

MADISON'S LUMBER REPORTER



Publisher
KetaDesign Productions

Editor
Kéta Kosman

Market Analyst
Earl Heath

Print Production
Pauline Petit



Annual Subscription Prices
E-mail/Fax: US\$408.45
Discounts available for multiple
subscriptions

Published 50 times a year



www.madisonreport.com
madrep@shawcable.com
604 319-2266

PO Box 2486 Vancouver, BC
V6B 3W7 Canada



In Canada, add GST or HST
ISSN 0715-5468

Printed in Canada © 2017

All material contained within is the property
of KetaDesign Productions Inc. Reproduc-
tion or retransmission is expressly forbidden.



News & Updates

Madison's Forest Pulse: 2Q 2017

The next issue of the wildly popular quarterly North American forest data update, *Madison's Forest Pulse*, will soon be emailed to subscribers.

Don't miss out, order your subscription today!

[CONT'D PAGE 6](#)

Canada New Housing Price Index: June 2017

In June, new house prices in Southern Ontario paused from their recent upward climb, curbing the national increase at 0.2 per cent, according to **Statistics Canada** August 10. This was down from a 0.8 per cent increase in April and a 0.7 per cent gain in May.

Overall, prices were up in 8 census metropolitan areas, down in 5 and unchanged in 14 over the 12-month period ending in June.

[CONT'D PAGE 7](#)

US Home Equity for New Small Businesses

Equity in a home was used as a source of capital to start 284,618 businesses in the US—7.3 per cent of all businesses—according to a new source of data released August 10 by the **US Census Bureau**.

The new data source is the Annual Survey of Entrepreneurs, which collects economic and demographic information on businesses and business ownership in all major US industries. The ASE collects data on an annual basis for three years beginning with reference year 2014.

[CONT'D PAGE 7](#)

Weekly Rail Traffic, US: Aug 2017

For the week ending August 6, total US weekly rail traffic was 554,822 carloads and intermodal units, up 4.3 per cent compared with the same week last year, said the **Association of American Railroads** August 9.

Total carloads for the week ending August 5 were 273,199 carloads, up 1.9 per cent compared with the same week in 2016, while US weekly intermodal volume was 281,623 containers and trailers, up 6.8 per cent compared to 2016.

Six of the 10 carload commodity groups posted an increase compared with the same week in 2016. They included nonmetallic minerals, coal, and chemicals. Commodity groups that posted decreases compared with the same week in 2016 included grain, motor vehicles and parts, and petroleum and petroleum products.

[CONT'D PAGE 7](#)

Madison's Announces....

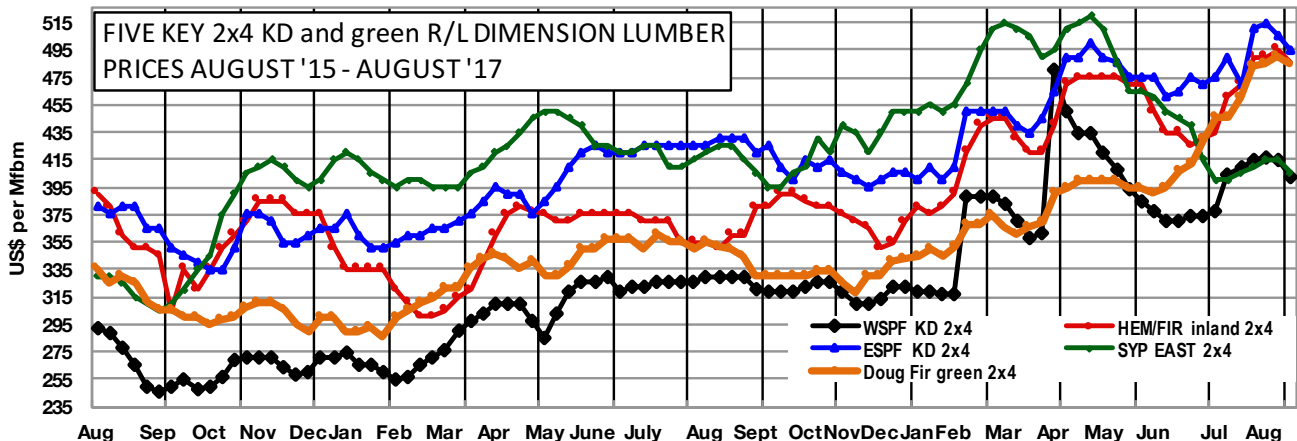
Madison's is delighted to announce we are about to unveil our brand-new user interface for the interactive searchable online *Madison's Canadian Sawmill Directory!*

Not only is this the only comprehensive online directory listing of all Canadian solid wood operators, *Madison's* data is diligently updated every year.

Contact our office now to make sure your lumber processing facility listing is complete and correct.

For more information, please see page 9 and 10.

[CONT'D PAGE 9&10](#)



-- Madison's Forest Pulse --
Madison's Quarterly Forestry Analysis in One Tasty Bite!

The information tool for your forest management and investment decisions. Our quarterly product is tailored to provide you with critical information about the North American solid wood, pulp, and paper industry at your fingertips in a timely manner. Call us at 604-319-2266 or email madrep@shawcable.com today to order a subscription!

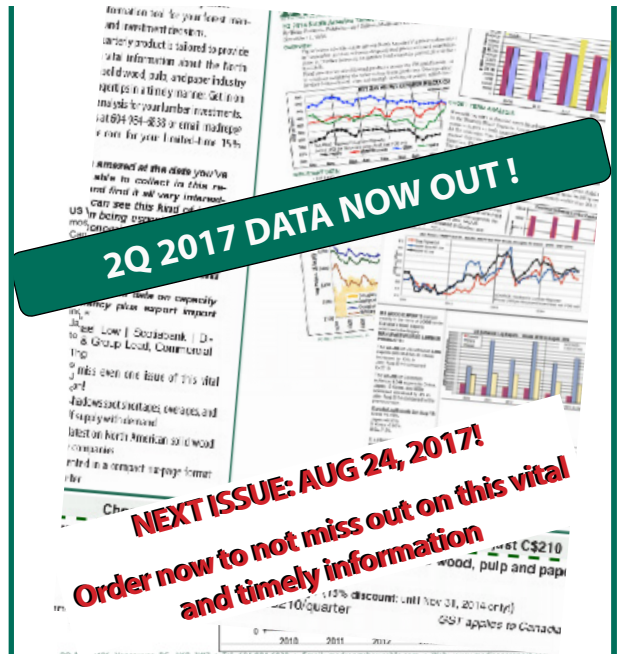
Don't miss even one issue of this essential information!

- foreshadows spot shortages, overages, and balance of supply with demand
- the latest on North American solid wood and paper companies
- presented in a compact six-page format every quarter

"I am amazed at the data you've been able to collect in this report and find it all very interesting. This kind of information being especially desired by economists / bankers / the investment community and perhaps Industry CFO's and such for help formulating reports and such.

I like the trend data on capacity / efficiency plus export import ratios."

- Michael Low | Scotiabank | Director & Group Lead, Commercial Banking



Choose our Easy Pay Option: Four Quarterly Payments of just US\$250

Yes, I want to be regularly informed on the North American solid wood, pulp and paper industry. Please sign me up for:

_____ **Madison's FOREST PULSE** US\$989/yr
 or _____ **Easy Pay Option** US\$250/quarter

GST applies to Canadian subscribers

Company Name: _____

Attention: _____

Address: _____

Phone: _____ Email: _____

Please charge my VISA/MC: Card No. _____ Exp. ____ / ____

Please bill me: (signature) _____

Madison's Lumber Reporter, PO Box 2486, Vancouver, BC, V6B 3W7 or fax 1-604-608-5438

	Year to Date (THIS MONTH)	Previous YTD (MONTH AGO)	Change %	Trend	Full Year (YEAR AGO) 2016	Change % (YEAR AGO)	Trend
Five Key 2x4 Lumber Prices: Aggregate US\$/mfbm	454	443	+2.6%	▲	377	+22.4%	▲
Benchmark Panel Prices: Aggregate C\$/msf	588	542	+8.6%	▲	430	+36.9%	▲
VOLUMES							
BC Lumber Production: softwood, million m3	7.9	390	-97.9%	▼	346	-97.7%	▼
VALUES							
Canada Sawmill Manufacturing Sales: million C\$	4,057	4,462	-9.1%	▼	11,284	-64.1%	▼
US Total Sawmill Products Imports: million US\$	2,235	1,858	+20.3%	▲	6,128	-63.5%	▼
US Total Sawmill Products Exports: million US\$	342	328	+4.3%	▲	1,021	-66.5%	▼
Canada Sawmill Exports to USA: million C\$	2,324	2,144	+8.4%	▲	7,501	-69.0%	▼

SOURCE: Madison's Lumber Reporter

www.madisonsreport.com

Madison's Weekly Softwood Lumber Key Prices Table

www.madisonreport.com



Prices are in U.S. dollars per 1,000 fbm (net FOB mill)	This Week					Month Ago					Year Ago				
	Week	Last Week	Change	%	Trend	Ago	Change	%	Trend	Ago	Change	%	Trend		
WSPF KD R/L 2x4	402	414	-12	-2.9%	▼	410	-8	-2.0%	▼	330	+71	+22%	▲		
WSPF KD R/L 2x6	428	426	+2	0.5%	▲	422	+6	+1.4%	▲	310	+118	+38%	▲		
SYP KD R/L East Side 2x4	405	415	-10	-2.4%	▼	405	0	0%	-	425	-20	-4.7%	▼		
SYP KD R/L East Side 2x6	360	365	-5	-1.4%	▼	340	+20	+5.9%	▲	395	-35	-8.9%	▼		
ESPF KD R/L 2x4	495	505	-10	-2.0%	▼	470	+25	+5.3%	▲	430	+65	+15%	▲		
WSPF KD PET 2x4 Stud	370	410	-40	-9.8%	▼	405	-35	-8.6%	▼	290	+80	+27%	▲		
WSPF KD PET 2x6 Stud	415	420	-5	-1.2%	▼	420	-5	-1.2%	▼	245	+170	+69%	▲		
Douglas Fir Green R/L 2x4	485	490	-5	-1.0%	▼	460	+25	+5.4%	▲	352	+133	+38%	▲		
Douglas Fir Green R/L 2x10	545	550	-5	-0.9%	▼	520	+25	+4.8%	▲	350	+195	+56%	▲		
ESPF KD 2x4 8ft Stud	490	490	0	0%	-	495	-5	-1.0%	▼	380	+110	+29%	▲		
OSB Ontario 7/16" (CDN\$/msf)	505	495	+10	+2.0%	▲	480	+25	+5.2%	▲	380	+125	+33%	▲		
CS Plywood Toronto 3/8" (CDN\$/msf)	672	672	0	0%	-	604	+68	+11%	▲	480	+192	+40%	▲		

Madison's Weekly Softwood Lumber News

New Housing Price Index, Canada

[CONT'D FROM PG 2](#) Toronto, ON, recorded no change in new home prices in June, said **Statistics Canada** August 10. The same dynamic was observed in a number of neighbouring census metropolitan areas (CMAs), with only St. Catharines-Niagara (+0.1 per cent) and Kitchener-Cambridge-Waterloo (+0.1 per cent) reporting minimal price increases.

These results follow the introduction of the Fair Housing Plan by the Ontario government in April. The plan includes the 15 per cent Non-Resident Speculation Tax, as well as other measures aimed at cooling the housing market in Ontario.

Vancouver, BC, (+1.5 per cent) and Ottawa-Gatineau, ON, (+0.9 per cent) were the top contributors to the national gain. This was the largest increase there since April 2011. Builders in both metropolitan areas cited improving market conditions as the main reason for the increase.

New house prices in Canada rose 3.9 per cent over the 12-month period ending in June, led by Toronto (+8.5 per cent). Other notable year-over-year price increases were observed in Kitchener-Cambridge-Waterloo, ON, (+6.5 per cent), London, ON, (+6.4 per cent), Vancouver (+6.2 per cent) and St. Catharines-Niagara (+6.0 per cent).

Home Equity for New Businesses, US

[CONT'D FROM PG 2](#) The 2014 Annual Survey of Entrepreneurs (ASE) shows that the industry average use of home equity as start-up capital in the US lands at 7.3 per cent, said data released August 10 by the **US Census**

Bureau. Six industries use home equity at higher rates, notably Accommodation and Food Services, Other Services, Retail Trade, and Manufacturing. These industries similarly experience lower rates of profitability, are often not home-based businesses, and on average assemble US\$50,000 to US\$99,999 worth of funding as start-up capital. Equity in homes not only plays a significant role in providing capital to start US businesses in general, it is especially important in helping women and racial minorities in the US start new businesses.

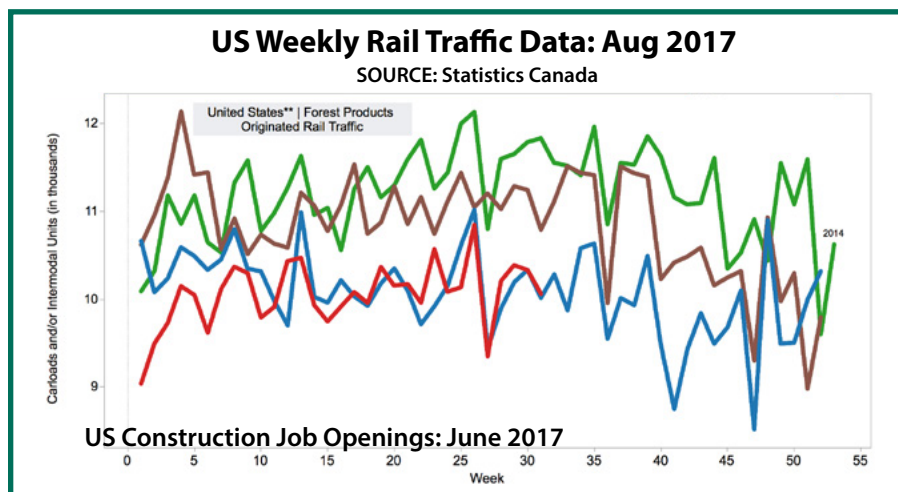
US Weekly Railcar Loadings: Aug 2017

[CONT'D FROM PG 2](#) For the first 31 weeks of 2017, US railroads reported cumulative volume of 7,991,891 carloads, up 5.3 per cent from the same point last year; and 8,232,650 intermodal units, up 3.2 per cent from last year, according to the **Association of American Railroads** August 9. Total combined US traffic for

the first 31 weeks of 2017 was 16,224,541 carloads and intermodal units, an increase of 4.2 per cent compared to last year.

North American rail volume for the week ending August 5, 2017, on 13 reporting US, Canadian and Mexican railroads totalled 363,386 carloads, up 2.9 per cent compared with the same week last year, and 362,096 intermodal units, up 8.4 per cent compared with last year. Total combined weekly rail traffic in North America was 725,482 carloads and intermodal units, up 5.6 per cent. North American rail volume for the first 31 weeks of 2017 was 21,483,408 carloads and intermodal units, up 5.4 per cent compared with 2016.

Canadian railroads reported 76,274 carloads for the week, up 8.3 per cent, and 69,263 intermodal units, up 15.6 per cent compared with the same week in 2016. For the first 31 weeks of 2017, Canadian railroads reported cumulative rail traffic volume of 4,422,925 carloads, containers and trailers, up 11.5 per cent.



JOB CENTRE

NEW JOB!

NATIONWIDE MANUFACTURERS REPRESENTATIVE



Contact: Madyson Caruso
603-621-9037 ext. 106
Madyson@SnapDragonAssociates.com

CANFOR IS HIRING IN THE U.S.

CONWAY, S. CAROLINA
Electrician

GRAHAM, N. CAROLINA
Lead Millwright

DARLINGTON, S. CAROLINA
Electrician / PLC Technician
Supervisor, Electrical

MOBILE, ALABAMA
Maintenance Millwright 2nd Shift
Analyst, Junior Support

www.canfor.com

CANFOR IS HIRING IN CANADA

CHETWYND, BC
Certified Millwright

VANENBY, BC
Supervisor, Maintenance
(Weekend)

HOUSTON, BC
Supervisor, Logyard
Supervisor, Forestry - Permitting

PRINCE GEORGE, BC
Director, HR - Canfor Pulp
Area Coordinator (Temporary)

www.canfor.com

WE'RE HIRING

SUPERVISOR, MAINTENANCE (WEEKEND)
VANENBY, BC

www.canfor.com/careers

WE'RE HIRING

SUPERVISOR, ELECTRICAL
DARLINGTON, SOUTH CAROLINA

www.canfor.com/careers

NOW HIRING!

ARCHITECTURAL SALES Washington, D.C.

CONTACT: KAMMEY GRIERSON
603-621-9037 EXT. 107
KAMMEY@SNAPDRAGONASSOCIATES.COM

NOW HIRING

MANAGING DIRECTOR - COMMERCIAL SALES - Boston, MA

Contact: Mark Barnard
603-621-9037 ext. 102
Mark@SnapDragonAssociates.com

NOW HIRING

BRANCH MANAGER Southern CT

CONTACT: ANTHONY KANE
603-621-9037 EXT. 112
ANTHONY@SNAPDRAGONASSOCIATES.COM

NOW HIRING

KEY ACCOUNT MANAGER Springfield, MA

Contact: Sheila Burke
617-257-1036
Sheila@SnapDragonAssociates.com

RED OAK SEARCH
RETAINED EXECUTIVE RECRUITING BY SNAPDRAGON
NOW HIRING

DIRECTOR OF SALES

South Carolina

Contact: Bob at 603-621-9037 X101
or Bob@SnapDragonAssociates.com

Job Opportunity

EWP PRODUCT SPECIALIST Baltimore, MD

Contact: Kammeey Grierson
603-621-9037 ext. 107

Kammeey@snapdragonassociates.com

Tolko blue
is a
great fit for you!

#WorkHereWednesday

Build your future right along with your career

CWP CANADIAN
WOOD PRODUCTS

IS LOOKING FOR A
**WESTERN RED CEDAR
TRADER**

FOR ITS VANCOUVER OFFICE

OPPORTUNITY@CANADIANWOOD.CA
WWW.CANADIANWOOD.CA

ANNOUNCEMENTS



2018 WOOD DESIGN AWARDS

Submission Requirements, Instructions and Nomination Form Preview

Please read the following information before submitting a project for the WoodWorks Wood Design Awards. This document contains the submission requirements and policies, instructions for uploading photographs, drawings and project team information, category descriptions, and a preview of the nomination form.

Nomination forms must be completed and submitted online, and can be found at:

<http://www.woodworks.org/project-gallery/nominate-a-project-for-a-wood-design-award/>

WOODRISE
September 12-15, 2017
WOODRISE
Bordeaux 2017
FRANCE

1st World Congress
MID-RISE AND HIGH-RISE
WOOD BUILDINGS
AT THE HEART OF SUSTAINABLE CITIES
AND THE ECOLOGICAL TRANSITION

WoodRise Congress to present Shaking Table Tests
blog.fpinnovations.ca

UPDATE YOUR FREE LISTING TODAY!

CANADA'S SOLID WOOD MANUFACTURERS:

Contact our office at atmadrep@shawcable.com or 604 319-2266 to receive a copy of your current listing. We will send you our two-page listing form for a complete update!

There are over 1,700 individual entries in our existing database for Canadian solid wood and pulp and paper producers.

Don't be without this valuable resource, order an annual subscription to our online database tool to always have the contact information and product mix of Canada's forest products industry at your fingertips!

COMING THIS YEAR...

A brand-new user interface for *Madison's* interactive searchable online Canadian sawmill directory listings.

More information to come in August

Madison's Online Lumber Directory is updating our user interface. Access our new tool will include US primary sawmills, secondary remanufacturers, panel mills, pulp and paper mills, and wholesalers.



COMING SOON . . .

A brand-new user interface!



**CANADA'S ONLY LUMBER DATABASE,
WITH OVER 1,700 PRODUCER LISTINGS!**

- extensive, detailed listings on all Canadian lumber, panel, pulp and paper, and shake and shingle producers and wholesalers
- updated continuously throughout the year, listings are easily accessed through your internet browser
- always up-to-the minute, completely revamped this year for vital information at your fingertips

Madison's Online Lumber Directory is the only current softwood products buyer's and seller's guide in the North American industry. Containing over 1,700 Canadian mill listings in a searchable online format, *Madison's Online Lumber Directory* is the most valuable information resource tool available. Each listing details: locations; contact names/titles; websites and emails; species; specialty products; capacities; grading agency & mill number; plus much more.

Instantly connect with the Canadian solid wood, pulp and paper products industry.

C\$225 + GST for a yearly subscription

Home Mills Manage Users logout

All Mills

+ Add new mill Bulk Import Export

Search Mills

Name	Type	Region	Details
A.B. Cushing Mills Ltd.	Mill	Canada, AB	View Edit Delete
Boucher Bros. Lumber Ltd.	Mill	Canada, AB	View Edit Delete

Data	Boucher Bros. Lumber Ltd.
Name	Mill
Type	Canada, AB
region	Box 488, Nampa, AB T0H 2R0
Address	780-322-3945 or 780-322-3947
Phone	780-322-3920
Fax	

MADISON'S LIVE ONLINE CANADIAN LUMBER PRODUCERS LISTINGS

A full year subscription is only C\$225

Access Madison's freshly-updated database of Canadian lumber producers conveniently through your Internet browser. As always: with extensive, detailed listings of all Canadian sawmills and remanufacturers, panel, pulp and paper mills, and wholesalers.

Be up-to-the minute on the full spectrum of company information, including: species handled, product mix, rough and surfaced sizes, production volumes, kiln capacity, number of employees, grading agency mill number, and much more.

SIGN UP TODAY

Each listing in our database has been completely revamped!
Don't go without this vital information at your fingertips.

MADISON'S ONLINE LUMBER DIRECTORY

No Other Directory Contains So Much Valuable Information!

Let *Madison's* help you find all the lumber you need! *Madison's 2017 Online Lumber Directory* is far more than just a list of names and addresses. It is the most expertly researched and thoroughly cross-referenced directory available on the Canadian forest industry. *Madison's* shows you who produces what, then puts you in touch with sales managers and key contacts in the Canadian forest products industry. It will prove its value to you every single day, because we designed it to make your job easier.

Order Now! Call 604-319-2266 or fill out our online order form.

Find out about getting your Canadian company listed in *Madison's 2017 Online Lumber Directory*.