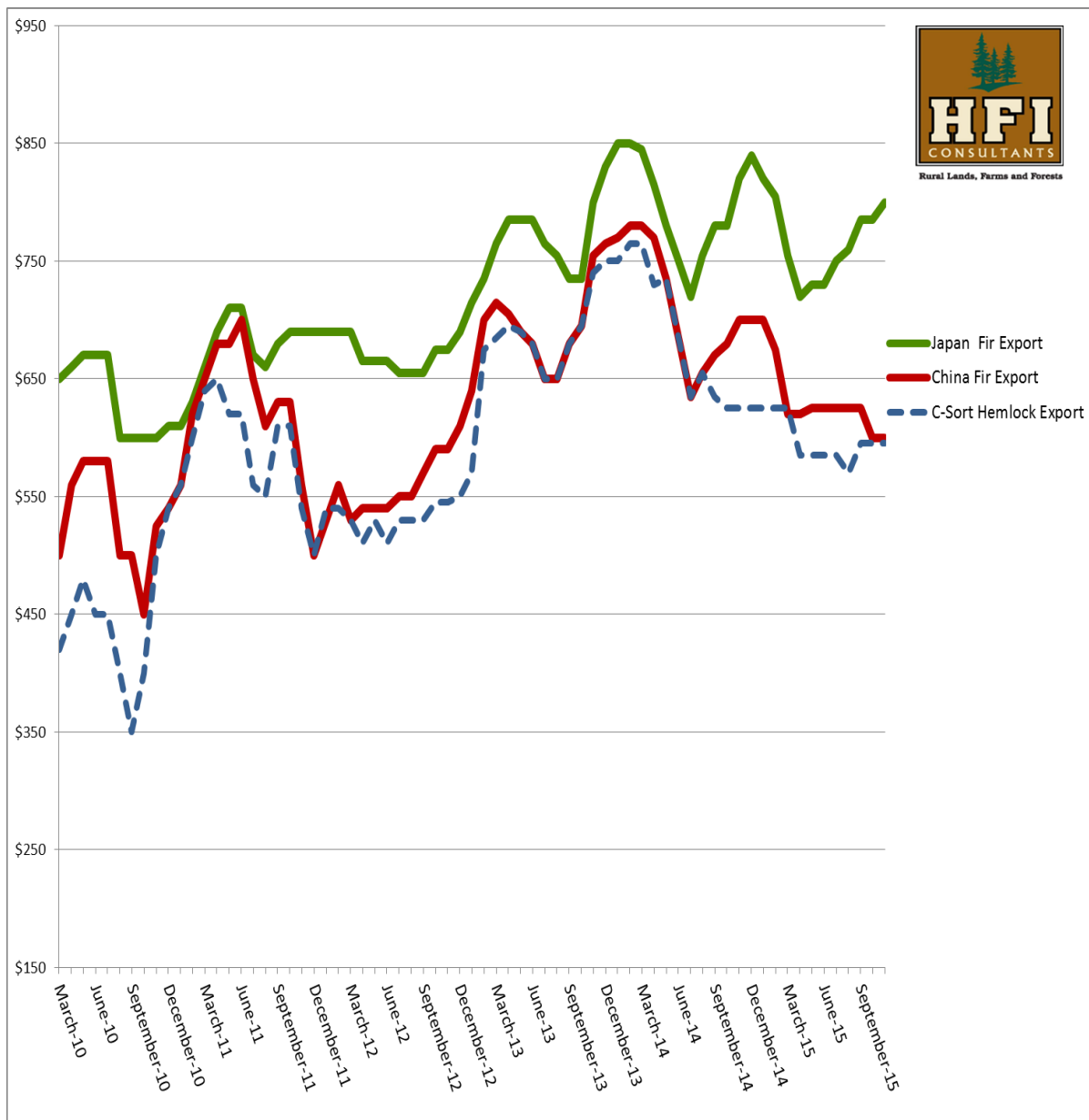


5 Year Log Price Trends



Japanese quality log prices continue to climb, mostly due to a limited supply. Log ships are ordered months in advance and sometimes the buyers are caught a bit short and need to raise prices to fill orders. Look for good prices through January for J-logs. China log prices are mostly flat. Rumor has it that the demand is coming back next year but we will have to wait and see. Poles are still good. Hardwood has dropped 3%. Pulp prices are the same. Cedar is still in hot demand.

If we have a heavy snow year, expect good prices through the winter as most larger industrial suppliers are in the higher elevation areas and logging activity is often slowed because of weather. This has been a help for the small landowners...last year being an exception, as the buyers turn to the small landowners in the lowlands for log supply.

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

www.hficonsultants.com 10 South Parkway Ave. Suite 201 Battle Ground, WA 98604 360-723-552