



Business of Forest Products Workshop

introduces the businesses that utilize materials harvested from the forest, how raw materials are evaluated and purchased, and the associated nomenclature of the industry. Participants will gain an understanding of the values associated with harvesting and manufacturing wood products.

For those who want to further their understanding and industry experience, this workshop will provide an opportunity to learn the differences in raw material consumption across forest product business segments and regions. Participants will gain understanding of the values associated with harvesting and manufacturing wood products in each region; instructors will introduce the related terminology and convey an understanding of which raw materials (and associated costs) are appropriate for use in various forest products industry sectors.

Who should attend:

Anyone new to the forest products business, USFS staff, other local and State government agency staff, accountants, salespeople, legal counsel, and human resources staff at existing forest products manufacturing companies who seek a basic understanding of wood-based raw materials and their importance in forest products manufacturing.

Specific topics will include:

1. Introduction to the Forest Products Industry & Businesses Consuming Forest Derived Wood
2. Forest Products and Associated Businesses
3. Units of Measure & Conversion Factors for Transactions
4. Selling: Finding Markets, Purchaser Specifications, & Determining Value
5. Costs of Harvesting Forest Products
6. Wood Manufacturers: Log values, Product Yield, & Product Value
7. Determining Timber Sale Value

When: Thursday, January 23, 2025 | 9a – 4p

Location: Live online and live in-person at the World Forestry Center in Portland, Oregon

*Co-located with Mapping The Course Jan 21-23, 2025**



Registration site: <https://www.westernforestry.org/events/2025-mapping-the-course/>

Cost*:

- In-Person BOFP Attendance **\$550**
- Web Online BOFP Attendance **\$500**

*MTC session is an additional fee. Cross-registration discount is available.



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Business of Forest Products Workshop | Agenda

An introduction to the business of utilizing materials from the forest.

Presented by The Beck Group. Co-located and in partnership with *Mapping The Course*, January 21-23, 2025.
Live & Online at the World Forestry Center, Portland Oregon

Start Time	End Time	Segment / Topic
January 23, 2025		
8:00 AM	9:00 AM	Check in, Registration
9:00 AM	9:05 AM	Welcome Steve Courtney, Vice President of Operations, The Beck Group
9:05 AM	9:35 AM	1. Introduction to the Forest Products Industry & Businesses Consuming Forest Derived Wood
9:35 AM	9:40 AM	Break
9:40 AM	10:25 AM	2. Forest Products and Associated Businesses
10:25 AM	10:30 AM	Break
10:30 AM	11:30 AM	3. Units of Measure & Conversion Factors for Transactions
11:30 AM	12:30 PM	Lunch Hour
12:30 PM	1:15 PM	4. Selling: Finding Markets, Purchaser Specifications, & Determining Value
1:15 PM	1:20 PM	Break
1:20 PM	2:05 PM	5. Costs of Harvesting Forest Products
2:05 PM	2:10 PM	Break
2:10 PM	2:55 PM	6. Wood Manufacturers: Log values, Product Yield, & Product Value
2:55 PM	3:00 PM	Break
3:00 PM	3:30 PM	7. Determining Timber Sale Value
3:30 PM	3:45 PM	Closing Comments / ADJOURN

Course Presenter: Steve Courtney, The Beck Group’s Vice President of Operations, has spent 30+ years in the forest products industry in the US West. His extensive industry knowledge includes experience in procuring raw materials for lumber and plywood operations; coordinating logistics for raw material delivery; developing corporate strategies to optimize log procurement among jointly owned milling operations; and buying and selling veneer products. He also worked early in his career as an industry representative advocating for the timber industry. He is passionate about educating the next generation and helping the forest products industry thrive.



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