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M&M Lumber Newsletter

January 2013



Happy New Year! 2013 may bring challenges, but it may also bring opportunities. In the business world, things are constantly changing. We hope 2013 is a great year for everyone as we wish you a warm and lucrative year!

In this addition of M&M Lumber's e-newsletter, you will find the latest market update, new products we are stocking, and changes in the Oklahoma Tax exempt certificates.

Do you enjoy reading your copy of M&M News? Let us know what you like best about the newsletter and what you'd like to see in the future. We appreciate your business as well as your [feedback](#). If you have any questions, feel free to call or email us! Thank you for supporting M&M Lumber, the place to be for your building and hardware needs.

Sincerely,

M&M Lumber



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From the Wood Pile:

New Products:

We are now stocking 2x6 T&G yellow pine in both 12' and 16' lengths. We had special ordered both lengths for a while but now have them in the south yard.

Tax Exempt Certificates

918-627-1926

Market Report:

Market Update:
Gypsum: Drywall manufactures implemented their price increase the first of January. Many of the drywall mud companies have also increased prices.



Roofing: Shingle manufactures (Tamko, OC, Atlas, Malarkey, GAF, CertainTeed) have announced a price increase for February 4 of 10-14% depending on the manufacture. Lead times have extended due to winter buying opportunities to certain segments in the industry.

In addition to the February 4 price increase, Tamko has announced an additional price increase of 12-14% effective on all orders shipped after April 1, 2013 citing increased costs associated with manufacturing roofing. This April 1 price increase is on all residential and commercial roofing products including cement, waterproofing, and Metal Works shingles.

We have received word that two lumber yards in the state have been hit by shingle thieves. If you have large amounts of material on your jobsite, keep a watchful eye out.

Rebar: Rebar prices have moved up some since Nucor announced their price increase in December. Scrap steel prices held in January. The market for rebar and mesh is expected to remain firm.

Lumber: With all the factors that affect our industry, weather is at the top of the list. As we come off the warmest year on record and well into a mild winter thus far, we find ourselves as an undersupplied industry due to the manufactures design with a big cup of optimism from the builders. This has resorted to pricing

Oklahoma is changing their tax exempt numbers for all entities who are tax exempt. The state is changing everyone to a new, longer number. Over the next several weeks we will be sending out letters, faxes and emails to obtain new tax certificates from our customers in order to stay compliant with the Oklahoma Tax Commission requirements. Please help us in this matter by providing us with a copy of your new OK Sales Tax Permit.



Housing Starts

Do you wonder how many housing starts there are in Tulsa? Based off the New Order's Weekly, below are the year end housing starts for Tulsa from the last several years:

'06 - 4682
 '07 - 4288
 '08 - 2702
 '09 - 2445
 '10 - 2138
 '11 - 1761
 '12 - 2314

levels not seen since late 2006. This has caused price volatility that has shortened the length of time that companies will honor quoted materials.

Take caution in quoting project without real time estimates. It would not be unreasonable to see in the near future manufactures mandating PTS (Price Time of Shipment) and or allocation if things continue in the current direction.

The lumber market continues to be firm with pricing continuing to rise with each week's print. M&M will hold prices for 7 days from the date quoted.

Plywood: As with lumber, plywood prices too continue to increase with print each week. The biggest price jumps were in the south, mostly due to multifamily projects. Reported price increases were \$17-35/thousand depending on the panel. During the current market, M&M will hold prices for 7 days from the date quoted.

Other Vendors:

-Ply-gem (windows) has announced a 5% price increase effective January 25th. Other window companies have also announced price increases to be effective at various times in the first quarter.

-The felt industry remains stable with little or no price movement.

-The fiberglass insulation industry remains steady as price increases have been implemented.

-Quikrete (cement mixed products - portland, non-shrink grout) has announced a 3% increase effective February 15 on most bagged products. They cite increased prices in cement, sand and gravel in addition to energy and transportation costs.

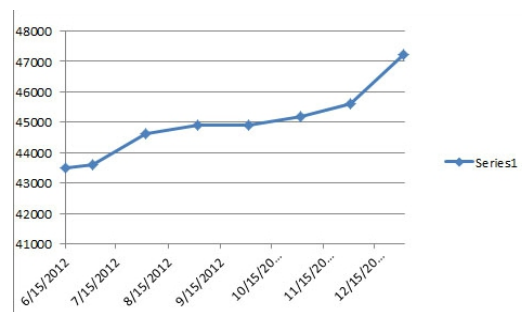
-Kwikset implemented a 6% price increase January 1.

-Plastic pipe prices have remained steady since September but it is rumored by secondary vendors that price will increase in the first quarter though no formal announcement has been made by the manufactures as of yet.



What do you think 2013 will bring??
Send us your [feedback](#).

Attached is a 3000 sqft house that we have tracked the retail price changes since 1999. This shows where the current prices is based off the last 6 months:



This particular house has product that we sell - 2 story wall pack, roofing/sheathing, fascia & cornish, windows and doors, trim, drywall and Hardie siding. Each month we update to the current prices to track and show the market changes up and down without changing items or quantity on the house.

Based off the above graph, the house would have cost \$43,510.98 in June '12 where as January '13 the price is currently at \$47,235.24. We continue to update this each month and track the change. In the upcoming newsletters we will continue to show the changes in this

Lumber Yard News:

What is happening around M&M Lumber?

M&M is getting the new year started off with a bang...so far we have missed out on the flu and funk that is being passed around and hope that stays for the rest of the season!



December will mark the anniversary date of employment with M&M Lumber for the following employees:

Bill Beshears	11 years
Tim Hogan	12 years
Jeremy Cherry	13 years

Jo in our accounting office retired in December. The email to Jo has been rerouted. Until the accounts receivable position is filled, you are welcome to contact Whitney or Linda via phone at 918-627-1926 or email at whitney@mmlumberco.com or linda@mmlumberco.com. Both will be happy to help with any of your accounting or invoice questions.



graph based off the current market prices.

If you'd like more information or more detail on this house, please drop us an email and we'll be happy to answer your questions!

Feedback

Are there items that you need that we don't stock? What are those items? We appreciate your business as well as your [feedback](#).

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Supplying Builders and Homeowners.**

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