



### New Beacon Software

We have recently issued 2 free software updates containing bidding improvements and changes to the way the software connects to our central computer.

**Users are urged to check they are using V18.14 DATED 15 April 2003.**

You can do this by opening the beacon programme and then clicking **help** and **about**.

If you are using V18.13 or older you can download the latest version by going to our website:- [www.beaconauctions.co.uk/download](http://www.beaconauctions.co.uk/download)

Only V18.14 will be supported for future use.

#### Beacon Forestry Contacts

Mike Bentley  
Broombush House  
Venlaw High Road, Peebles  
Tweeddale EH45 8RL  
Tel: 01721 724788  
Fax: 01721 724798  
Mob: 07919 118326  
Email: [mb@beaconforestry.co.uk](mailto:mb@beaconforestry.co.uk)

or

James Stephenson, Roger Pearce  
York Livestock Centre, Murton,  
York YO19 5GF  
Tel: 01904 489731  
Fax: 01904 488471  
Email: [beaconforestry@stephenson.co.uk](mailto:beaconforestry@stephenson.co.uk)

Please send me more information on :-

Selling timber through the Beacon System

Buying timber through the Beacon System   
Please Tick as appropriate

Name.....

Address:.....

.....

.....

Post Code: ..... Tel No.: .....

Please post, fax or e-mail to: -

Mike Bentley  
Beacon Forestry, Broombush House, Venlaw High Road, Peebles, Tweeddale EH45 8RL  
Fax: 01721 724798 email: [mb@beaconforestry.co.uk](mailto:mb@beaconforestry.co.uk)

# Beacon Forestry

## SPRING NEWSLETTER 2003



**W**elcome to the latest Beacon Newsletter. This spring has been characterised by a prolonged period of good weather. Good, that is, from a timber point of view because extraction is made easier and sales of fencing/garden timber have increased. At the growing end however, the warm, dry weather is viewed slightly differently with news reaching us of newly planted trees dying and in some cases even having to be artificially watered.

### Market Update

Softwood buyers are busy satisfying the current surge in demand associated with the good weather. It's not just farmers getting fences repaired and renewed it's also Joe Public turning his attention to the garden. The landscaping industry is reported to be at full stretch and the use of timber in garden designs continues to grow. The carcassing industry is very busy at present also, partly reflecting the gains being made by



**\*\* Important Software Update News on Back Cover \*\***

### Thinking of selling timber this Summer?

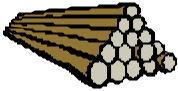
Now is the time to act. To ensure that you access the whole market and improve your prospects, market it on the internet with Beacon Forestry.

1.5% (FTA Member) - 2.3% (+VAT) Commission charged  
**NO SALE—NO FEE!**

# SPRING



timber construction methods over concrete and steel. The overall economy and it's effect on the housing market will be a major factor in determining whether the strong demand for carcassing timber continues through the summer and beyond.



Hardwood buyers report that competition from cheap imported timber continues to affect the market. They also stress however that they are always very keen to hear of home grown parcels containing good quality timber.

The strength of sterling has decreased slightly since the last Newsletter which should, in theory, make all imports more expensive. If the pound continues to weaken and demand is maintained at high levels throughout the summer who knows, there could be a small price rise in the pipeline. Most buyers predict this is unlikely but sellers are rightly expecting a share of any increase if and when it does happen.

In the first quarter of 2003 Beacon Forestry have successfully sold over £1.3 million of timber, including both private sector timber and Forestry Commission sales.

In the Forest Enterprise Electronic auction for the Wales region, 21 of the 28

lots of timber offered was successfully sold either through the auction or by negotiations after the sale.

**Forest Enterprise Sale  
23<sup>rd</sup> April 2003**

Logs

CuM OB Offered	CuM OB Sold	% Sold
34487	32304	94%

Standing

CuM OB Offered	CuM OB Sold	% Sold
29278	27636	94%

Forest Enterprise Price Summary:-

Timber	Minimum	Maximum
Green Logs	£26.25/m3	£29.25/m3
Short Green Logs	£27.00/m3	£29.00/m3
Standing	£6.30/T	£14.50/T

Last 4 months private sector trading:-

Timber	Best Price
Standing Softwoods	£17.65/m3
Hardwood Logs	£70.57/m3 £2.54/Hft
Hardwood Standing	£46.55/m3 £1.68/Hft

**Certification**

Like it or not, certification is here to stay. Anyone in the wood chain with timber to sell in the foreseeable future may find that getting the woodland certified or gaining a Chain Of Custody (coc) certificate makes economic sense. Some sawmills will only take certified timber now because there is enough of it around to satisfy their full intake



and because it's easier and cheaper to have one stock system rather than two. Two sawmills are reported to be paying about £1-£1.50 / tonne less for uncertified material.

★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★  
 ★ Important Software Update ★  
 ★ News on Back Cover ★  
 ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★

**Don't forget the Beacon Helpline on 01904 488410 / 489731**

**BEACON FORESTRY 2003  
INTERNET TIMBER SALES**



**TENDER OFFER  
DEADLINE DATES**  
 28th May  
 30th July  
 24th September  
 26th November

**AUCTION SALE  
DATES**  
 25th June  
 27th August  
 29th October  
 17th December

**FOREST ENTERPRISE ELECTRONIC AUCTIONS**  
 3rd July Forest Enterprise England Region  
 7th August Forest Enterprise North Scotland Region  
 22nd October Forest Enterprise Wales region

