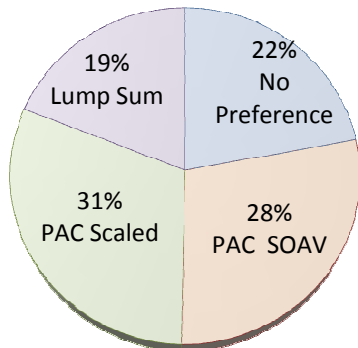


Preliminary DNR Logger Survey Results

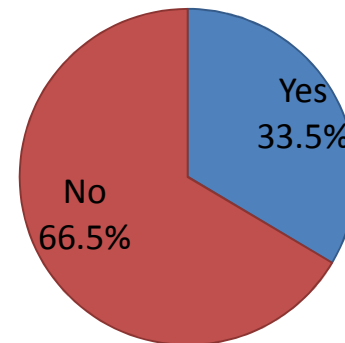
Question #4

Do you prefer lump sum, pay-as-cut scaled, or pay-as-cut sold-on-appraised-volume sales?



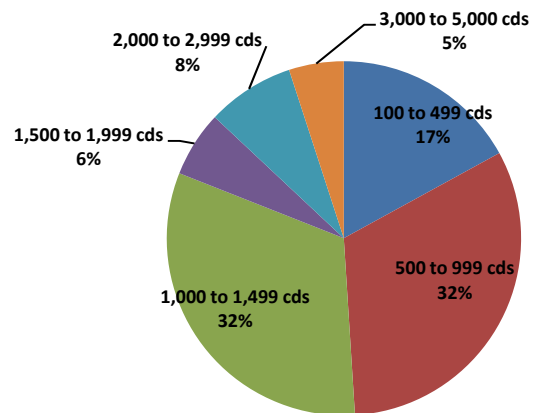
Question #5

Is the down payment required on DNR sales (15%) a significant barrier to purchase of DNR sales compared to other ownerships?



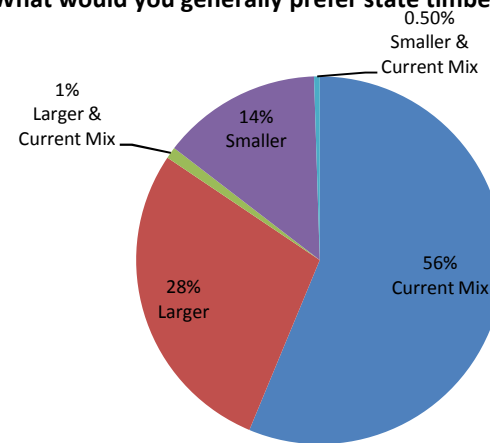
Question 6

What size timber sale best fits your business?



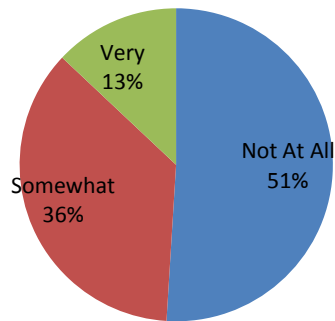
Question 7

What would you generally prefer state timber sales to be?

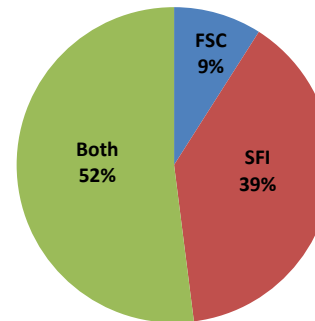


Logger Survey Results (Continued)

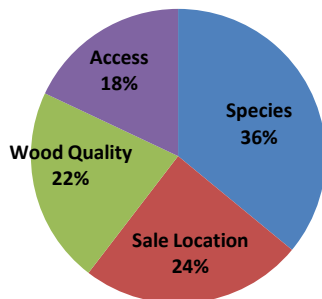
Question 8a
How important is third-party certified fiber to your business?



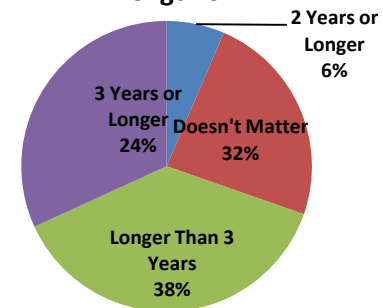
Question 8b
Which certified fiber system are you using?



Question 9
Rank the items below as to which has the greatest impact on your interest in a timber sale?



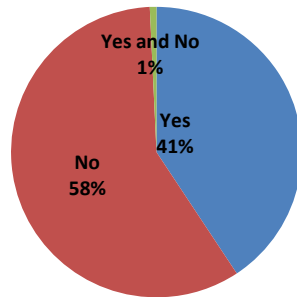
Question 10
Compared to a one year sale, would you be likely to raise your bid by at least 10% for a permit length of:



Logger Survey Results (Continued)

Question 12

When compared to other ownerships, is there anything about state timber sales that make them more or less desirable to acquire?

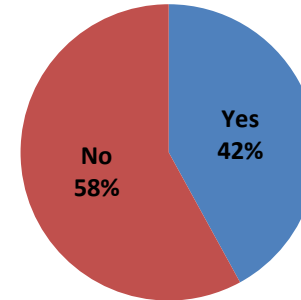


More desirable: Lines run & legwork done, deal with professional forestry staff, certified status, length of sales, type of security, sometimes guaranteed access.

Less desirable: "Sale regulations", higher security requirements than for private sales, quality and volume issues.

Question 13

Does the sale method (regular or intermediate auction, informal) have an impact on your willingness and/or ability to purchase state timber sales?



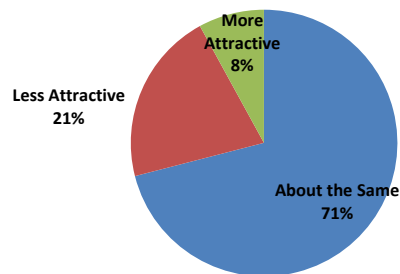
Question 14

Why Did Not Bid on Recent Sale(s)?

Reasons: Volume, species, access, quality, distance to market, etc. We have some control over a couple of these factors.

Question 15

Compared to other public ownerships, do rules & procedures such as different forms of security required for state permits, or splitting the annual allocation of timber offerings half and half between regular and intermediate make DNR sales more



Most About The Same.

General Comments for Less Attractive: Too many rules, too much security, and regular & intermediate split has an impact.

General Comments for More Attractive: They really like us compared to the Feds. Intermediate/Regular split helpful to some

Question 16

Would you consider doing site work, in addition to logging, on a DNR timber sale if you could use your existing equipment and it would offset a portion of your stumpage costs?

