



Obtaining a Wood Supply **Advice for Wood Fuel Producers**

Look to resources available in your area including:

- Estates
- Woodland Managers / Agents
- Local Farms
- Managing you own woodlands
- Other privately owned woodlands
- Local Arboriculture Businesses

Take every opportunity to build connections in your area.

- Local farmers
- Local woodland owners
- Foresters/Agents/Consultants
- Timber Contractors
- Arboriculture Contracting Business

Take every opportunity to buy stock when it is available. Carry as much stock as you can to compensate for periods when supply is short and to condition the fuel to low moisture content.

If you are considering buying wood to convert to fuel from the Forestry Commission in Wales (FCW) you must first consider the following:

- There are four main systems by which FCW make timber available and each is different.
- Localised scavenging licences no longer operate.
- None of the methods will guarantee a permanent supply.
- FCW are obliged to attain the best price they can for their wood but may also use criteria designed to support businesses working to a high standard of product and service.
- FCW has committed to supply 100,000 m³ of woodfuel through the Wood Energy Business Schemes I & II.
- In buying standing sales you become the responsible person for all that happens on the work site as well as the haulage from site. Duties referred to as being those of Forest Works Manager (FWM).
- As a standing sales merchant, you will need to submit a method statement for the types of operation and a detailed risk assessment, and engage operators with the appropriate skills and certification.

The frequently asked questions below give further guidance on our sales channels and help you decide which may be the most appropriate for you.

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Frequently Asked Questions	Sales Method			
	Variant Bid Tender	Firewood Framework Agreement	E sales	Long Term Contracts
Which method is likely to give me the largest amount?	For conifer, roadside sales up to 5,000 tonnes per lot. A second years contract may be also be awarded.	Conifer, roadside sales and small (25 tonnes or less) per lot.	For hardwood, standing sales up to 500 tonnes per lot. For hardwood or conifer, roadside sales average 250 tonnes per lot.	For hardwood, standing sales 500 tonnes per year for five years. For hardwood, roadside sales up to 200 tonnes per year for five years
Which method will give me access to hardwood?	No hardwood.	Small chance of being offered hardwood on this agreement.	Yes. E-sales offers hardwood both through standing and roadside sale contracts.	Long term contracts for hardwoods are currently being developed but will offer the opportunity for successful bidders to secure supply for five years.
Do any of the methods allow me to specify species, size of material, location etc?	The variant bid tender allows bidders to specify their requirements in terms of quantity, location, species and size.	Some flexibility.	No options.	No options.
On what criteria are bids accepted?	Price, but looking at adding a section to take into account other criteria.	Scored tender on price, processing facilities, the merchants local connections, whether a Local Community Enterprise registered as a company and ability to haul safely from roadside.	Price only.	Detailed submission required that will be scored against the set criteria of which price would be one but we would consider any other relevant criteria that will work towards promoting sustainable woodfuel production

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Can I buy timber standing?	No, roadside sale only.	No, roadside sale only.	Yes.	Yes.
Can I buy the timber at roadside?	Yes, roadside sale only.	Yes, roadside sale only.	Yes.	Yes.
Do I need to register with FCW?	No. The tender is advised in the Forestry Journal and on FCW's web site.	No. This is tendered annually via our web site, typically late Spring.	Yes. Bidders must be registered first	No. The tender is advised in the Forestry Journal and on FCW's web site.
How often are sales held?	Two or three times during 2012-13.	Annually. Firewood Merchants on the framework contract will be offered timber throughout the year.	Five to six sales a year. Events close typically in last weeks of January, March, May, September and November.	Tender on an infrequent basis. Will be advertised in the Forestry Journal and published on our web site. Tenders for conifer and hardwood lots to be published during 2012-13
Do I have to bid on line?	No. Paper submission.	No. Paper submission.	Yes. Fully electronic tender.	No. Paper submission.
Where do I go to for further information?	Every sale will clearly state the owner and their contact details. Contact details are also clearly stated on our web pages, where a full list of contact details for Wales Harvesting and Marketing (WhaM) staff can be found.			
What is the first step if I want to buy timber by these methods?	Contact the sale owner or one of our sales team members. Ask what is coming up for sale in the locality that interests you. Review the FCW web site of sales tenders. Subscribe to the Forestry Journal and check for FCW tenders advertisements. Register on E-Sales.			
If successful, how do I pay?	For small sales cash up front, cheque or card payments are taken. An application for a credit limit can be submitted. Invoices are raised with 30 day payment terms.			
How can I find out where the timber for sale comes from?	Each sale lot has a contact with whom you can discuss where the timber will come from or arrange to see the standing sale sites.			
Which system allows me the most flexibility?	The Variant Bid Tender offers ultimate flexibility because you can tailor your bid by stipulating your timber specifications, locations and quantities. The firewood Framework commits neither party to supply or uplift. E sales will offer timber on a regular basis but the winning bidder is committed to the full contract quantity within the agreed period. Long term contracts require firm commitment over a longer period to remove timber with uplift on a regular basis.			

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Which method gives me the greatest chance of being offered timber?

All FCW's timber sales are open, competitive and transparent. No guarantees of success are given. A lot tendered through the Variant Bid Tender can split across multiple contracts with the quantity be awarded to several customers and therefore offers a better chance of supply. Only conifer material is sold via the Variant Bid Tender.