

## What is a Consulting Forester?

A "Consulting Forester" is a forester whose services are for hire to the general public. He has professional ability, broad experience, sound training, and integrity.

Hale Forestry Company, Mike Hale-Consultant, opened for business in 1987 and has provided professional forest management services to woodland owners throughout northern Pennsylvania and southern New York State. I offer years of experience and accumulated knowledge of the forest products industry and timber management principles to woodland owners who wish to increase their net timber profits.



## What Services Do You Provide?

1. Timber/pulpwood sale preparation that will:
  - A. Improve both the vigor and species composition of the residual stand
  - B. Protect the site and residual stand from unnecessary damage
  - C. Provide maximum monetary returns
2. Make volume and value appraisals for:
  - A. Losses resulting from trespass, fire, storm damage, etc.

- B. Estate settlements.
- C. Investment purposes.
3. Develop management plans to maximize:
  - A. Timber production
  - B. Watershed protection
  - C. Wildlife production
  - D. Aesthetic value protection
  - E. Recreational development
  - F. Any combination of these objectives
4. Provide necessary documentation for preparing Income Tax Returns when timber is involved
5. Tree planting
6. Detect destructive forest insects and disease, and recommend appropriate control measures
7. Arrange a boundary survey



## What Will Your Services Cost?

Good forestry management, planning, and administration doesn't cost, it pays! Just as an employer expects to make money by hiring an employee, you can expect me to make, or save, you money:

1. Nine out of ten times, you will net 15%-25% more money for your timber when I prepare and sell it; one out of ten times, I will generate only enough extra money for you to pay my commission fee. BUT, you still receive the benefit of having comprehensive contract preparation,

professional guidance in selecting a harvesting technique that will protect both the land and the residual stand for future profits, plus periodic inspection to monitor compliance with the contract provisions by the loggers. My timber sale expertise could increase your net return by as much as 50% -- it has for others!

Tree selection is the most critical method of manipulating a timber sale to achieve the desired results. Tree size should not exclusively be used to determine which trees are to be harvested. The long-term result of this type of harvest often produces a residual stand comprised of genetically inferior, defective trees, or undesirable species that will not increase in value with age. Trees should be individually evaluated, then either marked for cutting or left standing, depending on such variables as species, size, grade, vigor, and spacing.



One imprudent harvest operation can reduce or destroy the productivity of a forest for several generations. It pays to use a professional forester who has the ability to provide the administration techniques to adequately meet the client's objectives.

2. Some services, such as formal planning and appraisals, are a direct expense -- but they can save money or reduce costs in the future.

## What Can You Do For Me?

Without any obligation to you, I will meet with you to examine your woodland for a FREE initial consultation. If you have timber that is ready for harvest, I will submit a proposal to you for timber sale preparation and administration. This proposal will define my fee structure and suggest a harvesting technique. If no harvesting should be done at that time, I will tell you so. Should you decide to accept and sign the proposal, you will still retain the right to decide how the trees are to be harvested.

At this point, I will designate trees to be



cut and prepare volume and value estimates. Lump-sum, sealed bids for the purchase of the designated trees will be solicited. All bids received will be evaluated and I will make a

recommendation to you whether or not to accept any bid. You retain the right, however, to reject any and all bids received.

Hale Forestry timber sales are typically conducted on a lump-sum basis and normally you will receive 25% of the purchase price at the time the contract with the logger is signed. The balance will be paid within six (6) months or before cutting begins, whichever occurs sooner. The payment schedule can be modified to best suit your needs.

The buyer is required to carry both Workmen's Compensation and adequate Liability and Property Damage Insurance. He is also required to repair any damage to roads or other improvements that may occur because of the logging operation. These repairs must meet or exceed conditions that existed at the time the logging began.

Under average conditions, most logging crews will harvest between 20,000 and 40,000 board feet per week. I suggest a contract length of 12-18 months for volumes under 200,000 board feet, and 18-36 months for volumes over 200,000 board feet.

I will make periodic inspections of the cutting site to monitor progress and to insure compliance with contract terms and I will provide a written report of these inspections.

## OUR PROMISE TO YOU . . .

When you hire **Hale Forestry Company** to prepare and administrate your timber sale, you receive . . .

- Increased profits . . .
- Protection of the site . . .
- Realization of predetermined goals . .
- Peace of mind.

References available upon request.

Society of American Foresters  
Pennsylvania Forestry Association



# HALE FORESTRY COMPANY



Mike Hale - Forestry Consultant



610 E. Main Street  
Westfield, PA 16950  
[halefor@verizon.net](mailto:halefor@verizon.net)

(814) 367-5916 or  
Toll Free 1-877-HALEFOR  
(1-877-425-3367)