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WHAT'S COMING ON BOARD?

What Does the Future Hold for Hardwood Supplies?

By Ed Brindley

Last week Jeff McBee wrote an editorial entitled "You Can Blame It on The Weather, But You'd Be Wrong." The **Railway Tie Association** (RTA) carried an editorial in its most recent edition of *Crossties* magazine entitled "Interesting Times – **Tie Purchases Healthy... How Will Supply Respond?**" The pallet industry is well aware of **how competitive the railroad industry is for buying the center of hardwood logs**. This article provided a look into the rail tie market that is worth noticing.

Remember when many people

believed that the railroad industry was dead or at least had lost its luster? Well, the **railroad industry is on a roll today**. The most recent *Crossties* reported, "Multiple changes in market dynamics have stimulated the **search for new ideas** as to what forces are driving crosstie demand, and where information on those forces can be found. **New track is being constructed to serve gas and oil well development**. Growing volumes of sand, pipe and chemical are being shipped to drilling rigs. Crude oil and petroleum shipments are expanding

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New Truck Fuel Efficiency Standards Coming

By DeAnna Stephens Baker

The Obama administration is beginning work on **regulations that will tighten carbon emissions from trucks** and other heavy-duty vehicles even further.

As part of his **climate action plan**, President Barack Obama directed the **Department of Transportation** (DOT) and **Environmental Protection Agency** (EPA) to set **a new round of fuel efficiency standards for medium- and heavy-duty trucks by March**

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MARKET REPORT

Hardwood Pallet Market

Low-grade hardwood supplies are **extremely strained** in nearly every market east of the Rockies.

Weather has been a **factor in numerous ways**. The biggest impact of weather has been **lost time and efficiency at all levels** of the **forest products supply chain**.

Loggers have been **slowed or driven out of the woods** by one of the coldest winters on record. When it hasn't been **brutally cold temperatures**, it has been **snow, sleet and freezing rain**. It goes without saying that **log decks are very thin** in most areas.

Trying to build log inventories could be a **long, arduous process**. The forest products industry has lost quite a bit of its logging fleet in recent years.

Weather has also been a **factor at sawmills and pallet operations**, again due to harshly cold temperatures, where **indoor temperatures** have been **challenging**.

Although **weather has been a challenge**, it is **far from** being the **primary market concern**. The **industry's ability** and/or willingness to **produce** is a far **bigger concern**.

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What Does the Future Hold for Hardwood Supplies?

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rapidly. Intermodal continues to grow. Coal has taken a dive.”

Ironically **two big competitors to the cant market** were mentioned in this quote – **rail ties and board roads**. Both have been on an upswing thanks to the **oil and natural gas boom** as well as intermodal freight traffic for railroads.

The **demand for new wood crossties** continues to grow each year. In 2010 tie purchases were 19,579; purchases went up 11.8% to 21,888 in 2011, and has **rose steadily at about a 5% rate each year**. See the sidebar for more details. These tie numbers included both the larger Class 1 railroads and small market purchases. It is interesting that **small market purchases almost doubled in six years between 2009 and 2015**(from 3,432 to 7,116) while class 1 purchases went up about 12.5%. Growth is expected to slow over

Table 1: New Wood Crossties (in thousands) [2009 to 2015]

New Wood Crossties (in thousands)					
Year approx.	Real GDP	Class 1 Purchases	Small Market Purchases	Total Purchases	Percentage
2009	-2.8%	16,216	3,432	19,648	-4.9%
2010	2.5%	16,379	3,200	19,579	-0.4%
2011	1.8%	16,525	5,363	21,888	11.8%
2012	2.8%	16,968	6,054	23,023	5.2%
2013	1.9%	17,457	6,738	24,195	5.1%
2014	2.8%	17,834	7,019	24,852	2.7%
2015	3.3%	18,228	7,116	25,344	2.0%

the next two years although pricing continues to increase.

Jim Gauntt, the executive director of the RTA, pointed out that on February 2, 2010 **Burlington Northern Santa Fe, LLC and BNSF Railway Company became subsidiaries of Berkshire Hathaway, Inc.** This railroad is now **strong enough that it sets the tone for much of the industry**.

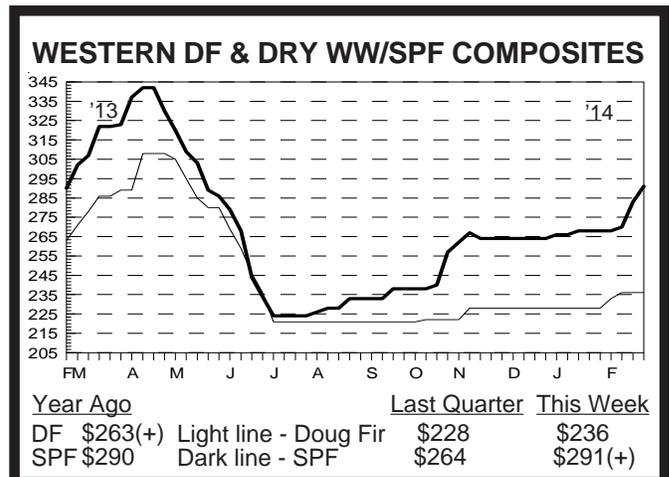
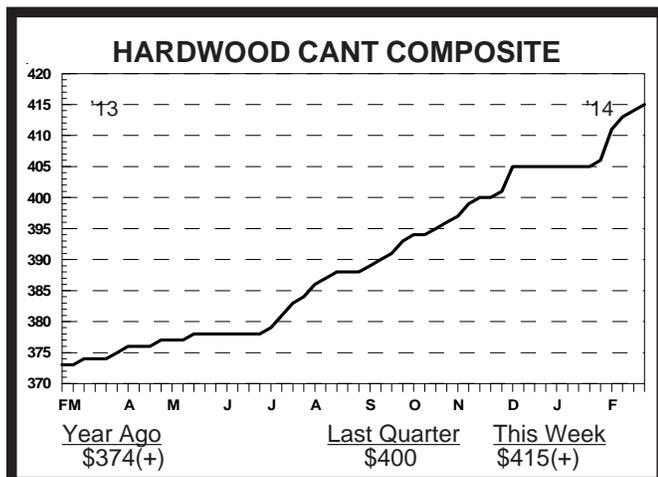
In the last eight months the **BNSF has led the way with a**

\$1.50 increase per tie in September 2013 and another \$3.00 a tie in the last two weeks of February in 2014. While the railroads can be tight when it comes to spending money, it is also true that railroad earnings have been strong, possibly the highest ever recently. **If the BNSF is not cutting back on maintenance, then the other railroads typically feel the need to follow suit.**

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Lumber Price Trends

These two composite hardwood and softwood graphs reflect the overall trends in average price movement for **hardwood cants** and **western RL DF/SPF softwoods**. Pluses and minuses indicate directions of price change movements at the indicated times when compared to the previous week's average.



Canadian Pallet Market

Most **contacts** who are **involved** with **offshore markets** say that **activity** is **good not great**. That somewhat **contradicts** some of the **on the ground trends**. **Grade market** activity is **in line with expectations** for good but not great export markets, but **that is far from the case** in **industrial softwood** markets **in** both **eastern and western Canada**.

The **contradictory trends** have made **industrial markets** a **difficult read** to say the least. Canadian markets differ greatly from the U.S. in that **Canadian mills** have a **tendency to move nearly all of their production to offshore markets** when those markets are more profitable. **U.S. mills**, on the other hand, tend to **consistently ensure** that their **domestic customers have enough** material – even in tight markets – regardless of the strength of offshore markets.

Industrial softwood supplies in the **East** have been quite **erratic**. There were **times** in **2013** where the **market felt** as though

it were **perpetually tight**, even after industrial softwood pricing fell off the cliff. Then **that reversed** somewhat. The **eastern softwood market** felt slightly **oversupplied but steady**. That **trend** has **flipped back** to **tight supplies** and **bullish prices**.

Mixed reports on **industrial softwood supplies** aren't strictly in the East. **Availability** in the **West** has been quite **tight** for a while but **there have been some indications** that the **market may be at the end of the upward push**. **Trends** in the **U.S. don't** necessarily **point in that direction**. There have been **rumors** that **China** may be **intentionally** trying to **manipulate** the **market**.

Cut stock prices continue to display a **bullish posture**. Reports of **price resistance** from the **pallet community** are **mixed**. **Prices moved** again this week at a **measured pace**.

The **low-grade hardwood market** in eastern Canada registered **very little change** this week. **Demand** for industrial

hardwood has been **very solid**. **Supplies** have been **tight**, but **not unbearably so**. **Part** of the **tighter supply** is due to **limited aspen production** as many **aspen mills** are in **winter shut-down**. Most would be back on line by now by **weather has affected decisions**.

Hardwood cant prices have a **mildly bullish** posture while tracking mainly **sideways**.

Hardwood precut is **enjoying solid demand** from U.S. markets and **prices** remain very **firm**.

Pallet demand has been **solid**, but **mildly disappointing**. 

NEWS BRIEFS

- The **Southern Forest Products Association** (SFPA) has published a new 2014 Edition of the booklet "**Pressure-Treated Southern Pine**". The booklet provides **information to assist with the proper specification and use of pressure-treated Southern Pine materials**. A copy is **available as a free PDF download** from at <http://www.SouthernPine.com>.

- The **Federal Trade Commission** (FTC) has reached a **settlement with a manufacturer of plastic lumber products** that requires the company to stop making what the FTC considers **unsubstantiated claims about the recycled content and recyclability** of its plastic lumber. Under the settlement, N.E.W. Plastics Corp., **must have credible evidence to support any recycling-related claims** it makes, and is required to tell its distributors to remove any marketing material for the products provided by the company before December 2013. 

What Does the Future Hold for Hardwood Supplies?

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McBee made a strong point that the biggest issue is a **reduced capacity of the forest products infrastructure**. McBee wrote, "In my article for the upcoming *Pallet Enterprise* magazine, I wrote that the largest factors impacting the market will linger long after weather warms. The perfect storm is the market conditions created by a lack of forest products infrastructure. That will present **big challenges for the entire forest products industry until the market adjusts**."

Gauntt of the RTA made a similar statement in a brief interview. He commented, "The **hole in the forest products infrastructure (including sawmills) is likely to stretch into 2015**. The crosstie industry doesn't see supply issues improving in the short-term future."

The issue is typically two pronged: **can we get the logs and do we have the sawmilling capacity to cut them** into the required products? Even the **paper industry** is having **problems with its supply of hardwood chips**. 

Lacey Act Amendments Considered

The **Lacey Act** continues to receive attention in Congress with **variations being considered** that could **lessen the impact of the provisions designed to reduce illegal timber** entering the United States.

The 2008 Lacey Act amendments make it illegal to trade plants and plant products, including wood and paper, harvested or traded in violation of the laws of a foreign country.

This week, a **House Natural Resources subcommittee** held a hearing on potential Lacey Act amendments. Two of the bills being considered would amend the

Lacey Act to **provide a “declaration on demand” system of tracking shipments** and **stipulate that the law’s provisions do not apply to shipments made before May 22, 2008**, the last Farm Bill’s date of enactment.

There is **broad support from the forest products industry for clarifying that the Lacey Act amendments do not apply to products imported or manufactured prior to May 2008**. However, **many in the industry do not support the idea of loosening the declaration requirements**. The American Forest & Paper Association

(AF&PA) said that the declaration requirement is **an important tool in ensuring that businesses all along the supply chain become a part of the solution** through joint action and **puts the burden on the supply chain to exercise due care** in knowing where its raw material is coming from.

Whether any of these potential amendments will actually see much movement is still unknown. The Hardwood Federation noted that while there **does not seem to be much support on the House Natural Resources Committee for moving a bill**. 

EPA Issues Wood-Burning Stove Emission Standards

By Chaille Brindley

The **Environmental Protection Agency (EPA)** recently **issued new regulation for wood-burning stoves** in an effort to **reduce particle pollution** caused by smokestacks. New regulations push the boundaries of what is currently available on the market, and **existing rules were written in 1988**.

The **proposed rules do not apply to existing wood-burning stoves in homes**, and the EPA would **give manufacturers five years to meet standards**

that would **reduce emission by about 80%**. Also, the rules do not cover pellet stoves that burn compressed wood or biomass pellets, heaters fueled solely by oil, gas or coal, or outdoor fireplaces and fire pits.

Limiting wood-burning stoves is controversial because wood is a major source of home heating in some rural areas. Some states already have fairly tough regulations on emissions, including Washington and New York. Other states have **risen up to oppose** the proposed federal standard changes, such as **Missouri, Utah and Alaska**.

The Missouri House of Representatives is considering legislation that ban state environmental authorities from regulating residential wood heaters without permission. The **EPA ban sets a national standard, but it is up to states to decide whether or not to enforce them**.

Some stove manufacturers

contend that the **EPA’s standards would drive up production costs that would make the more efficient designs unaffordable to consumers**. “There’s not a stove in the United States that can pass the test right now – this is the death knoll of any wood burning,” said Red Kelly, the founder of Earth Outdoor Furnaces.

Environmental groups suggest that the EPA is long overdue in issuing new regulations and that the changes will take place gradually over time. Wood stove manufacturers suggest the standards could significantly drive up the cost of new models and **burden rural residents**. The EPA suggested that for every dollar spent complying with the standard, **Americans will see much higher benefits in better overall human health** due to improved air quality.

For more information on the proposed standard changes, visit <http://is.gd/dILZLx> 

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New Truck Fuel Efficiency Standards Coming

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2016. The agencies are expected to issue a proposed rule by March 2015 and the final rule by a year later. This is the second round of fuel efficiency standards for heavy-duty vehicles. The first were finalized in 2011 and applied to trucks model years 2014 through 2018. The exact model years that the new rules will impact has not yet been stated, but according to President Obama, they **“will reach well into the next decade.”**

“Improving gas mileage for these trucks are going to drive down our oil imports even further,” said Obama. “That reduces carbon pollution even more, cuts down on businesses’ fuel costs, which **should pay off in lower prices for consumers.**”

But **many in the trucking industry disagree** with his conclusion. The Owner-Operator Independent Drivers Association (OOIDA) stated that **the new mandate could put the cost of new equipment out of reach for many American truckers, forcing truck owners to hold on to older equipment longer and put off buying new trucks and trailers as long as they can.**

“Shock and awe may be the best way to describe what’s happening to the vast majority in trucking with these proposed regulations,” said Todd Spencer, OOIDA executive vice president. “Each year for the past 10, more and more truckers are squeezed out of the option to buy new equipment because of ever **increasing prices due to government requirements** that are long on promises but way short

on performance.”

According to EPA estimates, **the standards released in 2011, which are just now starting to take effect, will add approximately \$6,200 to the price of a new truck. What this next round of regulations will add on top of that is not yet known.**

Obama has called for greater efficiency for engines and power trains, aerodynamics, weight reductions, rolling resistance, hybridization, automatic engine shutdown and accessory improvements for fans, auxiliary power units and air conditioning. According to OOIDA, **many of these technologies are not yet in production** and most would have impacts on specialized trucking operations.

“We’re not talking about some 60-watt light bulbs here where poor performance or premature failure is a minor inconvenience,” said Spencer. “Large trucks are vital tools, essential to our economy and our way of life, and **most trucker operators are small-business people just getting by.**”

Andy Ahern, CEO of Ahern & Associates, a trucking and transportation management consulting firm, said that what many don’t realize is that **every new regulatory burden put on the trucking industry ends up costing everyone along the supply chain more, right down to the consumer.**

“Any time you put pressure on the trucking industry it directly affects the public,” said Ahern.

Much of the trucking industry has still not recovered from the recent economic recession. During the past seven years,

many trucking companies have gone out of business, and the industry is currently dealing with a shortage of drivers and used equipment. Now, **there is a lot of consolidation occurring, driving trucking rates up even more.**

“Rates right now in the trucking industry are going up every day,” said Ahern.

If more consolidation happens and small companies go out of business due to the costs of meeting new requirements that will only put more pressure on **shipping rates to keep climbing while capacity remains tight.** According to Ahern, **large companies will get larger, and smaller ones will get pushed out. This will further limit options available to shippers.** With tightening capacity, they no longer have the luxury of shopping around for the best shipping rates.

Any additional regulatory requirements that increase costs for the trucking industry will drive up shipping rates even more. And the Obama’s recent announcement is **not the only set of regulations coming down the line for the trucking industry.**

“There are 27 regulations pending in Congress that are all going to affect trucking over the next two years,” said Ahern.

New equipment costs are already prohibitive for many trucking companies and additional **emission standards will push new equipment costs up even more, which is bad news for everyone along the supply chain.**

Market Report

(Continued from first page)

Forest products infrastructure is a **looming problem** that will **get worse before it gets better**. The **lack of loggers** to feed sawmills for a **housing market** that **finally seems** to be truly **awakening** will be a **test** for the **industry**.

Sawmills have been **reluctant** to **add shifts** east of the Rockies. **As demand grows, finding logs** and additional **people** for **seasonal second shifts** is yet another **challenge**.

Then the **pallet industry** has a more **industry specific concern, competition** for **low-grade hardwood**. The competition for low-grade hardwood from other industries has **grown very intense** over the past few years. In some cases the **competition arises** from hardwood-using **sectors** that were **hardly on** pallet manufacturers' **radar** as recently as **ten years ago**.

Board-road and crane/dragline mat material has become **big competition** for low-grade hardwood. Other, more **traditional low-grade hardwood competitors** such as **rail ties** and **framestock** are also **very active**. These **industries** all have **deeper pockets than** the **pallet industry** and that **shows in market prices** being paid by each industry segment.

These **factors** all **leave raw material availability strained** and **prices reflect** the **scarcity** of supply. **Current market moves** on **cant prices** are **stronger than** we have **ever seen**.

Pallet demand has been **solid-to-strong** for nearly everyone. **Activity** has been **registering steady, modest growth**. **Despite** the **improving demand**, there are **some areas** where demand is **solid but little more**.

Pallet Profile Weekly Quote of the Week:

"What is LinkedIn? I mean how do I use that? It's like Facebook? So business associates can know what time I get out of the shower?"
(Withheld to protect the guy with a new job)

Both demand scenarios tax pallet manufacturers' **ability to keep up due to raw material concerns**.

The **tight raw material** and subsequent **increases in** raw material **prices creates more headaches** for **pallet manufacturers** who – more often than not – are **working with hand-to-mouth inventories**. Having **so little inventory means** that any **increases in raw material costs are absorbed instantaneously**. This makes **pallet price increases more important than ever**.

Most **pallet suppliers** are **moving their pallet prices consistently** in an effort **to keep up** with **skyrocketing raw material costs**. **Even** the pallet **suppliers** who **usually** are **reluctant to raise** pallet **prices**, are **pulling the trigger on** price **increases**.

Customers will **always resist** higher prices, but the **current market doesn't allow** pallet manufacturers **room to hold back** on raising their prices.

Western Pallet Market

The **grade market** began to **awaken slightly** as **some areas** east of the Rockies **began to warm** up slightly. Still, **cold weather** in the east **kept consumption limited** in housing grade material.

Grade prices edged upward slightly, but **rumors of growing grade inventories persisted**. **Sellers** have been **optimistic** all year and that part of the market hasn't changed.

The **weaker grade** market has **impacted utility slightly more than other grades**. This has compressed the industrial soft-

wood market. **One trader mentioned** that **utility** has gained some **traction in the pallet market** due to how tight some **utility numbers** are **to economy price** levels, calling current conditions, "a weird market."

Offshore demand has been **picking up**, but still **hasn't returned** to **levels** seen in **late 2013**. The truly **hot offshore market** at the moment continues to be **export logs**. Demand in the **log market** has **climbed** to where **local mills** are **unable to reconcile** the high **log costs** with **lumber prices** in today's market.

Economy prices have been **trending upward sharply** in **February**. The **prices** are still **bullish**, but the **moves** were **more measured this week**. **Only time will tell** if this is an extended market pause or if the market is digesting recent moves.

There **continues to be** some **push and pull between** the **buying** and **selling community**. Many **buyers** continue to insist on **only working** with **small raw material inventories**.

Random length offerings have been **heavy to short length material** lately. **Good tallies** seem to be **harder to find** than even a few months ago.

Pallet prices have begun to **move upward**. **Customer resistance** has been **stout**. Today's market is generating some **strong resolve in pallet manufacturing community**. Some **thinner-margin customers** have found themselves **looking for new vendors**. P2

Canadian Market on pg. 3

Eastern/Southern/Northern/Midwestern Hardwood Pallet Industry

The following information describes the conditions and prices prevalent in the hardwood pallet industry. Information is reported for 27 regions to keep material as localized as possible. Most reporting regions correspond to individual states, although a few cross state lines when circumstances suggest they should. All hardwood lumber prices are for low-grade, mixed dense, rough and green hardwoods. With the exception of cut stock, which is priced by the piece, all lumber prices are reported as delivered prices per thousand board feet. Prices are typical prices reported by our information network. Even within small reporting regions, price variations sometimes dictate that we choose a middle price within the range. Descriptions of inventory

conditions help provide an overview of the market in a tabular form.

Percentage of plant capacity utilization gives one measure of pallet activity. Verbal descriptions in the market report add additional detail.

The modified 48x40 GMA grocery pallet is used as a barometer of pallet pricing. Typical prices for the New 5/8" deck & 1-3/8" stringer GMA pallet are reported.

Plus and minus signs after lumber and pallet prices indicate the direction of price changes when compared to last week's *Pallet Profile*. Prices are moved in increments which make comparisons meaningful. No attempt is made to forecast future prices.

Region	Cants 4x6" & 3-1/2x6" 8' x 16'	Boards 1x4" & 1x6" 8' x 16'	Cut Stock 5/8" x4" x 40" (per piece) Nominal 4" Piece Actual as Low as 3.5"	Lumber Inventory	Log Inventory	% Plant Capacity Used	Modified GMA Pallet
							5/8" 1-3/8" decks & Stringers New Price
No. N. Eng.	\$420	----	39¢	Very Low	Very Low	85%	----
So. N. Eng.	\$425	----	39.5¢	Very Low	Very Low	85%	\$10.24
Mid-Atlantic	\$462	\$430	33.5¢	Critical to Very Low	Critical to Very Low	85%	\$10.15
Virginia	\$410**	\$405**	35¢	Very Low to Low	Very Low	85%	\$9.36
N. Carolina	\$440	----	32¢	Very Low	Very Low	95%	\$9.36
S. Carolina	\$440	----	31.5¢	Very Low	Very Low	95%	\$9.36
Georgia	\$447	\$385	31.5¢	Very Low to Low	Very Low	95%	\$9.36
North Florida	----	----	----	Low to Normal	----	90%	----
Alabama	\$440(+)	\$395	33¢	Low to Normal	Low	85%	\$9.45
Mississippi	\$415	----	30.5¢	Low to Normal	Low	85%	\$9.01
Tennessee	\$400(+)	----	30.5¢	Very Low	Very Low	85%	\$9.28
Kentucky	\$410(+)	----	30¢	Very Low	Very Low	90%	\$9.28
W. Virginia	\$410(+)	\$385	----	Very Low	Low	85%	\$9.19
Western PA	\$440	\$425	34¢	Very Low	Very Low to Low	90%	\$9.54
Western NY	\$435	----	35¢	Very Low	Very Low to Low	90%	\$9.45
Ohio	\$440(+)	\$400	31¢	Very Low	Very Low	85%	\$9.45
Michigan	\$365(+)	\$345	35¢	Critical to Very Low	Very Low to Normal	85%	\$9.28
Indiana	\$390	----	32.5¢(+)	Very Low	Very Low	80%	\$9.19
Illinois	\$407	----	34.5¢	Very Low	Very Low	85%	\$9.01
Wisconsin	\$420	\$420	36.5¢	Very Low	Very Low	85%	\$9.45
Minnesota	\$410	----	35¢	Very Low	Very Low	90%	\$9.28
Iowa	\$410	----	35¢	Very Low	Very Low	90%	\$9.36
Missouri	\$350	----	32.5¢	Very Low to Low	Very Low	80%	\$9.19
Arkansas	\$390	----	33.5¢	Very Low	Very Low	80%	\$9.36
Louisiana	\$430	----	----	Very Low	Very Low	85%	----
East Texas	\$472	\$460	34¢	Very Low	Very Low	85%	\$9.71
Kansas/OK	\$400	----	29.5¢	Very Low	Very Low	85%	\$9.19

*RW & RL **In Virginia 6/4 is \$400

West Coast and Canadian Pallet Industry

All lumber costs are representative of typical lumber prices for delivered to pallet companies in the reporting regions and are expressed in \$/Mbf. Prices are in U.S. dollars in U.S. regions and Canadian dollars in Canadian regions.

All U.S. pallet prices are representative of delivered prices paid by a customer. Canadian CPC pallet prices are typical mill prices.

The U.S. pallets are a specified 48x40, 2-way reusable or standard-and-better pallet and a specified 48x40 2-way mixed species limited-use pallet. Pallet #1 (reusable) is a 28 bf pallet with 3-2x4x48 stringers

and 12-1x6x40 deck boards, seven on top and five on bottom. Pallet #2 (limited-use) is a 21-1/3 bf pallet with 3-2x4x48 stringers and nine deck boards, three 4" and six 6" boards. The alder pallet is a full spec GMA pallet.

Plus and minus signs after lumber and pallet prices indicate the direction of price changes when compared to last week's *Pallet Profile*. Prices are moved in increments which make comparisons meaningful. No attempt is made to forecast future prices. It is normal to expect variations due to market fluctuations and particular circumstances.

Lumber and Pallet Prices	Southern California	Northern California	Pacific Northwest	British Columbia	Alberta
2 x 4 RL DF	\$250	\$240	\$200	----	----
2 x 6 RL DF	\$260	\$250	\$215	----	----
2 x wides RL DF	----	----	----	----	----
2 x 4 RL Dry White Wood/SPF	\$310(+)	\$295(+)	\$265(+)	\$285	\$290
2 x 6 RL Dry White Wood/SPF	\$310(+)	\$295(+)	\$270(+)	\$285	\$280
2 x wides RL Dry White Wood/SPF	\$330	\$305	\$275	----	----
1 x 4 Mill Run Rough	----	----	----	----	----
1 x 6 x 40 Utility & Better SPF	\$405	\$395	----	----	----
2 x 4 x 48 Notched SPF	\$405	\$395	----	----	----
Alder GMA Cutstock 11/16 – 4"	\$345	\$335	\$310	----	----
Alder GMA Cutstock 11/16 – 5"	\$355	\$345	\$315	----	----
% Plant Capacity Used	80%	80%	85%	80%	90%
Lumber Inventory	Low to Normal	Low to Normal	Low to Normal	Normal to Heavy	Normal to Heavy
Pallet #1 Standard and Better	\$15.40	\$14.70	\$12.50	----	----
Pallet #2 Shipping	----	----	----	----	----

Eastern Canada

	Prairie	Ontario	Quebec	Maritime
Hardwood Cants	----	\$430	\$420	\$410
2 x 4 RL SPF	\$240	\$322*	----	----
2 x 6 RL SPF	\$230	----	----	----
Mill Run Rough 1 x 4	----	\$320	----	----
Lumber Inventory	Normal to Heavy	Low to Normal	Low to Normal	Low to Normal
Log Inventory	----	Normal	Low to Normal	Very Low to Low
% Plant Capacity	75%	75%	75%	80%

*8' 2x4 SPF