



9 April 2020



SENT TO LSU AGCENTER/LOUISIANA FOREST PRODUCTS DEVELOPMENT CENTER - FOREST SECTOR / FORESTY PRODUCTS INTEREST GROUP



Attached is the first quarter Market Trends. Much of the impact from Covid-19 on the timber and wood products sector had not yet become apparent in most of the data available at this point in time, but will surely appear in the quarters to follow. Look for housing starts, as well as product and log prices to retreat. In this quarter's Deep Dive, I revisited operating performances of publicly traded timber owning companies, an update of work I shared two years ago. Also included are reproductions of a couple recent reports by the NAHB, in case you missed them.

I hope you find the information in this edition interesting, and look forward to your comments. Please call if you would like to discuss any of the slides, or to discuss ways in which WillSonn Advisory may be able to assist your firm in these times of disruption and uncertainty.

Best Regards,
Will

William Sonnenfeld
WillSonn Advisory, LLC
P.O. Box 4706
Rollingbay, WA 98061-0706

Office: 206 201-3780
Cell: 206 445-2980
e-mail: wes@willsonnadv.com

Richard P. Vlosky, Ph.D.
Director, Louisiana Forest Products Development Center
Crosby Land & Resources Endowed Professor of Forest Sector Business Development
Room 227, School of Renewable Natural Resources
Louisiana State University, Baton Rouge, LA 70803
Phone (office): (225) 578-4527; Fax: (225) 578-4251; Mobile Phone: (225) 223-1931
Web Site: www.LFPDC.lsu.edu

