



Ko te kakano kua ruia kua tipu oranga motuhake

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20 October 2012

PF Olsen
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Rotorua

Tena koe.

Contractor Reference:

Te Manawa O Tuhoe has engaged PF Olsen to manage the clearfell harvesting operation in the Ahimanawa Forest, this is land and trees owned by the trust, the relationship and model that has been developed is one Te Manawa o Tuhoe believe is the best fit for Tuhoe, benefits associated with the chosen model are:

- Involvement in Sale options.
- Open and transparent communication.
- Involvement in the contractor vetting process.
- Tuhoe employment opportunities throughout all discussions.

The willingness of PF Olsen to work with Te Manawa o Tuhoe to achieve a suitable model that fits the requirements of the trustee's as well as the people given the sensitive nature attached to the roading infrastructure requirements for the operation has been one of total professionalism, the trustee welcome the opportunity to provide this reference.

PF Olsen has proven throughout this process to be willing to listen to the aspirations of the trustees, community and willingly work together to achieve the current outcome, Te Manawa o Tuhoe support PF Olsen and intend using them for future operations.

Naku noa, na

R Tiopira
General Manager
On behalf of Te Manawa o Tuhoe