

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 1										
A. FY Attainment	32332.03	81015.20	3380.16	6287.11					35712.19	87302.31
TOTAL FY ATTAINMENT	32332.03	81015.20	3380.16	6287.11	TOTAL OTHER:					
B. FY Target	14323.00	28645.00	3000.00	6000.00					17323.00	34645.00
C. Attainment Percent	225.7%	282.8%	112.7%	104.8%					206.2%	252.0%

FOREST 2										
A. FY Attainment	6922.68	13200.77	386.94	732.00					7309.62	13932.77
TOTAL FY ATTAINMENT	6922.68	13200.77	386.94	732.00	TOTAL OTHER:					
B. FY Target	9236.00	18471.00							9236.00	18471.00
C. Attainment Percent	75.0%	71.5%							79.1%	75.4%

FOREST 3										
A. FY Attainment	6087.10	10746.69							6087.10	10746.69
TOTAL FY ATTAINMENT	6087.10	10746.69			TOTAL OTHER:					
B. FY Target	5034.00	10067.00							5034.00	10067.00
C. Attainment Percent	120.9%	106.8%							120.9%	106.8%

FOREST 4										
A. FY Attainment	15697.69	26955.97	3162.34	5558.76					18860.03	32514.73
TOTAL FY ATTAINMENT	15697.69	26955.97	3162.34	5558.76	TOTAL OTHER:					
B. FY Target	13649.00	27297.00	1100.00	2200.00					14749.00	29497.00
C. Attainment Percent	115.0%	98.8%	287.5%	252.7%					127.9%	110.2%

FOREST 5										
A. FY Attainment	198.19	315.35							198.19	315.35
TOTAL FY ATTAINMENT	198.19	315.35			TOTAL OTHER:					
B. FY Target	133.00	365.00							133.00	365.00
C. Attainment Percent	149.0%	86.4%							149.0%	86.4%

FOREST 6										
A. FY Attainment	4331.79	7186.57							4331.79	7186.57
TOTAL FY ATTAINMENT	4331.79	7186.57			TOTAL OTHER:					
B. FY Target	5919.00	11838.00							5919.00	11838.00
C. Attainment Percent	73.2%	60.7%							73.2%	60.7%

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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 7										
A. FY Attainment	10862.35	19054.55							10862.35	19054.55
TOTAL FY ATTAINMENT	10862.35	19054.55			TOTAL OTHER:					
B. FY Target	7919.00	15838.00							7919.00	15838.00
C. Attainment Percent	137.2%	120.3%							137.2%	120.3%

FOREST 8										
A. FY Attainment	6336.85	14437.87							6336.85	14437.87
TOTAL FY ATTAINMENT	6336.85	14437.87			TOTAL OTHER:					
B. FY Target	10996.00	21992.00							10996.00	21992.00
C. Attainment Percent	57.6%	65.7%							57.6%	65.7%

FOREST 9										
A. FY Attainment	5655.26	9677.45	3198.89	5816.10					8854.15	15493.55
TOTAL FY ATTAINMENT	5655.26	9677.45	3198.89	5816.10	TOTAL OTHER:					
B. FY Target	3530.00	7060.00	2579.00	5158.00					6109.00	12218.00
C. Attainment Percent	160.2%	137.1%	124.0%	112.8%					144.9%	126.8%

FOREST 10										
A. FY Attainment	6485.87	12045.40	6872.26	14928.00					13358.13	26973.40
TOTAL FY ATTAINMENT	6485.87	12045.40	6872.26	14928.00	TOTAL OTHER:					
B. FY Target	3745.00	7489.00	7100.00	14200.00					10845.00	21689.00
C. Attainment Percent	173.2%	160.8%	96.8%	105.1%					123.2%	124.4%

FOREST 12										
A. FY Attainment	2914.87	5728.30	1384.30	2273.35					4299.17	8001.65
TOTAL FY ATTAINMENT	2914.87	5728.30	1384.30	2273.35	TOTAL OTHER:					
B. FY Target	674.00	1347.00	750.00	1500.00					1424.00	2847.00
C. Attainment Percent	432.5%	425.3%	184.6%	151.6%					301.9%	281.1%

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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.