



An International Planning, Consulting and Benchmarking Firm to the Forest Products Industry

## TIMBER PROCUREMENT & PLANNING SYSTEMS

**THE BECK GROUP DOES NOT JUST PROVIDE SYSTEMS –  
WE PROVIDE *RESULTS***

As a mill manager or procurement forester, have you ever wanted a tool that would allow you to make objective log purchasing decisions? The Beck Group has developed just such a tool. Our computer-based timber procurement and planning system is a custom-built “model” of your entire operation – from log yard through shipping. It will provide you with detailed knowledge about your mill’s productivity and finished product value for any type of log you choose.



***“ We paid for the cost of the entire system from the additional revenue associated with one timber sale. ”***

That means, with our timber procurement and planning system you can:

- ▶ Focus procurement efforts toward obtaining those logs that generate the most profit.
- ▶ Determine Return-To-Log (Log Breakeven) values by individual log type (e.g., species, size, quality classification).
- ▶ Accurately determine the value of timber tracts or log decks based on actual mill performance and lumber market conditions.
- ▶ Improve your company’s ability to know what to bid on timber sales.
- ▶ Quantify the difference in value between competing log suppliers.
- ▶ Save time by easily compiling and summarizing timber cruise data.
- ▶ Easily understand how changing lumber markets affect your operation.
- ▶ Illustrate the impact of potential changes in equipment, operating strategy or lumber markets.

In addition to being an excellent log and timber procurement tool, our system is very useful as a mill management tool for capital planning and analyzing many kinds of “what if?” scenarios.

In recent years, The Beck Group has assisted several operations with the development of timber procurement systems. One satisfied client said, “We paid for the cost of the entire system from the additional revenue associated with one timber sale.” Another client saw average profit increase by more than \$100/MBF through the process of implementing our system. *The Beck Group does not just provide systems – we provide results.*

*If you would like to learn more about our Timber Procurement & Planning Systems, please contact Bryan Beck ([bryanb@beckgroupconsulting.com](mailto:bryanb@beckgroupconsulting.com) or 503-684-3406) today.*



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