



Resource, Fiber, and Timber Supply Chain Analysis

Today's wood fiber industries and timberland owners operate in a dynamic market influenced by a broad range of variables. Having reliable and up-to-date knowledge of this complex market and fiber supply chain components is a critical need for decision makers. The Steigerwaldt analysis team can provide detailed data and interpretation of the underlying forces tailored to the client's exact needs.



With in-depth expertise in the industry, rooted in years of timberland management, inventory and appraisal experience, Steigerwaldt uses a combination of historical information, data analysis, future modeling, and validity tests to arrive at realistic solutions. Analysis projects could include:

- **Regional Growth and Drain by Species and Product**
- **Procurement Zone Analysis**
- **Fiber Availability as Impacted by Landowner Type**
- **Seasonal Availability and Operational Constraints**
- **Policy Implications for Fiber Supply**
- **Transportation Considerations**
- **Competition Analysis and Spatial Displays**
- **Facility Siting Analysis**
- **Logging and Hauling Work Force Assessment**
- **Fiber Cost Trend Analysis**
- **Haul Distance Calculations from Point to Point**

Resource Analysis Team



Thomas J. Hittle, ACF
Senior Vice President – Project Coordination and Business Development

Tom Hittle serves as Senior Vice President, Project Coordination and Business Development at Steigerwaldt Land Services, Inc. He has over 30 years of forestry consulting experience and served as Steigerwaldt's Forestry and GIS Operations Director for 15 years prior to his current position. In this previous role he was responsible for management on over 350,000 acres of client-owned timberland. He has a wide range of expertise in forest management and timberland real estate gained from years of hands-on consulting and forest management efforts on small and large private forestlands, and for county, state, federal, tribal, utility, investment, and conservancy clients. Tom's experience includes due

diligence for timberland acquisitions, resource analysis and forest management planning, systems development and implementation, and management scenario modeling on a variety of consulting projects from the Dakotas to the northeast, southeast, and central United States.

Tom was appointed in 2013 by the governor of Wisconsin to serve on the Wisconsin Council on Forestry, and serves as State Chair for the Wisconsin Society of American Foresters (2014-2015). He is a member of the Society of American Foresters, the Association of Consulting Foresters, and a Michigan Registered Forester. Tom has a Bachelor of Science degree in Forest Management from the University of Wisconsin-Madison.



Forrest M. Gibeault
Analysis and Investment Operations Director

Forrest Gibeault serves as the Analyst and Investment Operations Director at Steigerwaldt Land Services, Inc. In this role, he leads a team that provides a wide range of forest resource and timber industry analysis services to private, industry, and public agency clients. Forrest works in tandem with Steigerwaldt appraisal, real estate, and forest management departments to support additional consulting efforts. He has extensive experience in designing and implementing varied timber and resource inventories including detailed data acquisition, analysis, reporting, and modeling using state-of-the-art hardware and software applications. With a deep knowledge of Lake States silviculture, particularly northern

hardwood management, he specializes in forestland real estate due diligence and investment analysis. He has also worked on analysis, inventory, and modeling assignments on projects located across the country from the northeast through the Adirondacks and Appalachia regions, to the southwest.

Forrest has a Bachelor of Science degree in Environmental Science from the University of Wisconsin-Green Bay and a Master of Forestry degree from Michigan Technological University. He is a member of the Society of American Foresters, Association of Consulting Foresters, and the Ruffed Grouse Society.

Additional Team Members

Gary A. Miller, Geographic Information Systems Operations Director

Robert J. Anderson, Assistant Forest Analyst

Joseph Salm, Staff Forester and Assistant Analyst