
2023 PNWARS SPRING MEETING

PRESENTED BY: ROB ROWE

**SOUTH
COAST**



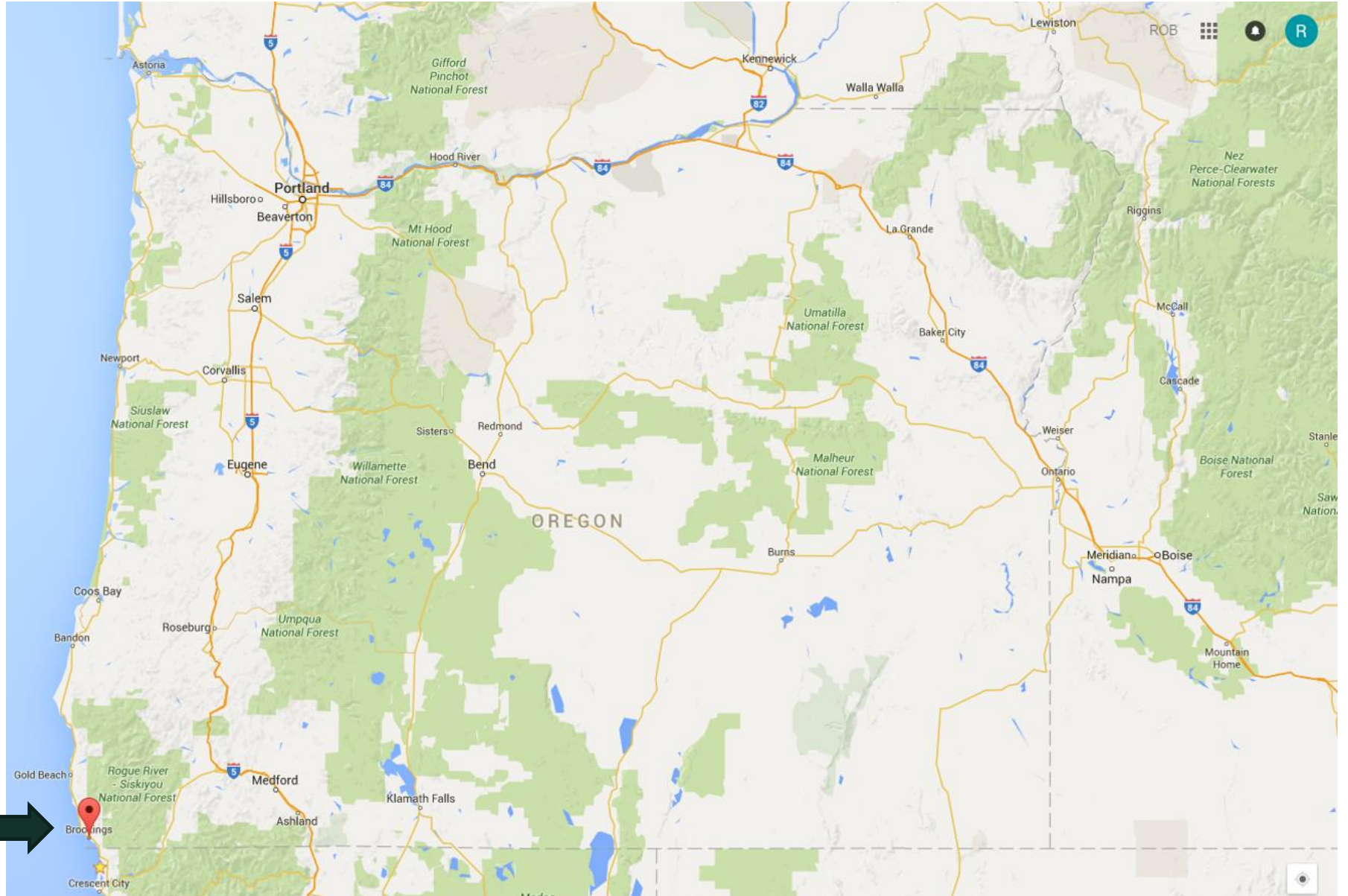
**South Coast
Lumber Co.**



**Pacific Wood
Laminates, Inc.**

LOCATION

WE ARE HERE



COMPANY HISTORY

- Established in 1950 (+70 years of manufacturing quality wood products)
- 2 companies and over 110,000 acres of timberland
- 3 main product groups: Lumber, Plywood, and Non structural LVL
- SOCOMI Origin (South Coast Milling)
- South Coast Lumber – Lumber & Veneer
- Pacific Wood Laminates – Plywood & LVL

SOUTH COAST LUMBER



PACIFIC WOOD LAMINATES



PRODUCT IMAGES



MAIN POINTS

- Consistent trucking has its challenges, especially 100 miles from the I-5 corridor
- The need for shipping our product on the rail was recognized, but past car availability was spotty
- Inconsistent car supply affected our confidence in the rail system itself, therefore needing to rely more on trucks
- With increased awareness and concern from our partners with the CORP, we have made some headway in utilizing more cars to ship our products
- From 2017 to the end of 2022, we have doubled our rail shipments.
- From 2011 to the end of 2022, we have increased rail shipments by 600%
- This can only happen if we have consistent car supply and can trust what our rail partners are telling us. The proof is in the on time delivered orders...allowing us to do more business overall.



THANK YOU FOR YOUR TIME!