

**Lumber Mill**

**CHALLENGE**

Competition based on lower costs mainly from Canada



*In the two years prior to starting TAAF:*  
**Sales Change:** -28%  
**Jobs Change:** 22%

NWTAAC assisted company to prepare a petition for TAAF

*As a result of these projects, we now use advanced tracking methods as well as view and appreciate costs more thoroughly.*  
**Company Executive**

Referred to TAAF by:  
 Local Economic Dev. Office

**SOLUTION**

NWTAAC worked with management to document a strategy to reduce costs.

**Investment** NWTAAC secured approval for \$150,000 for outside expertise with the company matching at 50% (\$75,000). The company invested \$17 Million to fully implement the strategy.

**Outside \* Expertise** \* Industry Information System with Trade Tec

**RESULTS**

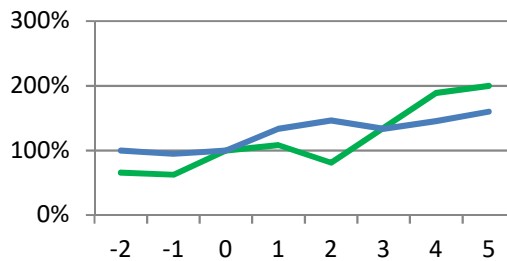
TAAF focused on critical elements of cost management. The company grew rapidly and sustained growth. The firm employed \$74,992 of TAAF assistance over 3 years.

*Results from start of TAAF:*

**Sales Change:** 100%  
**Jobs Change:** 60%  
**Productivity:** +25%

**Table:** Indexed SALES and JOBS by program year, TAAF start = 100% and year 0.

**TAAF Usage:** Full  
**Status at Close:** Company expanded  
**Long-term:** Continued operation



\*Active for 3 years with 3 years of follow-up

TAAF helps companies (typically: small, closely held/family owned) to overcome challenges from import competition. Help focuses on business strategy and outside expertise. The program is single use with a cap on assistance.



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**Trade Adjustment Assistance for Firms**

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