

## Trade Adjustment Assistance for Firms (TAAF)

### Lumber Mill

#### CHALLENGE

Regulatory disparities in forest management between U.S. and Canada

*In the two years prior to starting TAAF:*

**Sales Change:** -38%

**Jobs Change:** 1%

NWTAAC assisted company to prepare a petition for TAAF

Referred to TAAF by:

Montana Wood Products Association



*Disparities in forest management practices in the few soft-wood producing countries strongly affect business conditions for the industry.*

#### SOLUTION

NWTAAC worked with management to review and advise on a strategy to focus on premium grade products and reduce operations to core products and customers until supply factors are resolved.

**Investment** NWTAAC secured approval for \$150,000 for outside expertise with the company matching at 50% (\$75,000). The company invested \$4.8 Million to fully implement the strategy.

**Outside** \* Plant Engineering with Maxi Mill

**Expertise** \* Information System Upgrade with Express Information Systems

\* Website Upgrade with Web Impact

#### RESULTS

TAAF focused on projects aimed at cost reduction and sales support. The company survived a severe period of trade impact and market downturn and returned to pre-impact levels of operations. The firm employed \$73,005 of TAAF assistance over 5 years.

*Results from start of TAAF:*

**Sales Change:** 28%

**Jobs Change:** -19%

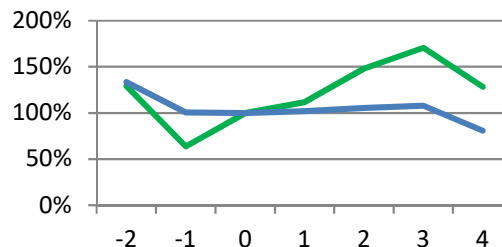
**Productivity:** +59%

**TAAF Usage:** Full

**Status at Close:** Company recovered

**Long-term:** Continued operation

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



\*Active for 5 years with 0 years of ongoing 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

Alaska, Idaho, Oregon, Washington

