

# Timber Selling & Woodlot Management

**Buskirk Lumber**



## Why Buskirk Lumber?

Your goals are at the forefront of everything we do. We seek to build lifelong relationships and partnerships with our customers. Having been in business for over 100 years, you can count on us and trust us to be professional, transparent, and treat your property as if it were our own.

Our experienced team provides many timber related services including: Woodlot management, selling of hardwood lumber, creation of veneer logs and other wood byproducts. The Buskirk Lumber team can do it all — hassle free and worry free!

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# Advantages of working with Buskirk Lumber

- We've been in the industry for over 100 years!
- Full-time salaried timber buyers on staff
- Company-owned truck fleet and company-owned certified logging crews
- BMP Compliance (Best Management Practices)
- Insured and Bonded
- Own and operate 3 sawmills, serving Michigan and Northern Indiana
- Upon signing of the contract, we offer 10% down . We pay the remainder of the contract value in full prior to the start of the harvest.
- We are able to offer the best prices for timber when multiple woodlots are harvested in the same vicinity.



## What is Woodlot Management?

Woodlot Management is the process of removing older, lower oxygen producing trees from your property in order to make room in the canopy for younger, higher oxygen producing trees to take their place. When working with Buskirk Lumber, we will evaluate your woodlot and help set-up a select harvest schedule — ideally every 7-10 years. As experts, we will never suggest or recommend cutting down trees that aren't necessary.



# Benefits of Selling Direct

- ✓ We have all of the resources needed for your project — sawmills, dry kilns, pallet shops and our own trucking fleet and logging crews. No need to outsource any work and no additional costs.
- ✓ We are either primary or secondary end users of all products, so we take extra care when working with your land and timber.
- ✓ We are able to reduce the cost of equipment when multiple jobs are done in one area at the same time!



## Types of Timber Buyers

<b>Brokers (Middle Men)</b>	<ul style="list-style-type: none"><li>X They don't cut your timber themselves</li><li>X They resell cutting rights to third-party sawmills</li><li>X They make money by reselling your timber to other sawmills for more money.</li></ul>
<b>Consulting Forester</b>	<ul style="list-style-type: none"><li>X They work with landowners to sell timber to sawmills</li><li>X They take a percentage of sale proceeds (an average of 15-20%)</li></ul>
<b>Loggers</b>	<ul style="list-style-type: none"><li>X They will cut your timber, but they do not actually use the wood</li><li>X They will resell your timber in log form to sawmills on a 60/40 split with the landowner</li></ul>

For your best return and quality experience, sell direct to an experienced team like Buskirk Lumber. | [BuskirkLumber.com](http://BuskirkLumber.com)