

Presented by The Beck Group

# Sawmill Management Training Workshop – West

Tuesday, November 30 – Thursday, December 2, 2021  
World Forestry Center in Portland, Oregon

## What separates sawmills that survive and thrive from those that falter or fail?

Learn about improving management skills and making your operation more successful from The Beck Group's 30+ years of consulting and benchmarking experience in the North American wood products sector.

Our popular 3 day interactive workshop features industry veteran guest speakers who will present information and provide participants with practical applications that cover a variety of topics key to successful sawmill management. Class topics will range from big picture overviews (Characteristics of a Top Quartile Operation) to more detailed studies of important mill issues (Saw Filing, Log Procurement, Lumber Drying).

## Who Should Attend:

- Sawmill managers, supervisors, and management-track employees
- Anyone interested in developing an in-depth understanding of the sawmilling business

## Workshop Value:

- Learn strategies for improving your mill's bottom line that can be readily applied in your day-to-day routine
- Bring home analytical tools you can use to improve your operation
- Gain a greater understanding of the key elements of managing a successful sawmilling operation
- Hear from industry veterans who will share valuable lessons they have learned
- Meet your colleagues in the industry and exchange ideas and insights

**Cost: \$1,645 Per Attendee**

**An attendee from the Company of a Guest Speaker Receives a \$150 Discount**

Registration includes a course workbook and breakfast, lunch and beverages each day. Happy Hour reception on Tues. Directions and nearby hotel information will be provided. Lodging is not included in registration fee. **If the workshop is cancelled, we will refund your money.**

## Schedule:

Tue 11/30 8:00am – 6:00pm  
Wed 12/1 8:00am – 4:30pm  
Thur 12/2 8:00am – 2:30pm

## Registration & Questions:

[www.beckgroupconsulting.com](http://www.beckgroupconsulting.com)  
Office #503-684-3406



13500 SW 72<sup>nd</sup> Ave., Suite 250 Portland, OR 97223  
Phone 503.684.3406

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## Beck Group Staff and Guest Speakers\*

<b>Roy Anderson</b>	Vice President, The Beck Group
<b>Bryan Beck</b>	President, The Beck Group
<b>Steve Courtney</b>	Senior Consultant, The Beck Group
<b>Tom Temple</b>	Recently Retired, Potlach Deltic
<b>Shauna Dunn</b>	Corporate Safety Manager, Weyerhaeuser
<b>Annie Bacon</b>	Safety Manager, Weyerhaeuser
<b>Sam Pope</b>	Western Sales Manager, USNR
<b>Scott Elston</b>	VP Business Development, Forest City
<b>Tim Atkinson</b>	VP Sales & Marketing, Stimson Lumber
<b>Erica Spiritos</b>	Preconstruction Manager, TimberLab
<b>John Holte</b>	Roseburg Forest Products
<b>Dave Salmon</b>	VP of Human Resources, Hampton Lumber
<b>Terry Brown</b>	Principal, Lumber Quality Institute
<b>Peter Stroble</b>	President, Ring Family Investment Company
<b>Hal Harpold</b>	Principal, HCubed Consulting
<b>Julien Leger</b>	Account Manager, PMP Solutions
<b>Blane Belveal</b>	West Coast Industrial

## Workshop Topics\*

<b>Characteristics of Top Quartile Operations</b>	What separates top performers from the rest of the pack? We will explore the keys to success observed over 30 years of consulting and benchmarking in the sawmill industry.
<b>Overview of the N. American Lumber Industry</b>	A big-picture overview of the major lumber producing regions, industry and regional trends, and key markets in the U.S. and Canada.
<b>Leadership in the Sawmill</b>	Leadership traits and principles and how they can be applied at sawmill operations.
<b>Profitability “Levers”</b>	There are many variables that impact profitability at a sawmill. What impact will changes in log cost, lumber recovery, productivity, grade yield, or other variables have on the bottom line? We’ll explore this subject and help you identify the changes that provide the greatest leverage.
<b>Lumber Market Outlook</b>	What is in store for lumber markets over the next few years?
<b>Lumber Recovery</b>	An examination of the ways lumber recovery is measured, what variables can influence recovery, and what impact changes in recovery can have on the bottom line.
<b>Sawmill Safety</b>	Developing a culture of excellence in safety for sawmill operations.
<b>Log Procurement and Log Valuation</b>	The key things mill managers need to know about log procurement, and how to identify the logs that are the best “fit” for your operation.
<b>Sawmill Safety</b>	Developing a culture of safety for sawmill operations.
<b>Lumber Drying</b>	Best practices for lumber drying can help you improve drying productivity while avoiding problems such as loss of grade and inconsistent moisture content.
<b>Wood Chip Quality and By-product Considerations</b>	A look at key factors affecting wood chip quality and an overview of sawmill by-products markets.
<b>CLT and Mass Timber Construction</b>	A discussion of this emerging building technology and the opportunities it creates for lumber producers.
<b>Human Resources in Lumber Manufacturing</b>	Keys to attracting and developing the sawmill workforce.
<b>Understanding Your Business Model</b>	What is your operation’s approach to markets, manufacturing, and raw material supply?

\*Guest speakers and topics may be subject to change

## Registration Information

Sign up today! Space is limited.

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### Ways To Register:

1. Website [www.beckgroupconsulting.com](http://www.beckgroupconsulting.com) - Complete & submit the online registration form.
2. Call #503-684-3406 and be ready to provide the information below, or
3. E-mail the information below (including type of payment preferred) to [Hannahh@beckgroupconsulting.com](mailto:Hannahh@beckgroupconsulting.com)
4. Complete the form below and mail it to:  
The Beck Group, 13500 SW 72<sup>nd</sup> Avenue, Suite 250, Portland, OR 97223

## Registration Form

Name (first and last): \_\_\_\_\_

Title/Position: \_\_\_\_\_

Company: \_\_\_\_\_

Sawmill Location: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Phone #: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

I am an HMA member

### Payment Method (select one)

**Check:** Include a check with your registration form (via mail), or we will send an invoice to the email address listed.

**Credit card:** You'll receive an invoice via e-mail with a link for online credit card payment.