



**GROSSMAN FORESTRY COMPANY** Consulting Foresters  
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**Date:** January 3, 2005

**To:** DNR Offices, USFS Offices, Procurement Foresters, etc.

**From:** Gerald Grossman, ACF & CF  
Registered Forester #567

**Reason:** Grossman Forestry Co. 2004 Production.

We have compiled the following for your general information. We appreciate the opportunity to work with all of you in the management of our renewable resources.

**As exclusive landowner agents we remain committed to providing the highest possible levels of customer satisfaction – ALL OF OUR PROGRAMS TURNED IN RECORD PERFORMANCES.**

We currently provide management services to 280,000 + acres and have a full time staff of 6 foresters.

#### **MANAGEMENT PLANNING**

- Forest stewardship plans - 24 approved plans covering 5,272 acres (bringing our total to 553 plans covering 85,213 acres)
- Forest Management Plans/Timber Cruises - Numerous plans covering approx. 1,000.

#### **TIMBER SALE ADMINISTRATION**

- Our 2004 timber sale administration program conducted 35 timber sales on 3,486 acres.
- Total stumpage value was \$1,751,281.

Hardwood logs = 1,791 mbf  
Softwood logs = 295 mbf

Hardwood/aspen pulp = 27,699 cds  
Softwood pulp = 9,398 cds

#### **CONTRACT TIMBER SALE PREPARATION**

In addition to our timber sale administration program, we also provide contract timber sale preparation to public sector ownerships (primarily DNR), industrial ownerships, and private ownerships. Contract timber preparation covered over 4,000 acres yielding over 38,000 cords and 3.5MMBF.

#### **CONTRACT FOREST INVENTORY**

We provide significant forest inventory work to public sector ownerships (primarily USFS), industrial ownerships, and private ownerships. In 2004 we completed approximately 45,000 acres of forest inventory & analysis.

#### **APPRAISAL SERVICES**

Our licensed real estate brokers, real estate agents and our limited real estate appraisers continue to provide real estate and appraisal services.

#### **MISC. FORESTRY SERVICES**

- We continue to provide regeneration surveys as needed.
- We continue to provide management planning services with enhanced GIS capability.
- We continue to provide timber basis and tax depletion reports to numerous clients.

#### **CORPORATE SERVICES**

We continue to offer a variety of services for our corporate clients (land appraisals, site evaluations, inventory services). We provided SFI auditors to facilities located in West Virginia, Kentucky, Georgia, Virginia, Tennessee, Wisconsin, Michigan and Minnesota.