









































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	14241.24	28907.83	44477.22	77826.59					58718.46	106734.42
TOTAL FY ATTAINMENT	14241.24	28907.83	44477.22	77826.59	TOTAL OTHER:					
B. FY Target		71060.00		42500.00						113560.00
C. Attainment Percent		40.7%		183.1%						94.0%
----- FOREST 2 -----										
A. FY Attainment	15529.20	34895.82	37246.34	66751.22					52775.54	101647.04
TOTAL FY ATTAINMENT	15529.20	34895.82	37246.34	66751.22	TOTAL OTHER:					
B. FY Target		51084.00		47395.00						98479.00
C. Attainment Percent		68.3%		140.8%						103.2%
----- FOREST 3 -----										
A. FY Attainment	13172.60	24955.45	3865.74	7326.85					17038.34	32282.30
TOTAL FY ATTAINMENT	13172.60	24955.45	3865.74	7326.85	TOTAL OTHER:					
B. FY Target		29250.00		3250.00						32500.00
C. Attainment Percent		85.3%		225.4%						99.3%
----- FOREST 4 -----										
A. FY Attainment	11847.69	22784.00	51143.03	98349.71					62990.72	121133.71
TOTAL FY ATTAINMENT	11847.69	22784.00	51143.03	98349.71	TOTAL OTHER:					
B. FY Target		22434.00		65357.00						87791.00
C. Attainment Percent		101.6%		150.5%						138.0%
----- FOREST 5 -----										
A. FY Attainment	2910.48	5597.10	1070.93	1928.34					3981.41	7525.44
TOTAL FY ATTAINMENT	2910.48	5597.10	1070.93	1928.34	TOTAL OTHER:					
B. FY Target		12590.00		2080.00						14670.00
C. Attainment Percent		44.5%		92.7%						51.3%
----- FOREST 6 -----										
A. FY Attainment	2966.35	4710.75	2303.39	4327.37					5269.74	9038.12
TOTAL FY ATTAINMENT	2966.35	4710.75	2303.39	4327.37	TOTAL OTHER:					
B. FY Target		27380.00		10350.00						37730.00
C. Attainment Percent		17.2%		41.8%						24.0%

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	FM-VOL-OFF-N (MBF)	FM-VOL-OFF-S (CCF)	FM-VOL-OFF-N (MBF)	FM-VOL-OFF-S (CCF)	REGULAR FM-VOL-OFF-N (MBF)	REGULAR FM-VOL-OFF-S (CCF)	SALVAGE FM-VOL-OFF-N (MBF)	SALVAGE FM-VOL-OFF-S (CCF)	ALL VOLUME (MBF)	ALL VOLUME (CCF)
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FOREST 7										
A. FY Attainment	3052.49	6266.71	1748.05	3296.44					4800.54	9563.15
TOTAL FY ATTAINMENT	3052.49	6266.71	1748.05	3296.44	TOTAL OTHER:					
B. FY Target		21000.00		1000.00						22000.00
C. Attainment Percent		29.8%		329.6%						43.5%
-----										
FOREST 9										
A. FY Attainment	12154.24	22685.17	2163.70	4077.90					14317.94	26763.07
TOTAL FY ATTAINMENT	12154.24	22685.17	2163.70	4077.90	TOTAL OTHER:					
B. FY Target		16080.00		3160.00						19240.00
C. Attainment Percent		141.1%		129.0%						139.1%
-----										
FOREST 10										
A. FY Attainment	24.65	47.70	290.91	557.11					315.56	604.81
TOTAL FY ATTAINMENT	24.65	47.70	290.91	557.11	TOTAL OTHER:					
B. FY Target		13495.00		7500.00						20995.00
C. Attainment Percent		.4%		7.4%						2.9%
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FOREST 11										
A. FY Attainment	770.40	1537.00	71567.82	131046.78					72338.22	132583.78
TOTAL FY ATTAINMENT	770.40	1537.00	71567.82	131046.78	TOTAL OTHER:					
B. FY Target		13495.00		7500.00						20995.00
C. Attainment Percent		11.4%		747.3%						631.5%
-----										
FOREST 12										
A. FY Attainment	20356.02	40327.15	2414.43	4871.27					22770.45	45198.42
TOTAL FY ATTAINMENT	20356.02	40327.15	2414.43	4871.27	TOTAL OTHER:					
B. FY Target		33020.00		7600.00						40620.00
C. Attainment Percent		122.1%		64.1%						111.3%
-----										
FOREST 14										
A. FY Attainment	8251.38	15972.28	14225.22	27950.56					22476.60	43922.84
TOTAL FY ATTAINMENT	8251.38	15972.28	14225.22	27950.56	TOTAL OTHER:					
B. FY Target		28850.00		28820.00						57670.00
C. Attainment Percent		55.4%		97.0%						76.2%
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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)
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FOREST 15										
A. FY Attainment	2793.14	5154.76	34169.93	65681.93					36963.07	70836.69
TOTAL FY ATTAINMENT	2793.14	5154.76	34169.93	65681.93	TOTAL OTHER:					
B. FY Target		36450.00		4750.00						41200.00
C. Attainment Percent		14.1%		382.8%						171.9%
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FOREST 16										
A. FY Attainment	5281.00	10444.50	11273.24	20536.40					16554.24	30980.90
TOTAL FY ATTAINMENT	5281.00	10444.50	11273.24	20536.40	TOTAL OTHER:					
B. FY Target		11500.00		15000.00						26500.00
C. Attainment Percent		90.8%		136.9%						116.9%
-----										
FOREST 17										
A. FY Attainment	21538.38	41488.76	14735.02	28277.64					36273.40	69766.40
TOTAL FY ATTAINMENT	21538.38	41488.76	14735.02	28277.64	TOTAL OTHER:					
B. FY Target		54830.00		11840.00						66670.00
C. Attainment Percent		75.7%		238.8%						104.6%
-----										
FOREST 18										
A. FY Attainment	44690.26	82317.99	2796.72	4995.51					47486.98	87313.50
TOTAL FY ATTAINMENT	44690.26	82317.99	2796.72	4995.51	TOTAL OTHER:					
B. FY Target		91130.00		6250.00						97380.00
C. Attainment Percent		90.3%		79.9%						89.7%
-----										
FOREST 21										
A. FY Attainment	5931.86	11247.94	25254.61	45969.33					31186.47	57217.27
TOTAL FY ATTAINMENT	5931.86	11247.94	25254.61	45969.33	TOTAL OTHER:					
B. FY Target		25748.00		31913.00						57661.00
C. Attainment Percent		43.7%		144.0%						99.2%
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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.
- Y1. Alternative Tbr(R6): Volume in addition to programmed volume per Sec.2001(k)(3) of Rescissions Act - R6 only.
- VOLUME ADJUSTMENTS TO SALES AFTER AWARD: Adjustments in specified reporting period.
- Z. Adjusted Sale Volume: Volume, other than Opted Volume, added to contract.