

Does Woodmetrics get you more money for your trees? You decide!



NOEL AND PHILIP DICKINS RECEIVING THEIR INSURANCE CHEQUE FROM LOCAL WOODMETRICS ACCOUNT MANAGER, IAN BELL.

Case Study No. 4:

The following is a real life example. With the payment protection insurance provided by Woodmetrics this customer ended up being **\$120,000 better off**.

In February 2003, Woodmetrics managed the sale of Philip and Noel Dickin's woodlot at Palmerston North. Philip and Noel's 4.7 hectare woodlot contained around 2,500 tonnes of wood. The stand was well tended and contained a high proportion of high value pruned logs.

When the successful buyer of their woodlot was placed in receivership, Philip and Noel were facing the loss of their entire 25 year investment. But with Woodmetrics' payment protection insurance they received **full payment** for the sale of their trees.

Facts:

- 4.7 hectare woodlot of mature radiata pine, planted, pruned and thinned by the owners
- 2,430 tonnes sold by Woodmetrics in a competitive tender to NDG Pine Ltd
- Trees harvested by NDG Pine in April and May 2003 but NDG Pine Ltd placed into receivership on 26 June without paying for a single log
- Noel & Philip's claim settled in full in October

Key Points:

There are many traps and pitfalls in the process of selling trees - a buyer going into receivership is just one of many. In this real life example, if our customer had dealt directly with the buyer rather than through Woodmetrics, they would have been **\$120,000 worse off**.

Why take the risk?



To contact us, call **0800 966 363** to be put through to your local representative.