

# 2017 Sawmill Management Training Workshop – West

## When:

December 6-8, 2017  
8:00AM to 4:30 PM Wed and Thu,  
8:00 AM to 2:30 PM Friday

## Where:

Cheatham Hall  
World Forestry Center (WFC)  
Portland, Oregon

## Who should attend:

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

## Cost:

\$1,395 if registered by 11/3/17  
\$1,495 if registered after 11/3/17

Registration includes lunch and beverages each day. Also included is a course workbook containing notes and information for each workshop topic.

Directions and nearby hotel information will be provided. Lodging is not included in registration fee.

## Organized by:



13500 SW 72<sup>nd</sup> Avenue  
Suite 250  
Portland, OR 97223

Phone 503.684.3406

Fax 503.639.0784

[beckgroupconsulting.com](http://beckgroupconsulting.com)

## *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 and from industry veteran guest speakers.

Over three days, Beck Group staff and other industry experts will present information and provide participants with tools, covering a variety of topics that are 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). Speakers will engage participants in an interactive learning environment with a focus on information and concepts that can be practically applied in day-to-day operations.

## *Why you should attend*

During the course of the workshop, you will:

- 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

## *Beck Group Staff and Guest Speakers\**

The following Beck Group staff members and industry guest speakers will be teaching and presenting at the workshop:

<b>Roy Anderson</b>	Vice President, The Beck Group
<b>Bryan Beck</b>	President, The Beck Group
<b>Terry Brown</b>	Principal, Lumber Quality Institute
<b>Gary Cantrell</b>	President, ATICA
<b>Hal Harpold</b>	Director of Strategy and Business Improvement, Weyerhaeuser
<b>Don Hardwick</b>	Procurement Manager, Rosboro Lumber
<b>Steve Henson</b>	Plant Manager, Potlatch Corporation
<b>Don Lenhart</b>	Principal, Vanquish Leadership
<b>Ann-Marie Levesque</b>	Business Development Director, PMP Solutions
<b>Bruce Mallory</b>	Principal, Vanquish Leadership
<b>Ethan Martin</b>	Regional Director, WoodWorks
<b>Keith Robertson</b>	International Business Manager, Windsor Group
<b>Zach Rollins</b>	Consultant, The Beck Group
<b>Dave Salmon</b>	VP of Human Resources, Hampton Lumber
<b>Derek Smith</b>	Principal, MBS Saw Filing
<b>Joel Swanton</b>	Regional Sales Manager, Forest2Market

## 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 examination 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>Industry 4.0</b>	Modern information systems can provide powerful real time feedback to machine operators and mill managers. We’ll discuss examples of how this can be applied in sawmilling.
<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>Financial Statements and Reporting Systems</b>	How to read common financial reports such as the income statement and balance sheet, and insights about reporting and information systems used by successful sawmill operations.
<b>Developing Winning Capital Projects</b>	Keys to planning and implementing a successful capital project, including “selling” the project’s benefits to managers/owners.
<b>Lumber Quality</b>	Lumber quality can have a significant impact on sawmill profitability. We’ll discuss keys to success in lumber quality control.
<b>Sawfiling</b>	Sawfiling practices can have dramatic impacts on lumber quality and mill performance. We’ll discuss practices for improving performance.
<b>Log Procurement and 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>PNW Log Markets</b>	A look at current trends in log markets in the Pacific Northwest.
<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>Continuous Dry Kilns</b>	A look at this increasingly popular approach to kiln drying lumber.
<b>Chip and Byproduct Considerations</b>	A look at markets and other thoughts on pulp chips and other sawmill byproducts.
<b>CLT and Mass Timber Construction</b>	A discussion of this emerging building technology and the opportunities it creates for lumber producers.

\*Guest speakers and topics may be subject to change

**Registration – Sign up today! Space is limited**  
**West – Sawmill Management Training Workshop – December 2017**

To register:

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

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

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

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

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

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

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

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

**Payment Method** (select one)

- Check:** Include a check with your registration form (via mail), or we will send an invoice to the mailing address listed.
- Credit card:** You'll receive an invoice via e-mail with a link for online credit card payment.