

# UNION OF FOREST OWNERS OF SOUTHWESTERN QUEBEC

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And now the future...

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## GENERAL INFORMATION

### Publication

Syndicat des propriétaires forestiers  
du Sud-Ouest du Québec (SPF SOQ)

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Impressions Credo inc.

### Distribution

Aux producteurs de bois de la région  
du sud-ouest du Québec

### Circulation

6 000 exemplaires

### Publications Mail Agreement

41124099



### 2008 ANNUAL GENERAL ASSEMBLY OF WOOD PRODUCERS TARGETED BY THE JOINT PLAN OF SOUTHWESTERN QUEBEC FOREST PRODUCERS

TO ALL WOOD PRODUCERS,

The present convocation invites you to attend the annual general assembly of wood producers targeted by the Joint plan of southwestern Quebec forest producers held at the following location and time:

Date: Thursday, May 8<sup>th</sup> 2008  
Time: 9 am Registration  
10 am AGA of the Joint plan  
Location: Best Western Hotel  
Room Saint-Jérôme 1 and 2  
420, Mgr Dubois St. Saint-Jérôme  
(Exit 43 off highway 15)

In order to address the assembly on matters pertaining to the administration of the Joint plan, producers are required to show proof of ownership in the form of tax receipts, wood producer status card, or other equivalent document.

We hope to see many of you at this assembly and look forward to welcoming you at this event.

Armand Plourde  
General Director

### ORDERS OF THE DAYS

- 01) Opening of the assembly;
- 02) Reading and adoption of the notice of convocation;
- 03) Reading and adoption of the orders of the day;
- 04) Reading and adoption of the meeting minutes of the Joint plan's May 3<sup>th</sup> 2007 annual general assembly;
- 05) President's message;
- 06) Reading and adoption of the activity report;
- 07) Reading and adoption of the financial report;
- 08) Nomination of an auditor;
- 09) Main issues of the year;
- 10) Invited guests' presentations;
- 11) Resolutions;
- 12) Miscellaneous;
- 13) Assembly adjournment.

### 2008 ANNUAL GENERAL ASSEMBLY OF THE UNION OF SOUTHWESTERN QUEBEC FORESTOWNERS' MEMBERS

TO ALL MEMBERS,

As members in good standing of the Union of southwestern Quebec forest owners, you are invited to attend the annual general assembly.

Date: Thursday, May 8<sup>th</sup> 2008  
Time: Following the Joint plan's AGA  
Location: Best Western Hotel  
Room Saint-Jérôme 1 and 2  
420, Mgr Dubois St., Saint-Jérôme  
(Exit 43 of highway 15)

You will have to address those items listed in the orders of the day and agree by what means the union will achieve its objectives.

Sincerely,

Armand Plourde  
General Director

P.S.: In order to obtain the right to vote at this assembly, you must have produced wood in the last three years or have paid, as per the regulation, your annual due of 6\$.

### ORDERS OF THE DAYS

- 01) Opening of the assembly;
- 02) Reading and adoption of the notice of convocation;
- 03) Reading and adoption of the orders of the day;
- 04) Reading and adoption of the meeting minutes of the member's May 3<sup>th</sup> 2007 annual general assembly;
- 05) Reading and adoption of the activity report;
- 06) Reading and adoption of the financial report;
- 07) Nomination of an auditor;
- 08) Election of administrators;
- 09) Amendments of general regulations;
- 10) Assembly adjournment.

Please return :

Union of forest owners of southwestern Quebec  
UPA Head Office  
555, Roland-Therrien Blvd, office 555  
Longueuil (Quebec) J4H 4E7

The current crisis the forest industry is facing is the worst we have experienced in recent decades. A sharp decline in the consumption of newsprint, the commercial paper crisis in the United States (high-risk loans), the over-harvesting of pine in Western Canada due to an insect epidemic and the increased value of the dollar are all elements that have combined and led to a market decline and a weakening of our Quebec forest industry.

Most certainly, to get out of this situation, the industry will have to take drastic measures. As a first step, the industry seems motivated to make a significant consolidation of processing units. In doing so, the number and distribution of the plants and mills throughout the territory will certainly impact the marketing opportunities of your wood.

However, the government, the industry and the municipal sector must recognize that private forests can and should play a greater role in the re-launching of the forest industry in Quebec. In order to do this, the government will have to invest heavily in the development of private forests in proximity to mills as it is these forests that produce the best quality wood and never reach their allowable cut. The industry will have to start acting like the partner it claims to be and buy the wood at fair value limiting the constraints described to the government. It will have to increase its investment in improving private forest productivity, become creative and develop new forms of business relations. The municipal sector must finally realize the benefits of having a managed forest, harvested according to sustainable methods, and allow, through positive regulations, interventions that would render a forest productive in the future rather than preserving aging territories that degrade unnecessarily.

You, the producers and owners will also have to do your part. As owner of these forests, holder of a collective natural wealth, you must ensure that you undertake forestry practices in your wood lots. Harvesting trees is not a criminal act; it is an ecological and economical activity acceptable to all. It creates undeniable personal, social and collective wealth, a life in the rural landscape and creates paying jobs for our youth. As for you part, the wood

producers, you must improve your intervention practices and methods. You must also engage yourselves in the process of improvement and continued training to ensure that the image of the "logger" becomes that of an interventionist working to improve the quality of the air and water, of the health of the flora and fauna that surrounds us.

Admittedly, these actions would appear like pious wishes, but if we all take a minute to think about it, the amount of work necessary is not much. Many growers are already harvesting wood in a respectful manner and recognize the value of the forest. There are now over 400 000 that possess a Forest management plan and Quebec has forest experts with silviculture experience. Large landowning farmers are starting to recognize that their private forests can contribute to their business and to their community. Only the fundamental environmentalists and certain speculators make it appear as though barriers appear exaggeratedly here and there.

The Quebec forest industry has a bright future ahead if the right actions are taken. The Quebec government's new "green book" is a first step, but it remains just talk for now. People that make a living off the forest have a great need for action. Together we can do it, but time is running out!

Armand Plourde  
General Manager



## Pricing for site visits

On January 14th, members of the administrative council looked into the costs and benefits generated by site visits. The analysis focused on the benefits of obtaining consultation services through the forest technicians and the cost of these visits for all producers.

As a result of this study, it was decided unanimously to implement the following fee schedule. Note that the visit count will be done annually on a calendar year basis.

The purpose of the fee schedule is to provide all producers quality services without affecting operation costs and ultimately, contribution costs. In addition, producers who might be tempted not to respect the common regulations set by wood producers will have to assume a greater financial burden. The administration therefore hopes to maintain the quality of the technical services offered.

Request type	Included visit (free)	All other visits	Billable cost
Information visit concerning markets	1 visit on demand	Billable	25 \$/hour including travel time and km
New producer who commits to producing and marketing	1 visit (tree processing, market and path) 1 visit (compliance and location)	Billable	25 \$/hour including travel time and km
Regular active producer	1 visit (market / quality) 1 visit (compliance)	Billable	25 \$/hour including travel time and km
Producer (> 500 solid cubic meters)	3 to 5 visits	Billable	25 \$/hour including travel time and km
Potentially delinquent producer	1 visit (verification of destination)	Billable (if the wood is sold outside the plan)	50 \$/hour including travel time and km
Support (municipal, counsellor, etc.)	1 visit	Under union's normal mandate towards its producers	n/a
Measuring verification	Free visit	Normal course of operations	n/a
Measuring verification due to repeated discrepancies or by demand from the mill	n/a	Billable (under agreement with mill)	6 \$/thousand board-feet measure (MFBM) + km

## 2008 Market conditions and prospects

We are all aware that the current forestry crisis is causing disproportionate price adjustments, is leading the industry to impose production constraints, is causing delays in payments and is weakening the position of some of our wood buyers.

To illustrate this situation, one only has to look at the Robert Ribeyron Ltd. and Henri Radermaker & fils Inc. companies that have come under the Loi sur la protection des créanciers (Creditor protection Act). Unfortunately, others are not exempt from such predicaments. To minimize or avoid the risk of loss, we advise our producers to contact both the buyer and the union each time they expect to harvest wood. This simple verification informs the producer of the buyers' payment delay, financial situation, current needs and their capacity to respect commitments.

In the waferboard sector, the company Louisiana-Pacific Ltd. has announced the dismantling of its Saint-Michel-des-Saints plant, the reduction of production at the Chambord au Lac Saint-Jean plant, and are no longer purchasing roundwood at the Bois-Franc plant. The Norbord plant in Abitibi-Témiscamingue have reduced their purchase of wood from private forests, however Produits forestiers Arbec Inc. have resumed their purchases. Upon analysis, we are forced to admit that the panel industry is suffering a severe blow in the wake of the construction slowdown in the United States. For our territory, Louisiana-Pacific from Bois-Franc should be announcing in May that it will resume its purchase of roundwood.

For hardwood pulp and paper, our deliveries can continue according to our agreed arrangements. Papiers Fraser Inc. is always open to hardwood deliveries as well as wood from the poplar and softwood groups once hardwoods have been delivered in advance. The union and the Smurfit-Stone company has renewed and enhanced their agreement for 2008 volumes allowing Outaouais producers a chance to liquidate the wood they would have delivered to the panel plant. Windsor's Domtar Inc. continues to perform and receive the wood volumes previously agreed on.

Regarding the softwood pulp and paper, we have modified our agreement with Krugar Inc. for the plants in Trois-Rivières and Wayagamack. We have significantly increased our volumes of fir and spruce, agreed on pure hemlock loads and extended the access to this market for three years. With AbitibiBowater Inc. in Shawinigan, we have agreed to continue the deliveries according to the 2007 terms. This will give us time to assess the future of this plant which is considered being in a "fragile" state.

For the softwood mills, many buyers remain active. However, we advise our producers to keep an eye on the timeliness and quality of the payments as well as the reception schedules. Amongst the buying mills we find: AbitibiBowater Inc. of Maniwaki (in winter: receives bucked wood / in summer: bucked and tree-length wood), Max Meilleur & fils Ltd. of Ferme-Neuve (delay for payment), Claude Forget Inc. (delay for payment), Jean Riopel Inc., Pin Davidson Inc. (significant

delay for payment), Scierie Lefebvre & Pharand Inc. (pine), Moulin St-André enr. (pine and hemlock), La scierie familiale Gagnon (cedar).

For the hardwood mills, although interesting prices are difficult to obtain, the active buyers are: Gestofor Inc. (almost all hardwoods and via lumber yards), Guy Baril & fils Inc. (restricted species and volumes), Scierie Carrière Ltd., Forespect Inc., Gibeault et fils Ltd. of Franklin (hardwoods), Temlam Inc. (saw and veneer-quality aspen) and Les produits forestiers Laurentiens enr. (saw-quality aspen).



Moreover, we are to rectify the situation with Albert Larocque Lumber Ltd. of Hawkesbury (hardwood) and Herb Shaw et fils Ltd. of Pembroke (pine). We are developing agreements with Bois nobles Ka'N'Enda Ltd. of Mont-Laurier and Boiseries Savco Inc. of Saint-Adelphe (palette hardwood) while we continue to look for new opportunities for your wood. Recently, we have come to an agreement with the Syndicat des producteurs de bois de la Mauricie to deliver hardwood to Silicium Bécancour Inc. It is a new interesting market for pulp-quality wood. Also, we have a standing agreement with Bois d'énergie of Sainte-Émélie-de-l'Énergie for firewood; an agreement we suspended until we had an agreement on payment arrangements.

As you can see, there are a number of interesting wood buyers but all operating in tight market conditions and for some, with significant financial fragility. This is why we strongly recommend that you communicate with the office or your field technicians, Mr. Michel Martin or Mr. Pierre Farley to inform yourselves on the market conditions.

In addition, in the following weeks, the price lists will be updated on a regular basis and will be available on our website. In fact, on clicking on the desired plant, you will obtain that plant's updated price list. In this way, you will be informed of the latest prices without having to wait for the next publication of the bulletin. Hence, we invite you to visit our website regularly to learn more on the latest modifications: [www.syndicatbois.com](http://www.syndicatbois.com). In closing, remember that by accessing the website, you can get answers to your questions on all sorts of subjects.

## Demonstration

...in front of the Quebec Parliament

On December 10th 2007, the Federation of Quebec wood producers (*Fédération des producteurs de bois du Québec - FPBQ*) organized a demonstration in front of the Quebec Parliament. The organization submitted three requests to Minister Claude Béchar. Approximately 1000 owners and representatives from all regions were present. Despite not being affiliated with the FPBQ, we wanted to take part in order to demonstrate our solidarity with the Quebec owners' and producers' cause.

The three requests were:

- 1) That the government respects the public forests' "residuary principle" (*principe de résidualité*);
- 2) That the government provides assistance measures to producers affected by the crisis just as it has done for public forest entrepreneurs;
- 3) That the government invests more in the management of private forests.

We expect a follow-up regarding the impacts of this demonstration upon the filing of the ministère des Ressources naturelles et de la Faune's "green book". This book is expected to give rise to a new Forest Act (*Loi sur les forêts*) this fall.

Clément Ricard, president

## Request for market shares

Since the fall of 2007, all wood producers of the Southwestern Quebec territory must complete a market shares request application form. If you have marketed wood since August 2007, you will receive the form partially completed. However, for the other producers that wish to produce, you can obtain the form directly on the website [www.syndicatbois.com](http://www.syndicatbois.com) or by communicating with your union.

Market share periods	Return date
Winter — Jan. 1 <sup>st</sup> to April 30 <sup>th</sup>	Nov. 30 <sup>th</sup>
Summer — May 1 <sup>st</sup> to August 31 <sup>st</sup>	March 31 <sup>st</sup>
Fall — Sept. 1 <sup>st</sup> to Dec. 31 <sup>st</sup>	July 31 <sup>st</sup>

On the form you will find sections on property declaration, volume request and indication of the producer's market preference. For those who have already marketed since August 2007, we already have the list of your lots. However, for the others, please join to the completed form a copy of your property taxes on which we can read the reference number, the surface area and your contact details. If you are not the owner of the lot for which the request is being made, you must provide us with a valid and original agreement linking the producer with the owner and indicating the start and end dates of operations.

Obviously, this information helps us determine how to equitably attribute volumes to each producer while respecting the active markets. Moreover, it helps us determine which producers to visit, the areas of production, and the number of carriers required to ensure efficient marketing. Finally, the data we receive helps us keep our producer files updated. In short, the information helps fulfill administrative requirements which have great importance.

## Management of market sharing

For several years now, the Outaouais and Laurentians region wood producers have learned to produce their wood under the quotas system (market sharing). As for the Lanaudière and the Montérégie region producers, they had to conform to this volume management practice in the fall of 2007.

Although many producers are aware of the pre-qualifications and constraints related to a market sharing production system, there are many who still request excessive, see unrealistic, amounts. Some believe that by requesting volumes that exceed forecasts, more permits are allocated than would be if the requested volume actually corresponded to the real needs. Such a practice does not increase the individual's allocation, but on the contrary, results in lower volumes for each producer.

In the following table, we can see that the requested volumes are clearly much higher than those authorized and disproportionate with the delivered volumes.

MARKET SHARING – 2007 STATISTICS

MILL	SPECIES	VOLUME			PERCENT
		REQUESTED	AUTHORIZED	DELIVERED	
Fraser Papers	Sugar maple	171 290.000	153 335.000	59 135.030	38.57
	Birch	57 015.000	54 810.000	13 692.060	24.98
	Oak	27 335.000	27 055.000	7 535.590	27.85
	Mixed hardwood	131 660.000	78 330.000	63 272.770	80.78
	Hemlock	49 035.000	3 325.000	12 588.310	378.60
Smurfit-Stone Canada inc.	Birch	16 445.000	10 985.000	542.550	4.94
	Sugar maple	20 090.000	17 605.000	1 168.170	6.64
	Mixed hardwood	13 195.000	5 355.000	7 539.600	140.80
Bowater Produits forestiers	Spruce-fir	31 185.000	18 585.000	8 438.730	45.41
	Jack pine	9 240.000	5 845.000	812.530	13.90
Louisiana-Pacific OSB Maniwaki	Birch	10 220.000	3 430.000	1 953.440	56.95
	Sugar maple	6 405.000	2 240.000	289.260	12.91
	Mixed hardwood	4 515.000	245.000	542.520	221.44
	Pine	25 865.000	5 810.000	3 979.930	68.50
	Aspen	68 285.000	33 215.000	21 033.430	63.33

While this situation may appear inconsequential to a producer that delivers one load of wood per year, we use the requested total as a reference during negotiations. It also allows the industry to plan for receivable volumes from the private forests. So when we meet hardwood buyers (pulp quality) and mention that our producers expect to produce 500 000 GMT for four months but that the volume is actually 170 000 GMT, the major gap affects your credibility as a supplier and limits our negotiation power.

## Advertising sales

When the merger of the old joint plans was decided, the administrative council formed a committee whose mandate was to study what was to be your newspaper and the relevance of including advertising to ensure its financing. Since the merger had yet taken place, the advertising sale project was tabled. Now that the situation has evolved and that the costs of production and distribution are known, it was agreed to include advertising in our newspaper Forêt d'avenir (more than 6000 copies are published and distributed).

The primary objective is for the sector participants to become known. We therefore invite the following to advertise: wood buyers, forest contractors, forestry consultants and forestry agencies. Then, according to space available, forestry equipment and specialized equipment suppliers are also invited. Finally, the complementary service providers: insurance sales, legal advisers, accountants and others will be invited. Please note that accredited contractors have a right to their free space (business card format).

Format	Cost (\$)
5 cm x 9 cm (business card format)	150
5 cm x 12 cm	225
5 cm x 24 cm	300
10 cm x 24 cm	450

To reserve your advertising space, please communicate with the office in order to forward us your advertising material (electronic version) in the format you desire.

## Subscribe online

The union would like to remind you that you can subscribe online to receive an electronic version of your news bulletin Forêt d'avenir. This version is identical to the paper version and is sent to you via email upon publication.

To register, simply fill in the required fields under the Electronic bulletin tab on our website:

[www.syndicatbois.com](http://www.syndicatbois.com).

**Bulletin électronique**

Please send us your e-mail address in order to receive the electronic versions of the Forêt d'avenir (articles) and Infos-Marchés (prices) bulletins.

The fields with an asterisk\* are required..

Name \*

E-mail \*

Subscription  
 Cancel subscription

It is an easy and efficient way of becoming a faithful subscriber to our publication all while reducing the use of our natural resources.

## Delivery permits :

### the importance of cancelling an unused permit

Starting January 1<sup>st</sup> 2008, all wood coming from the Joint plan of southwestern Quebec forest producers' territory must be delivered with a delivery permit.

Why a delivery permit? Because it contains all the information required to issue your payment. It accurately tells the load origin, a requirement of market share requests. It details the plants where the wood is to be delivered and defines the level of transportation activity needed for a defined period.

As for the origin of the wood, it is important to know that the union makes certain assurances on your part (such that the wood originates from private land, that it is not derived from illegal practices, is not genetically modified, and respects current regulations and native territories). These requirements allow the industry to sell the wood with certain traceability; a reassuring element for clients requiring environmental standards.

Why a permit for the lumber market? Because it allows us to protect you. Thanks to the permit, we know which producer has lumber to deliver and to which plant. In this way, if we have any new indications that a buyer becomes vulnerable or modifies its wood purchasing method, we will be able to inform you. For lumber, note that we can issue permits for a period of four weeks.

Although it is possible that certain companies refuse to take the permits, you must insist that the measurer joins the permit with the measuring sheet. In this way, the plant will know the origin of the wood and the union will be able to evaluate the payment deadline.

As well, producers and transporters that request delivery permits and do not use them must contact the office to cancel them. When a permit is issued, it is regarded as a load to be delivered within a specified period. For some mills, since deliveries are limited in terms of number of loads or receivable tons, circulating permits are therefore considered as inventories to be delivered. These circulating permits limit our capacity to issue new permits because we must respect our delivery schedule.

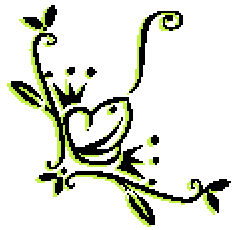
As the following table demonstrates, for the year 2007 we issued 13 690 permits, but theoretically we would have 3 571 loads awaiting delivery. We realize that this probably does not reflect reality but we cannot take the risk.

2007 DELIVERY PERMITS  
PULP – PAPER - PANEL

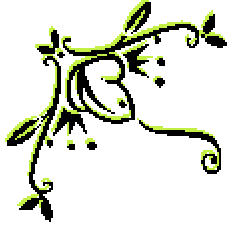
Delivery permits	Quantity
Permits requested	13 690
Permits issued	9 565
Permits cancelled	554
Circulating permits	3 571

Failure to cancel your permit prevents us from issuing a permit to another producer causing volume losses on limited markets. Moreover, the situation not only denies other producers the opportunity to deliver wood, but also deprives transporters of some income and significant wood volumes for mills.

In short, requesting and obtaining a delivery permit allows constant contact with one's union and canceling one's permit can avoid potential financial losses while improving delivery management.



## INFORMATION SESSIONS



Notice to all forest owners and wood producers targeted by the Union of southwestern Quebec forest owners

You are invited to assist an information session that will be held, according to the sectors, at the locations stated below. Please note that the sessions will begin at 7:30 pm and will finish around 10:30 pm.

We look forward to welcoming a large number of participants!

**Tuesday, March 4<sup>th</sup> 2008**  
Château Joliette

450, Saint-Thomas St.  
Joliette (Quebec) J2S 7K7  
Telephone: 450 752-2520

**Thursday, March 6<sup>th</sup> 2008**  
Salle du Conseil Masson

57, chemin de Montréal East  
(Masson-Angers Sector)  
Gatineau (Quebec) J8M 1K7  
Telephone: 819 986-1250

**Wednesday, March 5<sup>th</sup> 2008**  
Hotel La Lorraine – Room Saint-André

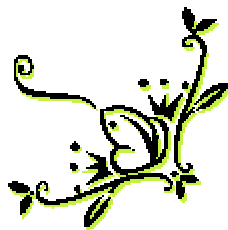
450, Bethany Avenue  
Lachute (Quebec) J8H 4H4  
Telephone: 450 562-5256

**Wednesday, March 12<sup>th</sup> 2008**  
UPA Home Office – Room Barré

555, Roland-Therrien Boulevard  
Longueuil (Quebec) J4H 3Y9  
Telephone: 450 679-0530

### ORDERS OF THE DAY

- 1) Presentation and words of welcome;
- 2) Evolution of the financial situation;
- 3) Marketing:
  - Market conditions,
  - Market shares,
  - Delivery permit requirements,
  - Wood processing,
  - Transportation,
  - Certification of forestry practices;
- 4) Equalization (calculations and application);
- 5) General administration;
- 6) Development;
- 7) Miscellaneous :
  - Production rights,
  - Regulations on tree falling;
- 8) Session adjournment.



WELCOME TO ALL!



# 2008 ELECTIONS

### PROCEDURES FOR ELECTIONS

- After a call for nominations, administrators are elected by a majority of votes at the general assembly.
- All persons who apply for an administrative position must be a member in good standing with the union.
- If the member is an owner or possesses a product targeted by the plan that is situated in more than one sector, he/she may choose in which sector his/her candidature will be placed. The sector can be determined by the location of the member's place of residence or by the location of the majority of the owned forested lots. If the residence is situated outside the union's territory, the location of the owned lots or targeted products determines the sector. If the member possesses lots in more than one sector, the sector holding the majority of the lots becomes the member's sector. A member can only be registered in one sector.
- The candidacy form, signed by a candidate producer member and supported by another producer member, must be returned to the union secretary at least seven (7) days before the general assembly.
- Only members in good standing with the Union have the right to propose, second and vote during the administrative elections taking place at the annual general assembly.

ADMINISTRATOR	POSITION	ELECTION REPRESENTATION
Mr. Claude Rivest	1	Seat 1 : Lanaudière
Mr. Lucien Bouchard	2	Seat 1 : Montérégie
Vacant position – Resignation of Mr. Henri Lambert	3	Seat 1 : Outaouais
Mr. Pierre Baril	4	Seat 1 : Laurentians
Mr. Léo Hurtubise - Confirmation	6	Seat 2 : Montérégie
Mr. Carmel Gauthier - Confirmation	7	Seat 2 : Laurentians

### CANDIDACY FORM

I, \_\_\_\_\_, residing at \_\_\_\_\_, would like to put forward my candidacy for administrator, position # \_\_\_\_\_, for the 2008 elections, and hereto confirm having met the conditions detailed in the election procedures.

CANDIDATE MEMBER	SUPPORTED BY (PRODUCER MEMBER)
Name (block letters):	Name (block letters):
Telephone # :	Telephone # :
Member # :	Member # :
Signature:	Signature:
Date:	Date:

- Please return before Wednesday, April 30<sup>th</sup> 2008, 4pm, to ensure that your nomination is valid.

Mr. Armand Plourde  
Union of Southwestern Quebec Forest Owners  
UPA Head office, 555, Roland-Therrien blvd., room 555, Longueuil (Quebec) J4H 4E7