

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) | FM-VOL-OFF-N (CCF) | FM-VOL-OFF-S (MBF) | FM-VOL-OFF-S (CCF) | FM-VOL-OFF-N (MBF) | FM-VOL-OFF-N (CCF) | FM-VOL-OFF-S (MBF) | FM-VOL-OFF-S (CCF) | ALL VOLUME (MBF) | ALL VOLUME (CCF) |
| ----- | | | | | | | | | | |
| FOREST 4 | | | | | | | | | | |
| A. FY Attainment | 2.50 | 4.50 | | | | | | | 2.50 | 4.50 |
| TOTAL FY ATTAINMENT | 2.50 | 4.50 | | | TOTAL OTHER: | | | | | |
| B. FY Target | | 2000.00 | | | | | | | | 2000.00 |
| C. Attainment Percent | | .2% | | | | | | | | .2% |
| ----- | | | | | | | | | | |
| FOREST 5 | | | | | | | | | | |
| A. FY Attainment | 64404.25 | 134277.76 | 8220.27 | 17008.22 | | | | | 72624.52 | 151285.98 |
| TOTAL FY ATTAINMENT | 64404.25 | 134277.76 | 8220.27 | 17008.22 | TOTAL OTHER: | | | | | |
| B. FY Target | | 312000.00 | | 6000.00 | | | | | | 318000.00 |
| C. Attainment Percent | | 43.0% | | 283.5% | | | | | | 47.6% |
| ----- | | | | | | | | | | |

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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- D. Withdrawn: Current sale status is withdrawn (W).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.