



Forestry and  
Land Scotland

Coilltearachd agus  
Fearann Alba

# FLS 2026/27 Sale Plan





# 2026/27 Sale Plan Contents

The FLS 2026/27 Sale Plan demonstrates the volume which FLS intends to bring to the market during the 2026/27 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



# 2026 Open Market Sales

▲ Sale Date	Sale Type	Sale Published
25 February 2026	Standing	21 January 2026
04 March 2026	Roadside	11 February 2026
29 April 2026	Roadside	08 April 2026
20 May 2026	Standing	15 April 2026
24 June 2026	Roadside	03 June 2026
26 August 2026	Standing	22 July 2026
02 September 2026	Roadside	12 August 2026
28 October 2026	Roadside	07 October 2026
18 November 2026	Standing	14 October 2026



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# Scotland Sale Plan Overview

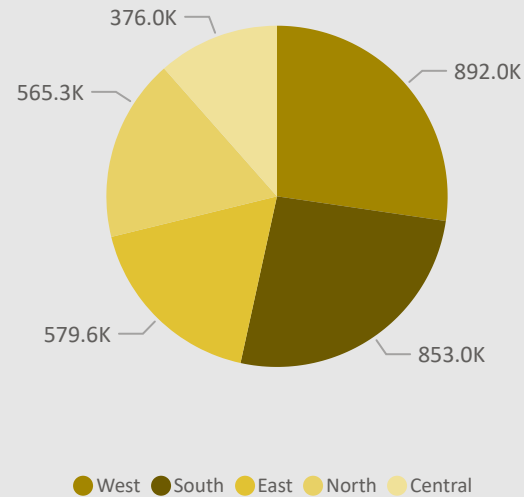
## Total Volume (m3OBS)

3.27M

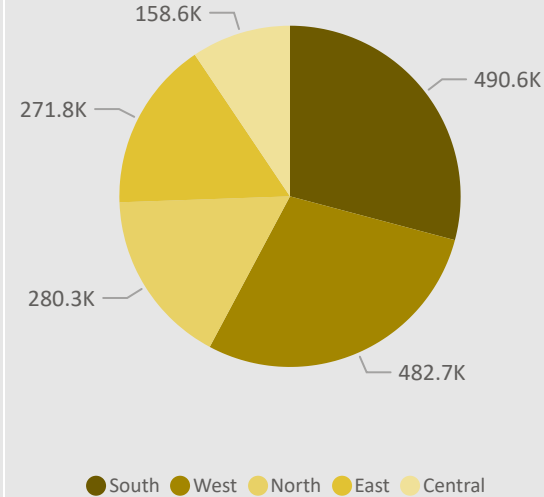
Region	Standing Total	Roadside Total
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Central	280,230	95,780
East	222,200	357,360
North	472,200	93,140
South	384,000	468,980
West	643,000	249,020
<b>Total</b>	<b>2,001,630</b>	<b>1,264,280</b>

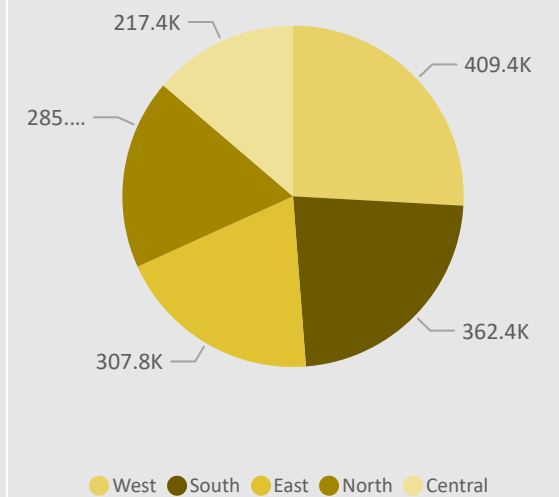
## Total Vol by Region (m3OBS)



## LTC Vol by Region (m3OBS)



## OM Vol by Region (m3OBS)



Region	Committed LTC - DP	Committed LTC - SS
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Central	55,480	103,130
East	178,110	93,700
North	42,140	238,200
South	335,980	154,590
West	164,120	318,550
<b>Total</b>	<b>775,830</b>	<b>908,170</b>

Region/FD	Open Market - DP	Open Market - SS
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Central	34,500	161,800
East	129,250	95,700
North	47,000	234,000
South	109,000	219,410
West	66,800	324,450
<b>Total</b>	<b>386,550</b>	<b>1,035,360</b>

Region/FD	Other Sale Plan - DP	Other Sale Plan - SS
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Central	5,800	15,300
East	50,000	32,800
North	4,000	0
South	24,000	10,000
West	18,100	0
<b>Total</b>	<b>101,900</b>	<b>58,100</b>

## LTC Sale Plan Vol (m3OBS)

1.68M

## LTC Sale Plan Vol (%)

51.6%  
of Sale Plan

## OM Sale Plan Vol (m3OBS)

1.42M

## OM Sale Plan Vol (%)

43.5%  
of Sale Plan

## Other Sale Plan Vol (m3OBS)

160.00K

## Other Sale Plan Vol (%)

4.9%  
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	103,130
East	51,900	4,750	4,850	108,810	2,400	73,700
North	5,000	0	0	30,350	3,100	238,200
South	206,700	0	38,680	90,600	0	154,590
West	32,070	0	6,000	46,100	0	208,550
Total	311,670	4,750	55,530	309,340	5,500	778,170

### 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	86,100
Dumfries & Borders	127,320	0	20,960	45,600	0	54,590
Galloway	79,380	0	17,720	45,000	0	100,000
Inverness, Ross & Skye	5,000	0	0	30,350	3,100	108,200
Lochaber	3,450	0	0	10,300	0	89,450
Moray & Aberdeenshire	39,400	4,750	4,850	88,970	2,400	49,700
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	28,620	0	6,000	35,800	0	119,100
Total	311,670	4,750	55,530	309,340	5,500	778,170

## 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	20,000
North	3,690	0	0	0	0	0
West	79,950	0	0	0	0	110,000
Total	83,640	0	0	5,400	0	130,000

### Proposed LTC Volume by District

FD	GL (inc. RL mix)	RL	GPA/GSA	SRW	Fencing	Standing Sale
Inverness, Ross & Skye	3,690	0	0	0	0	0
Lochaber	30,750	0	0	0	0	0
Moray & Aberdeenshire	0	0	0	3,400	0	0
Tay	0	0	0	2,000	0	20,000
West Argyll	49,200	0	0	0	0	110,000
Total	83,640	0	0	5,400	0	130,000

See Proposed LTC Volume page for further details



# Proposed Long Term Contracts

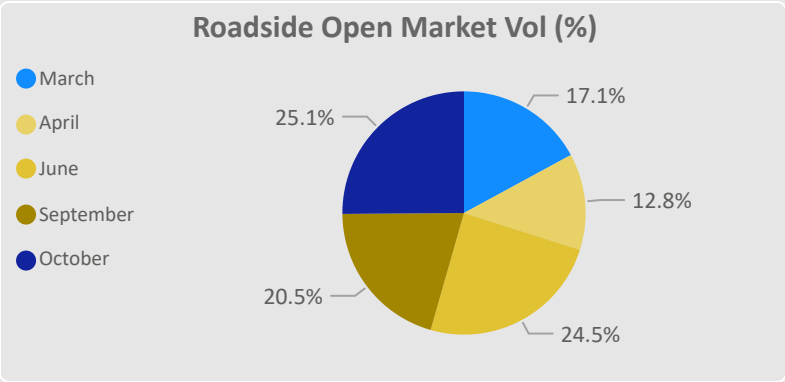
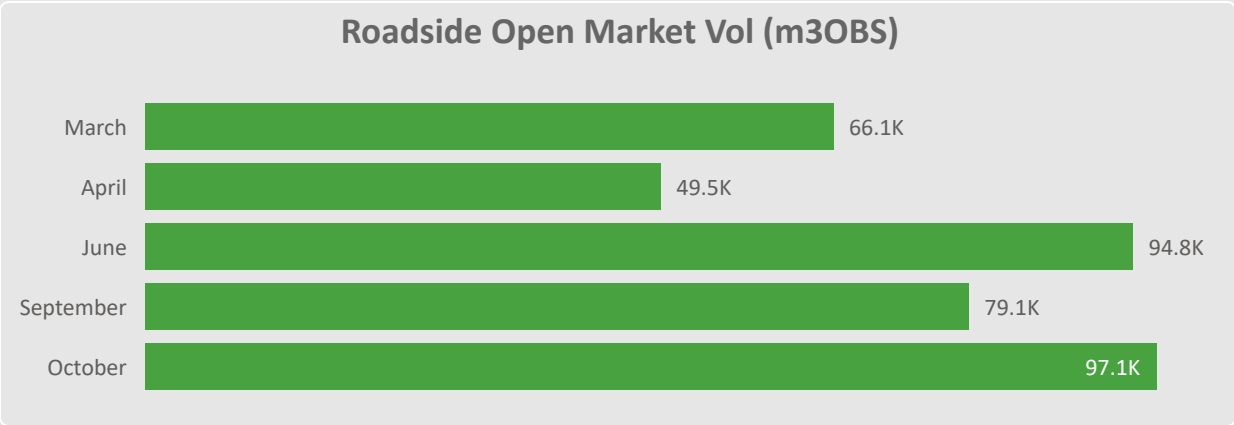
These are proposed volumes, products and dates which are being considered at the time of publishing.  
FLS reserves the right to make amendments to this table before any LTC tender is published.

Date of Issue	FD	LTC	Standing Sale	GL (inc. RL mix)	SRW
08/12/2025	West Argyll	L45212	0	18,450	0
08/12/2025	West Argyll	L45213	0	18,450	0
08/12/2025	West Argyll	L45214	0	6,150	0
08/12/2025	West Argyll	L45215	0	6,150	0
08/12/2025	Lochaber	L45216	0	15,375	0
08/12/2025	Lochaber	L45217	0	15,375	0
08/12/2025	Inverness, Ross & Skye	L45218	0	3,690	0
tbc	West Argyll	Barrs and Cadderlie	50,000	0	0
tbc	West Argyll	Cologin roading package	15,000	0	0
tbc	West Argyll	Meall Mhor roading package	45,000	0	0
tbc	Moray & Aberdeenshire	New Firewood LTC	0	0	3,400
tbc	Tay	New Firewood LTC	0	0	2,000
tbc	Tay	New Larch / WB LTC	20,000	0	0
<b>Total</b>			<b>130,000</b>	<b>83,640</b>	<b>5,400</b>

# Open Market Sales - Scotland

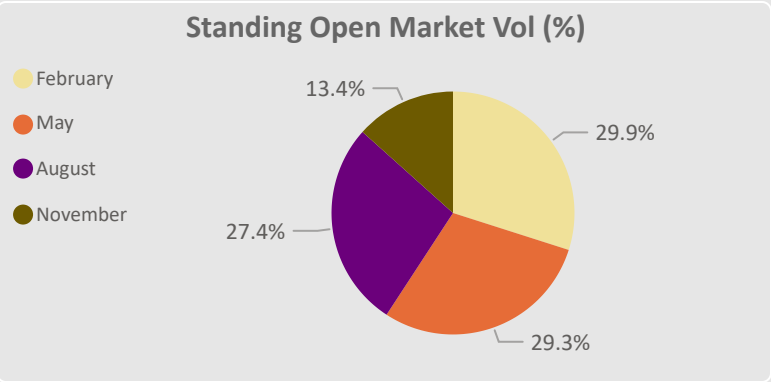
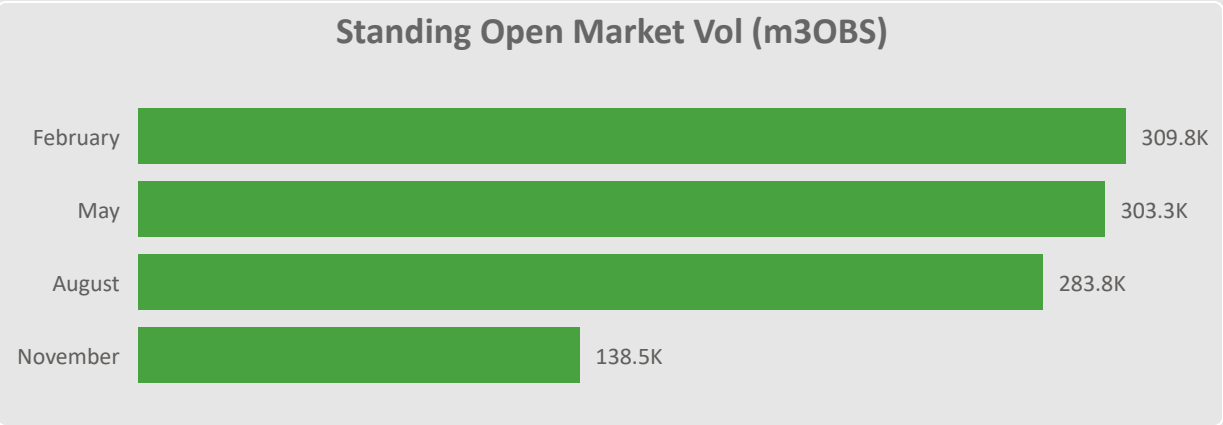
OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
04 March 2026	16,600	500	9,000	3,000	36,950
29 April 2026	12,700	0	4,400	300	32,100
24 June 2026	23,940	1,500	9,400	3,000	57,000
02 September 2026	30,600	5,000	5,500	4,500	33,460
28 October 2026	33,900	2,000	5,200	5,700	50,300

OM Sale Date	Standing Sale
25 February 2026	309,800
20 May 2026	303,260
26 August 2026	283,800
18 November 2026	138,500



**Roadside Sale Vol  
(m3OBS)**

**386.55K**



**Standing Sale Vol  
(m3OBS)**

**1.04M**



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# Open Market Sales - North Highland

OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
04 March 2026					0
29 April 2026					0
24 June 2026					0
02 September 2026	3,000			2,000	5,000
28 October 2026	2,000			1,000	2,500

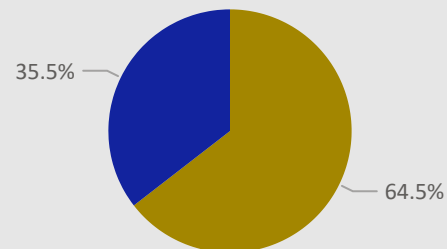
OM Sale Date	Standing Sale
25 February 2026	14,000
20 May 2026	20,000
26 August 2026	30,000
18 November 2026	20,000

Roadside Open Market Vol (m3OBS)



Roadside Open Market Vol (%)

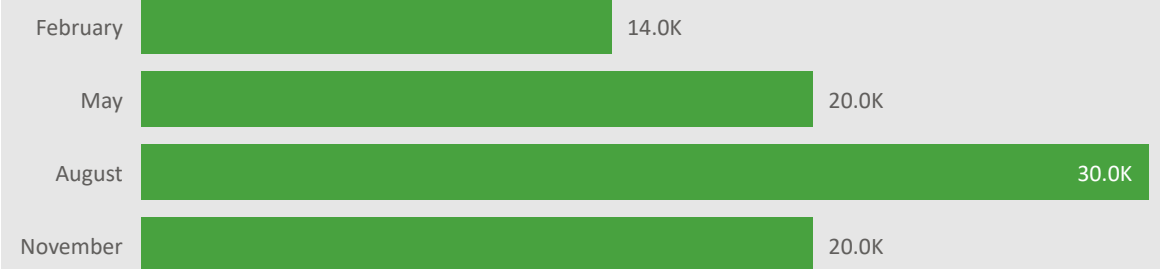
● March  
● April  
● June  
● September  
● October



Roadside Sale Vol  
(m3OBS)

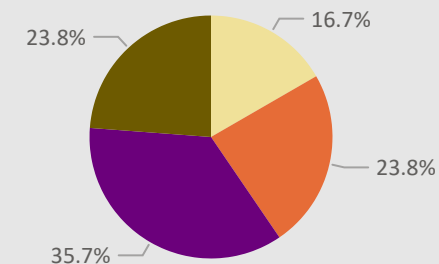
15.50K

Standing Open Market Vol (m3OBS)



Standing Open Market Vol (%)

● February  
● May  
● August  
● November



Standing Sale Vol  
(m3OBS)

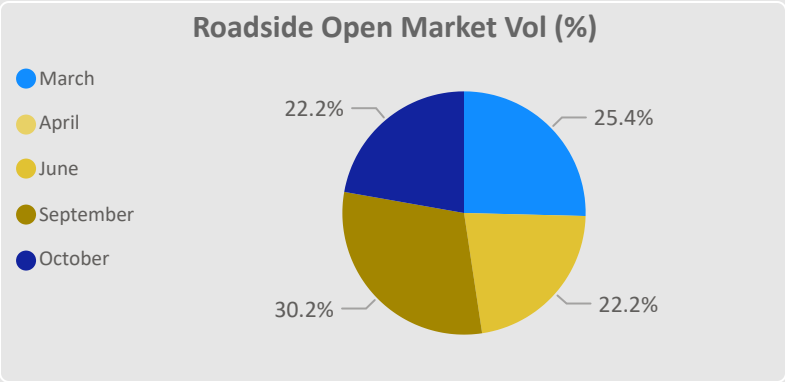
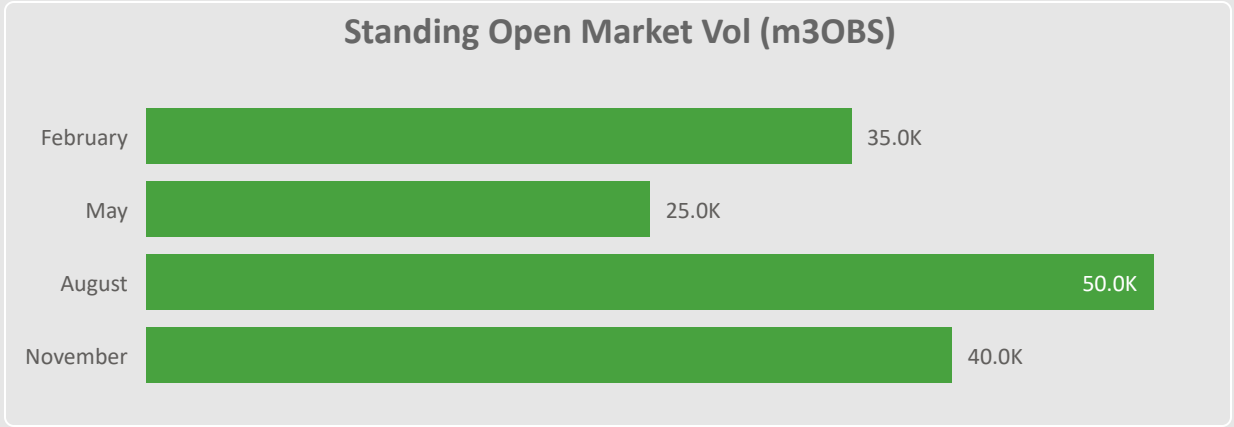
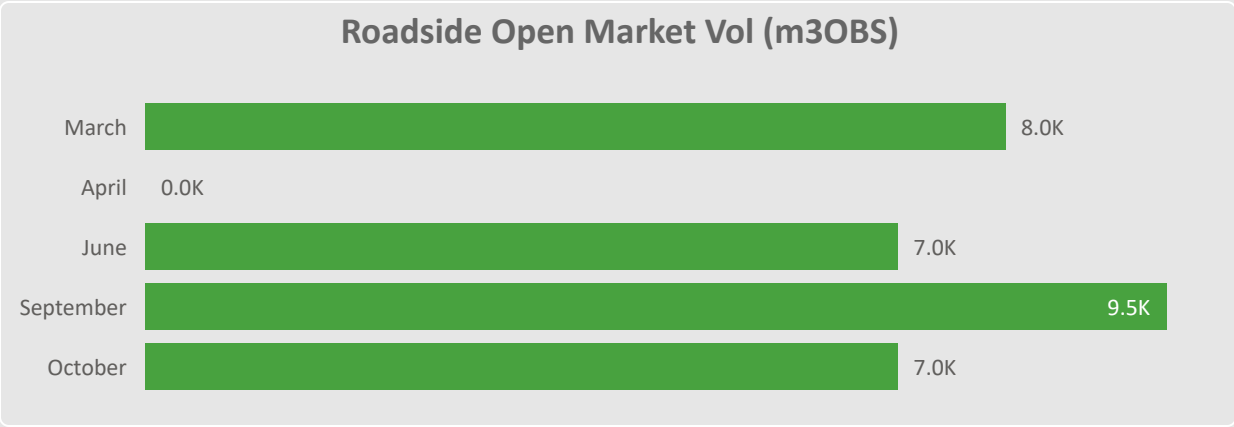
84.00K



# Open Market Sales - Inverness, Ross & Skye

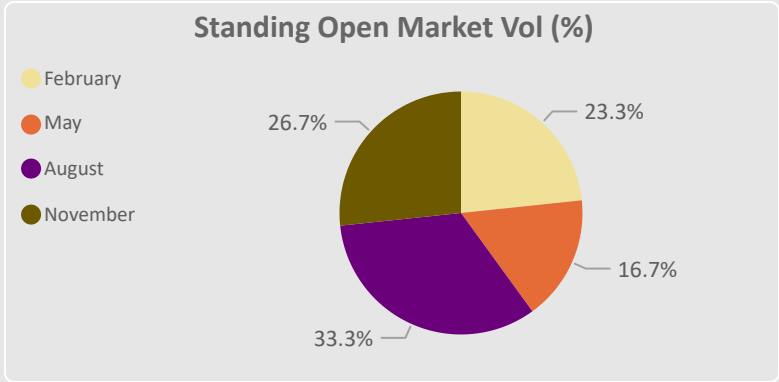
OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
04 March 2026	3,000		1,500	2,000	1,500
29 April 2026					0
24 June 2026	3,000		1,000	1,000	2,000
02 September 2026	3,000	3,500	1,000		2,000
28 October 2026	4,000		1,000	2,000	0

OM Sale Date	Standing Sale
25 February 2026	35,000
20 May 2026	25,000
26 August 2026	50,000
18 November 2026	40,000



Roadside Sale Vol  
(m3OBS)

31.50K



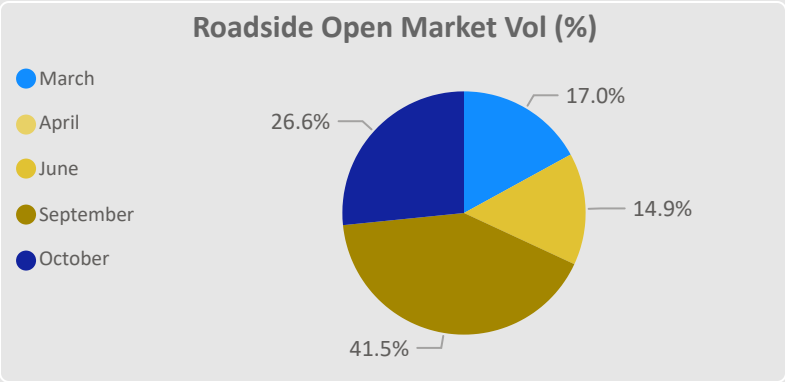
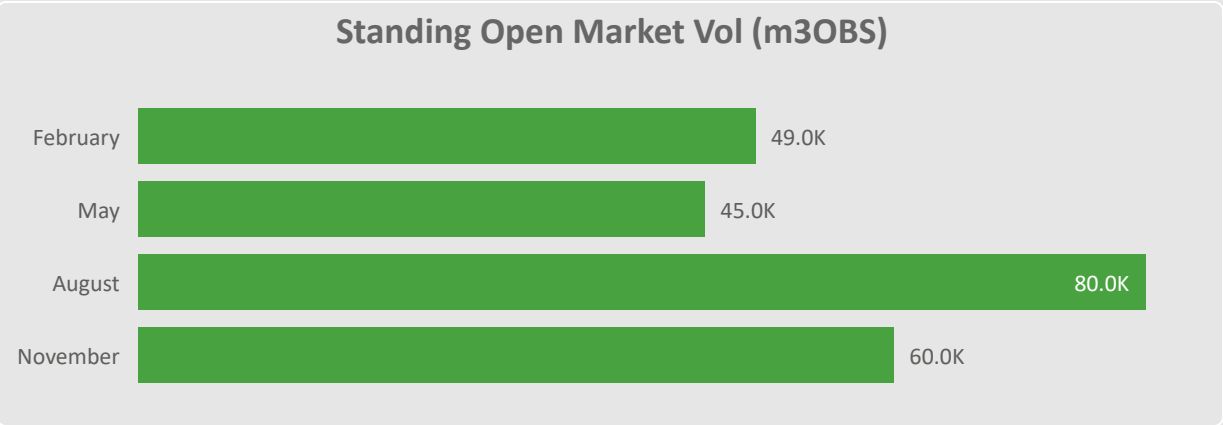
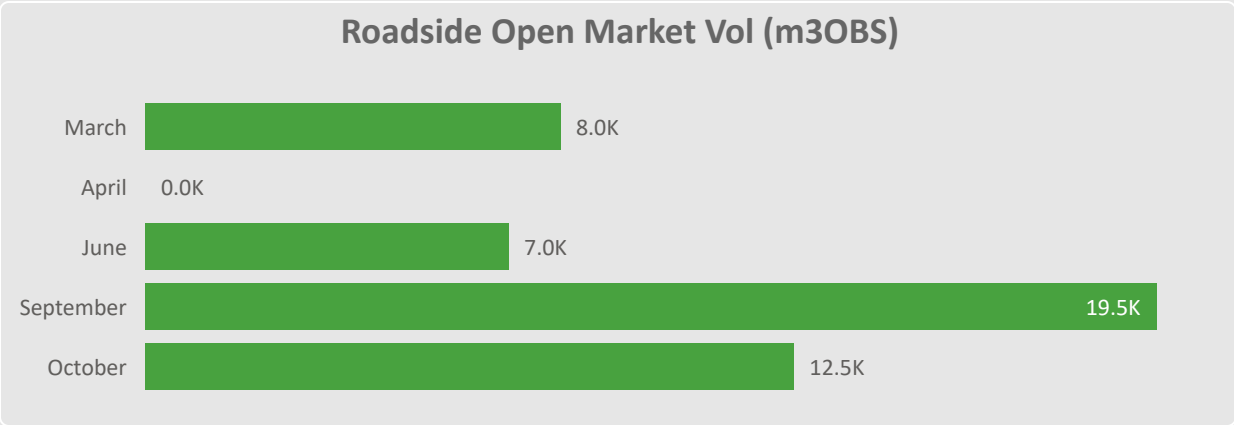
Standing Sale Vol  
(m3OBS)

150.00K

# Open Market Sales - North Region

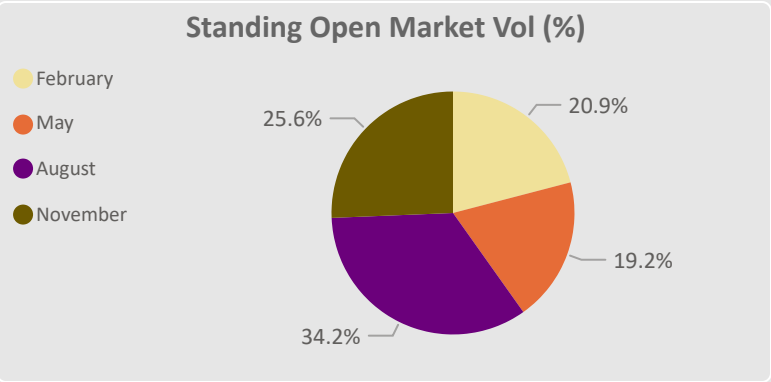
OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
04 March 2026	3,000	0	1,500	2,000	1,500
29 April 2026	0	0	0	0	0
24 June 2026	3,000	0	1,000	1,000	2,000
02 September 2026	6,000	3,500	1,000	2,000	7,000
28 October 2026	6,000	0	1,000	3,000	2,500

OM Sale Date	Standing Sale
25 February 2026	49,000
20 May 2026	45,000
26 August 2026	80,000
18 November 2026	60,000



Roadside Sale Vol  
(m3OBS)

47.00K



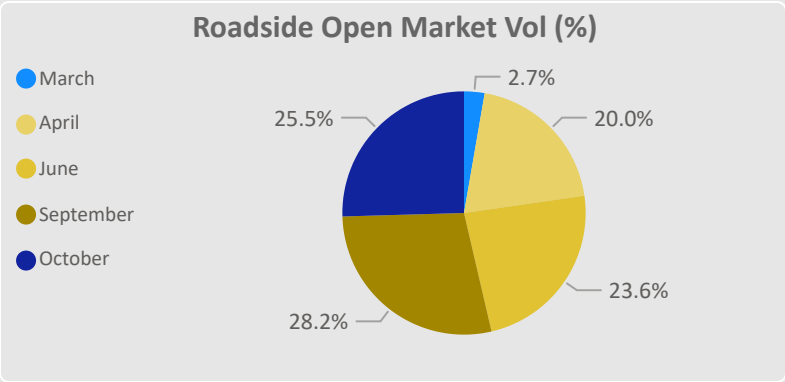
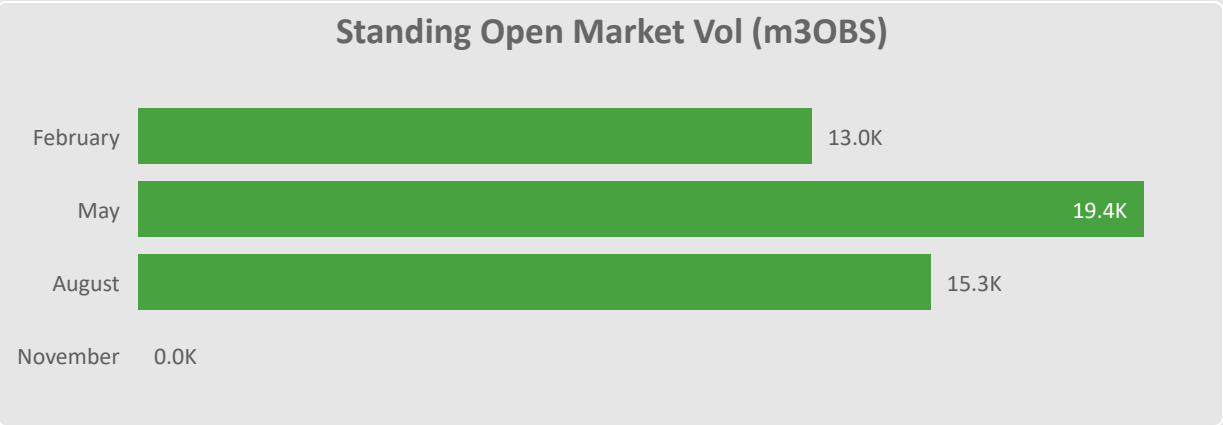
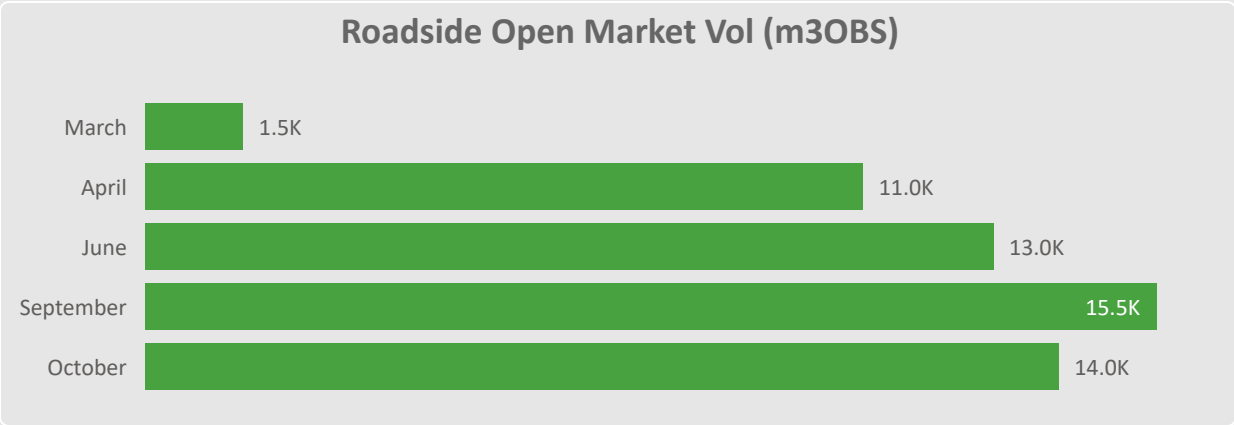
Standing Sale Vol  
(m3OBS)

234.00K

# Open Market Sales - Moray & Aberdeenshire

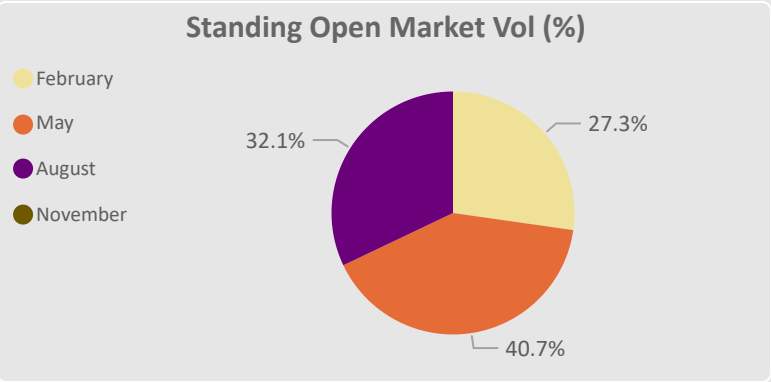
OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
04 March 2026					1,500
29 April 2026	2,000				9,000
24 June 2026	4,000				9,000
02 September 2026	4,000				11,500
28 October 2026	4,000				10,000

OM Sale Date	Standing Sale
25 February 2026	13,000
20 May 2026	19,400
26 August 2026	15,300



Roadside Sale Vol (m3OBS)

55.00K



Standing Sale Vol (m3OBS)

47.70K

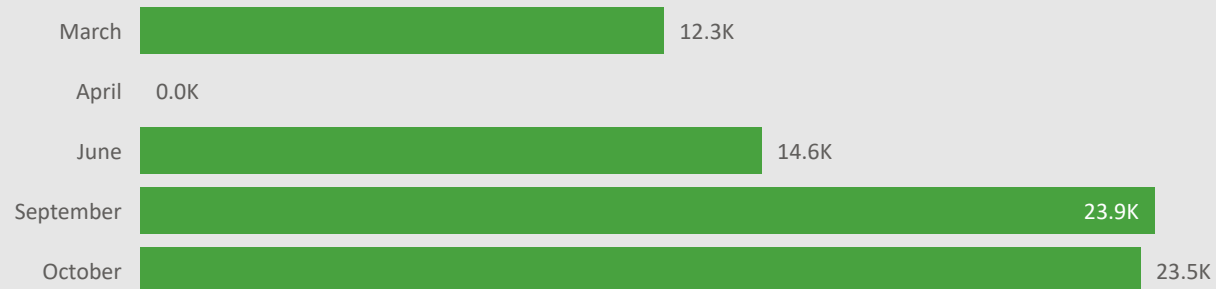


# Open Market Sales - Tay

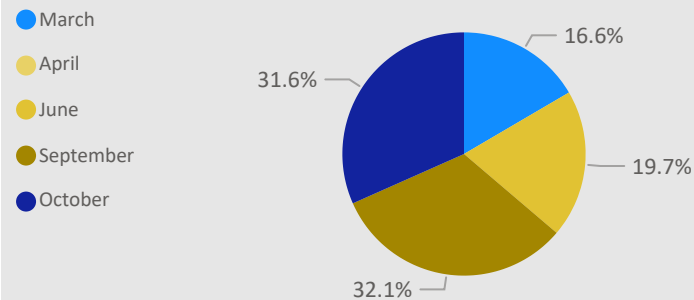
OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
04 March 2026	7,000	500	1,000	1,000	2,800
29 April 2026					0
24 June 2026	6,000	1,500	1,500	2,000	3,600
02 September 2026	10,000	1,500	2,500	2,500	7,350
28 October 2026	11,000	2,000	2,000	2,000	6,500

OM Sale Date	Standing Sale
25 February 2026	16,000
20 May 2026	32,000

Roadside Open Market Vol (m3OBS)



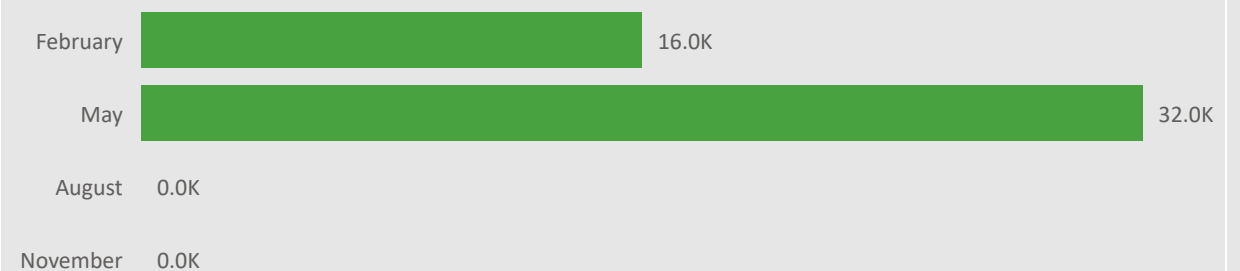
Roadside Open Market Vol (%)



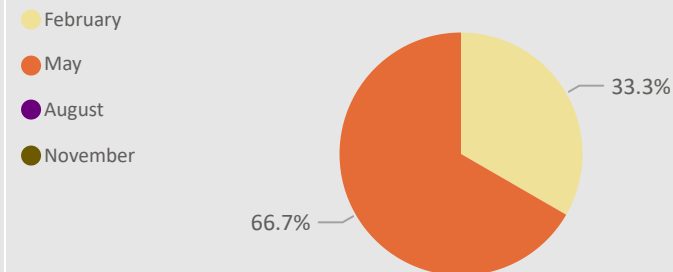
Roadside Sale Vol  
(m3OBS)

74.25K

Standing Open Market Vol (m3OBS)



Standing Open Market Vol (%)



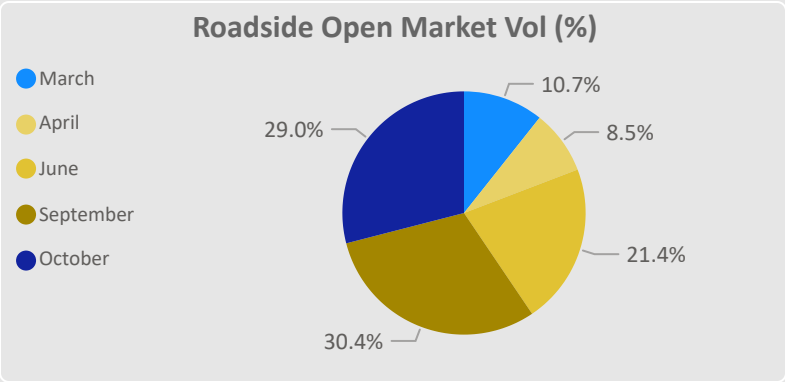
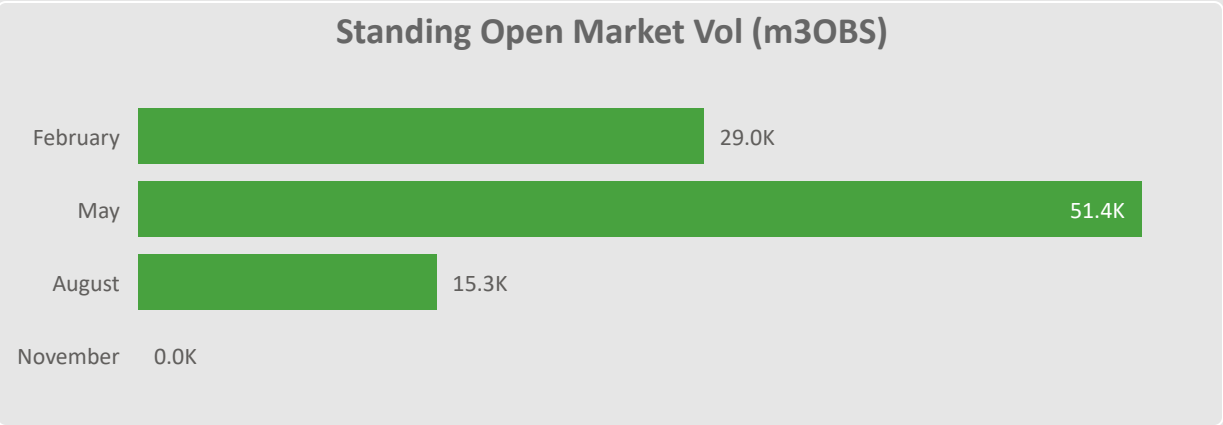
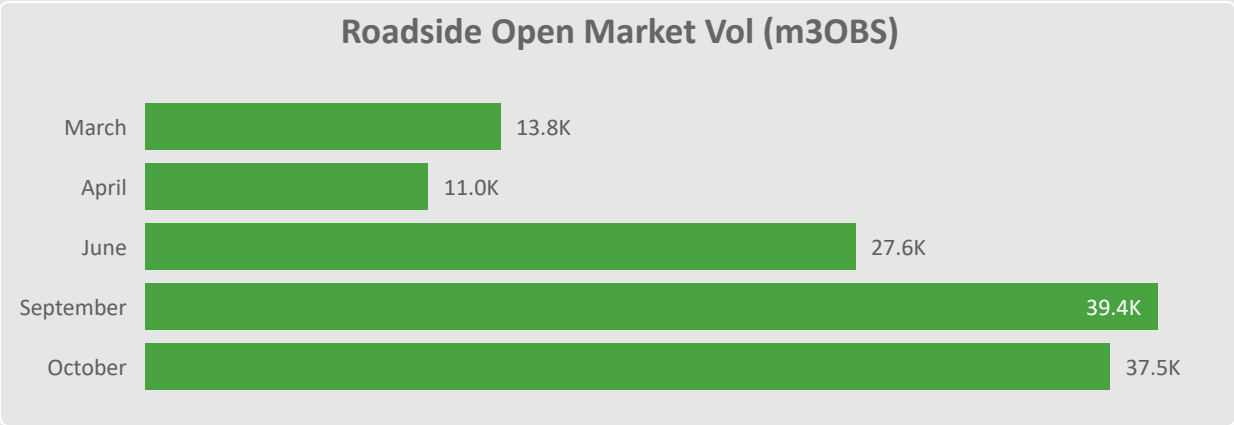
Standing Sale Vol  
(m3OBS)

48.00K

# Open Market Sales - East

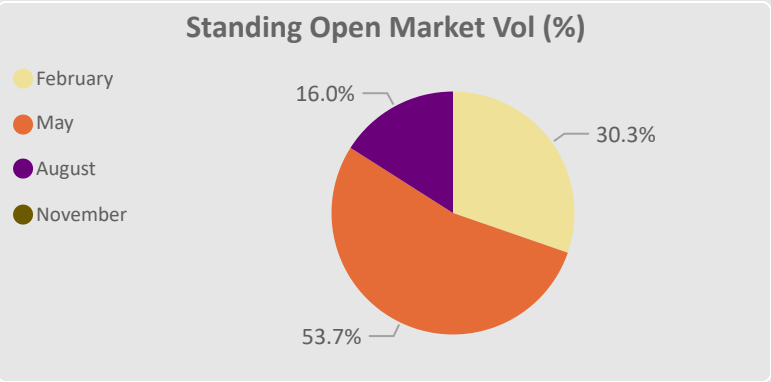
OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
04 March 2026	7,000	500	1,000	1,000	4,300
29 April 2026	2,000	0	0	0	9,000
24 June 2026	10,000	1,500	1,500	2,000	12,600
02 September 2026	14,000	1,500	2,500	2,500	18,850
28 October 2026	15,000	2,000	2,000	2,000	16,500

OM Sale Date	Standing Sale
25 February 2026	29,000
20 May 2026	51,400
26 August 2026	15,300
18 November 2026	0



Roadside Sale Vol  
(m3OBS)

129.25K



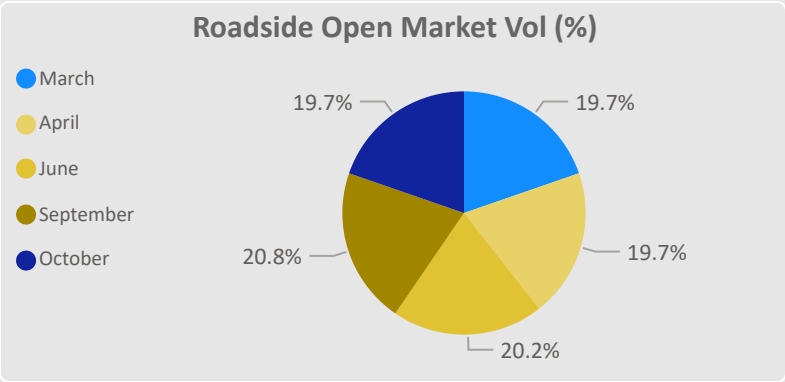
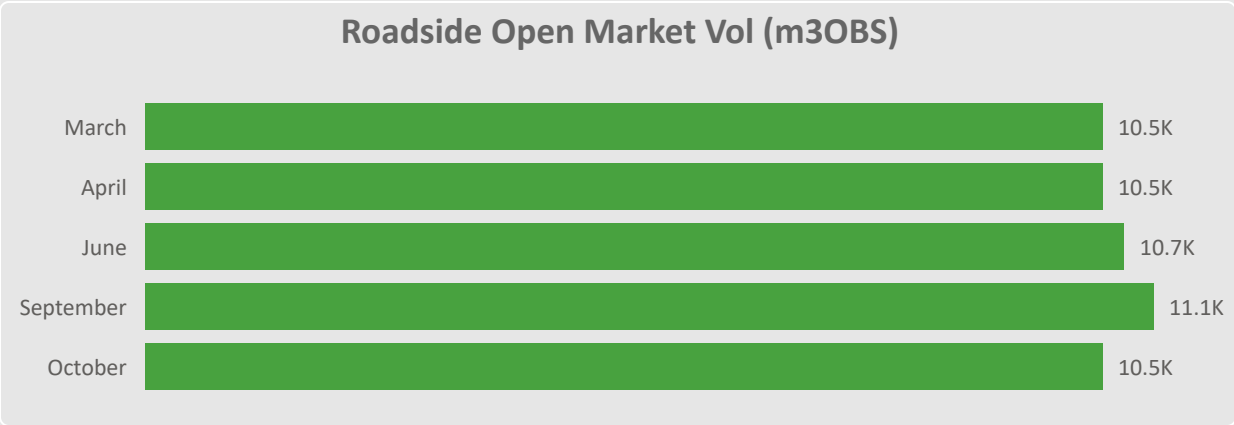
Standing Sale Vol  
(m3OBS)

95.70K

# Open Market Sales - West Argyll

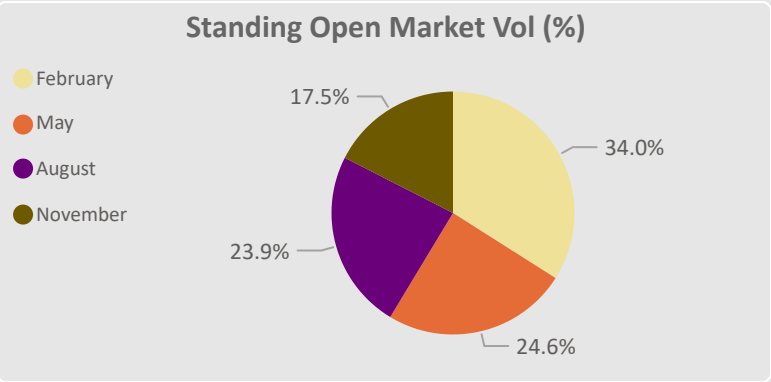
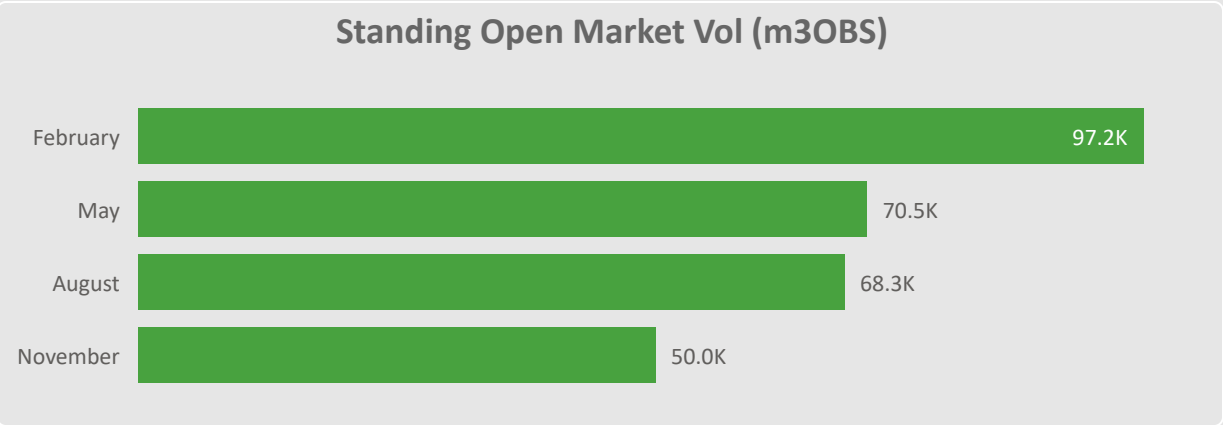
OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
04 March 2026	5,000		1,500		4,000
29 April 2026	5,000		1,500		4,000
24 June 2026	5,240		1,500		4,000
02 September 2026	5,000		1,500		4,560
28 October 2026	5,000		1,500		4,000

OM Sale Date	Standing Sale
25 February 2026	97,200
20 May 2026	70,450
26 August 2026	68,250
18 November 2026	50,000



Roadside Sale Vol  
(m3OBS)

53.30K



Standing Sale Vol  
(m3OBS)

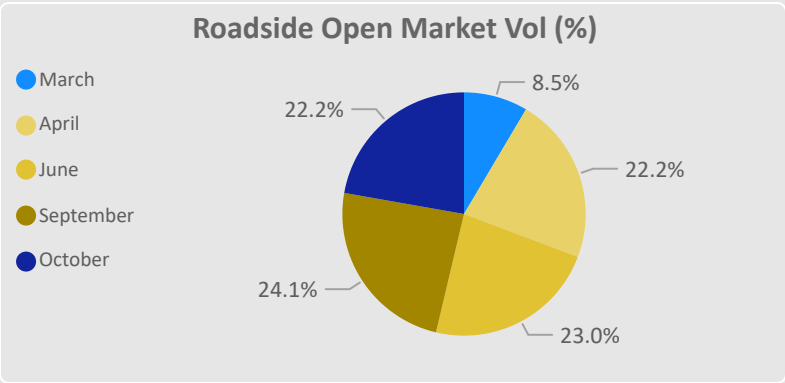
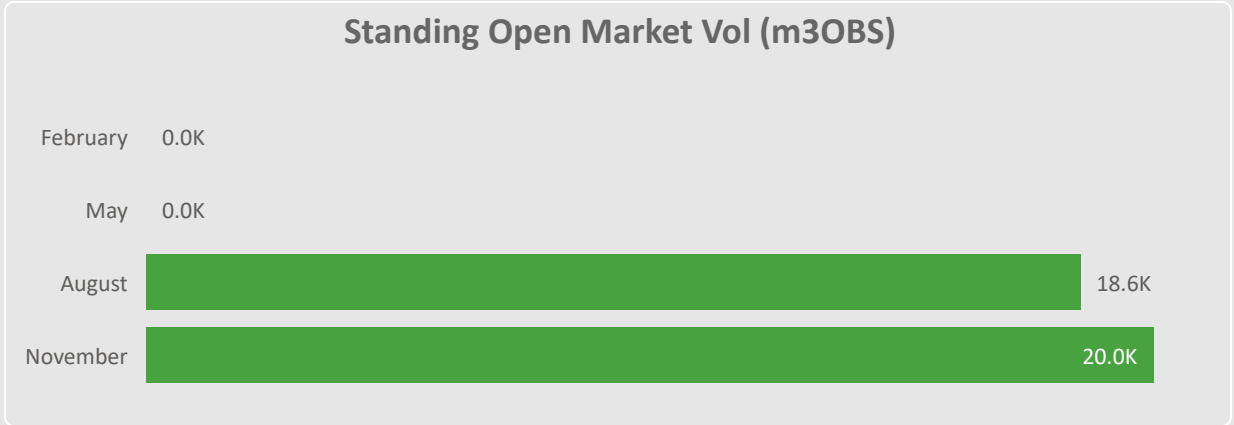
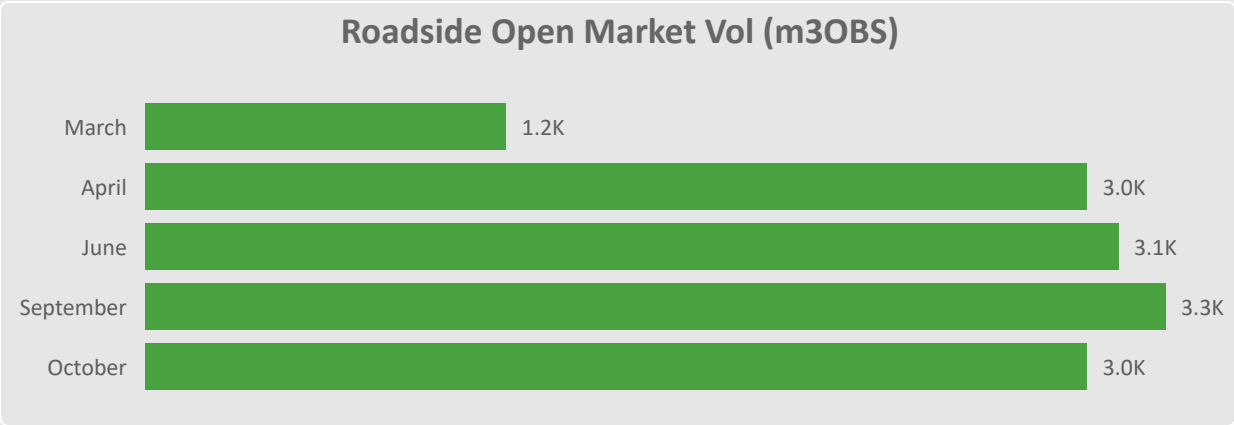
285.90K



# Open Market Sales - Lochaber

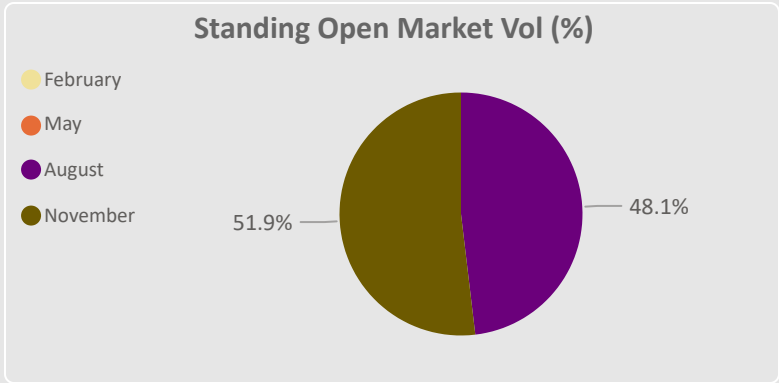
OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
04 March 2026					1,150
29 April 2026	2,000				1,000
24 June 2026	2,000				1,100
02 September 2026	2,000				1,250
28 October 2026	2,000				1,000

OM Sale Date	Standing Sale
26 August 2026	18,550
18 November 2026	20,000



Roadside Sale Vol  
(m3OBS)

13.50K

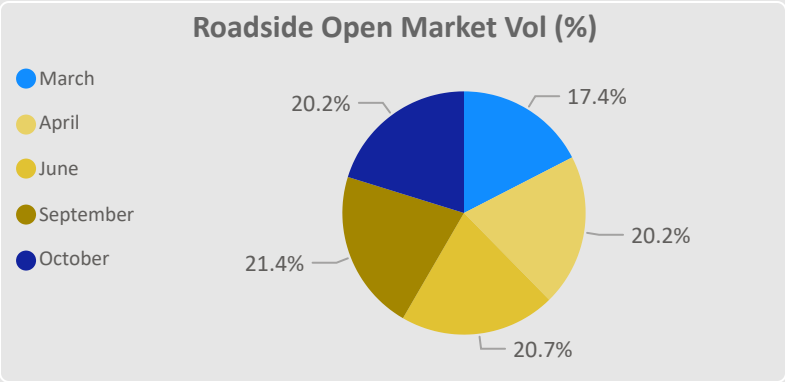
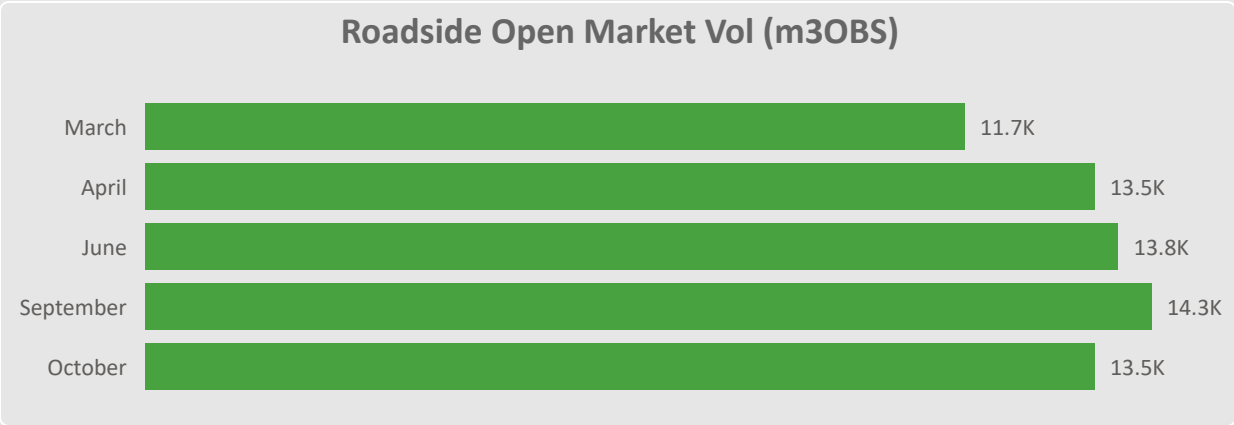


Standing Sale Vol  
(m3OBS)

38.55K

# Open Market Sales - West

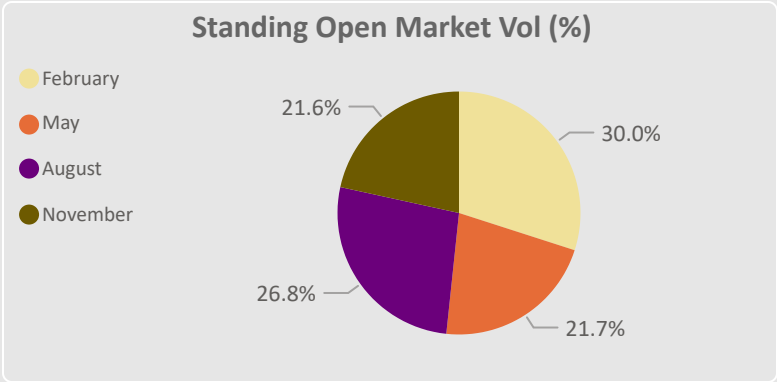
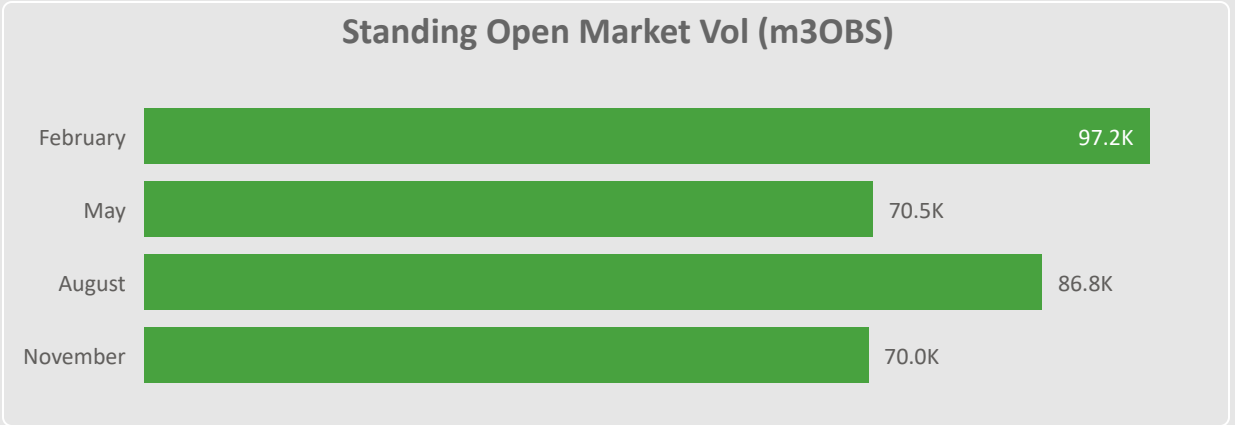
OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
04 March 2026	5,000	0	1,500	0	5,150
29 April 2026	7,000	0	1,500	0	5,000
24 June 2026	7,240	0	1,500	0	5,100
02 September 2026	7,000	0	1,500	0	5,810
28 October 2026	7,000	0	1,500	0	5,000



**Roadside Sale Vol  
(m3OBS)**

**66.80K**

OM Sale Date	Standing Sale
25 February 2026	97,200
20 May 2026	70,450
26 August 2026	86,800
18 November 2026	70,000



**Standing Sale Vol  
(m3OBS)**

**324.45K**



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Land Scotland

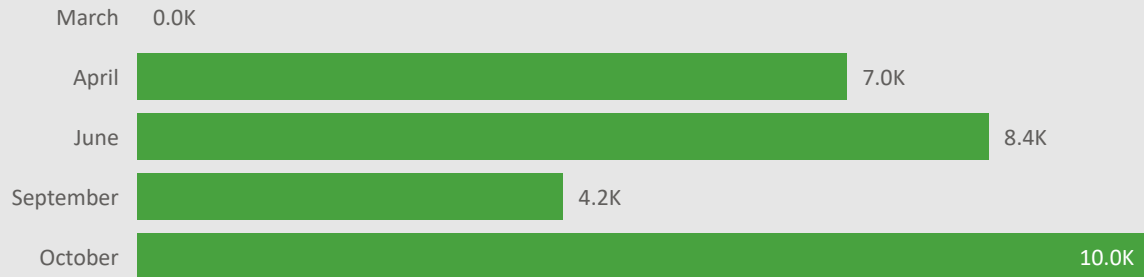
Coilltearachd agus  
Fearann Alba

# Open Market Sales - Cowal & Trossachs

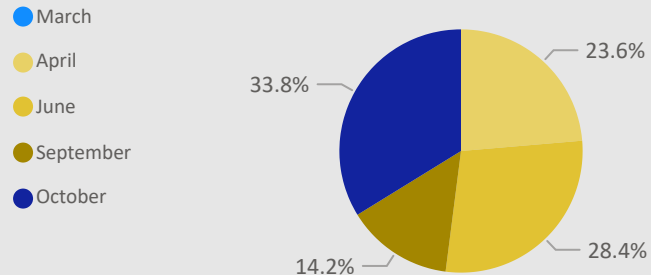
OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
04 March 2026					0
29 April 2026	3,700		900	300	2,100
24 June 2026	3,700		400		4,300
02 September 2026	1,900		500		1,800
28 October 2026	4,300		700	700	4,300

OM Sale Date	Standing Sale
25 February 2026	64,600
20 May 2026	12,100
26 August 2026	8,400
18 November 2026	6,500

Roadside Open Market Vol (m3OBS)



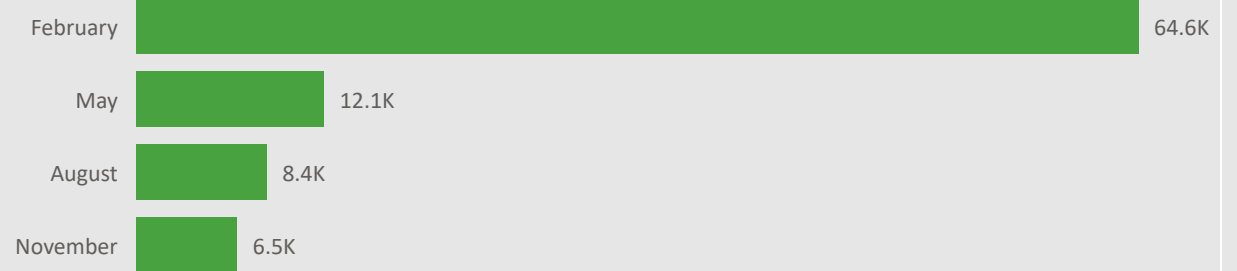
Roadside Open Market Vol (%)



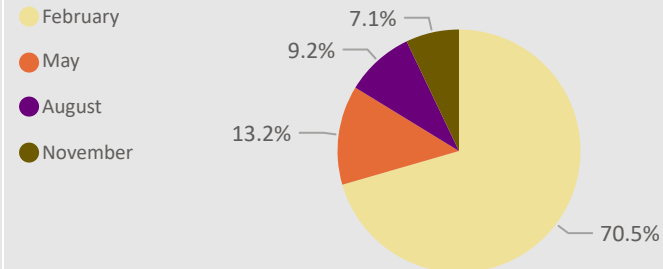
Roadside Sale Vol  
(m3OBS)

29.60K

Standing Open Market Vol (m3OBS)



Standing Open Market Vol (%)



Standing Sale Vol  
(m3OBS)

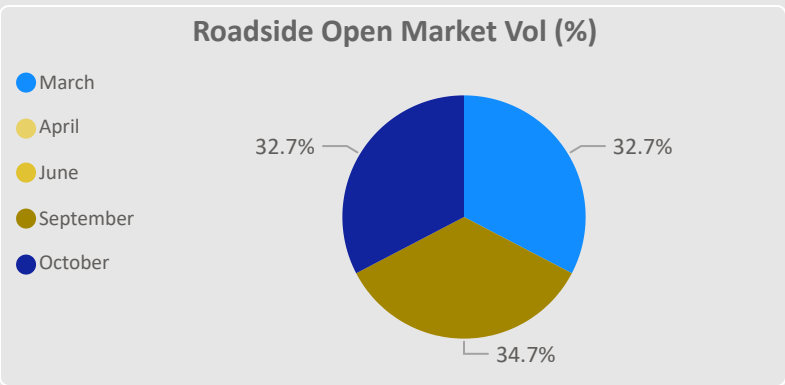
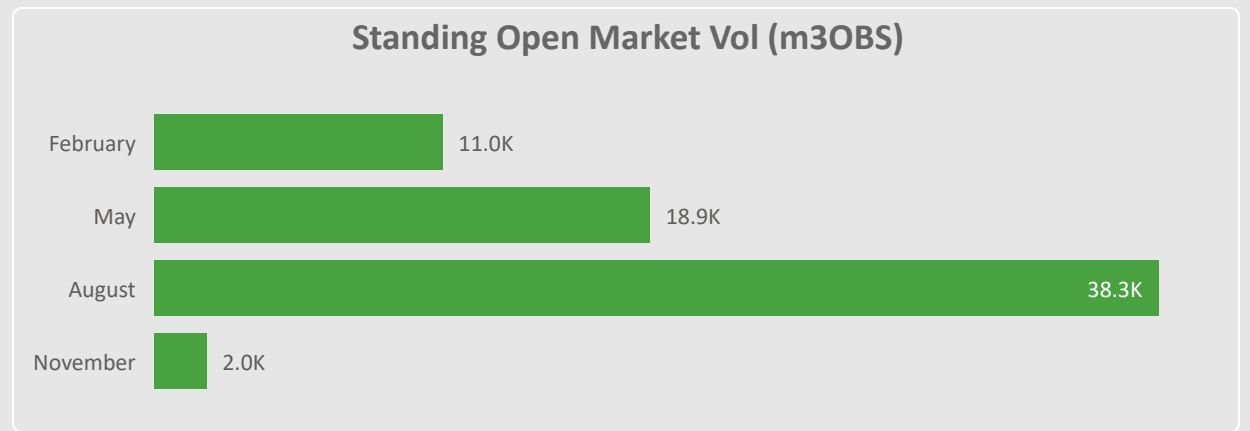
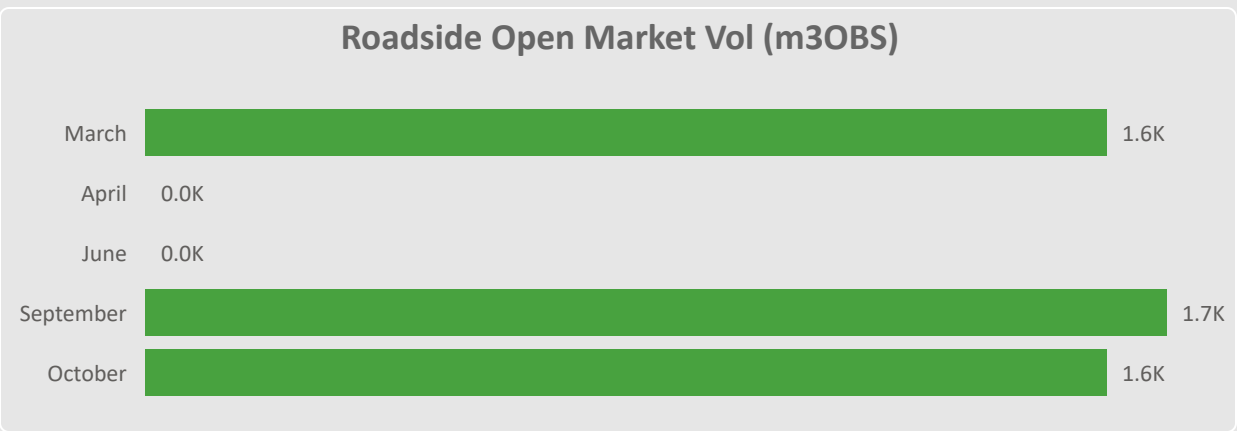
91.60K



# Open Market Sales - Scottish Lowlands

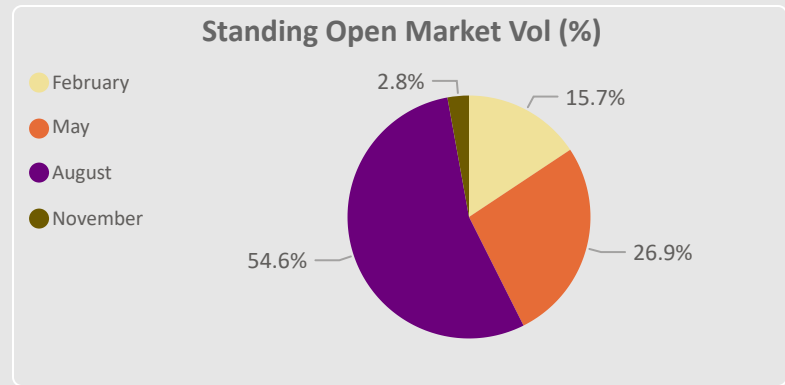
OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
04 March 2026	1,600				0
29 April 2026					0
24 June 2026					0
02 September 2026	1,700				0
28 October 2026	1,600				0

OM Sale Date	Standing Sale
25 February 2026	11,000
20 May 2026	18,900
26 August 2026	38,300
18 November 2026	2,000



Roadside Sale Vol  
(m3OBS)

4900



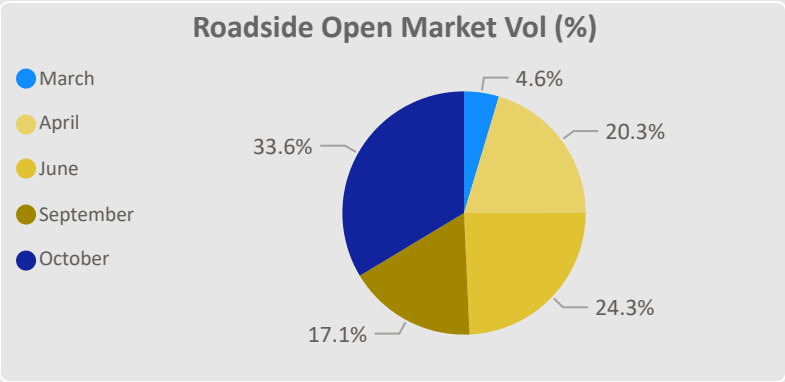
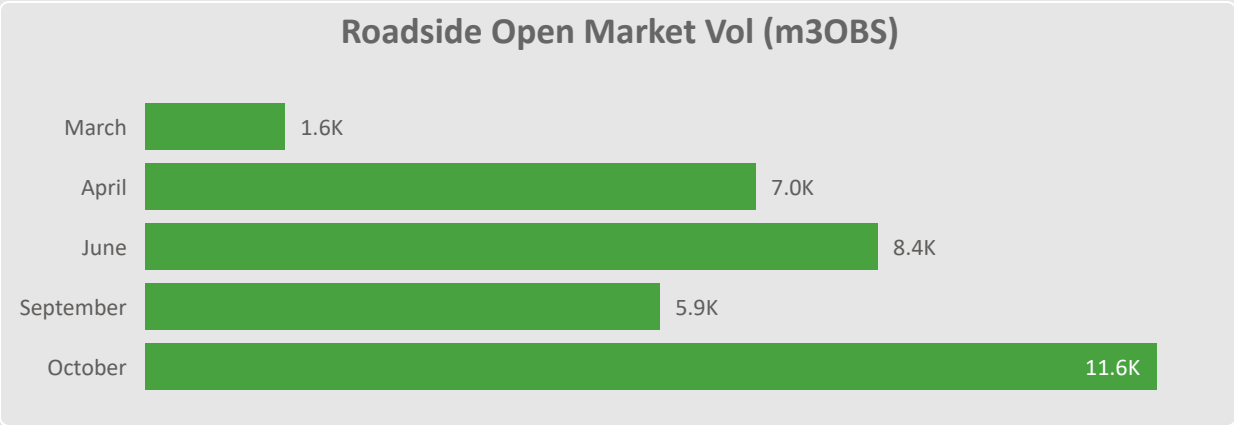
Standing Sale Vol  
(m3OBS)

70.20K

# Open Market Sales - Central

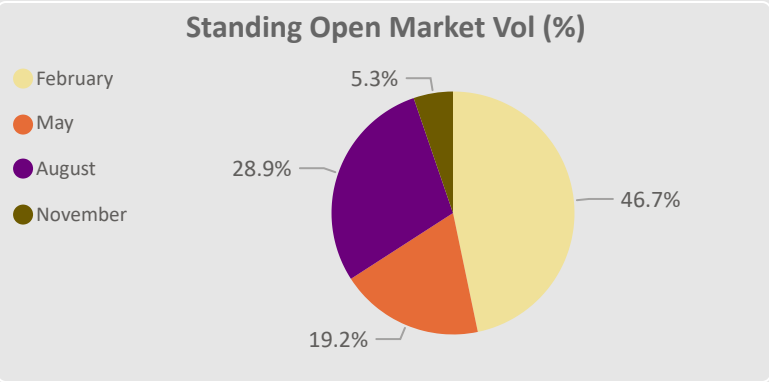
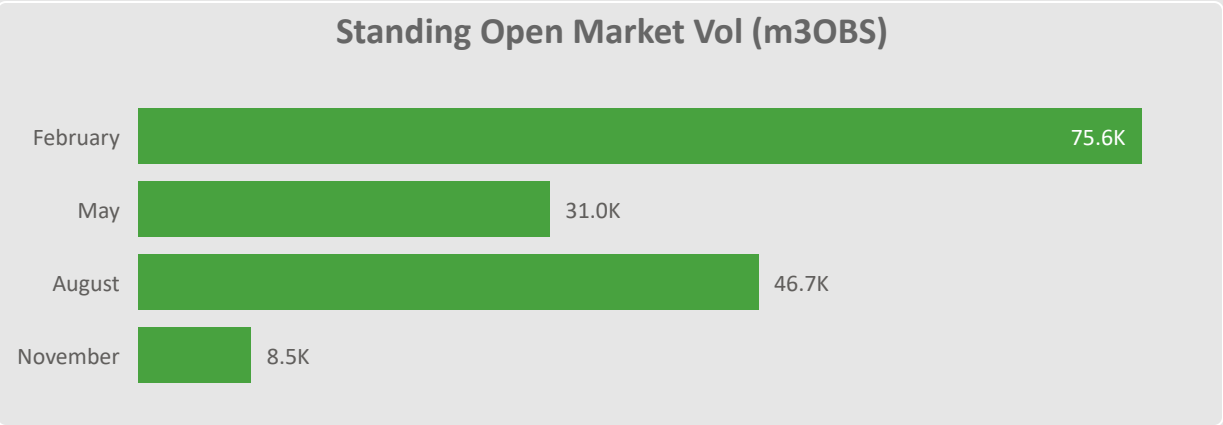
OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
04 March 2026	1,600	0	0	0	0
29 April 2026	3,700	0	900	300	2,100
24 June 2026	3,700	0	400	0	4,300
02 September 2026	3,600	0	500	0	1,800
28 October 2026	5,900	0	700	700	4,300

OM Sale Date	Standing Sale
25 February 2026	75,600
20 May 2026	31,000
26 August 2026	46,700
18 November 2026	8,500



**Roadside Sale Vol  
(m3OBS)**

**34.50K**



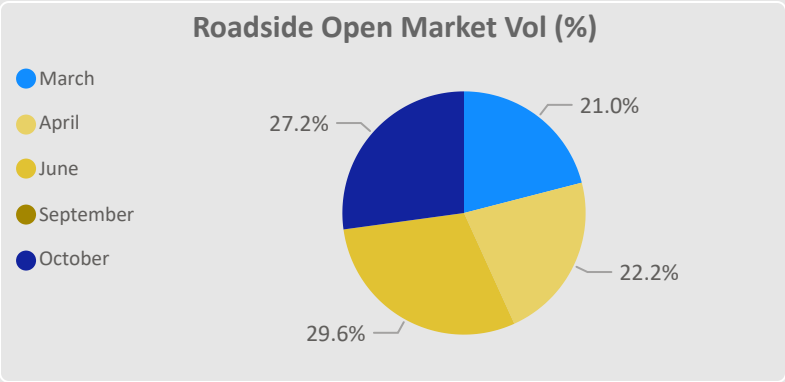
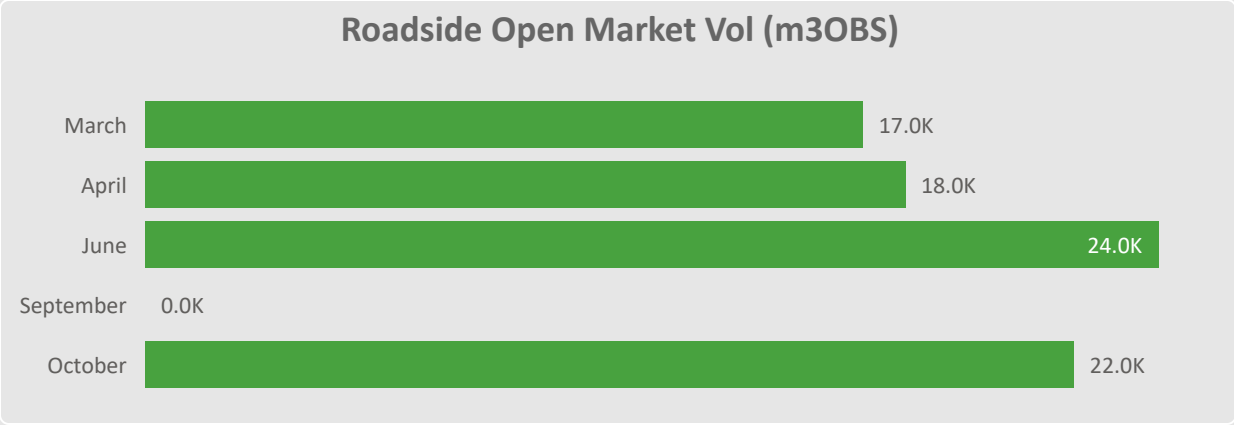
**Standing Sale Vol  
(m3OBS)**

**161.80K**

# Open Market Sales - Galloway

OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
04 March 2026			2,000		15,000
29 April 2026			2,000		16,000
24 June 2026			2,000		22,000
02 September 2026					0
28 October 2026					22,000

OM Sale Date	Standing Sale



Roadside Sale Vol  
(m3OBS)

81.00K



Standing Sale Vol  
(m3OBS)

0





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Fearann Alba

# Open Market Sales - Dumfries & Borders

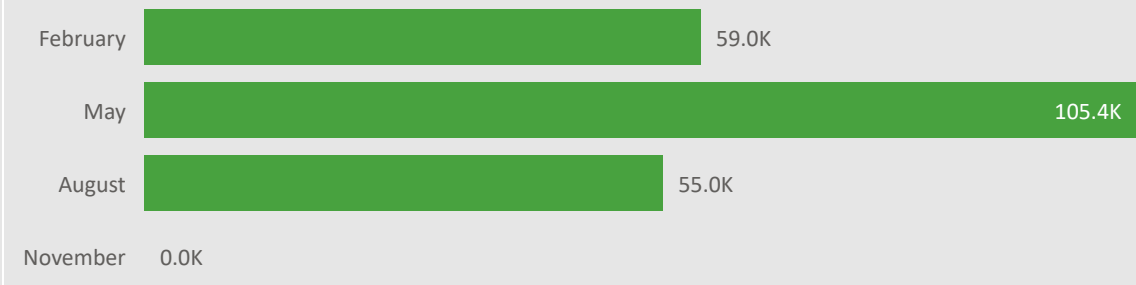
OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
04 March 2026			3,000		11,000
29 April 2026					0
24 June 2026			3,000		11,000
02 September 2026					0
28 October 2026					0

OM Sale Date	Standing Sale
25 February 2026	59,000
20 May 2026	105,410
26 August 2026	55,000

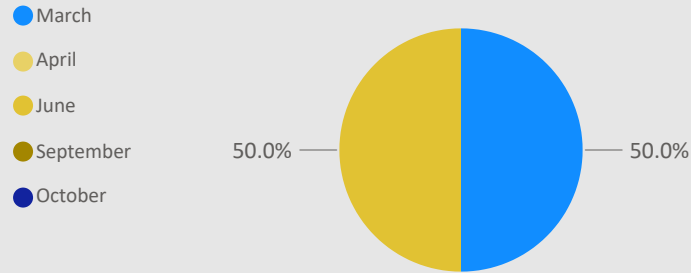
Roadside Open Market Vol (m3OBS)



Standing Open Market Vol (m3OBS)



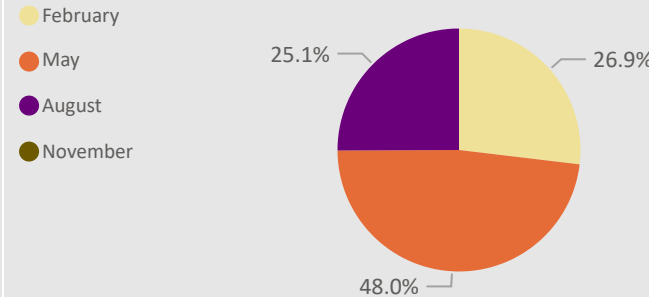
Roadside Open Market Vol (%)



Roadside Sale Vol  
(m3OBS)

28.00K

Standing Open Market Vol (%)



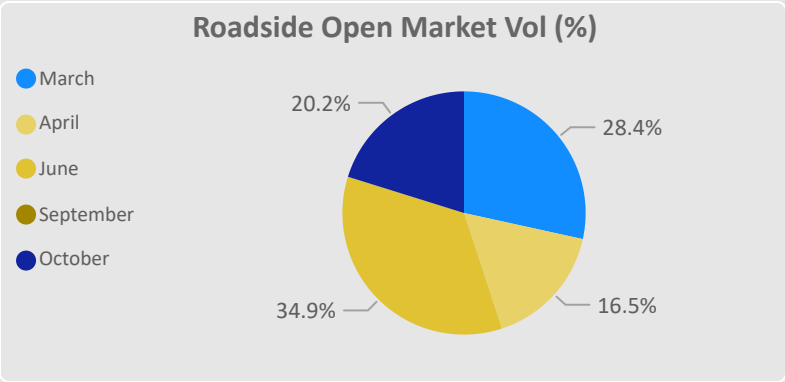
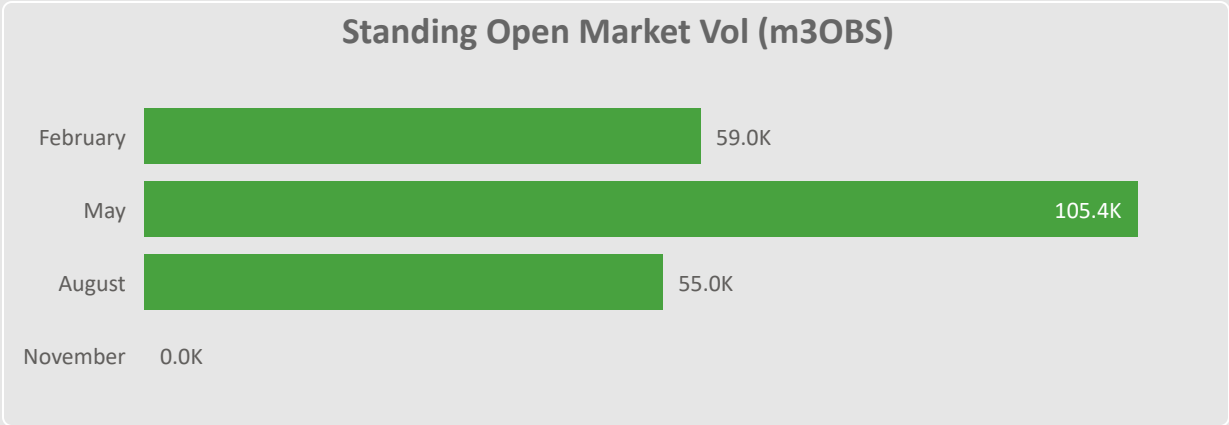
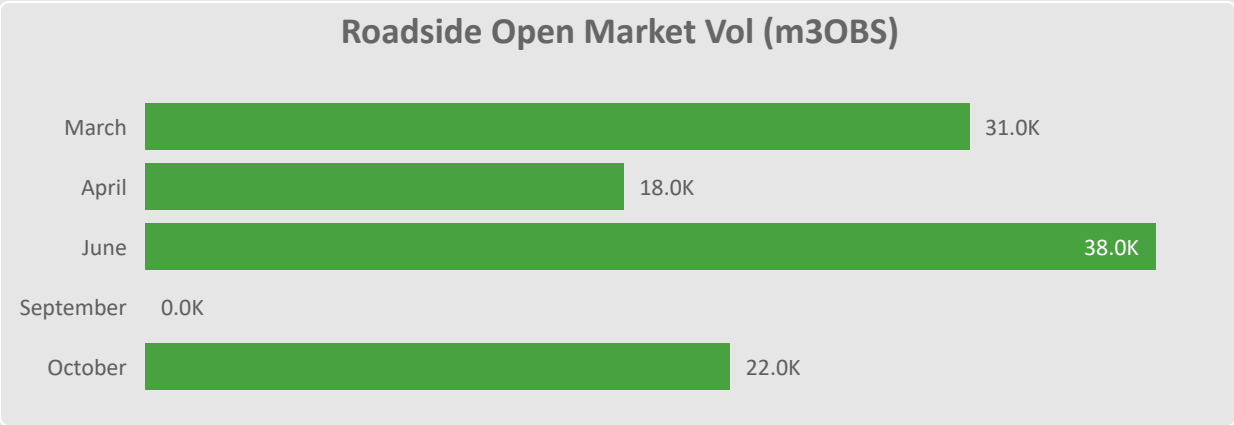
Standing Sale Vol  
(m3OBS)

219.41K

# Open Market Sales - South

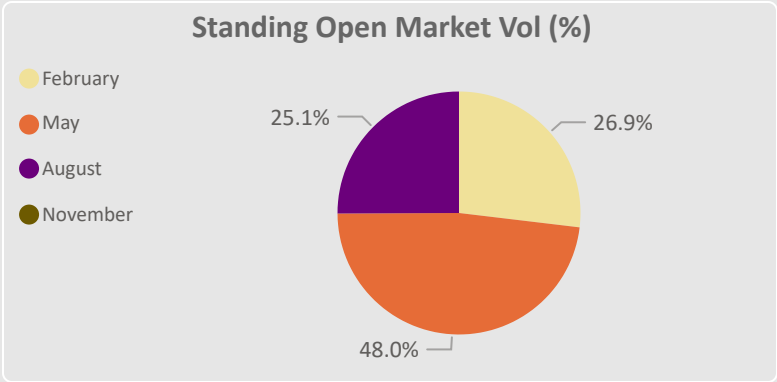
OM Sale Date	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
04 March 2026	0	0	5,000	0	26,000
29 April 2026	0	0	2,000	0	16,000
24 June 2026	0	0	5,000	0	33,000
02 September 2026	0	0	0	0	0
28 October 2026	0	0	0	0	22,000

OM Sale Date	Standing Sale
25 February 2026	59,000
20 May 2026	105,410
26 August 2026	55,000
18 November 2026	0



Roadside Sale Vol  
(m3OBS)

109.00K



Standing Sale Vol  
(m3OBS)

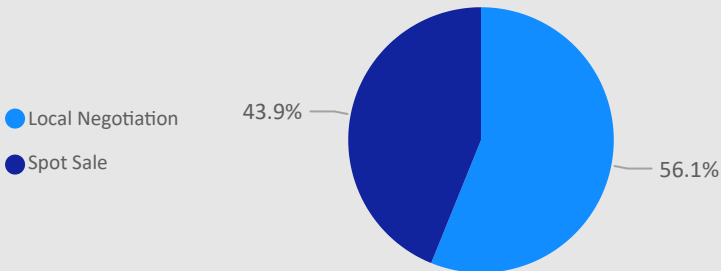
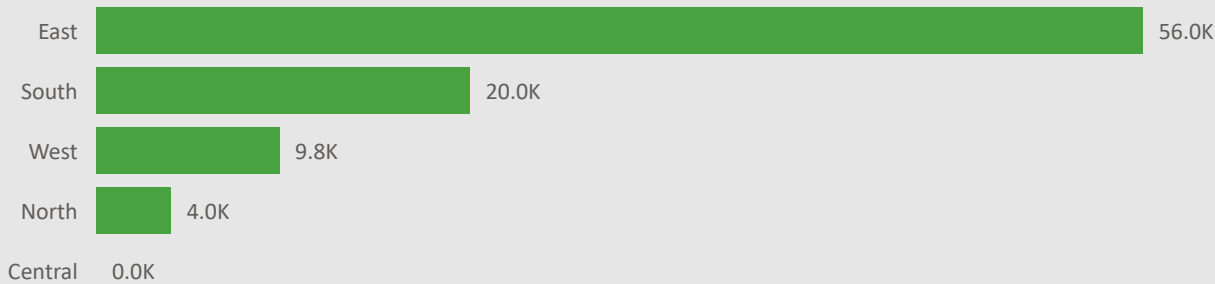
219.41K

# Other Sales - Scotland

## Local Negotiation

FD	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
Central		0	0	0	0
East	8,000	1,000	10,000	2,000	29,000
North	0	0	1,000	0	3,000
South	0	0	5,000	3,000	12,000
West	3,000	0	2,300	0	4,500

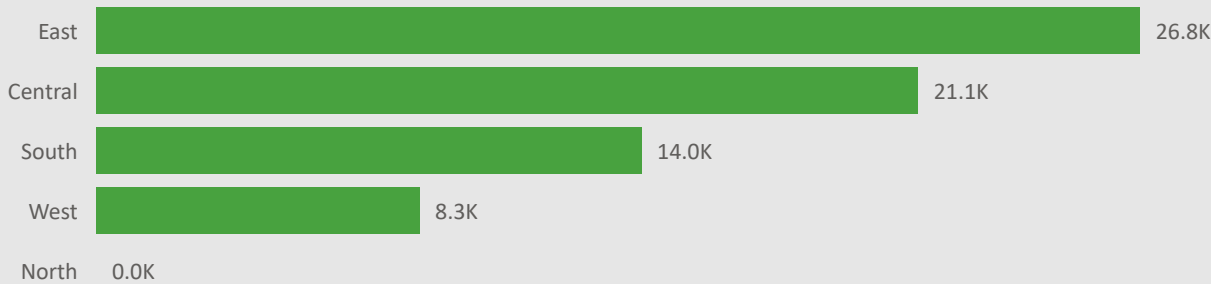
## Local Negotiation Vol (m3OBS)



## Spot Sales

FD	Standing Sale	GL (inc RL mix)	RL	OL/OO	GPA/GSA	SRW
Central	15,300	1,400	0	0	2,500	1,900
East	26,800	0	0	0	0	0
North	0	0	0	0	0	0
South	10,000	0	0	2,000	2,000	0
West	0	3,000	0	2,300	0	3,000

## Spot Sale Vol (m3OBS)



## Spot Sale Vol (m3OBS)

70.20K

## Local Negotiation Vol (m3OBS)

89.80K