

Export trade certificate could strengthen forest products industry

Sealaska Corporation and Sealaska Timber Corporation recently received the first Export Trade Certificate of Review (ETC) from the U.S. Department of Commerce, enabling them to be more competitive in the export timber market, according to Robert W. Loescher, Sealaska Corporation's Vice President Resource Management.

"We are the first private business in Alaska to receive a timber export trade certification, and we feel that it will improve both our position in the marketplace, and in a small way help improve the U.S. balance of trade," Loescher said.

"Our primary business is export trade," he said. "Through this Export Trade Certificate, we can work together with our other timber clients and share information on market strategies, pricing, inventories, shipping, and

customer needs. Without such certificate, we would violate antitrust laws if we collaborated in these ways."

"The U.S. government acknowledges that this type of collaboration among U.S. export firms who would ordinarily compete with one another is a sound way to essentially bring more money into the U.S. and improve the balance of trade," he said.

"We are in the process right now of certifying those Native corporations who are our timber clients, so that they can also enjoy the benefits of the Export Trading Act."

"Another benefit is that, under this Act, we can work with the U.S. Export-Import Bank and other foreign bank trading companies to promote foreign trade," he said. "We are in the timber business for the long term and the association with these export

trade financiers and facilitators will confirm Sealaska Corporation and Sealaska Timber Corporation as solid suppliers to our customers."

"We see this as strengthening the Alaska forest products industry," he said.