



"OUR PROVEN PROCESS"

1. Initial Conversation and / or Construction Site Visit

We'll schedule a free initial phone call, and in most cases, a free office visit or onsite visit, with plenty of questions and answers about your forest management desires. This enables us to better understand the scope of your project, as well as your expectations, desires, and decision-making process. In some cases, we may be able to give a "Ball Park Quote" — an estimated cost range that will help you determine if the project you want to pursue is a realistic fit for both of us. In many cases, if the project scope is more involved, we would enter into a Job Planning Agreement.

2. Job Planning Agreement

If we both believe we are a good fit for your project and when you are ready to move ahead, we'll ask you to sign a Job Planning Agreement and pay a nominal planning fee based on your project's estimated budget cost. What you benefit through a Job Planning Agreement is an accurate fixed-cost dollar amount for your project, which is much more accurate than a free estimate. This agreement entails:

- Conducting a comprehensive needs analysis.
- A complete and accurate timber cruise.
- Preparing a timber management plan.
- Making sure your wants and needs fit to your existing project or to your specific forest.
- Client review of preliminary plans.
- Working with you to establish allowances for road building (when appropriate), and the cost to prepare final timber management drawings (as required) for your specific forest.

Your Job Planning fee is applied to the final cost of your project. Therefore, it is not an added cost to you; (unless you decide not to go forward with the project after the job planning) rather it reflects your commitment as a serious client who appreciates working with a professional who will add value to your project and eliminate the possibility of surprises in cost.

3. Granger Logging, LLC Proposal

When it comes to our estimating process, we believe in delivering an outstanding value that you will notice! We want clients to understand that **not all estimates are created equal**. Oftentimes, you'll see a small logging company or even an otherwise reputable company advertising free estimates. We both know that nothing is free in business. What you as a client need to consider is how much time, effort and research they are realistically willing and able to put into a free estimate.

- Are they considering the characteristics of your forest and road impacts and how that may impact costs to you in the future?

- Are they instead just quoting a per cord price that would leave you with a forest that would fall far short of your expectations, or more cost to road repairs that were not considered and written out in the contract?
- If you're wanting a well-managed forest, are they cutting what benefits them the most at the current time, and not what will benefit you the most in the future of the forest?
- Are they planning to cut the best trees and leave you with the poorest trees? This is beneficial financially for one time only, then it negatively affects financials in the rest of all future harvests.

If not, the estimate they are providing may not even be what you really want. We take the time and make the effort to do this crucial initial step — and every other step — correctly the first time. That's true no matter how large or small the project may be and regardless of the scope of the project.

4. Planning Before Harvesting Commences

Granger Logging, LLC will prepare the final harvest plan, (or prepare from the final plan you have drawn up by a forester, other than ours) and we'll work with you to establish your goals and final road locations. The final comprehensive Harvest Agreement is drawn up and signed based on your final decisions and the many important details about your project. We then apply for and secure all necessary permits and approvals.

5. Carefully Crafted Harvesting and Road Building

After we conduct a final on-site review of the process and timeline with you, we begin road building. Harvesting follows, during which time Bi-weekly on-site project reviews and pictures keep you and our tradesmen up to date on your project's progression. When harvesting and trucking is completed, we do the final grading of all roads, so you are not left with rutted logging roads, or ditches that don't drain away water. **Granger Logging, LLC** is responsive and hands-on from start to finish and does it right the first time!

6. Continued Support

From the final walkthrough to a 90-day follow-up. You can rest assured in the knowledge that **Granger Logging, LLC** will be there to stand behind our work and be ready to help provide future timber management.

7. Lasting Value

Granger Logging, LLC adds value to every project by providing you with a complete package: a thoroughly analyzed, well-planned process that results in a professionally executed and quality harvest result; a successful business operation that is there to provide support; and a company that will stand behind our work for years to come.

The best compliment we can get is a referral to another friend of yours!