

Description of best practice

Best practice	
Title	Timber auction
Picture	
Domain	Forest ownership, Sustainable management, Silviculture
Source of wood	stemwood
Location	Slovenia
Implementers	Forest owners association
Actual status	running
Approach	Wood of exceptional quality of various tree species can be sold at the timber auction. First, trees that have high quality timber and are suitable for felling need to be identified with the help of local forester. After the delivery of logs to the place of auction about one month before the event, potential purchasers have 14 days to give offers for the selected timbers. The timbers are then sold to best tenderer. On the day of the open door, the public can view the logs and the prices reached.
Main results	In the year 2018, 3094 logs were offered by 447 owners, 993 offers were submitted. 90% of logs were sold for over 857.000 € to purchasers from Slovenia, Austria, Germany, Italy, Hungary and Croatia. The highest price reached at the auction was 11.833 €/m ³ for ribbed <i>Acer pseudoplatanus</i> .
Lessons learned	High quality logs can be sold to purchasers who will offer a slightly higher price than other wood. However, higher profit may be achieved at auction of timber. Purchasers are looking for timber of precisely defined quality and are willing to pay more. It is possible to reach very high prices at the auction and that can be a

	motivation for forest owners to invest more interest, time and work in their forests.
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Link to website	https://www.gozd-les.com/novice/rezultati-12-drazbe-lesa-slovenj-gradcu-2018
Code	BP_SLO_08

Best practice assessment

Region	Slovenia
Time scale	2006 -
Mobilization Potential	3000 m ³
Kind of wood concerned	stemwood
Sustainability Potential	positive
Impact on environment & biodiversity	positive
Ease of implementation	medium
Economic impact	300 €/m ³ , Enhancement of regionally added value
Job effect	positive / Better qualified staff
Income effect	900.000 €
Specific knowledge needed	recognition of valuable tree /silviculture
Costs of implementation	20 €/m ³
Technical readiness level	running
Key information for adoption	cooperation with forest owners and foresters, awareness raising on valuable timbers