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amounts, and any other constraints or deadlines associated with the timber sale. Bids can be secured with some form of performance bond to insure that contract obligations are met. Once bids have been received, evaluate the offers as compared to other similar sales. Many consultants have log sales information to make this evaluation. Address questions such as: “How does it compare to the highest prices ever offered?”; “Is the market improving or softening?”; “How does the market look for the major species on my sale?”; “When was the market high for this species

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