

WEST ARGYLL MARKETING PLAN, APRIL 2019 - MARCH 2020 SALE PLAN PERIOD

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE	GREEN LOGS	CONVERTED	GREEN / RED MIX	CONVERTED	GPA / GSA 14cm	CONVERTED	LARGE DIAMETER	CONVERTED	SMALL ROUNDWOOD	CONVERTED
		K M3 OBS	K M3 OBS	TO M3UB	RED LOGS 16cm+ K M3 OBS	TO M3UB/TON	PALLET/BARS K M3 OBS	TO M3UB/TON	OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	TO M3UB/TON	(Chip, Pulp, Woodfuel) K M3 OBS	TO M3UB/TON
11-Jan-19	20 Feb 2019	10.00			4.60	3.82			0.36	0.30	2.70	2.24
13-Mar-19	24 Apr 2019	21.00			10.50	8.72	1.00	0.83			3.00	2.49
15-May-19	26 Jun 2019	11.00			11.80	9.79	1.00	0.83	0.50	0.42	4.10	3.40
31-Jul-19	11 Sep 2019	16.60			11.80	9.79	1.50	1.25	0.60	0.50	3.10	2.57
09-Oct-19	20 Nov 2019	22.00			9.80	8.13	3.00	2.49			4.10	3.40
		80.60			48.50	40.26	6.50	5.40	1.46	1.21	17.00	14.11

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
20 Feb 2019	10.00	7.66	6.36	17.66	
24 Apr 2019	21.00	14.50	12.04	35.50	
26 Jun 2019	11.00	17.40	14.44	28.40	
11 Sep 2019	16.60	17.00	14.11	33.60	
20 Nov 2019	22.00	16.90	14.03	38.90	
	80.60	73.46	60.97	154.06	33.5% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE	DP LOG PRODUCTS	CONVERTED	
	K M3 OBS	K M3 OBS	TO M3 UB	
STANDING TIMBER	3.00			
NICHE MARKET LOGS (NML / NMH)		3.50	2.91	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		2.00	1.66	
FIREWOOD		3.90	3.24	
OTHER LOGS (OO, OL, OLP, FENCING)				
TOTAL	3.00	9.40	7.80	2.7% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE	GREEN	GREEN / RED MIX	GPS / GSA 14cm	SMALL ROUNDWOOD	FENCING	TOTAL
	K M3 OBS	K M3 OBS	RED LOGS 16cm K M3 OBS	PALLET / BARS K M3 OBS	(Chip, Pulp, Woodfuel) K M3 OBS	K M3 OBS	VOLUME
TOTAL LTC COMMITMENT	171.40		60.00	6.20	55.80		293.40
							63.8%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	205.00
DP PUT FORWARD	204.86
% OF DP SALES PLAN	99.9%
TOTAL SS (M3OBS) SALES PLAN	255.00
SS PUT FORWARD	255.00
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	459.86
SALES PLAN COMMITMENT	460.00
DP/SS % OF SALES PLAN	100.0%

LOCHABER MARKETING PLAN, APRIL 2019 - MARCH 2020 SALE PLAN PERIOD

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
11-Jan-19	20 Feb 2019	10.75			0.42	0.35			0.54	0.45	0.48	0.40
13-Mar-19	24 Apr 2019	15.50			0.50	0.42						
15-May-19	26 Jun 2019	8.50			0.58	0.48			1.50	1.25		
31-Jul-19	11 Sep 2019								0.96	0.80		
09-Oct-19	20 Nov 2019								1.50	1.25	0.50	0.42
		34.75			1.50	1.25			4.50	3.74	0.98	0.81

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
20 Feb 2019	10.75	0.50	1.44	1.20	1.44
24 Apr 2019	15.50		1.50	1.25	11.25
26 Jun 2019	8.50		1.54	1.28	17.00
11 Sep 2019			2.00	1.66	10.04
20 Nov 2019			6.98	5.79	2.00
	34.75	6.98	5.79	41.73	22.6% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	3.00			
NICHE MARKET LOGS (NML / NMH)		0.40	0.33	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		2.00	1.66	
FIREWOOD		3.00	2.49	
OTHER LOGS (OO, OL, OLP, FENCING)		1.90	1.58	
TOTAL	3.00	7.30	6.06	5.6% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPA / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	TOTAL VOLUME
TOTAL LTC COMMITMENT	91.25	23.60	1.50	4.00	12.40		132.75
							71.8%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	55.80
DP PUT FORWARD	55.78
% OF DP SALES PLAN	100.0%
TOTAL SS (M3OBS) SALES PLAN	129.00
SS PUT FORWARD	129.00
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	184.78
SALES PLAN COMMITMENT	184.80
DP/SS % OF SALES PLAN	100.0%

SUMMARY WEST MARKETING PLAN, APRIL 2019 - MARCH 2020 SALE PLAN PERIOD

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
11-Jan-19	20 Feb 2019	10.00			5.02	4.17			0.90	0.75	3.18	2.64
13-Mar-19	24 Apr 2019	31.75			11.00	9.13	1.00				3.00	2.49
15-May-19	26 Jun 2019	26.50			11.80	9.79	1.00		2.00	1.66	4.10	3.40
31-Jul-19	11 Sep 2019	25.10			12.38	10.28	1.50		1.56	1.29	3.10	2.57
09-Oct-19	20 Nov 2019	22.00			9.80	8.13	3.00		1.50	1.25	4.60	3.82
		115.35			50.00	41.50	6.50	5.40	5.96	4.95	17.98	14.92

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
20 Feb 2019	10.00	9.10	7.55	19.10	10%
24 Apr 2019	31.75	15.00	12.45	46.75	24%
26 Jun 2019	26.50	18.90	15.69	45.40	23%
11 Sep 2019	25.10	18.54	15.39	43.64	22%
20 Nov 2019	22.00	18.90	15.69	40.90	21%
	115.35	80.44	66.77	195.79	30.4% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	6.00			
NICHE MARKET LOGS (NML / NMH)		3.90	3.24	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		4.00	3.32	
FIREWOOD		6.90	5.73	
OTHER LOGS (OO, OL, OLP, FENCING)		1.90	1.58	
TOTAL	6.00	16.70	13.86	3.5% of Sales Plan

LONG TERM CONTRACTS

STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	TOTAL VOLUME
262.65	23.60	61.50	10.20	68.20		426.15
						66.1%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	260.80
DP PUT FORWARD	260.64
% OF DP SALES PLAN	99.9%
TOTAL SS (M3OBS) SALES PLAN	384.00
SS PUT FORWARD	384.00
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	644.64
SALES PLAN COMMITMENT	644.80
DP/SS % OF SALES PLAN	100.0%

COWAL & TROSSACHS MARKETING PLAN. APRIL 2019 - MARCH 2020 SALE PLAN PERIOD

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
11-Jan-19	20 Feb 2019	59.25			2.50	2.08			0.96	0.80		
13-Mar-19	24 Apr 2019	33.55						0.40	0.33			
15-May-19	26 Jun 2019	36.85						0.50	0.42			
31-Jul-19	11 Sep 2019	20.00						0.50	0.42			
09-Oct-19	20 Nov 2019	33.00						0.50	0.42			
		182.65			2.50	2.08		2.86	2.37			

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
20 Feb 2019	59.25	3.46	2.87	62.71	33%
24 Apr 2019	33.55	0.40	0.33	33.95	18%
26 Jun 2019	36.85	0.50	0.42	37.35	20%
11 Sep 2019	20.00	0.50	0.42	20.50	11%
20 Nov 2019	33.00	0.50	0.42	33.50	18%
	182.65	5.36	4.45	188.01	62.2% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)		0.60	0.50	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD		4.00	3.32	
OTHER LOGS (OO, OL, OLP, FENCING)		6.05	5.02	
TOTAL		10.65	8.84	3.5% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	TOTAL VOLUME
TOTAL LTC COMMITMENT	61.00		16.00	4.20	19.80		101.00
							33.4%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	56.00
DP PUT FORWARD	56.01
% OF DP SALES PLAN	100.0%
TOTAL SS (M3OBS) SALES PLAN	246.10
SS PUT FORWARD	243.65
% OF SS SALES PLAN	99.0%
TOTAL VOLUME PUT FORWARD	299.66
SALES PLAN COMMITMENT	302.10
DP/SS % OF SALES PLAN	99.2%

SCOTTISH LOWLANDS MARKETING PLAN. APRIL 2019 - MARCH 2020 SALE PLAN PERIOD

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
11-Jan-19	20 Feb 2019	20.67			2.50	2.08						
13-Mar-19	24 Apr 2019	21.00										
15-May-19	26 Jun 2019	30.00										
31-Jul-19	11 Sep 2019	14.00	3.50		2.91							
09-Oct-19	20 Nov 2019											
		85.67	3.50	2.91	2.50	2.08						

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)
20 Feb 2019	20.67	2.50	2.08	23.17
24 Apr 2019	21.00			21.00
26 Jun 2019	30.00			30.00
11 Sep 2019	14.00	3.50	2.91	17.50
20 Nov 2019				
	85.67	6.00	4.98	91.67

53.3% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB
STANDING TIMBER			
NICHE MARKET LOGS (NML / NMH)		0.10	0.08
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)			
FIREWOOD		4.00	3.32
OTHER LOGS (OO, OL, OLP, FENCING)			
TOTAL		4.10	3.40

2.4% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	TOTAL VOLUME
TOTAL LTC COMMITMENT	49.00			2.00	28.50		79.50

46.2%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	38.10
DP PUT FORWARD	40.60
% OF DP SALES PLAN	107%
TOTAL SS (M3OBS) SALES PLAN	133.90
SS PUT FORWARD	134.67
% OF SS SALES PLAN	100.6%
TOTAL VOLUME PUT FORWARD	175.27
SALES PLAN COMMITMENT	172.00
DP/SS % OF SALES PLAN	101.9%

SUMMARY CENTRAL MARKETING PLAN, APRIL 2019 - MARCH 2020 SALE PLAN PERIOD

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
11-Jan-19	20 Feb 2019	79.92			5.00	4.15			0.96	0.80		
13-Mar-19	24 Apr 2019	54.55						0.40	0.33			
15-May-19	26 Jun 2019	66.85						0.50	0.42			
31-Jul-19	11 Sep 2019	34.00	3.50	2.91				0.50	0.42			
09-Oct-19	20 Nov 2019	33.00						0.50	0.42			
		268.32	3.50	2.91	5.00	4.15		2.86	2.37			

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
20 Feb 2019	79.92	5.96	4.95	85.88	31%
24 Apr 2019	54.55	0.40	0.33	54.95	20%
26 Jun 2019	66.85	0.50	0.42	67.35	24%
11 Sep 2019	34.00	4.00	3.32	38.00	14%
20 Nov 2019	33.00	0.50	0.42	33.50	12%
	268.32	11.36	9.43	279.68	59.0% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)		0.70	0.58	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD		8.00	6.64	
OTHER LOGS (OO, OL, OLP, FENCING)		6.05	5.02	
TOTAL		14.75	12.24	3.1% of Sales Plan

LONG TERM CONTRACTS

STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	TOTAL VOLUME
110.00		16.00	6.20	48.30		180.50
						38.1%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	94.10
DP PUT FORWARD	96.61
% OF DP SALES PLAN	102.7%
TOTAL SS (M3OBS) SALES PLAN	380.00
SS PUT FORWARD	378.32
% OF SS SALES PLAN	99.6%
TOTAL VOLUME PUT FORWARD	474.93
SALES PLAN COMMITMENT	474.10
DP/SS % OF SALES PLAN	100.2%

TAY MARKETING PLAN, APRIL 2019 - MARCH 2020 SALE PLAN PERIOD

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
11-Jan-19	20 Feb 2019	12.60	3.00	2.49	4.50	3.74			1.20	1.00		
13-Mar-19	24 Apr 2019	20.00			6.00	4.98			1.00	0.83		
15-May-19	26 Jun 2019	5.00			6.20	5.15			1.00	0.83		
31-Jul-19	11 Sep 2019				7.00	5.81	1.50	1.25	0.20	0.17		
09-Oct-19	20 Nov 2019								3.40	2.82	0.50	0.42
		37.60	3.00	2.49	23.70	19.67	1.50	1.25			0.50	0.42

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
20 Feb 2019		4.20	3.49	4.20	6%
24 Apr 2019	12.60	4.50	3.74	17.10	25%
26 Jun 2019	20.00	7.00	5.81	27.00	39%
11 Sep 2019	5.00	7.20	5.98	12.20	18%
20 Nov 2019		9.20	7.64	9.20	13%
	37.60	32.10	26.64	69.70	43.3% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)		4.00	3.32	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD		6.00	4.98	
OTHER LOGS (OO, OL, OLP, FENCING)				
TOTAL		10.00	8.30	6.2% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	TOTAL VOLUME
TOTAL LTC COMMITMENT	55.00	2.00		5.00	19.70		81.70
							50.8%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	68.30
DP PUT FORWARD	68.80
% OF DP SALES PLAN	100.7%
TOTAL SS (M3OBS) SALES PLAN	92.60
SS PUT FORWARD	92.60
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	161.40
SALES PLAN COMMITMENT	160.90
DP/SS % OF SALES PLAN	100.3%

MORAY & ABERDEENSHIRE MARKETING PLAN, APRIL 2019 - MARCH 2020 SALE PLAN PERIOD

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
11-Jan-19	20 Feb 2019	13.70	2.53	2.10							1.20	1.00
13-Mar-19	24 Apr 2019	6.18	1.05	0.87							2.30	1.91
15-May-19	26 Jun 2019	20.67									7.00	5.81
31-Jul-19	11 Sep 2019	5.32	3.45	2.86	1.00	0.83					6.55	5.44
09-Oct-19	20 Nov 2019	3.01	2.78	2.31	1.60	1.33					5.70	4.73
		48.88	9.81	8.14	2.60	2.16					22.75	18.88

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
20 Feb 2019	13.70	3.73	3.10	17.43	21%
24 Apr 2019	6.18	3.35	2.78	9.53	11%
26 Jun 2019	20.67	7.00	5.81	27.67	33%
11 Sep 2019	5.32	11.00	9.13	16.32	19%
20 Nov 2019	3.01	10.08	8.37	13.09	16%
	48.88	35.16	29.18	84.04	24.7% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	2.97			
NICHE MARKET LOGS (NML / NMH)		0.67	0.56	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		6.40	5.31	
FIREWOOD		7.03	5.83	
OTHER LOGS (OO, OL, OLP, FENCING)		3.40	2.82	
TOTAL	2.97	17.50	14.53	6.0% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	TOTAL VOLUME
TOTAL LTC COMMITMENT	49.23	72.19	13.77	9.80	84.67	6.90	236.56
							69.5%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	239.10
DP PUT FORWARD	239.99
% OF DP SALES PLAN	100.4%
TOTAL SS (M3OBS) SALES PLAN	101.40
SS PUT FORWARD	101.08
% OF SS SALES PLAN	99.7%
TOTAL VOLUME PUT FORWARD	341.07
SALES PLAN COMMITMENT	340.50
DP/SS % OF SALES PLAN	100.2%



SUMMARY EAST MARKETING PLAN, APRIL 2019 - MARCH 2020 SALE PLAN PERIOD

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
11-Jan-19	20 Feb 2019	13.70	5.53	4.59	0.00	0.00	0.00	0.00	1.20	1.00	1.20	1.00
13-Mar-19	24 Apr 2019	18.78	1.05	0.87	4.50	3.74	0.00	0.00	0.00	0.00	2.30	1.91
15-May-19	26 Jun 2019	40.67	0.00	0.00	6.00	4.98	0.00	0.00	1.00	0.83	7.00	5.81
31-Jul-19	11 Sep 2019	10.32	3.45	2.86	7.20	5.98	0.00	0.00	1.00	0.83	6.55	5.44
09-Oct-19	20 Nov 2019	3.01	2.78	2.31	8.60	7.14	1.50	1.25	0.20	0.17	6.20	5.15
		86.48	12.81	10.63	26.30	21.83	1.50	1.25	3.40	2.82	23.25	19.30

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
20 Feb 2019	13.70	7.93	6.58	21.63	14%
24 Apr 2019	18.78	7.85	6.52	26.63	17%
26 Jun 2019	40.67	14.00	11.62	54.67	36%
11 Sep 2019	10.32	18.20	15.11	28.52	19%
20 Nov 2019	3.01	19.28	16.00	22.29	14%
	86.48	67.26	55.83	153.74	30.7% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	2.97		0.00	
NICHE MARKET LOGS (NML / NMH)		4.67	3.88	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		6.40	5.31	
FIREWOOD		13.03	10.81	
OTHER LOGS (OO, OL, OLP, FENCING)		3.40	2.82	
TOTAL	2.97	27.50	22.83	6.1% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPA / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	TOTAL VOLUME
	104.23	74.19	13.77	14.80	104.37	6.90	318.26
							63.5%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	307.40
DP PUT FORWARD	308.79
% OF DP SALES PLAN	100.5%
TOTAL SS (M3OBS) SALES PLAN	194.00
SS PUT FORWARD	193.68
% OF SS SALES PLAN	99.8%
TOTAL VOLUME PUT FORWARD	502.47
SALES PLAN COMMITMENT	501.40
DP/SS % OF SALES PLAN	100.2%

NORTH HIGHLAND MARKETING PLAN, APRIL 2019 - MARCH 2020 SALE PLAN PERIOD

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
11-Jan-19	20 Feb 2019	30.50										
13-Mar-19	24 Apr 2019	28.80										
15-May-19	26 Jun 2019	3.10										
31-Jul-19	11 Sep 2019	4.29										
09-Oct-19	20 Nov 2019											
		66.69										

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
20 Feb 2019	30.50			30.50	46%
24 Apr 2019	28.80			28.80	43%
26 Jun 2019	3.10			3.10	5%
11 Sep 2019	4.29			4.29	6%
20 Nov 2019					
	66.69			66.69	29.6% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD		5.00	4.15	
OTHER LOGS (OO, OL, OLP, FENCING)				
TOTAL		5.00	4.15	2.2% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	TOTAL VOLUME
TOTAL LTC COMMITMENT	162.55						162.55
							72.2%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	5.00
DP PUT FORWARD	5.00
% OF DP SALES PLAN	100%
TOTAL SS (M3OBS) SALES PLAN	220.00
SS PUT FORWARD	229.25
% OF SS SALES PLAN	104.2%
TOTAL VOLUME PUT FORWARD	234.25
SALES PLAN COMMITMENT	225.00
DP/SS % OF SALES PLAN	104.1%

INVERNESS ROSS SKYE MARKETING PLAN, APRIL 2019 - MARCH 2020 SALE PLAN PERIOD

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
11-Jan-19	20 Feb 2019	5.63	3.00	2.49	0.25	0.21	0.35	0.29	0.35	0.29		
13-Mar-19	24 Apr 2019	12.96	3.50	2.91	1.10	0.91	0.85	0.71			3.00	2.49
15-May-19	26 Jun 2019	18.59	7.25	6.02	0.88	0.73	0.40	0.33				
31-Jul-19	11 Sep 2019	27.60	4.70	3.90	0.80	0.66			0.40	0.33	2.75	2.28
09-Oct-19	20 Nov 2019	17.10	3.20	2.66	0.40	0.33						
		81.88	21.65	17.97	3.43	2.85	1.60	1.33	0.75	0.62	5.75	4.77

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
20 Feb 2019	5.63	3.25	2.70	8.88	
24 Apr 2019	12.96	5.30	4.40	18.26	
26 Jun 2019	18.59	11.98	9.94	30.57	
11 Sep 2019	27.60	5.90	4.90	33.50	
20 Nov 2019	17.10	6.75	5.60	23.85	
	81.88	33.18	27.54	115.06	39.0% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	2.15			
NICHE MARKET LOGS (NML / NMH)		0.50	0.42	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		3.10	2.57	
FIREWOOD		4.00	3.32	
OTHER LOGS (OO, OL, OLP, FENCING)		5.00	4.15	
TOTAL	2.15	12.60	10.46	5.0% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPA / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	TOTAL VOLUME
TOTAL LTC COMMITMENT	105.20	9.80	4.50	2.20	30.40	5.80	157.90

53.5% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	90.00
DP PUT FORWARD	98.48
% OF DP SALES PLAN	109.4%
TOTAL SS (M3OBS) SALES PLAN	205.00
SS PUT FORWARD	189.23
% OF SS SALES PLAN	92.3%
TOTAL VOLUME PUT FORWARD	287.71
SALES PLAN COMMITMENT	295.00
DP/SS % OF SALES PLAN	97.5%

SUMMARY NORTH MARKETING PLAN, APRIL 2019 - MARCH 2020 SALE PLAN PERIOD

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
11-Jan-19	20 Feb 2019	36.13	3.00	2.49	0.25	0.21						
13-Mar-19	24 Apr 2019	41.76	3.50	2.91	1.10	0.91	0.35	0.35	0.29			
15-May-19	26 Jun 2019	21.69	7.25	6.02	0.88	0.73	0.85		0.71		3.00	2.49
31-Jul-19	11 Sep 2019	31.89	4.70	3.90	0.80	0.66	0.40		0.33			
09-Oct-19	20 Nov 2019	17.10	3.20	2.66	0.40	0.33		0.40	0.33		2.75	2.28
		148.57	21.65	17.97	3.43	2.85	1.60	1.33	0.75	0.62	5.75	4.77

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
20 Feb 2019	36.13	3.25	2.70	39.38	22%
24 Apr 2019	41.76	5.30	4.40	47.06	26%
26 Jun 2019	21.69	11.98	9.94	33.67	19%
11 Sep 2019	31.89	5.90	4.90	37.79	21%
20 Nov 2019	17.10	6.75	5.60	23.85	13%
	148.57	33.18	27.54	181.75	35.0% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	2.15			
NICHE MARKET LOGS (NML / NMH)		0.50	0.415	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		3.10	2.573	
FIREWOOD		9.00	7.47	
OTHER LOGS (OO, OL, OLP, FENCING)		5.00	4.15	
TOTAL	2.15	17.60	14.61	3.8% of Sales Plan

LONG TERM CONTRACTS

STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	TOTAL VOLUME
267.75	9.80	4.50	2.20	30.40	5.80	320.45
						61.6%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	95.00
DP PUT FORWARD	103.48
% OF DP SALES PLAN	108.9%
TOTAL SS (M3OBS) SALES PLAN	425.00
SS PUT FORWARD	418.47
% OF SS SALES PLAN	98.5%
TOTAL VOLUME PUT FORWARD	521.95
SALES PLAN COMMITMENT	520.00
DP/SS % OF SALES PLAN	100.4%

GALLOWAY MARKETING PLAN, APRIL 2019 - MARCH 2020 SALE PLAN PERIOD

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON	
11-Jan-19	20 Feb 2019	34.80		1.00	0.83	1.00				1.00	0.83	3.00	2.49
13-Mar-19	24 Apr 2019	10.00				2.00				1.00	0.83	2.00	1.66
15-May-19	26 Jun 2019			1.00	0.83	1.00				1.00	0.83	2.00	1.66
31-Jul-19	11 Sep 2019	4.50				2.00				1.00	0.83	3.00	2.49
09-Oct-19	20 Nov 2019	4.30		1.00	0.83	1.00				1.00	0.83	3.00	2.49
		53.60		3.00	2.49	7.00				5.00	4.15	13.00	10.79

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)
20 Feb 2019	34.80	6.00	4.98	40.80
24 Apr 2019	10.00	5.50	4.57	15.50
26 Jun 2019		5.50	4.57	5.50
11 Sep 2019	4.50	6.50	5.40	11.00
20 Nov 2019	4.30	6.50	5.40	10.80
	53.60	30.00	24.90	83.60

15.5% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB
STANDING TIMBER	4.00		
NICHE MARKET LOGS (NML / NMH)		0.50	0.42
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		7.00	5.81
FIREWOOD		5.00	4.15
OTHER LOGS (OO, OL, OLP, FENCING)		3.50	2.91
TOTAL	4.00	16.00	13.28

3.7% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPA / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	TOTAL VOLUME
TOTAL LTC COMMITMENT	167.40		118.00	36.00	115.01		436.41

80.8% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	315.00
DP PUT FORWARD	315.01
% OF DP SALES PLAN	100.0%
TOTAL SS (M3OBS) SALES PLAN	225.00
SS PUT FORWARD	225.00
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	540.01
SALES PLAN COMMITMENT	540.00
DP/SS % OF SALES PLAN	100.0%

DUMFRIES & BORDERS MARKETING PLAN, APRIL 2019 - MARCH 2020 SALE PLAN PERIOD

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
11-Jan-19	20 Feb 2019	42.00	1.50	1.25	4.00	3.32	0.60	0.50	0.48	0.40	0.60	0.50
13-Mar-19	24 Apr 2019	24.40	1.50	1.25	4.00	3.32	2.35	1.95	2.38	1.98	5.85	4.86
15-May-19	26 Jun 2019	16.60	1.50	1.25	4.00	3.32	2.35	1.95	2.38	1.98	5.85	4.86
31-Jul-19	11 Sep 2019	28.00	1.50	1.25	4.00	3.32	2.35	1.95	2.38	1.98	5.85	4.86
09-Oct-19	20 Nov 2019	28.00	1.50	1.25	4.00	3.32	2.35	1.95	2.38	1.98	5.85	4.86
		139.00	7.50	6.23	20.00	16.60	10.00	8.30	10.00	8.30	24.00	19.92

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)
20 Feb 2019	42.00	7.18	5.96	49.18
24 Apr 2019	24.40	16.08	13.35	40.48
26 Jun 2019	16.60	16.08	13.35	32.68
11 Sep 2019	28.00	16.08	13.35	44.08
20 Nov 2019	28.00	16.08	13.35	44.08
	139.00	71.50	59.35	210.50

39.0% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB
STANDING TIMBER	4.00		
NICHE MARKET LOGS (NML / NMH)		0.50	0.42
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		11.00	9.13
FIREWOOD		5.00	4.15
OTHER LOGS (OO, OL, OLP, FENCING)		13.00	10.79
TOTAL	4.00	29.50	24.49

6.2% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPA / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	TOTAL VOLUME
TOTAL LTC COMMITMENT	157.00		43.50	31.50	64.00		296.00

54.8%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	240.00
DP PUT FORWARD	240.00
% OF DP SALES PLAN	100.0%
TOTAL SS (M3OBS) SALES PLAN	300.00
SS PUT FORWARD	300.00
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	540.00
SALES PLAN COMMITMENT	540.00
DP/SS % OF SALES PLAN	100.0%

SUMMARY SOUTH MARKETING PLAN, APRIL 2019 - MARCH 2020 SALE PLAN PERIOD

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
11-Jan-19	20 Feb 2019	76.80	2.50	2.08	5.00	4.15	0.60	0.50	1.48	1.23	3.60	2.99
13-Mar-19	24 Apr 2019	34.40	1.50	1.25	6.00	4.98	2.85	2.37	3.38	2.81	7.85	6.52
15-May-19	26 Jun 2019	16.60	2.50	2.08	5.00	4.15	2.85	2.37	3.38	2.81	7.85	6.52
31-Jul-19	11 Sep 2019	32.50	1.50	1.25	6.00	4.98	2.85	2.37	3.38	2.81	8.85	7.35
09-Oct-19	20 Nov 2019	32.30	2.50	2.08	5.00	4.15	2.85	2.37	3.38	2.81	8.85	7.35
		192.60	10.50	8.72	27.00	22.41	12.00	9.96	15.00	12.45	37.00	30.71

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
20 Feb 2019	76.80	13.18	10.94	89.98	31%
24 Apr 2019	34.40	21.58	17.91	55.98	19%
26 Jun 2019	16.60	21.58	17.91	38.18	13%
11 Sep 2019	32.50	22.58	18.74	55.08	19%
20 Nov 2019	32.30	22.58	18.74	54.88	19%
	192.60	101.50	84.25	294.10	27.2% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	8.00			
NICHE MARKET LOGS (NML / NMH)		1.00	0.83	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		18.00	14.94	
FIREWOOD		10.00	8.30	
OTHER LOGS (OO, OL, OLP, FENCING)		16.50	13.70	
TOTAL	8.00	45.50	37.77	5.0% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPA / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	TOTAL VOLUME	
	324.40		161.50	67.50	179.01		732.41	67.8% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	555.00
DP PUT FORWARD	555.01
% OF DP SALES PLAN	100.0%
TOTAL SS (M3OBS) SALES PLAN	525.00
SS PUT FORWARD	525.00
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	1080.01
SALES PLAN COMMITMENT	1080.00
DP/SS % OF SALES PLAN	100.0%

SUMMARY SCOTLAND MARKETING PLAN, APRIL 2019 - MARCH 2020 SALE PLAN PERIOD

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
11-Jan-19	20 Feb 2019	216.55	11.03	9.15	15.27	12.67	0.60	0.50	4.54	3.77	7.98	6.62
13-Mar-19	24 Apr 2019	181.24	6.05	5.02	22.60	18.76	4.20	3.49	4.13	3.43	13.15	10.91
15-May-19	26 Jun 2019	172.31	9.75	8.09	23.68	19.65	4.70	3.90	6.88	5.71	21.95	18.22
31-Jul-19	11 Sep 2019	133.81	13.15	10.91	26.38	21.90	4.75	3.94	6.44	5.35	18.50	15.36
09-Oct-19	20 Nov 2019	107.41	8.48	7.04	23.80	19.75	7.35	6.10	5.98	4.96	22.40	18.59
		811.32	48.46	40.22	111.73	92.74	21.60	17.93	27.97	23.22	83.98	69.70

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
20 Feb 2019	216.55	39.42	32.72	255.97	23.2%
24 Apr 2019	181.24	50.13	41.61	231.37	20.9%
26 Jun 2019	172.31	66.96	55.58	239.27	21.7%
11 Sep 2019	133.81	69.22	57.45	203.03	18.4%
20 Nov 2019	107.41	68.01	56.45	175.42	15.9%
	811.32	293.74	243.80	1105.06	34.3% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	19.12			
NICHE MARKET LOGS (NML / NMH)		10.77	8.94	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		31.50	26.15	
FIREWOOD		46.93	38.95	
OTHER LOGS (OO, OL, OLP, FENCING)		32.85	27.27	
TOTAL	19.12	122.05	101.30	4.4% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	TOTAL VOLUME
	1069.03	107.59	257.27	100.90	430.28	12.70	1977.77
							61.4%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	1312.30
DP PUT FORWARD	1324.53
% OF DP SALES PLAN	100.9%
TOTAL SS (M3OBS) SALES PLAN	1908.00
SS PUT FORWARD	1899.47
% OF SS SALES PLAN	99.6%
TOTAL VOLUME PUT FORWARD	3224.00
SALES PLAN COMMITMENT	3220.30
DP/SS % OF SALES PLAN	100.1%