



29 July 2014

To Whom It May Concern

Laurie Forestry Limited has had an association, in one way or another, with the Waimate District Council since the 1990's.

I can only comment on their involvement in the past 8 and a half years.

Council has historically had a Forestry Manager to maintain the day to day workings of. This was a link between Council and outside parties.

Upon my appointment as Chief Executive Officer, I came to rely on Laurie Forestry limited for the higher level technical advice. At this stage I note that then Mayor John Coles had a very hands on approach with all things Forestry, and held Laurie Forestry in very high regard. I share that view.

We relied upon them to assist with timing of harvesting, their intimate knowledge of pricing, coordinating of harvesting, and the associated work with that. This was a major task that Laurie Forestry completed in conjunction with Council and our Forestry Manager. Laurie Forestry handled all of the associated public relations and health and safety compliance work.

Council benefited from this association by obtaining pricing premiums through being able to discuss desired returns and negotiate firm commitments. This took away considerable risk, in what can be a volatile market. There were never any issues/delays with payments. Some of our harvesting involved Joint Ventures, and I am very pleased to record that these were always concluded on a win-win basis.

With the introduction of the ETS, we relied upon Laurie Forestry to provide the necessary professional advice. The provision of such advice was always promptly provided, and we never had any issues.

I have referred Laurie Forestry to other Councils who have been seeking specialist advice.

If any prospective Forest Owner would like any additional information, it would be my pleasure to provide.

Kind regards

Tony Alden
Chief Executive