

Database Source: SERVICEWIDE
 Database Update: 10/29/2003

Fiscal Year: 2003 - Cumulative as of 9/30/2003
 Convertible Products

ACTIVITY OR STATUS	REGULAR		SALVAGE		OTHER				TOTAL	
	FM-VOL-OFF-N (MBF)	(CCF)	FM-VOL-OFF-S (MBF)	(CCF)	REGULAR FM-VOL-OFF-N (MBF)	(CCF)	SALVAGE FM-VOL-OFF-S (MBF)	(CCF)	ALL VOLUME (MBF)	(CCF)

FOREST 2										
A. FY Attainment	1283.03	2353.81	2255.94	5603.99					3538.97	7957.80
TOTAL FY ATTAINMENT	1283.03	2353.81	2255.94	5603.99	TOTAL OTHER:					
B. FY Target	7500.00	17250.00	3500.00	8050.00					11000.00	25300.00
C. Attainment Percent	17.1%	13.6%	64.5%	69.6%					32.2%	31.5%

FOREST 3										
A. FY Attainment	6152.40	13518.08	1440.48	5071.93					7592.88	18590.01
TOTAL FY ATTAINMENT	6152.40	13518.08	1440.48	5071.93	TOTAL OTHER:					
B. FY Target	6800.00	12960.00	1600.00	3000.00					8400.00	15960.00
C. Attainment Percent	90.5%	104.3%	90.0%	169.1%					90.4%	116.5%

FOREST 4										
A. FY Attainment	17953.45	35244.26	24264.39	49359.88					42217.84	84604.14
TOTAL FY ATTAINMENT	17953.45	35244.26	24264.39	49359.88	TOTAL OTHER:					
B. FY Target	17500.00	35000.00	25600.00	51200.00					43100.00	86200.00
C. Attainment Percent	102.6%	100.7%	94.8%	96.4%					98.0%	98.1%

FOREST 5										
A. FY Attainment	13433.40	24961.13	13894.47	25996.10			2259.55	3909.00	29587.42	54866.23
TOTAL FY ATTAINMENT	13433.40	24961.13	16154.02	29905.10	TOTAL OTHER:		2259.55	3909.00		
B. FY Target	10600.00	21200.00	14700.00	29400.00					25300.00	50600.00
C. Attainment Percent	126.7%	117.7%	109.9%	101.7%					116.9%	108.4%

FOREST 8										
A. FY Attainment	6664.68	22648.00	667.57	1705.29					7332.25	24353.29
TOTAL FY ATTAINMENT	6664.68	22648.00	667.57	1705.29	TOTAL OTHER:					
B. FY Target	8900.00	21000.00							8900.00	21000.00
C. Attainment Percent	74.9%	107.8%							82.4%	116.0%

FOREST 10										
A. FY Attainment	12195.72	22431.39	6732.20	13942.74					18927.92	36374.13
TOTAL FY ATTAINMENT	12195.72	22431.39	6732.20	13942.74	TOTAL OTHER:					
B. FY Target	14700.00	25200.00	5300.00	10600.00					20000.00	35800.00
C. Attainment Percent	83.0%	89.0%	127.0%	131.5%					94.6%	101.6%

Database Source: SERVICEWIDE
 Database Update: 10/29/2003

Fiscal Year: 2003 - Cumulative as of 9/30/2003
 Convertible Products

ACTIVITY OR STATUS	REGULAR		SALVAGE		OTHER				TOTAL	
	FM-VOL-OFF-N (MBF)	(CCF)	FM-VOL-OFF-S (MBF)	(CCF)	REGULAR FM-VOL-OFF-N (MBF)	(CCF)	SALVAGE FM-VOL-OFF-S (MBF)	(CCF)	ALL VOLUME (MBF)	(CCF)

FOREST 11										
A. FY Attainment	5.61	11.95	1420.05	3359.67					1425.66	3371.62
TOTAL FY ATTAINMENT	5.61	11.95	1420.05	3359.67	TOTAL OTHER:					
B. FY Target	8100.00	19400.00							8100.00	19400.00
C. Attainment Percent	.1%	.1%							17.6%	17.4%

FOREST 12										
A. FY Attainment	2570.35	5372.50	1352.53	3254.00					3922.88	8626.50
TOTAL FY ATTAINMENT	2570.35	5372.50	1352.53	3254.00	TOTAL OTHER:					
B. FY Target	5000.00	12000.00	3400.00	8160.00					8400.00	20160.00
C. Attainment Percent	51.4%	44.8%	39.8%	39.9%					46.7%	42.8%

FOREST 14										
A. FY Attainment	16455.16	33287.49	8908.68	18973.01					25363.84	52260.50
TOTAL FY ATTAINMENT	16455.16	33287.49	8908.68	18973.01	TOTAL OTHER:					
B. FY Target	21000.00	37045.00	13000.00	24056.00					34000.00	61101.00
C. Attainment Percent	78.4%	89.9%	68.5%	78.9%					74.6%	85.5%

FOREST 15										
A. FY Attainment	158.07	391.40	3552.65	7825.67					3710.72	8217.07
TOTAL FY ATTAINMENT	158.07	391.40	3552.65	7825.67	TOTAL OTHER:					
B. FY Target	6400.00	15325.00	4200.00	9988.00					10600.00	25313.00
C. Attainment Percent	2.5%	2.6%	84.6%	78.4%					35.0%	32.5%

FOREST 16										
A. FY Attainment	986.43	2385.88	10606.59	21655.11					11593.02	24040.99
TOTAL FY ATTAINMENT	986.43	2385.88	10606.59	21655.11	TOTAL OTHER:					
B. FY Target	9000.00	19800.00	11000.00	24200.00					20000.00	44000.00
C. Attainment Percent	11.0%	12.0%	96.4%	89.5%					58.0%	54.6%

FOREST 17										
A. FY Attainment	11090.42	20701.10	4823.42	9867.90					15913.84	30569.00
TOTAL FY ATTAINMENT	11090.42	20701.10	4823.42	9867.90	TOTAL OTHER:					
B. FY Target	8700.00	15500.00	7000.00	12460.00					15700.00	27960.00
C. Attainment Percent	127.5%	133.6%	68.9%	79.2%					101.4%	109.3%

Database Source: SERVICEWIDE
Database Update: 10/29/2003

Fiscal Year: 2003 - Cumulative as of 9/30/2003
Convertible Products

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

COLUMNS:

- Regular FM-VOL-OFF-N (MBF and CCF):
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 FM-VOL-OFF-S (MBF and CCF):
Any volume identified by a salvage percentage and does not contain a Buy-back (B) or Carry-over (C) Other Volume Type code.
- Other (FM-VOL-OFF-N and FM-VOL-OFF-S):
Any volume which contains a Buy-back (B) or Carry-over (C) Other Volume Type code.
- Total ALL VOLUME (MBF and CCF):
- 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 is added to Regular and Salvage totals 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.