



GROSSMAN FORESTRY COMPANY Consulting Foresters
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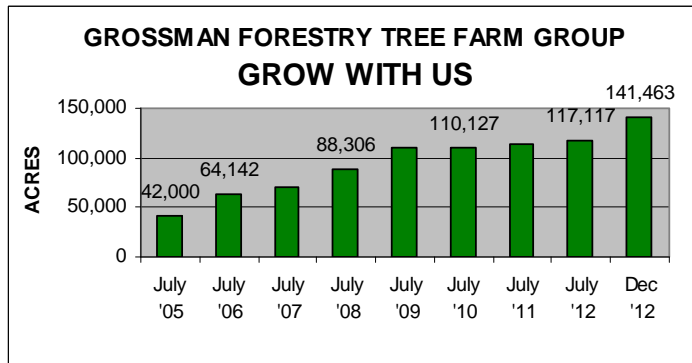
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Date: January 9, 2013

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

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

Reason: Grossman Forestry Co.
2012 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 STRONG PERFORMANCES.

We currently provide management services to 350,000 + acres and have a full time staff of 7 foresters. **195,147 acres FSC certified and 141,463 acres Tree Farm Group Certified.**

MANAGEMENT PLANNING

- Forest stewardship plans - 36 approved plans covering 5,230 acres (bringing our total to 789 plans covering 130,348 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 2012 timber sale administration program conducted 48 timber sales on 3,417 acres.
- Total stumpage value was \$2,172,415

Hardwood logs = 2,431 mbf
 Softwood logs = 510 mbf

Hardwood/aspen pulp = 33,638 cds
 Softwood pulp/bolts = 12,927 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 4,650 acres yielding over 46,000 cords and 4.5 MMBF.

CONTRACT FOREST INVENTORY

We provide significant forest inventory work to public, industrial and other private ownerships. In 2012 we completed approximately 30,000 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 and Ohio.