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seminars





**This photo was not taken at our worksite**





# BC LOG & TIMBER

BUILDING INDUSTRY ASSOCIATION

*SUPPORTING OUR UNIQUE BUILDERS*



**Your Presenter: Peter Sperlich**

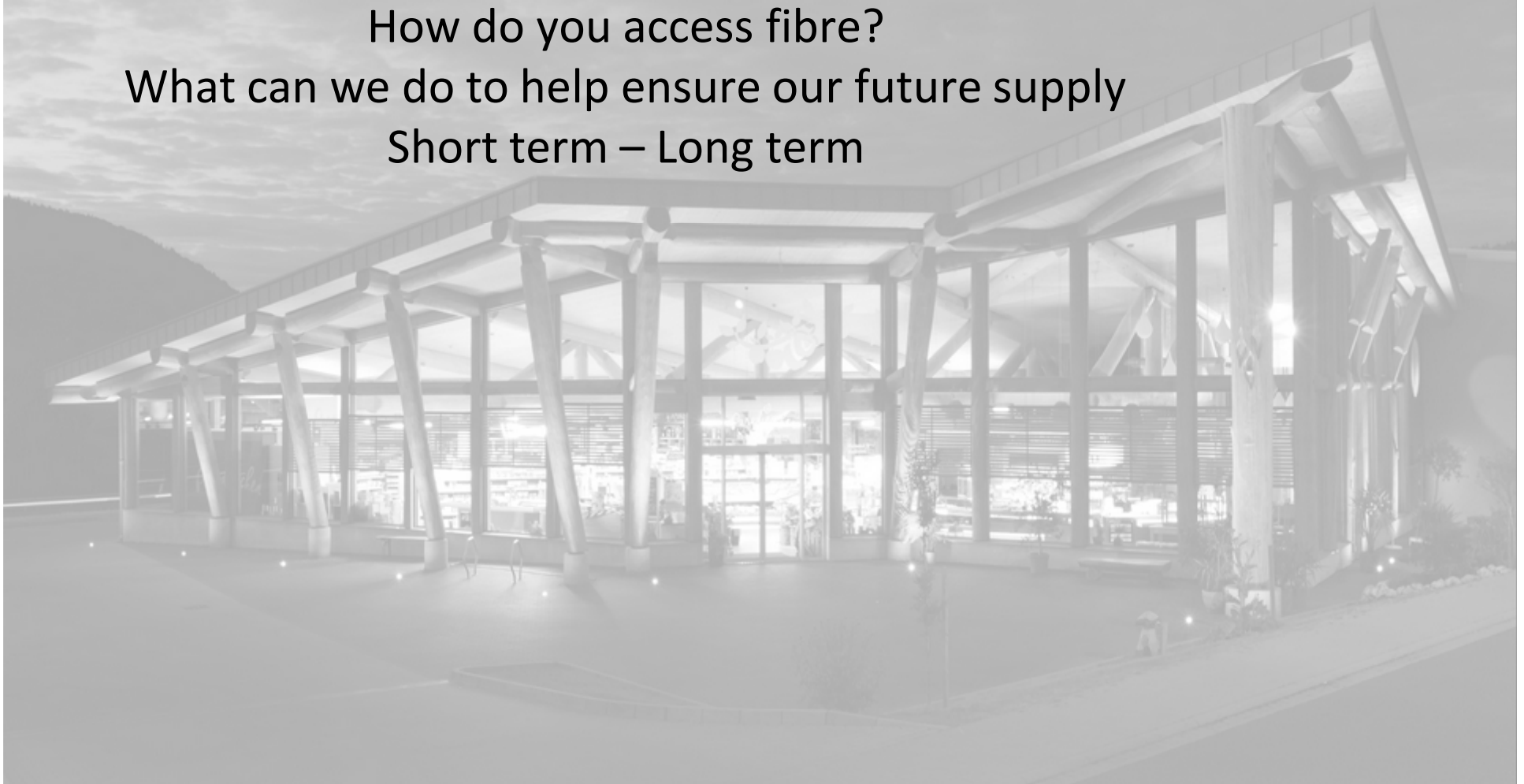
***3- generations and nearly 70 years of constructing with logs***

What will the future hold for future generations and can we affect change?

*Let me share some of my recent experiences and observations*



How do you access fibre?  
What can we do to help ensure our future supply  
Short term – Long term





# Overview of 2- years

Overview of the last couple years

- August 2019 major mills announce shutdowns and curtailments due to high stumpage rates and poor market conditions
- Sept 2019 GBM meet Doug Donaldson
- Oct 10 2019 “Interior Fibre Policy review Process” Our association submits 17 recommendations
- Oct 25 2019 Media event Enderby attended by Association members and local politicians
- March 2020 Governments implement Covid fighting measures implemented setting in motion the fastest rise in commodity lumber ever
- March 2021 Both LTBI and BC Wood apply for supply chain resiliency funding (covid recovery strategy)
- All the above provided inspiration to some strategies both short term and Long term strategies in purchasing fibre



# Short Term strategies

What can we do short term to acquire the material we need?

- Pay more?
- Buy more volume
- Be less selective
- Be creative
- Pay fast pay fairly
- Make it easy and better for your supplier!
- Use the employment ratio
- Discuss the low environmental impact
- Give project details
- Get owner/ decisionmakers on side
- Host your own media/ Informative event or similar

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## Slide 6

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P9

age sizes

Peter, 2016-02-14





# Log and timber Employment statistics

**Employment Ratio** of our Industry :

100 cubic meters of logs / 1 Fulltime annual position  
approximately 100 companies in our sector of the forest  
Industry

on average 10 positions each = 1000 jobs total

Approximately 1 out of every 33 jobs of interior forestry  
(processing jobs?)

fibre consumption = approx. 1000 cubic meters each company

total fibre use approx. 100 000 cubic meters Industry total

Annual fibre harvest in interior BC estimated at 50 million  
cubic Meters



## Slide 7

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age sizes

Peter, 2016-02-14



**Log and timber sector consumption .002% of  
interior harvest.**

**That means 1/500 of the interior harvest  
to create 3% of processing jobs!**

Volume of 50 million meters harvest and 33000 jobs:  
Stats from the Interior Forest Sector renewal Discussion  
paper

# Learn the Term **Employment ratio**

- Why calculate **Employment Ratio** fibre use in terms jobs creation instead of Value Added ?
- It is a better gauge of the direct economic benefits to local communities
- “Volume “, “Gross sales” and “Value added” do not effectively measure the local economic impact
- Speaking in terms of “Employment Ratio” will help bring back the forest value to smaller regional forest based communities, Its an attention getter!
- We all need to speak in terms of Jobs in our community it's the Ace up your sleeve !

- How do we measure up?
- Secondary Manufacturing Survey N R Can 2016

**Table 1.** Job and sales coefficients per unit of roundwood equivalent used, 2016

<b>Business type</b>	<b>Jobs per 1000 m<sup>3</sup></b>	<b>Sales per m<sup>3</sup></b>	<b>Sales per full-time equivalent (000s)</b>
Cabinets and furniture	13.6	\$2,009	\$148
Engineered wood products	1.2	\$273	\$236
Millwork	12.9	\$2,777	\$216
Other wood products	0.2	\$96	\$473
Pallets and containers	1.0	\$246	\$248
Remanufactured products	0.4	\$129	\$291
Shakes and shingles	1.3	\$484	\$384
Sector excluding panelboards	0.8	\$204	\$257
<b>Sector</b>	<b>0.7</b>	<b>\$193</b>	<b>\$264</b>





# long Term solutions



What can we do long term?

- Pay more?
- 17 recommendations of Review process
- Help create more supply= lower price
- Share information ( bulletin Boards)
- Fibre supply Portal LTBI/ BC Wood Or other organization?
- Lobby MLA, MP, Local Politicians First Nations leaders
- Friends, neighbors
- Build relationships !
- Share and voice your experiences and Ideas!





Can we make a difference?

I think so!

your ideas share them during our  
discussion group...?

Thanks !