



Western LUMBER FACTS

March 2013
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Western Softwood Lumber Industry Activity (million board feet)

	Full Year				3 months YTD				% Chg			
	2012	2013	2012	% Chg	Mar-13	Feb-13	Mar-12	M to M	Y to Y	1st Qtr 13	1st Qtr 12	% Chg
Production												
Coast	7,896	2,120	1,905	11.2%	721	684	653	5.3%	10.3%	2,120	1,905	11.2%
Inland	4,497	1,174	1,099	6.9%	397	382	388	3.8%	2.4%	1,174	1,099	6.9%
Cal RW	471	142	108	30.5%	47	46	41	2.6%	15.3%	142	108	30.5%
Western Total	12,863	3,435	3,112	10.4%	1,165	1,112	1,082	4.7%	7.7%	3,435	3,112	10.4%

Shipments

Coast	7,829	2,073	1,852	11.9%	729	666	637	9.4%	14.4%	2,073	1,852	11.9%
Inland	4,459	1,198	1,073	11.6%	395	385	382	2.4%	3.2%	1,198	1,073	11.6%
Cal RW	460	131	97	34.1%	44	46	36	-4.1%	21.0%	131	97	34.1%
Western Total	12,747	3,402	3,023	12.6%	1,167	1,097	1,055	6.4%	10.6%	3,402	3,023	12.6%

New Orders

Coast	7,835	2,099	1,856	13.1%	746	660	637	13.1%	17.1%	2,099	1,856	13.1%
Inland	4,516	1,171	1,064	10.0%	385	370	367	4.2%	5.0%	1,171	1,064	10.0%
Cal RW	466	128	96	32.4%	43	43	35	0.1%	22.4%	128	96	32.4%
Western Total	12,817	3,398	3,017	12.6%	1,174	1,072	1,039	9.5%	13.0%	3,398	3,017	12.6%

Unfilled Orders

	Dec-12	Mar-13	Mar-12	% Chg
Coast	232	257	230	11.6%
Inland	227	195	206	-5.3%
Cal RW	40	37	31	20.1%
Western Total	500	489	467	4.7%

Orders vs. Production

	Mar-13	Feb-13	Mar-12
Coast	103.5%	96.4%	97.5%
Inland	97.0%	96.7%	94.7%
Cal RW	90.6%	92.8%	85.3%
Western Total	100.8%	96.4%	96.0%

Shipments vs. Inventory

	Mar-13	Mar-12
Coast	107.4%	101.7%
Inland	78.7%	75.1%
Cal RW	25.4%	21.1%
Western Total	86.3%	80.8%

Inventories

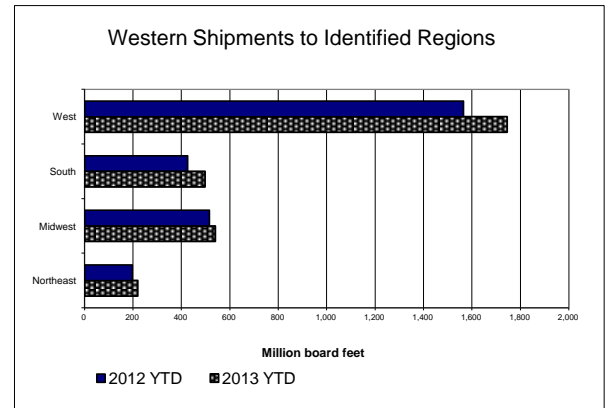
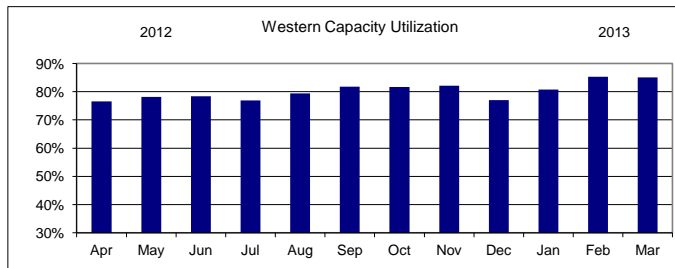
	Dec-12	Mar-13	Mar-12	% Chg
Coast	630	678	626	8.3%
Inland	524	502	509	-1.4%
Cal RW	171	173	172	0.7%
Western Total	1,324	1,353	1,307	3.5%

Unfilled vs. Inventory

	Mar-13	Mar-12
Coast	37.8%	36.7%
Inland	38.9%	40.5%
Cal RW	21.5%	18.0%
Western Total	36.2%	35.7%

Production as Percent of Practical Capacity

	3 months YTD					
	2012	2013	2012	Mar-13	Feb-13	Mar-12
Coast	78%	84%	74%	86%	85%	74%
Inland	78%	82%	75%	83%	84%	77%
Cal RW	80%	97%	73%	96%	99%	80%
Western Total	78%	84%	75%	85%	85%	75%



Shipments to Identified Markets

Coast Region by Rail & Truck

	3 months YTD				% Chg			
	2012	2013	2012	% Chg	Mar-13	Feb-13	Mar-12	Y to Y
Northeast	556	160	143	12.1%	56	49	48	17.3%
Midwest	1,163	318	279	13.8%	107	93	99	7.2%
South	1,254	303	261	16.3%	107	98	92	15.7%
West	4,330	1,146	1,048	9.4%	408	380	360	13.5%
Total	7,303	1,927	1,730	11.4%	678	620	599	13.1%

Inland Region by Rail & Truck

Northeast	224	60	55	10.0%	20	19	18	7.6%
Midwest	907	222	236	-5.9%	72	75	81	-12.0%
South	687	195	166	17.6%	71	61	63	12.2%
West	2,212	600	517	16.0%	195	190	185	5.7%
Total	4,030	1,077	974	10.6%	358	345	347	3.1%

Source: Western Wood Products Association

Lumber, Average Prices by Species

	Full Year	3 months YTD			% Chg				
	<u>2012</u>	<u>2013</u>	<u>2012</u>	<u>% Chg</u>	<u>Mar-13</u>	<u>Feb-13</u>	<u>Mar-12</u>	<u>M to M</u>	<u>Y to Y</u>
Coast Region									
Douglas Fir, Dry	\$345.82	\$424.36	\$313.47	35.4%	\$450.14	\$416.09	\$322.95	8.2%	39.4%
Douglas Fir, Green	\$299.72	\$368.99	\$277.99	32.7%	\$389.71	\$364.24	\$292.01	7.0%	33.5%
Douglas Fir, All	\$323.28	\$396.79	\$296.45	33.8%	\$419.94	\$390.81	\$308.34	7.5%	36.2%
Hem-Fir, Dry	\$303.49	\$384.47	\$270.94	41.9%	\$404.10	\$382.60	\$284.50	5.6%	42.0%
Hem-Fir, Green	\$334.59	\$376.73	\$318.83	18.2%	\$391.60	\$380.33	\$322.45	3.0%	21.4%
Hem-Fir, All	\$305.11	\$384.06	\$274.85	39.7%	\$403.46	\$382.49	\$287.60	5.5%	40.3%
Inland Region									
Ponderosa Pine	\$467.31	\$482.10	\$455.51	5.8%	\$500.58	\$475.53	\$467.87	5.3%	7.0%
Douglas Fir & Larch-Dry	\$346.85	\$416.96	\$312.02	33.6%	\$442.85	\$409.97	\$326.22	8.0%	35.8%
Douglas Fir & Larch Green	\$324.83	\$390.57	\$311.72	25.3%	\$420.93	\$387.69	\$319.44	8.6%	31.8%
White Fir	\$328.19	\$401.54	\$299.87	33.9%	\$424.17	\$400.28	\$312.06	6.0%	35.9%
Englemann Spruce	\$373.51	\$433.25	\$340.42	27.3%	\$449.29	\$425.18	\$335.50	5.7%	33.9%
Western Red Cedar	\$706.32	\$771.43	\$642.40	20.1%	\$807.54	\$758.04	\$618.31	6.5%	30.6%
Whitewoods	\$321.78	\$394.90	\$292.54	35.0%	\$418.52	\$387.73	\$302.87	7.9%	38.2%

Lumber, Invoice-based Average Prices for Selected Products

	Full Year	3 months YTD			% Chg				
\$/MBF	<u>2012</u>	<u>2013</u>	<u>2012</u>	<u>% Chg</u>	<u>Mar-13</u>	<u>Feb-13</u>	<u>Mar-12</u>	<u>M to M</u>	<u>Y to Y</u>
Coast Douglas Fir (Green)									
2 x4 Stand & Btr R/L	\$280.53	\$364.08	\$252.00	44.5%	\$383.30	\$359.22	\$274.39	6.7%	39.7%
2x4 Stud Stand & Btr (8')	\$293.95	\$360.23	\$263.36	36.8%	\$368.73	\$340.99	\$286.56	8.1%	28.7%
2x10 No. 2 & Btr R/L	\$312.36	\$376.50	\$319.71	17.8%	\$404.34	\$371.16	\$308.31	8.9%	31.1%
Coast Hem-fir (Dry)									
2x4 Stand & Btr R/L	NA	NA	NA	NA	NA	NA	NA	NA	NA
2x10 No. 2 & Btr R/L	\$336.54	\$390.68	\$322.02	21.3%	\$408.63	\$387.13	\$333.39	5.6%	22.6%
Inland Douglas Fir-Larch (Dry)									
2x4 Stud (8')	\$328.26	\$400.63	\$280.86	42.6%	\$439.21	\$387.76	\$287.91	13.3%	52.6%
2x10 No. 2 & Btr R/L	\$359.63	\$419.64	\$349.83	20.0%	\$448.64	\$413.51	\$358.24	8.5%	25.2%
White Woods									
2x4 Stud (8')	\$319.46	\$394.43	\$279.73	41.0%	\$432.94	\$375.65	\$295.10	15.3%	46.7%
2x6 Stud (8')	\$303.37	\$353.80	\$283.99	24.6%	\$371.57	\$349.85	\$292.32	6.2%	27.1%
Ponderosa Pine (Dry)									
5/4 Moulding & Btr R/W	\$1,162.47	\$1,204.15	\$1,260.55	-4.5%	\$1,225.77	\$1,182.89	\$1,272.29	3.6%	-3.7%
5/4 No. 2 Shop R/W	\$678.98	\$628.71	\$730.11	-13.9%	\$630.40	\$630.37	\$728.80	0.0%	-13.5%
5/4 No. 3 Shop R/W	\$560.24	\$556.25	\$560.24	-0.7%	\$573.83	\$553.80	\$554.00	3.6%	3.6%
1x6 No. 2 & Btr Corn R/L	\$481.40	\$538.01	\$453.21	18.7%	\$577.01	\$542.39	\$495.39	6.4%	16.5%