

SUMMARY SCOTLAND MARKETING PLAN, APRIL 2017 - MARCH 2018 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-17	22 February 2017	236.12	14.10	11.70	20.05	16.64	2.70	2.24	2.90	2.41	15.30	12.70
15-Mar-17	26 April 2017	164.24	31.85	26.44	17.20	14.28	3.40	2.82	3.90	3.24	12.40	10.29
24-May-17	5 July 2017	166.55	15.30	12.70	15.60	12.95	4.70	3.90	3.75	3.11	19.20	15.94
09-Aug-17	20 September 2017	115.66	13.70	11.37	13.50	11.21	5.40	4.48	4.96	4.12	11.00	9.13
18-Oct-17	29 November 2017	99.17	6.95	5.77	12.20	10.13	5.62	4.66	2.50	2.08	15.20	12.62
		781.74	81.90	67.98	78.55	65.20	21.82	18.11	18.01	14.95	73.10	60.67

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22 February 2017	236.12	55.05	45.69	291.17	27.6%
26 April 2017	164.24	68.75	57.06	232.99	22.1%
5 July 2017	166.55	58.55	48.60	225.10	21.3%
20 September 2017	115.66	48.56	40.30	164.22	15.6%
29 November 2017	99.17	42.47	35.25	141.64	13.4%
	781.74	273.38	226.91	1055.12	32.2% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	36.27			
NICHE MARKET LOGS (NML / NMH)		7.50	6.23	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		41.55	34.49	
FIREWOOD		39.70	32.95	
OTHER LOGS (OO, OL, OLP, FENCING)		20.20	16.77	
TOTAL	36.27	108.95	90.43	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
	1133.47	107.60	259.90	106.90	445.54	14.20	2027.61
							61.9%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	1313.20
DP PUT FORWARD	1316.47
% OF DP SALES PLAN	100.2%
TOTAL SS (M3OBS) SALES PLAN	1963.30
SS PUT FORWARD	1951.48
% OF SS SALES PLAN	99.4%
TOTAL VOLUME PUT FORWARD	3267.95
SALES PLAN COMMITMENT	3276.50
DP/SS % OF SALES PLAN	99.7%

WEST ARGYLL MARKETING PLAN, APRIL 2017 - MARCH 2018 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-17	22 February 2017	20.00			8.00	6.64	1.30	1.08	0.60	0.50	4.20	3.49
15-Mar-17	26 April 2017	30.00			9.50	7.89	2.30	1.91	0.40	0.33	4.00	3.32
24-May-17	5 July 2017	28.00			10.50	8.72	2.40	1.99			7.90	6.56
09-Aug-17	20 September 2017	15.00			8.50	7.06	2.40	1.99			3.00	2.49
18-Oct-17	29 November 2017	25.60			9.10	7.55	1.90	1.58			3.00	2.49
		118.60			45.60	37.85	10.30	8.55	1.00	0.83	22.10	18.34

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22 February 2017	20.00	14.10	11.70	34.10	
26 April 2017	30.00	16.20	13.45	46.20	
5 July 2017	28.00	20.80	17.26	48.80	
20 September 2017	15.00	13.90	11.54	28.90	
29 November 2017	25.60	14.00	11.62	39.60	
	118.60	79.00	65.57	197.60	39.5% 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)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		2.30	1.91	
FIREWOOD		1.20	1.00	
OTHER LOGS (OO, OL, OLP, FENCING)		2.00	1.66	
TOTAL		5.50	4.57	1.1% 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
TOTAL LTC COMMITMENT	171.40		60.00	9.80	55.80		297.00
							59.4%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	210.10
DP PUT FORWARD	210.10
% OF DP SALES PLAN	100.0%
TOTAL SS (M3OBS) SALES PLAN	290.00
SS PUT FORWARD	290.00
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	500.10
SALES PLAN COMMITMENT	500.10
DP/SS % OF SALES PLAN	100.0%

LOCHABER MARKETING PLAN, APRIL 2017 - MARCH 2018 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-17	22 February 2017	7.60									1.20	1.00
15-Mar-17	26 April 2017	1.80								0.83		
24-May-17	5 July 2017	12.00			1.00	0.83					3.80	3.15
09-Aug-17	20 September 2017	12.30								0.83		2.32
18-Oct-17	29 November 2017	4.00									7.80	6.47
		37.70			1.00	0.83			2.00	1.66		

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22 February 2017	7.60	1.20	1.00	8.80	
26 April 2017	1.80	1.00	0.83	2.80	
5 July 2017	12.00	4.80	3.98	16.80	
20 September 2017	12.30	1.00	0.83	13.30	
29 November 2017	4.00	2.80	2.32	6.80	
	37.70	10.80	8.96	48.50	26.8% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

STANDING TIMBER	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		2.30	1.91	
FIREWOOD		1.20	1.00	
OTHER LOGS (OO, OL, OLP, FENCING)				
TOTAL		3.50	2.91	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	91.25	23.60	1.50	4.00	8.67		129.02
							71.3%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	52.00
DP PUT FORWARD	52.07
% OF DP SALES PLAN	100.1%
TOTAL SS (M3OBS) SALES PLAN	129.00
SS PUT FORWARD	128.95
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	181.02
SALES PLAN COMMITMENT	181.00
DP/SS % OF SALES PLAN	100.0%

SUMMARY ARGYLL & LOCHABER MARKETING PLAN, APRIL 2017 - MARCH 2018 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-17	22 February 2017	27.60			8.00	6.64	1.30	1.08	0.60	0.50	5.40	4.48
15-Mar-17	26 April 2017	31.80			9.50	7.89	2.30	1.91	1.40	1.16	4.00	3.32
24-May-17	5 July 2017	40.00			11.50	9.55	2.40	1.99			11.70	9.71
09-Aug-17	20 September 2017	27.30			8.50	7.06	2.40	1.99	1.00	0.83	3.00	2.49
18-Oct-17	29 November 2017	29.60			9.10	7.55	1.90	1.58			5.80	4.81
		156.30			46.60	38.68	10.30	8.55	3.00	2.49	29.90	24.82

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22 February 2017	27.60	15.30	12.70	42.90	17%
26 April 2017	31.80	17.20	14.28	49.00	20%
5 July 2017	40.00	25.60	21.25	65.60	27%
20 September 2017	27.30	14.90	12.37	42.20	17%
29 November 2017	29.60	16.80	13.94	46.40	19%
	156.30	89.80	74.53	246.10	36.1% 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)		4.60	3.82	
FIREWOOD		2.40	1.99	
OTHER LOGS (OO, OL, OLP, FENCING)		2.00	1.66	
TOTAL		9.00	7.47	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
262.65	23.60	61.50	13.80	64.47		426.02
						62.5%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	262.10
DP PUT FORWARD	262.17
% OF DP SALES PLAN	100.0%
TOTAL SS (M3OBS) SALES PLAN	419.00
SS PUT FORWARD	418.95
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	681.12
SALES PLAN COMMITMENT	681.10
DP/SS % OF SALES PLAN	100.0%

COWAL & TROSSACHS MARKETING PLAN. APRIL 2017 - MARCH 2018 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-17	22 February 2017	60.50			0.91							
15-Mar-17	26 April 2017	31.40	1.10						0.70	0.58		
24-May-17	5 July 2017	10.00							1.00	0.83		
09-Aug-17	20 September 2017		2.50		2.08		1.00	0.83	1.00	0.83		
18-Oct-17	29 November 2017		0.70		0.58		1.50	1.25	0.50	0.42	2.50	2.08
		101.90	4.30		3.57		2.50	2.08	3.20	2.66	2.50	2.08

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22 February 2017	60.50		1.49	60.50	53%
26 April 2017	31.40	1.80	1.49	33.20	29%
5 July 2017	10.00	1.00	0.83	11.00	10%
20 September 2017		4.50	3.74	4.50	4%
29 November 2017		5.20	4.32	5.20	5%
	101.90	12.50	10.38	114.40	45.5% 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)		3.70	3.07	
FIREWOOD		3.40	2.82	
OTHER LOGS (OO, OL, OLP, FENCING)				
TOTAL		7.70	6.39	3% 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	85.25		20.40	3.55	16.70		125.90
							50.0%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	61.00
DP PUT FORWARD	60.85
% OF DP SALES PLAN	99.8%
TOTAL SS (M3OBS) SALES PLAN	190.60
SS PUT FORWARD	187.15
% OF SS SALES PLAN	98.2%
TOTAL VOLUME PUT FORWARD	248.00
SALES PLAN COMMITMENT	251.60
DP/SS % OF SALES PLAN	98.6%

TAY MARKETING PLAN, APRIL 2017 - MARCH 2018 SALE PLAN PERIOD

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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-17	22 February 2017	7.70	13.70	11.37	2.90	2.41			0.50	0.42		
15-Mar-17	26 April 2017	30.90	2.60	2.16				0.15	0.12			
24-May-17	5 July 2017	4.50	2.40	1.99				0.26	0.22			
09-Aug-17	20 September 2017	8.40	0.60	0.50			0.90	0.75				
18-Oct-17	29 November 2017											
		51.50	19.30	16.02	2.90	2.41		0.90	0.75	1.41	1.17	

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22 February 2017		3.40	2.82	3.40	4%
26 April 2017	7.70	14.20	11.79	21.90	29%
5 July 2017	30.90	2.75	2.28	33.65	44%
20 September 2017	4.50	2.66	2.21	7.16	9%
29 November 2017	8.40	1.50	1.25	9.90	13%
	51.50	24.51	20.34	76.01	44.5% 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)		0.20	0.17	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		5.00	4.15	
FIREWOOD		4.40	3.65	
OTHER LOGS (OO, OL, OLP, FENCING)				
TOTAL		9.60	7.97	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	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	51.70	2.00		7.00	24.00		84.70
							49.6%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	66.90
DP PUT FORWARD	67.11
% OF DP SALES PLAN	100.3%
TOTAL SS (M3OBS) SALES PLAN	104.00
SS PUT FORWARD	103.20
% OF SS SALES PLAN	99.2%
TOTAL VOLUME PUT FORWARD	170.31
SALES PLAN COMMITMENT	170.90
DP/SS % OF SALES PLAN	99.7%

SCOTTISH LOWLANDS MARKETING PLAN. APRIL 2017 - MARCH 2018 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-17	22 February 2017	45.80			0.75	0.60						
15-Mar-17	26 April 2017	3.30	1.35	1.12								
24-May-17	5 July 2017		0.50	0.42								
09-Aug-17	20 September 2017	7.20	1.50	1.25								
18-Oct-17	29 November 2017		1.80	1.49								
		56.30	5.15	4.27	0.75	0.60						

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22 February 2017	45.80	0.75	0.60	46.55	
26 April 2017	3.30	1.35	1.12	4.65	
5 July 2017		0.50	0.42	0.50	
20 September 2017	7.20	1.50	1.25	8.70	
29 November 2017		1.80	1.49	1.80	
	56.30	5.90	4.87	62.20	42.7% 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)		0.30	0.25	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		1.10	0.91	
FIREWOOD		3.00	2.49	
OTHER LOGS (OO, OL, OLP, FENCING)				
TOTAL		4.40	3.65	3% 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	53.00			2.65	24.90		80.55
							55.4%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	37.80
DP PUT FORWARD	37.85
% OF DP SALES PLAN	100%
TOTAL SS (M3OBS) SALES PLAN	107.70
SS PUT FORWARD	109.30
% OF SS SALES PLAN	101.5%
TOTAL VOLUME PUT FORWARD	147.15
SALES PLAN COMMITMENT	145.50
DP/SS % OF SALES PLAN	101.1%

SUMMARY CENTRAL MARKETING PLAN, APRIL 2017 - MARCH 2018 SALE PLAN PERIOD

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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-17	22 February 2017	106.30			3.65	3.03			0.50	0.42		
15-Mar-17	26 April 2017	42.40	16.15	13.40				1.20	1.00			
24-May-17	5 July 2017	40.90	3.10	2.57				1.15	0.95			
09-Aug-17	20 September 2017	11.70	6.40	5.31			1.00	0.83	1.26	1.05		
18-Oct-17	29 November 2017	8.40	3.10	2.57			2.40	1.99	0.50	0.42	2.50	2.08
		209.70	28.75	23.86	3.65	3.03	3.40	2.82	4.61	3.83	2.50	2.08

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22 February 2017	106.30	4.15	3.44	110.45	44%
26 April 2017	42.40	17.35	14.40	59.75	24%
5 July 2017	40.90	4.25	3.53	45.15	18%
20 September 2017	11.70	8.66	7.19	20.36	8%
29 November 2017	8.40	8.50	7.06	16.90	7%
	209.70	42.91	35.62	252.61	44.5% 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)		1.10	0.913	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		9.80	8.134	
FIREWOOD		10.80	8.964	
OTHER LOGS (OO, OL, OLP, FENCING)				
TOTAL		21.70	18.01	0.038204225 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
189.95	2.00	20.40	13.20	65.60		291.15
						51.3%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	165.70
DP PUT FORWARD	165.81
% OF DP SALES PLAN	100.1%
TOTAL SS (M3OBS) SALES PLAN	402.30
SS PUT FORWARD	399.65
% OF SS SALES PLAN	99.3%
TOTAL VOLUME PUT FORWARD	565.46
SALES PLAN COMMITMENT	568.00
DP/SS % OF SALES PLAN	99.6%

MORAY & ABERDEENSHIRE MARKETING PLAN, APRIL 2017 - MARCH 2018 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-17	22 February 2017	11.50	8.50	7.20	1.20	1.00					2.80	2.32
15-Mar-17	26 April 2017	7.65	15.70	13.03							2.00	1.66
24-May-17	5 July 2017	20.13	6.60	5.48							1.00	0.83
09-Aug-17	20 September 2017	6.65	1.90	1.58	0.90	0.75					1.50	1.25
18-Oct-17	29 November 2017	2.39	2.35	1.95							2.40	1.99
		48.32	35.05	29.24	2.10	1.74					9.70	8.05

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22 February 2017	11.50	12.50	10.52	24.00	25%
26 April 2017	7.65	17.70	14.69	25.35	27%
5 July 2017	20.13	7.60	6.31	27.73	29%
20 September 2017	6.65	4.30	3.57	10.95	12%
29 November 2017	2.39	4.75	3.94	7.14	8%
	48.32	46.85	39.03	95.17	27.9% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	5.27			
NICHE MARKET LOGS (NML / NMH)		1.70	1.41	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		6.55	5.44	
FIREWOOD		8.50	7.06	
OTHER LOGS (OO, OL, OLP, FENCING)		1.20	1.00	
TOTAL	5.27	17.95	14.90	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	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	45.91	69.20	13.90	10.60	76.70	6.90	223.21
							65.3%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	242.10
DP PUT FORWARD	242.10
% OF DP SALES PLAN	100.0%
TOTAL SS (M3OBS) SALES PLAN	99.50
SS PUT FORWARD	99.50
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	341.60
SALES PLAN COMMITMENT	341.60
DP/SS % OF SALES PLAN	100.0%

NORTH HIGHLAND MARKETING PLAN, APRIL 2017 - MARCH 2018 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-17	22 February 2017	35.00										
15-Mar-17	26 April 2017	16.50										
24-May-17	5 July 2017	5.10										
09-Aug-17	20 September 2017	24.00										
18-Oct-17	29 November 2017											
		80.60										

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22 February 2017	35.00			35.00	43%
26 April 2017	16.50			16.50	20%
5 July 2017	5.10			5.10	6%
20 September 2017	24.00			24.00	30%
29 November 2017					
	80.60			80.60	30.0% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	15.00			
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		1.00	0.83	
FIREWOOD		4.00	3.32	
OTHER LOGS (OO, OL, OLP, FENCING)				
TOTAL	15.00	5.00	4.15	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	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	171.88						171.88	64.0% 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	263.40
SS PUT FORWARD	267.48
% OF SS SALES PLAN	101.5%
TOTAL VOLUME PUT FORWARD	272.48
SALES PLAN COMMITMENT	268.40
DP/SS % OF SALES PLAN	101.5%

INVERNESS ROSS SKYE MARKETING PLAN, APRIL 2017 - MARCH 2018 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-17	22 February 2017	6.20	3.50	2.91	1.50	1.25						
15-Mar-17	26 April 2017	11.20			1.10	0.91						
24-May-17	5 July 2017	17.50	3.50	2.91	1.00	0.83	1.20	1.00	1.60	1.33		
09-Aug-17	20 September 2017	12.70	5.40	4.48	1.00	0.83	0.80	0.66	1.20	1.00		
18-Oct-17	29 November 2017	17.30	0.50	0.42			0.12	0.10				
		64.90	12.90	10.71	4.60	3.82	2.12	1.76	2.80	2.32		

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)
22 February 2017	6.20	5.00	4.15	11.20
26 April 2017	11.20	1.10	0.91	12.30
5 July 2017	17.50	7.30	6.06	24.80
20 September 2017	12.70	8.40	6.97	21.10
29 November 2017	17.30	0.62	0.51	17.92
	64.90	22.42	18.61	87.32

33.9% 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)		2.50	2.08
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		3.60	2.99
FIREWOOD		4.00	3.32
OTHER LOGS (OO, OL, OLP, FENCING)		3.00	2.49
TOTAL	6.00	13.10	10.87

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	90.00	12.80	3.50	2.20	25.00	7.30	140.80

54.7%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	83.30
DP PUT FORWARD	86.32
% OF DP SALES PLAN	103.6%
TOTAL SS (M3OBS) SALES PLAN	174.10
SS PUT FORWARD	160.90
% OF SS SALES PLAN	92.4%
TOTAL VOLUME PUT FORWARD	247.22
SALES PLAN COMMITMENT	257.40
DP/SS % OF SALES PLAN	96.0%

SUMMARY HIGHLAND MARKETING PLAN, APRIL 2017 - MARCH 2018 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-17	22 February 2017	41.20	3.50	2.91	1.50	1.25						
15-Mar-17	26 April 2017	27.70			1.10	0.91						
24-May-17	5 July 2017	22.60	3.50	2.91	1.00	0.83	1.20	1.60	1.33			
09-Aug-17	20 September 2017	36.70	5.40	4.48	1.00	0.83	0.80	1.20	1.00			
18-Oct-17	29 November 2017	17.30	0.50	0.42			0.12		0.10			
		145.50	12.90	10.71	4.60	3.82	2.12	1.76	2.80	2.32		

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22 February 2017	41.20	5.00	4.15	46.20	28%
26 April 2017	27.70	1.10	0.91	28.80	17%
5 July 2017	22.60	7.30	6.06	29.90	18%
20 September 2017	36.70	8.40	6.97	45.10	27%
29 November 2017	17.30	0.62	0.51	17.92	11%
	145.50	22.42	18.61	167.92	31.9% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	21.00			
NICHE MARKET LOGS (NML / NMH)		2.50	2.075	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		4.60	3.818	
FIREWOOD		8.00	6.64	
OTHER LOGS (OO, OL, OLP, FENCING)		3.00	2.49	
TOTAL	21.00	18.10	15.02	0.074362876 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
261.88	12.80	3.50	2.20	25.00	7.30	312.68
						59.5%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	88.30
DP PUT FORWARD	91.32
% OF DP SALES PLAN	103.4%
TOTAL SS (M3OBS) SALES PLAN	437.50
SS PUT FORWARD	428.38
% OF SS SALES PLAN	97.9%
TOTAL VOLUME PUT FORWARD	519.70
SALES PLAN COMMITMENT	525.80
DP/SS % OF SALES PLAN	98.8%

DUMFRIES & BORDERS MARKETING PLAN, APRIL 2017 - MARCH 2018 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-17	22 February 2017	46.22	0.90	0.75	0.90	0.75			0.60	0.50		
15-Mar-17	26 April 2017	21.74			4.80	3.98					2.00	1.66
24-May-17	5 July 2017	28.00	1.30	1.08	1.30	1.08					2.00	1.66
09-Aug-17	20 September 2017	26.55			1.30	1.08					2.00	1.66
18-Oct-17	29 November 2017	32.41			1.30	1.08			1.00	0.83		
		154.92	2.20	1.83	9.60	7.97			1.60	1.33	6.00	4.98

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)
22 February 2017	46.22	2.40	1.99	48.62
26 April 2017	21.74	6.80	5.64	28.54
5 July 2017	28.00	4.60	3.82	32.60
20 September 2017	26.55	3.30	2.74	29.85
29 November 2017	32.41	2.30	1.91	34.71
	154.92	19.40	16.10	174.32

33.5% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB
STANDING TIMBER	10.00		
NICHE MARKET LOGS (NML / NMH)		0.20	0.17
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		8.00	6.64
FIREWOOD		6.00	4.98
OTHER LOGS (OO, OL, OLP, FENCING)		6.00	4.98
TOTAL	10.00	20.20	16.77

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	155.08		42.60	31.10	86.77		315.55

60.7%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	200.00
DP PUT FORWARD	200.07
% OF DP SALES PLAN	100.0%
TOTAL SS (M3OBS) SALES PLAN	320.00
SS PUT FORWARD	320.00
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	520.07
SALES PLAN COMMITMENT	520.00
DP/SS % OF SALES PLAN	100.0%

GALLOWAY MARKETING PLAN, APRIL 2017 - MARCH 2018 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-17	22 February 2017	3.30		1.20	1.00	4.80	4.00	1.40		1.16		5.89
15-Mar-17	26 April 2017	32.95			1.80	1.80	1.49	1.10		0.91		3.65
24-May-17	5 July 2017	14.92		0.80	0.66	1.80	1.49	1.10		0.91		3.74
09-Aug-17	20 September 2017	6.76				1.80	1.49	1.20		1.00		3.74
18-Oct-17	29 November 2017	9.07		1.00	0.83	1.80	1.49	1.20		1.00		3.74
		67.00		3.00	2.49	12.00	9.98	6.00		4.98		20.75

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)
22 February 2017	3.30	15.70	13.05	19.00
26 April 2017	32.95	8.60	7.14	41.55
5 July 2017	14.92	9.20	7.64	24.12
20 September 2017	6.76	9.00	7.47	15.76
29 November 2017	9.07	9.50	7.89	18.57
	67.00	52.00	43.18	119.00

18.6% 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)		2.00
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		8.00
FIREWOOD		4.00
OTHER LOGS (OO, OL, OLP, FENCING)		8.00
TOTAL		22.00

3% 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	218.00		118.00	36.00	127.00	459.00

71.7%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	355.00
DP PUT FORWARD	355.00
% OF DP SALES PLAN	100.0%
TOTAL SS (M3OBS) SALES PLAN	285.00
SS PUT FORWARD	285.00
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	640.00
SALES PLAN COMMITMENT	640.00
DP/SS % OF SALES PLAN	100.0%

SUMMARY SOUTH MARKETING PLAN, APRIL 2017 - MARCH 2018 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-17	22 February 2017	49.52	2.10	1.74	5.70	4.73	1.40	1.16	1.80	1.49	7.10	5.89
15-Mar-17	26 April 2017	54.69			6.60	5.48	1.10	0.91	1.30	1.08	6.40	5.31
24-May-17	5 July 2017	42.92	2.10	1.74	3.10	2.57	1.10	0.91	1.00	0.83	6.50	5.40
09-Aug-17	20 September 2017	33.31			3.10	2.57	1.20	1.00	1.50	1.25	6.50	5.40
18-Oct-17	29 November 2017	41.48	1.00	0.83	3.10	2.57	1.20	1.00	2.00	1.66	4.50	3.74
		221.92	5.20	4.32	21.60	17.93	6.00	4.98	7.60	6.31	31.00	25.73

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22 February 2017	49.52	18.10	15.02	67.62	23%
26 April 2017	54.69	15.40	12.78	70.09	24%
5 July 2017	42.92	13.80	11.45	56.72	19%
20 September 2017	33.31	12.30	10.21	45.61	16%
29 November 2017	41.48	11.80	9.79	53.28	18%
	221.92	71.40	59.26	293.32	25.3% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	10.00			#DIV/0!
NICHE MARKET LOGS (NML / NMH)		2.20	1.83	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		16.00	13.28	
FIREWOOD		10.00	8.30	
OTHER LOGS (OO, OL, OLP, FENCING)		14.00	11.62	
TOTAL	10.00	42.20	35.03	

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
373.08		160.60	67.10	213.77		774.55
						66.8%

of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	555.00
DP PUT FORWARD	555.07
% OF DP SALES PLAN	100.0%
TOTAL SS (M3OBS) SALES PLAN	605.00
SS PUT FORWARD	605.00
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	1160.07
SALES PLAN COMMITMENT	1160.00
DP/SS % OF SALES PLAN	100.0%