

GROSSMAN FORESTRY COMPANY Consulting Foresters
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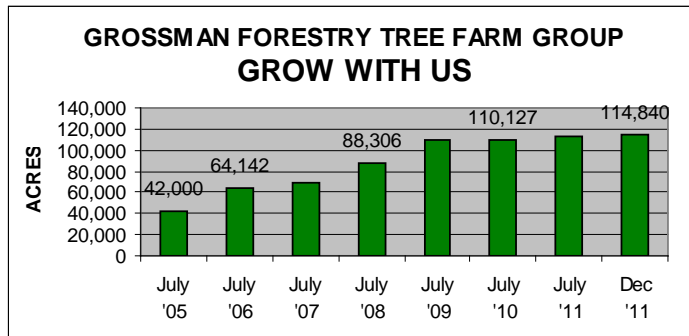
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Date: January 5, 2012

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

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

Reason: Grossman Forestry Co.
2011 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 -- MOST OF OUR PROGRAMS TURNED IN RECORD PERFORMANCES.

We currently provide management services to 320,000 + acres and have a full time staff of 7 foresters. **195,147 acres FSC certified and 114,840 acres Tree Farm Group Certified.**

MANAGEMENT PLANNING

- Forest stewardship plans - 30 approved plans covering 4,577 acres (bringing our total to 753 plans covering 125,278 acres)
- In addition other Forest Management Plans/Timber Cruises - approx. 3,000 acres.
- Management plans for the qualified forest program (PA378) are in high demand.

TIMBER SALE ADMINISTRATION

- Our 2011 timber sale administration program conducted 33 timber sales on 4,689 acres.
- Total stumpage value was \$2,753,856.00.

Hardwood logs = 3,333 mbf
 Softwood logs = 1,276 mbf

Hardwood/aspen pulp = 35,299 cds
 Softwood pulp/bolts = 1,276 cds

CONTRACT TIMBER SALE PREPARATION

In addition to our timber sale administration program, we also provide contract timber sale preparation. Contract timber sale preparation covered over 5,500 acres yielding over 55,000 cords and 5.0 MMBF.

CONTRACT FOREST INVENTORY

We provide significant forest inventory work to public, industrial and other private ownerships. In 2011 we completed approximately 26,000 acres of forest inventory & analysis.

REAL ESTATE SERVICES

Our licensed real estate brokers and agents continue to provide real estate & valuation 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 Forestry auditors to facilities located in South Carolina, Minnesota and New Mexico.