

A GUIDE TO BUYING GREEN

*Find the best wood products for your
project, for your customer and
for the environment*



Customers today want assurance that the products they buy are the best choice for the environment. This guide will help you prepare a wood buying strategy that will assure you and your customers that you are buying wood products that are the best choice for each project and for the environment, today and well into the future.

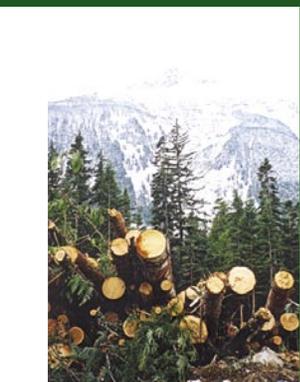
Getting Started

A wood procurement strategy represents a long-term commitment. Its success requires involvement by the most senior people at every stage, and clear communication throughout the process to staff, suppliers and customers.

Take the time to talk to your suppliers before you start the process. You need to understand what products they currently provide, and why, and consider this in your strategy. Use clear, unambiguous language that is consistent across jurisdictions and avoid terms that are not easy to define such as endangered forests.

Some steps to get started:

- Develop targets and timelines that are clear and achievable.
- Work with your suppliers so they understand your preferences and you understand their realities.
- Discuss the origin and production methods of products with your suppliers.
- Focus on preferences that yield the greatest benefits without being so restrictive that you cannot find the products you need.
- Create demand and raise awareness among your staff, your customers and other companies.
- Require regular performance reports from suppliers and recognize achievements. Work out acceptable ways to show they are meeting your requirements.
- Tell your customers what you have done and invite their comments.





WHAT BRITISH

BRITISH COLUMBIA'S HIGH-QUALITY AND DIVERSE FOREST PRODUCTS EASILY MEET THE DEMANDS OF ANY RESPONSIBLE WOOD PROCUREMENT STRATEGY.

Ensures forests are well managed

- A recent academic study found B.C.'s forest regulations are among the most stringent in the world.
- Forest activities on public land must follow strict forest management laws.
- More than half of B.C.'s forests will likely never be logged.
- B.C. is a North American leader in protecting and managing all of its diverse land and forest values.
- B.C. resource managers use harvesting methods that best meet the unique needs of each site.

Continually improves forest management and production processes

- B.C.'s chief forester considers the latest information, practices and policies in determining harvest levels.
- B.C.'s forest regulations have built-in mechanisms to encourage continuous improvement.
- The Forest Practices Board's independent audits and investigations lead to recommendations that improve forest practices.

Abides by local, national and international laws

- B.C. forestry laws are backed by a comprehensive compliance and enforcement regime.
- Compliance rates exceed 85 per cent.
- The independent Forest Practices Board holds industry and government accountable for forest practices.

Respects the ecological function of natural forests and their biological diversity

- B.C.'s protected lands maintain the province's unique diversity and its many ecosystems.



COLUMBIA OFFERS

- B.C. has protected four million hectares (10 million acres) of old-growth forest.
- Only two per cent of B.C.'s land has been permanently converted to uses such as farms and cities.
- B.C. manages forests to maintain their wide range of natural diversity.
- B.C. has 40 different species of native trees, including cedar, hemlock (Canada Tsuga), pine and spruce.
- B.C. does not have plantation forests as defined by the UN Food and Agriculture Organization.

Considers worker safety, community development and First Nations

- B.C. laws require a high standard of worker health and safety.
- Community-based land and resource management planning determines how public lands will be used today and in the future.
- B.C. is committed to increasing economic opportunities for First Nations/aboriginal people.
- Forestry activities must conserve cultural heritage resources.

Certifies forests and uses resources wisely and efficiently

- B.C. is a leader in voluntary, independent third-party sustainable forest management certification, and the area certified increases every year.
- In 2005, B.C. reached a total of more than 41 million hectares (72 million acres) certified under the Canadian Standards Association, the Sustainable Forestry Initiative or the Forest Stewardship Council. With the exception of Canada as a whole, B.C. has more certified land than anywhere else in the world.
- All three programs provide assurance of well-managed, sustainable forests.
- B.C. manufacturers make the best of the forest resource with engineered wood products such as plywood, oriented strandboard, finger-jointed lumber and glulam.
- B.C. researchers are studying the use of lesser-used species in furniture and finishing.
- B.C.'s Forest Investment Account Forest Science Program improves stewardship of B.C.'s forest resources by developing knowledge for sustainable forest management.

CERTIFYING BRITISH COLUMBIA LANDS: Voluntary third-party certification gives customers assurance the products they buy come from well-managed forests. The three programs used in B.C.– the Canadian Standards Association’s Sustainable Forest Management Standard, the Sustainable Forestry Initiative and the Forest Stewardship Council – all ensure that harvested areas are reforested and laws are obeyed. They also promote sustainable forest management by ensuring the conservation of biological diversity, the maintenance of wildlife habitat, soils and water resources and the sustainability of timber harvesting.

The three forest certification programs require annual surveillance audits, public disclosure of findings through audit reports and engagement with aboriginal people. They address conservation values in the context of biodiversity and special sites, which could include old-growth forests, wildlife habitat and/or ecosystem diversity across the landscape.

BUILDING A RESPONSIBLE WOOD BUYING STRATEGY

Here are some of the issues you may want to include in your procurement strategy.

- Our business is committed to social, economic and environmental responsibility over the long term.
- We will only buy wood products we know come from well-managed forests.
- We expect our suppliers to show they are continually improving their forest management and production processes.
- We will only buy wood products from operations that abide by all local, national and international laws, and will never knowingly buy products that are illegally harvested.
- We will only buy wood products from operations that respect the ecological function of natural forests and their biological diversity.
- We expect our suppliers to:
 - ensure the health and safety of their employees
 - support and improve community development
 - engage First Nations/aboriginal people
- We will give preference to suppliers:
 - who certify their operations through a credible and recognized third-party sustainable forest management certification program
 - who make the most efficient use of forest resources
 - who gain knowledge through research that improves resource use and efficiency and minimizes environmental impacts
- We will encourage all suppliers to monitor and regularly report on their performance.
- We will continue to look for opportunities to improve our procurement strategy.





WOOD: BEST CHOICE FOR THE ENVIRONMENT



Informed customers choose wood for building projects because it is renewable, recyclable and versatile. It grows with solar energy and the little waste it leaves is biodegradable. On top of that, the natural beauty of wood is esthetically pleasing and warm.

Research shows that wood products need the least amount of energy to manufacture and have the lowest impact on air and water quality. It is the hands-down winner in life-cycle analyses of construction materials.

It gets even better if the wood products come from well-managed forests. Builders, architects, companies large and small are finding they can use their buying power to improve forest management simply by choosing products they know are the result of responsible practices. By doing this, they are demonstrating their corporate social responsibility and sending a clear signal to customers that they care about the global environment.

British Columbia welcomes activities that increase the demand for environmentally responsible wood products. This helps to improve global forest management, and encourages other producing jurisdictions to meet B.C.'s high standards.



For more information:

The BC Market Outreach Network delivers facts about B.C.'s sustainable forest management on behalf of B.C.'s government and forest sector.

To learn more about B.C. forests and how the province has become a world leader in forest management, visit www.bcforestinformation.com

To learn more about B.C.'s high-quality and diverse forest products, visit www.bcforestproducts.com

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