

2/1 Wylie Cres
Albany WA 6330
Australia
17 April 2017

TO WHOM IT MAY CONCERN

For the past 26 years I have managed a small forestry partnership enterprise growing mainly radiata pine on a property on Pongakawa Bush Road in the central Bay of Plenty. On the recommendation of friends, and with his good reputation endorsed by others I spoke to in the forestry sector, in mid-2016 we engaged Rob Angus of Waipa Forest Management Ltd to manage the harvest of our 40-hectare radiata forest. I currently live in Albany on the south coast of Western Australia, so choosing the right person to manage the most important part of our 26-year enterprise was critical.

From initial harvest planning through to the end of harvest and site clean-up, the entire operation has run without a hitch. Rob has kept me fully informed throughout, consulted carefully in relation to key decisions, and taken the initiative to engage with neighbours on any issues concerning boundaries or potentially affecting their properties. Rob has gone above and beyond the call of duty in several instances, including organising the clearing of windfalls from a power corridor and an access track on Good Friday immediately after Cyclone Cook had passed through - an operation it would have been difficult for me to organise from a distance at short notice during a public holiday. Monthly detail and summary information has been provided promptly at the conclusion of each month's work, and monthly harvest proceeds deposited into the partnership bank account on the 20th of each following month.

Net returns from our harvest have exceeded by a significant margin the upper end of the range I had indicated about 18 months ago to my partners we could expect to find ourselves within. That result is a consequence, firstly, of timely advice from Rob with respect to market conditions and expectations, and secondly, of his manifest professional objective of obtaining the best possible return for his clients. We had not planned on harvesting for another 3-4 years, and I had expected to be living back in New Zealand in time to maintain oversight of the harvest. But early harvest in response to market conditions has provided us an exceptional result, and under Rob's management could not have been easier for us.

Aside from Waipa Forest Management Ltd's flawless professionalism, Rob Angus personally is a delight to work with. With some experience in the wider forestry sector, we are well aware that you cannot assume that either your harvest manager is going to be steadfastly focused on achieving the very best return he or she can for you, or that the harvest operation will proceed smoothly through all of the various challenges that inevitably arise. Our experience with Waipa Forest Management Ltd and with Rob has been a dream in every respect, and we cannot recommend them highly enough to other prospective clients.

Yours sincerely,

Simon Smale
Owner/Manager, Crocodile Forest Partnership