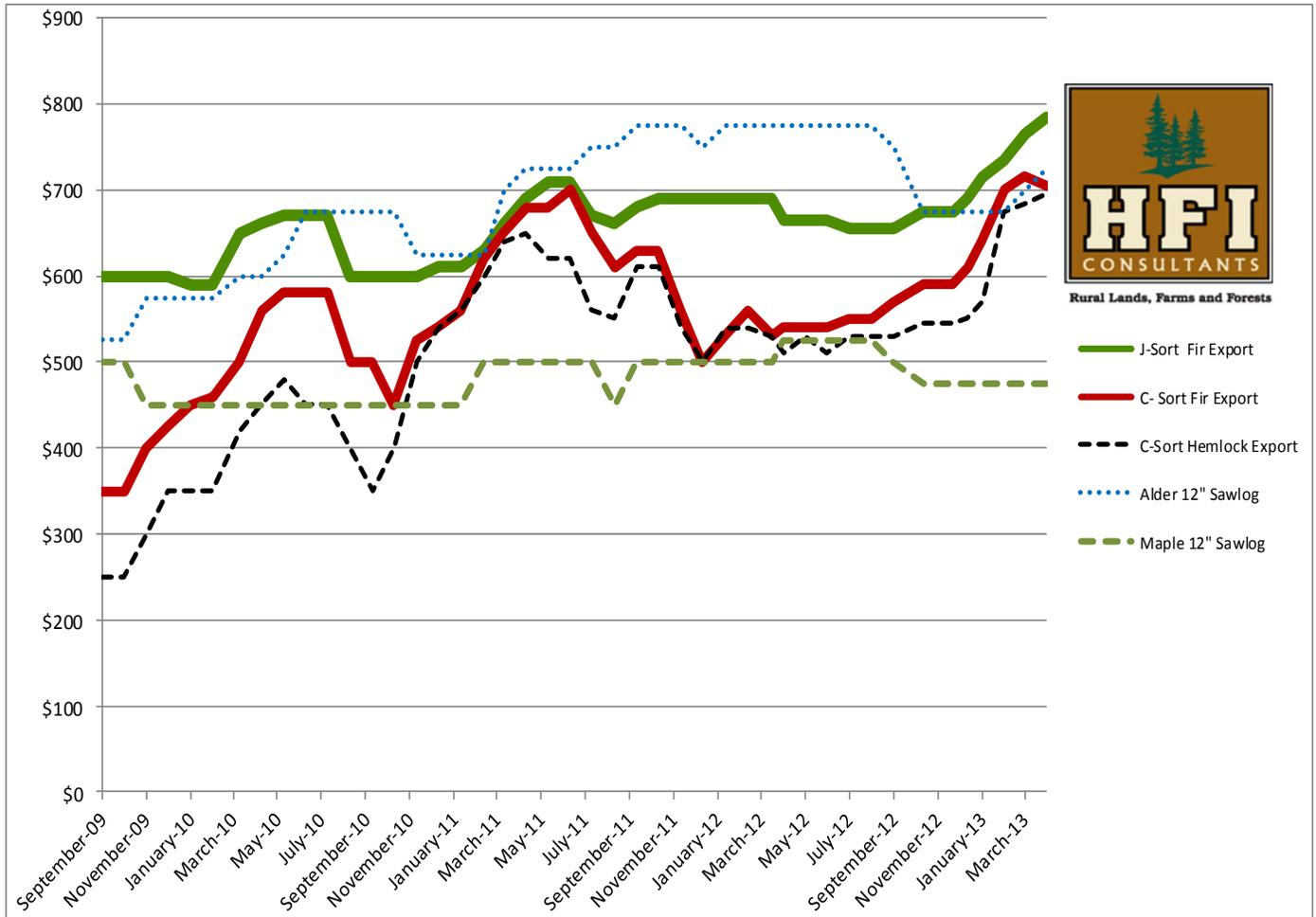


# April 2013 Log Price Trends



April prices continue to move upward on all sorts except China logs. The domestic log buyers and China buyers are slugging it out around the \$700 mark. We will see who has the market depth to sustain this pricing. So far, it looks like the domestic market is for real this time.

Alder prices are rising on optimism in the housing market. The cabinet makers are back to being very busy! Cedar took a big jump to \$1500/M for long logs, a record high.

Housing starts are heading upward and some areas are seeing "bidding wars" as the available homes on the market are fast disappearing.

Overall, most folks supposedly in the know say the log markets should hold throughout the summer.

On another note, we are seeing an increased interest in old pasture conversions. Some landowners are tired of trying to prove income from their old farms (something a farmer must do to keep his deferred tax status). An easy way to keep your taxes low is to plant trees. HFI has been helping a number of folks get new cedar and fir plantations started in old fields and pastures...which can pose a real challenge depending on the site. We have developed some techniques that really work! Call us if you have an interest. Some of these conversions are paid for in full by the Natural Resource Conservation Service under what is called the EQIP program.

We are licensed and insured commercial pesticide applicators with tractors and sprayers. Noxious weed treatment time is about upon us. Sign up early and assure that your weeds are treated at the optimum time.

\*This graph is intended to show market trends. Actual prices may be different at time of harvest.

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