



GLATFELTER
Beyond Paper



Industrial Forests – *'More Than Fiber'*

GLATFELTER'S FOREST CERTIFICATION JOURNEY

Set the stage

- Glatfelter business
- Glatfelter Pulp Wood Co. – 32,000 acres – 3 states



- Initial Forest Certification – November 2001
- Triple Chain of Custody Certification – January 2008

As a Forest Products Industry.....

- What does Certification mean to Glatfelter ?
- What Impact has Certification had on Glatfelter ?
- What Forest Management Processes has Glatfelter had to change to conform to the Certification Standards ?
- What's the Future for Certification of our Industrial Lands ?

What does Certification mean to Glatfelter

- **Access to Paper Markets**



- Initially thought Certification would give us a competitive edge in the market place
- Very few paper competitors not certified to some standard
- Reality – it's a 'ticket to the dance'
- Kept us in paper markets that we'd be excluded from without a Certified Product

What Impact has Certification had on Glatfelter

➤ ***Forest Land Management Impact***

- Forest Management – Its more than trees & fiber production
- Forest Management – “Show me the documentation”
- Forest Management – It doesn’t end at the log landing

➤ ***Financial Impact***

- *Time and \$resources\$ devoted to involvement in State Implementation programs, Logger training , Record keeping , Surveillance & Recertification audits*

Process Change

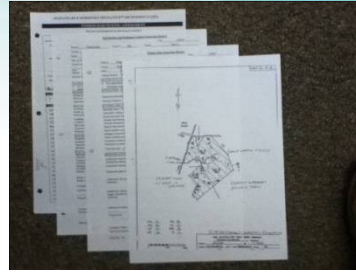


Forest Management – Its more than trees & fiber production

- Timber Harvests – clean vs. *fuzzy*
- Forest Aesthetics – Plantation Mgt vs. **Greenup** policy
- Special sites – Where are they?
- Soil compaction – “what is a rut”
- G1 / G2 species of concern

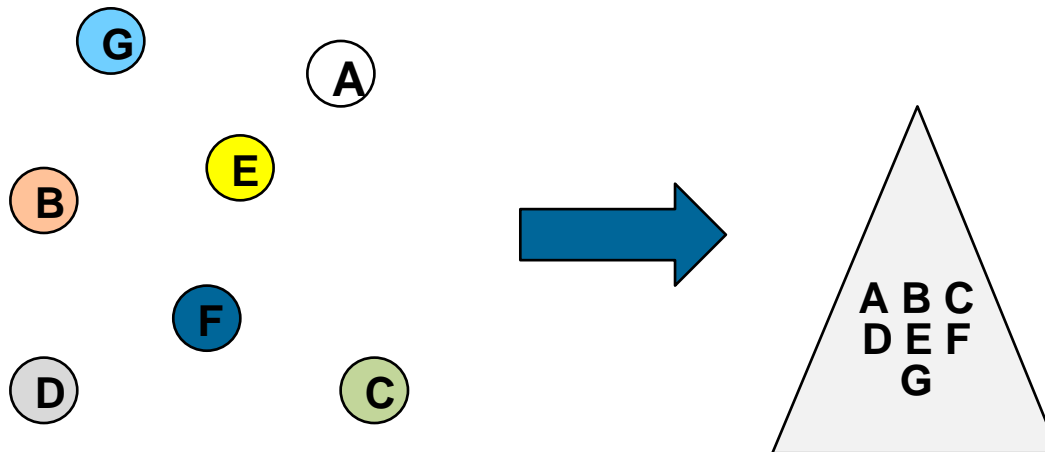


Process Change



Forest Management – “Show me the documentation”.

- The ‘Doing’ and the paper trail that shows it was ‘Done’ are BOTH important.
- We were GREAT on the ‘Doing’..paper trail needed work
- Certification made us standardize forms and centralized locations for storage.



Process Change

Forest Management – Doesn't end at the log landing

- Logger training
- Landowner outreach
- Cooperating agency interaction
- Chain of Custody tracking



Overall Impact

- From the Glatfelter Industrial Forest Prospective > Positive
- Producing a Better Product
- Standardized our processes over multiple states
- Timber Sales are Top Notch
- Mgt Practices well documented and records consolidated
- We've enhanced the quality & professionalism of our Wood Suppliers
- We've enhanced the quality & professionalism of our Forestry Staff.

Moving Forward

– where does Forest Certification lead

- Increased emphasis on Chain of Custody
 - * Chain of Custody is real driver in providing market access

- Certification Standards regularly updated for Continuous Improvement.
 - * Guidelines get more restrictive and costly to implement
 - * **May reach the day where Costs exceed Benefits**

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