

























Database Source: SERVICEWIDE  
 Database Update: 10/25/2005

Fiscal Year: 2005 - Cumulative as of 9/30/2005  
 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 1										
A. FY Attainment	27626.81	51827.83	2497.55	4541.00					30124.36	56368.83
TOTAL FY ATTAINMENT	27626.81	51827.83	2497.55	4541.00	TOTAL OTHER:					
B. FY Target	17488.00	34975.00	2250.00	4500.00					19738.00	39475.00
C. Attainment Percent	158.0%	148.2%	111.0%	100.9%					152.6%	142.8%
-----										
FOREST 2										
A. FY Attainment	11513.95	23582.56							11513.95	23582.56
TOTAL FY ATTAINMENT	11513.95	23582.56			TOTAL OTHER:					
B. FY Target	4923.00	9846.00							4923.00	9846.00
C. Attainment Percent	233.9%	239.5%							233.9%	239.5%
-----										
FOREST 3										
A. FY Attainment	22624.02	37008.44							22624.02	37008.44
TOTAL FY ATTAINMENT	22624.02	37008.44			TOTAL OTHER:					
B. FY Target	13705.00	27409.00							13705.00	27409.00
C. Attainment Percent	165.1%	135.0%							165.1%	135.0%
-----										
FOREST 4										
A. FY Attainment	25847.70	43887.75	2421.77	4174.02					28269.47	48061.77
TOTAL FY ATTAINMENT	25847.70	43887.75	2421.77	4174.02	TOTAL OTHER:					
B. FY Target	21850.00	43700.00							21850.00	43700.00
C. Attainment Percent	118.3%	100.4%							129.4%	110.0%
-----										
FOREST 5										
A. FY Attainment	705.84	1202.14							705.84	1202.14
TOTAL FY ATTAINMENT	705.84	1202.14			TOTAL OTHER:					
B. FY Target	150.00	300.00							150.00	300.00
C. Attainment Percent	470.6%	400.7%							470.6%	400.7%
-----										
FOREST 6										
A. FY Attainment	4991.43	8830.30							4991.43	8830.30
TOTAL FY ATTAINMENT	4991.43	8830.30			TOTAL OTHER:					
B. FY Target	4050.00	8100.00							4050.00	8100.00
C. Attainment Percent	123.2%	109.0%							123.2%	109.0%
-----										

Database Source: SERVICEWIDE  
 Database Update: 10/25/2005

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 7										
A. FY Attainment	3895.51	6202.35	49.45	104.50					3944.96	6306.85
TOTAL FY ATTAINMENT	3895.51	6202.35	49.45	104.50	TOTAL OTHER:					
B. FY Target	15965.00	31929.00							15965.00	31929.00
C. Attainment Percent	24.4%	19.4%							24.7%	19.8%
-----										
FOREST 8										
A. FY Attainment	6611.85	14353.25							6611.85	14353.25
TOTAL FY ATTAINMENT	6611.85	14353.25			TOTAL OTHER:					
B. FY Target	6000.00	12000.00	100.00	200.00					6100.00	12200.00
C. Attainment Percent	110.2%	119.6%							108.4%	117.6%
-----										
FOREST 9										
A. FY Attainment	8985.43	14938.44							8985.43	14938.44
TOTAL FY ATTAINMENT	8985.43	14938.44			TOTAL OTHER:					
B. FY Target	5300.00	10600.00							5300.00	10600.00
C. Attainment Percent	169.5%	140.9%							169.5%	140.9%
-----										
FOREST 10										
A. FY Attainment	9670.11	17151.28	5506.18	11341.43					15176.29	28492.71
TOTAL FY ATTAINMENT	9670.11	17151.28	5506.18	11341.43	TOTAL OTHER:					
B. FY Target	3000.00	6000.00	5450.00	10900.00					8450.00	16900.00
C. Attainment Percent	322.3%	285.9%	101.0%	104.0%					179.6%	168.6%
-----										
FOREST 12										
A. FY Attainment	1167.27	2108.11	1084.38	1773.66					2251.65	3881.77
TOTAL FY ATTAINMENT	1167.27	2108.11	1084.38	1773.66	TOTAL OTHER:					
B. FY Target	750.00	1500.00	650.00	1300.00					1400.00	2800.00
C. Attainment Percent	155.6%	140.5%	166.8%	136.4%					160.8%	138.6%
-----										

Database Source: SERVICEWIDE  
Database Update: 10/25/2005

Fiscal Year: 2005 - Cumulative as of 9/30/2005  
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.