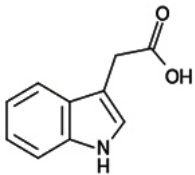




Forest Products **Solutions**



The major naturally occurring auxin,
indole-3-acetic acid (IAA)

*"When I first met Terry Campbell at Greenbuild 2007 in Chicago I knew he was a mover and shaker in the FSC world. Little did I know that he would also become an integral part of Dixie's foray into that world! Terry, through his company **Forest Products Solutions**, has effectively defined our Green Mission Statement and put us in a market-leading position when it comes to all things green.*

Specifically, Terry's expertise helped us out in the following ways: defined products we distribute that qualify as "green"; developed and implemented a customized FSC training program; worked with our web hosting company to develop a "green" page on our website; assisted in creating a "green" brochure that is used by our sales team to help answer "green" questions; functioned as our expert consultant for pretty much anything surrounding the confusing world of green building products and practices.

Terry's expertise and performance has been invaluable to Dixie and he continues to work with us at Dixie Plywood as we strive to be a valuable resource for our customers."

Tom Heard
Dixie Plywood

FSC® School To continue the market development and education of the green building industry and potential federal recovery projects, Forest Products Solutions is coordinating efforts to display an FSC® School display at Greenbuild Expo in Phoenix, AZ on November 10-12, 2009. This display will be a 20'x20' island booth space within the FSC-certified wood pavilion and it will demonstrate all the possibilities of using FSC products in early child development and other education related projects. Once the Greenbuild Expo is over the FSC® School will be on display in the Phoenix, AZ metropolitan area for further market connections opportunities.

FSC Manufacturing and Sales Guide (MSG) is 'On sale' and other tools are being developed. Forest Products Solutions is offering the FSC MSG as a single source to ensure all forest products companies, currently FSC COC certified or not, have the same level of understanding with regards to the new FSC standards. Industry sector specific tools are being developed to provide a deeper and more targeted understanding of how to write FSC COC procedures that comply with these standards. Contact Terry for more information about your industry sector and how he can help you.

Columnist for Green Building Products Dealer Terry Campbell has been selected to write a column in *Green Building Product Dealer* magazine which is published ten times a year. Topics that will be covered in Terry's column include: business improvements that distributors/dealers could make during a slower economy; how the Federal recovery package will affect the building (green) industry; USGBC's work on re-arranging LEED material & resources section; how green building is transforming the building products distributor/dealer industry; does Life Cycle Analysis (LCA) work? What does it mean? How do you measure it?; What are green collar jobs and more.

Auxinews is a Blog that was created by Forest Products Solutions to improve internal-industry and cross-industry coordination between the Forest Stewardship Council (FSC) and green building industries. In my nine years of working between these two industries I have learned that there are still vast areas where education, cooperation and information sharing could be mutually beneficial to FSC-certified companies and green building project teams/professionals. One of the aims of *Auxinews* is to provide information to FSC-certified companies about the green building industry so we can better connect, communicate, and grow our shared future.

To learn more about *Auxinews* go to: Blog.auxinews.com

Certification Expertise, Training & Support and Marketing Forest Products Solutions offers customized consulting services to forest product manufacturers, distributors, and retailers who are interested in learning how the new FSC Chain-of-Custody (COC) or Controlled Wood (CW) standards relate to their business; need training and support for their employees and customers or seek guidance on marketing strategies related to the green building industry.

Terry Campbell Consultant for Forest Products Solutions

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