

A-1 Timber Consultants

Located in Chehalis, Washington

TPM Member since August 2018



A-1 Timber Consultants (ATI) is a family owned forestry company, focused on bringing sustainable and environmentally sound forestland management. The company is committed to revitalize local work forces and has adopted scientific-based management practices. ATI has an excellent environmental record, and is proud to have contributed to the balancing of the ecosystem, while maintaining a solid return on investment (ROI).



Tom Loushin, Founder of ATI, began logging at an early age. Tom's experience includes three years in New Zealand assisting logging companies with new harvesting methods developed in the United States. He returned to the United States and put together his own timber company as a sole proprietor. In 1995, he founded A-1 Timber Consultants, Inc. The company continues to grow today and

has become a global operation, with domestic sales and sales to the Asian market. Tom often travels to Asia to meet directly with distributors, shippers, and buyers.



ATI utilizes efficient logging techniques, advanced mechanized equipment and a crew with high quality operational skills. The company supports 35 - 40 full-time employees and has operations in Alaska and Washington. The multi-faceted enterprise provides state-of-the-art land management, timber harvesting, natural resource stewardship and marketing. The ATI crew brings over 30 years of experience to every aspect of each project that they undertake.

ATI believes proper administration of forestland must include leveraging a combination of best practices in multiple areas:

- **Annual Work Plans & Budgets** – govern business activities;
- **Management & Operational Reports** – provide real-time feedback on field operations for success and improvement;
- **Mapping & Forest Stand Records** – create and maintain data layers for current and future modeling for growth and yield;
- **Regulatory Compliance** – minimizes risk and strengthens governmental interactions;
- **Contractor Management** – assures quality, timely and thorough work product; and
- **Stakeholder Relations** – building strong connections through education, honesty, integrity and transparency.



ATI has long-term oversight of large land tracks and relies heavily on a combination of cutting-edge science and meticulous attention to detail. Land management involves numerous disciplines such as:

- **Operational Planning** – requires advanced analysis, local experience, planning and scheduling plantings;
- **Site Preparation & Successful Restocking** – for survival of seedling growth;
- **Silviculture** – for needed pruning and thinning at the stand level;
- **Inventory** – leverages field data collection, data administration, modeling and analysis;
- **Forest Access & Security** – careful negotiation of complex community relationships to both emphasize good neighborliness and protect land interest;
- **Fire Management, Prevention and Suppression** – through adherence to all regulatory fire rules and a team well-versed in fighting fires;
- **Forest Health & Animal Control** – succeed with continuous monitoring and expertise in a variety of management techniques; and
- **Infrastructure Maintenance** – keeps roads, gates, fences and other infrastructures in prime operating order.

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In the timber industry, the highest ROI is achieved with maximum utilization of harvested timber stands and by processing each tree for maximum value. ATI applies decades of experience in proven techniques:

- **Harvest Plans** – managing cutting and scheduling for multiple objectives;
- **Harvest Reconciliation** – determines and reports on actuals v. inventory;
- **Cost Evaluation** – staying ahead of the price curve and behind the cost curve;
- **Logging & Loading Expertise** – harvesting timber in all conditions;
- **Transporting & Exporting Skills** – across land and sea;
- **Inventory Control** – tags and identifies every log in its operation; and
- **Log Yards & Weigh Stations** – provides exact scaling, sorting and net scaling.

Marketing of domestic and export logs is the backbone of ATI's success. The company achieves this with critical marketing and negotiating components:

- **Long-Standing Relationships** – in multiple markets including stateside and in Asia;
- **Connections** – with large sawmill owners to aid in moving logs during more difficult market conditions;
- **Supply Chain Management** – expertise for global net value; and
- **Financial Strategy** – and a cash position that allows dedication to successful endeavours world-wide.

ATI is at home in Washington state, although it has some of the most restrictive environmental laws in the world, it is one of the largest exporters of softwood logs. Purchasing open market timber and timberland, ATI ships logs out of Astoria, Hoquiam, Tacoma and Seattle to Asian markets utilizing both bulk ships and containers.

The Alaska operation is known as the “last frontier,” a state where every effort is a challenge. Kodiak Island is located approximately 200 miles southwest of Anchorage and has a reputation for some of the best Sitka Spruce trees available. ATI owns log harvesting rights to 9000 acres of Sitka Spruce logs on Kodiak Island and began exporting Sitka spruce logs from the Island in 2010, averaging six vessels per year.

As a family-owned and environmentally respectful forestry company, ATI is focused on bringing sustainable forestland management into the 21st Century. ATI holds itself to rigorous ethical standards in all aspects of business, from its commitment to revitalizing local work forces to employing the most efficient, effective and scientifically-based forest management practices. The end result is an excellent environmental record. ATI is proud of its contribution to balancing the health of our planetary ecosystem, while providing a high ROI on its projects.



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