

TENNESSEE FOREST PRODUCTS BULLETIN



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<http://tn.gov/agriculture/forestry>

***A CONDENSED REPORT ON FOREST PRODUCTS, PRICES, SPECIFICATIONS, EQUIPMENT,
UTILIZATION NEWS, ETC.***



Tennessee Wood Products Program Seeks to “Brand” Forest Products Produced in Tennessee



Tennessee Wood Products brand logo

One of the recommendations made by the Tennessee Department of Agriculture’s Agriculture and Forestry Rural Development Task Force was to develop a branding program for wood products produced in Tennessee. As a result, the Tennessee Division of Forestry is introducing the “Tennessee Wood Products Program” to connect consumers and wood using companies through a “brand” that will identify products and benefits coming from our state’s renewable and sustainable forests.

The most successful brands seek to create trust with customers and reduce their purchase risk. They are usually in the form of a name, sign, symbol or design that identifies the seller, differentiates a product from its competitor’s offerings, represents a unique image, simplifies and enhances confidence in a product choice, and promotes the development of customer loyalty.

We see examples of branded forest products in the marketplace every day. However, a more recent type of branding is geographic branding. Recent marketing studies indicate that branding strategies focused on the geographic origins of a product can also provide unique opportunities for differentiating products. Some examples of geographic branding for forest products include “Maine Made – America’s Best,” “Vermont Quality Wood Products,” “Select Michigan Wood Products” and “Virginia Grown.”

The goal of the Tennessee Wood Products program is to increase visibility and enhance marketing opportunities for Tennessee’s forest products industry. A primary benefit of this program is to connect consumers of forest products to Tennessee producers and manufacturers through the use of a brand logo that signifies common values and attributes of Tennessee’s abundant, sustainable and quality forest resources as well as the talented and

skilled human resources that service the industry. It is open to any business that produces and/or manufactures wood products in Tennessee.

The division is currently in the process of developing a how-to guide and promotional materials for participating companies to use in promoting this brand. To sign up or to learn more about the Tennessee Wood Products brand, contact Tim Phelps with the Division of Forestry at 615-837-5543; or e-mail TNForest.Businesses@tn.gov



Hickory handles from Sequatchie Handle Works

Delivered Forest Product Prices in Tennessee

October - December, 2013

Product	Specifications**	Prices	Region
Cedar Logs	Length-6' to 12' and min DIB 4" at small end	\$55.00 to \$80.00/ton (also \$300.00 to \$400.00+ MBF Cedar 2/3 Rule)	II & III
Crosstie Logs	Length-8' 8" min DIB 11" and up Must be sound on both ends	<u>Oak</u> Grade 1: \$300 to \$375/MBF Doyle Grade 2: \$275 to \$300/MBF Doyle <u>Mixed Hardwoods</u> \$40.00 to \$55 per ton Grade 1: \$300-\$375+/MBF Doyle Grade 2: \$250-\$300/MBF Doyle	I, II & III
Hickory Handle Logs	Each mill will have their own requirements. Better/different than Hickory sawlogs on page 4.	Grade 1: \$400/MBF Doyle Grade 2: \$200+/MBF Doyle Grade 3: \$150/MBF Doyle	I & II
White Oak Stave Logs	White Oak-Length: 8 ½' min and add on 2' increments (allow 1 knot per 3' of length", and min. DIB 12"at small end)	Grade 1: \$950+/MBF Doyle Grade 2: \$750+/MBF Doyle Grade 3: \$425+/MBF Doyle	I & II
Paulownia Logs	Min. length 2 meters + trim allowance (6' 6"+trim) and Min. DIB 8" at small end (Must be slow grown – prefer 8-10 growth rings per inch); season Oct- April	Grade 1 \$850	I, II III
Pine Pulpwood	Pine: Diameter, length, and species may vary with purchasing company. Consult firm first before cutting	\$26/ton or \$69.55/cord (5350 lbs./ cord) (Gatewood Price)	II & III

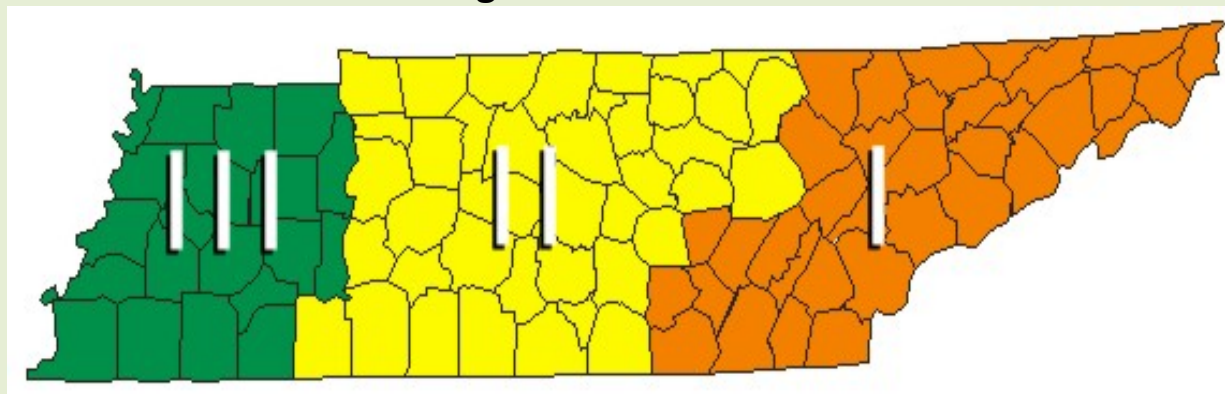
Hardwood Pulpwood	Hardwood: Diameter, length, and species may vary with purchasing company. Consult firm first before cutting	\$28/ton or \$81.20/cord (5800 lbs. cord Gatewood Price)	I, II & III
Softwood Logs	Length: 8'-16' and min DIB 6" at small end	SY Pine: \$125/MBF Doyle White Pine: \$225/MBF Doyle Hemlock: \$180/MBF Doyle SY Pine CNS: \$25/ton SY Pine Sawlog: \$35/ton	I & II
Veneer Logs	Prime logs only (specifications vary with buyer). Season: Oct to April	Red Oak: Average \$740/MBF Doyle White Oak: Average \$1,010/MBF Doyle Walnut: Average \$2,375/MBF Doyle Cherry Average \$1,008/MBF Doyle Poplar Average \$569/MBF Doyle	I, II & III

*Information is taken from a survey of randomly selected wood-using industries in Tennessee

**Specifications vary with industries

***All prices are regional averages and are delivered prices per MBF Doyle unless otherwise indicated. They are subject to change and will vary locally. ("+" indicates an increase since our last bulletin; "-" indicates a decrease)

Regions of Tennessee



Hardwood Sawlogs*

Species	Region I	Region II	Region III
Red Oak	Grade 1: \$479+ Grade 2: \$379+ Grade 3: \$174	Grade 1: \$531+ Grade 2: \$369+ Grade 3: \$319+	Grade 1: \$653+ Grade 2: \$538+ Grade 3: \$398+
White Oak	Grade 1: \$483+ Grade 2: \$350+ Grade 3: \$174	Grade 1: \$534- Grade 2: \$369+ Grade 3: \$311+	Grade 1: \$699+ Grade 2: \$504- Grade 3: \$376-
Ash	Grade 1: \$368+ Grade 2: \$259+ Grade 3: \$122	Grade 1: \$504+ Grade 2: \$331+ Grade 3: \$280+	Grade 1: \$523+ Grade 2: \$356- Grade 3: \$213-
Yellow Poplar	Grade 1: \$296+ Grade 2: \$202 Grade 3: \$114	Grade 1: \$347+ Grade 2: \$248+ Grade 3: \$214+	Grade 1: \$330- Grade 2: \$246- Grade 3: \$213+
Walnut	Grade 1: \$508- Grade 2: \$313- Grade 3: \$128+	Grade 1: \$864+ Grade 2: \$571+ Grade 3: \$430+	Grade 1: \$850+ Grade 2: \$600+ Grade 3: \$383+
Cherry	Grade 1: \$383- Grade 2: \$246- Grade 3: \$117-	Grade 1: \$404+ Grade 2: \$338+ Grade 3: \$259+	Grade 1: \$483- Grade 2: \$367 Grade 3: \$283
Hard Maple	Grade 1: \$413- Grade 2: \$276- Grade 3: \$142-	Grade 1: \$498+ Grade 2: \$384+ Grade 3: \$322+	Grade 1: \$575 Grade 2: \$525+ Grade 3: \$375+
Hickory	Grade 1: \$318 Grade 2: \$225- Grade 3: \$138-	Grade 1: \$335- Grade 2: \$291+ Grade 3: \$269+	Grade 1: no data Grade 2: \$350+ Grade 3: \$275+
Miscellaneous Hardwoods	Average: \$176+	Average: \$167+	Average: \$281+

**Specifications: (Length: 8'-16'; and Min. DIB 8 " at small end) Delivered Price
Prices quoted are per thousand board feet (MBF) Doyle Rule delivered to mill
Increase from last quarter (+); Decrease from last quarter (-)*



Wanted to Buy:

- ❖ **Hardwood Sawmill:** Foreign company with offices in Taiwan, China and Southeast Asian is looking to expand and is interested in purchasing a hardwood mill in the States. Mr. Calon Hsu, owner of the company, is scheduled to visit the States in April or May. For more information, contact Cleo Fu, Agricultural Marketing Specialist with the USDA Foreign Agricultural Service: +886-2-2705-6536 ext. 242; fucwy@state.gov
- ❖ **Loblolly or shortleaf pine for utility poles:** 36 foot to 76 foot in length (length is determined by diameter). Roadside pricing. Call Doug Curry, Bell Timber for specifications and details. 715-418-9333.
- ❖ **Logs for Export:** An exporting company based out of Southern Illinois is interested in buying veneer logs for export. Any information or bid proposals can be e-mailed to swsveneer@gmail.com or call Derek Wilson at 618-559-7568.

For Sale:

- ❖ **SCHAEFER ENTERPRISES OF WOLF LAKE, INC** –Rely on our experience, established in 1967. Used Parts Shipped Daily for Log Skidders, Crawlers, Loader Backhoes, Excavators, Wheel Loaders and Skid Steers. We have many reconditioned engines and transmissions that are Dyno-Tested. Rebuilt winches, final drives and used tires. If we do not have a part – we can locate it for you on one of our three nationwide parts locators. Contact a parts professional at: (618) 833-5498 or (800) 626-6046. We are located at 4535 State Route 3 North, Wolf Lake, IL 62998. Check out our inventory at – www.sewlparts.com or you may send email requests to parts@sewlparts.com.

Other:

- ❖ **“Logs, Chips and Lumber Trucking Company:** West Tennessee company specializes in providing trucking services for area loggers, sawmills and papermills located within a 100 mile radius of Paris, TN. We currently have 20 trucks and over 60 trailers in our fleet for quick “drop and hook” service. Flatbed Trailer and Live Floor Chip Trailer services also available. Fully licensed, bonded and insured. Competitive rates. References available. Call Revel Logging, LLC at 731-642-3944 for more information. “

- ❖ **“ATTENTION LOGGERS!** “Waverly Wood, LLC” of Waverly, TN is looking to employ additional logging crews, to log their timber tracts; long-term employment possible. All prospective contractors must have workers’ compensation and general liability insurance. Also, wanting to buy white oak stave logs and tie logs. Please contact: Dennis Ulrich, Timber Procurement Manager (Office: 931-296-1455; Mobile: 931-209-6455)

The Tennessee Forest Products Bulletin welcomes those items that you are looking to buy or sell in The Trading Post. Contact Debra Dawson: Debra.Dawson@tn.gov; 615-837-5540; 615-837-5003 (Fax) with your submissions.