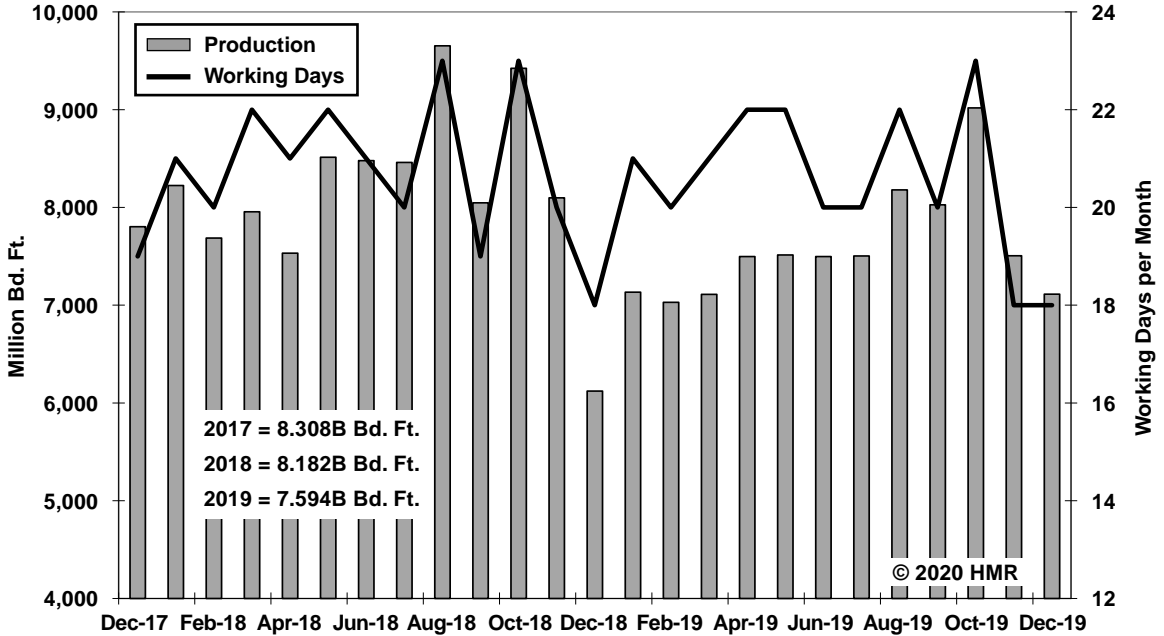


Hardwood Market Report

Lumber News Since 1922

Estimated Annual Rates of Sawmill Production for Eastern US Hardwoods



US Stats

New Home Sales - November

+1.3% over Oct., +16.9% over Nov. 2018
 Inventories -3.3% from Nov. 2018
 Median price +7.2% compared to Nov. 2018

Existing Home Sales - November

-1.7% from Oct., +2.7% over Nov. 2018
 Inventories -5.7% from Nov. 2018
 Median price +5.4% compared to Nov. 2018

Advance Durable Goods - November

New orders -2.0% from Oct. to \$242.6B
 Shipments +0.1% over Oct. to \$251.6B
 Inventories +0.4% over Oct. to \$434.0B

World Watch

Canada

Oct. GDP +1.2% over Oct. 2018
 Oct. investment in construction -0.5% from Sept.
 Q3 capacity utilization -1.7% from Q3 2018
 Q3 labor productivity +0.2% over Q2 2019

Germany

Q3 GDP +1.0% over Q3 2018
 Oct. exports +2.1% over Oct. 2018

China - January through November

Investment in real estate +10.2% y-o-y
 Industrial corporate profits -2.1% y-o-y
 Industrial production +5.6% y-o-y



780 Ridge Lake Blvd., Ste 102
 Memphis, TN 38120-9426
 Website: www.hmr.com
 Phone: 901-767-9126
 Fax: 901-767-7534

JUDD S. JOHNSON
Editor
judd@hmr.com

DAVID CALDWELL
Assistant Editor
david@hmr.com

ANDY JOHNSON
Assistant Editor
andy@hmr.com

For advertising email: stephanie@hmr.com or jana@hmr.com
 For subscriptions email: jana@hmr.com

ASH					PECAN & HICKORY					
FAS	1F	#1C	#2A		FAS	#1C	#2A	#2B		
4/4	890	880	510	350	4/4	800	535	390	280	
5/4	1020	1010	590	395	5/4	840	600	440	280	
6/4	1095	1085	680	425	6/4	875	650	455	280	
8/4	1170	1160	735	455	8/4	905	675	485	280	
BEECH					POPLAR					
FAS	#1C	#2A	#3A		FAS	1F	#1C	#2A	#2B	
4/4	460	415	310	215	4/4	805	795	415	370	290
5/4	470	425	325	230	5/4	860	850	475	390	290
6/4	520	460	345	240	6/4	875	865	490	410	290
					8/4	885	875	500	420	295
COTTONWOOD					SYCAMORE					
FAS	#1C	#2A	#2B		FAS	#1C	#2A			
4/4	780	575	260	215	5/8	455	435	360		
5/4	770	565	280	230	4/4	460	440	360		
					5/4	465	445	360		
					6/4	495	475	370		
					8/4	535	515	395		
SAP GUM					WILLOW					
FAS	#1C	#2A	#2B		FAS	#1C	#2A	#2B		
4/4	415	390	315	255	4/4	550	340	215	190	
5/4	435	410	330	265	5/4	560	350	225	200	
6/4	485	460	350	270	6/4	580	360	225	200	
8/4	525	500	370	275	8/4	590	365	225	200	
HACKBERRY					MIXED SOFT HARDWOODS					
FAS	#1C	#2A			FAS	#1C	#2A	#2B		
4/4	530	480	295		4/4	375	350	295	255	
5/4	555	505	320		5/4	410	385	320	275	
6/4	595	545	340		6/4	475	450	340	280	
8/4	640	590	350		8/4	515	490	360	285	
SOFT MAPLE - WHAD					FRAMESTOCK - AIR DRIED					
FAS	#1C	#2A			4/4 OAK S2S		(335-510)			
4/4	890	570	330		4/4 MIXED S2S		(375-520)			
5/4	915	680	390							
SOFT MAPLE - WHND					CANTS - GREEN					
FAS	#1C	#2B				460	(415-530)			
4/4	470	425	270							
5/4	485	440	280							
6/4	535	490	335							
8/4	550	505	335							
RED OAK					TIES - 7x9 - GREEN					
FAS	1F	#1C	#2A	#3A	SOUTHERN - WEST - 9'					
4/4	650	640	510	490	CROSSTIES	(31.50-37.00)			Per Pc.	
5/4	775	765	570	515	SOUTHERN - EAST - 8½'					
6/4	920	910	655	555	CROSSTIES	(31.50-37.00)			Per Pc.	
8/4	965	955	675	---						
FAS&1F ALONE					BOARD ROAD - GREEN					
4/4 ADD \$0						570	(510-640)			
5/4 ADD \$0										
6/4 & 8/4 ADD \$0										
WHITE OAK					F. O. B. MILLS - SOUTHERN AREA					
FAS	1F	#1C	#2A	#3A	Estimate of FOB Southern mill point average market prices for well manufactured Southern hardwoods in truckload and greater quantities. Stocks are random widths and lengths, green, rough, and graded in accordance with NHLA rules. Prices in US dollars per M'.					
4/4	1630	1620	705	530	Prices published in Hardwood Market Report are presented only as a guide. See statement on back page.					
5/4	1760	1750	790	550	© 2020 Hardwood Market Report					
6/4	1940	1930	915	590						
8/4	2015	2005	955	---						
FAS&1F ALONE										
4/4 & 5/4 ADD \$0										
6/4 & 8/4 ADD \$0										

Prices in this matrix are for kiln dried lumber **measured before kiln drying**. The first figure listed for each grade and thickness is the predominant index price; figures in parentheses are the prevailing range of index prices. Bold figures indicate change. Prices published in **Hardwood Market Report** are presented only as a guide. See statement on back page. © 2020 *Hardwood Market Report*

		FAS		#1 Common		#2A Common	
ASH	4/4	1325	(1280-1390)	755 [-10]	(700-800)	565 [-15]	(510-620)
	8/4	1740	(1695-1810)	1235	(1210-1310)	830	(785-890)
COTTONWOOD	4/4	955	(895-1005)	705	(650-775)	- - -	- - - - -
RED OAK	4/4	900	(790-965)	705	(660-775)	590	(545-640)
	5/4	1295	(1235-1360)	890	(815-960)	685	(635-765)
WHITE OAK	4/4	2065	(1965-2160)	950 [-20]	(880-1020)	775 [-15]	(715-845)
	5/4	2335	(2285-2405)	1200	(1150-1265)	930 [-15]	(880-1000)
POPLAR	4/4	1005	(940- 1060)	590	(530-645)	480	(425-555)
	5/4	1090	(1045-1165)	675	(620-740)	525	(480-580)
	6/4	1135	(1095-1190)	750	(705-800)	- - -	- - - - -
	8/4	1155	(1110-1225)	780 [-10]	(730-835)	- - -	- - - - -

Prices in this matrix are for kiln dried lumber **measured after kiln drying ("net tally")**. The first figure listed for each grade and thickness is the predominant index price; figures in parentheses are the prevailing range of index prices. Bold figures indicate change. Prices published in **Hardwood Market Report** are presented only as a guide. See statement on back page. © 2020 *Hardwood Market Report*

		FAS (Net)		#1 Common (Net)		#2A Common (Net)	
ASH	4/4	1425	(1375-1495)	810 [-15]	(755-860)	610 [-15]	(550-665)
	8/4	1870	(1820-1945)	1330	(1300-1410)	895	(845-955)
COTTONWOOD	4/4	1025	(960-1080)	760	(700-830)	- - -	- - - - -
RED OAK	4/4	970	(850-1040)	760	(710-835)	635	(585-690)
	5/4	1395	(1330-1465)	955	(875-1030)	735	(685-825)
WHITE OAK	4/4	2215	(2110-2320)	1025 [-20]	(950-1100)	835 [-15]	(770-910)
	5/4	2510	(2455-2580)	1290	(1235-1360)	1000 [-15]	(945-1075)
POPLAR	4/4	1080	(1010- 1140)	635	(570-695)	515	(455-595)
	5/4	1175	(1125-1255)	725	(665-795)	565	(515-625)
	6/4	1220	(1180-1280)	805	(755-860)	- - -	- - - - -
	8/4	1240	(1195-1315)	840 [-10]	(785-900)	- - -	- - - - -

APPALACHIAN HARDWOODS

1/10/20

ASH <table border="1"> <thead> <tr> <th></th> <th>FAS</th> <th>1F</th> <th>#1C</th> <th>#2A</th> </tr> </thead> <tbody> <tr> <td>4/4</td> <td>800</td> <td>790</td> <td>440</td> <td>315</td> </tr> <tr> <td>5/4</td> <td>900</td> <td>890</td> <td>530</td> <td>330</td> </tr> <tr> <td>6/4</td> <td>1050</td> <td>1040</td> <td>615</td> <td>370</td> </tr> <tr> <td>8/4</td> <td>1100</td> <td>1090</td> <td>690</td> <td>425</td> </tr> </tbody> </table>		FAS	1F	#1C	#2A	4/4	800	790	440	315	5/4	900	890	530	330	6/4	1050	1040	615	370	8/4	1100	1090	690	425	HARD MAPLE - #1&2 WHITE <table border="1"> <thead> <tr> <th></th> <th>FAS</th> <th>1F</th> <th>#1C</th> <th>#2A</th> </tr> </thead> <tbody> <tr> <td>4/4</td> <td>1230</td> <td>1220</td> <td>925</td> <td>620</td> </tr> <tr> <td>5/4</td> <td>1440</td> <td>1430</td> <td>975</td> <td>---</td> </tr> <tr> <td>6/4</td> <td>1500</td> <td>1490</td> <td>1035</td> <td>---</td> </tr> <tr> <td>8/4</td> <td>1585</td> <td>1575</td> <td>1055</td> <td>---</td> </tr> </tbody> </table>		FAS	1F	#1C	#2A	4/4	1230	1220	925	620	5/4	1440	1430	975	---	6/4	1500	1490	1035	---	8/4	1585	1575	1055	---																
	FAS	1F	#1C	#2A																																																															
4/4	800	790	440	315																																																															
5/4	900	890	530	330																																																															
6/4	1050	1040	615	370																																																															
8/4	1100	1090	690	425																																																															
	FAS	1F	#1C	#2A																																																															
4/4	1230	1220	925	620																																																															
5/4	1440	1430	975	---																																																															
6/4	1500	1490	1035	---																																																															
8/4	1585	1575	1055	---																																																															
BASSWOOD <table border="1"> <thead> <tr> <th></th> <th>FAS</th> <th>1F</th> <th>#1C</th> <th>#2A</th> <th>#2B</th> </tr> </thead> <tbody> <tr> <td>4/4</td> <td>675</td> <td>665</td> <td>350</td> <td>205</td> <td>180</td> </tr> <tr> <td>5/4</td> <td>740</td> <td>730</td> <td>400</td> <td>220</td> <td>185</td> </tr> <tr> <td>6/4</td> <td>810</td> <td>800</td> <td>460</td> <td>225</td> <td>195</td> </tr> <tr> <td>8/4</td> <td>860</td> <td>850</td> <td>500</td> <td>240</td> <td>205</td> </tr> <tr> <td>9/4</td> <td>885</td> <td>875</td> <td>540</td> <td>245</td> <td>220</td> </tr> </tbody> </table>		FAS	1F	#1C	#2A	#2B	4/4	675	665	350	205	180	5/4	740	730	400	220	185	6/4	810	800	460	225	195	8/4	860	850	500	240	205	9/4	885	875	540	245	220	HARD MAPLE - UNSELECTED <table border="1"> <thead> <tr> <th></th> <th>FAS</th> <th>1F</th> <th>#1C</th> <th>#2A</th> <th>#3A</th> </tr> </thead> <tbody> <tr> <td>4/4</td> <td>1150</td> <td>1140</td> <td>885</td> <td>580</td> <td>380</td> </tr> <tr> <td>5/4</td> <td>1255</td> <td>1245</td> <td>925</td> <td>595</td> <td>420</td> </tr> <tr> <td>6/4</td> <td>1330</td> <td>1320</td> <td>950</td> <td>600</td> <td>465</td> </tr> <tr> <td>8/4</td> <td>1385</td> <td>1375</td> <td>975</td> <td>625</td> <td>480</td> </tr> </tbody> </table> <p>FAS&1F ALONE ADD \$0</p>		FAS	1F	#1C	#2A	#3A	4/4	1150	1140	885	580	380	5/4	1255	1245	925	595	420	6/4	1330	1320	950	600	465	8/4	1385	1375	975	625	480
	FAS	1F	#1C	#2A	#2B																																																														
4/4	675	665	350	205	180																																																														
5/4	740	730	400	220	185																																																														
6/4	810	800	460	225	195																																																														
8/4	860	850	500	240	205																																																														
9/4	885	875	540	245	220																																																														
	FAS	1F	#1C	#2A	#3A																																																														
4/4	1150	1140	885	580	380																																																														
5/4	1255	1245	925	595	420																																																														
6/4	1330	1320	950	600	465																																																														
8/4	1385	1375	975	625	480																																																														
BEECH <table border="1"> <thead> <tr> <th></th> <th>FAS</th> <th>1F</th> <th>#1C</th> <th>#2A</th> <th>#3A</th> </tr> </thead> <tbody> <tr> <td>4/4</td> <td>610</td> <td>600</td> <td>465</td> <td>320</td> <td>260</td> </tr> <tr> <td>5/4</td> <td>625</td> <td>615</td> <td>485</td> <td>340</td> <td>265</td> </tr> <tr> <td>6/4</td> <td>640</td> <td>630</td> <td>550</td> <td>355</td> <td>275</td> </tr> <tr> <td>8/4</td> <td>655</td> <td>645</td> <td>565</td> <td>360</td> <td>290</td> </tr> </tbody> </table>		FAS	1F	#1C	#2A	#3A	4/4	610	600	465	320	260	5/4	625	615	485	340	265	6/4	640	630	550	355	275	8/4	655	645	565	360	290	SOFT MAPLE - SAP&BTR <table border="1"> <thead> <tr> <th></th> <th>FAS</th> <th>1F</th> <th>#1C</th> <th>#2A</th> </tr> </thead> <tbody> <tr> <td>4/4</td> <td>1350</td> <td>1340</td> <td>875</td> <td>475</td> </tr> <tr> <td>5/4</td> <td>1350</td> <td>1340</td> <td>880</td> <td>500</td> </tr> <tr> <td>6/4</td> <td>1365</td> <td>1355</td> <td>920</td> <td>525</td> </tr> <tr> <td>8/4</td> <td>1425</td> <td>1415</td> <td>955</td> <td>565</td> </tr> </tbody> </table>		FAS	1F	#1C	#2A	4/4	1350	1340	875	475	5/4	1350	1340	880	500	6/4	1365	1355	920	525	8/4	1425	1415	955	565											
	FAS	1F	#1C	#2A	#3A																																																														
4/4	610	600	465	320	260																																																														
5/4	625	615	485	340	265																																																														
6/4	640	630	550	355	275																																																														
8/4	655	645	565	360	290																																																														
	FAS	1F	#1C	#2A																																																															
4/4	1350	1340	875	475																																																															
5/4	1350	1340	880	500																																																															
6/4	1365	1355	920	525																																																															
8/4	1425	1415	955	565																																																															
BIRCH <table border="1"> <thead> <tr> <th></th> <th>FAS</th> <th>1F</th> <th>#1C</th> <th>#2A</th> </tr> </thead> <tbody> <tr> <td>4/4</td> <td>915</td> <td>905</td> <td>580</td> <td>350</td> </tr> <tr> <td>5/4</td> <td>960</td> <td>950</td> <td>630</td> <td>395</td> </tr> <tr> <td>6/4</td> <td>965</td> <td>955</td> <td>650</td> <td>415</td> </tr> <tr> <td>8/4</td> <td>990</td> <td>980</td> <td>675</td> <td>430</td> </tr> </tbody> </table> <p>FAS&1F ALONE ADD \$85</p>		FAS	1F	#1C	#2A	4/4	915	905	580	350	5/4	960	950	630	395	6/4	965	955	650	415	8/4	990	980	675	430	SOFT MAPLE - UNSELECTED <table border="1"> <thead> <tr> <th></th> <th>FAS</th> <th>1F</th> <th>#1C</th> <th>#2A</th> </tr> </thead> <tbody> <tr> <td>4/4</td> <td>1205</td> <td>1195</td> <td>815</td> <td>440</td> </tr> <tr> <td>5/4</td> <td>1225</td> <td>1215</td> <td>835</td> <td>460</td> </tr> <tr> <td>6/4</td> <td>1245</td> <td>1235</td> <td>845</td> <td>470</td> </tr> <tr> <td>8/4</td> <td>1275</td> <td>1265</td> <td>880</td> <td>510</td> </tr> </tbody> </table> <p>FAS&1F ALONE ADD \$0</p>		FAS	1F	#1C	#2A	4/4	1205	1195	815	440	5/4	1225	1215	835	460	6/4	1245	1235	845	470	8/4	1275	1265	880	510																
	FAS	1F	#1C	#2A																																																															
4/4	915	905	580	350																																																															
5/4	960	950	630	395																																																															
6/4	965	955	650	415																																																															
8/4	990	980	675	430																																																															
	FAS	1F	#1C	#2A																																																															
4/4	1205	1195	815	440																																																															
5/4	1225	1215	835	460																																																															
6/4	1245	1235	845	470																																																															
8/4	1275	1265	880	510																																																															
CHERRY <table border="1"> <thead> <tr> <th></th> <th>FAS</th> <th>1F</th> <th>#1C</th> <th>#2A</th> <th>#3A</th> </tr> </thead> <tbody> <tr> <td>4/4</td> <td>1030</td> <td>1020</td> <td>515</td> <td>310</td> <td>270</td> </tr> <tr> <td>5/4</td> <td>1120</td> <td>1110</td> <td>570</td> <td>310</td> <td>280</td> </tr> <tr> <td>6/4</td> <td>1150</td> <td>1140</td> <td>615</td> <td>330</td> <td>300</td> </tr> <tr> <td>8/4</td> <td>1175</td> <td>1165</td> <td>635</td> <td>370</td> <td>320</td> </tr> </tbody> </table>		FAS	1F	#1C	#2A	#3A	4/4	1030	1020	515	310	270	5/4	1120	1110	570	310	280	6/4	1150	1140	615	330	300	8/4	1175	1165	635	370	320	RED OAK <table border="1"> <thead> <tr> <th></th> <th>FAS</th> <th>1F</th> <th>#1C</th> <th>#2A</th> <th>#3A</th> </tr> </thead> <tbody> <tr> <td>4/4</td> <td>675</td> <td>665</td> <td>510</td> <td>475</td> <td>410</td> </tr> <tr> <td>5/4</td> <td>765</td> <td>755</td> <td>525</td> <td>505</td> <td>435</td> </tr> <tr> <td>6/4</td> <td>815</td> <td>805</td> <td>575</td> <td>515</td> <td>450</td> </tr> <tr> <td>8/4</td> <td>865</td> <td>855</td> <td>600</td> <td>530</td> <td>470</td> </tr> </tbody> </table> <p>FAS&1F ALONE #2A ALONE 4/4 ADD \$0 4/4 \$475 5/4 ADD \$0 6/4 & 8/4 ADD \$0</p>		FAS	1F	#1C	#2A	#3A	4/4	675	665	510	475	410	5/4	765	755	525	505	435	6/4	815	805	575	515	450	8/4	865	855	600	530	470						
	FAS	1F	#1C	#2A	#3A																																																														
4/4	1030	1020	515	310	270																																																														
5/4	1120	1110	570	310	280																																																														
6/4	1150	1140	615	330	300																																																														
8/4	1175	1165	635	370	320																																																														
	FAS	1F	#1C	#2A	#3A																																																														
4/4	675	665	510	475	410																																																														
5/4	765	755	525	505	435																																																														
6/4	815	805	575	515	450																																																														
8/4	865	855	600	530	470																																																														
CHERRY - NORTH CENTRAL <table border="1"> <thead> <tr> <th></th> <th>FAS</th> <th>1F</th> <th>#1C</th> <th>#2A</th> <th>#3A</th> </tr> </thead> <tbody> <tr> <td>4/4</td> <td>1060</td> <td>1050</td> <td>525</td> <td>320</td> <td>300</td> </tr> <tr> <td>5/4</td> <td>1155</td> <td>1145</td> <td>595</td> <td>340</td> <td>300</td> </tr> <tr> <td>6/4</td> <td>1185</td> <td>1175</td> <td>645</td> <td>375</td> <td>340</td> </tr> <tr> <td>8/4</td> <td>1230</td> <td>1220</td> <td>685</td> <td>390</td> <td>345</td> </tr> </tbody> </table>		FAS	1F	#1C	#2A	#3A	4/4	1060	1050	525	320	300	5/4	1155	1145	595	340	300	6/4	1185	1175	645	375	340	8/4	1230	1220	685	390	345	WHITE OAK <table border="1"> <thead> <tr> <th></th> <th>FAS</th> <th>1F</th> <th>#1C</th> <th>#2A</th> <th>#3A</th> </tr> </thead> <tbody> <tr> <td>4/4</td> <td>1650</td> <td>1640</td> <td>720</td> <td>520</td> <td>470</td> </tr> <tr> <td>5/4</td> <td>1745</td> <td>1735</td> <td>840</td> <td>525</td> <td>475</td> </tr> <tr> <td>6/4</td> <td>2000</td> <td>1990</td> <td>970</td> <td>610</td> <td>550</td> </tr> <tr> <td>8/4</td> <td>2190</td> <td>2180</td> <td>1000</td> <td>---</td> <td>---</td> </tr> </tbody> </table> <p>FAS&1F ALONE 4/4 ADD \$0 5/4 ADD \$0 6/4 ADD \$0 8/4 ADD \$0</p>		FAS	1F	#1C	#2A	#3A	4/4	1650	1640	720	520	470	5/4	1745	1735	840	525	475	6/4	2000	1990	970	610	550	8/4	2190	2180	1000	---	---						
	FAS	1F	#1C	#2A	#3A																																																														
4/4	1060	1050	525	320	300																																																														
5/4	1155	1145	595	340	300																																																														
6/4	1185	1175	645	375	340																																																														
8/4	1230	1220	685	390	345																																																														
	FAS	1F	#1C	#2A	#3A																																																														
4/4	1650	1640	720	520	470																																																														
5/4	1745	1735	840	525	475																																																														
6/4	2000	1990	970	610	550																																																														
8/4	2190	2180	1000	---	---																																																														
HICKORY <table border="1"> <thead> <tr> <th></th> <th>FAS</th> <th>1F</th> <th>#1C</th> <th>#2A</th> <th>#2B</th> </tr> </thead> <tbody> <tr> <td>4/4</td> <td>800</td> <td>790</td> <td>500</td> <td>400</td> <td>335</td> </tr> <tr> <td>5/4</td> <td>940</td> <td>930</td> <td>590</td> <td>425</td> <td>335</td> </tr> <tr> <td>6/4</td> <td>980</td> <td>970</td> <td>665</td> <td>440</td> <td>335</td> </tr> <tr> <td>8/4</td> <td>1020</td> <td>1010</td> <td>690</td> <td>470</td> <td>335</td> </tr> </tbody> </table>		FAS	1F	#1C	#2A	#2B	4/4	800	790	500	400	335	5/4	940	930	590	425	335	6/4	980	970	665	440	335	8/4	1020	1010	690	470	335																																					
	FAS	1F	#1C	#2A	#2B																																																														
4/4	800	790	500	400	335																																																														
5/4	940	930	590	425	335																																																														
6/4	980	970	665	440	335																																																														
8/4	1020	1010	690	470	335																																																														

F. O. B. MILLS – APPALACHIAN AREA

Estimate of FOB Appalachian mill point average market prices for well manufactured Appalachian hardwoods in truckload and greater quantities. Stocks are random widths and lengths, green, rough, and graded in accordance with NHLA rules. Prices in US dollars per M'. Prices published in **Hardwood Market Report** are presented only as a guide. See statement on back page.

© 2020 Hardwood Market Report

WHITE OAK - WHND						FRAMESTOCK - AIR DRIED	
	FAS	1F	#1C	SW			
4/4	935	925	695	470	4/4 OAK S2S	(350-480)	
5/4	965	955	745	500	4/4 MIXED S2S	(360-490)	
POPLAR						CANTS - GREEN	
	FAS	1F	#1C	#2A	#2B		
4/4	775 -	765 -	380 -	315 -	270 -	440	(380-480)
5/4	805 -	795 -	405 -	340 -	285 -		
6/4	820 -	810 -	440 -	345 -	285 -		
8/4	825 -	815 -	455 -	350 -	290 -		
10/4	855 -	845 -	480 -	385 -	315 -		
12/4	895 -	885 -	500 -	400 -	325 -		
16/4	935 -	925 -	530 -	415 -	330 -		
WALNUT						TIES - 7x9 - GREEN	
	FAS	1F	#1C	#2A			
4/4	2175	2075	1175	465	SOUTHERN APPALACHIAN - 8½'		
5/4	2395	2295	1275	500	CROSSTIES (30.50-36.00)	Per Pc.	
6/4	2625	2525	1450	510	NORTHERN APPALACHIAN - 8½'		
8/4	2765	2665	1575	530	CROSSTIES (30.25-34.75)	Per Pc.	
					BOARD ROAD - GREEN		
					575	(525-625)	

© 2020 Hardwood Market Report

Comments

Market conditions for hardwood producers and resellers are much the same as before the Christmas and New Year holidays. The second half of December brought a more pronounced decline in sawmill production than is typical even for December. Wet weather during that period and since has prevented mills in many areas from increasing log inventories. Yet, concentration yards, distribution yards, and end users are well supplied with lumber. Many are buying on a replacement basis and turning away additional offerings. One of the few new developments in recent weeks is a slight uptick in Chinese demand for Red Oak. So far, this has not significantly impacted overall business. In fact, many exporters have seen no improvement.

ASH: Chinese demand for this species contracted sharply last year and shows no signs of recovery to this point. Increased exports to several smaller international markets, such as Vietnam and Estonia, are being offset by decreases elsewhere. Overseas interest is holding up better for Fas than for #1C and #2A, most of which had been going to China. Kiln dried Ash business is also slow domestically. Usage is relatively low in the furniture, residential flooring, truck trailer flooring, and moulding/millwork sectors; demand from the RV industry remains weak. Green and kiln dried prices retreated over time but have been more stable of late. That said, the green 4/4 and 5/4 Fas&1f listings warrant reductions this week (-\$15), as do the kiln dried 6/4 Fas figures.

CHERRY: Fashion is still dictating business for this species. North American consumer interest in interior fixtures and furnishings with red color has been very low for an extended period of time. That is also true for Europe. As such, Cherry demand is depressed in both regions. Moreover, the once robust Chinese market for Cherry remains in a slump. Generating orders for this species is difficult. Contacts often identify 4/4 #1C and 4/4 #2A as the most difficult items to sell, although none are selling easily. Prices in observed business necessitate reductions to the green listings for 6/4 Fas&1f (-\$10) and 8/4 Fas&1f (-\$20) in both producing areas. All the other green and kiln dried figures stay intact.

HICKORY: Now that cooler weather has reduced the risk of stain damage, selective solid wood residential flooring plants are placing orders for additional green Hickory to replenish inventories. However, many other flooring plants have ample supplies and are controlling purchases accordingly. Demand for green Hickory is limited from concentration yards; many are experiencing steady kiln dried business in the US but ongoing weakness with exports. Reported prices are consistent with the published numbers for all items except kiln dried 4/4 #1C; the listings and ranges are lowered accordingly.

HARD MAPLE: This species is gradually gaining mo-

(Continued on Page 7)

Prices in this matrix are for kiln dried lumber **measured before kiln drying**. The first figure listed for each grade and thickness is the predominant index price; figures in parentheses are the prevailing range of index prices. Bold figures indicate change. Prices published in **Hardwood Market Report** are presented only as a guide. See statement on back page. © 2020 *Hardwood Market Report*

		FAS		#1 Common		#2A Common	
ASH	4/4	1285	(1210-1350)	780	(725-830)	580	(535-630)
	5/4	1390	(1275-1460)	945	(875-990)	745	(680-770)
	6/4	1485 [-25]	(1370-1555)	1180	(1095-1265)	900	(835-975)
	8/4	1625	(1545-1730)	1300	(1240-1380)	1025	(930-1080)
BASSWOOD	4/4	1100	(1035-1130)	675	(635-750)	425	(400-475)
	5/4	1180	(1115-1240)	715	(680-775)	- - -	- - - - -
	9/4	1295	(1240-1345)	885	(840-935)	- - -	- - - - -
CHERRY	4/4	1390	(1300-1465)	845	(800-930)	520	(445-575)
	5/4	1515	(1405-1590)	1000	(955-1070)	610	(540-655)
	6/4	1570	(1460-1645)	1210	(1160-1300)	- - -	- - - - -
	8/4	1625	(1510-1720)	1280	(1230-1370)	- - -	- - - - -
CHERRY <i>North Central</i>	4/4	1415	(1300-1490)	885	(835-955)	525	(465-585)
	5/4	1565	(1450-1660)	1045	(975-1115)	615	(560-670)
	6/4	1625	(1510-1720)	1255	(1185-1325)	- - -	- - - - -
	8/4	1670	(1560-1765)	1325	(1255-1395)	- - -	- - - - -
HICKORY	4/4	1325	(1230-1415)	930 [-15]	(835-975)	800	(705-845)
HARD MAPLE <i>#1&2 White</i>	4/4	1550	(1485-1625)	1125	(1070-1190)	835	(765-905)
	5/4	1790	(1675-1860)	1205	(1130-1275)	895	(835-955)
	6/4	1995	(1930-2115)	1350	(1280-1420)	- - -	- - - - -
	8/4	2100	(2020-2205)	1370	(1300-1440)	- - -	- - - - -
HARD MAPLE <i>Unselected</i>	4/4	1475	(1415-1565)	1050	(1005-1120)	700	(650-765)
	5/4	1720	(1650-1780)	1145	(1095-1215)	800	(760-855)
	6/4	1880	(1790-1955)	1230	(1175-1305)	- - -	- - - - -
	8/4	1975	(1905-2065)	1295	(1225-1360)	- - -	- - - - -
SOFT MAPLE <i>Sap&Btr</i>	4/4	1740	(1630-1815)	1210	(1140-1280)	815	(770-860)
	5/4	1835	(1725-1910)	1210	(1115-1255)	815	(770-860)
	6/4	1945	(1840-2025)	1260	(1185-1325)	895	(845-940)
	8/4	1980	(1860-2050)	1390	(1325-1465)	920	(875-965)
SOFT MAPLE <i>Unselected</i>	4/4	1530	(1475-1625)	1070	(1025-1125)	700	(640-755)
	5/4	1710	(1650-1810)	1115	(1060-1180)	715	(665-760)
	6/4	1835	(1770-1940)	1210	(1155-1275)	800	(745-840)
	8/4	1880	(1800-1980)	1310	(1235-1355)	830	(765-885)
RED OAK	4/4	1045	(930-1115)	800	(720-860)	635	(580-700)
	5/4	1255	(1140-1345)	905	(835-975)	745	(695-790)
	6/4	1475	(1395-1580)	1210	(1115-1255)	1000	(930-1060)
	8/4	1595	(1475-1665)	1275	(1185-1345)	1015	(955-1075)

Prices in this matrix are for kiln dried lumber **measured before kiln drying**. The first figure listed for each grade and thickness is the predominant index price; figures in parentheses are the prevailing range of index prices. Bold figures indicate change. Prices published in **Hardwood Market Report** are presented only as a guide. See statement on back page. © 2020 *Hardwood Market Report*

		FAS		#1 Common		#2A Common	
WHITE OAK	4/4	2115	(1975-2210)	1070	(1000-1185)	825	(775-885)
	5/4	2460	(2325-2555)	1280	(1190-1375)	1045	(975-1095)
	6/4	2835	(2695-2925)	1765	(1670-1880)	1325	(1230-1370)
	8/4	3555	(3390-3720)	1860	(1765-1950)	1455	(1370-1535)
POPLAR	4/4	1055	(990-1120)	660	(605-700)	500	(455-540)
	5/4	1115	(1045-1185)	690 [-10]	(655-750)	560 [-10]	(505-590)
	6/4	1135	(1070-1210)	735 [-10]	(695-790)	605	(560-640)
	8/4	1155	(1085-1220)	805	(760-850)	640	(585-680)
WALNUT	4/4	3320	(3090-3460)	1905	(1800-2020)	1085	(990-1155)
	5/4	3520	(3355-3675)	2430	(2275-2555)	1285	(1210-1395)
	6/4	3670	(3535-3815)	2765	(2625-2900)	1510	(1425-1610)
	8/4	3855	(3670-4040)	2945	(2790-3045)	1695	(1580-1815)

APPALACHIAN COMMENTS (Cont'd from Page 5)

mentum in the marketplace, particularly in the cabinet sector. Several cabinet and cabinet component manufacturers are now in the process of converting selected product lines from Soft Maple over to Hard Maple. This renewed interest is helping to stabilize green and kiln dried 4/4 #1C&Btr prices, which had been slipping in both color classifications. While the cabinet industry consumes a fair amount of 4/4 #2A, prices remain soft largely because demand is flat from residential flooring plants. No changes are warranted to the green or kiln dried Hard Maple figures in this issue.

SOFT MAPLE: Soft Maple is selling at a good pace despite increased Hard Maple substitution by end users. The cabinet industry is the largest market for Soft Maple, and 4/4 is drawing far more interest than other thicknesses of this species. Regardless, supply and demand for most items are now relatively balanced, which is mitigating upward price pressure. Reported green and kiln dried prices are clustered around the listings or otherwise contained within the ranges.

#2A&3A OAK: Residential solid wood flooring manufacturers in the Appalachian region entered 2020 with ample lumber inventories and are facing flat to declining finished goods prices. Truck trailer flooring factories are similarly situated with lumber and report thinning order files for manufactured goods. Companies in both sectors

are working to reduce raw material costs. Prices show further erosion in given transactions, though not enough to alter the #2A&3A Red or White Oak listings.

RED OAK: Chinese purchases of Red Oak are somewhat better now than a month ago but can hardly be described as good. Exporters indicate certain Chinese distributors and end users are replenishing very low inventories, while many others remain on the sidelines. Likewise, some are agreeing to small price increases, but many are not. Demand for kiln dried Red Oak is flat from domestic yards and end users, including flooring plants. However, green 4/4 #1C&Btr supplies are reportedly strained in the region's northern tier due to low log supplies, a fair amount of 5/4 production, and sustained efforts to avoid Red Oak production to the extent possible. This, along with the modest uptick in Chinese business, has led some concentration yards to raise green 4/4 #1C&Btr purchase prices. Reported green and kiln dried 4/4 through 8/4 #3A&Btr prices include a mix of both upward and downward movement, but the published figures hold steady for now.

WHITE OAK: Broadly speaking, this species is outperforming most others in export markets. Steady shipments to multiple foreign destinations are sustaining demand for kiln dried Fas and, in turn, for green Fas&1f, as well. Also, buyers in Vietnam and other

(Continued on Page 9)

Prices in this matrix are for kiln dried lumber **measured after kiln drying ("net tally")**. The first figure listed for each grade and thickness is the predominant index price; figures in parentheses are the prevailing range of index prices. Bold figures indicate change. Prices published in **Hardwood Market Report** are presented only as a guide. See statement on back page. © 2020 *Hardwood Market Report*

		<u>FAS (Net)</u>		<u>#1 Common (Net)</u>		<u>#2A Common (Net)</u>	
ASH	4/4	1380	(1300-1450)	840	(780-890)	625	(575-675)
	5/4	1495	(1370-1570)	1015	(940-1065)	800	(730-830)
	6/4	1600 [-25]	(1475-1675)	1270	(1180-1360)	970	(900-1050)
	8/4	1750	(1660-1860)	1400	(1335-1485)	1100	(1000-1160)
BASSWOOD	4/4	1185	(1115-1215)	725	(685-805)	455	(430-510)
	5/4	1265	(1200-1335)	770	(730-830)	- - -	- - - - -
	9/4	1390	(1330-1445)	950	(905-1005)	- - -	- - - - -
CHERRY	4/4	1495	(1400-1575)	910	(860-1000)	560	(480-620)
	5/4	1630	(1510-1710)	1075	(1025-1150)	655	(580-705)
	6/4	1690	(1570-1770)	1300	(1250-1400)	- - -	- - - - -
	8/4	1750	(1625-1850)	1375	(1325-1475)	- - -	- - - - -
CHERRY <i>North Central</i>	4/4	1525	(1400-1600)	950	(900-1025)	565	(500-630)
	5/4	1685	(1560-1785)	1125	(1050-1200)	660	(600-720)
	6/4	1750	(1625-1850)	1350	(1275-1425)	- - -	- - - - -
	8/4	1800	(1675-1900)	1425	(1350-1500)	- - -	- - - - -
HICKORY	4/4	1425	(1325-1525)	1000 [-15]	(900-1050)	860	(760-910)
HARD MAPLE <i>#1&2 White</i>	4/4	1670	(1600-1750)	1210	(1150-1280)	900	(825-975)
	5/4	1925	(1800-2000)	1295	(1215-1370)	960	(900-1025)
	6/4	2150	(2075-2275)	1450	(1375-1525)	- - -	- - - - -
	8/4	2260	(2175-2375)	1475	(1400-1550)	- - -	- - - - -
HARD MAPLE <i>Unselected</i>	4/4	1585	(1525-1685)	1130	(1080-1205)	750	(700-825)
	5/4	1850	(1775-1915)	1230	(1175-1305)	860	(820-920)
	6/4	2025	(1925-2100)	1325	(1265-1405)	- - -	- - - - -
	8/4	2125	(2050-2225)	1395	(1320-1465)	- - -	- - - - -
SOFT MAPLE <i>Sap&Btr</i>	4/4	1870	(1750-1950)	1300	(1225-1375)	875	(825-925)
	5/4	1970	(1850-2050)	1300	(1200-1350)	875	(825-925)
	6/4	2090	(1975-2175)	1355	(1275-1425)	960	(910-1010)
	8/4	2125	(2000-2200)	1495	(1425-1575)	990	(940-1040)
SOFT MAPLE <i>Unselected</i>	4/4	1645	(1585-1745)	1150	(1100-1210)	750	(690-810)
	5/4	1835	(1770-1945)	1200	(1140-1270)	770	(715-815)
	6/4	1970	(1900-2085)	1300	(1240-1370)	860	(800-900)
	8/4	2020	(1935-2125)	1405	(1330-1455)	890	(820-950)
RED OAK	4/4	1125	(1000-1200)	860	(775-925)	680	(625-750)
	5/4	1350	(1225-1445)	975	(900-1050)	800	(745-850)
	6/4	1590	(1500-1700)	1300	(1200-1350)	1075	(1000-1140)
	8/4	1715	(1590-1790)	1375	(1275-1450)	1090	(1025-1155)

Prices in this matrix are for kiln dried lumber **measured after kiln drying ("net tally")**. The first figure listed for each grade and thickness is the predominant index price; figures in parentheses are the prevailing range of index prices. Bold figures indicate change. Prices published in **Hardwood Market Report** are presented only as a guide. See statement on back page. © 2020 *Hardwood Market Report*

		<u>FAS (Net)</u>		<u>#1 Common (Net)</u>		<u>#2A Common (Net)</u>	
WHITE OAK	4/4	2275	(2125-2375)	1150	(1075-1275)	885	(835-950)
	5/4	2650	(2500-2750)	1375	(1280-1480)	1125	(1050-1175)
	6/4	3050	(2900-3150)	1900	(1800-2025)	1425	(1325-1475)
	8/4	3825	(3650-4000)	2000	(1900-2100)	1565	(1475-1650)
POPLAR	4/4	1135	(1065-1205)	710	(650-750)	535	(490-580)
	5/4	1200	(1125-1275)	740 [-15]	(705-805)	600 [-15]	(545-635)
	6/4	1220	(1150-1300)	790 [-10]	(750-850)	650	(600-690)
	8/4	1245	(1165-1315)	865	(815-915)	690	(630-730)
WALNUT	4/4	3575	(3325-3725)	2050	(1940-2175)	1165	(1065-1240)
	5/4	3790	(3610-3950)	2615	(2450-2750)	1385	(1300-1500)
	6/4	3950	(3800-4100)	2975	(2825-3125)	1625	(1535-1735)
	8/4	4150	(3950-4350)	3165	(3000-3275)	1825	(1700-1950)

APPALACHIAN COMMENTS (Cont'd from Page 7)

Southeast Asian countries are showing decent interest in #2A&3A, easing downward pressure on green #2A&3A prices resulting from a moderation in purchasing by domestic flooring plants. The most problematic grade for sellers is #1C, due to its heavy dependence on Chinese business. The green 4/4 #1C listing is reduced \$20 to better align with reported information; all other White Oak figures are unchanged.

POPLAR: Domestic markets for Poplar are saturated with supply, and exports have not rebounded. Sawmills are moving developing green #2B&Btr production but are lowering prices to accomplish this, as reflected in \$10 decreases to all the listings. Kiln dried inventories are elevated despite solid demand in the US. The 5/4 #1C, 5/4 #2A, and 6/4 #1C listings and ranges retreat on lower reported prices. Previous reductions have all other published figures in order.

WALNUT: Reports about Walnut demand are highly mixed. In general, #1C&Btr are selling more readily than #2A, and business is better in North America than overseas. That said, longtime exporters are garnering some new orders from established customers, including Chinese customers. Contacts often attribute slow #2A demand to the trend toward wider widths in flooring, for which #2A does not necessarily yield well. Green and

kiln dried prices observed in the market are also mixed, including some higher numbers than in past weeks. Overall, though, the listings and ranges are consistent with most information.

FRAMESTOCK, CANTS, TIES, & BOARD ROAD:

Upholstered furniture and frame factories are well stocked with raw materials for frames. Consequently, producers of solid hardwood framestock describe business as slow. Lower reported prices take down both ends of the Oak and Mixed Species ranges \$10.

Pallet cant and lumber inventories at pallet plants are somewhat smaller than before the holidays but are more than sufficient to meet current demand. Most operations are purchasing cants on a replacement basis at prices consistent with the listing and range.

Crosstie production is trending up. Most tie yards and treating operations are readily accepting the additional volume, though a few smaller companies are reining in purchases due to capacity constraints. With prices soft for similar quality grade lumber items, some tie buyers are looking to lower prices. At this point, observed prices are still within the respective ranges.

Demand for board road and crane mats is seasonally slower but not bad for this time of year. Prices are little changed from previous reports.

ASH						SOFT MAPLE - SAP&BTR												
	FAS	SEL	#1C	#2A		FAS	SEL	#1C	#2A		FAS	SEL	#1C	#2A	#2B			
4/4	805	795	500	330		4/4	1410	1390	935	535								
5/4	900	890	565	370		5/4	1445	1425	960	545								
6/4	1000	990	660	410		6/4	1515	1495	1000	570								
8/4	1075	1065	720	435		8/4	1575	1555	1040	590								
ASPEN						SOFT MAPLE - UNSELECTED												
	FAS	SEL	#1C	#2A	#2B		FAS	SEL	#1C	#2A	#2B		FAS	SEL	#1C	#2A	#2B	
4/4	740	730	445	280	210	4/4	1235	1215	820	460	285		5/4	1300	1280	845	510	290
						6/4	1365	1345	875	535	300		8/4	1405	1385	940	570	305
						FAS&SEL ALONE ADD \$0												
BASSWOOD						RED OAK												
	FAS	SEL	#1C	#2A	#2B		FAS	SEL	#1C	#2A	#3A		FAS	SEL	#1C	#2A	#3A	
4/4	795	780	420	225	190	4/4	740	720	515	485	395		5/4	885	865	580	505	410
5/4	830	815	440	235	200	6/4	985	965	665	545	440		8/4	1065	1045	745	---	---
6/4	865	850	495	245	210	FAS&SEL ALONE												
8/4	920	905	530	255	215	4/4 & 5/4 ADD \$0 #2A ALONE												
9/4	945	930	590	270	---	6/4 & 8/4 ADD \$0 4/4 \$490												
BEECH						WHITE OAK												
	FAS	SEL	#1C	#2A	#3A		FAS	SEL	#1C	#2A	#3A		FAS	SEL	#1C	#2A	#3A	
4/4	570	550	440	275	235	4/4	1700	1680	885	540	425		5/4	1775	1755	935	550	440
5/4	600	580	480	285	245	6/4	1900	1880	1010	---	---		FAS&SEL ALONE					
6/4	635	615	540	310	275	4/4 ADD	\$0	5/4 ADD	\$0	6/4 ADD	\$0							
8/4	655	635	555	315	275													
FAS&SEL ALONE ADD \$90																		
BIRCH						NORTHERN SOFT GREY ELM												
	FAS	SEL	#1C	#2A	#3A		FAS	SEL	#1C	#2A	#2B		FAS	SEL	#1C	#2A	#3A	
4/4	1080	1060	670	460	310	4/4	670	655	420	290	265		4/4 x RW	405	(365-460)			
5/4	1195	1175	750	485	335													
6/4	1270	1250	815	495	345													
8/4	1295	1275	840	515	360													
Red Birch Add \$305																		
Sap Birch Add. \$140																		
FAS&SEL ALONE ADD \$0																		
HARD MAPLE - #1&2 WHITE						CANTS - GREEN												
	FAS	SEL	#1C	#2A	#3A		FAS	SEL	#1C	#2A	#3A		FAS	SEL	#1C	#2A	#3A	
4/4	1300	1280	905	690														
5/4	1470	1450	1015	---														
6/4	1555	1535	1100	---														
8/4	1685	1665	1205	---														
FAS&SEL ALONE ADD \$0																		
HARD MAPLE - UNSELECTED						PALLET LBR - GREEN												
	FAS	SEL	#1C	#2A	#3A		FAS	SEL	#1C	#2A	#3A		FAS	SEL	#1C	#2A	#3A	
4/4	1210	1190	820	625	490	4/4 x RW	405	(365-460)					4/4 x SW	440	(400-500)			
5/4	1355	1335	930	640	505	5/4 x RW	420	(370-470)					5/4 x SW	450	(400-510)			
6/4	1430	1410	995	720	510	6/4 x RW	445	(395-485)					6/4 x SW	480	(430-525)			
8/4	1515	1495	1075	745	---													
Sap 1-Face in cuttings Add \$100																		
FAS&SEL ALONE ADD \$0																		
						TIES - 7x9 - GREEN												
						NORTHERN - 8½"												
						CROSSTIES (27.90-31.50) Per Pc.												
						BOARD ROAD - GREEN												
						525 (475-560)												

F. O. B. MILLS - NORTHERN AREA

Estimate of FOB Northern mill point average market prices for well manufactured Northern hardwoods in truckload and greater quantities. Stocks are random widths and lengths, green, rough, and graded in accordance with NHLA rules. Prices in US dollars per M'. Prices published in **Hardwood Market Report** are presented only as a guide. See statement on back page. © 2020 *Hardwood Market Report*

Prices in this matrix are for kiln dried lumber **measured before kiln drying**. The first figure listed for each grade and thickness is the predominant index price; figures in parentheses are the prevailing range of index prices. Bold figures indicate change. Prices published in **Hardwood Market Report** are presented only as a guide. See statement on back page. © 2020 *Hardwood Market Report*

		FAS		#1 Common		#2A Common	
ASH	4/4	1160	(1115-1280)	770	(710-835)	605	(550-670)
ASPEN	4/4	970	(910-1030)	630	(580-695)	480	(420-530)
BASSWOOD	4/4	1115	(1070-1200)	670	(615-725)	450	(405-505)
	5/4	1155	(1085-1200)	685	(640-740)	480	(435-510)
	8/4	1295	(1245-1350)	880	(830-950)	565	(515-600)
	9/4	1310	(1255-1355)	935	(870-980)	580	(535-615)
YELLOW BIRCH	4/4	1340	(1275-1415)	900	(835-980)	635	(580-710)
HARD MAPLE	4/4	1710	(1635-1785)	1150	(1105-1250)	1000	(950-1105)
#1&2 White	5/4	1970 [-20]	(1910-2060)	1340	(1280-1440)	- - -	- - - - -
	6/4	2130	(2075-2240)	1435	(1385-1480)	- - -	- - - - -
	8/4	2295	(2235-2370)	1540	(1495-1610)	- - -	- - - - -
HARD MAPLE	4/4	1580	(1530-1650)	1060	(1015-1145)	910	(865-955)
Unselected	5/4	1820 [-25]	(1770-1885)	1235	(1185-1295)	920	(875-970)
SOFT MAPLE	4/4	1750	(1690-1815)	1220	(1165-1305)	830	(775-875)
Sap&Btr	5/4	1835	(1780-1880)	1240	(1195-1305)	850	(810-900)
	6/4	1935	(1890-1970)	1305	(1255-1365)	890	(845-935)
	8/4	1960	(1900-2025)	1345	(1290-1400)	920	(875-965)
SOFT MAPLE	4/4	1600	(1555-1650)	1090	(1045-1170)	745	(695-790)
Unselected							
RED OAK	4/4	1075	(1000-1205)	810	(760-895)	725	(670-790)
	5/4	1345 [-20]	(1305-1430)	1025	(975-1100)	790	(745-850)
	6/4	1620 [-20]	(1565-1700)	1190 [-15]	(1130-1255)	- - -	- - - - -
WHITE OAK	4/4	2190	(2145-2285)	1235	(1160-1315)	940	(880-1000)

Comments

Winter weather conditions are solidifying ground conditions in parts of the North Country. Still, many sawmill operators are facing log shortages. A number of producers did not saw during the Christmas and New Year's holidays in order to preserve limited log decks or hopefully add to on hand supplies. Despite the downturn in mill output the last couple of weeks of 2019, end users indicate green lumber supplies are meeting or exceeding volumes needed to satisfy inventory objectives. There is still a negative price bias for most species, grades, and thicknesses, led by Ash and

some Hard Maple and White Oak items. Because sawmill operators have avoided Red Oak to the extent possible, green Red Oak prices were more stable this week. Additionally, market interest in Soft Maple is still good. Kiln dried business is similarly mixed. Reports continue to point out weak domestic demand from furniture manufacturers, while activity with cabinet and moulding/millwork producers is described as fair to good. Distribution yards are carrying no more inventory than is nec-

(Continued on Page 12)

NORTHERN COMMENTS (Cont'd from Page 11)

essary to meet immediate needs, knowing most lumber items can be replenished quickly. Industrial markets are outperforming grade lumber markets. Demand is especially good for crossties and pallet material.

ASH: There were very few positive comments about business for this species this week. Domestic and international demand is hardly straining Ash inventories in any particular thickness and grade combination. In fact, most sales companies indicate on hand supplies are high relative to buyers' needs. Reported prices for kiln dried stocks continue showing signs of pressure, though no further adjustments are warranted to the #2A&Btr figures at this time. Because of weak kiln dried markets, green lumber demand is low, and prices are sensitive. With effort, mills and resellers have been able to ship total production. Transactions point out lower numbers for 5/4 and 6/4 Fas&Sel that necessitate \$20 reductions to the listings.

BASSWOOD: The majority of domestic sales of green Basswood stems from ongoing business between buyers and sellers with established relationships. Information shows few orders and shipments outside of these relationships. Usually, established business is more price stable than spot sales. That is true now. The only problematic products for mills to move are low grades destined for wooden pallets and containers. Most end users have ample pallet raw materials, and Basswood is less favored than denser hardwoods. However, mills and resellers are shipping total production. Reported prices are in line with last week and hold the #2B&Btr listings in check. Markets for kiln dried stocks are steady, though supplies of 9/4 are slightly elevated for some sales companies. Information shows slight price deflation for 9/4, but changes are inside of the #2A&Btr ranges.

HARD MAPLE: Business for this species was once heavily influenced by seasonal buying patterns, with specific interest on winter cut production. That changed with the popularity of light colored interior fittings. Consumers still like light colored show woods, and demand for Hard and Soft Maple has been good for an extended period of time. Year round harvesting, production, and purchasing are necessary to keep pace with the market's needs for raw materials and manufactured goods. However, Hard and Soft Maple compete for mar-

ket share against each other and alternative species with similar characteristics. Soft Maple has been favored most recently, though contacts believe that trend could be changing once again. Mills and resellers are shipping total green output, and most prices are stable. The exceptions are #1&2 White 6/4 and 8/4 Fas&Sel and Unselected 6/4 Fas&Sel, which fall \$20 each. Meanwhile, kiln dried inventories have edged down for a number of grades and thicknesses. Transactions point out steady numbers for most items, though reduce the 5/4 Fas figures for both color designations.

SOFT MAPLE: As with other species, Soft Maple availability is expected to pick up after several weeks of protracted sawmill production. Many buyers are better positioned with Soft Maple inventory now than this time last year. Some end users have switched to other species, due to the high costs of Soft Maple; in a number of cases, Hard Maple is one of the alternative species being used. Yet, mills and resellers are shipping total Soft Maple output with little difficulty. Reported prices for green Unselected #2B&Btr and Sap&Btr #2A&Btr hold steady at the listings. Markets for kiln dried stocks are solid, and inventories are described as low for key grades and thicknesses. Transactions point out few price changes, allowing the kiln dried #2A&Btr figures to stand for both color designations.

RED OAK: Area mills have intentionally processed less Red Oak than normal. Additionally, mills have steered more of their Red Oak production to industrial products, which has meant less grade lumber moving into the marketplace. Kiln dried Red Oak supplies have shifted from excessive to a much closer balance with demand for many grades and thicknesses. Nonetheless, there are competitive pressures, and reported prices remain soft; reductions are required to the listings and ranges for kiln dried 5/4 and 6/4 Fas, as well as 6/4 #1C. Green lumber production has been controlled the past several weeks because of holiday schedules and sawmill operators' efforts to avoid Red Oak. Orders and shipments are keeping pace with mill output. Information shows few price changes from last week.

WHITE OAK: Many area mills have not received enough White Oak logs to make efficient runs and are holding off production until supplies are sufficient. The limited volume entering the marketplace is well received. However, weak demand and prices for kiln dried #1C continue to pressure activity for green #1C. To better re-

Prices in this matrix are for kiln dried lumber **measured after kiln drying** ("net tally"). The first figure listed for each grade and thickness is the predominant index price; figures in parentheses are the prevailing range of index prices. Bold figures indicate change. Prices published in **Hardwood Market Report** are presented only as a guide. See statement on back page. © 2020 **Hardwood Market Report**

		<u>FAS (Net)</u>		<u>#1 Common (Net)</u>		<u>#2A Common (Net)</u>	
ASH	4/4	1250	(1200-1380)	830	(765-900)	650	(590-720)
ASPEN	4/4	1045	(980-1105)	680	(625-750)	515	(450-570)
BASSWOOD	4/4	1200	(1150-1290)	720	(660-780)	485	(435-545)
	5/4	1240	(1170-1290)	740	(690-795)	515	(470-550)
	8/4	1390	(1335-1450)	945	(895-1020)	605	(555-645)
	9/4	1410	(1350-1460)	1005	(935-1055)	625	(575-660)
YELLOW BIRCH	4/4	1445	(1375-1525)	970	(900-1055)	685	(625-765)
HARD MAPLE <i>#1&2 White</i>	4/4	1845	(1760-1925)	1240	(1190-1345)	1075	(1020-1185)
	5/4	2125 [-20]	(2060-2220)	1445	(1380-1550)	- - -	- - - - -
	6/4	2295	(2235-2410)	1545	(1490-1595)	- - -	- - - - -
	8/4	2470	(2405-2550)	1660	(1610-1735)	- - -	- - - - -
HARD MAPLE <i>Unselected</i>	4/4	1700	(1645-1775)	1140	(1090-1230)	975	(930-1025)
	5/4	1960 [-25]	(1905-2030)	1330	(1275-1390)	985	(940-1040)
SOFT MAPLE <i>Sap&Btr</i>	4/4	1880	(1815-1950)	1310	(1250-1400)	890	(835-940)
	5/4	1970	(1915-2020)	1335	(1285-1405)	915	(870-965)
	6/4	2075	(2030-2115)	1400	(1350-1465)	955	(910-1005)
	8/4	2105	(2040-2175)	1445	(1385-1505)	990	(940-1040)
SOFT MAPLE <i>Unselected</i>	4/4	1715	(1670-1770)	1170	(1120-1255)	800	(750-850)
RED OAK	4/4	1160	(1075-1300)	870	(815-960)	780	(720-850)
	5/4	1450 [-20]	(1405-1540)	1105	(1050-1185)	850	(800-915)
	6/4	1745 [-20]	(1685-1830)	1280 [-20]	(1215-1350)	- - -	- - - - -
WHITE OAK	4/4	2350	(2300-2450)	1330	(1250-1415)	1010	(945-1075)

flect reported numbers, the green 5/4 and 6/4 #1C listings are decreased \$15. Demand for kiln dried Fas is keeping inventories thin and prices steady. On the other hand, markets are not as strong for the common grades, though past reductions have the #1C and #2A figures in order.

PALLET LUMBER, CANTS, TIES, & BOARD ROAD:

The slowdown in sawmill production through the holidays eased concerns about oversupply issues for hardwood pallet material. Now, most wooden pallet and container manufacturers indicate raw material inventories are adequate but not excessive. Reported prices for selected width lumber, random width lumber, and cants

are stable and hold at the listings and ranges.

As anticipated, crosstie production increased last year, as mills worked to avoid grade lumber for species under price duress, especially Red Oak and Cherry. Too, low grade Maple customers have ample on hand supplies, which could divert even more production to ties and other industrial timbers. Transactions point out stable pricing for 7x9 crossties.

Board road production is adjusting to seasonally slower demand. There are a few instances of excess availability but not enough to alter the board road listing or range.

SOUTHERN AREA

Comments

Despite sawmill production downtime during the holidays, most end users report high lumber inventories. Some companies have placed suppliers on quotas. The cumulative effect of limited market outlets and weak pricing is drastically impacting area sawmill operators. Efforts have been underway for months to reduce log and timber costs. But as usually is the case, timber owners rarely offer plots for sale when prices are low. The prolonged squeeze between relatively high raw material costs and low lumber prices can have lasting impacts on the hardwood supply stream.

ASH: Demand for green and kiln dried Ash is not particularly good. However, sales companies are finding outlets for developing supplies, albeit at reduced pricing for some grades and thicknesses. The green 4/4 through 8/4 #1C listings decline \$10, and the kiln dried 4/4 #1C and #2A figures are reduced.

#2A&3A OAK: Markets for green #2A&3A Oak have noticeably weakened the past few months. High production by area sawmills last September, October, and November provided ample supplies to secondary manufacturers and concentration yards. Too, most all end users are facing seasonally slower sales and declining prices for finished goods, therefore are adjusting raw material costs accordingly. However, previous reductions have the green Red and White Oak #2A&3A listings in order.

RED OAK: Reports on Red Oak were widely mixed this week. Some exporters state that interest from China is somewhat higher. Kiln dried inventories fell sharply in November, as sales companies shipped lumber to China ahead of the Lunar New Year celebration. Too, drying time required to process lumber to a useable state is keeping grade lumber availability down. Contacts indicate 4/4 #1C is least available, though there are still decent volumes of Fas ready for shipment. Kiln dried prices were mostly unchanged this week. There is not the same level of price stability for green stocks. Demand for green Red Oak from solid wood flooring manufacturers is off. Raw material inventories are high, and finished goods sales prices are trending lower, therefore end users have reduced costs. But, past decreases have the green #3A&Btr listings in order for now.

WHITE OAK: Kiln dried White Oak suppliers have many outlets for developing production. However, Chi-

na has been a major market for the common grades, and demand from Chinese customers is well off previous levels. Reported prices for these items have declined, requiring reductions to the 4/4 #1C, 4/4 #2A, and 5/4 #2A figures, as well as the top sides of the 5/4 #1C ranges. Demand for green stocks is mixed. Interest in upper grade White Oak is much better than for the common grades. Prices vary accordingly, though no changes are warranted to the #3A&Btr listings at this time.

POPLAR: Sawmill production of Poplar has slowed to a degree. Mills and resellers are shipping total output. Reported prices are soft, though no further adjustments are necessary to the #2B&Btr listings. Demand for kiln dried Poplar is mixed. Many sales companies state business is best for Fas. However, total inventories are high relative to buyers' needs, which is feeding competitive sales pressures. The top sides of the kiln dried 4/4 Fas ranges are decreased, as are the 8/4 #1C listings and high end range figures.

FRAMESTOCK, CANTS, TIES, & BOARD ROAD: Last year at this time, well air dried framestock shortages were the norm. That is certainly not the case now. Ample supplies have pressured prices down. However, current reported numbers are within the Oak and Mixed Species ranges.

While not unusual, sawmill production edged down the last half of December. Many wooden pallet and container manufacturers prepared for low pallet cant output by building inventories before the holidays. There are very few reported shortages of cants. Reported prices are in line with last week.

Sawmill operators that don't normally process ties are doing so now. The price advantage over sawing all lumber makes cutting railroad ties a necessity to survive. And, tie production has risen sharply the past few months. Most treaters welcome the additional supplies, though a few smaller companies have reduced receipts, due to lack of space or capital. Transactions point out a wider array of prices, but reported prices are within the two published ranges.

Even during winter months, there is ongoing business for board road. For longtime suppliers, reported prices are steady and hold the listing and range in check.

Figures in the Appalachian and Southern area columns are estimates of manufacturers' **predominant** prices for unfinished Oak strip flooring; prices in the other column are estimates of **prevailing industry ranges** of manufacturers' prices. Variations in prices are due, in part, to differences in freight, the nature of markets, volumes ordered and shipped, etc. Prices are for truckload quantities graded in accordance with rules or comparable standards set forth by NOFMA. **Prices are in US Dollars per square foot (SF) and are net of dealer discount fees and commissions.** Figures in bold print signify price changes. Prices in **Hardwood Market Report** are presented only as a guide. See statement on back page.

© 2020 *Hardwood Market Report*

<u>3/4 x 2-1/4"</u>	<u>APPALACHIAN</u>	<u>SOUTHERN</u>	<u>PREVAILING RANGE</u>
SEL&BTR WHITE OAK	2.68 (-.02)	2.60 (-.05)	2.50-2.75
SEL&BTR RED OAK	2.25	1.95	1.90- 2.28 (NC/- .02)
No. 1 COM WHITE OAK	2.00 (-.02)	1.94 (-.03)	1.85-2.05
No. 1 COM RED OAK	1.90	1.80	1.75-2.00
No. 2 COM WHITE OAK	1.36	1.30 (-.03)	1.20- 1.38 (NC/- .02)
No. 2 COM RED OAK	1.23	1.07	0.97-1.28
<u>3/4 x 3-1/4"</u>	<u>APPALACHIAN</u>	<u>SOUTHERN</u>	<u>PREVAILING RANGE</u>
SEL&BTR WHITE OAK	2.70	2.65	2.50-2.75
SEL&BTR RED OAK	2.25	1.95	1.90-2.28
No. 1 COM WHITE OAK	2.33	2.28	2.16-2.37
No. 1 COM RED OAK	1.90 (-.02)	1.88	1.75-1.95
No. 2 COM WHITE OAK	1.82	1.75	1.70-1.85
No. 2 COM RED OAK	1.38	1.27	1.20-1.42

The mix of business reported for Oak strip flooring during this first full workweek of 2020 ranged from routine, ongoing activity to the release of shipments that had been embargoed prior to the start of the new year. Nothing suggests there is any sense of urgency for supply or the need for rapid delivery. In fact, distributors seem to be adequately stocked for the time being, and manufacturers are capable of fulfilling buyers' needs promptly.

It is not unusual for the market to take a few weeks in January before regaining normalcy, which certainly could be the case this year. Even then, normalcy for Oak strip flooring demand during the early to mid-winter season does not evoke a lot of enthusiasm. However, whatever level of continuity that comes with normal winter business patterns is important.

Among the things to consider is the amount of new single family housing construction currently in process. At the end of November there were 531,700 units being built, plus an additional 83,200 units that had been permitted but not started at that time. Using November's rate of completions, new single family construction

would fuel demand for interior fittings and raw materials past July without adding another permitted unit.

Remodeling expenditures on owner occupied single family housing remain elevated. After coming down from the record high watermark set in the first half of 2018, remodeling dollars are surging back toward the \$200B threshold. It is widely believed remodeling has as much, if not more, influence on Oak strip flooring demand as new housing construction. Given the limited amount of housing inventory available for sale, large numbers of homeowners are staying put and investing in their living spaces.

November's home sales are up from a year ago. On an unadjusted basis, existing housing sales increased 0.6%, and new housing sales surged 18.2%. Arguably, sales of both existing and new units might have been higher if additional inventory had been available. The median sales price for existing units increased 4.1% to \$309,600. The median price for new homes sold in November increased 7.2% to \$330,800. Together, the strong need for housing and rising values for both new and existing houses will help fuel demand for Oak strip flooring this year.

Tioga

Hardwoods, Inc.
Berkshire, NY 13736

Ph: 607-657-8686 - Fax: 607-657-2532

Ash

4M' 5/4 FAS R2E Sap & Btr 4.25"

Basswood

16M' 4/4 FAS/SEL Heavy 11'+

Cherry

9M' 4/4 PRM-W 90/50+ 9.5"+

8M' 4/4 SEL 6' 90/30 Red +

4M' 4/4 SEL-N Unselected

28M' 4/4 2AC 90/50 Red +

4M' 5/4 2AC Unselected

7M' 6/4 FAS/SEL 90/50 Red +

23M' 8/4 1C 90/50 Red +

Hard Maple

13M' 4/4 FAS/SEL 1+2 White 5"+,

8-12'

2M' 4/4 FAS/SEL 5" 1+2 White Full 5"

2M' 4/4 FAS/SEL6N 1+2 White

5.5-5.99"

2M' 4/4 FAS/SEL 6" 1+2 White Full 6"

13M' 4/4 FAS/SEL Brown

12M' 4/4 1C Sap & Btr

12M' 5/4 FAS/F1F 1+2 White

12M' 5/4 FAS/SEL Sap 1 Face

24M' 5/4 1C Sap & Btr

12M' 5/4 2AC Sap & Btr

3M' 6/4 2AC Sap & Btr

12M' 7/4 FAS/SEL 1+2 White

5M' 7/4 1C Sap & Btr

2.5M' 8/4 FAS/SEL Stain 1 15/16"

Hickory

7M' 4/4 1C Unselected

7M' 4/4 2AC Unselected

Red Oak

22M' 5/4 FAS/SEL

9M' 6/4 FAS/F1F 12" & wider

Soft Maple

28M' 4/4 2C & Btr Wormy

3M' 5/4 2C & Btr Wormy

3.7M' 8/4 1C Unselected

4.6M' 8/4 2AC Unselected

28M' 8/4 2AC & BTR Wormy

5M' 10/4 2AC & BTR Wormy

Walnut

8M' 4/4 FAS/F1F 9" & wider

14M' 4/4 FAS/F1F ROK Rules

15M' 4/4 FAS/SEL Unselected

3M' 6/4 FAS/F1F 90/80 Heart

14M' 8/4 FAS/F1F Heavy 8'

Custom Rip to Width & Chop to Length
options available upon request.

www.tiogahardwoods.com



CLARK LUMBER CO., INC.

Specializing in
APPALACHIAN HARDWOOD LUMBER

www.clarklumbercompany.com

552 PUBLIC WELL ROAD

RED BOILING SPRINGS, TN 37150

PHONE: 615-699-3497

EMAIL: info@clarklumbercompany.com

Call or Email: Brandon Clark: bclark@clarklumbercompany.com

Joseph Draper: jdraper@clarklumbercompany.com

"FROM OUR FOREST TO YOUR FACILITY"

KD LUMBER FOR SALE

4/4 ASH

FAS, 1 COM, 2 COM

6/4 ASH

FAS

4/4 HARD MAPLE

FAS, 1 COM - WHITE

2 COM - UNSELECTED

4/4 HICKORY

FAS, 1 COM, 2 COM

5/4 HICKORY

FAS, 1 COM



4/4 POPLAR

FAS, 1 COM, 2 COM

5/4 POPLAR

FAS, 1 COM

6/4 POPLAR

FAS, 1 COM

4/4 RED OAK

FAS, 1 COM

5/4 RED OAK

FAS, 1 COM

6/4 RED OAK

FAS, 1 COM

8/4 RED OAK

FAS, 1 COM, 2 COM

4/4 WALNUT

FAS, 1 COM, 2 COM

8/4 WALNUT

FAS, 1 COM, 2 COM

4/4 WHITE OAK

FAS, 1 COM, 2 COM

5/4 WHITE OAK

1 COM

4/4 SOFT MAPLE

FAS, 1 COM

OTHER ITEMS

PALLET CANTS

CROSS TIES



2 SAWMILL LOCATIONS
5,000,000 BF INVENTORY
800,000' KILN CAPACITY

Stacking Sticks

Manufactured to your Specifications

Gerald Arnaud

"Stacking Stick King"

Gaiennie Lumber Co., Inc.

619 West Grolee Street • Opelousas, LA 70570

(337) 948-3067 Fax: (337) 948-3069

Cell: (337) 351-6899

E-mail: gerald@gaiennie.com

Web Page: www.gaiennie.com

Large inventory of furniture grade hardwoods. Approx. 45,000 bf, well air dried, 50% Walnut, wide and thick dimensions included. \$85,000. Contact: 615 563 2831 or asharp@dtccom.net

Menzner Hardwoods

Buying Green FAS 4/4 & 5/4 Red Oak

West Union, SC

Weir, MS

(864)638-9515

(662)547-5009

(Amy)

(Travis)



Hamburg, AR
Phone 870-853-8722
Fax 870-853-8707

With mills in Selma
and Dewitt Arkansas

Selling Ties, Lumber and
up to 30' Timbers
All Southern Species
Kiln Dried species for sale: Red Oak,
White Oak, Sycamore, Sap Gum,
Ash, Pecan, Elm and Hackberry.

Contact Gene Barnes:

geneb@tmbprpro.com • 870-853-7241

Little River Lumber Company LLC

Danny Arnold 828-505-7203

email: arnold@littleriverlumber.com

William McNeill 828-396-7735

email: william@littleriverlumber.com

KD FOR SALE FOB London, KY

5 T/L 5/4 2/3C White Oak

5 T/L 8/4 2C Walnut

1 T/L 4/4 1C Red Oak

2 T/L 4/4 1C Hickory 5.5" under

Buying Green Hickory, Hard Maple, Soft Maple,
Red and White Oak – All Bills Discounted!!!

BUYING BLACK LOCUST

All grades and
cants KD
and/or Green

Please Text or Call
404.915.4474



Internet: <http://www.colehardwood.com>
 e-mail: colexx@colehardwood.com

P. O. BOX 568, LOGANSPORT, INDIANA 46947

KILN DRIED — AVAILABLE FOR PROMPT SHIPMENT

AD ITEMS SHOWN ARE ON KILN STICKS & WILL BE KILN DRIED

January 2020 Stocklist

KD	ASH	AD
60M	4/4	Sel&Btr
60M	4/4	#1 Common
60M	4/4	#2 Common
5M	4/4	#3 Common
60M	5/4	Sel&Btr
60M	5/4	#1 Common
60M	5/4	#2 Common
30M	6/4	Sel&Btr
23M	6/4	#1 Common
18M	6/4	#2 Common
13M	7/4	Sel&Btr
8M	7/4	#1 Common
3M	7/4	#2 Common
60M	8/4	Sel&Btr
10M	8/4	#1 Common
4M	8/4	#2 Common
0M	10/4	Sel&Btr
5M	10/4	#1 Common
1M	10/4	#2 Common
60M	12/4	Sel&Btr
3M	12/4	#1 Common
2M	12/4	#2 Common
KD	BASSWOOD	AD
4M	4/4	Sel&Btr
7M	4/4	#1 Common
4M	4/4	#2 Common
13M	5/4	Sel&Btr
2M	5/4	#1 Common
4M	5/4	#2 Common
30M	6/4	Sel&Btr
6M	6/4	#1 Common
1M	6/4	#2 Common
5M	8/4	Sel&Btr
3M	8/4	#1 Common
4M	8/4	#2 Common
KD	BIRCH - UNS	AD
0M	4/4	Sel&Btr
0M	4/4	#1 Common
10M	4/4	#3 Common
0M	5/4	Sel&Btr
0M	5/4	#1 Common
1M	5/4	#2 Common
60M	6/4	Sel&Btr
0M	6/4	#1 Common
29M	6/4	#2 Common
0M	6/4	#3 Common
KD	BIRCH - UNS	AD
0M	4/4	Sel&Btr
2M	4/4	#1 Common
1M	5/4	Sel&Btr
1M	6/4	Sel&Btr
1M	8/4	Sel&Btr
KD	CHERRY	AD
42M	4/4	Sel&Btr
17M	4/4	#1 Common
22M	4/4	#2 Common
4M	4/4	#3 Common
10M	5/4	Sel&Btr
5M	5/4	#1 Common
0M	5/4	#2 Common
0M	5/4	#3 Common
15M	6/4	Sel&Btr
7M	6/4	#1 Common
4M	6/4	#2 Common
0M	6/4	#3 Common
9/4	6/4	Sel&Btr
4M	8/4	#1 Common
2M	8/4	#2 Common
KD	HICKORY	AD
60M	4/4	Sel&Btr
60M	4/4	#1 Common
47M	4/4	#2 Common
12M	4/4	#3 Common
60M	5/4	Sel&Btr
60M	5/4	#1 Common
60M	5/4	#2 Common
2M	5/4	#3 Common
3M	5/4	#2 C&Btr Pecky
60M	6/4	Sel&Btr

KD	HICKORY cont'd	AD
60M	6/4	#1 Common
7M	6/4	#2 Common
0M	6/4	#3 Common
2M	6/4	#2 C&Btr Pecky
60M	8/4	Sel&Btr
60M	8/4	#1 Common
0M	8/4	#2 Common
7M	8/4	#2 C&Btr Pecky
KD	HARD MAPLE	AD
60M	4/4	Sel&Btr
28M	4/4	Sel&Btr White
26M	4/4	Sel&Btr Brown
20M	4/4	#1 Common Unsel
60M	4/4	#1 Common White
2M	4/4	#1 Common Brown
3M	4/4	#2 Common Unsel
6M	5/4	Sel&Btr
0M	5/4	Sel&Btr White
11M	5/4	Sel&Btr Brown
0M	5/4	#1 Common Unsel
15M	5/4	#1 Common White
2M	5/4	#1 Common Brown
0M	5/4	#2 Common Unsel
28M	6/4	Sel&Btr
6M	6/4	Sel&Btr White
6M	6/4	Sel&Btr Brown
14M	6/4	#1 Common Unsel
4M	6/4	#1 Common White
0M	6/4	#1 Common Brown
19M	6/4	#2 Common Unsel
60M	8/4	Sel&Btr
3M	8/4	Sel&Btr White
1M	8/4	Sel&Btr Brown
1M	8/4	#1 Common Unsel
KD	HACKBERRY	AD
0M	4/4	Sel&Btr
1M	4/4	#1 Common
1M	4/4	#2 C&Btr
1M	5/4	Sel&Btr
1M	5/4	#1 Common
1M	5/4	#2 C&Btr
6M	6/4	Sel&Btr
1M	6/4	#1 Common
1M	6/4	#2 C&Btr
KD	SOFT MAPLE	AD
0M	4/4	Sel&Btr
0M	4/4	#1 Common
4M	4/4	#2 Common
38M	5/4	Sel&Btr
60M	5/4	#1 Common
20M	5/4	#2 Common
33M	6/4	Sel&Btr
60M	6/4	#1 Common
1M	6/4	#2 Common
60M	8/4	Sel&Btr
0M	8/4	#1 Common
0M	8/4	#2 Common
60M	10/4	Sel&Btr
0M	10/4	#1 Common
3M	10/4	#2 Common
37M	12/4	Sel&Btr
2M	12/4	#1 Common
0M	12/4	#2 Common
KD	SOFT MAPLE ND	AD
0M	4/4	#1 C&Btr
0M	5/4	#1 C&Btr
0M	6/4	#1 C&Btr
0M	8/4	#1 C&Btr
KD	AFRICAN MAHOGANY	AD
1M	4/4	Sel&Btr
1M	4/4	#1 Common
3M	5/4	Sel&Btr
4M	6/4	Sel&Btr
7M	8/4	Sel&Btr
KD	RED OAK	AD
3M	4/4	Sel&Btr
0M	4/4	#1 Common

KD	RED OAK cont'd	AD
60M	4/4	#2 Common
42M	4/4	#3 Common
43M	4/4	#1 C&Btr Mineral
60M	5/4	Sel&Btr
6M	5/4	#1 Common
32M	5/4	#2 Common
9M	5/4	#1 C&Btr Mineral
60M	6/4	Sel&Btr
60M	6/4	#1 Common
60M	6/4	#2 Common
60M	6/4	#3 Common
60M	7/4	Sel&Btr
46M	7/4	#1 Common
55M	7/4	#2 Common
55M	7/4	Sel&Btr Mineral
60M	8/4	Sel&Btr
60M	8/4	#1 Common
60M	8/4	#2 Common
4M	8/4	#1 C&Btr Mineral
KD	WHITE OAK	AD
15M	4/4	Sel&Btr
47M	4/4	#1 Common
25M	4/4	#2 Common
6M	5/4	Sel&Btr
0M	5/4	#1 Common
5M	5/4	#2 Common
60M	6/4	Sel&Btr
60M	6/4	#1 Common
60M	6/4	#2 Common
11M	8/4	Sel&Btr
8M	8/4	#1 Common
0M	8/4	#2 Common
KD	SASSAFRAS	AD
0M	4/4	Sel&Btr
14M	4/4	#1 Common
17M	4/4	#2 Common
2M	5/4	#1 Common
2M	5/4	#2 Common
KD	POPLAR	AD
1M	4/4	Sel&Btr
9M	4/4	#1 Common
0M	4/4	#2 Common
2M	5/4	Sel&Btr
6M	5/4	#1 Common
40M	5/4	#2 Common
60M	6/4	Sel&Btr
1M	6/4	#1 Common
0M	6/4	#2 Common
60M	7/4	Sel&Btr
1M	7/4	#1 Common
7M	7/4	#2 Common
60M	8/4	Sel&Btr
0M	8/4	#1 Common
2M	8/4	#2 Common
9M	9/4	Sel&Btr
0M	9/4	#1 Common
0M	9/4	#2 Common
54M	10/4	Sel&Btr
10M	10/4	#1 Common
6M	10/4	#2 Common
21M	12/4	Sel&Btr
15M	12/4	#1 Common
3M	12/4	#2 Common
40M	16/4	Sel&Btr
12M	16/4	#1 Common
3M	16/4	#2 Common
KD	WALNUT	AD
17M	4/4	Sel&Btr
5M	4/4	#1 Common
3M	4/4	#2 Common
0M	5/4	#1 Common
0M	5/4	#2 Common
4M	6/4	Sel&Btr
0M	6/4	#1 Common
3M	6/4	#2 Common
1M	8/4	Sel&Btr
1M	8/4	#1 Common
1M	8/4	#2 Common

SURFACING
 THE NEWMAN WHITNEY S-382 PLANER
 CEMCO PLANER, SANDER
 SL1E
 DIEHL STRAIGHT LINE RIP



GO NORTH SEZ.
 2019 is over.
 We're glad to see it go.
 Buy your lumber at Cole Hardwood
 For quality you know!



DAVE 574-753-3151
MILT 574-753-3151
RANDY 574-753-3151
TOM 574-753-3151
TOLL FREE: 800-536-3151
FAX: 574-753-2525

VISIT OUR HOME PAGE AT <http://www.colehardwood.com>
 OR E-MAIL US AT colexx@colehardwood.com

GOD BLESS AMERICA !!!
 Let us never forget
 9/11/2001

MEMBER HARDWOOD DISTRIBUTORS ASSOCIATION

Penn-Sylvan

Spartansburg, Pennsylvania, U.S.A.
Tel. 814-694-2311 Fax. 814-694-2312

Kiln Dried Lumber For Sale

ASH

3 T/L 4/4 Prime
3 T/L 4/4 #1 Common
3 T/L 7/4 Prime

ASPEN

4.8M' 4/4 Prime

BIRCH

1 T/L 4/4 Prime
1 T/L 4/4 #1 Common
1 T/L 4/4 #2A Common

CHERRY

1 T/L 4/4 Prime
1 T/L 4/4 #1 Common
3 T/L 4/4 #2A Common
1 T/L 6/4 Prime
1 T/L 7/4 Prime

HICKORY

1 T/L 4/4 #1 Common

HARD MAPLE

2 T/L 4/4 Prime 1&2 W
3 T/L 4/4 #1 Common Sap/Btr
2 T/L 4/4 #2A Common Sap/Btr

POPLAR

3 T/L 4/4 Prime
8M' 4/4 #1 Common
1 T/L 4/4 #2A Common
2 T/L 8/4 Prime 8'6"
6M' 8/4 #1 Common (All 6-8')

RED OAK

2 T/L 4/4 Prime
1 T/L 4/4 #1 Common
1 T/L 5/4 #2A Common
1 T/L 7/4 Prime

SOFT MAPLE

2 T/L 4/4 #1 Common
1 T/L 5/4 #1 Common

"All lumber offered subject to prior sale...
green inquiries always welcome"

Contact: Jay Reese
(direct) 814-758-3333
email: j.reese@penn-sylvan.com



SNOWBELT HARDWOODS, INC.

345 Ringle Drive, Hurley, WI 54534 • 715-561-2200 • Fax 715-561-2040
email: info@snowbelthardwoods.com

KD LUMBER FOR SALE

Drying 8,000,000 BF Basswood per year.

BASSWOOD

1 T/L 9/4 S/B
1 T/L 9/4 #1 Com
1 T/L 8/4 S/B
1 T/L 6/4 S/B
1 T/L 4/4 S/B 7'

HARD MAPLE

1 T/L 4/4 S/B #1&2 White 10'

HARD MAPLE cont'd

1 T/L 4/4 S/B #1&2 White 8'
2 T/Ls 4/4 #1 Com #1&2 White

ASH

1 T/L 4/4 S/B Black
1 T/L 4/4 #1 Com Black
1 T/L 4/4 #2A Black
1 T/L 4/4 #1 Com White
2 T/Ls 4/4 #2A White

Please Contact: Joe Francois joe.francois@snowbelthardwoods.com
John Hilgemann jhilgemann@snowbelthardwoods.com
Brady Francois bfrancois@snowbelthardwoods.com
Tyler Francois tyler@snowbelthardwoods.com



Snowbelt Hardwoods is
FSC certified
Cert# RA-COC-003368

INDIANA HARDWOOD LUMBERMEN'S ASSOCIATION

www.ihla.org • 317-875-3660

Convention & Exposition Indianapolis, IN

February 3-5,
2020

Reservation Line: (877) 640-7666
Website: www.indymarriott.com



Ralph TAYLOR
Lumber since 1968
Memphis, TN

KILN DRIED:

1 T/L	5/4	FAS	White Oak	RWL
5 T/L	5/4	#1 Com	White Oak	
3 T/L	5/4	FAS	Red Oak	RWL
1 T/L	5/4	FAS	Red Oak	12" & Wider
3 T/L	5/4	#1 Com	Red Oak	
2 T/L	5/4	#2 Com	Red Oak	

Specialty Timbers/Cants/Board Road Lumber
Info: 2 Sawmills, Clarendon, AR
Dry Kilns, Newman 382, Air Drying Sheds, Fan Sheds,
Company Owned Trucks, Total Dry Shipping/Loading Area

Jeff Taylor: jeff@rtlumber.com (901) 684-1400
Zack Taylor: zack@rtlumber.com (901) 684-1400
Kirby Field: kirbyfield5@aol.com (601) 885-6257
Howell Cox: howellcox@msn.com (208) 507-1003

Fax: (901) 684-1404





www.alleghenywood.com

ALLEGHENY WOOD PRODUCTS

P.O. Box 867 • Petersburg, WV 26847
 Tel: 304.257.1082 • Fax: 304.257.2342
 Bob Mohr • Linda Hedrick • Dean Alanko
 Kris Palin • David Olah
 China: Yongjie Hu • Tony Fu
 Demon Yan

SAWMILLS • DRY KILNS • ABRASIVE PLANER • DIMENSION
 Riverton, WV • Petersburg, WV • Princeton, WV • Kingwood, WV
 Norton, WV • Hazelton, WV • Marble, PA

We offer a minimum of one container of each of the following items kiln dried.

Please contact us for pricing and availability:

4/4	FAS	Cherry	9" & Wider
4/4	FAS	Cherry	12" & Wider
4/4	3A	Cherry	
5/4	3A	Cherry	
5/4	2C	Basswood	



Hermitage Hardwood

– Lumber Sales, Inc. –

www.hermitagehardwood.com email: info@hermitagehardwood.com

JASON DISHMAN - BUYING GREEN LUMBER jdishman@hermitagehardwood.com

ANDY DUNSMORE - BUYING GREEN LUMBER andy@hermitagehardwood.com

4/4 - 8/4 ASH, RED OAK, WHITE OAK • OTHER SPECIES & THICKNESSES

P.O. Box 698
 Cookeville, TN 38503

931-526-6832
 Fax 931-526-4769

Parker Boles - Domestic Sales
parker@hermitagehardwood.com
 Steve Gunderson - Domestic Sales
steve@hermitagehardwood.com
 Wesley Boles - Domestic Sales
wesley@hermitagehardwood.com
 Lawson Maury - Export Sales
lawson@hermitagehardwood.com
 Adam Moran - China Sales
amoran@hermitagehardwood.com

ASH
 4M' 4/4 FAS 15/16" WHITE
 36M' 4/4 FAS RGH
 50M' 4/4 1 COM
 50M' 4/4 2 COM RGH
 42M' 5/4 FAS
 36M' 5/4 1 COM
 36M' 5/4 2 COM
 36M' 6/4 FAS
 1M' 6/4 1 COM
 3M' 6/4 2 COM
 36M' 8/4 FAS
 4M' 8/4 FAS 1 15/16"
 10M' 8/4 1 COM
 1M' 8/4 1 COM 1 15/16"
 18M' 8/4 2 COM
 1M' 8/4 2 COM 1 15/16"
BASSWOOD
 30M' 4/4 FAS
 1M' 4/4 FAS Stain
 3M' 4/4 2 COM
 2M' 5/4 FAS
 2M' 6/4 FAS
CEDAR
 10M' 4/4 2C&Btr RGH
 5M' 4/4 2C&Btr 15/16"
CHERRY
 50M' 4/4 FAS
 50M' 4/4 1 COM
 12M' 4/4 2 COM

HICKORY
 1M' 4/4 FAS 7/8"
 40M' 4/4 1 COM
 3M' 4/4 1 COM 15/16" Stain
 40M' 4/4 2 COM
 5M' 4/4 3A COM
HARD MAPLE
 6M' 4/4 FAS 15/16" WHITE
 9M' 4/4 FAS 15/16" BROWN
 10M' 4/4 1 COM 15/16" BROWN
 30M' 4/4 2 COM
SOFT MAPLE
 2M' 4/4 FAS 15/16" WHITE
 2M' 4/4 FAS 15/16" BROWN
 3M' 4/4 1 COM 15/16" WHITE
 1M' 4/4 2 COM
POPLAR
 36M' 4/4 FAS 15/16"
 36M' 4/4 FAS 12" & wider
 17M' 4/4 1 COM 15/16"
 45M' 4/4 2 COM 15/16"
 15M' 5/4 FAS
 7M' 5/4 1 COM
 12M' 5/4 2 COM
 36M' 5/4 FAS
 20M' 6/4 1 COM
 16M' 6/4 2 COM
 36M' 7/4 FAS
 4M' 7/4 1 COM
 1M' 7/4 2 COM

FOR SALE - KD

POPLAR cont'd
 1M' 8/4 FAS
 8M' 8/4 FAS 1 15/16"
 30M' 8/4 1 COM
 12M' 8/4 2 COM
 36M' 10/4 FAS
 8M' 10/4 1 COM
 6M' 10/4 2 COM
 3M' 12/4 FAS
 2M' 16/4 FAS
RED OAK
 50M' 4/4 FAS
 6M' 4/4 FAS 15-16"
 11M' 4/4 FAS 15/16" STAIN
 4M' 4/4 FAS 15/16" HEART
 4M' 4/4 FAS 5.5-7.5"
 36M' 4/4 FAS 8" & wider
 36M' 4/4 1 COM
 12M' 4/4 2 COM
 36M' 5/4 FAS RWL
 36M' 5/4 1 COM
 30M' 5/4 2 COM
 50M' 6/4 FAS
 12M' 6/4 FAS 12" & wider
 30M' 6/4 1 COM
 36M' 6/4 2 COM
 5M' 6/4 3 COM
 60M' 7/4 FAS RWL
 16M' 7/4 2 COM

RED OAK cont'd
 12M' 8/4 FAS RWL
 5M' 8/4 FAS 12" & wider
 36M' 8/4 1 COM
 36M' 8/4 2 COM
WHITE OAK
 18M' 4/4 FAS RWL
 8M' 4/4 FAS 15/16" STAIN
 2M' 4/4 FAS 15/16" HEART
 2M' 4/4 FAS 5"
 10M' 4/4 FAS 5.5-6.5"
 4M' 4/4 FAS 6.5-8.5"
 4M' 4/4 FAS 7.5-8.5"
 2M' 4/4 FAS 8.5-9.5"
 6M' 4/4 FAS 10" & wider
 50M' 4/4 1 COM
 22M' 4/4 2 COM
 2M' 4/4 3A COM
 2M' 5/4 FAS 10" & wider
 4M' 5/4 FAS Stain
 36M' 5/4 1 COM
 2M' 5/4 2 COM
 3M' 5/4 3A RWL
 36M' 6/4 FAS RWL
 24M' 6/4 FAS 10" & wider
 3M' 6/4 2 COM
 8M' 8/4 FAS 10" & wider
 8M' 8/4 FAS Stain
 24M' 8/4 1 COM
 24M' 8/4 2 COM

WHITE OAK cont'd
 2M' 10/4 FAS
WALNUT
 24M' 4/4 FAS RWL
 6M' 4/4 FAS Premium
 Heartwood
 20M' 4/4 FAS Prime Wide 7"+
 9M' 4/4 PRIME 6.5-7.5"
 13M' 4/4 PRIME 7.5-8.5"
 4M' 4/4 PRIME 9.5" & wider
 22M' 4/4 1 COM
 10M' 5/4 FAS
 8M' 5/4 1 COM
 34M' 6/4 FAS
 3M' 6/4 1 COM
 30M' 6/4 2 COM
 24M' 8/4 FAS
 42M' 8/4 FAS Superior
 24M' 8/4 1 COM
 36M' 8/4 2 COM
 30M' 10/4 FAS Superior
 30M' 12/4 FAS Superior

CALL ABOUT WIDTH SORTS
 ALL LUMBER IS EXCELLENT QUALITY
 APPALACHIAN STOCK, COOKEVILLE,
 TN. SUBJECT TO PRIOR SALE. PLEASE
 GIVE US A CALL FOR ALL YOUR LUMBE
 NEEDS!!

SPECIALS:
 AFRICAN MAHOAGANY 6/4 6'



ANTHONY TIMBERLANDS INC.

16243 Highway 51 South, Beirne, AR 71721

Green, KD, 5/4" & 4/4" Red and White Oak, Cants, Ties
Shipping from Beirne, Mt. Holly and Magnolia, Arkansas

Yolanda Calley • Sales - Beirne, AR
Phone: 870 353-2517 • Fax: 870 353-4139
at hardwoodsales@gmail.com

Ronnie Fowler • Sales
Phone: 479 601-4309 • rfowler@anthonytimberlands.com
atioak1@gmail.com



409 North Vine Street • Magnolia, AR 71753

BUYING Green 4/4 Oak FAS, 1C, 2A & 3A
WE PAY WEEKLY!

Phone: 870-234-4082 • Fax: 870-234-8123
Cell: 870-703-2081



vw@gmail.com



Brenneman Lumber Company

51 Parrott Street Ext., P.O. Box 951
Mount Vernon, OH 43050
Contact: Mark Bennett,
Charlie Brenneman, Doug Brenneman Jr.
Telephone: 740-397-0573 • Fax: 740-392-9498

KD Lumber

Ash
5/4 FAS/Sel
5/4 #1C
5/4 #2C
8/4 FAS/Sel
10/4 FAS/Sel

Cherry

5/4 FAS/Sel 90/50
6/4 FAS/Sel 90/50

Hickory

4/4 FAS/Sel
5/4 #1C
5/4 2AC
6/4 FAS/Sel
8/4 FAS/Sel
H. Maple 1-2W
5/4 FAS/Sel
6/4 FAS/Sel
8/4 FAS/Sel

Poplar

4/4 FAS/1F
5/4 FAS/1F
5/4 #1C
7/4 FAS/1F
8/4 FAS/1F
Red Oak
5/4 FAS/1F
7/4 FAS/1F
8/4 FAS/1F

Soft Maple

5/4 1/Btr WHND
5/4 #1C
6/4 FAS/Sel
6/4 1/Btr WHND
12/4 FAS/Sel Sap

White Oak

4/4 Rustic
5/4 Rustic
8/4 FAS/Sel

APPALACHIAN LUMBERMEN'S CLUB

www.lumberclub.org
For Reservations:
Call 800-438-5800

Social begins at 6pm
Dinner served at 7pm

Next Meeting:
January 14, 2020
The Grove Park Inn
Asheville, NC

Transportation/Shipping Panel Discussion
with Club members who are experts in
the shipping industry available to answer
questions and lead the discussion.

G. F. HARDWOODS, INC.

"A Company You Can Depend On"

9880 Clay County Hwy.
MOSS, TN 38575-9724
PH 1-800-844-3944
FAX 931-258-3517



Sales
Quentin Moss
Trevor Graves

1 T/L 4/4 1F+ Hard Maple White	3 WEEKS	1 T/L 4/4 1C Red Oak	1 WEEK
1 T/L 4/4 1F+ Poplar	PROMPT	1 T/L 4/4 2C Red Oak	1 WEEK
1 T/L 4/4 1C Poplar	PROMPT	2 T/L's 4/4 3A Red Oak	PROMPT
1 T/L 5/4 1F+ Poplar	2 WEEKS	1 T/L 4/4 1F+ Soft Maple Unsel	3 WEEKS
1 T/L 6/4 1F+ Poplar	2 WEEKS	1 T/L 4/4 1F+ White Oak	2 WEEKS
1 T/L 6/4 1C Poplar	2 WEEKS	1 T/L 6/4 1F+ White Oak Heavy 10'	PROMPT
1 T/L 4/4 1F+ Red Oak	1 WEEK		

All Material is KD - Rough

LOOKING TO BUY
from Kentucky - North Carolina
Tennessee

T/L's - 4/4 FAS
#1&2 White Hard Maple,
Green Lengths: 8' to 16'
(Heavy 10' & 12')
Delivered to Northern Alabama
Contact: John Terry
Specialty Woods 850—598-3437

STACKING STICKS FOR SALE

AIR-O-FLOW profiled & FLAT sticks
available. Imported & Domestic.
DHM Company - Troy, TN 38260
Ph: 731-538-2722 • Fax: 707-982-7689
email: kelvin@kilnsticks.com
www.KILNSTICKS.com

Timber Products Company

THE TREMENDOUS RESOURCE

Kiln Dried S2S Lumber for Sale

1 T/L S/B Hard Maple Brown 15/16"
1 T/L #2A Hard Maple White 15/16"
1 T/L #2A Hard Maple Brown 15/16"
1 T/L #3A Hard Maple White 15/16"
1 T/L #3A Hard Maple Brown 15/16"
1 T/L #1C Cherry 15/16"
1 T/L #2A Cherry 15/16"

Michigan Veneer and Lumber Division
East State Hwy 28, Munising, MI 49862

Contact

John Erickson

906-202-0103 (cell)

jerickson@timberproducts.com



What is HMR Executive®?

HMR Executive® picks up where Hardwood Market Report® ends by exploring ideas and issues that have the potential to alter supply and demand. HMR Business Activity Snapshot™ is an exclusive feature of the publication that displays key performance indicators impactful to the North American hardwood industry.

The mainstay of HMR Executive® is providing critical information and authoritative perspectives on North American hardwood markets that simply are not available elsewhere. In particular, the year-end and mid-year market analysis issues are widely acclaimed by industry professionals, financial institutions, and equipment and service providers.

Not a subscriber? Call 1-800-447-2104 (Jana) or email jana@hmr.com for a sample copy.



7029 Main St.
P. O. Box 105
FROHNA,
MISSOURI 63748
USA



PHONE
573-824-5272
FAX
573-824-5275

Email:
mark@eastperrylumber.com

Web Site:
www.eastperrylumber.com

FOR SALE • KILN DRIED

ALDER

15M' 4/4 Premium
4M' 4/4 Superior

ASH

8M' 4/4 FAS/1F White
5M' 4/4 FAS/1F Brown
25M' 4/4 1 Com White
12M' 4/4 1 Com Brown
30M' 4/4 2A Com
12M' 4/4 2B Com

CHERRY

4M' 4/4 FAS/1F Unsel
24M' 4/4 1 Com
35M' 4/4 2 Com
14M' 4/4 2 Com AD

HARD MAPLE

40M' 4/4 1 Com White
35M' 4/4 1 Com Brown
70M' 4/4 2A Com Unsel
40M' 4/4 2B Com Unsel

SOFT MAPLE

1M' 4/4 2 Com - Btr Curly

RED OAK • APPALACHIAN

150M' 4/4 FAS/1F RL
8M' 4/4 FAS/1F 11" & Wider
80M' 4/4 1 Com
200M' 4/4 2A Com

POPLAR

9M' 5/4 FAS/1F
4M' 5/4 1 Com
6M' 5/4 2A Com
1M' 5/4 2B/3A Com
6M' 6/4 FAS/1F
4M' 6/4 1 Com
2M' 8/4 FAS/1F Premium
3M' 8/4 1 Com

RED OAK • OFF COLOR

50M' 4/4 FAS/1F
15M' 5/4 FAS/1F
11M' 5/4 1 Com
5M' 6/4 FAS/1F
3M' 6/4 1 Com
16M' 8/4 FAS/1F
1M' 8/4 1 Com

HICKORY

4M' 4/4 FAS/1F Calico
100M' 4/4 1 Com
60M' 4/4 2A Com
25M' 4/4 2B Com

POPLAR

10M' 4/4 FAS/1F 11" & Wider
17M' 4/4 FAS/1F 16"
25M' 4/4 1 Com
40M' 4/4 2A Com
7M' 5/4 FAS/1F
3M' 5/4 1 Com
12M' 6/4 FAS/1F
2M' 6/4 1&2A Com
10M' 8/4 FAS/1F
3M' 8/4 2A Com

WALNUT Steamed

20M' 4/4 1 Com
60M' 4/4 2 Com
1M' 8/4 1&2 Com

WHITE OAK • OFF COLOR

60M' 4/4 FAS/1F

WHITE OAK

4M' 4/4 FAS/1F 16"
1M' 4/4 Sel&Btr 8-10" Rift
20M' 4/4 1 Com
100M' 4/4 2A Com
10M' 4/4 Antique Panel

YELLOW BIRCH

6M' 4/4 S&B Unsel
2M' 4/4 S&B Red

TIMBERS AND TIES

7x9 8'-16'

BOARD ROAD

2x8 8'-16'

BLOCKING

2x4 8'-16'

3x4 8'-16'

TRAILER FLOOR REPLACEMENT

2x8 8'-16" White Oak

KINDLING & FIREWOOD LUMBER

Green and Kiln Dried

USED EQUIPMENT FOR SALE

Tyrone SMA-385-C
Hydraulic Gun Carriage Feed System
60", 6 Knife, Fulghum Chipper

- ATFS CERTIFIED FORESTS
- SURFACING FINISHED OR HIT & MISS
- STRAIGHT-LINE RIPPING
- SHRINK WRAPPING
- EXPORT PREPARATION • CONTAINER LOADING
- MIXED TRUCKLOADS

WALTER M. FIELDS LUMBER CO., INC.

P. O. Box 13231, 2401 Harbor Ave.-Presidents Island, Memphis, Tennessee 38113

Wally Fields - Email: wally@fieldslumber.com

TEL: 901-948-7751 FAX: 901-948-7752

Howell White: 270-535-6984 Email: howell@fieldslumber.com

Please visit our Website @ www.fieldslumber.com

"KILN DRIED LUMBER FOR SALE"

50M'	4/4	FAS RL	White Ash
50M'	4/4	FAS 7-8'	White Ash
30M'	4/4	#2 Com	White Ash
30M'	5/4	FAS RL	White Ash
4.5M'	5/4	#1 Com	White Ash
10M'	5/4	#2 Com	White Ash



20M'	6/4	FAS RL	White Ash
6M'	6/4	#2 Com	White Ash
30M'	8/4	FAS RL	White Ash
30M'	8/4	FAS 7-8'	White Ash
11M'	4/4	FAS	Soft Maple
20M'	4/4	#1 Com	White Oak

NOW BUYING
4/4 - 8/4 WHITE ASH

BUYING KD RED OAK ROUGH LUMBER 1COM & 2A, 4/4" & 5/4"

PAY WITHIN 10 DAYS!
SHIP TO CHESLEY, ONTARIO OR
DALIAN IN CHINA

BALDJOHN LUMBER CO,LTD
60 INDUSTRIAL PARK RD,
CHESLEY, ON N0G1L0

Contact: PAUL GAO
GAOYUAN49@HOTMAIL.COM

647-991-7918
www.baldjohnlumber.com

Mueller Brothers Timber, Inc.

1 T/L	4/4	Red Oak	FAS 7+8'
2 T/Ls	4/4	Red Oak	FAS 11+
2 T/Ls	4/4	Red Oak	2 Com
1 T/L	5/4	Red Oak	1 Com
2 T/Ls	6/4	Red Oak	FAS
6,000'	6/4	Red Oak	1 Com
20,000'	8/4	Red Oak	FAS
1 T/L	8/4	Red Oak	1 Com
5,000'	4/4	Walnut	FAS 5"
5,000'	4/4	Walnut	FAS 6"
3,500'	4/4	Walnut	FAS 7"
6,000'	4/4	Walnut	1 Com 4-6"
6,000'	4/4	Walnut	2 Com 4-6"
36,000'	4/4	White Oak	FAS 4+5"
1 T/L	4/4	White Oak	FAS 5"
4,000'	4/4	Soft Maple	1 Com
2,000'	6/4	Soft Maple	FAS
5,000'	4/4	Hard Maple	1 Com&Btr Unsel
40,000'	4/4	Sycamore	1 Com&Btr Jan.
3,500'	8/4	Sycamore	FAS

Contact: Randy Mueller
P. O. Box 175, Old Monroe, Mo. 63369
636-665-5193 FAX: 636-665-5812

BLIND AD 16188 LOOKING TO BUY: Sawmill/Dry Kiln Operation

Minimum 6,000,000 feet of
annual production.
Timberlands preferred but
not a must.

Contact: blindad@hmr.com
Subject Line: Blind Ad 16188

LAKE STATES LUMBER ASSOCIATION

2020 WINTER MEETING January 15 - 17

Tundra Lodge Resort · 865 Lombardi Ave · Green Bay, WI 54304

EASY
End Tally with
ARTIFICIAL INTELLIGENCE

TallyExpress
by **DMSI**

Live in 60+ locations!

Contact DMSI, your exclusive TallyExpress
reseller, to start your free 30-day trial.

(402) 996-2706
tallyexpress.com

RAM FOREST PRODUCTS, Inc.

Shinglehouse, PA 16748
Phone: 814-697-7185
Fax: 814-697-7190

KILN DRIED LUMBER FOR SALE

ASH

28M' 4/4 2A Common

CHERRY

28M' 4/4 2A Common
17M' 8/4 1Common

HARD MAPLE

26M' 4/4 Prime 1&2 White
13M' 4/4 Selects 1&2 White
13M' 5/4 Prime 1&2 White
26M' 5/4 1 Common
13M' 6/4 2A Common
26M' 8/4 Prime 1&2 White
13M' 8/4 1 Common
12M' 8/4 2A Common

POPLAR

18M' 4/4 Prime
10M' 4/4 1 Common
10M' 4/4 2A Common

RED OAK

8M' 5/4 2A Common
26M' 8/4 Prime Mar

SOFT MAPLE

16M' 4/4 Prime Sap&Btr
14M' 4/4 1 Common Sap&Btr
28M' 4/4 2A Common
31M' 5/4 1 Common
13M' 6/4 Prime
28M' 8/4 Prime

Sales: Mike or Rus

E-mail: mtarbell@ramforestproducts.com
or rgustin@ramforestproducts.com

MIDWEST WALNUT

YOUR DIRECT LINE TO AMERICAN BLACK WALNUT

LOGS, 4/4 THROUGH 20/4 LUMBER, FURNITURE SQUARES, DIMENSION, GUNSTOCKS, LIVE EDGE FLITCH, SURFACING & STRAIGHT LINE RIP, & AROMATIC RED CEDAR

Council Bluffs, IA

712-325-9191

Larry Mether

larrym@midwestwalnut.com

Heather Ahearns

heathera@midwestwalnut.com

Willow Springs, MO

417-469-0640

Scott Wood

scottw@midwestwalnut.com

Darrel Thornton

darrelt@midwestwalnut.com

Perris, CA

951-538-4720

Diane Johnston

Dennis Johnston

dianej@goldenstatereload.com

Since 1929

6 DECADES EXPORTING WALNUT



Import Newsletter™

In the December Issue...

Demand for imported hardwood lumber varies widely depending on the species in question, as do performances of individual market sectors for imported woods. This month's HMR *Import Newsletter™* explains which species and markets are performing well and which are not.



Benchmark Pricing · Insightful Analysis · Targeted Audience for Advertisers

Missouri Walnut Group, LLC



Proud
American
Family Owned



5 Million BF Kiln Capacity

HIGH QUALITY GREEN WALNUT AND CHERRY WANTED

STATE OF THE ART LUMBER HANDLING MACHINE
WORLD'S LARGEST WALNUT PRODUCER

We are all about quality



We are well financed



We are quick to pay



We will answer and return calls



We buy rain or shine



Build a relationship with us



Missouri Walnut LLC

11417 Oak Rd, Neosho, MO 64850
Tel. 417.455.0972, Fax 417.455.0255

Penn Cherry LLC

6100 Buchanan Trail West, Mercersburg, PA 17236
Te. 717.643.0913, Fax 717.643.0869

Export KD Sales

William Qian (Sales Manager) 417-455-0972
Rodrigo Guerra Pineda (Mexico)
+52 1 222 662 1447

Domestic KD Sales

Steve Arnold (Sales Manager) 417-389-6141
South West, Southern California, Texas
West Coast Distribution

Thom Teach 937-570-0952
Canada, New England, Midwest, North California,
East Coast Distribution

Seth Helton 417-483-3523
Mountain States, South East, Wisconsin,
NW Distribution

West Coast Distribution
2260 S. Archibald Ave, Unit E
Ontario, California 91761

East Coast Distribution
6100 Buchanan Trail West, Mercersburg, PA 17236

North West Distribution
4050 E. Margaret S., Seattle, WA 98134

Green Procurement

Kirk Bachman (Procurement Mgr) 937-418-1490
Indiana, Michigan, Illinois

Sherry Laughlin 417-658-5915
Wisconsin, Missouri, Arkansas, Kansas, Iowa

Jeff Caldwell 865-617-0725
Kentucky, Tennessee, Alabama,
North Carolina, Virginia

CJ Katsetos 513-319-9698
Ohio, West Virginia, Pennsylvania, New York



AMERICAN WALNUT
MANUFACTURERS ASSOCIATION



Real American Hardwood Promotion Coalition (Washington, D.C.)

continued ...

The American hardwood industry is facing significant change driven by stiff competition from wood look-alike products, relentless misleading campaigns about the sustainability of wood products, a slowing world economy, and the ongoing U.S. trade war with China. Markets are shrinking, and businesses face an uncertain future.

The industry has a powerful story to tell about the beauty and desirability of the products, the small family businesses that make them, the sustainability of our raw material, and the environmental and health benefits of using real hardwood. The trouble is, the industry has not yet been successful in developing a coordinated and collaborative domestic initiative to effectively tell this story and communicate the science-based benefits of real American hardwoods.

That situation is in the process of changing. There is a new emphasis by a coalition of hardwood association executives, energized by the success of their joint effort on the Hardwood Economic Impact Study. This group came together in early 2019 to brainstorm approaches for a voluntary industry-wide promotion initiative.

The top priorities of this coalition are transparency and moving forward in a way that engages *all* members of the hardwood community. The mission is to develop a clear, concise, and overarching brand statement and promotion program that can be echoed throughout the entire supply stream.

This brainstorming session led to the following objectives:

- » Establish a real American hardwood promotion program directed at domestic consumers, specifiers, educators, influencers, and end-users with a launch date of spring 2020.
- » Identify steps and deliverables vital in developing a coordinated initiative to promote the true story and science-based benefits of real American hardwood.
- » Bring other association executives to the program, and expand the reach of the message.

A successful program will:

- ◇ Educate consumers and raise public awareness of real American hardwood;
- ◇ Generate new products;
- ◇ Protect existing markets;
- ◇ Increase markets and sales;
- ◇ Improve industry stability.

More than 30 executives of hardwood industry organizations and associations – local, state, regional, and national, have been a part of the process to establish consensus and develop an action plan. The focus is to capitalize on the expertise and skillfulness of the hardwood association executives who manage diverse priorities and expectations, while sharing the same common denominator: Real American Hardwood.

Broad participation from every industry segment is vital to develop the overarching brand statement. To date, 24 organizations representing lumber, flooring, moulding, cabinetry, veneer and industrial market segments

Real American Hardwood Promotion Coalition

have come forward to participate, agreeing to pool funds and finance at least the first two phases of work.

Promotion means different things to different people. Webster defines it as – *an activity that supports or provides active encouragement for the furtherance of a cause, venture or aim; the publicization of a product, organization or venture to increase sales or public awareness.* For the Real American Hardwood Promotion Coalition, key components to a successful, sustaining, promotion program include Advocacy, Research & Development, Marketing, and Education.

Initiative Phases

Collect Data: Review existing data; identify missing data regarding consumer attitudes towards hardwood products; identify the unknown. The coalition will work with a vetted research firm to collect significant data from consumers, architects, builders, designers, educators, and industry associates on buying habits, key influencers, little known (un)truths about hardwood products, and the environmental favor they hold versus other materials.

Develop a Brand: Engage a firm specializing in brand acceleration to utilize the research results to develop the overarching brand statement, AND identify the most effective go-to-market road map. This will include strategic efforts that can be implemented at little or low cost.

Implementation: Identify feasible tactics and move forward, continually evaluating and adjusting.

Education: Develop a database of post-secondary programs related to forestry, sustainability, and wood as a primary building material. Association and industry leaders will be able to search for opportunities to present and educate the build/design influencers of the future about the benefits of sourcing hardwoods for finished goods, construction, and industrial applications.

The next Coalition meeting will be held on Monday, February 3 at the Indiana Hardwood Lumbermen's Association (IHLA) Convention in Indianapolis. All interested association executives are encouraged to attend. A Coalition update will be presented at the general session on Tuesday, February 4.

As members of the American hardwood industry, the task before us is not an easy one. However, there is growing enthusiasm and great optimism that if we can pool our business intelligence and resources, we can successfully overcome these and future obstacles.

To offer support to the initiative, contribute financially, or receive additional information, please email to hardwoodpromotion@gmail.com.

BUCHANAN HARDWOODS

Butch Ousley 205-779-7041 • Cell 205-292-1613

White Oak 4/4 #2 Com KD 6-8% 100M'

Kiln Dried

ASH

4/4 FAS		114M'
4/4 FAS	Brown	5M'
4/4 #1 Com		73M'
4/4 #2 Com		67M'
4/4 Framestock		5M'

RED OAK

4/4 FAS	6"&7"	0M'
4/4 FAS		101M'
4/4 FAS	12" & Wider	0M'
4/4 Sel Strips	3.5" - 5.5" RL	9M'
4/4 FAS	Mineral Stain	13M'
4/4 #1 Com	Mineral Stain	59M'
4/4 #1 Com		91M'
4/4 #2 Com		24M'
5/4 FAS	12" & Wider	4M'
5/4 FAS	RWL	8M'
5/4 #1 Com		25M'
5/4 #2 Com		11M'

RED GUM

4/4 Sel&Btr		5M'
-------------	--	-----

WHITE OAK

4/4 FAS	RWL	84M'
4/4 FAS	10" & Wider	58M'
4/4 FAS	6'	24M'
4/4 #1 Com	RWL	221M'
4/4 #2 Com	RWL	100M'
4/4 #2 Com	8" & Wider	23M'
5/4 FAS	RWL	0M'
5/4 FAS	10" & Wider	0M'
5/4 #1 Com		18M'
5/4 #2 Com		13M'
5/4 #3 Com		2M'
6/4 FAS	RWL	7M'
6/4 FAS	10" & Wider	0M'
6/4 #1 Com		2.4M'
6/4 #2 Com		1M'

POPLAR

4/4 FAS	12" & wider	12M'
4/4 FAS		116M'
4/4 #1 Com		60M'
4/4 #2 Com		0M'

4/4 Red Oak Coffin Stock 12" & Wider 18% or less M/C 4M'

205-373-8710

Fax: 205-373-6982

ALICEVILLE, AL

Elite



Visit our website • www.buchananhardwoods.com
 Butch Ousley • Email: glo@buchananhardwoods.com
 Jim Bailey • Email: jim@buchananhardwoods.com
 Rob Dahlberg • Email: rob@buchananhardwoods.com

© 2020 HARDWOOD MARKET REPORT

It is illegal to photocopy, reproduce, sell, publish, broadcast, or transmit this publication in any way, in whole, or in part, without the express written permission of the owner. This publication is copyrighted under the statutes of the United States. The compilation of facts and information provided herein is the subject of private property rights of the publisher and is protected by copyright and intellectual property laws. Prices published in Hardwood Market Report are presented only as a guide. Prices and commentary are based on unprejudiced, independently gathered information from a wide range of dependable industry sources. Listed prices are estimates compiled from data that represent current transactions and/or trends, and are not designed to predict future prices. Actual prices may differ due to variations in quality, volume, area location, freight considerations, specifications, or other circumstances.

98 YEARS AUTHORITATIVE HARDWOOD MARKET REPORTING

