

PIONEER PRESENTATION OUTLINE

OCTOBER 17, 2011

FOREST SERVICE REGIONAL OFFICE, REGION 3

- 1. Pioneer background**
 - a. History**
 - b. Objectives and interest in forest health and industrial opportunities**
 - c. Market flexibility**
 - d. Secure financial capability**

- 2. Business Concepts**
 - a. State of the art equipment and processing**
 - b. Timber and labor proximity**
 - c. Integration**
 - d. Guaranteed timber supply required**

- 3. Marketing strategy, wide range of products and global markets**

- 4. Industry challenges – small trees, distance to markets, equipment shortages**

- 5. Opportunities Pioneer can capitalize on**
 - a. P Pine a quality machining wood**
 - b. High local employment through finished product marketing**
 - c. Good rail access for product marketing**
 - d. Developing good relationships with other local mills**

- 6. Distinct advantages**
 - a. Diversification of markets**
 - b. High fiber utilization**
 - c. Value added products**

- 7. Economic impacts summary**

- 8. Response to written questions**
 - a. Revised organization chart**
 - b. Operator contracting**

- c. Partial listing of logging equipment available
- d. Hauling
- e. Road maintenance
- f. Safety
- g. Operating capital
- h. Woods operations, rates of treatment
- i. Supervision of woods operations
- j. Operational cost breakdown
- k. Independent testing
- l. Hauling positions
- m. Inspections, Payment Unit payments
- n. Biomass "Cogen" plant fuel availability
- o. Log marketing

9. Closing summary and Pioneer advantages