

WEST ARGYLL MARKETING PLAN, APRIL 2018 - MARCH 2019 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
12-Jan-18	21 February 2018	23.60			8.50	7.06	0.50	0.42			2.70	2.24
14-Mar-18	25 April 2018	25.00			10.50	8.72	2.00	1.66			4.00	3.32
16-May-18	27 June 2018	25.00			10.50	8.72	2.80	2.32	1.60	1.33	4.00	3.32
01-Aug-18	12 September 2018	20.00			10.50	8.72	2.00	1.66			3.20	2.66
10-Oct-18	21 November 2018	20.00			8.40	6.97	0.50	0.42			2.80	2.32
		113.60			48.40	40.17	7.80	6.47	1.60	1.33	16.70	13.86

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
21 February 2018	23.60	11.70	9.71	35.30	
25 April 2018	25.00	16.50	13.70	41.50	
27 June 2018	25.00	18.90	15.69	43.90	
12 September 2018	20.00	15.70	13.03	35.70	
21 November 2018	20.00	11.70	9.71	31.70	
	113.60	74.50	61.84	188.10	37.6% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER	5.00			
NICHE MARKET LOGS (NML / NMH)		0.50	0.42	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		5.50	4.57	
FIREWOOD		2.00	1.66	
OTHER LOGS (OO, OL, OLP, FENCING)		2.00	1.66	
TOTAL	5.00	10.00	8.30	3.0% 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	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 2018 - MARCH 2019 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
12-Jan-18	21 February 2018	7.00						2.00	1.66		0.60	0.50
14-Mar-18	25 April 2018	12.30			0.60	0.50	0.80	1.00	0.83		0.60	0.50
16-May-18	27 June 2018	15.45			0.60	0.50		1.00	0.83		0.50	0.42
01-Aug-18	12 September 2018							1.20	1.00		0.70	0.58
10-Oct-18	21 November 2018							1.50	1.25			
		34.75			1.20	1.00	0.80	6.70	5.56		2.40	1.99

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
21 February 2018		2.60	2.16	2.60	
25 April 2018	7.00	1.60	1.33	8.60	
27 June 2018	12.30	2.90	2.41	15.20	
12 September 2018	15.45	2.50	2.08	17.95	
21 November 2018		1.50	1.25	1.50	
	34.75	11.10	9.21	45.85	25.3% 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)				
FIREWOOD		2.70	2.24	
OTHER LOGS (OO, OL, OLP, FENCING)				
TOTAL	3.00	3.10	2.57	3.4% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	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	8.70		129.05
							71.3% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	52.00
DP PUT FORWARD	52.00
% 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	181.00
SALES PLAN COMMITMENT	181.00
DP/SS % OF SALES PLAN	100.0%

SUMMARY ARGYLL & LOCHABER MARKETING PLAN, APRIL 2018 - MARCH 2019 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
12-Jan-18	21 February 2018	23.60			8.50	7.06	0.50	0.42	2.00	1.66	3.30	2.74
14-Mar-18	25 April 2018	32.00			10.50	8.72	2.00	1.66	1.00	0.83	4.60	3.82
16-May-18	27 June 2018	37.30			11.10	9.21	3.60	2.99	2.60	2.16	4.50	3.74
01-Aug-18	12 September 2018	35.45			11.10	9.21	2.00	1.66	1.20	1.00	3.90	3.24
10-Oct-18	21 November 2018	20.00			8.40	6.97	0.50	0.42	1.50	1.25	2.80	2.32
		148.35			49.60	41.17	8.60	7.14	8.30	6.89	19.10	15.85

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	% SPLIT
21 February 2018	23.60	14.30	11.87	37.90	16.2% of Open Market
25 April 2018	32.00	18.10	15.02	50.10	21.4% of Open Market
27 June 2018	37.30	21.80	18.09	59.10	25.3% of Open Market
12 September 2018	35.45	18.20	15.11	53.65	22.9% of Open Market
21 November 2018	20.00	13.20	10.96	33.20	14.2% of Open Market
	148.35	85.60	71.05	233.95	34.3% 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)		0.90	0.75	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		5.50	4.57	
FIREWOOD		4.70	3.90	
OTHER LOGS (OO, OL, OLP, FENCING)		2.00	1.66	
TOTAL	8.00	13.10	10.87	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
262.65	23.60	61.50	13.80	64.50		426.05
						62.6% of Sales Plan

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

COWAL & TROSSACHS MARKETING PLAN. APRIL 2018 - MARCH 2019 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
12-Jan-18	21 February 2018	39.10			1.40	1.16	0.20	0.17	0.50	0.42		
14-Mar-18	25 April 2018	56.40							0.50	0.42		
16-May-18	27 June 2018	30.00			2.00	1.66			0.80	0.66		
01-Aug-18	12 September 2018	20.30			3.30	3.30			0.85	0.71		
10-Oct-18	21 November 2018	15.70			1.50	1.25	0.20	0.17				
		161.50			8.20	6.81	0.40	0.33	2.65	2.20		

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
21 February 2018	39.10	1.90	1.58	41.00	
25 April 2018	56.40	0.70	0.58	57.10	
27 June 2018	30.00	2.80	2.32	32.80	
12 September 2018	20.30	4.15	3.44	24.45	
21 November 2018	15.70	1.70	1.41	17.40	
	161.50	11.25	9.34	172.75	61.4% 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)		1.00	0.83	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD		4.00	3.32	
OTHER LOGS (OO, OL, OLP, FENCING)				
TOTAL		5.00	4.15	1.8% 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
TOTAL LTC COMMITMENT	56.00		20.40	2.20	22.90		101.50
							36.1% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	62.00
DP PUT FORWARD	61.75
% OF DP SALES PLAN	99.6%
TOTAL SS (M3OBS) SALES PLAN	219.20
SS PUT FORWARD	217.50
% OF SS SALES PLAN	99.2%
TOTAL VOLUME PUT FORWARD	279.25
SALES PLAN COMMITMENT	281.20
DP/SS % OF SALES PLAN	99.3%

TAY MARKETING PLAN, APRIL 2018 - MARCH 2019 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
12-Jan-18	21 February 2018	17.20			1.10	0.91			0.80	0.66		
14-Mar-18	25 April 2018	30.20			5.50	4.57			0.10	0.08		
16-May-18	27 June 2018	10.50			3.00	2.49						
01-Aug-18	12 September 2018	5.00			5.00	4.15	1.50	1.25	0.60	0.50	1.00	0.83
10-Oct-18	21 November 2018	10.00			3.00	2.49	1.70	1.41	0.40	0.33	1.00	0.83
		72.90			17.60	14.61	3.20	2.66	1.90	1.58	2.00	1.66

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
21 February 2018	17.20	1.90	1.58	19.10	
25 April 2018	30.20	5.60	4.85	35.80	
27 June 2018	10.50	3.00	2.49	13.50	
12 September 2018	5.00	8.10	6.72	13.10	
21 November 2018	10.00	6.10	5.06	16.10	
	72.90	24.70	20.50	97.60	51.7% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
NICHE MARKET LOGS (NML / NMH)		1.60	1.33
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		1.50	1.25
FIREWOOD		2.60	2.16
OTHER LOGS (OO, OL, OLP, FENCING)			
TOTAL		5.70	4.73

3.0% 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	55.00	2.00	5.50	23.30		85.80

45.5% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	61.00
DP PUT FORWARD	61.20
% OF DP SALES PLAN	100.3%
TOTAL SS (M3OBS) SALES PLAN	127.70
SS PUT FORWARD	127.90
% OF SS SALES PLAN	100.2%
TOTAL VOLUME PUT FORWARD	189.10
SALES PLAN COMMITMENT	188.70
DP/SS % OF SALES PLAN	100.2%

SCOTTISH LOWLANDS MARKETING PLAN. APRIL 2018 - MARCH 2019 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
12-Jan-18	21 February 2018	30.40			4.00	3.32						
14-Mar-18	25 April 2018	5.40										
16-May-18	27 June 2018	34.80			3.00	2.49						
01-Aug-18	12 September 2018	3.80			3.00	2.49						
10-Oct-18	21 November 2018	15.80			2.50	2.08						
		90.20			12.50	10.38						

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
21 February 2018	30.40	4.00	3.32	34.40	
25 April 2018	5.40			5.40	
27 June 2018	34.80	3.00	2.49	37.80	
12 September 2018	3.80	3.00	2.49	6.80	
21 November 2018	15.80	2.50	2.08	18.30	
	90.20	12.50	10.38	102.70	57.9% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	0.90			
NICHE MARKET LOGS (NML / NMH)		1.00	0.83	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD		3.00	2.49	
OTHER LOGS (OO, OL, OLP, FENCING)				
TOTAL	0.90	4.00	3.32	2.8% 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
TOTAL LTC COMMITMENT	45.00			3.50	21.30		69.80
							39.3% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	41.60
DP PUT FORWARD	41.30
% OF DP SALES PLAN	99%
TOTAL SS (M3OBS) SALES PLAN	135.80
SS PUT FORWARD	136.10
% OF SS SALES PLAN	100.2%
TOTAL VOLUME PUT FORWARD	177.40
SALES PLAN COMMITMENT	177.40
DP/SS % OF SALES PLAN	100.0%

SUMMARY CENTRAL MARKETING PLAN, APRIL 2018 - MARCH 2019 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
12-Jan-18	21 February 2018	86.70			6.50	5.40			1.30	1.08		
14-Mar-18	25 April 2018	92.00			5.50	4.57	0.20		0.60	0.50		
16-May-18	27 June 2018	75.30			8.00	6.64			0.80	0.66		
01-Aug-18	12 September 2018	29.10			11.30	9.38	1.50	1.25	1.45	1.20	1.00	0.83
10-Oct-18	21 November 2018	41.50			7.00	5.81	1.90	1.58	0.40	0.33	1.00	0.83
		324.60			38.30	31.79	3.60	2.99	4.55	3.78	2.00	1.66

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	% SPLIT
21 February 2018	86.70	7.80	6.47	94.50	25.3% of Open Market
25 April 2018	92.00	6.30	5.23	98.30	26.4% of Open Market
27 June 2018	75.30	8.80	7.30	84.10	22.5% of Open Market
12 September 2018	29.10	15.25	12.66	44.35	11.9% of Open Market
21 November 2018	41.50	10.30	8.55	51.80	13.9% of Open Market
	324.60	48.45	40.21	373.05	57.6% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	0.90			
NICHE MARKET LOGS (NML / NMH)		3.60	2.988	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		1.50	1.245	
FIREWOOD		9.60	7.968	
OTHER LOGS (OO, OL, OLP, FENCING)				
TOTAL	0.90	14.70	12.20	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
	156.00	2.00	20.40	11.20	67.50		257.10
							39.7% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	164.60
DP PUT FORWARD	164.25
% OF DP SALES PLAN	99.8%
TOTAL SS (M3OBS) SALES PLAN	482.70
SS PUT FORWARD	481.50
% OF SS SALES PLAN	99.8%
TOTAL VOLUME PUT FORWARD	645.75
SALES PLAN COMMITMENT	647.30
DP/SS % OF SALES PLAN	99.8%

MORAY & ABERDEENSHIRE MARKETING PLAN, APRIL 2018 - MARCH 2019 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
12-Jan-18	21 February 2018	13.22	1.85	1.54			0.50	0.42			2.25	1.87
14-Mar-18	25 April 2018	16.98	4.85	4.03	0.60	0.50	1.20	1.00			5.93	4.92
16-May-18	27 June 2018	16.80	6.05	5.02	0.65	0.54	0.70	0.58			8.38	6.96
01-Aug-18	12 September 2018	17.66	6.50	5.40	0.50	0.42					3.30	2.74
10-Oct-18	21 November 2018	5.71	3.55	2.95			0.40	0.33			5.88	4.88
		70.37	22.80	18.92	1.75	1.45	2.80	2.32			25.74	21.36

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	% SPLIT
21 February 2018	13.22	4.60	3.82	17.82	14.4% of Open Market
25 April 2018	16.98	12.58	10.44	29.56	23.9% of Open Market
27 June 2018	16.80	15.78	13.10	32.58	26.4% of Open Market
12 September 2018	17.66	10.30	8.55	27.96	22.6% of Open Market
21 November 2018	5.71	9.83	8.16	15.54	12.6% of Open Market
	70.37	53.09	44.07	123.46	34.3% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	4.14			
NICHE MARKET LOGS (NML / NMH)		0.20	0.17	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		4.15	3.44	
FIREWOOD		7.00	5.81	
OTHER LOGS (OO, OL, OLP, FENCING)		4.35	3.61	
TOTAL	4.14	15.70	13.03	5.5% 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	45.78	68.50	14.50	10.50	72.20	6.90	218.38
							60.7% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	239.50
DP PUT FORWARD	241.39
% OF DP SALES PLAN	100.8%
TOTAL SS (M3OBS) SALES PLAN	120.30
SS PUT FORWARD	120.29
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	361.68
SALES PLAN COMMITMENT	359.80
DP/SS % OF SALES PLAN	100.5%

NORTH HIGHLAND MARKETING PLAN, APRIL 2018 - MARCH 2019 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
12-Jan-18	21 February 2018	14.10										
14-Mar-18	25 April 2018	22.80										
16-May-18	27 June 2018	26.60										
01-Aug-18	12 September 2018	10.20										
10-Oct-18	21 November 2018	5.30										
		79.00										

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
21 February 2018	14.10			14.10	
25 April 2018	22.80			22.80	
27 June 2018	26.60			26.60	
12 September 2018	10.20			10.20	
21 November 2018	5.30			5.30	
	79.00			79.00	33.0% 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)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD		1.00	0.83	
OTHER LOGS (OO, OL, OLP, FENCING)				
TOTAL		1.00	0.83	0.4% 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	161.00						161.00
							67.2% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	1.00
DP PUT FORWARD	1.00
% OF DP SALES PLAN	100%
TOTAL SS (M3OBS) SALES PLAN	238.60
SS PUT FORWARD	240.00
% OF SS SALES PLAN	100.6%
TOTAL VOLUME PUT FORWARD	241.00
SALES PLAN COMMITMENT	239.60
DP/SS % OF SALES PLAN	100.6%

INVERNESS ROSS SKYE MARKETING PLAN, APRIL 2018 - MARCH 2019 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
12-Jan-18	21 February 2018	14.80	8.19	6.80	1.08	0.90	2.41	2.00	1.08	0.90	3.00	2.49
14-Mar-18	25 April 2018	31.80	4.82	4.00	0.60	0.50	1.20	1.00	0.72	0.60		
16-May-18	27 June 2018	15.50	6.38	5.30	0.60	0.50	1.81	1.50				
01-Aug-18	12 September 2018		3.61	3.00								
10-Oct-18	21 November 2018											
		62.10	23.00	19.09	2.28	1.89	5.42	4.50	1.80	1.49	3.00	2.49

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
21 February 2018		3.00	2.49	3.00	
25 April 2018	14.80	12.76	10.59	27.56	
27 June 2018	31.80	7.34	6.09	39.14	
12 September 2018	15.50	8.79	7.30	24.29	
21 November 2018		3.61	3.00	3.61	
	62.10	35.50	29.47	97.60	37.9% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	6.60			
NICHE MARKET LOGS (NML / NMH)		0.50	0.42	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD		3.00	2.49	
OTHER LOGS (OO, OL, OLP, FENCING)		2.60	2.16	
TOTAL	6.60	6.10	5.06	4.9% 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	104.49	9.80	3.50	2.20	23.54	5.80	149.33
							58.0% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	83.30
DP PUT FORWARD	86.44
% OF DP SALES PLAN	103.8%
TOTAL SS (M3OBS) SALES PLAN	174.10
SS PUT FORWARD	173.19
% OF SS SALES PLAN	99.5%
TOTAL VOLUME PUT FORWARD	259.63
SALES PLAN COMMITMENT	257.40
DP/SS % OF SALES PLAN	100.9%

SUMMARY HIGHLAND MARKETING PLAN, APRIL 2018 - MARCH 2019 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
12-Jan-18	21 February 2018	14.10			6.80	0.90	2.41	2.00	1.08	0.90	3.00	2.49
14-Mar-18	25 April 2018	37.60	8.19		1.08							
16-May-18	27 June 2018	58.40	4.82		4.00	0.50	1.20	1.00	0.72	0.60		
01-Aug-18	12 September 2018	25.70	6.38		5.30	0.50	1.81	1.50				
10-Oct-18	21 November 2018	5.30	3.61		3.00							
		141.10	23.00	19.09	2.28	1.89	5.42	4.50	1.80	1.49	3.00	2.49

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	% SPLIT
21 February 2018	14.10	3.00	2.49	17.10	9.7% of Open Market
25 April 2018	37.60	12.76	10.59	50.36	28.5% of Open Market
27 June 2018	58.40	7.34	6.09	65.74	37.2% of Open Market
12 September 2018	25.70	8.79	7.30	34.49	19.5% of Open Market
21 November 2018	5.30	3.61	3.00	8.91	5.0% of Open Market
	141.10	35.50	29.47	176.60	35.5% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	6.60			
NICHE MARKET LOGS (NML / NMH)		0.50	0.415	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD		4.00	3.32	
OTHER LOGS (OO, OL, OLP, FENCING)		2.60	2.158	
TOTAL	6.60	7.10	5.89	2.8% 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
	265.49	9.80	3.50	2.20	23.54	5.80	310.33
							62.4% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	84.30
DP PUT FORWARD	87.44
% OF DP SALES PLAN	103.7%
TOTAL SS (M3OBS) SALES PLAN	412.70
SS PUT FORWARD	413.19
% OF SS SALES PLAN	100.1%
TOTAL VOLUME PUT FORWARD	500.63
SALES PLAN COMMITMENT	497.00
DP/SS % OF SALES PLAN	100.7%

GALLOWAY MARKETING PLAN, APRIL 2018 - MARCH 2019 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
12-Jan-18	21 February 2018	5.00	1.00	0.83	1.00	0.83	0.50	0.42	1.00	0.83	3.00	2.49
14-Mar-18	25 April 2018				1.00	0.83	0.50	0.42	1.00	0.83	2.00	1.66
16-May-18	27 June 2018		1.00	0.83	1.00	0.83	0.50	0.42	1.00	0.83	3.00	2.49
01-Aug-18	12 September 2018	8.00			1.00	0.83	0.50	0.42	1.00	0.83	3.00	2.49
10-Oct-18	21 November 2018		1.00	0.83	1.00	0.83	0.50	0.42	1.00	0.83	4.00	3.32
		13.00	3.00	2.49	5.00	4.15	2.00	1.66	5.00	4.15	15.00	12.45

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
21 February 2018		6.00	4.98	6.00	
25 April 2018	5.00	4.50	3.74	9.50	
27 June 2018		6.50	5.40	6.50	
12 September 2018	8.00	5.50	4.57	13.50	
21 November 2018		7.50	6.23	7.50	
	13.00	30.00	24.90	43.00	8.0% 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)		0.20	0.17	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		6.00	4.98	
FIREWOOD		5.00	4.15	
OTHER LOGS (OO, OL, OLP, FENCING)		3.53	2.93	
TOTAL	4.00	14.73	12.23	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	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	208.00		118.40	36.20	115.67		478.27
							88.6% of Sales Plan

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

DUMFRIES & BORDERS MARKETING PLAN, APRIL 2018 - MARCH 2019 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
12-Jan-18	21 February 2018	47.00	1.00	0.83	4.00	3.32	2.00	1.66	1.00	0.83	2.00	1.66
14-Mar-18	25 April 2018	29.00	1.00	0.83	3.00	2.49	2.00	1.66	1.50	1.25	3.00	2.49
16-May-18	27 June 2018	30.00	1.50	1.25	3.00	2.49	2.00	1.66	1.00	0.83	4.00	3.32
01-Aug-18	12 September 2018	33.00	1.50	1.25	4.00	3.32	2.00	1.66	1.50	1.25	3.00	2.49
10-Oct-18	21 November 2018	28.00	1.50	1.25	4.00	3.32	2.00	1.66	1.00	0.83	4.00	3.32
		167.00	6.50	5.40	18.00	14.94	10.00	8.30	6.00	4.98	16.00	13.28

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)
21 February 2018	47.00	10.00	8.30	57.00
25 April 2018	29.00	10.50	8.72	39.50
27 June 2018	30.00	11.50	9.55	41.50
12 September 2018	33.00	12.00	9.96	45.00
21 November 2018	28.00	12.50	10.38	40.50
	167.00	56.50	46.90	223.50

40.6% 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)		0.50	0.42
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		10.00	8.30
FIREWOOD		5.00	4.15
OTHER LOGS (OO, OL, OLP, FENCING)		4.73	3.93
TOTAL	6.00	20.23	16.79

4.8% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	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	137.00		49.40	30.80	83.07		300.27

54.6% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	240.10
DP PUT FORWARD	240.00
% OF DP SALES PLAN	100.0%
TOTAL SS (M3OBS) SALES PLAN	310.00
SS PUT FORWARD	310.00
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	550.00
SALES PLAN COMMITMENT	550.10
DP/SS % OF SALES PLAN	100.0%

SUMMARY SOUTH MARKETING PLAN, APRIL 2018 - MARCH 2019 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
12-Jan-18	21 February 2018	47.00	2.00	1.66	5.00	4.15	2.00	1.66	2.00	1.66	5.00	4.15
14-Mar-18	25 April 2018	34.00	1.00	0.83	4.00	3.32	2.50	2.08	2.50	2.08	5.00	4.15
16-May-18	27 June 2018	30.00	2.50	2.08	4.00	3.32	2.50	2.08	2.00	1.66	7.00	5.81
01-Aug-18	12 September 2018	41.00	1.50	1.25	5.00	4.15	2.50	2.08	2.50	2.08	6.00	4.98
10-Oct-18	21 November 2018	28.00	2.50	2.08	5.00	4.15	2.50	2.08	2.00	1.66	8.00	6.64
		180.00	9.50	7.89	23.00	19.09	12.00	9.96	11.00	9.13	31.00	25.73

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	% SPLIT
21 February 2018	47.00	16.00	13.28	63.00	23.6% of Open Market
25 April 2018	34.00	15.00	12.45	49.00	18.4% of Open Market
27 June 2018	30.00	18.00	14.94	48.00	18.0% of Open Market
12 September 2018	41.00	17.50	14.53	58.50	22.0% of Open Market
21 November 2018	28.00	20.00	16.60	48.00	18.0% of Open Market
	180.00	86.50	71.80	266.50	24.4% 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)		0.70	0.58	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		16.00	13.28	
FIREWOOD		10.00	8.30	
OTHER LOGS (OO, OL, OLP, FENCING)		8.26	6.86	
TOTAL	10.00	34.96	29.02	4.1% 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
	345.00		167.80	67.00	198.74		778.54
							71.4% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	555.10
DP PUT FORWARD	555.00
% OF DP SALES PLAN	100.0%
TOTAL SS (M3OBS) SALES PLAN	535.00
SS PUT FORWARD	535.00
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	1090.00
SALES PLAN COMMITMENT	1090.10
DP/SS % OF SALES PLAN	100.0%

SUMMARY SCOTLAND MARKETING PLAN, APRIL 2018 - MARCH 2019 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
12-Jan-18	21 February 2018	184.62	3.85	3.20	20.00	16.60	3.00	2.49	5.30	4.40	13.55	11.25
14-Mar-18	25 April 2018	212.58	14.04	11.65	21.68	17.99	8.31	6.90	5.18	4.30	15.53	12.89
16-May-18	27 June 2018	217.80	13.37	11.10	24.35	20.21	8.00	6.64	6.12	5.08	19.88	16.50
01-Aug-18	12 September 2018	148.91	14.38	11.94	28.50	23.66	7.81	6.48	5.15	4.27	14.20	11.79
10-Oct-18	21 November 2018	100.51	9.66	8.02	20.40	16.93	5.30	4.40	3.90	3.24	17.68	14.67
		864.42	55.30	45.90	114.93	95.39	32.42	26.91	25.65	21.29	80.84	67.10

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	% SPLIT
21 February 2018	184.62	45.70	37.93	230.32	19.6% of Open Market
25 April 2018	212.58	64.74	53.73	277.32	23.6% of Open Market
27 June 2018	217.80	71.72	59.53	289.52	24.7% of Open Market
12 September 2018	148.91	70.04	58.13	218.95	18.7% of Open Market
21 November 2018	100.51	56.94	47.26	157.45	13.4% of Open Market
	864.42	309.14	256.59	1173.56	35.8% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	29.64			
NICHE MARKET LOGS (NML / NMH)		5.90	4.90	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		27.15	22.53	
FIREWOOD		35.30	29.30	
OTHER LOGS (OO, OL, OLP, FENCING)		17.21	14.28	
TOTAL	29.64	85.56	71.01	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
	1074.92	103.90	267.70	104.70	426.48	12.70	1990.40
							60.8% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	1305.60
DP PUT FORWARD	1310.18
% OF DP SALES PLAN	100.4%
TOTAL SS (M3OBS) SALES PLAN	1969.70
SS PUT FORWARD	1968.98
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	3279.16
SALES PLAN COMMITMENT	3275.30
DP/SS % OF SALES PLAN	100.1%