

Y. Reoffered-No Credit				

VOLUME ADJUSTMENTS TO SALES AFTER AWARD				
Z. Adjusted Sale Volume	.43	.69		.43 .69

Y. Reoffered-No Credit			

VOLUME ADJUSTMENTS TO SALES AFTER AWARD			
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Y. Reoffered-No Credit				

VOLUME ADJUSTMENTS TO SALES AFTER AWARD				
Z. Adjusted Sale Volume	44.13	75.90		44.13 75.90

Y. Reoffered-No Credit			

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VOLUME ADJUSTMENTS TO SALES AFTER AWARD							
Z. Adjusted Sale Volume	564.16	891.38	.94	1.47		565.10	892.85

Y. Reoffered-No Credit			

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Z. Adjusted Sale Volume			

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Y. Reoffered-No Credit					

VOLUME ADJUSTMENTS TO SALES AFTER AWARD					
Z. Adjusted Sale Volume	104.88	180.79		104.88	180.79

Y. Reoffered-No Credit			

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Y. Reoffered-No Credit							

VOLUME ADJUSTMENTS TO SALES AFTER AWARD							
Z. Adjusted Sale Volume	713.60	114.88	.94	.15		714.54	115.03

Database Source: SERVICEWIDE
 Database Update: 11/08/2001

Fiscal Year: 2001 - Cumulative as of 9/30/2001
 Convertible Products

ACTIVITY OR STATUS	REGULAR		SALVAGE		OTHER (17.3 & 77.6)				TOTAL	
	17.1 (MBF)	77.4 (CCF)	17.2 (MBF)	77.5 (CCF)	REGULAR 17.1 (MBF)	77.4 (CCF)	SALVAGE 17.2 (MBF)	77.5 (CCF)	17.0 (MBF)	77.3 (CCF)
FOREST 3										
A. FY Attainment	21075.11	35108.58	3426.56	5629.29					24501.67	40737.87
TOTAL FY ATTAINMENT	21075.11	35108.58	3426.56	5629.29	TOTAL 17.3 & 77.6:					
B. FY Target		55000.00		18000.00						73000.00
C. Attainment Percent		63.8%		31.3%						55.8%
FOREST 4										
A. FY Attainment	27006.56	43259.20	1367.85	2195.50					28374.41	45454.70
TOTAL FY ATTAINMENT	27006.56	43259.20	1367.85	2195.50	TOTAL 17.3 & 77.6:					
B. FY Target		60000.00		4900.00						64900.00
C. Attainment Percent		72.1%		44.8%						70.0%
FOREST 5										
A. FY Attainment	13264.16	21749.51	2546.23	4152.28	1255.20	2092.00			17065.59	27993.79
TOTAL FY ATTAINMENT	14519.36	23841.51	2546.23	4152.28	TOTAL 17.3 & 77.6:		1255.20	2092.00		
B. FY Target		53500.00		6000.00						59500.00
C. Attainment Percent		44.6%		69.2%						47.0%
FOREST 7										
A. FY Attainment	29172.43	47541.72	21013.24	33431.42	4347.94	7130.00			54533.61	88103.14
TOTAL FY ATTAINMENT	33520.37	54671.72	21013.24	33431.42	TOTAL 17.3 & 77.6:		4347.94	7130.00		
B. FY Target		92300.00		17200.00						109500.00
C. Attainment Percent		59.2%		194.4%						80.5%
FOREST 8										
A. FY Attainment	43.00	67.94							43.00	67.94
TOTAL FY ATTAINMENT	43.00	67.94			TOTAL 17.3 & 77.6:					
B. FY Target		1600.00								1600.00
C. Attainment Percent		4.2%								4.2%
FOREST 9										
A. FY Attainment	26660.55	43335.42	31658.84	50342.86			1691.30	2677.00	60010.69	96355.28
TOTAL FY ATTAINMENT	26660.55	43335.42	33350.14	53019.86	TOTAL 17.3 & 77.6:		1691.30	2677.00		
B. FY Target		49000.00		49000.00						98000.00
C. Attainment Percent		88.4%		108.2%						98.3%

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 Convertible Products

ACTIVITY OR STATUS	REGULAR		SALVAGE		OTHER (17.3 & 77.6)				TOTAL	
	17.1 (MBF)	77.4 (CCF)	17.2 (MBF)	77.5 (CCF)	REGULAR 17.1 (MBF)	77.4 (CCF)	SALVAGE 17.2 (MBF)	77.5 (CCF)	17.0 (MBF)	77.3 (CCF)
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FOREST 10										
A. FY Attainment	20940.31	34192.44	9049.51	14854.47					29989.82	49046.91
TOTAL FY ATTAINMENT	20940.31	34192.44	9049.51	14854.47	TOTAL 17.3 & 77.6:					
B. FY Target		32400.00		16200.00						48600.00
C. Attainment Percent		105.5%		91.7%						100.9%

FOREST 12										
A. FY Attainment	28.09	44.59							28.09	44.59
TOTAL FY ATTAINMENT	28.09	44.59			TOTAL 17.3 & 77.6:					
B. FY Target		1600.00								1600.00
C. Attainment Percent		2.8%								2.8%

FOREST 13										
A. FY Attainment	60532.22	98498.93	14549.61	23550.72	105.76	181.89	24778.29	41810.00	99965.88	164041.54
TOTAL FY ATTAINMENT	60637.98	98680.82	39327.90	65360.72	TOTAL 17.3 & 77.6: 24884.05 41991.89					
B. FY Target		136000.00		65000.00						201000.00
C. Attainment Percent		72.6%		100.6%						81.6%

FOREST 14										
A. FY Attainment	8.33	13.16							8.33	13.16
TOTAL FY ATTAINMENT	8.33	13.16			TOTAL 17.3 & 77.6:					
B. FY Target		1600.00								1600.00
C. Attainment Percent		.8%								.8%

FOREST 19										
A. FY Attainment	11643.47	18893.20	5189.06	8394.28	3223.45	5217.00	5769.76	9377.00	25825.74	41881.48
TOTAL FY ATTAINMENT	14866.92	24110.20	10958.82	17771.28	TOTAL 17.3 & 77.6: 8993.21 14594.00					
B. FY Target		48600.00		16200.00						64800.00
C. Attainment Percent		49.6%		109.7%						64.6%

FOREST 20										
A. FY Attainment	165.11	264.95							165.11	264.95
TOTAL FY ATTAINMENT	165.11	264.95			TOTAL 17.3 & 77.6:					
B. FY Target		4900.00								4900.00
C. Attainment Percent		5.4%								5.4%

Database Source: SERVICEWIDE
 Database Update: 11/08/2001

Fiscal Year: 2001 - Cumulative as of 9/30/2001
 Convertible Products

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Fiscal Year: Selected volumes on this report are determined by the Planned Gate 5 date.

COLUMNS:

- Regular 17.1 (MBF) and 77.4 (CCF/MCF):
 Any volume which is not identified by a salvage pct and does not contain a Buy-back (B) or Carry-over (C) Other Volume Type code.
- Salvage 17.2 (MBF) and 77.5 (CCF/MCF):
 Any volume identified by a salvage percentage and does not contain a Buy-back (B) or Carry-over (C) Other Volume Type code.
- Other (17.3 & 77.6):
 Any volume which contains a Buy-back (B) or Carry-over (C) Other Volume Type code.
- Total 17.0 (MBF) and 77.3 (CCF/MCF):
 Sum of Regular, Salvage, and Other volume.

ROWS:

- Gate 4 ADVERTISEMENT: Volume where latest gate = 4 and accomplished date is in specified reporting period.
- A. Ongoing: Progressing normally.
- B. Long Term Contract: Contract is Long Term (R10 only).
- C. Delayed: Current sale status is delayed (D).
- D. Withdrawn: Current sale status is withdrawn (W).
- E. Resold - Credit: Remaining volume from Defaulted sale that is offered and credit taken.
- F. Reoffered - Credit: Volume previously offered but not bid and reworked for new credit.
- Subtotals Gate 4: Sum of lines A through F.
- Gate 5 BID OPENING: Volume where latest gate = 5 and accomplished date is in specified reporting period.
- G. Valid Bids: Progressing Normally and bids accepted.
- H. No Bids: Bids were not received.
- I. Delayed: Current sale status is delayed (D).
- J. Withdrawn: Current sale status is withdrawn (W).
- K. Resold - Credit: Remaining volume from Defaulted sales that received valid bids and credit taken.
- L. Reoffered - Credit: Volume previously offered but not bid and reworked for new credit.
- Subtotals Gate 5: Sum of lines G through L.
- Gate 6 SALE AWARD: Volume where latest gate = 6 and accomplished date is in specified reporting period.
- M. Regular Sales: Progressing normally.
- N. Cancelled: Volume which defaulted or has terminated abnormally.
- O. Opted/Other Volume: Volume credited during the specified reporting period.
- P. Resold - Credit: Remaining volume from Defaulted sale and credit taken.
- Q. Reoffered - Credit: Volume previously offered but not bid and reworked for new credit.
- Subtotals Gate 6: Sum of lines M through Q.
- R. Personal Use Permits: Non-commercial Permit sales.
- S. Small Commercial Sls: Commercial Permit sales.
- T. FY Attainment: Sums of Reg, Salvage, and Other Volume Type for Management Attainment Reporting (MAR).
- TOTAL FY ATTAINMENT: Vol from Other (17.3&77.6) is added to Reg and Salv tots for FY Attainment calculations.
- U. Fiscal Year Target: Assigned MAR Target.
- V. Percent FY Attainment: Percent of MAR Target Accomplished.
- OTHER VOLUME AWARDED - NO CREDIT: Volume where credit is not applied toward MAR.
- W. Previous FY Volume: Volume awarded from a previous FY bid excluding Resold-No Credit and Reoffered-No Credit.
- X. Resold-No Credit: Remaining Volume from Defaulted sale.

Y. Reoffered-No Credit: Volume previously offered for which credit will not be applied.
VOLUME ADJUSTMENTS TO SALES AFTER AWARD: Adjustments in specified reporting period.
Z. Adjusted Sale Volume: Volume, other than Opted Volume, added to contract.