# MINOR SHAKE UP

By Henry Spelter

**Markets were soft, but the big mills still packed some production punch.**

For softwood lumber producers 2006 was an "interesting" year, but mostly in the Chinese proverbial sense of the word.

This is illustrated by the top U.S. producer, the Hampton Affiliates sawmill in Willamina, Ore. It receives double kudos for remaining the top producer, but also for being the one among the top 30 that cut back the most, thus doing its share to keep a badly oversupplied market balanced. Its 2006 total of 426MMBF was down 12% from its previous year's total.

As in 2005, the Roseburg stud mill in Dillard, Ore. was the second highest producer with 385 million, down a tad from the previous year's total of 393.

In third spot was the Simpson complex in Tacoma, Wash. Its 355 million feet lagged its prior year total by 6%.

In its fourth year of full operation, the Sierra Pacific dimension mill in Aberdeen, Wash. went against the tide and climbed to forth by sawing 337MMBF, 30 million above its 2005 tally.

The Weyerhaeuser complex in Cottage Grove, Ore. leapfrogged its sister mill in Longview, Wash. to round out the top five.

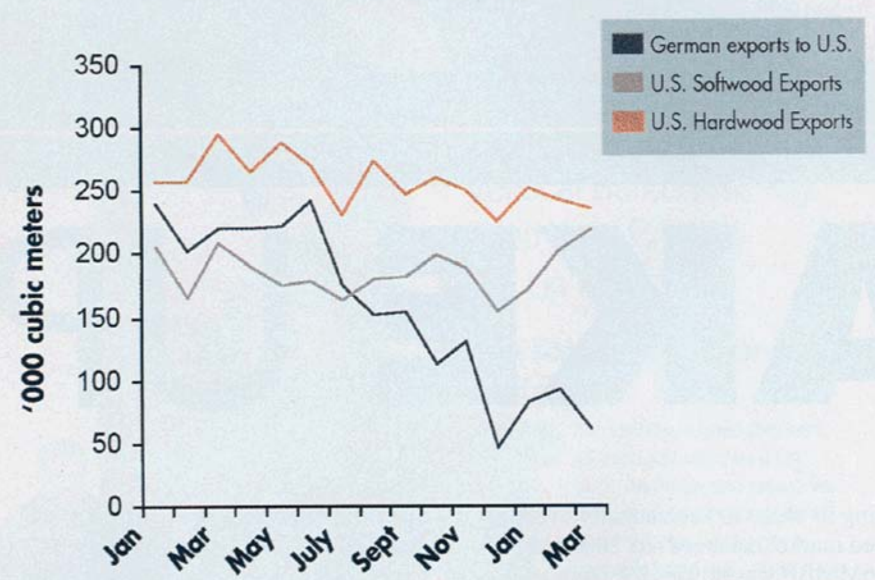
As hinted, 2006 was tough economically and a number of longtime members of this list dropped out permanently. First among these was the ex-Louisiana-Pacific turned independent stud mill, Pony Lumber in Tacoma, Wash. Sad as its demise was, its management gets credit for foresight in recognizing early on the futility of trying to operate as a smaller independent in a deep and prolonged slump. Rather than waste resources on a hope and a prayer, the mill took several downtimes before closing for good in September.

Almost as prescient was the management of theStimson company, who similarly idled a 120MMBF stud mill in St. Helens, Ore. in October, then made the closure permanent in 2007. The startup of a new stud mill in nearby Centralia, Wash. in the fall together with the startup of a second major new dimension mill farther up the coast in Mt. Vernon tightened the long-term outlook for timber supply and contributed to the decision.

Table 1 – Capcity utilization and change in activity by corporate and non-corporate lumber companies, 2006-2007.

| Region (firms) | '06 I | II | III | IV | '07 I | Average |
|---|---|---|---|---|---|---|
| **Cap util** | | | | | | |
| E. Can. (5) | 93% | 98% | 87% | 74% | 74% | 90% |
| BC (5) | 102% | 96% | 95% | 87% | 92% | 94% |
| U.S. (7) | 99% | 101% | 96% | 91% | 90% | 95% |
| All (17) | 99% | 98% | 94% | 86% | 87% | 94% |
| Tot N Am | 94% | 92% | 88% | 80% | 74% | 86% |
| Non corp. | 92% | 88% | 84% | 77% | 66% | 81% |
| **Output** | | | | | | |
| E. Can. (5) | -3% | -1% | -8% | -17% | -24% | |
| BC (5) | 6% | 4% | 7% | 0% | -5% | |
| U.S. (7) | -2% | -5% | -6% | -10% | -10% | |
| All (17) | 1% | -1% | -1% | -7% | -11% | |
| Tot N Am | 1% | -3% | -4% | -10% | -22% | |
| Non corp. | 1% | -4% | -7% | -12% | -30% | |

Figure 1. – U.S. Exports of softwood lumber from Germany vs. exports of American lumber, 2006-2007



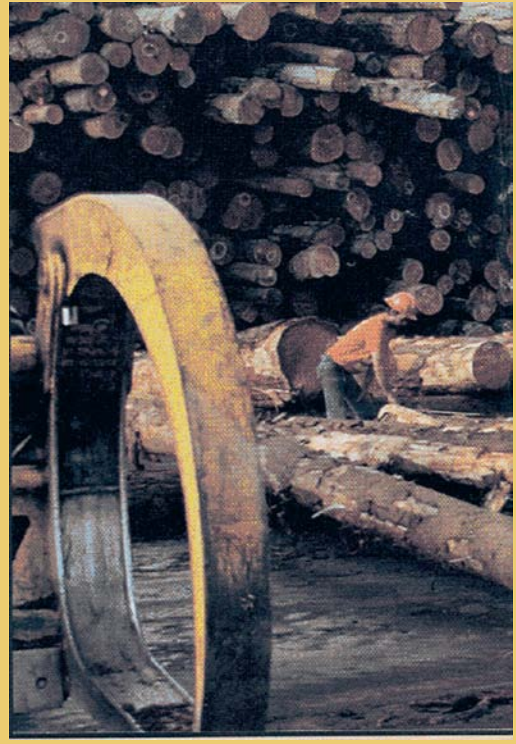

Other departures included two Weyerhaeuser sawmills in Lebanon, Ore., where the company plans to rebuild a state-of-the-art facility on one of the sites sometime in 2008, and the Weyerhaeuser large log line in Aberdeen, Wash., which closed at the end of 2005.

Despite unfavorable economic conditions, several new mills got up to speed in 2006. The Bennett Lumber facility in Grangeville. Id. made the list at 102. A second new Sierra Pacific mill along coastal Washington at Mt. Vernon started in the fourth quarter of 2006 and reportedly added a third shift by the first quarter of 2007. Its likely capacity of around 300MMBF and rapid ramp up suggest a place near the top on next year's list. As noted, a major new stud mill with planned capacity of 180MMBF, the Centralia Sawmill Co., began with one shift in mid 2006, but had the bad luck to start one of the worst economic periods in recent times. It hit financial turbulence and was sold to Sierra Pacific.

Overall, the 200 mills for which we had both 2005 and 2006 data showed a drop in production of almost 6%. Capacity utilization was just 90%.

## ANALYSIS

As suggested by the above, suppliers had a hard time adjusting output to the weaker demand that characterized 2006.



Consequently prices, as recorded by the Random Lengths Framing Lumber Composite Index (RLFLCI), after hitting $385 on January 13, spiralled down to a low of $269 by November 10. Things haven't improved much since with the high so far in 2007 (as of June) again coming in the second week of January ($302) and the low of $274 on March 30.

A look at the quarterly reports of 17 U.S. and Canadian publicly listed companies pinpoints the problem (Table 1). Between them these producers operated at near full capacity in the first half of 2006, began to downshift slightly only in the third quarter before taking somewhat more aggressive cuts in the fourth and first quarters. Similarly, quarterly year-over-year output comparisons show significant drops only in the fourth quarter of 2006 and the first of 2007. Since official statistics showed overall output of the combined U.S. and Canadian industry was down more, this means that everybody else had to shoulder the lion's share of the cutbacks. The non-corporate capacity utilization dropped throughout the period, reaching a low for this cycle of 66% in the first quarter of 2007. Their reductions in output mirrored this trend, falling continuously to a negative 30% by the first quarter of 2007.

The tendency to run mills on a more or less continuous basis is ill suited to a business whose demand is cyclical and whose elasticity of demand with respect to its price is low. No recent study I am aware of has found lumber demand to be very price responsive. When the industry produces more than its customers are

able to use, mills have to cut price to off load the excess. But since price cuts do not significantly spur demand, the most mills can accomplish is to poach business from one another. The result is an extended cycle of price cuts until enough of the industry wilts to bring supply back into balance with demand. This all or nothing model of production creates losses for almost every body that a more nuanced approach to supply management could ameliorate.

With increasing globalization and interconnectedness of world trade, one obvious solution would be to shift sales to other parts of the globe. Yet in this regard the American industry seems unable to capitalize on its opportunities. While demand and prices have been dropping in the U.S., conditions in Asia, the Middle East and Europe have been more auspicious. Together with a weak dollar against European currencies, an opportunity for increased exports seems to beckon. But export volumes have remained essentially flat over the past 15 months.

A comparison with the response of German producers to these circumstances is instructive (Figure 1). In recent years a handful of world class sawmills geared to export markets have been built in Germany. When the U.S. market began to weaken and the Euro strengthened, over the course of nine months German exporters shifted three quarters of their volume away from the American market. U.S. exports by contrast, whether softwood or hardwood, hardly budged from a flat trend line.

A few years ago we urged the National Weights and Measures organization to adopt a cubic rule for timber in lieu of the variety of board foot rules used across the country as a first step toward harmonizing U.S. measurement practices with international standards. Industry opposition killed the idea. One speaker listed a series of industries that suffered decline as a result of international competition and asserted the lumber industry would be next if such a rule were adopted. In this view the separate sizes and measurements were apparently seen as a form of a non-tariff barrier to foreign trade. It may well be that, but more in the name of locking Americans out of opportunities abroad than blocking foreigners from opportunities here; for it manifestly hasn't kept foreign wood out but seems to inhibit American exports abroad. Because the American market is so large, it pays foreign mills to modify their cutting patterns and drying schedules to make lumber according to American lumber sizes and standards. The opposite switch appears to be uneconomic for U.S. mills, leaving the U.S. industry lagging behind more nimble foreign competition and reliant on uncertain trade remedies to stave off imports. The sudden surge in the value of the Canadian dollar, from 85 to 94 cents, combined with acutely depressed prices, subsequently checked imports and gave the market a breather.

Returning to the top 200 list, it is worthwhile to recall that over a century ago the Lake States were the epicenter of the lumber industry in North America. In a twist that should resonate today, it was the Ontario lumber people who complained about excessive production tendencies from the American side. Every spring, after the ice thawed, schooners loaded with green lumber from the North Woods Pinery set sail from places like Muskegon and Manistee, Algoma and Menominee for Chicago where they were towed up stream the Chicago River to near where the giant Merchandise Mart building stands today. Buyers would go over the cargo and make bids. A deal would be struck following which the ship would be towed to the South branch of the river where the lumber would be unloaded and stacked to air dry at one or another lumber merchant's giant yard. From there the dried, graded lumber would be distributed far and wide across the Midwest and the Southwest. The hectic pace of cutting eventually drained the resource and the lumber industry's center of gravity moved on.

In the recent past only a couple of medium sized stud mills in Minnesota and Michigan made the list. This year, for the first time since the Titanic sailed, a mill in Wisconsin clawed its way back onto the list, are flection of the gradually recuperating condition of the Lake States forest. So congratulations to the staff of the Biewer sawmill in Prentice. On Wisconsin! TP

**Timber Processing** *mailed surveys to 225 top lumber mills and expresses thanks to the management and staff of the 146 plants who responded. The outputs of the remainder were estimated from previous production and capacity information. Mills were ranked according to production. Capacity was used as a backup in case of ties. Corrections or contacts for future surveys can be sent to rich@hattonbrown.com.*

*Economist Henry Spelter is an occasional contributor to Timber Processing. Located in Madison, Wis., he can be reached at via e-mail at hspelter@wisc.edu.*

# NORTH AMERICA'S TOP 200 SOFTWOOD SAWMILLS

| | | | |
|---|---|---|---|
| **1** | **426 MMBF** | **Hampton Affiliates** | **Willamina, OR** |
| **2** | **385 MMBF** | **Roseburg Forest Products** | **Dillard, OR** |
| **3** | **355 MMBF** | **Simpson Timber** | **Tacoma, WA** |
| **4** | **337 MMBF** | **Sierra Pacific Industries** | **Aberdeen, WA** |
| **5** | **327 MMBF** | **Weyerhaeuser** | **Cottage Grove, OR** |
| **6** | **325 MMBF** | **Weyerhaeuser** | **Longview/Gr.Mtn., WA** |
| **7** | **308 MMBF** | **Weyerhaeuser** | **Coburg, OR** |
| **8** | **300 MMBF** | **Stimson Lumber** | **Forest Grove, OR** |
| **9** | **299 MMBF** | **Weyerhaeuser** | **Dierks, AR** |
| **10** | **296 MMBF** | **RSG Forest Products** | **Molalla, OR** |
| 11 | 291 MMBF | Seneca Sawmill | Eugene, OR |
| 12 | 271 MMBF | Simpson Timber | Shelton, WA |
| 13 | 261 MMBF | Westervelt | Moundville, AL |
| 14 | 250 MMBF | Douglas Co For Prod | Winchester, OR |
| 15 | 250 MMBF | Sierra Pacific Industries | Lincoln, CA |
| 16 | 246 MMBF | Weyerhaeuser | Plymouth, NC |
| 17 | 246 MMBF | Hampton Affiliates | Randle, WA |
| 18 | 245 MMBF | Weyerhaeuser | Ayden/Greenville, NC |
| 19 | 244 MMBF | Hampton Affiliates | Tillamook, OR |
| 20 | 244 MMBF | RSG Forest Products | Kalama, WA |
| 21 | 240 MMBF | Riley Creek Lumber | Laclede, ID |
| 22 | 233 MMBF | Weyerhaeuser | Wright City, OK |
| 23 | 230 MMBF | Simpson Timber | Korbel, CA |
| 24 | 225 MMBF | Weyerhaeuser | Philadelphia, MS |
| 25 | 224 MMBF | Rosboro Lumber | Springfield, OR |
| 26 | 223 MMBF | Weyerhaeuser | Dallas, OR |
| 27 | 223 MMBF | Tolleson Lumber | Preston, GA |
| 28 | 217 MMBF | Weyerhaeuser | Bruce, MS |
| 29 | 217 MMBF | Weyerhaeuser | Fernwood/McComb, MS |
| 30 | 216 MMBF | Sierra Pacific Industries | Quincy, CA |
| 31 | 212 MMBF | West Fraser Timber | Joyce, LA |
| 32 | 210 MMBF | Potlatch | Lewiston, ID |
| 33 | 202 MMBF | Hampton Affiliates | Darrington, WA |
| 34 | 200 MMBF | Pacific Lumber | Scotia, CA |
| 35 | 198 MMBF | Potlatch | Prescott, AR |
| 36 | 195 MMBF | RSG Forest Products | Mist, OR |
| 37 | 195 MMBF | Jordan Lumber & Supply | Mount Gilead, NC |
| 38 | 194 MMBF | Interfor Pacific Inc | Molala, OR |
| 39 | 192 MMBF | International Paper | Riegelwood, NC |
| 40 | 192 MMBF | Riley Creek Lumber | Moyie Springs, ID |
| 41 | 191 MMBF | Hampton Affiliates | Morton, OR |
| 42 | 190 MMBF | Swanson Group/Superior Lumber | Glendale, OR |
| 43 | 190 MMBF | Swanson-Superior, LLC | Noti, OR |
| 44 | 190 MMBF | Simpson Timber | Dayton, WA |
| 45 | 189 MMBF | Fraser Timber Ltd | Ashland, ME |
| 46 | 184 MMBF | Weyerhaeuser | Warrenton, OR |
| 47 | 178 MMBF | Riley Creek Lumber | Chilco (Athol), ID |
| 48 | 178 MMBF | Temple-Inland | Pineland-Dim, TX |
| 49 | 177 MMBF | Temple-Inland | Diboll, TX |
| 50 | 177 MMBF | West Fraser Timber | Huttig, AR |
| 51 | 175 MMBF | International Paper | McDavid, FL |
| 52 | 175 MMBF | Weyerhaeuser | Dodson, LA |
| 53 | 173 MMBF | Potlatch | Gwinn, MI |
| 54 | 171 MMBF | Temple-Inland | Dequincy, LA |
| 55 | 170 MMBF | Georgia-Pacific | Coos Bay, OR |
| 56 | 168 MMBF | Weyerhaeuser | Raymond, WA |
| 57 | 166 MMBF | Weyerhaeuser | Aberdeen, WA |
| 58 | 166 MMBF | Sierra Pacific Industries | Anderson, CA |
| 59 | 165 MMBF | Hood Industries | Waynesboro, MS |
| 60 | 164 MMBF | Joe N. Miles & Sons | Silver Creek, MS |
| 61 | 164 MMBF | Rayonier | Baxley, GA |
| 62 | 162 MMBF | International Paper | Leola, AR |
| 63 | 161 MMBF | International Paper | Camden, TX |
| 64 | 160 MMBF | Sierra Pacific Industries | Burney, CA |
| 65 | 159 MMBF | Bibler Brothers | Russellville, AR |
| 66 | 158 MMBF | Potlatch | Warren, AR |
| 67 | 157 MMBF | Temple-Inland | Buna, TX |
| 68 | 156 MMBF | International Paper | New Boston, TX |
| 69 | 155 MMBF | New South (Canfor) | Camden, SC |
| 70 | 154 MMBF | Weyerhaeuser | Pine Hill, AL |
| 71 | 153 MMBF | MeadWestvaco | Cottonton, AL |
| 72 | 150 MMBF | Weyerhaeuser | Holden, LA |
| 73 | 150 MMBF | Lewis County For Prod | Winlock, WA |
| 74 | 150 MMBF | Georgia-Pacific | Philomath, OR |
| 75 | 150 MMBF | Joe N. Miles & Sons | Bogalusa, LA |
| 76 | 147 MMBF | Elliott Sawmilling | Estill, SC |
| 77 | 145 MMBF | New South (Canfor) | Conway, SC |
| 78 | 145 MMBF | Deltic Timber | Waldo, AR |
| 79 | 142 MMBF | Seattle-Snohomish | Snohomish, WA |
| 80 | 142 MMBF | Tolleson Lumber | Perry, GA |
| 81 | 141 MMBF | Portac | Beaver, WA |
| 82 | 140 MMBF | Temple-Inland | Rome, GA |
| 83 | 137 MMBF | Trinity River Lumber | Weaverville, CA |
| 84 | 136 MMBF | Collums Lumber Products | Allendale, SC |
| 85 | 136 MMBF | Yakama Forest Products | White Swan, WA |
| 86 | 136 MMBF | Interfor | Gilchrist, OR |
| 87 | 135 MMBF | Langdale Forest Products | Valdosta, GA |
| 88 | 132 MMBF | International Paper | Newberry, SC |
| 89 | 132 MMBF | International Paper | Henderson, TX |
| 90 | 132 MMBF | Stimson Lumber | Tillamook, OR |
| 91 | 130 MMBF | Bean lumber | Glenwood, AR |
| 92 | 130 MMBF | Harwood Products | Branscomb, CA |
| 93 | 130 MMBF | Stratton Lumber | Stratton, ME |
| 94 | 128 MMBF | Scotch Lumber | Fulton, AL |
| 95 | 127 MMBF | J.D. Lumber | Priest River, ID |
| 96 | 126 MMBF | Stimson Lumber | Coeur d'Alene-Dearmond, ID |
| 97 | 126 MMBF | Tubafor Mill | Morton, WA |
| 98 | 125 MMBF | Stimson Lumber | Priest River, ID |
| 99 | 124 MMBF | Georgia-Pacific | New Augusta, MS |
| 100 | 123 MMBF | Shuqualak Lumber | Shuqualak, MS |

Based on 2006 production. New or corrected information should be sent to Rich Donnell, P.O. Box 2268, Montgomery, AL 36102-2268, Fax: (334) 834-4525, E-mail: rich@hattonbrown.com

# NORTH AMERICA'S TOP 200 SOFTWOOD SAWMILLS

| | | | |
|---|---|---|---|
| 101 | 122 MMBF | International Paper | Augusta, GA |
| 102 | 121 MMBF | Bennett Forest Industries | Grangeville, ID |
| 103 | 120 MMBF | Vaagen Brothers | Colville, WA |
| 104 | 120 MMBF | Bibler Bothers | Idabel, OK |
| 105 | 120 MMBF | Jordan Lumber & Supply | Barnesville, GA |
| 106 | 118 MMBF | International Paper | Meldrim, GA |
| 107 | 117 MMBF | International Paper | Franklin, VA |
| 108 | 117 MMBF | International Paper | Gurdon, AR |
| 109 | 116 MMBF | Georgia-Pacific | Fayette, AL |
| 110 | 116 MMBF | Potlatch | Saint Maries, ID |
| 111 | 116 MMBF | Pope & Talbot | Spearfish, SD |
| 112 | 115 MMBF | Hankins Lumber | Grenada, MS |
| 113 | 115 MMBF | Anthony Timberlands | Malvern, AR |
| 114 | 113 MMBF | Anthony Timberlands/Bearden Lbr | Bearden, AR |
| 115 | 110 MMBF | M. C. Dixon Lumber | Eufaula, AL |
| 116 | 110 MMBF | Swanson Group/Sun Studs | Roseburg, OR |
| 117 | 110 MMBF | South Coast Lumber | Brookings, OR |
| 118 | 110 MMBF | Stimson Lumber | Bonner, MT |
| 119 | 110 MMBF | Georgia-Pacific | Bay Springs, MS |
| 120 | 110 MMBF | Rayonier | Swainsboro, GA |
| 121 | 109 MMBF | Wilkins Kaiser Olsen | Carson, WA |
| 122 | 109 MMBF | Harrigan Lumber | Monroeville, AL |
| 123 | 108 MMBF | Deltic Timber | Ola, AR |
| 124 | 108 MMBF | T. R. Miller Milt | Brewton, AL |
| 125 | 108 MMBF | Temple-Inland | Pineland, TX |
| 126 | 107 MMBF | International Paper | Maplesville, AL |
| 127 | 107 MMBF | New South (Canfor) | Graham, NC |
| 128 | 106 MMBF | Weyerhaeuser | Millport, AL |
| 129 | 105 MMBF | Manke Lumber | Tacoma, WA |
| 130 | 105 MMBF | Mountain Lumber | Deer Lodge, MT |
| 131 | 105 MMBF | Bowater Lumber | Abertville, AL |
| 132 | 105 MMBF | Schmidbauer Lumber | Eureka, CA |
| 133 | 104 MMBF | Gilman Building Products | Blackshear, GA |
| 134 | 104 MMBF | Rex Lumber | Graceville, FL |
| 135 | 104 MMBF | DR Johnson Lumber | Prairie City, OR |
| 136 | 104 MMBF | Gulf Lumber | Mobile, AL |
| 137 | 104 MMBF | Chesterfield Lumber | Darlington, SC |
| 138 | 103 MMBF | Sierra Pacific Industries | Shasta Lake/Redding, CA |
| 139 | 102 MMBF | Cal-Tex Lumber | Nacogdoches, TX |
| 140 | 102 MMBF | Potlatch | Bemidji, MN |
| 141 | 101 MMBF | Hood Industries | Coushatta, LA |
| 142 | 101 MMBF | Anthony Forest Products | Urbana, AR |
| 143 | 101 MMBF | Weyerhaeuser | Lebanon/Bauman, OR |
| 144 | 100 MMBF | TreeSource | Turnwater, WA |
| 145 | 100 MMBF | Gilman Building Products | Dudley, GA |
| 146 | 100 MMBF | Georgia-Pacific | BrunswicklSterling, GA |
| 147 | 100 MMBF | Collins Pine | Chester, CA |
| 148 | 98 MMBF | Georgia-Pacific | Columbia, MS |
| 149 | 98 MMBF | Gilman Building Products | Fitzgerald, GA |
| 150 | 98 MMBF | Georgia-Pacific | Cross City, FL |
| 151 | 97 MMBF | Weyerhaeuser | New Bern, NC |
| 152 | 96 MMBF | Hankins Inc. | Ripley, MS |
| 153 | 96 MMBF | Interfor | Port Angeles, WA |
| 154 | 96 MMBF | Packaging Corp. | Ackerman, MS |
| 155 | 95 MMBF | North Florida Lumber | Bristol, FL |
| 156 | 94 MMBF | ArborTech | Blackstone, VA |
| 157 | 94 MMBF | Sierra Pacific Industries | Standard/Sonora, CA |
| 158 | 93 MMBF | Gilman Building Products | Lake Butler, FL |
| 159 | 92 MMBF | Sierra Pacific Industries | Carnino, CA |
| 160 | 92 MMBF | Travis Lumber | Mansfield, AR |
| 161 | 91 MMBF | Stimson Lumber | St Helens, OR |
| 162 | 91 MMBF | International Paper | Sampit, SC |
| 163 | 91 MMBF | DR Johnson Lumber | Dillard, OR |
| 164 | 90 MMBF | Plummer FP | Plummer, ID |
| 165 | 90 MMBF | Grayson Lumber | Mariana/Cypress, FL |
| 166 | 90 MMBF | U.S. Timber | Cordele, GA |
| 167 | 90 MMBF | Bennett Lumber | Princeton, ID |
| 168 | 90 MMBF | J D Irving | Dixfield, ME |
| 169 | 88 MMBF | Plum Creek Timber | Kalispell/Evergr, MT |
| 170 | 88 MMBF | Gilman Building Products | Maxville, FL |
| 171 | 87 MMBF | International Paper | Opelika, AL |
| 172 | 86 MMBF | MeadWestvaco | Summerville, SC |
| 173 | 85 MMBF | Buse Timber Sales | Everett, WA |
| 174 | 85 MMBF | Banks Lumber | Banks, OR |
| 175 | 85 MMBF | Plum Creek Timber | Fortine, MT |
| 176 | 85 MMBF | International Paper | Seaboard, NC |
| 177 | 85 MMBF | Charles Ingram Lumber | Effingham, SC |
| 178 | 85 MMBF | H W Culp Lumber | New London, NC |
| 179 | 84 MMBF | Georgia-Pacific | Prosperity, SC |
| 180 | 84 MMBF | Sierra Pacific Industries | Oroville, CA |
| 181 | 83 MMBF | Intermountain For Products | Montrose, CO |
| 182 | 82 MMBF | Weyerhaeuser | Taylor, LA |
| 183 | 82 MMBF | International Paper | Chitronelle, AL |
| 184 | 82 MMBF | International Paper | Folkston, GA |
| 185 | 81 MMBF | Moose River Lumber | Moose River, ME |
| 186 | 81 MMBF | International Paper | Whitehouse, FL |
| 187 | 81 MMBF | SouthernLumber | Hermanville, MS |
| 188 | 80 MMBF | Troy Lumber | Troy, NC |
| 189 | 80 MMBF | Rayonier | Eatonton, GA |
| 190 | 80 MMBF | Pleasant River Lumber | Dover-Foxcroft, ME |
| 191 | 78 MMBF | Portac | Tacoma, WA |
| 192 | 77 MMBF | Columbus Lumber | Brookhaven, MS |
| 193 | 76 MMBF | Keadle Lumber Enterprises | Thomaston, GA |
| 194 | 76 MMBF | Stimson Lumber | Colville, WA |
| 195 | 76 MMBF | Sierra Pacific Industries | Arcata, CA |
| 196 | 76 MMBF | Jasper Lumber | W Jasper, AL |
| 197 | 76 MMBF | Frank Lumber | Mill City, OR |
| 198 | 76 MMBF | Anthony Forest Products | Atlanta, TX |
| 199 | 75 MMBF | Plum Creek Timber | Columbia Falls, MT |
| 200 | 73 MMBF | John A Biewer Lumber | Prentice, WI |

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