



WASHINGTON STATE UNIVERSITY EXTENSION ONLINE MODULE • OM13

## Managing a Successful Timber Sale: Top 10 “Musts”

Presented By:  
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 Forester  
 Land Service, Inc.

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### #1: You must have the right to sell the timber and legal access to the timber.



R. W. Zobrist, WSU Extension

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### General access is different than legal access.



R. Munro

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### #2: You must know your property lines and have them accurately and adequately marked.



R. Munro  
 M. Blais

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### Nothing is more valuable than your neighbor's tree when you cut it by mistake!




R. Munro

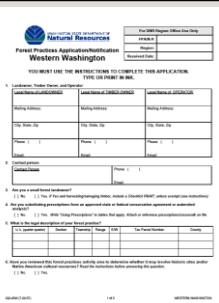
Nothing is more valuable than a neighbor's tree cut by mistake...

Mark property lines clearly - flagging is a lot cheaper than a lawyer!

C. Holland

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### #3: You must have an approved harvest permit before any activity starts.



Additional guidelines and information are available in the DNR's [Forest Practices Illustrated](#).



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#4: You must have a reasonable idea of the volume and value of the timber you are selling.



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#5: You must have a written agreement with the timber harvester or buyer.



K.W. Zobrist, WSU Extension



A handshake is NOT good enough!

K.W. Zobrist, WSU Extension

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The contract should specify who is responsible in case of a fire.



R. Murro

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#6: You must have evidence that the timber harvester is properly insured.

- Make sure you are named as an additional insured.
- Do not begin any work until you have the insurance rider in hand.

Look at an example of a suggested contract inclusion.

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#7: You must define who is responsible for paying the timber excise tax.

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Call the Department of Revenue to obtain a Tax Registration Account (TRA) number.

A TRA is required on a Forest Practices Application:

19. What is the Forest Tax Registration Account Number? \_\_\_\_\_

For tax reporting information or to receive a tax number, call the Department of Revenue at 1-800-548-8829.

A TRA# can be obtained by calling 1-800-548-8829.

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#8: You must define who is responsible for reforestation after harvest.



You may elect to do your own reforestation.

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Don't assume that the logger will be responsible for reforestation.



You may elect to hire a professional reforestation crew.

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#9: You must have a clear Logger's Indemnification Clause in the timber sale agreement.



Look at an *example* of a suggested contract inclusion.

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#10: You must specify that the harvester is responsible for complying with all federal, state, and county regulations.



Look at an *example* of a suggested contract inclusion.

Forest Practices Rules  
Title 222 WAC

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Three signatures are required on the harvest permit.

1. Landowner, Timber Owner, and Operator

Legal Name of LANDOWNER	Legal Name of TIMBER OWNER	Legal Name of OPERATOR
Mailing Address:	Mailing Address:	Mailing Address:
City, State, Zip	City, State, Zip	City, State, Zip
Phone ( )	Phone ( )	Phone ( )
Email:	Email:	Email:

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With proper planning, you can complete a successful timber sale.



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