

# BC Timber Sales

[www.for.gov.bc.ca/bcts/](http://www.for.gov.bc.ca/bcts/)

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**BCTS**  
BC Timber Sales





## Introduction

BC Timber Sales is a stand-alone organization within the Ministry of Forests and Range created to support revitalization of the British Columbia forest sector and economy. With a stronger commercial orientation than its predecessor, the Small Business Forest Enterprise Program, BC Timber Sales (BCTS) develops and offers Crown timber for auction to establish market price and cost benchmarks, and capture the best possible return for the public.

On the basis of highest bid, BCTS sells timber to a variety of customers – market loggers, sawmill operators, timber processors, re-manufacturers and major licensees. Through its employees and private sector contractors, BCTS conducts forest

planning, timber cruising, layout and engineering, road construction and maintenance, bridge installations, and silviculture activities such as tree planting, surveys and stand treatments. BCTS is required to meet all requirements of the *Forest and Range Practices Act* and the Forest Practices Code, including reforestation obligations.

BCTS has 12 business areas and an operational presence in 33 locations across the province. By 2007, the organization will be responsible for managing some 20 percent of the provincial Crown allowable annual cut (AAC) or approximately 16 million cubic metres of timber.



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effective timber marketer  
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sustainable resource  
management.

## Mandate

BCTS supports the Ministry of Forests and Range goal of providing benefits to British Columbians from the commercial use of public forests. In addition to providing pricing and cost data to support market-based pricing, BCTS generates substantial revenue for the province.

Our **Vision** is to be an effective timber marketer generating wealth through sustainable resource management.

### Our Vision means:

- We have skilled, motivated, proud and loyal employees.
- We have and continuously seek out efficient, effective and innovative business practices.
- We are respected managers of public forests.
- We are an integral part of the B.C. economy.
- We optimize opportunities for our customers from B.C. forests.

Our **Mission** is to market Crown timber to establish market price and capture the value of the asset for the public.

In pursuit of our mission, the BCTS **core values** are:

- Honesty and integrity
- Accountability
- Forest stewardship

To fulfill its mandate, BCTS has four **strategic goals**:

- Provide a credible reference point for costs and pricing of timber harvested from public land in B.C.
- Optimize net revenue to the province, within the parameters dictated by our benchmarking mandate and sound forest management practices.
- Provide opportunities for customers to purchase timber in an open and competitive market.
- Be a high-performing organization with skilled, motivated and proud people.

## Organizational Structure

The main operational offices for BCTS are Timber Sales Offices (TSOs), which provide management, administration and planning direction. BCTS operations are spread geographically across 12 Business Areas, each with a TSO and field teams. The field teams are located close to their work in the forest and, in many cases, are in communities other than those with TSOs. Under the leadership of Timber Sales Managers, TSOs report to a small headquarters operation based in Victoria. BCTS is headed by an Assistant Deputy Minister.



### BC Timber Sales Business Areas

- Babine
- Cariboo-Chilcotin
- Chinook
- Kamloops
- Kootenay
- Okanagan-Columbia
- Peace Liard
- Prince George
- Seaward/Alta
- Skeena
- Strait of Georgia
- Stuart-Nechako

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Annually, we:

Construct 700 kilometres of road

Install 100 bridges

Site prepare 9,700 hectares

Brush 9,700 hectares

Plant 27,600 hectares

## Customer Service and Administration

Throughout the year, BCTS provides opportunities to purchase timber sales to more than 1,100 program registrants, ranging in size from small operators to major licensees. These sales support communities by making wood available to loggers and wood processing businesses. BCTS contracts annually with hundreds of suppliers for forestry work, road and bridge construction, and reforestation activities.

Timber Sales Offices are the full-service business centres of BCTS, where Timber Sale Licence (TSL) tender packages, program registration packages and legal documents can be picked up and dropped off.

BCTS strives for operational efficiencies through the use of centralized business administration and planning. One essential tool in achieving such efficiencies is the BCTS public website [www.for.gov.bc.ca/bcts/](http://www.for.gov.bc.ca/bcts/), which has been designed especially for customers and clients to access information on TSLs, bid results and contract opportunities.

Business Area	TSO	Phone
Babine	Burns Lake	250-692-2200
Cariboo-Chilcotin	Williams Lake	250-398-4345
Chinook	Chilliwack	604-702-5700
Kamloops	Kamloops	250-371-6500
Kootenay	Nelson	250-825-1100
Okanagan-Columbia	Vernon	250-558-1700
Peace-Liard	Dawson Creek	250-784-1200
Prince George	Prince George	250-614-7400
Seaward	Port McNeill	250-956-5000
Skeena	Terrace	250-638-5100
Strait of Georgia	Campbell River	250-286-9300
Stuart-Nechako	Vanderhoof	250-567-6363



## Roads and Access

To carry out its mandate and achieve business goals, it is important for BCTS to offer a predictable flow of timber sales to the market. While timber sales may not be offered year round in all areas, BCTS must ensure that timber is offered throughout the year to ensure market prices are being sampled constantly and to provide ongoing opportunities for customers. To achieve the objective of fully developed TSLs and support Crown timber auctions, BCTS provides access to most TSLs through an extensive road and bridge infrastructure.

## Silviculture

Prompt regeneration of harvested areas is a key attribute of sustainable forest management and a high priority for BCTS. Regeneration activities require the planting of millions of seedlings annually and over the past three years BCTS has planted more 100 million trees across the province. BCTS uses high quality seeds and seedlings, with its silviculture program also including site preparation and brushing activities. Silviculture

work is planned and implemented to meet business and stewardship goals, and all obligations of the *Forest and Range Practices Act*.

## Timber Reallocation and Market Pricing

Over the past three years, BCTS has made the organizational and operational transition necessary to accommodate the significant volume of timber transferred to the program under the timber reallocation initiative. The corporate target of 20 per cent of the provincial Crown allowable annual cut to be sold competitively by BCTS is the foundation for the market-based timber pricing system. Timber from major tenures on the Coast is currently priced through the Market Pricing System (MPS), which also will be effective on July 1, 2006 in the Interior of B.C. To support this system, the timber profile auctioned by BCTS must be representative of the full range of timber values and logging opportunity in a given area. Reallocation of timber to BCTS from replaceable tenures is virtually complete and the process of assigning new BCTS operating areas is well under way.



## Certification

Certification of forestry activities is a best practice in forest and sustainable resource management, and important for market access. Consistent with its mandate and strategic goals, BCTS is committed to achieving third-party certification of its forestry operations and has achieved International Organization for Standardization (ISO 14001) certification of an Environmental Management System (EMS) in all Business Areas. This achievement has required significant collaboration with licensees, permittees and contractors.

BCTS has a corporate strategy for certification under Sustainable Forest Management (SFM) standards and already has achieved SFM certification in parts of four business areas. The organization is on track for the majority of the program to be registered under this certification scheme by 2008.

## Bark Beetle Epidemic

The unprecedented mountain pine beetle epidemic in the B.C. Interior currently is the primary forest health concern in the province. The main areas of the beetle infestation are essentially impossible to control by man-made means, even though there have been significant temporary AAC uplifts and increased logging in affected stands. The size of the infestation continues to increase and BCTS has a role to play in combating the epidemic and mitigating its impacts.



**Close up of adult beetle.**

*Photo by Canadian Forest Service*

Within the constraints of our timber pricing mandate, BCTS timber development and sales

continue to focus on damaged and dying stands. BCTS balances the needs of beetle management with the needs of the sector in accessing non-pine stands to sustain their business until the epidemic runs its course. The balance is constantly changing with input from industrial partners. On the leading edge of the infestation, the concept of 'green attack' removal is a priority and we anticipate a predictable flow of timber sales awarded competitively with full-development and full-stand information. BCTS continues to target major concentrations of 'live' beetles in green attacked trees, but plans harvest operations with a mix of sales targeted at the harvest of known beetle infestations and stands identified at the planning stage as being of high risk for infestation.

## Forest Safety

Fatalities and serious injuries are at an unacceptably high level in the B.C. forest industry. In responding to this critical situation, BCTS subscribes to the Health and Safety Accord of the British Columbia Forest Industry, which states that all fatalities and injuries are preventable.

A safe and healthy workplace is integral to the success of the organization and it is strongly committed to the safety of all individuals affected by its operations – employees, contractors, licensees and the public. BCTS advocates and promotes increased safety awareness and a culture of safety in all its operations.

A BCTS safety program is being developed for implementation by early 2007 in order to meet the goal of the Minister of Forests and Range for all

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Since April 2003, we have:

**Sold more than 34 million m<sup>3</sup> of timber**

**Planted more than 100 million trees**

BCTS tenure holders to be registered as SAFE Companies, if working in the program. The BCTS safety program will meet the standards of the SAFE Companies initiative of the BC Forest Safety Council and clarify the roles and responsibilities for everyone working in or for BCTS, or on its worksites.

We use contractors to carry out much of our work across the province. In fulfilling our commitment to forest worker safety, we collaborate with the Employment Standards Branch of the Ministry of Labour and Citizens' Services and WorkSafe BC regarding compliance with safety related legislation.

## Timber Sales Advisory Committee

The Timber Sales Advisory Committee (TSAC) was established in 2004 to provide a structured forum for stakeholders and BCTS representatives to consider issues and topics of interest to BCTS clients and customers. The TSAC provides an opportunity to canvass sector views on operational policies and practices, and business practices of BCTS. Members of the committee provide advice on a range of policy, legislative and operational matters. Information about TSAC is available on the BCTS website.

## Program Participation

Individuals interested in opportunities offered by BCTS and wanting more information can visit a TSO or contact any TSO to arrange an appointment.

New registrants may register only in Category 1 (market logger). A new registrant must:

- be an individual 19 years of age or older, or a corporation registered in British Columbia; and
- have one year logging experience or own a processing facility.

The registration fee is \$250.00 for a two-year period.

Category 2 and 3 registrant pools are frozen. Existing registrants in these categories can renew their registrations, but there is no opportunity for new entry to these categories. Category 3 registrants that become owners or lessees of a timber processing facility and otherwise qualify for registration in Category 2 will be switched automatically to Category 2 upon the registrant notifying the Timber Sales Manager.

## Registrants by Category

Area	Category 1	Category 2	Category 3	Total
Coast	178	43	1	222
North	355	41	0	396
South	375	116	0	491
<b>Total</b>	<b>908</b>	<b>200</b>	<b>1</b>	<b>1109</b>

# Contact Us

[www.for.gov.bc.ca/bcts/](http://www.for.gov.bc.ca/bcts/)

[Forests.BCTimberSalesHQOffice@gov.bc.ca](mailto:Forests.BCTimberSalesHQOffice@gov.bc.ca)

Enquiry BC

Victoria 250 387-6121

Vancouver 604 660-2421

Other Areas 1 800 663-7867



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