

Database Source: SERVICEWIDE
 Database Update: 10/23/2004

Fiscal Year: 2004 - Cumulative as of 9/30/2004
 Convertible Products

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

FOREST 2										
A. FY Attainment	4041.12	8150.60	1326.77	2738.80					5367.89	10889.40
TOTAL FY ATTAINMENT	4041.12	8150.60	1326.77	2738.80	TOTAL OTHER:					
B. FY Target	3650.00	7300.00	750.00	1500.00					4400.00	8800.00
C. Attainment Percent	110.7%	111.7%	176.9%	182.6%					122.0%	123.7%

FOREST 3										
A. FY Attainment	69741.38	143740.49	4748.53	9691.15					74489.91	153431.64
TOTAL FY ATTAINMENT	69741.38	143740.49	4748.53	9691.15	TOTAL OTHER:					
B. FY Target	58517.00	117034.00	2600.00	5200.00					61117.00	122234.00
C. Attainment Percent	119.2%	122.8%	182.6%	186.4%					121.9%	125.5%

FOREST 4										
A. FY Attainment	5308.42	10953.79	3167.99	5595.64					8476.41	16549.43
TOTAL FY ATTAINMENT	5308.42	10953.79	3167.99	5595.64	TOTAL OTHER:					
B. FY Target	8061.00	16122.00	2000.00	4000.00					10061.00	20122.00
C. Attainment Percent	65.9%	67.9%	158.4%	139.9%					84.3%	82.2%

FOREST 6										
A. FY Attainment	14640.36	30503.97	6425.16	12549.94					21065.52	43053.91
TOTAL FY ATTAINMENT	14640.36	30503.97	6425.16	12549.94	TOTAL OTHER:					
B. FY Target	12500.00	25000.00	5000.00	10000.00					17500.00	35000.00
C. Attainment Percent	117.1%	122.0%	128.5%	125.5%					120.4%	123.0%

FOREST 7										
A. FY Attainment	804.31	1695.37							804.31	1695.37
TOTAL FY ATTAINMENT	804.31	1695.37			TOTAL OTHER:					
B. FY Target	13.00	25.00							13.00	25.00
C. Attainment Percent	187.0%	781.5%							187.0%	781.5%

FOREST 9										
A. FY Attainment	4081.37	9155.17	4584.25	8461.67	256.36	568.44	28.49	63.16	8950.47	18248.44
TOTAL FY ATTAINMENT	4337.73	9723.61	4612.74	8524.83	TOTAL OTHER:					
B. FY Target	6222.00	12444.00	1000.00	2000.00			284.85	631.60	7222.00	14444.00
C. Attainment Percent	69.7%	78.1%	461.3%	426.2%					123.9%	126.3%

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	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 10										
A. FY Attainment	7999.48	18148.82	435.32	781.63					8434.80	18930.45
TOTAL FY ATTAINMENT	7999.48	18148.82	435.32	781.63	TOTAL OTHER:					
B. FY Target	5941.00	11881.00	2250.00	4500.00					8191.00	16381.00
C. Attainment Percent	134.6%	152.8%	19.3%	17.4%					103.0%	115.6%

FOREST 12										
A. FY Attainment	1908.88	3823.94	5195.60	10524.93					7104.48	14348.87
TOTAL FY ATTAINMENT	1908.88	3823.94	5195.60	10524.93	TOTAL OTHER:					
B. FY Target	7250.00	14500.00							7250.00	14500.00
C. Attainment Percent	26.3%	26.4%							98.0%	99.0%

FOREST 13										
A. FY Attainment	9200.80	19619.53	9568.38	19308.51					18769.18	38928.04
TOTAL FY ATTAINMENT	9200.80	19619.53	9568.38	19308.51	TOTAL OTHER:					
B. FY Target	10281.00	20561.00							10281.00	20561.00
C. Attainment Percent	89.5%	95.4%							182.6%	189.3%

FOREST 14										
A. FY Attainment	6248.55	12644.61	12190.02	23903.95					18438.57	36548.56
TOTAL FY ATTAINMENT	6248.55	12644.61	12190.02	23903.95	TOTAL OTHER:					
B. FY Target	15000.00	30000.00							15000.00	30000.00
C. Attainment Percent	41.7%	42.1%							122.9%	121.8%

FOREST 15										
A. FY Attainment	2702.87	7350.73	5231.86	10021.11					7934.73	17371.84
TOTAL FY ATTAINMENT	2702.87	7350.73	5231.86	10021.11	TOTAL OTHER:					
B. FY Target	5413.00	10825.00	2000.00	4000.00					7413.00	14825.00
C. Attainment Percent	49.9%	67.9%	261.6%	250.5%					107.0%	117.2%

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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.