



# Lumber Track

April 2020  
Issued: July 17th, 2020

WWPA'S MONTHLY REVIEW OF NORTH AMERICAN LUMBER STATISTICS, INCLUDING TRADE HIGHLIGHTS AND KEY MARKETS

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## U.S. Softwood Lumber Industry Activity by Region (million board feet)

|                   |              | Full Year     | 4 months YTD  |               |            |              |              |              |             |             |              |              |            |
|-------------------|--------------|---------------|---------------|---------------|------------|--------------|--------------|--------------|-------------|-------------|--------------|--------------|------------|
|                   |              | 2019          | 2020          | 2019          | % Chg      | Apr-20       | Mar-20       | Apr-19       | M to M %    | Y to Y %    | 1st Qtr 20   | 1st Qtr 19   | % Chg      |
| <b>Production</b> | West         | 14,335        | 4,664         | 4,828         | -3.4       | 1,050        | 1,219        | 1,264        | -13.8       | -16.9       | 3,613        | 3,564        | 1.4        |
|                   | South        | 19,365        | 6,848         | 6,426         | 6.6        | 1,708        | 1,659        | 1,692        | 3.0         | 0.9         | 5,140        | 4,734        | 8.6        |
|                   | Other        | 1,665         | 569           | 556           | 2.3        | 136          | 142          | 146          | -4.2        | -6.7        | 433          | 410          | 5.5        |
|                   | <b>Total</b> | <b>35,366</b> | <b>12,080</b> | <b>11,810</b> | <b>2.3</b> | <b>2,895</b> | <b>3,020</b> | <b>3,102</b> | <b>-4.2</b> | <b>-6.7</b> | <b>9,186</b> | <b>8,708</b> | <b>5.5</b> |

## Shipments

|              |               |               |               |            |              |              |              |             |             |              |              |            |
|--------------|---------------|---------------|---------------|------------|--------------|--------------|--------------|-------------|-------------|--------------|--------------|------------|
| West         | 14,353        | 4,739         | 4,750         | -0.2       | 1,109        | 1,221        | 1,282        | -9.1        | -13.5       | 3,630        | 3,469        | 4.7        |
| South        | 19,365        | 6,848         | 6,426         | 6.6        | 1,708        | 1,659        | 1,692        | 3.0         | 0.9         | 5,140        | 4,734        | 8.6        |
| Other        | 1,666         | 573           | 552           | 3.7        | 139          | 142          | 147          | -2.2        | -5.3        | 433          | 405          | 6.9        |
| <b>Total</b> | <b>35,384</b> | <b>12,160</b> | <b>11,729</b> | <b>3.7</b> | <b>2,956</b> | <b>3,022</b> | <b>3,121</b> | <b>-2.2</b> | <b>-5.3</b> | <b>9,203</b> | <b>8,608</b> | <b>6.9</b> |

## New Orders

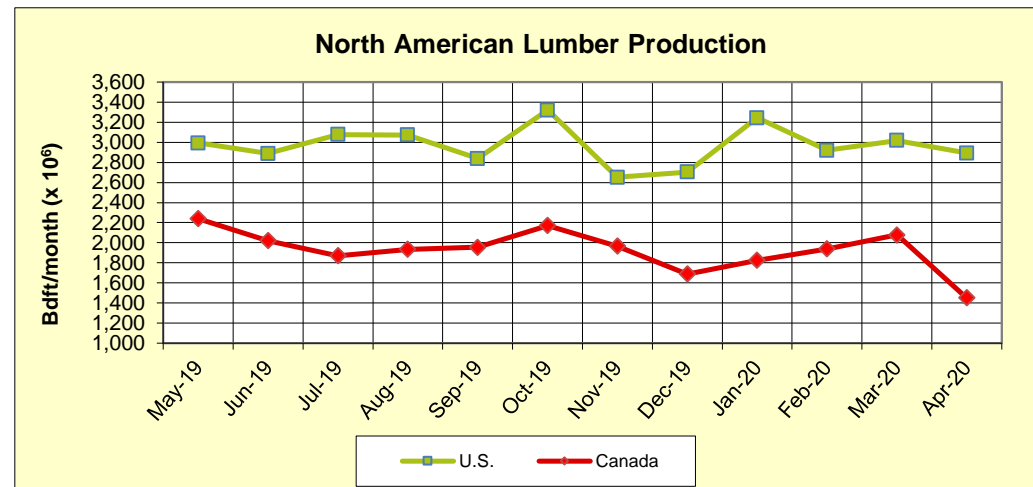
|              |               |               |               |            |              |              |              |             |             |              |              |            |
|--------------|---------------|---------------|---------------|------------|--------------|--------------|--------------|-------------|-------------|--------------|--------------|------------|
| West         | 14,319        | 4,733         | 4,709         | 0.5        | 1,118        | 1,218        | 1,277        | -8.2        | -12.5       | 3,615        | 3,432        | 5.3        |
| South        | 19,365        | 6,848         | 6,426         | 6.6        | 1,708        | 1,659        | 1,692        | 3.0         | 0.9         | 5,140        | 4,734        | 8.6        |
| Other        | 1,664         | 572           | 550           | 4.0        | 140          | 142          | 147          | -1.8        | -4.8        | 433          | 403          | 7.2        |
| <b>Total</b> | <b>35,348</b> | <b>12,153</b> | <b>11,686</b> | <b>4.0</b> | <b>2,966</b> | <b>3,019</b> | <b>3,116</b> | <b>-1.8</b> | <b>-4.8</b> | <b>9,187</b> | <b>8,570</b> | <b>7.2</b> |

## Unfilled Orders

|              |              | Apr-20       | Apr-19       |            |
|--------------|--------------|--------------|--------------|------------|
| West         | 473          | 466          | 466          | 0.1        |
| South        | 716          | 716          | 716          | 0.0        |
| Other        | 69           | 69           | 69           | 0.0        |
| <b>Total</b> | <b>1,258</b> | <b>1,251</b> | <b>1,251</b> | <b>0.0</b> |

## Inventories

|              |              | Apr-20       | Apr-19       |             |
|--------------|--------------|--------------|--------------|-------------|
| West         | 1,275        | 1,200        | 1,370        | -12.4       |
| South        | 1,654        | 1,654        | 1,654        | 0.0         |
| Other        | 161          | 158          | 166          | -5.1        |
| <b>Total</b> | <b>3,091</b> | <b>3,011</b> | <b>3,190</b> | <b>-5.6</b> |



Source: Southern Forest Products Association, U.S. Census Bureau, Council of Forest Industries-CAN, WWPA

## Canadian Softwood Lumber Industry Activity by Region (million board feet)

|                   |                     | Full Year     | 4 months YTD |              |              |              |              |              |              |              |              |              |             |
|-------------------|---------------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|
|                   |                     | 2019          | 2020         | 2019         | % Chg        | Apr-20       | Mar-20       | Apr-19       | M to M %     | Y to Y %     | 1st Qtr 20   | 1st Qtr 19   | % Chg       |
| <b>Production</b> | British Columbia    | 9,847         | 2,689        | 3,587        | -25.0        | 436          | 792          | 903          | -44.9        | -51.7        | 2,253        | 2,684        | -16.1       |
|                   | East of the Rockies | 14,585        | 4,606        | 5,001        | -7.9         | 1,016        | 1,286        | 1,303        | -21.0        | -22.0        | 3,591        | 3,698        | -2.9        |
|                   | <b>Total</b>        | <b>24,432</b> | <b>7,295</b> | <b>8,588</b> | <b>-15.1</b> | <b>1,452</b> | <b>2,078</b> | <b>2,206</b> | <b>-30.1</b> | <b>-34.2</b> | <b>5,843</b> | <b>6,382</b> | <b>-8.4</b> |

## Shipments

|                     |               |              |              |              |              |              |              |             |              |              |              |              |
|---------------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|--------------|--------------|--------------|--------------|
| British Columbia    | 10,026        | 2,893        | 3,599        | -19.6        | 723          | 810          | 957          | -10.8       | -24.5        | 2,170        | 2,642        | -17.8        |
| East of the Rockies | 14,139        | 4,325        | 4,666        | -7.3         | 1,045        | 1,127        | 1,230        | -7.3        | -15.0        | 3,280        | 3,436        | -4.6         |
| <b>Total</b>        | <b>24,166</b> | <b>7,218</b> | <b>8,265</b> | <b>-12.7</b> | <b>1,768</b> | <b>1,938</b> | <b>2,187</b> | <b>-8.8</b> | <b>-19.2</b> | <b>5,450</b> | <b>6,078</b> | <b>-10.3</b> |

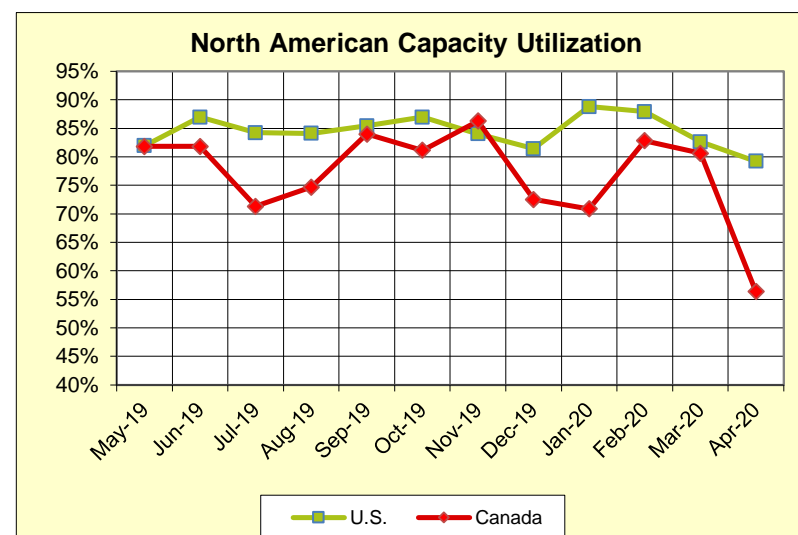
## Inventories

|                     |              | Apr-20       | Apr-19       |              |
|---------------------|--------------|--------------|--------------|--------------|
| British Columbia    | 1,093        | 867          | 1,303        | -33.5        |
| East of the Rockies | 1,993        | 1,925        | 2,115        | -9.0         |
| <b>Total</b>        | <b>3,086</b> | <b>2,792</b> | <b>3,418</b> | <b>-18.3</b> |

Source: Statistics Canada, Council of Forest Industries-CAN

## Production as Percent of Practical Capacity

|                     | Full Year   | 4 months YTD |             |               |               |               |
|---------------------|-------------|--------------|-------------|---------------|---------------|---------------|
|                     | <u>2019</u> | <u>2020</u>  | <u>2019</u> | <u>Apr-20</u> | <u>Mar-20</u> | <u>Apr-19</u> |
| West                | 81%         | 78%          | 80%         | 69%           | 80%           | 82%           |
| South               | 86%         | 90%          | 85%         | 87%           | 85%           | 87%           |
| Total U.S.          | 84%         | 85%          | 83%         | 79%           | 83%           | 84%           |
| British Columbia    | 74%         | 64%          | 75%         | 41%           | 74%           | 73%           |
| East of the Rockies | 84%         | 78%          | 86%         | 67%           | 85%           | 86%           |
| Total Canada        | 80%         | 72%          | 81%         | 56%           | 81%           | 81%           |



Sources: FEA, LLC: Softwood Sawmills in the United States and Canada, WWPA

Trade Statistics

U. S. Softwood Lumber Imports (million board feet)

|                                     | Full Year | 4 months YTD |       |       |       |       |       |       |       |       |       |       |
|-------------------------------------|-----------|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
|                                     | 2019      | 2020         | 2019  | % Chg |       |       |       |       |       |       |       |       |
| From British Columbia <sup>1</sup>  | 5,576     | 1,626        | 1,858 | -12.5 | 417   | 488   | 601   | -14.4 | -30.6 | 1,208 | 1,256 | -3.8  |
| East of the Rockies <sup>1</sup>    | 7,496     | 2,452        | 2,442 | 0.4   | 616   | 717   | 712   | -14.1 | -13.6 | 1,836 | 1,729 | 6.2   |
| Total Canadian Imports <sup>1</sup> | 13,072    | 4,078        | 4,300 | -5.2  | 1,033 | 1,204 | 1,314 | -14.2 | -21.4 | 3,045 | 2,986 | 2.0   |
| From Canada <sup>2</sup>            | 13,056    | 4,072        | 4,291 | -5.1  | 1,032 | 1,202 | 1,311 | -14.2 | -21.3 | 3,041 | 2,979 | 2.0   |
| From Latin America <sup>2</sup>     | 391       | 125          | 146   | -14.5 | 33    | 35    | 38    | -4.7  | -13.8 | 92    | 108   | -14.7 |
| From Europe <sup>2</sup>            | 937       | 420          | 277   | 51.5  | 124   | 116   | 81    | 7.1   | 54.0  | 296   | 196   | 50.5  |
| Total Non-Canadian <sup>2</sup>     | 1,507     | 605          | 479   | 26.5  | 172   | 164   | 134   | 4.9   | 28.3  | 433   | 338   | 28.1  |
| Total Lumber Imports <sup>2</sup>   | 14,563    | 4,677        | 4,769 | -1.9  | 1,204 | 1,366 | 1,445 | -11.9 | -16.7 | 3,474 | 3,324 | 4.5   |

1 - Data provided by Statistics Canada, Council of Forest Industries-Canada

2 - Data provided by U.S. International Trade Commission / U.S Census

Note: The data sources for all U.S. SW lumber import values are noted above.

U. S. Softwood Lumber Exports (million board feet)

|                      | Full Year | 4 months YTD |      |       |    |     |     |       |       |     |     |       |
|----------------------|-----------|--------------|------|-------|----|-----|-----|-------|-------|-----|-----|-------|
|                      | 2019      | 2020         | 2019 | % Chg |    |     |     |       |       |     |     |       |
| To Canada            | 303       | 93           | 106  | -11.8 | 25 | 25  | 28  | 0.6   | -8.0  | 68  | 78  | -13.1 |
| To China             | 116       | 37           | 54   | -30.5 | 13 | 8   | 17  | 59.9  | -24.9 | 24  | 36  | -33.1 |
| To Japan             | 94        | 27           | 33   | -16.7 | 7  | 8   | 8   | -8.6  | -8.7  | 20  | 25  | -19.4 |
| To Mexico            | 277       | 82           | 94   | -12.3 | 11 | 22  | 23  | -48.6 | -52.1 | 71  | 71  | 0.8   |
| To Other Countries   | 534       | 157          | 172  | -8.7  | 24 | 39  | 44  | -39.7 | -46.0 | 134 | 129 | 3.8   |
| Total Lumber Exports | 1,323     | 397          | 458  | -13.3 | 80 | 102 | 120 | -21.3 | -32.8 | 317 | 339 | -6.4  |

U. S. Softwood Log Imports (million board feet)

|                      |    |    |    |       |   |   |   |       |       |    |    |       |
|----------------------|----|----|----|-------|---|---|---|-------|-------|----|----|-------|
| From Canada          | 77 | 17 | 21 | -18.9 | 1 | 5 | 2 | -73.9 | -19.6 | 16 | 19 | -18.9 |
| Non-Canadian Sources | 20 | 10 | 5  | 87.3  | 4 | 0 | 0 | 0.0   | 0.0   | 6  | 5  | 18.4  |
| Total Log Imports    | 97 | 27 | 26 | 2.2   | 5 | 5 | 2 | -3.3  | 190.6 | 22 | 24 | -11.1 |

U. S. Softwood Log Exports (million board feet)

|                    |       |     |     |       |    |    |    |       |       |     |     |       |
|--------------------|-------|-----|-----|-------|----|----|----|-------|-------|-----|-----|-------|
| To China           | 652   | 94  | 214 | -55.9 | 38 | 12 | 57 | 219.9 | -34.5 | 57  | 156 | -63.7 |
| To Japan           | 345   | 138 | 107 | 29.0  | 27 | 40 | 12 | -31.7 | 128.3 | 111 | 95  | 16.6  |
| To Canada          | 137   | 48  | 55  | -13.2 | 3  | 10 | 8  | -65.6 | -53.6 | 45  | 48  | -6.9  |
| To Other Countries | 161   | 34  | 41  | -17.8 | 8  | 12 | 10 | -36.5 | -19.7 | 26  | 31  | -17.2 |
| Total Log Exports  | 1,294 | 314 | 417 | -24.7 | 76 | 74 | 87 | 2.9   | -12.2 | 238 | 331 | -28.0 |

Source: U.S. Department of Commerce, U.S. International Trade Commission, Foreign Agricultural Service

Canadian Softwood Lumber Exports (million board feet)

|                      |        |       |       |       |       |       |       |       |       |       |       |       |
|----------------------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| To U.S.              | 13,072 | 4,078 | 4,300 | -5.2  | 1,033 | 1,204 | 1,314 | -14.2 | -21.4 | 3,045 | 2,986 | 2.0   |
| To China             | 1,940  | 422   | 836   | -49.5 | 146   | 104   | 211   | 40.5  | -30.9 | 276   | 625   | -55.8 |
| To Japan             | 775    | 198   | 258   | -23.4 | 60    | 54    | 68    | 11.5  | -11.1 | 138   | 190   | -27.8 |
| Other                | 584    | 174   | 199   | -12.7 | 49    | 50    | 51    | -2.3  | -3.9  | 125   | 148   | -15.7 |
| Total Lumber Exports | 16,372 | 4,871 | 5,593 | -12.9 | 1,288 | 1,412 | 1,643 | -8.8  | -21.6 | 3,584 | 3,950 | -9.3  |

Sources: Statistics Canada, Council of Forest Industries-CAN

U.S. Softwood Lumber Consumption (million board feet)

|                      | Full Year | 4 months YTD |        |       |       |       |       |       |       |        |        |      |
|----------------------|-----------|--------------|--------|-------|-------|-------|-------|-------|-------|--------|--------|------|
|                      | 2019      | 2020         | 2019   | % Chg |       |       |       |       |       |        |        |      |
| Lumber Shipments     | 35,384    | 12,160       | 11,729 | 3.7   | 2,956 | 3,022 | 3,121 | -2.2  | -5.3  | 9,203  | 8,608  | 6.9  |
| Plus Imports         | 14,563    | 4,677        | 4,769  | -1.9  | 1,204 | 1,366 | 1,445 | -11.9 | -16.7 | 3,474  | 3,324  | 4.5  |
| Minus Exports        | (1,323)   | (397)        | (458)  | -13.3 | (80)  | (102) | (120) | -21.3 | -32.8 | (317)  | (339)  | -6.4 |
| Apparent Consumption | 48,624    | 16,440       | 16,040 | 2.5   | 4,079 | 4,286 | 4,446 | -4.8  | -8.3  | 12,360 | 11,593 | 6.6  |

Canadian Softwood Lumber Consumption (million board feet)

|                      | Full Year | 4 months YTD |         |       |         |         |         |      |       |         |         |       |
|----------------------|-----------|--------------|---------|-------|---------|---------|---------|------|-------|---------|---------|-------|
|                      | 2019      | 2020         | 2019    | % Chg |         |         |         |      |       |         |         |       |
| Lumber Shipments     | 24,166    | 7,218        | 8,265   | -12.7 | 1,768   | 1,938   | 2,187   | -8.8 | -19.2 | 5,450   | 6,078   | -10.3 |
| Plus Imports         | 327       | 101          | 114     | -11.8 | 27      | 27      | 30      | 0.6  | -8.0  | 73      | 85      | -13.1 |
| Minus Exports        | (16,372)  | (4,871)      | (5,593) | -12.9 | (1,288) | (1,412) | (1,643) | -8.8 | -21.6 | (3,584) | (3,950) | -9.3  |
| Apparent Consumption | 8,121     | 2,447        | 2,786   | -12.2 | 507     | 553     | 573     | -8.2 | -11.5 | 1,940   | 2,213   | -12.3 |



## Western Wood Products Association - North American Activity and Consumption Update

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### Estimated North American Production (million board feet)

|                            | 2018         |              | 2019         |              |              |              |              |              |              |              |              |              |              |              | 2020         |              |              |              |
|----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Region                     | NOV          | DEC          | JAN          | FEB          | MAR          | APR          | MAY          | JUN          | JUL          | AUG          | SEP          | OCT          | NOV          | DEC          | JAN          | FEB          | MAR          | APR          |
| Coast                      | 696          | 640          | 797          | 692          | 731          | 799          | 774          | 714          | 745          | 758          | 697          | 807          | 680          | 704          | 758          | 715          | 765          | 663          |
| Inland                     | 359          | 344          | 429          | 366          | 397          | 415          | 404          | 381          | 404          | 423          | 393          | 446          | 370          | 381          | 439          | 382          | 407          | 358          |
| Cal. Coast                 | 47           | 44           | 49           | 49           | 54           | 50           | 61           | 53           | 52           | 52           | 57           | 57           | 46           | 47           | 48           | 52           | 46           | 29           |
| <b>Total West</b>          | <b>1,103</b> | <b>1,028</b> | <b>1,275</b> | <b>1,107</b> | <b>1,182</b> | <b>1,264</b> | <b>1,239</b> | <b>1,148</b> | <b>1,201</b> | <b>1,233</b> | <b>1,148</b> | <b>1,311</b> | <b>1,096</b> | <b>1,132</b> | <b>1,245</b> | <b>1,149</b> | <b>1,219</b> | <b>1,050</b> |
| South                      | 1,449        | 1,298        | 1,729        | 1,475        | 1,530        | 1,692        | 1,615        | 1,606        | 1,732        | 1,696        | 1,557        | 1,855        | 1,432        | 1,446        | 1,847        | 1,634        | 1,659        | 1,708        |
| Other                      | 126          | 115          | 148          | 128          | 134          | 146          | 141          | 136          | 145          | 145          | 134          | 156          | 125          | 127          | 153          | 138          | 142          | 136          |
| <b>Total U.S.</b>          | <b>2,678</b> | <b>2,441</b> | <b>3,153</b> | <b>2,709</b> | <b>2,846</b> | <b>3,102</b> | <b>2,995</b> | <b>2,890</b> | <b>3,078</b> | <b>3,074</b> | <b>2,839</b> | <b>3,322</b> | <b>2,653</b> | <b>2,705</b> | <b>3,245</b> | <b>2,921</b> | <b>3,020</b> | <b>2,895</b> |
| British Columbia           | 951          | 760          | 923          | 803          | 958          | 903          | 916          | 821          | 780          | 784          | 738          | 835          | 746          | 641          | 699          | 762          | 792          | 436          |
| Prairies & Eastern Canada  | 1,255        | 1,036        | 1,228        | 1,130        | 1,340        | 1,303        | 1,324        | 1,200        | 1,091        | 1,151        | 1,216        | 1,336        | 1,219        | 1,046        | 1,127        | 1,178        | 1,286        | 1,016        |
| <b>Total Canada</b>        | <b>2,207</b> | <b>1,796</b> | <b>2,151</b> | <b>1,933</b> | <b>2,299</b> | <b>2,206</b> | <b>2,240</b> | <b>2,020</b> | <b>1,871</b> | <b>1,935</b> | <b>1,954</b> | <b>2,171</b> | <b>1,966</b> | <b>1,687</b> | <b>1,826</b> | <b>1,940</b> | <b>2,078</b> | <b>1,452</b> |
| <b>Total North America</b> | <b>4,884</b> | <b>4,238</b> | <b>5,303</b> | <b>4,642</b> | <b>5,145</b> | <b>5,308</b> | <b>5,235</b> | <b>4,910</b> | <b>4,949</b> | <b>5,008</b> | <b>4,792</b> | <b>5,493</b> | <b>4,618</b> | <b>4,393</b> | <b>5,071</b> | <b>4,861</b> | <b>5,098</b> | <b>4,346</b> |

### Estimated North American Shipments (million board feet)

|                            | 2018         |              | 2019         |              |              |              |              |              |              |              |              |              |              |              | 2020         |              |              |              |
|----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Region                     | NOV          | DEC          | JAN          | FEB          | MAR          | APR          | MAY          | JUN          | JUL          | AUG          | SEP          | OCT          | NOV          | DEC          | JAN          | FEB          | MAR          | APR          |
| Coast                      | 740          | 639          | 781          | 642          | 759          | 788          | 842          | 720          | 749          | 776          | 700          | 802          | 669          | 674          | 760          | 715          | 761          | 683          |
| Inland                     | 381          | 325          | 424          | 350          | 372          | 439          | 450          | 403          | 410          | 421          | 391          | 432          | 363          | 363          | 432          | 398          | 405          | 374          |
| Cal. Coast                 | 48           | 38           | 47           | 42           | 51           | 54           | 63           | 49           | 58           | 57           | 54           | 60           | 48           | 48           | 54           | 52           | 55           | 52           |
| <b>Total West</b>          | <b>1,169</b> | <b>1,003</b> | <b>1,252</b> | <b>1,034</b> | <b>1,182</b> | <b>1,282</b> | <b>1,355</b> | <b>1,172</b> | <b>1,217</b> | <b>1,254</b> | <b>1,145</b> | <b>1,295</b> | <b>1,080</b> | <b>1,085</b> | <b>1,246</b> | <b>1,164</b> | <b>1,221</b> | <b>1,109</b> |
| South                      | 1,449        | 1,298        | 1,729        | 1,475        | 1,530        | 1,692        | 1,615        | 1,606        | 1,732        | 1,696        | 1,557        | 1,855        | 1,432        | 1,446        | 1,847        | 1,634        | 1,659        | 1,708        |
| Other                      | 129          | 114          | 147          | 124          | 134          | 147          | 147          | 137          | 146          | 146          | 134          | 156          | 124          | 125          | 153          | 138          | 142          | 139          |
| <b>Total U.S.</b>          | <b>2,747</b> | <b>2,415</b> | <b>3,128</b> | <b>2,633</b> | <b>2,846</b> | <b>3,121</b> | <b>3,116</b> | <b>2,915</b> | <b>3,095</b> | <b>3,096</b> | <b>2,835</b> | <b>3,305</b> | <b>2,636</b> | <b>2,656</b> | <b>3,246</b> | <b>2,936</b> | <b>3,022</b> | <b>2,956</b> |
| British Columbia           | 935          | 808          | 889          | 778          | 975          | 957          | 968          | 861          | 786          | 802          | 812          | 819          | 683          | 696          | 662          | 698          | 810          | 723          |
| Prairies & Eastern Canada  | 1,212        | 946          | 1,191        | 1,074        | 1,170        | 1,230        | 1,294        | 1,292        | 1,148        | 1,197        | 1,209        | 1,239        | 1,081        | 1,013        | 1,133        | 1,019        | 1,127        | 1,045        |
| <b>Total Canada</b>        | <b>2,147</b> | <b>1,754</b> | <b>2,080</b> | <b>1,853</b> | <b>2,145</b> | <b>2,187</b> | <b>2,262</b> | <b>2,153</b> | <b>1,934</b> | <b>1,999</b> | <b>2,021</b> | <b>2,059</b> | <b>1,764</b> | <b>1,709</b> | <b>1,794</b> | <b>1,718</b> | <b>1,938</b> | <b>1,768</b> |
| <b>Total North America</b> | <b>4,895</b> | <b>4,169</b> | <b>5,208</b> | <b>4,486</b> | <b>4,992</b> | <b>5,307</b> | <b>5,378</b> | <b>5,068</b> | <b>5,029</b> | <b>5,095</b> | <b>4,856</b> | <b>5,364</b> | <b>4,400</b> | <b>4,365</b> | <b>5,040</b> | <b>4,654</b> | <b>4,960</b> | <b>4,724</b> |

### Estimated U.S. Orders (million board feet)

|                   | 2018         |              | 2019         |              |              |              |              |              |              |              |              |              |              |              | 2020         |              |              |              |
|-------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Region            | NOV          | DEC          | JAN          | FEB          | MAR          | APR          | MAY          | JUN          | JUL          | AUG          | SEP          | OCT          | NOV          | DEC          | JAN          | FEB          | MAR          | APR          |
| Coast             | 738          | 643          | 751          | 655          | 742          | 786          | 835          | 712          | 761          | 758          | 697          | 807          | 678          | 678          | 768          | 699          | 775          | 681          |
| Inland            | 377          | 326          | 439          | 330          | 376          | 437          | 423          | 435          | 395          | 424          | 393          | 439          | 354          | 384          | 448          | 376          | 387          | 383          |
| Cal. Coast        | 48           | 39           | 47           | 42           | 51           | 55           | 62           | 49           | 58           | 57           | 55           | 61           | 48           | 48           | 54           | 52           | 55           | 53           |
| <b>Total West</b> | <b>1,163</b> | <b>1,008</b> | <b>1,236</b> | <b>1,027</b> | <b>1,168</b> | <b>1,277</b> | <b>1,320</b> | <b>1,196</b> | <b>1,214</b> | <b>1,239</b> | <b>1,145</b> | <b>1,307</b> | <b>1,080</b> | <b>1,110</b> | <b>1,269</b> | <b>1,128</b> | <b>1,218</b> | <b>1,118</b> |
| South             | 1,449        | 1,298        | 1,729        | 1,475        | 1,530        | 1,692        | 1,615        | 1,606        | 1,732        | 1,696        | 1,557        | 1,855        | 1,432        | 1,446        | 1,847        | 1,634        | 1,659        | 1,708        |
| Other             | 129          | 114          | 147          | 124          | 133          | 147          | 145          | 138          | 146          | 145          | 133          | 156          | 124          | 126          | 154          | 136          | 142          | 140          |
| <b>Total U.S.</b> | <b>2,741</b> | <b>2,420</b> | <b>3,112</b> | <b>2,626</b> | <b>2,832</b> | <b>3,116</b> | <b>3,080</b> | <b>2,940</b> | <b>3,091</b> | <b>3,080</b> | <b>2,835</b> | <b>3,318</b> | <b>2,636</b> | <b>2,682</b> | <b>3,270</b> | <b>2,898</b> | <b>3,019</b> | <b>2,966</b> |

### Estimated U.S. Unfilled Orders (million board feet)

|                   | 2018         |              | 2019         |              |              |              |              |              |              |              |              |              |              |              | 2020         |              |              |              |
|-------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Region            | NOV          | DEC          | JAN          | FEB          | MAR          | APR          | MAY          | JUN          | JUL          | AUG          | SEP          | OCT          | NOV          | DEC          | JAN          | FEB          | MAR          | APR          |
| Coast             | 276          | 280          | 249          | 262          | 245          | 242          | 235          | 227          | 239          | 221          | 219          | 224          | 233          | 236          | 245          | 230          | 244          | 242          |
| Inland            | 193          | 194          | 211          | 192          | 195          | 192          | 165          | 198          | 182          | 185          | 187          | 193          | 184          | 205          | 221          | 199          | 182          | 191          |
| Cal. Coast        | 30           | 30           | 31           | 31           | 31           | 31           | 31           | 31           | 31           | 30           | 31           | 31           | 31           | 31           | 31           | 31           | 32           | 33           |
| <b>Total West</b> | <b>499</b>   | <b>505</b>   | <b>491</b>   | <b>484</b>   | <b>470</b>   | <b>466</b>   | <b>431</b>   | <b>455</b>   | <b>452</b>   | <b>437</b>   | <b>436</b>   | <b>448</b>   | <b>448</b>   | <b>473</b>   | <b>496</b>   | <b>460</b>   | <b>457</b>   | <b>466</b>   |
| South             | 702          | 702          | 716          | 716          | 716          | 716          | 716          | 716          | 716          | 716          | 716          | 716          | 716          | 716          | 716          | 716          | 716          | 716          |
| Other             | 71           | 71           | 70           | 70           | 69           | 69           | 67           | 69           | 68           | 68           | 68           | 68           | 68           | 69           | 71           | 69           | 69           | 69           |
| <b>Total U.S.</b> | <b>1,272</b> | <b>1,278</b> | <b>1,277</b> | <b>1,270</b> | <b>1,255</b> | <b>1,251</b> | <b>1,215</b> | <b>1,240</b> | <b>1,236</b> | <b>1,220</b> | <b>1,220</b> | <b>1,233</b> | <b>1,232</b> | <b>1,258</b> | <b>1,283</b> | <b>1,245</b> | <b>1,242</b> | <b>1,251</b> |

### Estimated North American Inventories (million board feet)

|                            | 2018         |              | 2019         |              |              |              |              |              |              |              |              |              |              |              | 2020         |              |              |              |
|----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Region                     | NOV          | DEC          | JAN          | FEB          | MAR          | APR          | MAY          | JUN          | JUL          | AUG          | SEP          | OCT          | NOV          | DEC          | JAN          | FEB          | MAR          | APR          |
| Coast                      | 598          | 599          | 613          | 663          | 635          | 646          | 578          | 571          | 568          | 549          | 547          | 552          | 563          | 593          | 591          | 592          | 596          | 576          |
| Inland                     | 543          | 563          | 568          | 585          | 609          | 585          | 539          | 517          | 511          | 513          | 515          | 529          | 536          | 554          | 561          | 546          | 548          | 533          |
| Cal. Coast                 | 126          | 131          | 134          | 141          | 144          | 140          | 138          | 142          | 136          | 131          | 134          | 131          | 129          | 128          | 122          | 122          | 114          | 91           |
| <b>Total West</b>          | <b>1,267</b> | <b>1,293</b> | <b>1,316</b> | <b>1,388</b> | <b>1,388</b> | <b>1,370</b> | <b>1,255</b> | <b>1,231</b> | <b>1,215</b> | <b>1,193</b> | <b>1,196</b> | <b>1,213</b> | <b>1,228</b> | <b>1,275</b> | <b>1,275</b> | <b>1,260</b> | <b>1,258</b> | <b>1,200</b> |
| South                      | 1,620        | 1,620        | 1,654        | 1,654        | 1,654        | 1,654        | 1,654        | 1,654        | 1,654        | 1,654        | 1,654        | 1,654        | 1,654        | 1,654        | 1,654        | 1,654        | 1,654        | 1,654        |
| Other                      | 161          | 162          | 163          | 167          | 167          | 166          | 160          | 159          | 158          | 157          | 158          | 158          | 159          | 161          | 161          | 161          | 161          | 158          |
| <b>Total U.S.</b>          | <b>3,048</b> | <b>3,075</b> | <b>3,134</b> | <b>3,209</b> | <b>3,209</b> | <b>3,190</b> | <b>3,069</b> | <b>3,044</b> | <b>3,027</b> | <b>3,004</b> | <b>3,008</b> | <b>3,025</b> | <b>3,041</b> | <b>3,091</b> | <b>3,090</b> | <b>3,075</b> | <b>3,073</b> | <b>3,011</b> |
| British Columbia           | 1,324        | 1,273        | 1,344        | 1,333        | 1,346        | 1,303        | 1,259        | 1,239        | 1,211        | 1,196        | 1,134        | 1,171        | 1,194        | 1,093        | 1,036        | 1,102        | 1,123        | 867          |
| Prairies & Eastern Canada  | 1,899        | 1,947        | 1,931        | 1,962        | 2,126        | 2,115        | 2,139        | 2,022        | 1,907        | 1,839        | 1,809        | 1,880        | 1,965        | 1,993        | 1,785        | 1,897        | 2,013        | 1,925        |
| <b>Total Canada</b>        | <b>3,223</b> | <b>3,219</b> | <b>3,275</b> | <b>3,295</b> | <b>3,473</b> | <b>3,418</b> | <b>3,398</b> | <b>3,261</b> | <b>3,118</b> | <b>3,035</b> | <b>2,942</b> | <b>3,051</b> | <b>3,159</b> | <b>3,086</b> | <b>2,821</b> | <b>2,999</b> | <b>3,136</b> | <b>2,792</b> |
| <b>Total North America</b> | <b>6,272</b> | <b>6,295</b> | <b>6,409</b> | <b>6,504</b> | <b>6,682</b> | <b>6,608</b> | <b>6,467</b> | <b>6,305</b> | <b>6,146</b> | <b>6,039</b> | <b>5,950</b> | <b>6,076</b> | <b>6,200</b> | <b>6,177</b> | <b>5,911</b> | <b>6,074</b> | <b>6,209</b> | <b>5,803</b> |