



MAKING SUSTAINABILITY SUSTAINABLE



Simple Steps to Sustainability

1

EDUCATE... ourselves and our communities

2

DETERMINE PATH... your sustainable mission

3

BRAND IT. LIVE IT. DRIVE IT.

4

CORE... communication

FACT  **Green market trend is becoming market protocol**
Question is not if it will occur but how fast it will take over and what our role will be?

SIGNIFICANCE  **Lead the market or be forced to follow**
If we don't step up what opportunities will shrink away?

WHY ??? **It is smart business...** to fill current demand & capture future opportunity

Customers are asking for it!
Vendors are pursuing it!
The media likes it!

Government
Financial Institutes
Insurance Agencies

Are enforcing,
rewarding, &
fueling it!

Associations
Corporations
Governments

Have or are
developing
sustainability programs

WIN WIN  **Make our industry and our communities sustainable for the future**

PAST

The US market for green building has escalated to a \$40 billion market.

FUTURE

By 2013 it is estimated to possibly reach \$146 billion!*

OPPORTUNITY

FSC certified lumber and wood panels is expected to be the fastest growing segment more than tripling in the next 4 yrs. **



What portion of this will be yours?

“Green training can lead to solution selling and ultimately larger sales and larger gross margin sales dollars.”

Lumber Co-Operator August 2009

* McGraw-Hill Construction Report 2008

** According to a Freedonia Group Report, ProSales Magazine April 2009

US Buildings on average account for:*

- 12.2% of freshwater use
- 38% of CO2 emissions
- 40% of material use
- 39% of energy use

CHANGE IS INEVITABLE

Green Office Buildings on average project savings of:**

- 30 to 34.4% water
- 29.4 to 55% energy

* Office of Economic & Community Development, Anchorage, Alaska

** USGBC study of 168 existing LEED-certified office buildings

Green Products

- 82% of consumers are buying green despite economy (4 out of 5 ppl)*
- Product Decision Making: 21% of consumers rely on product's reputation; 19% go by word of mouth; 15% brand loyalty*
- Green Claims Comfort Levels: 1 in 3 consumers are unsure if green product claims are true; 1 in 10 blindly trust claims; 24% read package to verify claims; 17% research thru online studies*

Green Buildings

- 2/3rds of home owners are aware of green building**
- 3 out of 4 builders agree green building is important to new construction market strategies**
- 40% of home remodeling is done using sustainable products and processes (number continues to grow)**

*Green Seal 2009 National Green Buying Research

**McGraw Hill Construction Studies

SUSTAINABLE PROGRAM MODEL

BlueLinx believes in being a positive agent in our communities and the world at large. We support this belief by seeking ways to reduce our affect on the environment and contribute to the conservation of natural resources upon which our industry depends. BlueLinx is committed to creating the connections between people, products and markets to conserve, protect and restore our natural resources.

Our core business is distribution of a wide breadth of products on a single truck from a local facility. This in itself aides our customers in reducing their carbon footprint; for example, less trucks driving products, using less fuel, and lowering the amount of people (resources) you need to unload and process the trucks. Across the nation, BlueLinx provides a multitude of FSC certified access points giving our customers and vendors the ability to support sustainable forestry practices.

We are proud partners of:

WWF (World Wildlife Fund)

GFTN (Global Forest Trade Network) North America

NAHB Green

We carry certifications from:

FSC COC Certified Supplier (Forest Stewardship Council, Chain of Custody)

BlueLinx FSC Certification # SW-COC-002525

CTPAT Certified Company (Customs Trade Partnership Against Terrorism)

U.S. Dept. of Homeland Security



PureBlue, our sustainability program and portfolio brand of ecoproducts, delivers building products & services that are economical, sustainable and most of all create an ecologically conscious building envelope.

BlueLinx provides those we serve with a promise to meet a growing and untapped market, which all drive a compelling opportunity to make a notable difference in our world.

- Knowledge Forum Training Environment for employees & customers
- Webex Key Product Knowledge Sessions online training forums
- On-Site Product Training for employees & customers
- Builder Sales Blitz Program in-field builders sales support
- Program Consultation learn from our years developing our sustainable program...
- Training Consultation creation of a companywide training program
- Marketing Consultation brand awareness, communications, technology...
- HR Consultation telecommuting, flexible hours, shared positions...
- Safety Consultation VPP...
- Distribution Consultation logistics, warehouse flow, vehicles...
- Facility Consultation lighting systems, certifications...
- Compliance Consultation FSC COC, quality control...

BlueLinx is your Sustainability Catalyst



- 1. On-going dedication.** 2005 signed sustainable forestry policy & began FSC COC steps, 2006 committee formed, 2007 board established, 2008 launched internally, 2009 publicly launched, 2010 world domination.
- 2. Large scale product offering.** Over 10,000 skus carrying 3rd party certification surrounding sustainability.
- 3. Distribution logistics.** BlueLinx delivers direct, through one truck, a breadth of substantial products from local facilities (savings in labor, transportation, & fossil fuels... reducing carbon footprints).
- 4. Nationwide certified centers.** 10 BlueLinx facilities are FSC COC certified. More are in process. Providing our customers with the leverage to continue the chain.
- 5. Going Beyond.** BlueLinx continues to create value added solutions and services to provide your customers and you with more. By working with us, your sustainability program implementation will launch faster, better, and be more sustainable in itself.

The following facilities:

- Minneapolis
- Austin BlueLinx Hardwoods
- Chicago
- Grand Rapids
- Charlotte
- Frederick
- Lawrenceville
- Denver
- Fremont
- Los Angeles

are FSC certified.

BlueLinx is managing our role in the supply chain to deliver materials that do not contribute to the degradation of forests and other natural systems.

We've made strides, by garnering these FSC Certifications across the United States, to provide BlueLinx customers with the ability to also offer FSC materials to their customers.*

All of this is to support our industry and our community, while expanding your reach into the marketplace.

For further information please call, **888.502.BLUE**

*Any FSC Certified materials you receive from a BlueLinx FSC Certified Branch can only be claimed as FSC by your company if you are also FSC Certified. For more details please visit, fsc.org.

TRAIN YOUR ENTIRE STAFF AT THE

BlueLinx KNOWLEDGE FORUM 2009

Riding the GREEN

AVAILABLE FOR A LIMITED TIME

DEALER Month
April 6th - 30th

OPEN online 24x7

IN-DEPTH GREEN EDUCATION & BRAND NAME PRODUCT TRAINING

No travel • No cost • Direct contact • Direct information

Your customers are going green. Are you fully prepared around this movement to meet their needs? BlueLinx provides you with the answers you need to compete and win in today's economy.

Come to this forum and be a leader of the market trend that is quickly becoming market protocol... sustainability.

• OVER 40 PRODUCT BOOTHS • 4 EDUCATIONAL CONFERENCE
• 20 WORKSHOP RESOURCES • 8 BY DONOR/LEASABLE LITERATURE PRESS
• INFO ON WBL, LEED, FSC, MFL ETC.

Below represents a selection of our virtual sponsors:

Sign up your staff today... so you can begin "Riding the Green"
Go online to <http://events.unisfar.com/bluelinx-greenforum>

BlueLinx

YOU ARE INVITED TO THE

BlueLinx KNOWLEDGE FORUM 2009

Riding the GREEN

AVAILABLE FOR A LIMITED TIME

BUILDER Month
May 11th - June 7th

open online 24x7

IN-DEPTH GREEN EDUCATION & BRAND NAME PRODUCT TRAINING

No travel • No cost • Direct contact • Direct information

Your customers are going green. Are you fully prepared around this movement to meet their needs? BlueLinx provides you with the answers you need to compete and win in today's economy.

Come to this forum and be a leader of the market trend that is quickly becoming market protocol... sustainability.

• OVER 40 PRODUCT BOOTHS • 4 EDUCATIONAL CONFERENCE
• 20 WORKSHOP RESOURCES • 8 BY DONOR/LEASABLE LITERATURE PRESS
• INFO ON WBL, LEED, FSC, MFL ETC.

Below represents a selection of our virtual sponsors:

Sign up today... so you can begin "Riding the Green"
Go online to <http://events.unisfar.com/bluelinx-greenforum>

BlueLinx

2009 BlueLinx Virtual Buying Show & Knowledge Forum - Microsoft Internet Explorer

Address: <http://events.unisfar.com/index.php?cid=250&cid=136>

BlueLinx

- Networking
- Settings
- My Download
- Invite a Friend
- Announcements

Search Users

Home Hall

- Home Hall
- PureBlue Resource Center
- Networking Lounge
- Green Conference Center
- Albion Hall
- Allentown Hall
- Baton Rouge Hall
- Bellingham Hall
- Boise Hall
- Buffalo Hall
- Burlington Hall
- Charleston Hall
- Charlotte Hall
- Chicago Hall
- Cincinnati Hall
- Denver Hall
- Des Moines Hall
- Detroit Hall

Microsite: **Chubb** **Chubb** **Chubb** **JKO**

Resource Center
Networking Lounge
Green Conference Center

Done

Green Education

What is green?

- | | |
|---------------------------|--------------------------|
| Sustainable | Eco-sensitive structures |
| Smart building | Whole building design |
| High performance | Conservation communities |
| Green | Renewable |
| Zero scape | Recycled |
| Eco-friendly | Integrated design |
| Sustainable forestry | Quality building |
| Environmental stewardship | E-waste |
| Healthy homes | Functional building |
| Energy efficient | LEED |
| Building value | FSC |
| Conscious building | USGBC |
| Low impact | SFI |
| Life cycle expansion | Energy Star |
| Intelligent Development | Greenguard |
| Toxin Free | Greenseal |
| Carbon Trading | SCS |

YES

Green Building is the implementation of building design and construction that cultivates efficiencies across the supply chain to enhance long term value while preserving the global environment.

This is accomplished by looking at the entire building envelope to deliver sustainability, drive efficiencies, lower resource expenditures, decrease waste, increase productivity, raise value, bring about healthier spaces, lower energy use, etc

Green's Value

Increases the health of economy, environment & life.

↑Property value

↑Benefits in securing financing & tax breaks

↑Operating efficiency & savings

↑Lifecycle Performance & Lifestyle

↑Healthy, productivity & safety

Simplifying Green

4 Elements PLUS Man

EARTH



WIND



FIRE



WATER



MAN



5 Factors of Green Building

Landscaping/Land use

Indoor Air Quality

Energy

Water use/Waste

Building Materials

Make sure your products qualify for points with in these programs and that you can communicate how they do.

NAHB Green / NGBS standard (ANSI) <http://www.greenapprovedproducts.com/GetListed.aspx>

Focus: Primarily Residential, Remodeling and Additions

6 Rating Categories: Lot Design, Preparation, and Development; Resource Efficiency; Energy Efficiency; Water Efficiency; Indoor Environmental Quality; Operation, Maintenance, and Building Owner Education.

Products: Green approved product seal enables builders to earn points toward certification of the building as long as the products are applied correctly. A product can become a NGBS certified. Requires 3rd party verification.

Rating System: Bronze > 255 points; Silver > 406 points; Gold > 558 points; Emerald > 697 points
Total points available = 300-1500

USGBC / LEED rating system <https://www.usgbc.org/DisplayPage.aspx?CMSPageID=1804>

Focus: Primarily New Construction & Commercial

6 Rating Categories: Sustainable Site; Water Efficiency; Energy and Atmosphere; Materials and Resources; Indoor Environmental Quality; Innovation and Design

Products: Certain products may be eligible for LEED points. However, point determination is tied to application. You can not be a LEED certified product.

Rating System: Certified = 45-59 points; Silver = 60-74 points; Gold = 75-89 points; Platinum = 90-136 points
Total points available = 136

EPA / ENERGY STAR qualification http://www.energystar.gov/index.cfm?c=manuf_res.pt_manuf

Focus: Residential, Remodeled, Commercial & Products

Products: Meet specifications to earn eligibility to become a partner. You can become an Energy Star product.

1 qualification: HERS Index of 100 (typical home HERS Index is 130, net zero home is 0. The lower the index the more energy efficient. Rule of thumb: every 1 point drop in Index = 1% decrease in energy consumption.

Forest Certifications: all require 3rd party certification

FSC CERTIFICATIONS (FM & COC)

<http://www.fsc.org/get-certified.html>

SFI STANDARDS & CERTIFICATION

<http://www.sfiprogram.org/standard/chain-of-custody.php>

PEFC CERTIFICATION

http://www.pefc.org/internet/html/activities/4_1137_528.htm

Composite Wood

Certifications:

EPP-CPA CERTIFICATION composite wood panels (ANSI)

<http://www.pbmdf.com/index.asp?bid=1142>

CARB CERTIFICATION composite wood products: 3RD party certification

<http://www.arb.ca.gov/toxics/compwood/compwood.htm>

Features & Benefits:

NAUF no added urea formaldehyde

NAF no added formaldehyde

3rd Party Certifiers

SCS: lifecycle, EPP, LEED, FSC, & Material Content (recycled) certifier

<http://www.scs-certified.com/aboutSCS/>

SMARTWOOD: FSC certifier

http://www.rainforest-alliance.org/forestry.cfm?id=smartwood_program

GREENGUARD: Indoor Air Quality certifier

<http://www.greenguard.org/Default.aspx?tabid=109>

CSA: Building Materials and Structural Products certifier

http://www.csa-international.org/product_areas/building_and_structural/Default.asp?language=english

*see Appendix A for more information

Market Background

Past History

- Green building was born in the early 1970s as niche home builders began constructing resource-efficient, environmentally sensitive homes.
- 1990 grassroots green home efforts lead to over 80 local and regional green home programs.
- Austin, Texas was home to the first official green home building program in 1991.
- Denver's HBA introduced the first HBA-owned green building program in 1995.
- First green skyscraper, 48 stories, moves to the city erected in New York, 2000 by Durst Organization.
- In 2006, \$11 billion was spent on green building.
- January, 2007, AIA surveys its constituents and sees a vastly increasing interest in building green.
- Business Week reports in Jan 2007 a fifteen-fold rise (to \$178 bn) in sustainable mutual fund investment tracked by one group, with UNEP's PR1 tracking \$6 trillion in funds committed.

Current Trends

- Rapid market penetration & increasing market awareness i.e. Growing movement as a national trend & heightened media exposure.
- Federal government demonstrates strong commitment to green building i.e. Finance & Legislature actively supporting green initiatives through program adoption, modifying building codes, tax credits, grants, regulatory changes.
- According to McGraw Hill the majority of owners, developers, designers, and contractors favor green building and see it as a valuable investment endeavor.
- There is no longer a significant difference in the average construction costs of green vs non green buildings. The average premium is less than 2% as found by “Green Building Costs & Financial Benefits”, by Gregory Kats.
- Green building construction is growing exponentially despite the housing market slow down.
- State codes have mandated California and New York green building programs. Of 606 US Cities with 50,000+ populations, 92 cities have green building programs, 42 million people are in cities with sustainable building policies, and 73 of 92 city sustainable building programs apply to municipal development. *AIA 2007 US City Study on Sustainable Building Policies
- There is a prominent green movement showing in the generation of organizations, conferences, education, marketing and media around the subject spreading across the country.
- An increasing number of local green certification programs have arisen. NAHB (NGBS), LEED, and Energy Star have emerged as the leading voluntary national green programs that provide a set of mandates that are easily adoptable.

Future Momentum

- Expanded tax credits for energy-efficient home improvements in the new economic stimulus package puts more money in consumers' pockets by providing financial incentive for home owners to go green on their renovation projects in 2009 and 2010. *NAHB Tax Credit Press Release, Feb 18, 2009
- Green home building will account for 10% of new homes built annually compared to 2% in 2006. *McGraw Hill SmartMarket Report.
- 36 cities in process of adapting such programs and 10 additional states will adopt some form of green building ordinance or mandate. *AIA 2007 US City Study on Sustainable Building Policies
- Further financial breaks such as a \$2000 per home tax credit by 2009 on green home buildings.
- 100,000 LEED-registered commercial building projects by end of year 2010, and 1 million homes by 2010. *According to Ashley Katz, communications coordinator USGBC.
- 50% of all builders will produce a percentage of their homes using green methods by 2010.
- According to a Freedonia Group Report, the green building material market is estimated to surpass \$80 billion by 2013. ProSales Magazine April 2009

- Decision makers assume green construction costs are “substantially” higher & lack knowledge of both financial and occupant benefits.
Solution: education
- Today’s lease structures significantly impede green building, because financial incentives do not flow to the owner and tenants that encourages innovation and risk. One party or the other reaps the benefits. **Solution:** both parties negotiate shared financial benefits
- Perception that green products are of a lesser quality and higher cost.
Solution: communication
- Industry Fragmentation... multitude of organizations vying for space and confusing marketplace. **Solution:** time and directed support

Industry Segment Market Detail

Value Chain

- Regulations & Policies are in place & building to drive sustainable building
- Financial community actively supports investments in sustainable building
- Architect, Remodeler, Designer & Developer areas are producing & implementing sustainable designs
- Materials & equipment manufacturers offer products & service supporting those designs economically
- Building owners & operators support and value efficient operations garnering tangible bottom-line business benefits

All players in the building marketplace need to become conversant and experienced in these areas to remain competitive.

Industry Segments:

- Industrial
- Commercial
- Residential

Customer Segments:

- Builder/Remodeler
- Architect/Specifier
- Vendor/Manufacturer
- Municipal, Commercial & Home Owners

Geographic Segments: (based on highest market demand)

- California
- New York
- Colorado
- Oregon/Washington
- Austin, Tx
- Atlanta
- Twin Cities
- N Carolina
- Kansas
- Cincinnati
- Florida

There are different programs defined and supported by different markets:

- 50 state governments
- 3043 counties
- 19,279 cities
- 16,656 town governments

Advanced Markets

- Colorado, California, Oregon/Washington, Austin, New York are examples
- These areas of the country have established green programs and “governing bodies”
- Customers/builders in these markets are actively fulfilling their needs

Partially Established Markets

- Atlanta, North Carolina, Twin Cities, Kansas are examples
- Green movement is gathering momentum
- Local green governing bodies are growing their influence (Earthcraft House & Built Green)
- They need help in sourcing green products for their builders and are looking for partners

Non Established Markets (no formalized green movement at this time)

- Markets where the green movement has not taken hold as yet
- Examples are areas such as Montana, Oklahoma, Wyoming
- Green in these markets does not yet carry much weight with home builders

Target Motivators Beyond Consciousness



Commercial Owners

- Increase labor productivity (potential \$160 billion in savings nationwide)
- Reduce operating cost by 70%
- Savings over building lifecycle (39% ROI)
- Greater asset value (by 146%)
- Sustainable structure (greater building longevity)
- Waste, maintenance & repair reduction
- Decreased risk, liability and insurance rates
- Increase health and well fare of employees
- Financial incentives to build green
- Lower permitting costs
- Ease of siting (faster approval process)
- Lower Mortgage Rates
- Rent premiums & reduced vacancy
- Attracts investors and lenders

Home Owners

- Energy Cost Savings (50% savings)
- Increased home value
- Better home environment
- Sustainable structure (greater building longevity)
- More favorable mortgage products

Vendors

- Public Image: responsible & innovators
- Enhanced market competitiveness
- New revenue stream
- Additional product feature and benefit
- Attract new market
- Decrease material requirements
- Efficiencies of scale

Builders

- Labor productivity Increased
- Enhanced market competitiveness
- Attracts investors and lenders
- New revenue stream
- Regulatory and financial benefits
- Streamline construction costs
- Lower material cost
- Greater asset value (by 146%)
- Lower permitting costs
- Ease of siting (faster approval process)
- Waste and material reduction
- Rent premiums & reduced vacancy

Architects

- Public Image: responsible & innovators
- Distinguish from competition
- New market opportunities

IMH

Manufactured Housing:

- SIP Buildings more energy efficient than stick built
- Stronger than standard building materials
- Cuts framing time
- Better material usage & less waste

Cabinet & Fixture:

- Municipal Building requirements
- Higher product and air quality
- Public facility remodels
- Better internal/external environment
- Enhanced market competitiveness

Furniture:

- Enhanced market competitiveness
- Increase health and welfare of users
- Cost effective-competitively priced to meet growing demand
- Better internal/external environment

Research Basis

Additional Research Resources



- Energy Efficiency in Buildings, Business Realities & Opportunities, World Business Council for Sustainable Development, October 2007
- State of Green Business 2008, Greener World Media, January 2008
- Regreen, Residential Guidelines, ASID & USGBC, 2008
- Green Building SmartMarket Report, Design & Construction Intelligence, USGBC, McGraw Hill Construction, 2006
- The State of Green Business in 2008, World Business Council for Sustainable Development
- Green Building, GreenBiz.com, 2008
- The True Costs of Green Building, World Business Council for Sustainable Development, August 2007
- What Makes a Product Green, Green Building Resource Center
- Why Build Green, Green Building Resource Center
- Prepare for Exams, Running Green Education, ProSales, February 2008
- Getting Into the Pipeline, Running Green Sourcing, ProSales, February 2008
- NLBMDA Briefings, Bill Hayward Green Building Interview, ProSales, February 2008
- Whole Building Design, Whole Building Design Guide, August 2007
- Green Building: Jump to Innovate, NAHB Research Center, 2007
- Smarter, not bigger, is better, Real Estate, Market Watch, February 2008
- Does Green Pay Off?, By Norm Miller, November 2007
- Green Building Incentives that Work, NAIOP Research Foundation, November 2007
- NAHB Model Green Home Buildings Guidelines, NAHB, 2007
- AIA Sustainable Architectural Practice, AIA Association, 2008
- LEED, USGBC.org
- Green Building Exits the Margins, Enters Mainstream, Industrial Market Trends, 2006
- The Business of Green, Surface Fabrication, 2006
- Over 60 web sites boasting green information
- As well as, industry expert conversations in 2008 through 2009.

Appendix A: Top Green Governing Bodies

Within the sustainability landscape there are a wide array of "green" programs, guidelines, standards, rating systems, certifications, and regulations that dictate how your builders and you will move forward in this market. Below, we have identified some key influencers.

LEED (Leadership in Energy & Environmental Design) is a US Green Building Council program rating a building's environmental performance. It is a certification system and how-to guide. LEED certification focuses on 5 categories: from site planning to energy consumption, water usage, indoor environmental quality, and building materials. It is a voluntary, consensus-based national standard for developing high-performance, sustainable buildings.

NAHB (National Association of Home Builders) established Model Green Home Buildings Guidelines and in working in partnership with American National Standards Institute (ANSI) also developed a voluntary international green residential construction standard called the National Green Building Standard (NGBS). This is based on a more expansive 3rd party rating system used to achieve green certification at various levels. The program provides builders and remodelers with the flexibility to make choices on climate and geography as well as style preferences and budget.

GREEN GLOBE is a global brand that includes programs for sustainability, carbon neutrality and Benchmarking, Certification and Performance Improvement based on the Agenda 21 principles for sustainable development agreed to by 182 United Nations Heads of Government. Green Globe is supported by the science and technology of the The Sustainable Tourism CRC, the largest source of sustainability research in the world. The Green Globe process begins with benchmarking of the companies current environmental footprint, this brings in the company to the *Benchmarking Bronze Level* after which the company may continue to the *Certification Silver Level*. After 5 years of continuous certification, a company may also be eligible for the *Gold Certified Level*.

ENERGY STAR is a joint program of the U.S. Environmental Protection Agency and the U.S. Department of Energy helping us all save money and protect the environment through energy efficient products and practices. EPA has extended the label to new homes and commercial and industrial buildings. To be ENERGY STAR, a structure must meet strict guidelines for energy efficiency set by the U.S. Environmental Protection Agency..

GREENGUARD Certification Program is part of The GREENGUARD Environmental Institute (GEI) is an industry-independent, non-profit organization. GEI establishes acceptable indoor air standards for indoor products, environments, and buildings. GREENGUARD is an Air Quality Certification Program for Low Emitting Products acting as an industry independent, third-party testing program for low-emitting products and materials. Certification is a voluntary program available to all manufacturers and their suppliers. GREENGUARD Building Construction protects Lenders, Insurers and Building Developers from Mold Risk by ensuring that buildings use industries' best practices for safeguarding against the damage and resulting losses caused by mold. GEI has a standard of "best practices" for preventing mold in newly constructed buildings that is currently under consideration as a national standard. GREENGUARD Building Construction "certifies" those buildings that meet this standard and monitors their compliance throughout the term of the loan or building life.

Top Green Certification Bodies

FSC (Forest Stewardship Council) is an international organization bringing people together to find solutions promoting responsible stewardship of the world's forests. FSC operates an Accreditation Program that is in charge of providing accreditation services to certification bodies and National Initiatives. The Accreditation Program is based on international standards.

Forest Management (FM) Certificate involves an inspection of the forest management unit by an independent FSC-accredited certification body to check that the forest complies with the internationally-agreed FSC Principles of Responsible Forest Management. Certified forest operations can claim the forest products they produce come from a responsibly managed forest.

Chain of Custody (COC) Certificate provides a guarantee about the production of FSC-certified products. Chain-of-custody is the path taken by raw materials from the forest to the consumer, including all successive stages of processing, transformation, manufacturing and distribution. From a customer perspective, the FSC label represents a promise that is being made to them. Chain of custody standards are the mechanism FSC has to ensure that 'promise' is delivered. Operations that have been independently verified for FSC chain of custody certification are eligible to label their products with the FSC logo.

SFI® (Sustainable Forest Initiative) is a fully independent, non-profit program based on protecting our forests while producing the wood and paper products our economy needs. The SFI program integrates the perpetual growing and harvesting of trees while protecting our wildlife, plants, soil, and water and (delete: air) quality. Only companies and organizations that have successfully completed an audit by an independent and accredited certification body can claim certification to the SFI Standard. SFI is one of the world's largest and fastest growing forest certification programs, involving more than 700 organizations including conservation groups, public agencies, academia and forest product companies).

PEFC is an independent, non-profit, non-governmental organization, which promotes sustainability managed forests through independent third party certification. The PEFC provides an assurance mechanism to purchasers of wood and paper products that they are promoting the sustainable management of forests. PEFC has in its membership 25 independent national forest certification systems that have been through a rigorous assessment process involving public consultation and the use of independent assessors. These 25 systems account for more than 200 million hectares of certified forests producing millions of tons of certified timber to the market place making PEFC the world's largest certification system.

SCS Scientific Certification Systems, Inc. (SCS) is a reputable third-party certification company, and was accredited as one of the first FSC-endorsed certification bodies. SCS also offers manufacturers a variety of programs for verifying the accuracy of environmental claims on products. It provides strategically targeted certification programs for manufacturers of office furniture, adhesives and paint, wall coverings, flooring products, and more. Certifications range from single attribute (ex: recycled content, indoor air quality,) to multi-attribute (ex: carpet, furniture , FSC COC) to full life-cycle analysis (from wood treatment process to electric power systems).

EPP-CPA (Environmentally Preferable Product Specification CPA 3-08) are "products and services (that) have a lesser or reduced effect on human health and the environment when compared to other products and services that serve the same purpose." CPA has adopted a voluntary Environmentally Preferable Product Specification (EPPS) to promote the fulfillment of these goals. CPA will certify products to this EPPS within its accredited and independently conducted Grademark Program.

PLUS there are other significant local & national players from which to grow your knowledge base.
& Significant others that are locally based as well as even corporately driven.