



Developing Markets for Scots Pine

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Progress to date

September '06 - Highland Birchwoods asked by FCS to make a funding application for Scots Pine market development

December '06 - NPP Preparatory application accepted

February '07 - 1st ISG Meeting in Finland

March '07 – 2nd ISG Meeting in Sweden

June '07 – 3rd ISG Meeting in Scotland

June '07 – Draft bid submitted

October '07 – *Deadline for full bid*

January 1st '08 – *Project start date*

The partnership

Scotland:

Highland Birchwoods

Forest Research

UHI



Finland:

METLA

NKUAS



METLA

Sweden:

Skogsstyrelsen



SLU



Norway:

Skog Og Landskap



Key Issues identified

- Poor understanding of the properties of Scots Pine
- Trading mechanisms that undervalue quality timber
- Mismatching of timber to end uses
- Inaccurate pre-harvest assessment of log assortments
- The need for cost effective timber quality assessments
- The need to improve long term timber quality
- The need to add value to small dimension timber
- Potential opportunities in construction markets
- Poor links between growers, processors and end users
- Bluestain

Aims and objectives

Aim:

To improve the functioning of markets for Scots Pine for growers, processors and end users

Objectives:

- Better matching of resources to end uses
- Improved competitiveness of rural SMEs
- Improved timber quality
- Better long term planning

Project Activities

Baseline surveys:

- To identify current timber product markets and their timber volume and quality requirements
- To assess the current Scots Pine component
- To understand the impact of regulation
- To understand the strengths and weaknesses of current roundwood pricing and trading mechanisms

Project Activities

Establishment of producer groups:

- Drawn from key respondents identified in the survey work
- Encompassing all aspects of supply chain
- Working on regional and national scales
- Helping to steer the project

Project Activities

Matching resources to end uses – existing and new products:

- Review of existing work on the technical properties of Scots Pine and regional variations in it
- Development of marketing information based on findings on the above
- Identification of opportunities within existing timber product markets in liaison with producer groups
- Innovation workshops to develop new product concepts based on small dimension timber

Project Activities

Matching resources to end uses - construction:

- Study into options for developing small scale glulam beam production and markets
- Study tour to Austria to look at cross laminated panels
- Use of Scots Pine in post and beam construction
- Scots Pine cladding
- Demonstration building at Highland Housing Fair
- “Design with Pine” architectural competition

Project Activities

Strengthening SMEs:

- Study tour to Sweden to look at collaboration
- Scottish workshops to encourage collaboration
- Development of cost effective pre-harvest assessment techniques for volume and quality
- Development of supply chain linkages through producer groups
- Bluestain workshop

Project Activities

Promoting timber quality:

- Development and dissemination of alternative roundwood trading mechanisms that value quality
- Dissemination of guidance on the impact of silviculture on timber quality
- Workshops on tree selection for contractors
- Development of DSS for determining timber quality potential of sites

Project Activities

Long term planning:

- Development and piloting of production forecasting methodology that incorporates timber quality
- Workshops for producer groups to begin planning complimentary resource and market development