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MARKETING YARD TREES

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Trees have played an important role in the history of mankind. Early man relied upon trees for shelter, a source for heating, food, inspiration, and general pleasure. Today, humans rely upon trees for similar needs.

Trees are found everywhere! In forests, parks, along streets and rivers, in open fields and yards. Some trees, by nature, have a tendency to grow tall and straight, some short and fat, and some with multiple stems. Some species of trees prefer to grow along creeks or in wetlands, some prefer high and dry sites, while others grow in a wide range of conditions. Some have deep root systems with a taproot, while others have a shallow root system. All species do best when growing in a natural forested condition.

They come in many kinds of shapes, sizes, and species. Indiana has over 100 tree species native to this state. Most species of trees have a commercial timber value for lumber and/or veneer. Their value can vary dramatically based upon location and tree condition, species and quality.

Can yard trees be sold?

Individual property owners may be able to market and sell yard trees. But, in order to interest licensed timber buyers, the trees need to be the higher market value species such as Oak, Black Walnut, Black Cherry, or Sugar Maple. Inherently, they are the most valuable of all species. Typically, most people interested in selling yard trees only have one or two trees to sell. Economics dictate that in order for a timber buyer to be interested in purchasing a yard tree(s), the tree or trees must have value in excess of the purchase cost for the timber buyer to bring equipment (log truck, skidder, and loader) to the property, cut the log, haul the log(s) to a mill, pay the landowner for the tree(s) and still make a profit off the end product.

Know the facts before attempting to sell yard trees

As a general rule, woods grown trees are more valuable than open grown trees. Yard trees tend to have short boles, large crowns, and are subjected to human pressures such as nails being affixed to the bole of the tree, mower and weed whip damage to the base of the tree, or wire fences and clothes lines. They are less resistant to the natural elements such as wind or lightning damage. Often, a yard tree is difficult to get to. There may be structures, power lines, and other obstacles in the way that would hamper cutting and removal.

Before making a call to a licensed timber buyer, the potential seller must:

- ✗ Know the tree species. Consult a tree identification book to identify the tree.
- ✗ Know the tree's circumference. Measure with a household tape and convert inches to Diameter at breast height (DBH). To do this, measure the circumference and divide by pi (3.1416). Measure the tree at 4 1/2 feet (DBH) above the ground.
- ✗ Know the height of the tree. With a yardstick, pace 50 ft. on a parallel plane. Hold the stick 25 inches out parallel to the tree. Every inch represents 2 ft. of height.
- ✗ Know if the location of the tree is one that large, heavy tree harvesting equipment can get to. What structures and infrastructure are in the path of the tree's removal? Is there a septic system, structures, other trees and plants, power lines, underground pipes? Is it expensive to transport and run harvesting equipment. The tree must be easy to get to.

