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January 6, 2021

To: Our Valued Customers

Good Afternoon:

It appears we have once again entered the perfect storm for white wood Southern Yellow Pine. The storm started as the market bottomed at some point in November. The national contractor yards with multifamily projects started buying heavily to cover projects. The national chains continued to be extremely busy down south and replenished heavily. This happened as we entered the into the holiday season of Thanksgiving, Christmas, and New Year's. Mill Production was at lower levels for the holidays and easily sold-out production. Demand has driven pricing close to the numbers we experienced at the height.

BB&S contracts lumber with major mills and purchases on the open market. December volume was up double digits year over year. This pulled lumber that was scheduled to be sold in January, back into December. This has created a vacuum with product. January contracts are just starting to ship, and pricing is not finalized until the material ships/delivers.

At this time, BB&S will be pricing 2X12X12' & 16', 5/4 Premium Decking, 4X6 #2 and 6X6 #2 on a Price Time of Shipment basis (PTS). BB&S held out as long as possible when others in the market made moves sooner. All of us would like to see the markets return to a decent trading level and the ability to ship you what you want in 48 hours.

Our sales team will continue to give you accurate information of what is available and when we believe items will be available.

All of us at BB&S appreciate your patience and understanding during these times. If anyone has any other questions or would like to discuss the market, please feel free to give me a call.

Dan Kane
BB&S Treated Lumber

1/8/2021

Framing Lumber Composite Graph: \$933 (Year ago: \$375)

UP 250% From JAN. 2020

