

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 3 -----										
A. FY Attainment	14285.14	28633.31	13827.09	27654.05					28112.23	56287.36
TOTAL FY ATTAINMENT	14285.14	28633.31	13827.09	27654.05	TOTAL OTHER:					
B. FY Target		15230.00		10000.00						25230.00
C. Attainment Percent		188.0%		276.5%						223.1%
----- FOREST 4 -----										
A. FY Attainment	2155.62	4311.40	1030.82	2061.44					3186.44	6372.84
TOTAL FY ATTAINMENT	2155.62	4311.40	1030.82	2061.44	TOTAL OTHER:					
B. FY Target		4144.00		2000.00						6144.00
C. Attainment Percent		104.0%		103.1%						103.7%
----- FOREST 5 -----										
A. FY Attainment	16382.51	33757.12	7404.79	15359.91					23787.30	49117.03
TOTAL FY ATTAINMENT	16382.51	33757.12	7404.79	15359.91	TOTAL OTHER:					
B. FY Target		42231.00		6300.00						48531.00
C. Attainment Percent		79.9%		243.8%						101.2%
----- FOREST 6 -----										
A. FY Attainment	79884.39	203134.78	12835.57	29110.45					92719.96	232245.23
TOTAL FY ATTAINMENT	79884.39	203134.78	12835.57	29110.45	TOTAL OTHER:					
B. FY Target		53532.00		9000.00						62532.00
C. Attainment Percent		379.5%		323.4%						371.4%
----- FOREST 8 -----										
A. FY Attainment	78.62	157.20	1381.65	2762.79					1460.27	2919.99
TOTAL FY ATTAINMENT	78.62	157.20	1381.65	2762.79	TOTAL OTHER:					
B. FY Target		5736.00		1500.00						7236.00
C. Attainment Percent		2.7%		184.2%						40.4%
----- FOREST 9 -----										
A. FY Attainment	6658.40	7842.91	45423.00	90846.00					52081.40	98688.91
TOTAL FY ATTAINMENT	6658.40	7842.91	45423.00	90846.00	TOTAL OTHER:					
B. FY Target		6798.00		4500.00						11298.00
C. Attainment Percent		115.4%		18.8%						873.5%

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)	SALVAGE FM-VOL-OFF-S (MBF)	(CCF)	ALL VOLUME (MBF)	(CCF)

FOREST 10										
A. FY Attainment	6640.63	13281.20	1424.56	2845.37					8065.19	16126.57
TOTAL FY ATTAINMENT	6640.63	13281.20	1424.56	2845.37	TOTAL OTHER:					
B. FY Target		15875.00								15875.00
C. Attainment Percent		83.7%								101.6%

FOREST 11										
A. FY Attainment	94839.60	170391.09	4626.88	8529.87					99466.48	178920.96
TOTAL FY ATTAINMENT	94839.60	170391.09	4626.88	8529.87	TOTAL OTHER:					
B. FY Target		36504.00		16000.00						52504.00
C. Attainment Percent		466.8%		53.3%						340.8%

FOREST 12										
A. FY Attainment	9475.66	16955.08	6262.94	12224.83					15738.60	29179.91
TOTAL FY ATTAINMENT	9475.66	16955.08	6262.94	12224.83	TOTAL OTHER:					
B. FY Target		798.00								798.00
C. Attainment Percent		124.7%								656.6%

FOREST 13										
A. FY Attainment			22572.39	36347.69					22572.39	36347.69
TOTAL FY ATTAINMENT			22572.39	36347.69	TOTAL OTHER:					
B. FY Target		259.00								259.00
C. Attainment Percent										33.9%

FOREST 14										
A. FY Attainment	56469.01	109525.59	13500.53	25838.88					69969.54	135364.47
TOTAL FY ATTAINMENT	56469.01	109525.59	13500.53	25838.88	TOTAL OTHER:					
B. FY Target		101582.00		16000.00						117582.00
C. Attainment Percent		107.8%		161.5%						115.1%

FOREST 15										
A. FY Attainment	2105.53	4325.29	2838.43	5594.83					4943.96	9920.12
TOTAL FY ATTAINMENT	2105.53	4325.29	2838.43	5594.83	TOTAL OTHER:					
B. FY Target		1235.00		7200.00						8435.00
C. Attainment Percent		350.2%		77.7%						117.6%

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)	REGULAR FM-VOL-OFF-N (MBF)	(CCF)	SALVAGE FM-VOL-OFF-S (MBF)	(CCF)	ALL VOLUME (MBF)	(CCF)

FOREST 16										
A. FY Attainment	14262.28	31109.95	6733.92	11169.63					20996.20	42279.58
TOTAL FY ATTAINMENT	14262.28	31109.95	6733.92	11169.63	TOTAL OTHER:					
B. FY Target		5387.00								5387.00
C. Attainment Percent		577.5%								784.8%

FOREST 17										
A. FY Attainment	16820.61	33527.51	14353.88	25368.77					31174.49	58896.28
TOTAL FY ATTAINMENT	16820.61	33527.51	14353.88	25368.77	TOTAL OTHER:					
B. FY Target		22334.00		20000.00						42334.00
C. Attainment Percent		150.1%		126.8%						139.1%

FOREST 19										
A. FY Attainment			1288.67	3012.34					1288.67	3012.34
TOTAL FY ATTAINMENT			1288.67	3012.34	TOTAL OTHER:					
B. FY Target										
C. Attainment Percent										

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

Fiscal Year: 2004 - Cumulative as of 9/30/2004
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.