



**GORDON A. CRAMER, *CF, RF, PLM***

123 Pine Branch Circle

Dry Branch, GA 31909

478.742-2882

info@careerproplus.com

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**January 5, 2006**

Diane Farmer, HR Manager  
Timber Resources Group  
11 High Street  
Boston, MA 02110

**Re: Account Manager / Analyst Position**

Dear Ms. Farmer:

As a multi-skilled Forester, I offer over 20 years of diverse expertise in all aspects of Forestry Management and Timberland Administration. For your immediate review and consideration, attached please find a current copy of my résumé.

Throughout my career as a professional Forester, I have gained substantial expertise in multi-faceted areas that includes the lifeblood business of growing and harvesting trees on a sustainable basis. My strengths in portfolio analysis and compliance, forest investment economics, real estate sales and marketing, timberland acquisitions, contract administration and environmental safety, has enabled me to provide resourceful innovative solutions, and the visionary outlook leading to new ground breaking developments.

I am recognized as an expert Forester, and very proud of the following contributions:

- *Contribute innovative ideas based on comprehensive portfolio analysis and forest investment economics*
- *Improved contractor performance 1999 - present, while accelerating TQM scores by 15%*
- *Authored a comprehensive web based "Safety Action Plan" model, adopted corporate wide*
- *Increased ROI by 4-7% on HBU properties, and 2-3% on core properties*
- *Negotiate substantial contracts saving \$27M below 2001 costs by leveraging silvicultural operations*

Given my passion of forestry, I would make an excellent addition to your management team. A personal interview would enable me to reiterate my desire and commitment, and explain in further detail how I can add value and leadership to a progressive and preeminent organization such as the Timber Resources Group.

Thank you in advance for your consideration. I will contact you in a few weeks to discuss the mutual benefit of our association.

Respectfully submitted,

Gordon A. Cramer, *CF, RF, PLM*

Enclosure