

Optimizing the Value of Your Timber Workshop

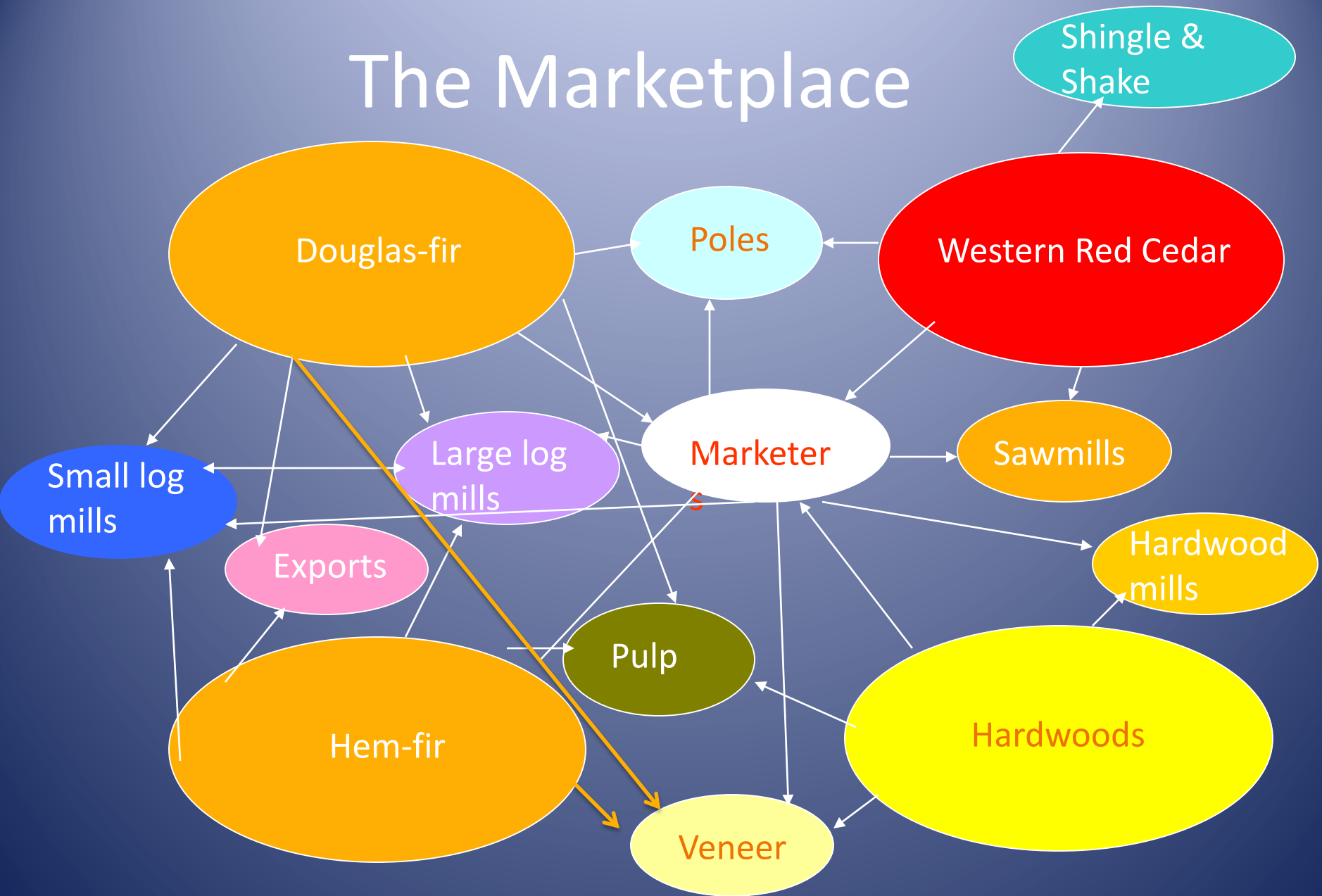
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November 7, 2015
Sedro-Woolley, WA

Primary Goal

- Highest total dollar return to land owner



The Marketplace



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?

	Small end diameter of logs					High Grade		
Species	5"-7"	8"-11"	12"-15"	16"-19"	20"+	SM/3P+	Poles	TOTAL
DF	18%	27%	33%	13%	5%	2%	2%	100%
H	26%	44%	20%	8%	2%			100%

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

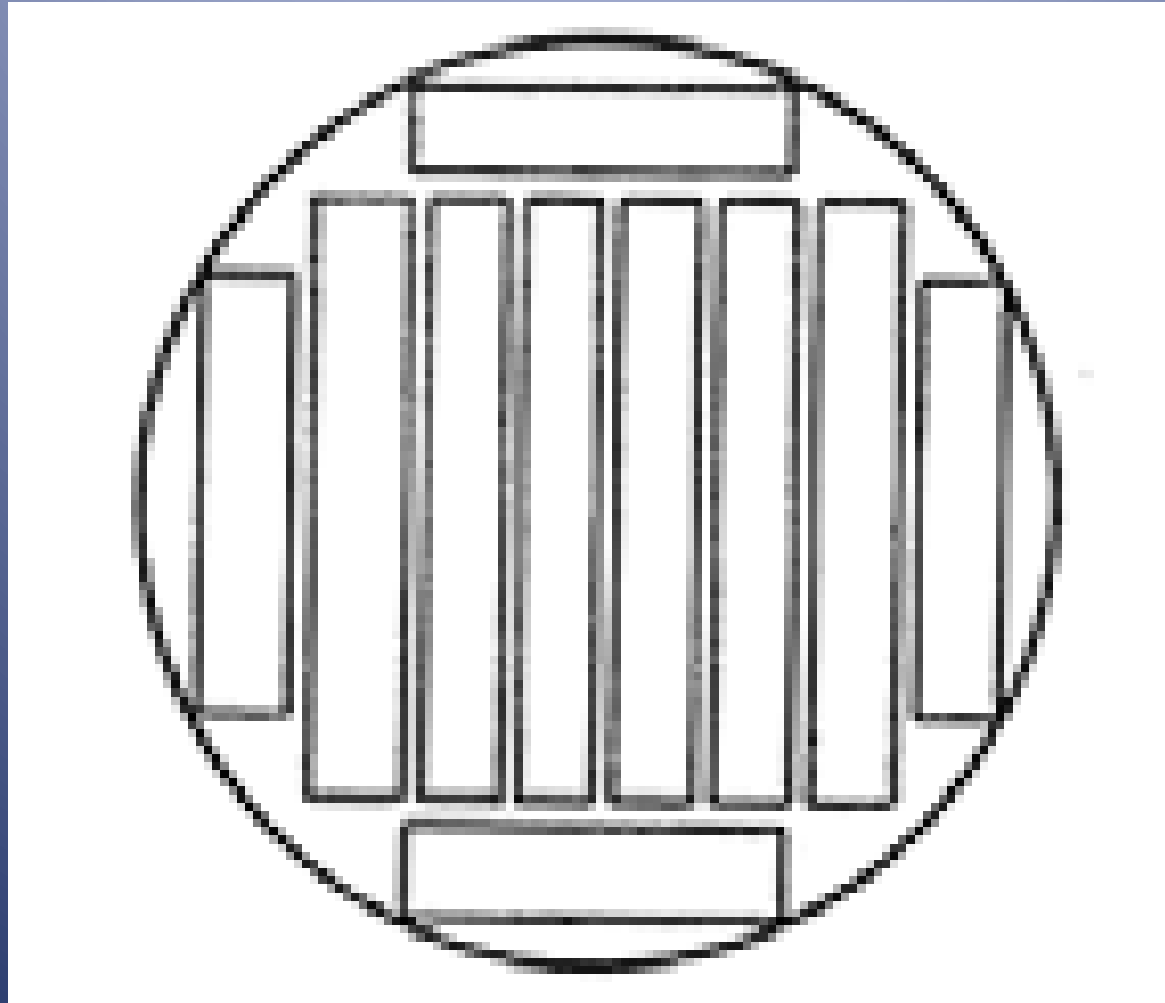




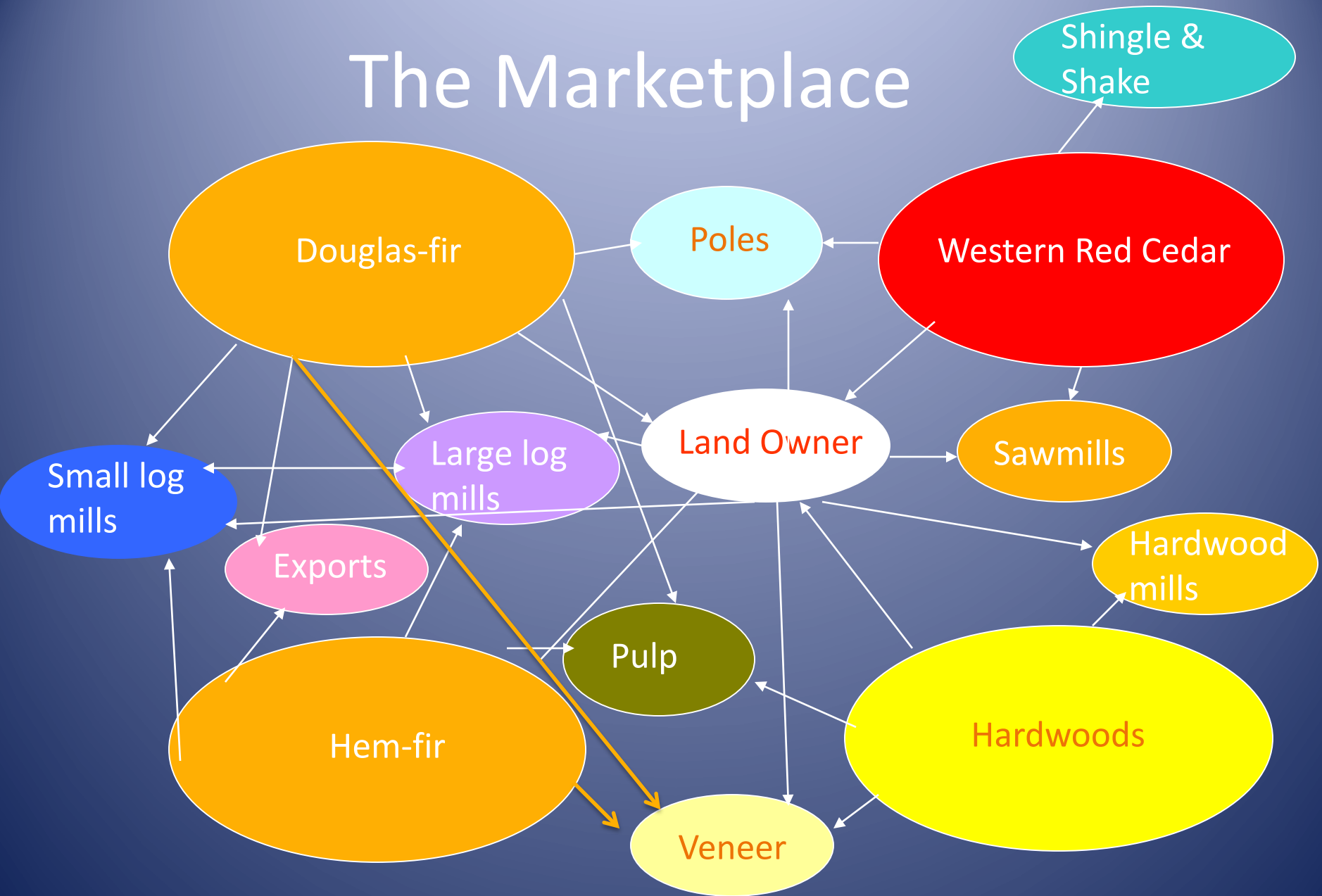
Log Lengths (don't forget trim!)

- Every mill has primary log lengths they want
 - Not all mills are looking for the same lengths

Board Foot Scaling Volume Based on Diagrams



The Marketplace



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

Poles

The Oeser Company, Bellingham

Bell Timber, Conway

McFarland-Cascade, Arlington

Pulp

Willis Enterprises, Everett

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

A photograph of a forest floor. In the foreground, there are several fallen logs and branches, some covered in moss. The ground is covered with green ferns and other low-lying vegetation. In the background, many tall, thin trees stand vertically, their trunks forming a dense forest. The lighting is soft, suggesting a shaded forest environment.

Questions?