



ROBBINS LUMBER, INC.

EST. 1881

MANUFACTURERS WHOLESALERS

EASTERN WHITE PINE

ISO 9001:2008 CERTIFIED



**LONG LUMBER
PINE CUT-UP STOCK
SHAVINGS**

**BANDSAW MILL
PLANING MILL
DRY KILNS**

Fellow Farm Credit East Customers,

Please allow me to introduce myself. My name is James Robbins from Searsmont Maine. I am a fifth generation sawmill operator and landowner who sustainably manages over 27,000 acres of timberland. Our operation employs 115 full time individuals and we manufacture Eastern White Pine and ship it all over the country as well as export. Our company Robbins Lumber has been a Farm Credit East customer since the early 80's.

Farm Credit East plays a vital role with our companies' operations with our dynamic lending cycle. Our lending cycle is unique due to the fact that we have to buy a large volume of logs from various landowners when the loggers can operate on frozen ground and when the local roads aren't posted to heavy loads. Farm Credit understands this and accommodates our lending cycle. Farm Credit East has a significant percentage of its portfolio in the forest products sector. Currently there is not an elected director from the forest products industry on the board.

I have been honored to serve on the Farm Credit East Board of Directors from 2016 to 2018. My forest products experience allows me bring knowledge and input of this industry to board meetings. My career in the forest products business started very young just as the generations before me. From sticking lumber to driving forklifts I learned the business from the ground level up. As I got older I took on more responsibility such as working on a mechanized logging crew to scaling logs. Working in our sawmill came next followed by ten years of running dry kilns and running the current operations.

In all aspects of our forest products business we focus on adding value to our products. We have started a lumber distribution yard in Halifax Nova Scotia to participate in the Canadian market and started pre finishing our lumber with coatings to diversify our Eastern White Pine. Recently the paper industry in Maine has had multiple mills close due to demand changes and not keeping up with technology. We supply the paper industry with paper quality wood chips from our sawmill and provide low grade timber from our timberlands to these paper mills. With the low grade fiber market changing we had to change as well. We made moved forward and secured a long term contract to produce power that will provide us with an outlet for our wood chips and mill residuals. We recently constructed a biomass power plant that is burning all of our wood waste and supports our local loggers by providing them a home for their low grade pulp as well.

The timber industry has faced numerous challenges through the years. Poor market conditions, weather events and changing markets all have created obstacles that our business has had to deal with. I bring with me an understanding of the forest products industry to the Farm Credit System and look forward to bringing a manufactures experience to the board.

Sincerely,

James A. Robbins II