Optimizing the Value of Your Timber Workshop

Bill Turner
Division Timber Manager
Sierra Pacific Industries
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Primary Goal

• Highest total dollar return to land owner
The Marketplace

- Douglas-fir
- Western Red Cedar
- Hem-fir
- Hardwoods

Marketer

- Poles
- Sawmills
- Hardwood mills
- Veneer
- Pulp
- Exports

Small log mills

Large log mills
Factors to consider

- Should I hire a forester?
- Should I hire a log marketer?
- Who can I trust?
- What will my logging costs be?
- Regular log truck vs. self loading log truck?
- What are the hauling costs to each potential destination?
- What are the Mill requirements?
- What are the current market conditions? Which way is it trending?
- What will my reforestation costs be?
- Economies of scale – Can I log more now? Should I?
Get more than one quote!

- Logging contractors
- Mills/exporters
Make a realistic assessment of what you have to market

Chip N Saw (CNS)
3Mill
2Mill
High Grade (SM/3P+)
Do you have poles?
<table>
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<th>Species</th>
<th>5&quot;-7&quot;</th>
<th>8&quot;-11&quot;</th>
<th>12&quot;-15&quot;</th>
<th>16&quot;-19&quot;</th>
<th>20&quot;+</th>
<th>SM/3P+</th>
<th>Poles</th>
<th>TOTAL</th>
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<tbody>
<tr>
<td>DF</td>
<td>18%</td>
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<td>33%</td>
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If I sell my high grade logs to one mill, will I be able to sell my small logs for more than pulp?
How are logs measured?

1 board foot is equivalent to a board 1” thick by 12” by 12”

Logs sold by 1,000 board feet (MBF)
Measurement of logs

Small end diameter

Length of logs in feet
Log Lengths
(don’t forget trim!)

• Every mill has primary log lengths they want

• Not all mills are looking for the same lengths
Board Foot Scaling Volume Based on Diagrams
Local Mills

**Softwood Sawlogs**
Sierra Pacific Industries, Mount Vernon
Hampton, Darrington
Great Western Lumber Company, Everson
Buse Timber, Everett
Canyon Lumber Company, Everett
Formark, Everett
Fritch Mill, Snohomish

**Hardwood Mills**
Northwest Hardwoods, Mount Vernon
Smith Street Mill, Everett
Port Angeles Hardwoods, LaConner

**Cedar Mills**
Mary's River Lumber Company, Bow
Alta Forest Products, LaConner
Antrim, Hamilton

**Poles**
The Oeser Company, Bellingham
Bell Timber, Conway
McFarland-Cascade, Arlington

**Pulp**
Willis Enterprises, Everett
Questions?