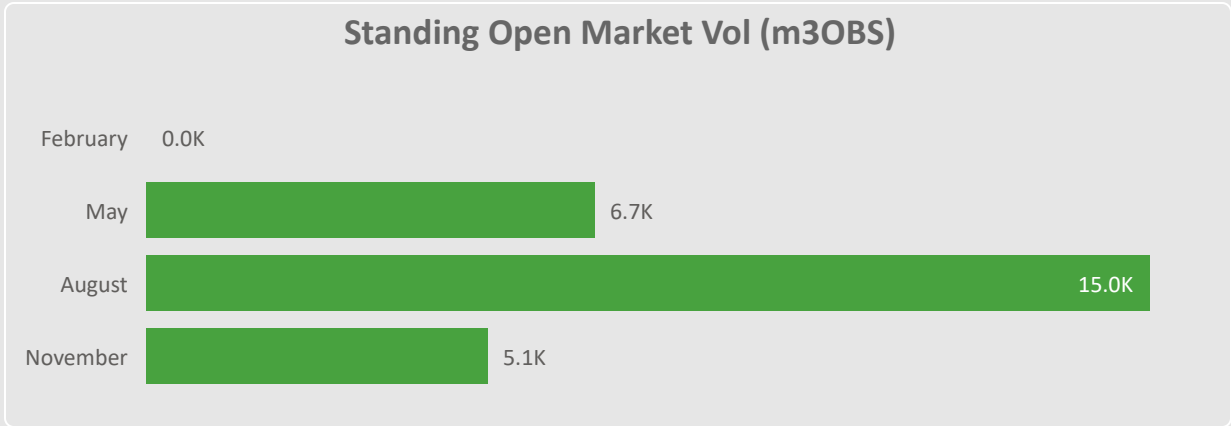
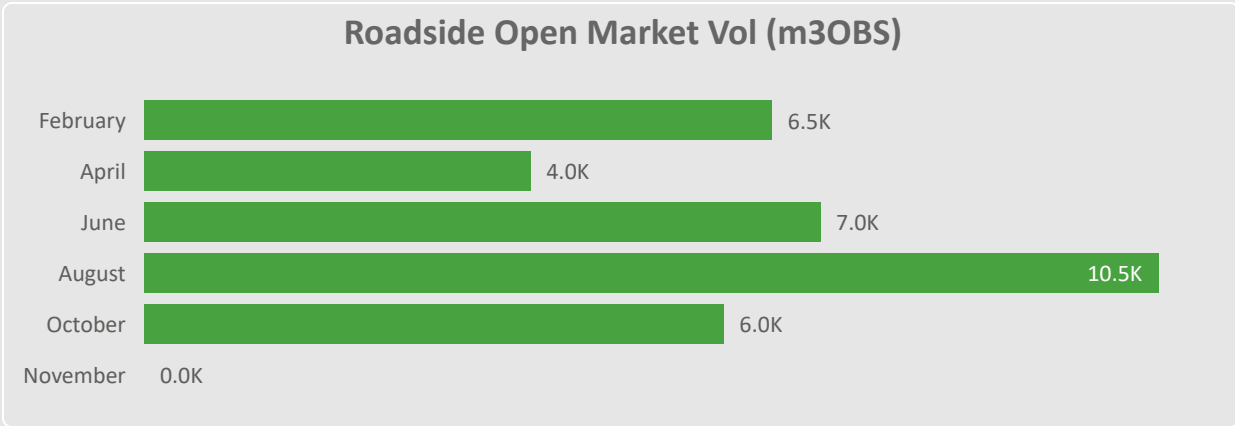
**Standing Sale Vol (m3OBS)**  
**0**



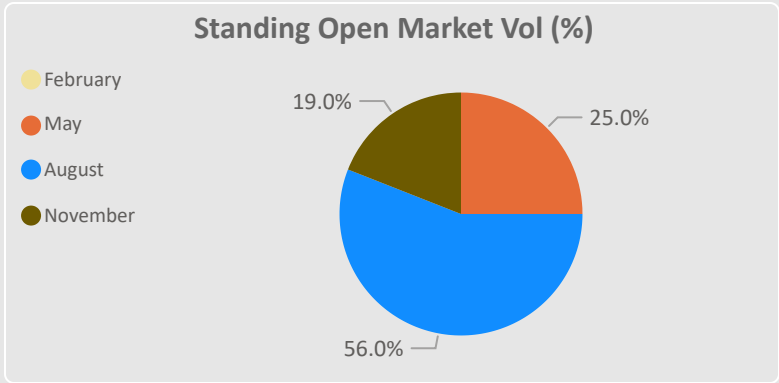
# Open Market Sales - Tay

OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
26 February 2025	2,000			1,500	3,000
23 April 2025	3,000		1,000		0
18 June 2025	5,000		1,000	1,000	0
13 August 2025	3,000		2,000	1,500	4,000
08 October 2025	2,500				3,500
26 November 2025					0

OM Sale Date	Standing Sale
28 May 2025	6,700
27 August 2025	15,000
26 November 2025	5,100



**Roadside Sale Vol (m3OBS)**  
**34.00K**



**Standing Sale Vol (m3OBS)**  
**26.80K**

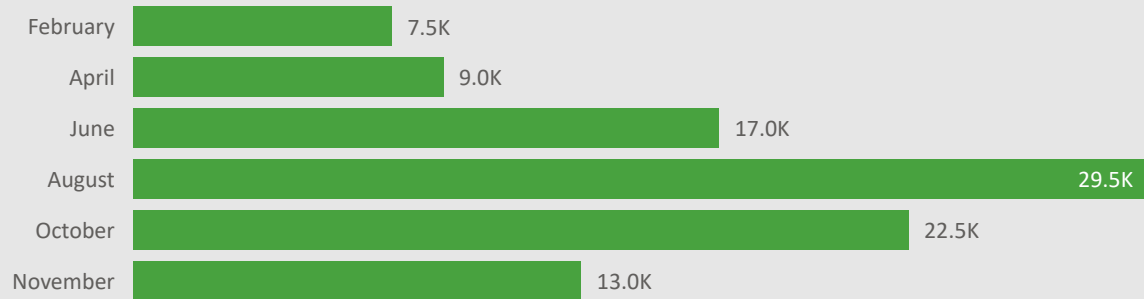


# Open Market Sales - East

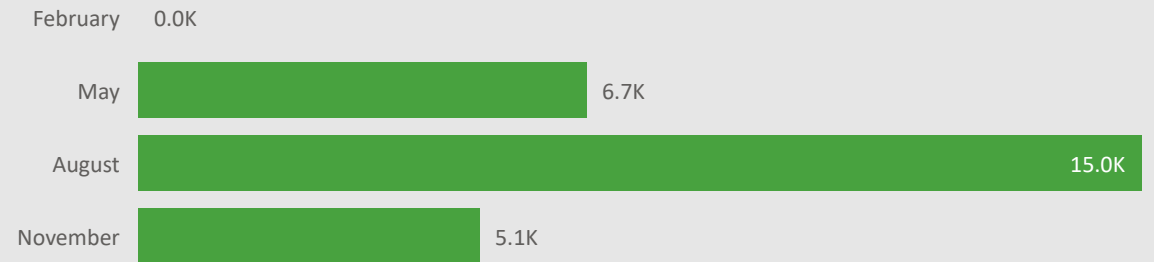
OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
26 February 2025	2,000	0	0	1,500	4,000
23 April 2025	3,000	0	1,000	0	5,000
18 June 2025	7,500	0	1,000	1,000	7,500
13 August 2025	14,500	0	2,000	1,500	11,500
08 October 2025	11,500	0	0	0	11,000
26 November 2025	5,000	0	0	0	8,000

OM Sale Date	Standing Sale
26 February 2025	0
28 May 2025	6,700
27 August 2025	15,000
26 November 2025	5,100

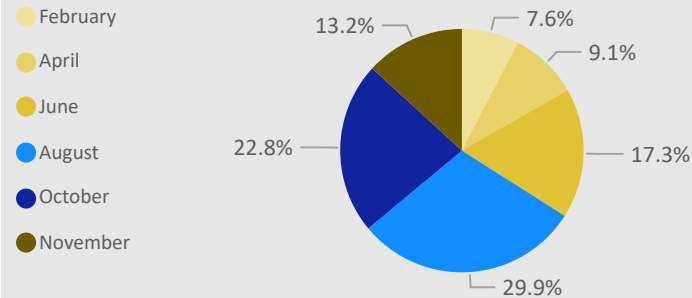
Roadside Open Market Vol (m3OBS)



Standing Open Market Vol (m3OBS)



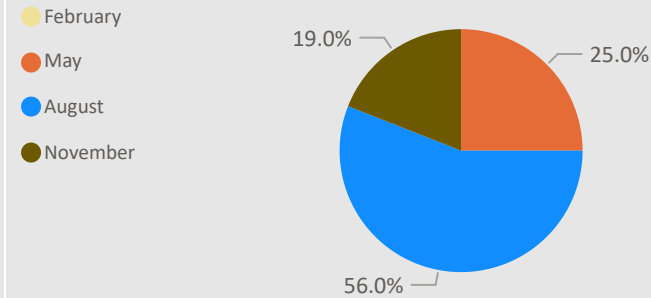
Roadside Open Market Vol (%)



Roadside Sale Vol (m3OBS)

98.50K

Standing Open Market Vol (%)



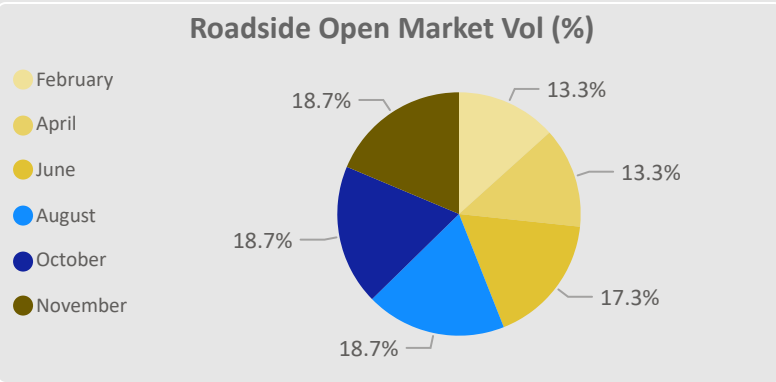
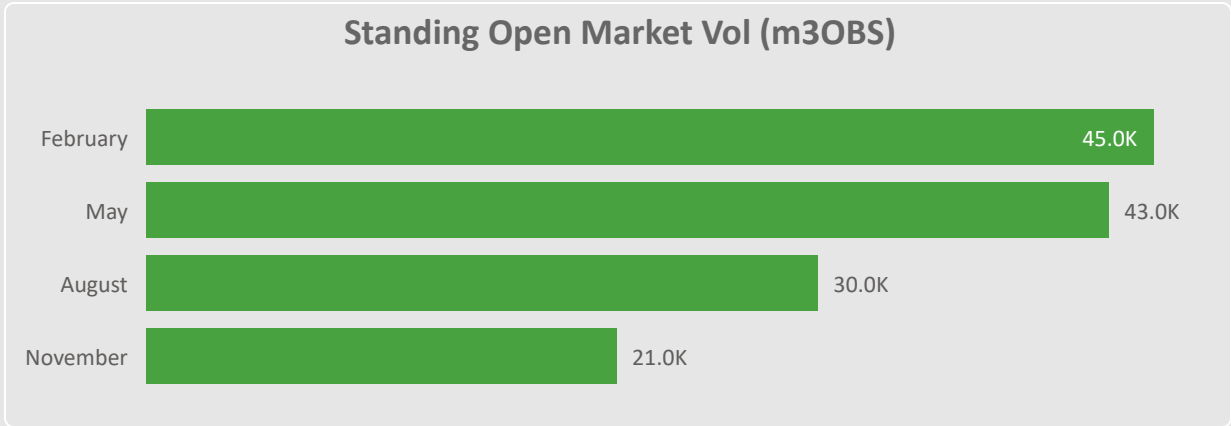
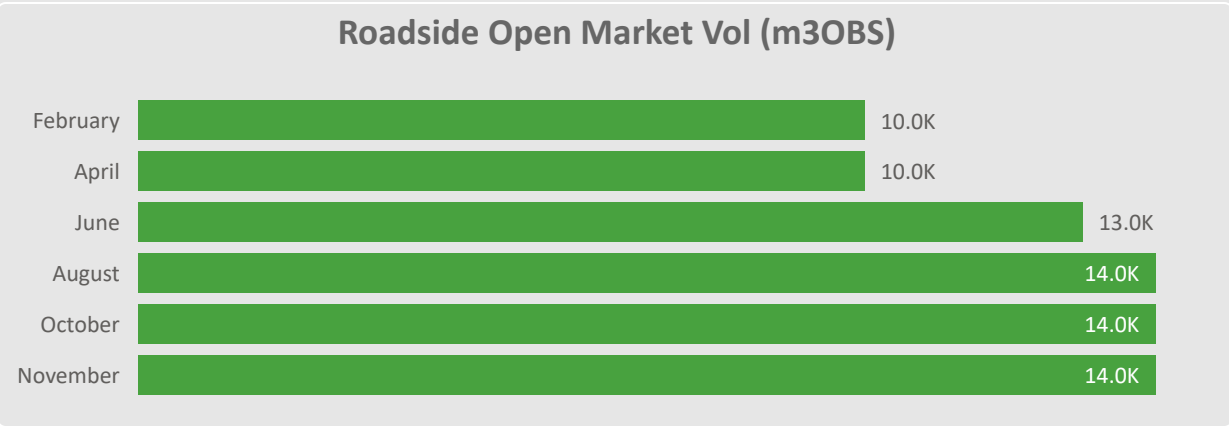
Standing Sale Vol (m3OBS)

26.80K

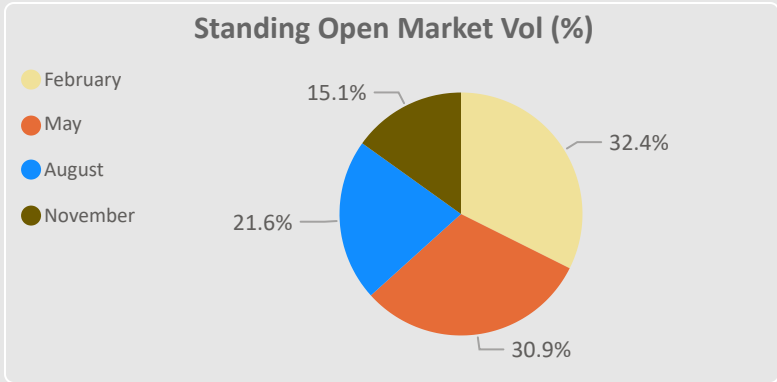
# Open Market Sales - West Argyll

OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
26 February 2025	6,000			1,000	3,000
23 April 2025	6,000			1,000	3,000
18 June 2025	8,000			1,500	3,500
13 August 2025	9,000			1,500	3,500
08 October 2025	9,000			1,500	3,500
26 November 2025	9,000			1,500	3,500

OM Sale Date	Standing Sale
26 February 2025	45,000
28 May 2025	43,000
27 August 2025	30,000
26 November 2025	21,000



**Roadside Sale Vol (m3OBS)**  
**75.00K**

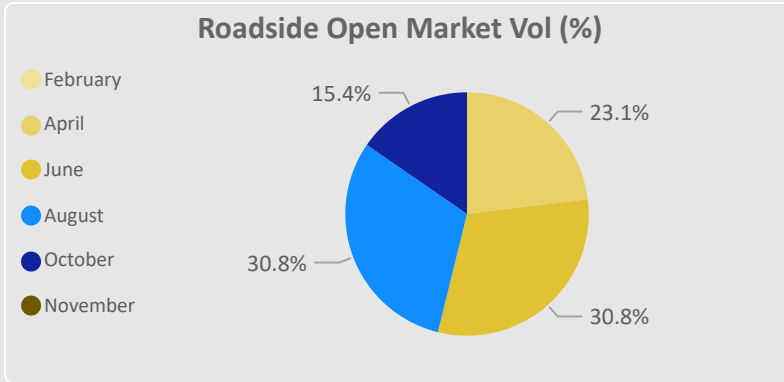
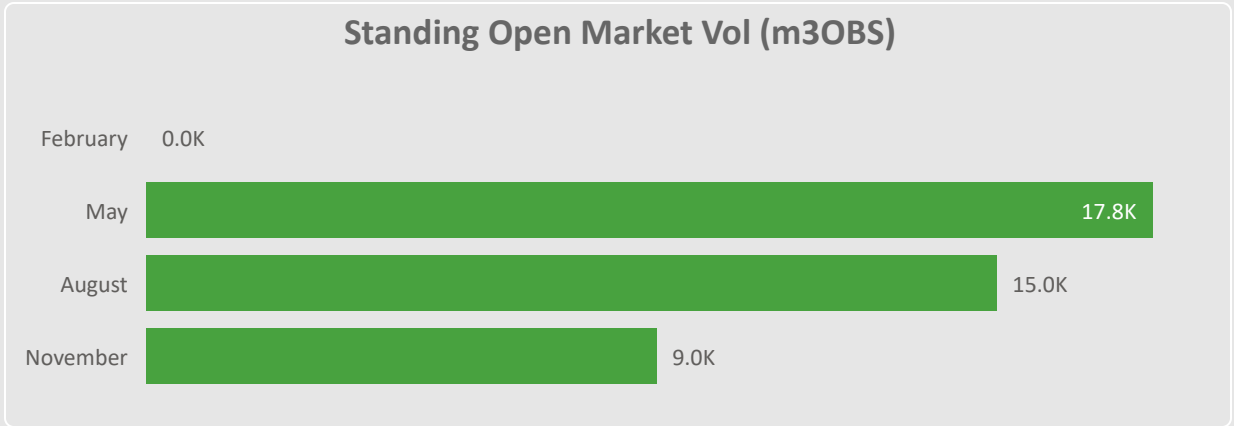
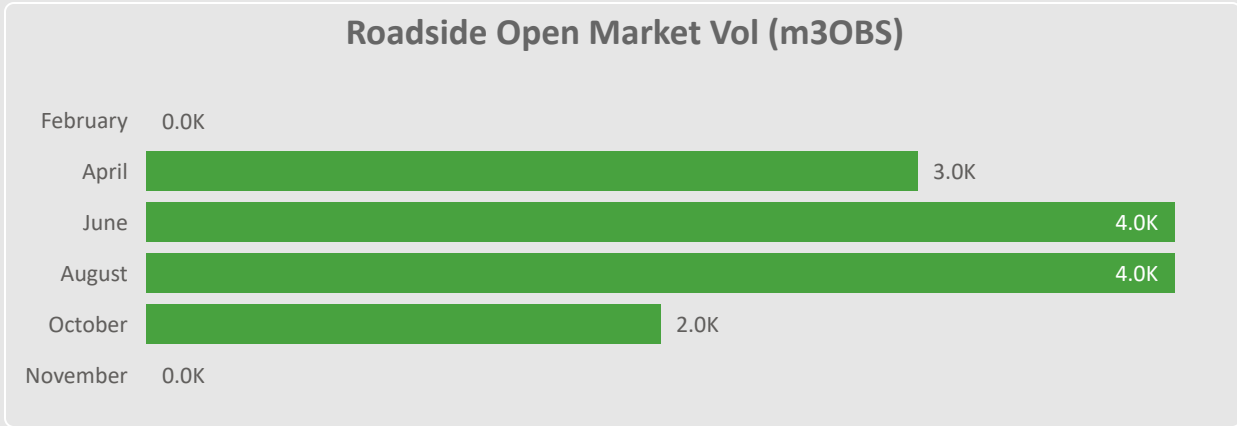


**Standing Sale Vol (m3OBS)**  
**139.00K**

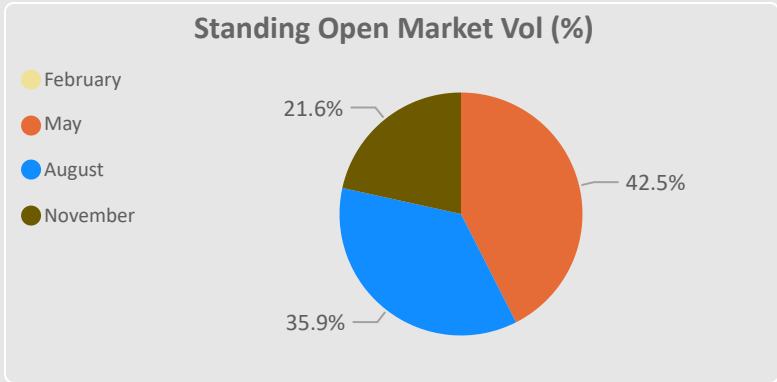
# Open Market Sales - Lochaber

OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
26 February 2025					0
23 April 2025	1,000				2,000
18 June 2025	1,000				3,000
13 August 2025	1,000				3,000
08 October 2025	1,000				1,000
26 November 2025					0

OM Sale Date	Standing Sale
28 May 2025	17,750
27 August 2025	15,000
26 November 2025	9,000



**Roadside Sale Vol (m3OBS)**  
**13.00K**

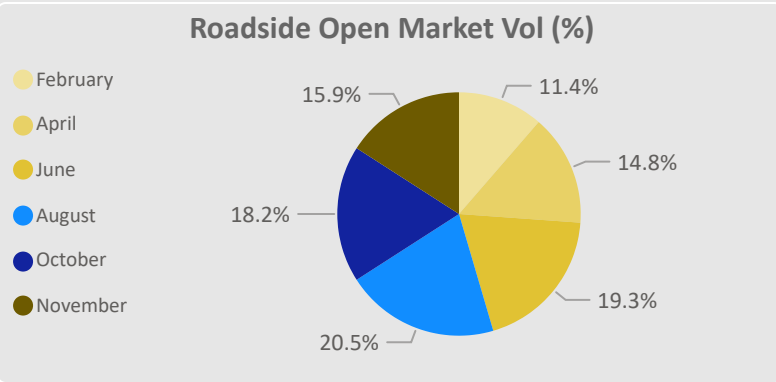
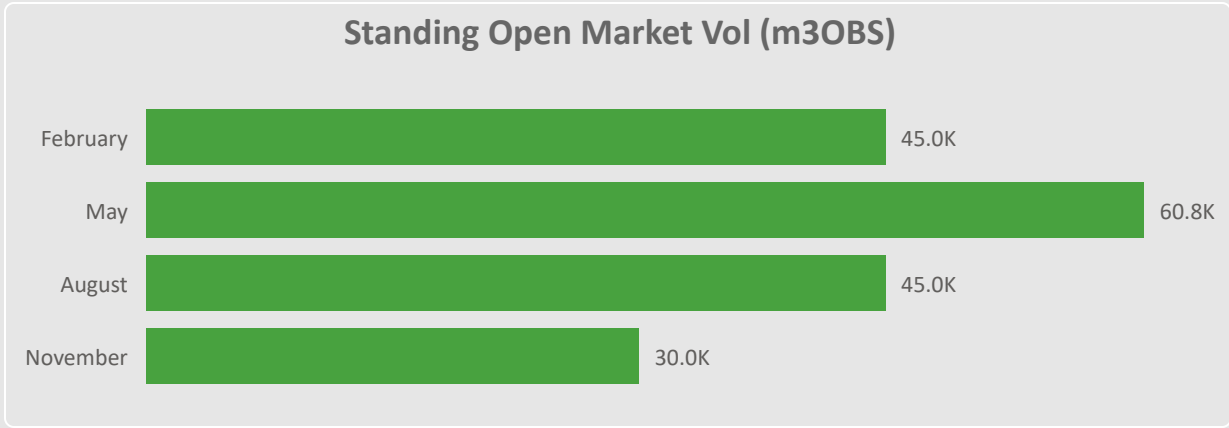
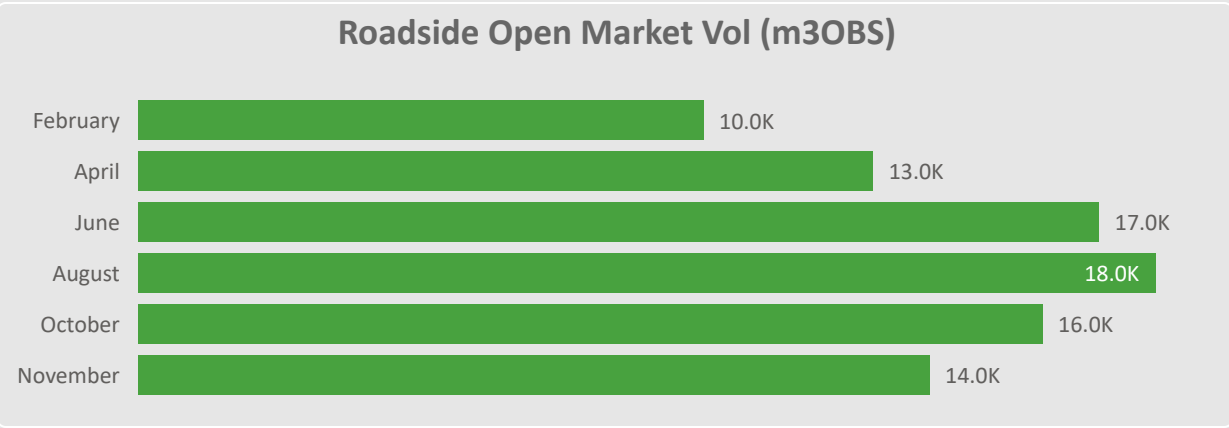


**Standing Sale Vol (m3OBS)**  
**41.75K**

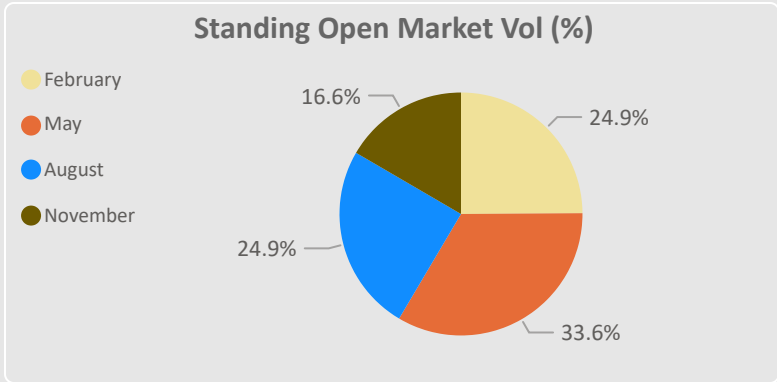
# Open Market Sales - West

OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
26 February 2025	6,000	0	0	1,000	3,000
23 April 2025	7,000	0	0	1,000	5,000
18 June 2025	9,000	0	0	1,500	6,500
13 August 2025	10,000	0	0	1,500	6,500
08 October 2025	10,000	0	0	1,500	4,500
26 November 2025	9,000	0	0	1,500	3,500

OM Sale Date	Standing Sale
26 February 2025	45,000
28 May 2025	60,750
27 August 2025	45,000
26 November 2025	30,000



**Roadside Sale Vol (m3OBS)**  
**88.00K**



**Standing Sale Vol (m3OBS)**  
**180.75K**

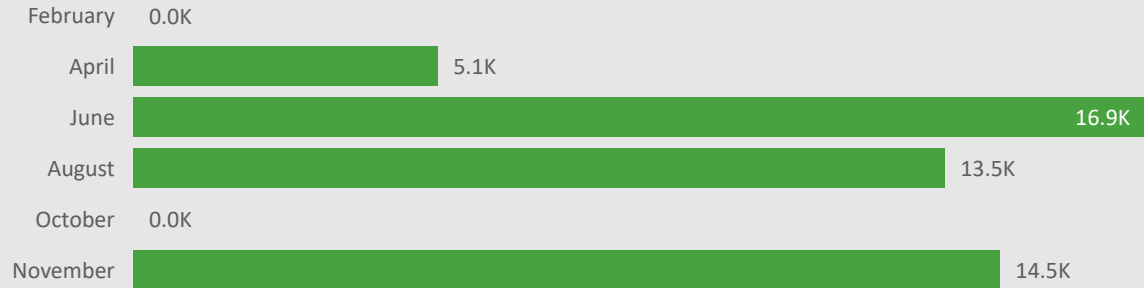


# Open Market Sales - Cowal & Trossachs

OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
26 February 2025					0
23 April 2025		1,860	740		2,480
18 June 2025	7,430		1,180	2,600	5,700
13 August 2025	5,580	870	400	1,490	5,200
08 October 2025					0
26 November 2025	6,500		500	1,300	6,160

OM Sale Date	Standing Sale
28 May 2025	43,450

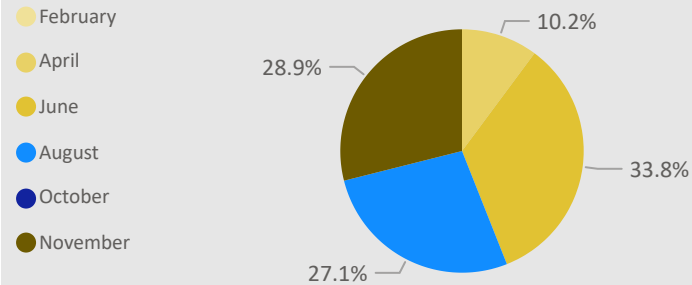
Roadside Open Market Vol (m3OBS)



Standing Open Market Vol (m3OBS)



Roadside Open Market Vol (%)



Roadside Sale Vol (m3OBS)

49.99K

Standing Open Market Vol (%)



Standing Sale Vol (m3OBS)

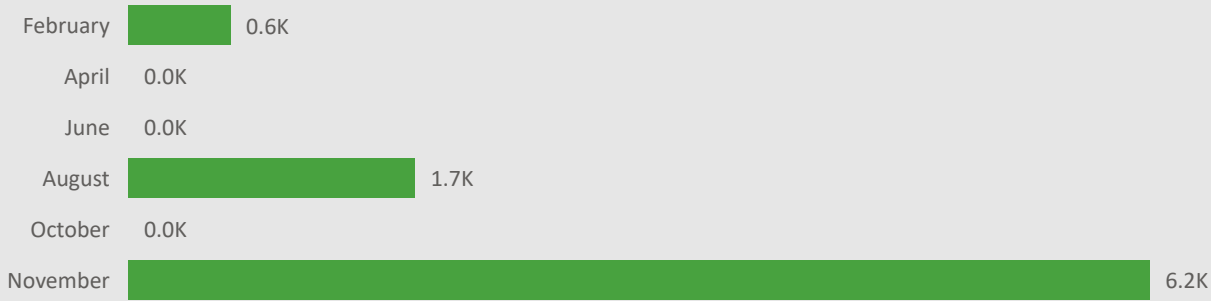
43.45K

# Open Market Sales - Scottish Lowlands

OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
26 February 2025	620				0
23 April 2025					0
18 June 2025					0
13 August 2025	1,740				0
08 October 2025					0
26 November 2025	6,200				0

OM Sale Date	Standing Sale
26 February 2025	10,650
28 May 2025	9,650
27 August 2025	47,650

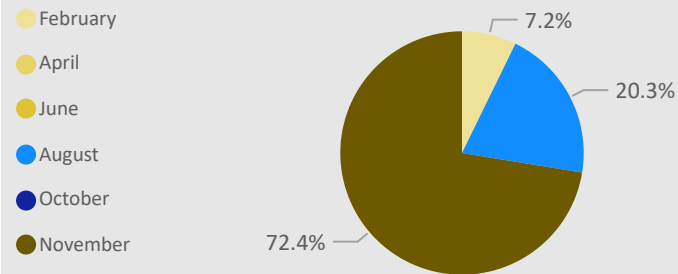
Roadside Open Market Vol (m3OBS)



Standing Open Market Vol (m3OBS)



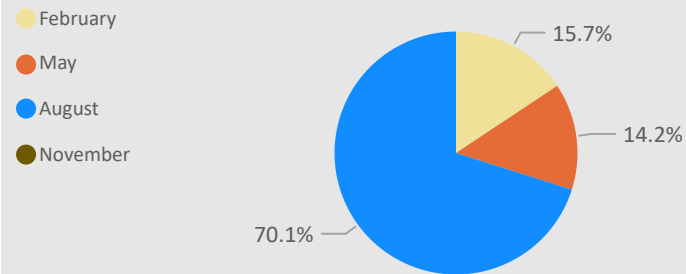
Roadside Open Market Vol (%)



Roadside Sale Vol (m3OBS)

8560

Standing Open Market Vol (%)



Standing Sale Vol (m3OBS)

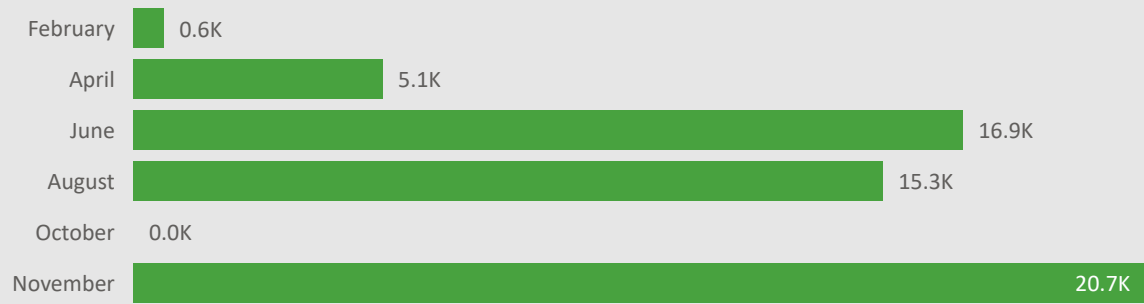
67.95K

# Open Market Sales - Central

OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
26 February 2025	620	0	0	0	0
23 April 2025	0	1,860	740	0	2,480
18 June 2025	7,430	0	1,180	2,600	5,700
13 August 2025	7,320	870	400	1,490	5,200
08 October 2025	0	0	0	0	0
26 November 2025	12,700	0	500	1,300	6,160

OM Sale Date	Standing Sale
26 February 2025	10,650
28 May 2025	53,100
27 August 2025	47,650
26 November 2025	0

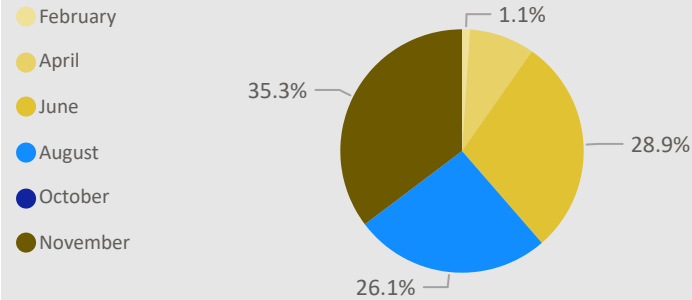
Roadside Open Market Vol (m3OBS)



Standing Open Market Vol (m3OBS)



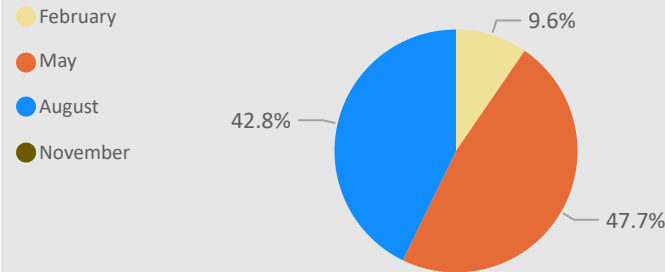
Roadside Open Market Vol (%)



Roadside Sale Vol (m3OBS)

58.55K

Standing Open Market Vol (%)



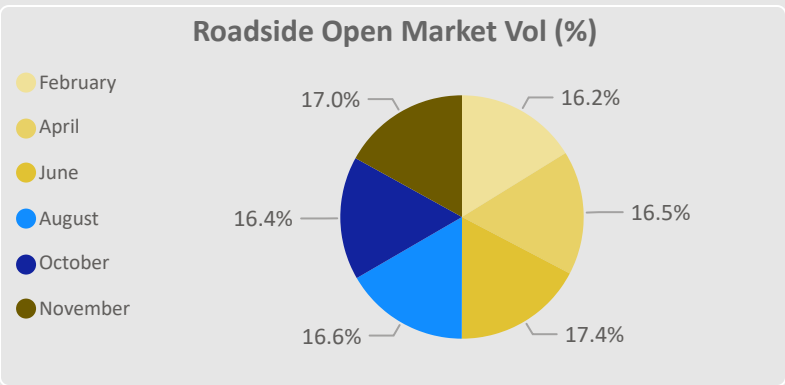
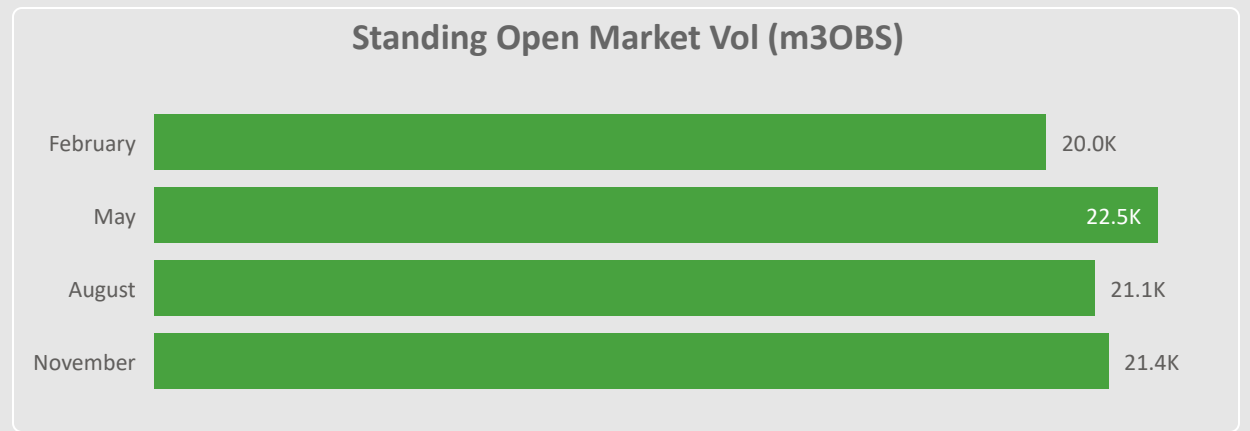
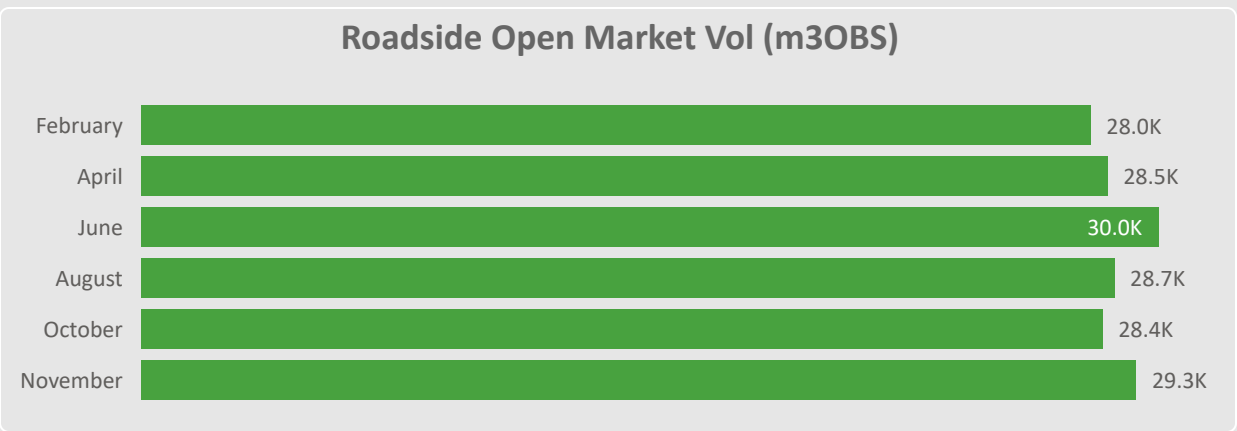
Standing Sale Vol (m3OBS)

111.40K

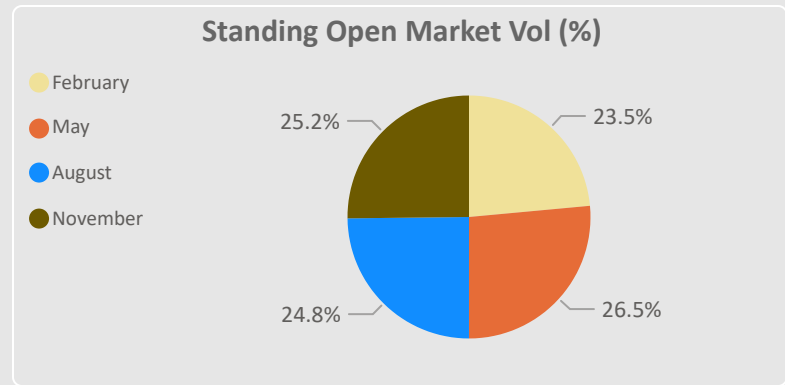
# Open Market Sales - Galloway

OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
26 February 2025	16,000			4,000	8,000
23 April 2025	15,500		500	4,000	8,500
18 June 2025	16,000			5,000	9,000
13 August 2025	15,500		500	4,000	8,700
08 October 2025	15,000			4,250	9,100
26 November 2025	15,500		500	4,250	9,091

OM Sale Date	Standing Sale
26 February 2025	20,000
28 May 2025	22,500
27 August 2025	21,095
26 November 2025	21,400



**Roadside Sale Vol (m3OBS)**  
**172.89K**



**Standing Sale Vol (m3OBS)**  
**85.00K**

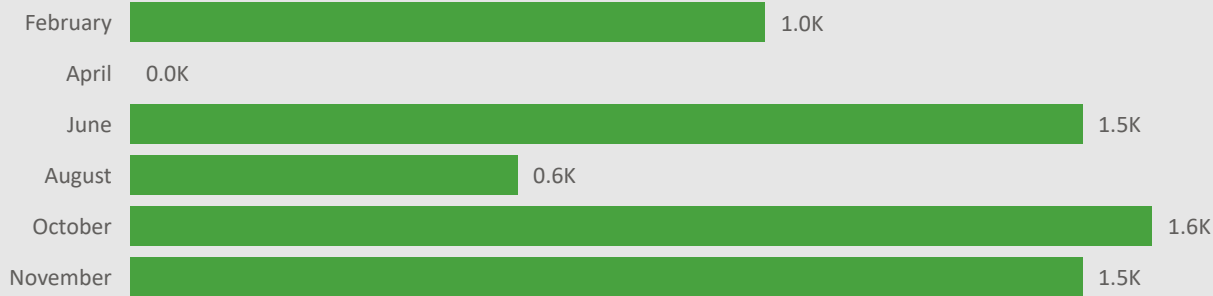


# Open Market Sales - Dumfries & Borders

OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
26 February 2025			500		500
23 April 2025					0
18 June 2025			500		1,000
13 August 2025					610
08 October 2025					1,610
26 November 2025			500		1,000

OM Sale Date	Standing Sale
26 February 2025	50,403
28 May 2025	80,000
27 August 2025	75,000
26 November 2025	75,000

Roadside Open Market Vol (m3OBS)

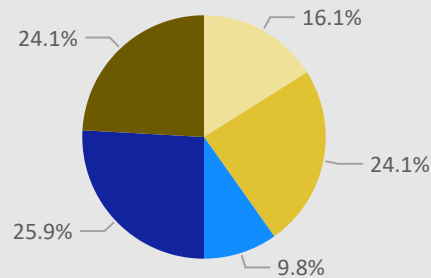


Standing Open Market Vol (m3OBS)



Roadside Open Market Vol (%)

- February
- April
- June
- August
- October
- November

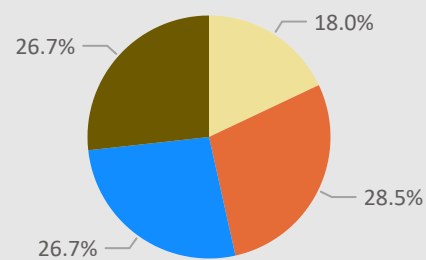


Roadside Sale Vol (m3OBS)

6220

Standing Open Market Vol (%)

- February
- May
- August
- November



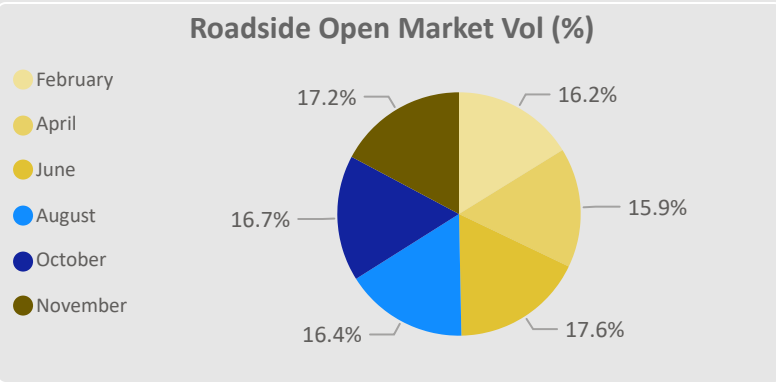
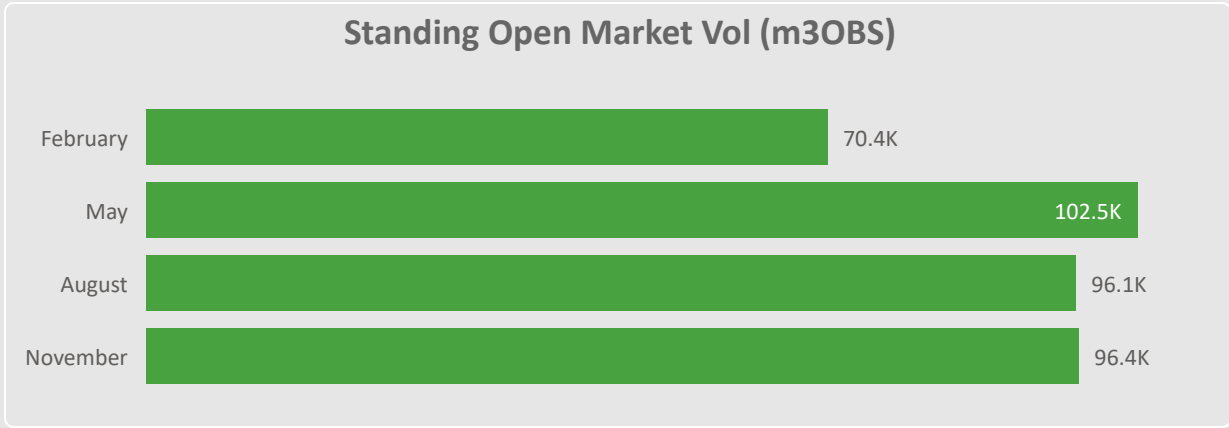
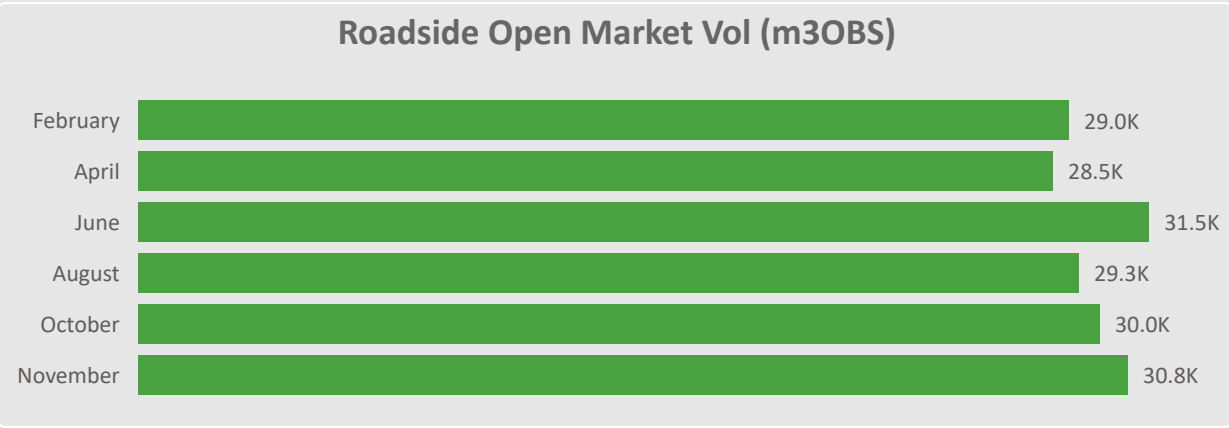
Standing Sale Vol (m3OBS)

280.40K

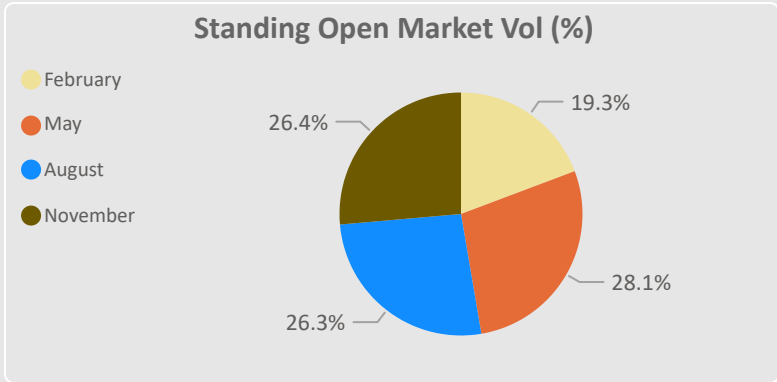
# Open Market Sales - South

OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
26 February 2025	16,000	0	500	4,000	8,500
23 April 2025	15,500	0	500	4,000	8,500
18 June 2025	16,000	0	500	5,000	10,000
13 August 2025	15,500	0	500	4,000	9,310
08 October 2025	15,000	0	0	4,250	10,710
26 November 2025	15,500	0	1,000	4,250	10,091

OM Sale Date	Standing Sale
26 February 2025	70,403
28 May 2025	102,500
27 August 2025	96,095
26 November 2025	96,400



**Roadside Sale Vol (m3OBS)**  
**179.11K**



**Standing Sale Vol (m3OBS)**  
**365.40K**

# Other Sales - Scotland

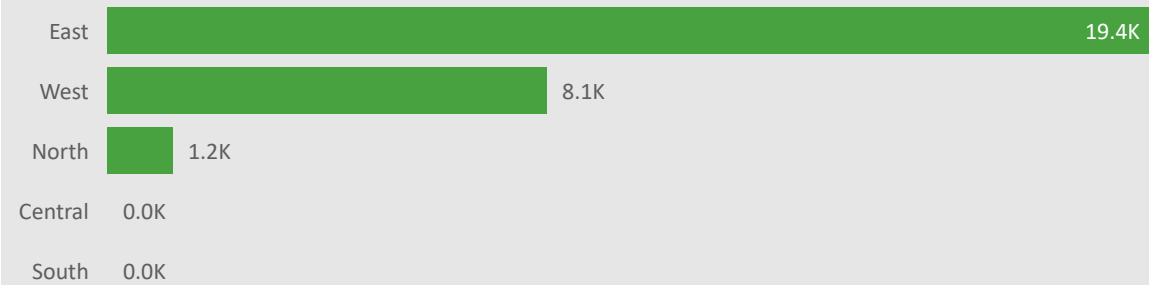
## Local Negotiation

FD	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
Central	0	0	0	0	0
East	4,000	0	2,000	0	13,350
North	0	0	700	0	500
South	0	0	0	0	0
West	1,200	0	0	0	6,900

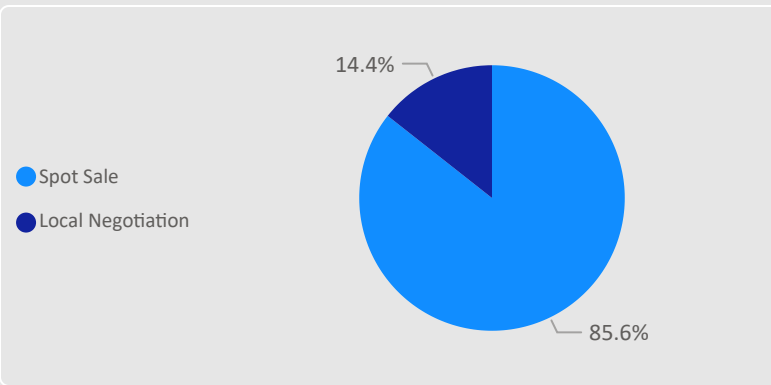
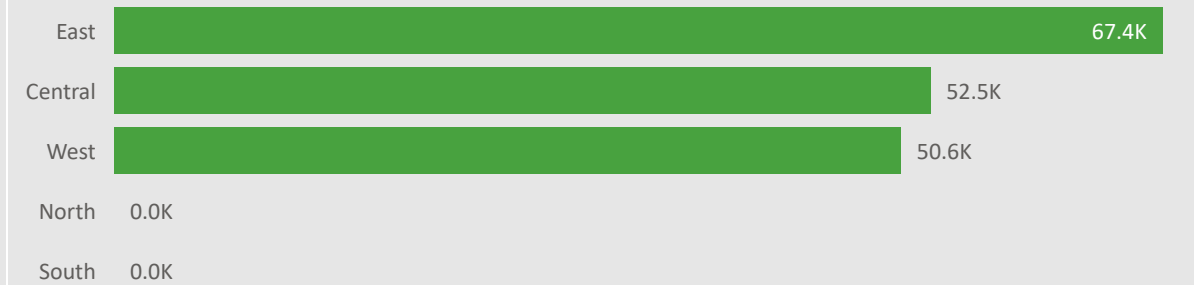
## Spot Sales

FD	Standing Sale	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
Central	40,000	0	0	0	0	12,500
East	25,495	22,600	3,850	3,000	0	12,500
North	0	0	0	0	0	0
South	0	0	0	0	0	0
West	50,600	0	0	0	0	0

## Local Negotiation Vol (m3OBS)



## Spot Sale Vol (m3OBS)



## Spot Sale Vol (m3OBS)

170.55K

## Local Negotiation Vol (m3OBS)

28.65K