

# Oak Markets & Trends

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MFS Growing Oaks in Maine Workshop

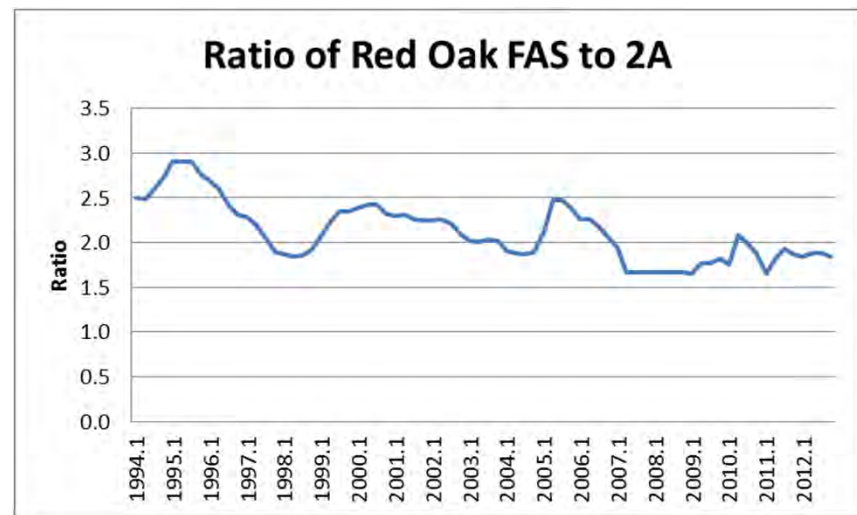
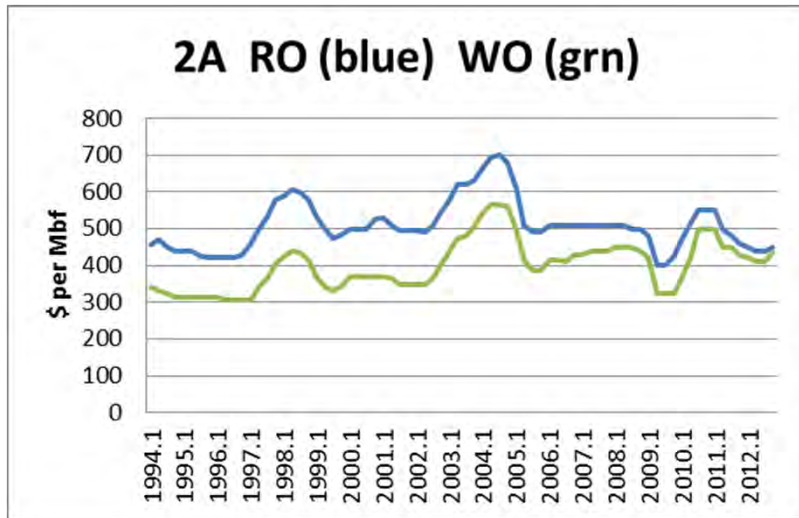
Gray, ME Nov. 8, 2013

# Principal Points

- Oak's history as valuable wood is well known
- Past century a hard time to be an oak in Maine
- Resource is Coming Back!
- Price relationships change but remain positive
- Low grade markets are critical

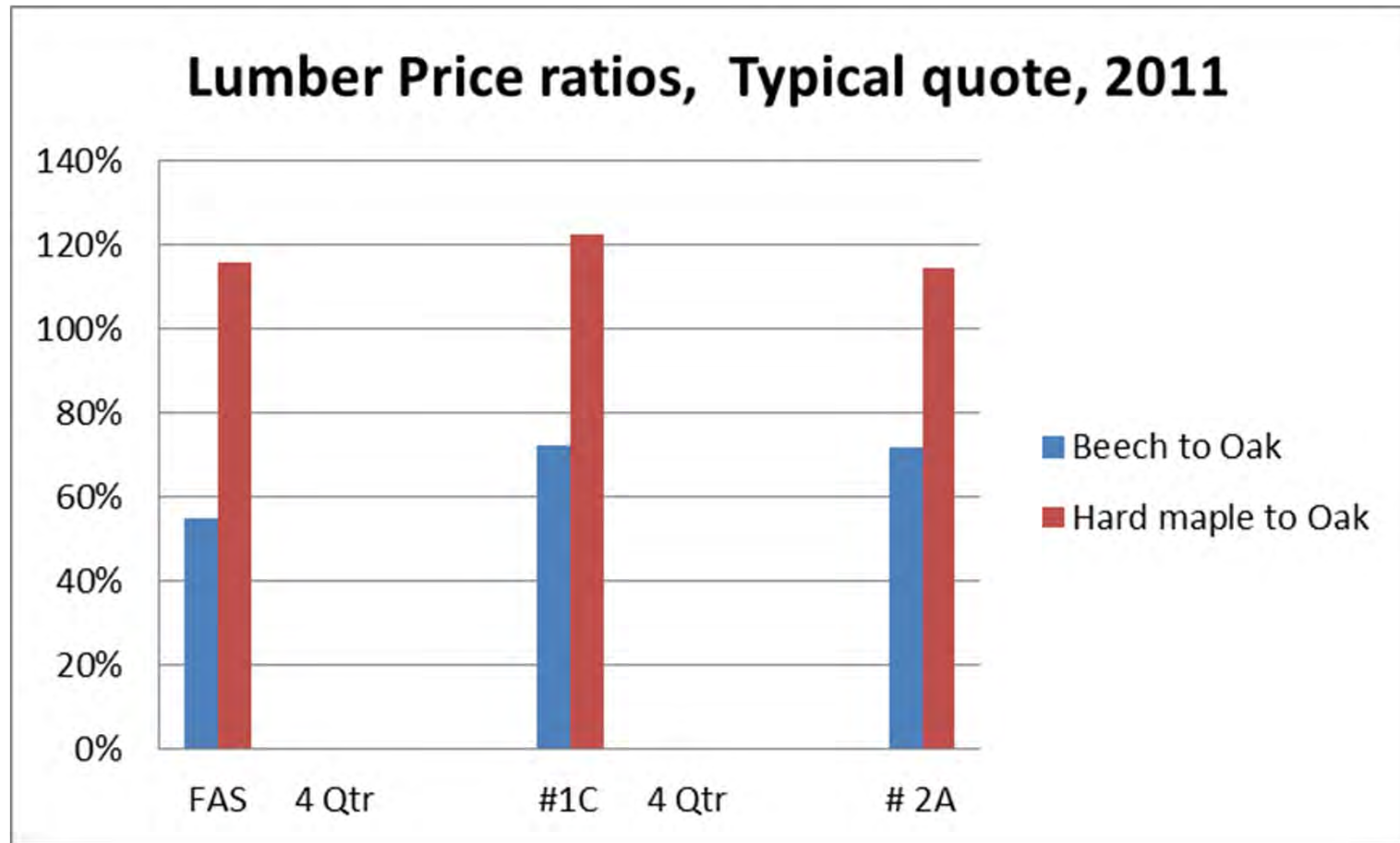


1. White oak lumber catches up to Red Oak
2. Premium for FAS shrinks

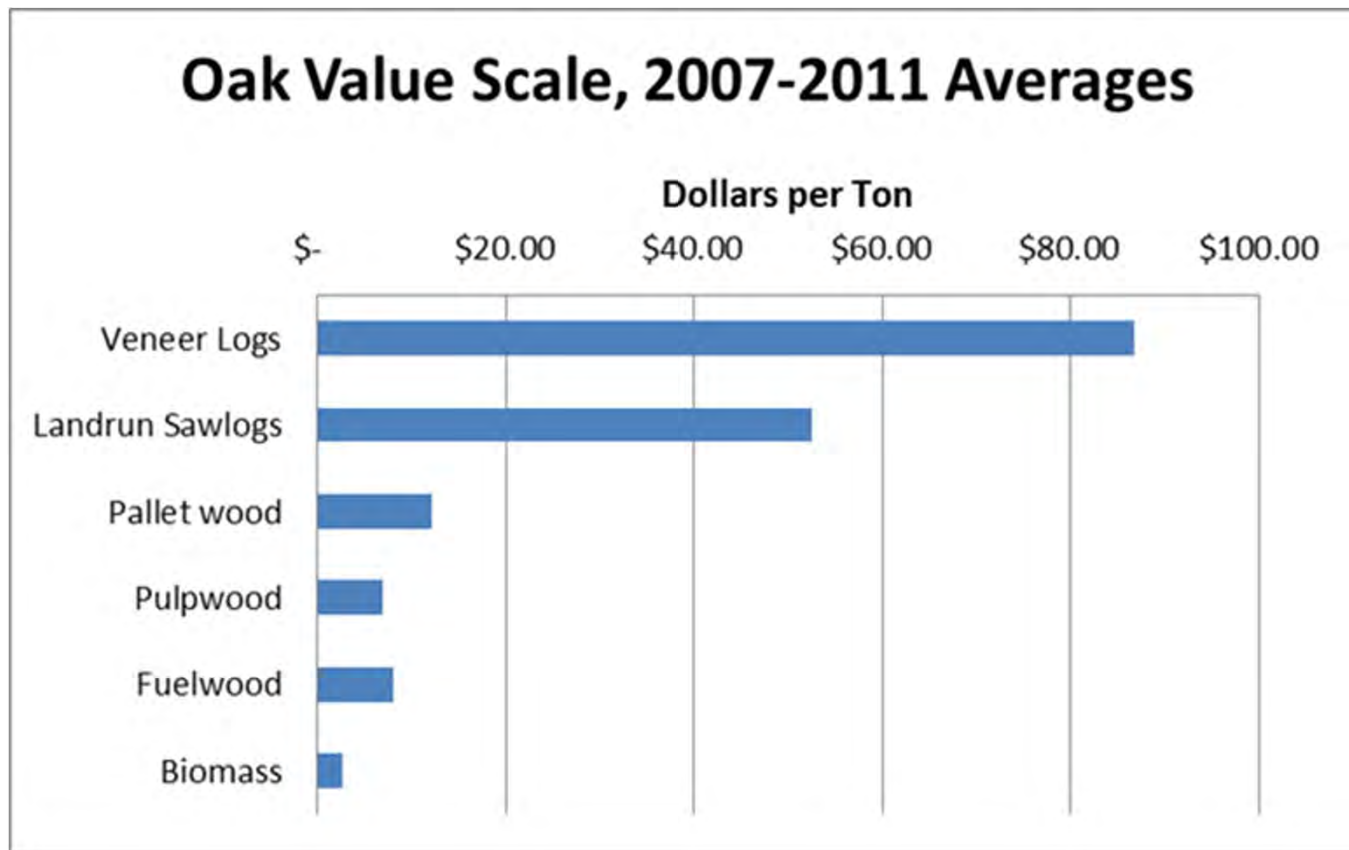


Thanks to Bill Luppold, USFS

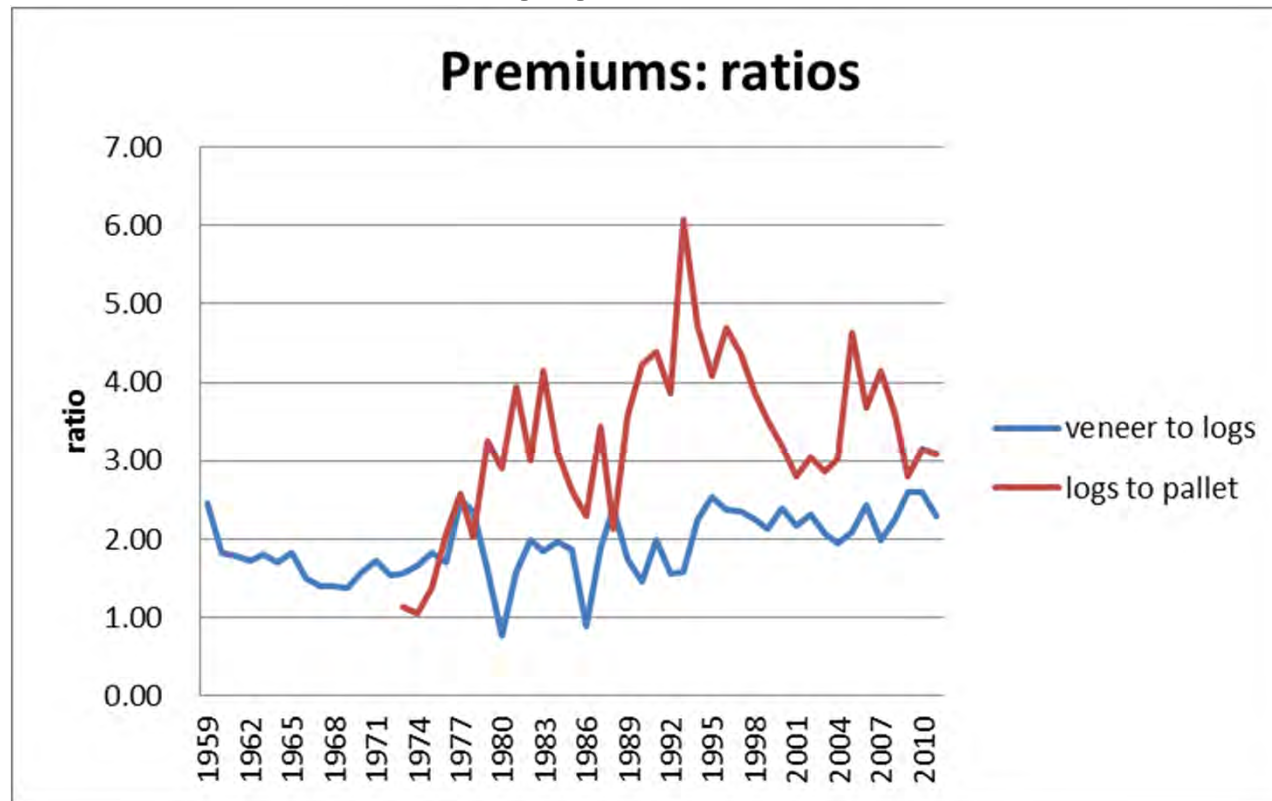
# In many Appearance uses, Oak is the “base” price



# Still worthwhile growing for size/grade (Maine stumpage reports)

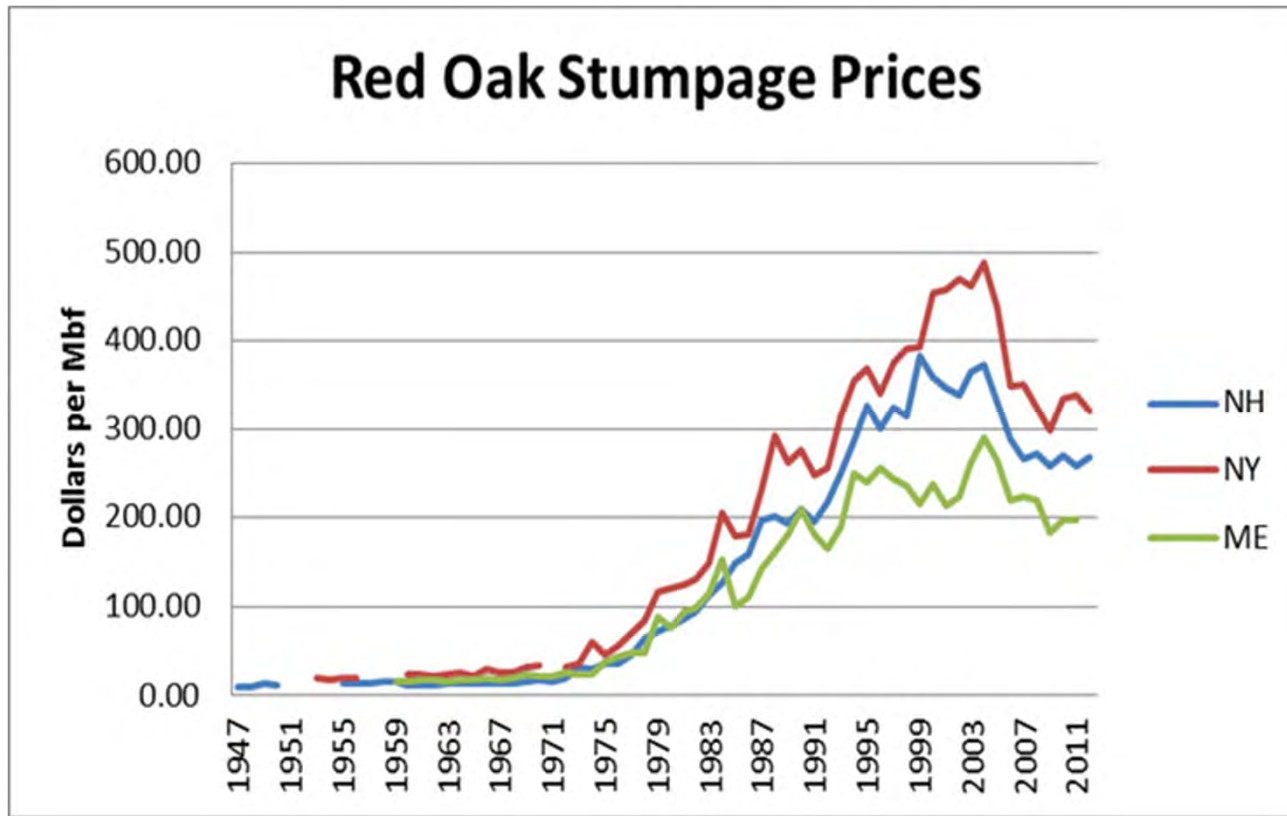


# Last 2 decades, Stumpage premiums moved in Opposite directions



But the ratios are still highly favorable.

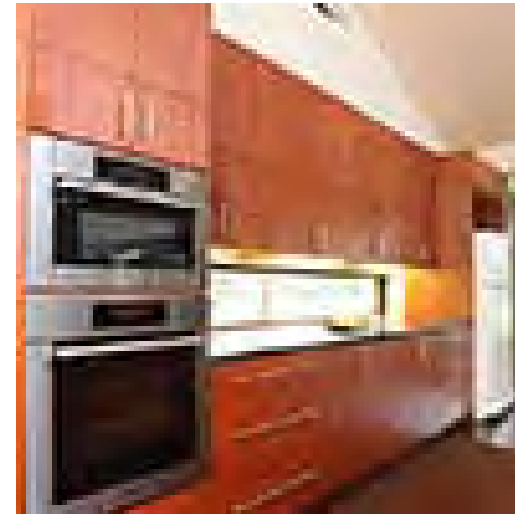
# Maine has weakest Oak Stumpage Market in Northeast



# Lyptus – new entrant in premium market: in your showrooms now!



[www.lyptus](http://www.lyptus) website –  
Weyerhaeuser.



Cabinets; also well  
established in flooring



# Summary Points on Markets

- Traditionally, “Oak was king”.
- Oak’s appearance markets are getting more crowded.
- But its market recognition remains strong.
- Don’t rely on a comeback to the early 00’s price peaks.
- If you grow for quality you’ll have few competitors!