

WEST ARGYLL MARKETING PLAN, APRIL 2020 - MARCH 2021 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
08-Jan-20	19 Feb 2020	19.26			11.00	9.13	2.00	1.66	1.00	0.83	2.00	1.66
11-Mar-20	22 April 2020	25.00			9.00	7.47	3.00	2.49	2.00	1.66	1.14	0.95
13-May-20	24 June 2020	25.00			9.00	7.47	2.00	1.66	1.00	0.83	1.15	0.95
29-Jul-20	9 September 2020	25.00			12.00	9.96	2.00	1.66	1.00	0.83	2.00	1.66
07-Oct-20	18 November 2020	19.00			7.40	6.14	2.20	1.83			3.10	2.57
		113.26			48.40	40.17	11.20	9.30	5.00	4.15	9.39	7.79

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
19 Feb 2020	19.26	16.00	13.28	35.26	19%
22 April 2020	25.00	15.14	12.57	40.14	21%
24 June 2020	25.00	13.15	10.91	38.15	20%
9 September 2020	25.00	17.00	14.11	42.00	22%
18 November 2020	19.00	12.70	10.54	31.70	17%
	113.26	73.99	61.41	187.25	36.7% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3UB	
STANDING TIMBER	10.30			
NICHE MARKET LOGS (NML / NMH)		3.00	2.49	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		2.00	1.66	
FIREWOOD		6.10	5.06	
OTHER LOGS (OO, OL, OLP, FENCING)		3.00	2.49	
TOTAL	10.30	14.10	11.70	4.8% of Sales Plan

LONG TERM CONTRACTS BY MERCHANT

	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	VOLUME BY CUSTOMER
TOTAL LTC COMMITMENT	176.40		60.00	6.20	55.76		298.36
							58.5% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	210.05
DP PUT FORWARD	210.05
% OF DP SALES PLAN	100.0%
TOTAL SS (M3OBS) SALES PLAN	299.96
SS PUT FORWARD	299.96
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	510.01
SALES PLAN COMMITMENT	510.01
DP/SS % OF SALES PLAN	100.0%

LOCHABER MARKETING PLAN, APRIL 2020 - MARCH 2021 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
08-Jan-20	19 Feb 2020		1.20	1.00					0.75	0.62	2.00	1.66
11-Mar-20	22 April 2020	5.73										
13-May-20	24 June 2020	12.00					0.10					
29-Jul-20	9 September 2020	15.00						0.08	0.75	0.62	2.00	1.66
07-Oct-20	18 November 2020										2.00	1.66
		32.73	1.20	1.00			0.10	0.08	1.50	1.25	6.00	4.98

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
19 Feb 2020		2.00	1.66	2.00	5%
22 April 2020	5.73	1.95	1.62	7.68	18%
24 June 2020	12.00	0.10	0.08	12.10	29%
9 September 2020	15.00	2.75	2.28	17.75	43%
18 November 2020		2.00	1.66	2.00	5%
	32.73	8.80	7.30	41.53	22.4% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	5.00			
NICHE MARKET LOGS (NML / NMH)		0.60		
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		0.60		
FIREWOOD		3.00		
OTHER LOGS (OO, OL, OLP, FENCING)		1.00		
TOTAL	5.00	5.20		5.5% of Sales Plan

LONG TERM CONTRACTS BY MERCHANT

	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	VOLUME BY CUSTOMER
TOTAL LTC COMMITMENT	91.25	25.10		4.00	13.00		133.35
							72.1% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	56.08
DP PUT FORWARD	56.10
% OF DP SALES PLAN	100.0%
TOTAL SS (M3OBS) SALES PLAN	128.98
SS PUT FORWARD	128.98
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	185.08
SALES PLAN COMMITMENT	185.06
DP/SS % OF SALES PLAN	100.0%

SUMMARY WEST REGION MARKETING PLAN, APRIL 2020 - MARCH 2021 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
08-Jan-20	19 Feb 2020	19.26			11.00	9.13	2.00	1.66	1.00	0.83	4.00	3.32
11-Mar-20	22 April 2020	30.73	1.20	1.00	9.00	7.47	3.00	2.49	2.75	2.28	1.14	0.95
13-May-20	24 June 2020	37.00			9.00	7.47	2.10	1.74	1.00	0.83	1.15	0.95
29-Jul-20	9 September 2020	40.00			12.00	9.96	2.00	1.66	1.75	1.45	4.00	3.32
07-Oct-20	18 November 2020	19.00			7.40	6.14	2.20	1.83			5.10	4.23
		145.99	1.20	1.00	48.40	40.17	11.30	9.38	6.50	5.40	15.39	12.77

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
19 Feb 2020	19.26	18.00	14.94	37.26	16%
22 April 2020	30.73	17.09	14.18	47.82	21%
24 June 2020	37.00	13.25	11.00	50.25	22%
9 September 2020	40.00	19.75	16.39	59.75	26%
18 November 2020	19.00	14.70	12.20	33.70	15%
	145.99	82.79	68.72	228.78	32.9% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	15.30			
NICHE MARKET LOGS (NML / NMH)		3.60	2.99	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		2.60	2.16	
FIREWOOD		9.10	7.55	
OTHER LOGS (OO, OL, OLP, FENCING)		4.00	3.32	
TOTAL	15.30	19.30	16.02	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	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	VOLUME BY CUSTOMER
SUMMARY TOTAL - SEE FDs FOR INDIVIDUAL CUSTOMERS	267.65	25.10	60.00	10.20	68.76		431.71
							62.1% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	266.13
DP PUT FORWARD	266.15
% OF DP SALES PLAN	100.0%
TOTAL SS (M3OBS) SALES PLAN	428.94
SS PUT FORWARD	428.94
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	695.09
SALES PLAN COMMITMENT	695.07
DP/SS % OF SALES PLAN	100.0%

COWAL & TROSSACHS MARKETING PLAN, APRIL 2020 - MARCH 2021 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
08-Jan-20	19 Feb 2020	22.22			1.00	0.83			0.72	0.60		
11-Mar-20	22 April 2020	15.46										
13-May-20	24 June 2020	11.84										
29-Jul-20	9 September 2020	24.27			2.00	1.66	1.00	0.83	1.20	1.00	3.50	2.91
07-Oct-20	18 November 2020	62.05			2.80	2.32	2.00	1.66	1.10	0.91	6.74	5.59
		135.84			5.80	4.81	3.00	2.49	3.02	2.51	10.24	8.50

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
19 Feb 2020	22.22	1.00	0.83	23.22	15%
22 April 2020	15.46	0.72	0.60	16.18	10%
24 June 2020	11.84			11.84	7%
9 September 2020	24.27	7.70	6.39	31.97	20%
18 November 2020	62.05	12.64	10.49	74.69	47%
	135.84	22.06	18.31	157.90	57.3% 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)		1.88	1.56	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD		9.42	7.82	
OTHER LOGS (OO, OL, OLP, FENCING)				
TOTAL		11.30	9.38	4.1% of Sales Plan

LONG TERM CONTRACTS BY MERCHANT

	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	VOLUME BY CUSTOMER
TOTAL LTC COMMITMENT	77.30		16.00	2.20	19.68		115.18
							41.8% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	62.31
DP PUT FORWARD	71.24
% OF DP SALES PLAN	114.3%
TOTAL SS (M3OBS) SALES PLAN	213.11
SS PUT FORWARD	213.14
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	284.38
SALES PLAN COMMITMENT	275.42
DP/SS % OF SALES PLAN	103.3%

SCOTTISH LOWLANDS MARKETING PLAN, APRIL 2020 - MARCH 2021 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
08-Jan-20	19 Feb 2020	0.80			4.00	3.32						
11-Mar-20	22 April 2020	21.15										
13-May-20	24 June 2020	16.44			2.00	1.66						
29-Jul-20	9 September 2020	28.63			3.00	2.49						
07-Oct-20	18 November 2020											
		67.02			9.00	7.47						

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
19 Feb 2020	0.80	4.00	3.32	4.80	6%
22 April 2020	21.15			21.15	28%
24 June 2020	16.44	2.00	1.66	18.44	24%
9 September 2020	28.63	3.00	2.49	31.63	42%
18 November 2020					
	67.02	9.00	7.47	76.02	47.6% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	0.80			
NICHE MARKET LOGS (NML / NMH)		1.00	0.83	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD		2.10	1.74	
OTHER LOGS (OO, OL, OLP, FENCING)				
TOTAL	0.80	3.10	2.57	2.4% of Sales Plan

LONG TERM CONTRACTS BY MERCHANT

	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	VOLUME BY CUSTOMER
TOTAL LTC COMMITMENT	49.00			2.00	28.29		79.29
							49.7% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	42.62
DP PUT FORWARD	42.39
% OF DP SALES PLAN	99%
TOTAL SS (M3OBS) SALES PLAN	116.96
SS PUT FORWARD	116.82
% OF SS SALES PLAN	99.9%
TOTAL VOLUME PUT FORWARD	159.21
SALES PLAN COMMITMENT	159.58
DP/SS % OF SALES PLAN	99.8%

SUMMARY CENTRAL REGION MARKETING PLAN, APRIL 2020 - MARCH 2021 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
08-Jan-20	19 Feb 2020	23.02			5.00	4.15			0.72	0.60		
11-Mar-20	22 April 2020	36.61				1.66						
13-May-20	24 June 2020	28.28			2.00	4.15	1.00	0.83	1.20	1.00	3.50	2.91
29-Jul-20	9 September 2020	52.90			5.00	2.32	2.00	1.66	1.10	0.91	6.74	5.59
07-Oct-20	18 November 2020	62.05			2.80	2.32	2.00	1.66	1.10	0.91	6.74	5.59
		202.86			14.80	12.28	3.00	2.49	3.02	2.51	10.24	8.50

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
19 Feb 2020	23.02	5.00	4.15	28.02	12%
22 April 2020	36.61	0.72	0.60	37.33	16%
24 June 2020	28.28	2.00	1.66	30.28	13%
9 September 2020	52.90	10.70	8.88	63.60	27%
18 November 2020	62.05	12.64	10.49	74.69	32%
	202.86	31.06	25.78	233.92	53.8% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	0.80			
NICHE MARKET LOGS (NML / NMH)		2.88	2.3904	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD		11.52	9.5616	
OTHER LOGS (OO, OL, OLP, FENCING)				
TOTAL	0.80	14.40	11.95	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	VOLUME BY CUSTOMER
SUMMARY TOTAL - SEE FDs FOR INDIVIDUAL CUSTOMERS	126.30		16.00	4.20	47.97		194.47
							44.7% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	104.93
DP PUT FORWARD	113.63
% OF DP SALES PLAN	108.3%
TOTAL SS (M3OBS) SALES PLAN	330.07
SS PUT FORWARD	329.96
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	443.59
SALES PLAN COMMITMENT	435.00
DP/SS % OF SALES PLAN	102.0%

TAY MARKETING PLAN, APRIL 2020 - MARCH 2021 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
08-Jan-20	19 Feb 2020				4.00	3.32						
11-Mar-20	22 April 2020				4.00	3.32						
13-May-20	24 June 2020				3.60	2.99						
29-Jul-20	9 September 2020				3.50	2.91						
07-Oct-20	18 November 2020				3.45	2.86						
					18.55	15.40						

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
19 Feb 2020		4.00	3.32	4.00	22%
22 April 2020		4.00	3.32	4.00	22%
24 June 2020		3.60	2.99	3.60	19%
9 September 2020		3.50	2.91	3.50	19%
18 November 2020		3.45	2.86	3.45	19%
		18.55	15.40	18.55	18.2% 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)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD				
OTHER LOGS (OO, OL, OLP, FENCING)				
TOTAL				of Sales Plan

LONG TERM CONTRACTS BY MERCHANT

	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	VOLUME BY CUSTOMER
TOTAL LTC COMMITMENT	45.00	2.00		7.00	24.60		78.60
							77.1% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	56.06
DP PUT FORWARD	52.15
% OF DP SALES PLAN	93.0%
TOTAL SS (M3OBS) SALES PLAN	45.92
SS PUT FORWARD	45.00
% OF SS SALES PLAN	98.0%
TOTAL VOLUME PUT FORWARD	97.15
SALES PLAN COMMITMENT	101.98
DP/SS % OF SALES PLAN	95.3%

MORAY & ABERDEENSHIRE MARKETING PLAN, APRIL 2020 - MARCH 2021 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
08-Jan-20	19 Feb 2020	23.51	2.44	2.03	0.30	0.25					1.00	0.83
11-Mar-20	22 April 2020	20.06	1.98	1.64							1.00	0.83
13-May-20	24 June 2020	18.48	0.83	0.69	0.20	0.17					6.20	5.15
29-Jul-20	9 September 2020	17.10	4.36	3.62	0.68	0.56					8.07	6.70
07-Oct-20	18 November 2020	7.86	1.90	1.58	2.89	2.40	1.89	1.57			7.93	6.58
		87.01	11.51	9.55	4.07	3.38	1.89	1.57			24.20	20.09

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
19 Feb 2020	23.51	3.74	3.10	27.25	21%
22 April 2020	20.06	2.98	2.47	23.04	18%
24 June 2020	18.48	7.23	6.00	25.71	20%
9 September 2020	17.10	13.11	10.88	30.21	23%
18 November 2020	7.86	14.61	12.13	22.47	17%
	87.01	41.67	34.59	128.68	33.8% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	3.18			
NICHE MARKET LOGS (NML / NMH)		2.00	1.66	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		9.64	8.00	
FIREWOOD		14.82	12.30	
OTHER LOGS (OO, OL, OLP, FENCING)		2.39	1.98	
TOTAL	3.18	28.85	23.95	8.4% of Sales Plan

LONG TERM CONTRACTS BY MERCHANT

	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	VOLUME BY CUSTOMER
TOTAL LTC COMMITMENT	47.20	68.05	10.19	9.46	80.83	4.30	220.03

57.8% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	243.34
DP PUT FORWARD	243.35
% OF DP SALES PLAN	100.0%
TOTAL SS (M3OBS) SALES PLAN	137.45
SS PUT FORWARD	137.39
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	380.74
SALES PLAN COMMITMENT	380.79
DP/SS % OF SALES PLAN	100.0%

SUMMARY EAST REGION MARKETING PLAN, APRIL 2020 - MARCH 2021 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
08-Jan-20	19 Feb 2020	23.51	2.44	2.03	4.30	3.57	0.00	0.00	0.00	0.00	1.00	0.83
11-Mar-20	22 April 2020	20.06	1.98	1.64	4.00	3.32	0.00	0.00	0.00	0.00	1.00	0.83
13-May-20	24 June 2020	18.48	0.83	0.69	3.80	3.15	0.00	0.00	0.00	0.00	6.20	5.15
29-Jul-20	9 September 2020	17.10	4.36	3.62	4.18	3.47	0.00	0.00	0.00	0.00	8.07	6.70
07-Oct-20	18 November 2020	7.86	1.90	1.58	6.34	5.26	1.89	1.57	0.00	0.00	7.93	6.58
		87.01	11.51	9.55	22.62	18.77	1.89	1.57	0.00	0.00	24.20	20.09

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
19 Feb 2020	23.51	7.74	6.42	31.25	21%
22 April 2020	20.06	6.98	5.79	27.04	18%
24 June 2020	18.48	10.83	8.99	29.31	20%
9 September 2020	17.10	16.61	13.79	33.71	23%
18 November 2020	7.86	18.06	14.99	25.92	18%
	87.01	60.22	49.98	147.23	30.5% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	3.18			0.0%
NICHE MARKET LOGS (NML / NMH)		2.00	1.66	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		9.64	8.00	
FIREWOOD		14.82	12.30	
OTHER LOGS (OO, OL, OLP, FENCING)		2.39	1.98	
TOTAL	3.18	28.85	23.95	6.6% 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	VOLUME BY CUSTOMER
SUMMARY TOTAL - SEE FDs FOR INDIVIDUAL CUSTOMERS	92.20	70.05	10.19	16.46	105.43	4.30	298.63
							0
							0
							61.9% of Sales Plan
TOTAL DP (M3OBS) SALES PLAN	299.40						
DP PUT FORWARD	295.50						
% OF DP SALES PLAN	98.7%						
TOTAL SS (M3OBS) SALES PLAN	183.37						
SS PUT FORWARD	182.39						
% OF SS SALES PLAN	99.5%						
TOTAL VOLUME PUT FORWARD	477.89						
SALES PLAN COMMITMENT	482.77						
DP/SS % OF SALES PLAN	99.0%						

NORTH HIGHLAND MARKETING PLAN, APRIL 2020 - MARCH 2021 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
08-Jan-20	19 Feb 2020	4.60										
11-Mar-20	22 April 2020	18.10										
13-May-20	24 June 2020	21.20										
29-Jul-20	9 September 2020	4.70										
07-Oct-20	18 November 2020	48.60										

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
19 Feb 2020					
22 April 2020	4.60			4.60	9%
24 June 2020	18.10			18.10	37%
9 September 2020	21.20			21.20	44%
18 November 2020	4.70			4.70	10%
	48.60			48.60	22.9% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	1.00			
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	1.00	5.00	4.15	2.8% of Sales Plan

LONG TERM CONTRACTS BY MERCHANT

	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	VOLUME BY CUSTOMER
TOTAL LTC COMMITMENT	157.55						157.55
							74.3% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	4.96
DP PUT FORWARD	5.00
% OF DP SALES PLAN	101%
TOTAL SS (M3OBS) SALES PLAN	207.04
SS PUT FORWARD	207.15
% OF SS SALES PLAN	100.1%
TOTAL VOLUME PUT FORWARD	212.15
SALES PLAN COMMITMENT	212.00
DP/SS % OF SALES PLAN	100.1%

INVERNESS ROSS SKYE MARKETING PLAN, APRIL 2020 - MARCH 2021 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
08-Jan-20	19 Feb 2020	18.00										
11-Mar-20	22 April 2020	37.10	9.00	7.47								
13-May-20	24 June 2020	12.50	8.50	7.06								
29-Jul-20	9 September 2020	20.50	2.50	2.08								
07-Oct-20	18 November 2020	23.80	3.50	2.91								
		111.90	23.50	19.51								

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
19 Feb 2020	18.00			18.00	13%
22 April 2020	37.10	9.00	7.47	46.10	34%
24 June 2020	12.50	8.50	7.06	21.00	16%
9 September 2020	20.50	2.50	2.08	23.00	17%
18 November 2020	23.80	3.50	2.91	27.30	20%
	111.90	23.50	19.51	135.40	44.4% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3UB	
STANDING TIMBER	2.00			
NICHE MARKET LOGS (NML / NMH)		0.50	0.42	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		5.50	4.57	
FIREWOOD		4.00	3.32	
OTHER LOGS (OO, OL, OLP, FENCING)		3.50	2.91	
TOTAL	2.00	13.50	11.21	5.1% of Sales Plan

**LONG TERM CONTRACTS
BY MERCHANT**

	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	VOLUME BY CUSTOMER
TOTAL LTC COMMITMENT	100.00	9.80	4.50	2.20	30.35	5.80	152.65

50.1% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	89.93
DP PUT FORWARD	89.65
% OF DP SALES PLAN	99.7%
TOTAL SS (M3OBS) SALES PLAN	214.84
SS PUT FORWARD	213.90
% OF SS SALES PLAN	99.6%
TOTAL VOLUME PUT FORWARD	303.55
SALES PLAN COMMITMENT	304.77
DP/SS % OF SALES PLAN	99.6%

SUMMARY NORTH MARKETING PLAN, APRIL 2020 - MARCH 2021 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
08-Jan-20	19 Feb 2020	18.00										
11-Mar-20	22 April 2020	41.70	9.00	7.47								
13-May-20	24 June 2020	30.60	8.50	7.06								
29-Jul-20	9 September 2020	41.70	2.50	2.08								
07-Oct-20	18 November 2020	28.50	3.50	2.91								
		160.50	23.50	19.51								

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
19 Feb 2020	18.00			18.00	10%
22 April 2020	41.70	9.00	7.47	50.70	28%
24 June 2020	30.60	8.50	7.06	39.10	21%
9 September 2020	41.70	2.50	2.08	44.20	24%
18 November 2020	28.50	3.50	2.91	32.00	17%
	160.50	23.50	19.51	184.00	35.6% 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)		0.5	0.415	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		6.5	5.395	
FIREWOOD		8	6.64	
OTHER LOGS (OO, OL, OLP, FENCING)		3.5	2.905	
TOTAL	3.00	18.50	15.36	4.2% 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	VOLUME BY CUSTOMER
SUMMARY TOTAL - SEE FDs FOR INDIVIDUAL CUSTOMERS	257.55	9.80	4.50	2.20	30.35	5.80	310.20
							60.0% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	94.89
DP PUT FORWARD	94.65
% OF DP SALES PLAN	99.7%
TOTAL SS (M3OBS) SALES PLAN	421.88
SS PUT FORWARD	421.05
% OF SS SALES PLAN	99.8%
TOTAL VOLUME PUT FORWARD	515.70
SALES PLAN COMMITMENT	516.77
DP/SS % OF SALES PLAN	99.8%

GALLOWAY MARKETING PLAN, APRIL 2020 - MARCH 2021 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
08-Jan-20	19 Feb 2020	4.30	1.00	0.83	2.00	1.66	0.50	0.42	0.50	0.42	3.00	2.49
11-Mar-20	22 April 2020	15.50			2.00	1.66	0.50	0.42	0.50	0.42	2.00	1.66
13-May-20	24 June 2020	10.50	1.00	0.83	2.00	1.66	0.50	0.42	1.00	0.83	2.00	1.66
29-Jul-20	9 September 2020	35.00			2.00	1.66	0.50	0.42	0.50	0.42	3.00	2.49
07-Oct-20	18 November 2020	30.00	1.00	0.83	1.00	0.83	0.50	0.42	1.00	0.83	2.50	2.08
		95.30	3.00	2.49	9.00	7.47	2.00	1.66	3.50	2.91	12.50	10.38

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
19 Feb 2020	4.30	6.50	5.40	10.80	9%
22 April 2020	15.50	5.00	4.15	20.50	16%
24 June 2020	10.50	6.50	5.40	17.00	14%
9 September 2020	35.00	6.00	4.98	41.00	33%
18 November 2020	30.00	6.00	4.98	36.00	29%
	95.30	30.00	24.90	125.30	22.0% 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)		0.50	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	8.00	16.00	13.28	4.2% of Sales Plan

LONG TERM CONTRACTS BY MERCHANT

	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	VOLUME BY CUSTOMER
TOTAL LTC COMMITMENT	152.00		118.00	36.00	114.98		420.98
							73.9% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	315.00
DP PUT FORWARD	314.98
% OF DP SALES PLAN	100.0%
TOTAL SS (M3OBS) SALES PLAN	255.00
SS PUT FORWARD	255.30
% OF SS SALES PLAN	100.1%
TOTAL VOLUME PUT FORWARD	570.28
SALES PLAN COMMITMENT	570.00
DP/SS % OF SALES PLAN	100.0%

DUMFRIES & BORDERS MARKETING PLAN, APRIL 2020 - MARCH 2021 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
08-Jan-20	19 Feb 2020	49.00			4.00	3.32			1.00	0.83	4.00	3.32
11-Mar-20	22 April 2020	31.00			4.00	3.32	1.00		2.00	1.66	4.00	3.32
13-May-20	24 June 2020	17.00	1.00	0.83	4.00	3.32			1.00	0.83	5.00	4.15
29-Jul-20	9 September 2020	26.00			4.00	3.32	1.00		2.00	1.66	4.00	3.32
07-Oct-20	18 November 2020	28.00	1.00	0.83	4.00	3.32	1.00		2.00	1.66	4.00	3.32
		151.00	2.00	1.66	20.00	16.60	3.00	2.49	8.00	6.64	21.00	17.43

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
19 Feb 2020	49.00	9.00	7.47	58.00	28%
22 April 2020	31.00	11.00	9.13	42.00	20%
24 June 2020	17.00	11.00	9.13	28.00	14%
9 September 2020	26.00	11.00	9.13	37.00	18%
18 November 2020	28.00	12.00	9.96	40.00	20%
	151.00	54.00	44.82	205.00	41.0% 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)		14.00	11.62	
FIREWOOD		6.00	4.98	
OTHER LOGS (OO, OL, OLP, FENCING)		15.00	12.45	
TOTAL	4.00	35.50	29.47	7.9% of Sales Plan

LONG TERM CONTRACTS BY MERCHANT

	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	VOLUME BY CUSTOMER
TOTAL LTC COMMITMENT	145.00		22.70	24.00	64.07		255.77
							51.1% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	200.05
DP PUT FORWARD	200.27
% OF DP SALES PLAN	100.1%
TOTAL SS (M3OBS) SALES PLAN	299.99
SS PUT FORWARD	300.00
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	500.27
SALES PLAN COMMITMENT	500.04
DP/SS % OF SALES PLAN	100.0%

SUMMARY SOUTH REGION MARKETING PLAN, APRIL 2020 - MARCH 2021 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
08-Jan-20	19 Feb 2020	53.30	1.00	0.83	6.00	4.98	1.50	1.25	1.50	1.25	7.00	5.81
11-Mar-20	22 April 2020	46.50			6.00	4.98	1.50	2.08	2.50	2.08	6.00	4.98
13-May-20	24 June 2020	27.50	2.00	1.66	6.00	4.98	0.50	0.42	2.00	1.66	7.00	5.81
29-Jul-20	9 September 2020	61.00			6.00	4.98	1.50	1.25	2.50	2.08	7.00	5.81
07-Oct-20	18 November 2020	58.00	2.00	1.66	5.00	4.15	1.50	1.25	3.00	2.49	6.50	5.40
		246.30	5.00	4.15	29.00	24.07	5.00	4.15	11.50	9.55	33.50	27.81

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
19 Feb 2020	53.30	15.50	12.87	68.80	21%
22 April 2020	46.50	16.00	13.28	62.50	19%
24 June 2020	27.50	17.50	14.53	45.00	14%
9 September 2020	61.00	17.00	14.11	78.00	24%
18 November 2020	58.00	18.00	14.94	76.00	23%
	246.30	84.00	69.72	330.30	30.9% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	12.00			
NICHE MARKET LOGS (NML / NMH)		1.00	0.83	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		21.00	17.43	
FIREWOOD		11.00	9.13	
OTHER LOGS (OO, OL, OLP, FENCING)		18.50	15.36	
TOTAL	12.00	51.50	42.75	5.9% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	VOLUME BY CUSTOMER
SUMMARY TOTAL - SEE FDs FOR INDIVIDUAL CUSTOMERS	297.00		140.70	60.00	179.05		676.75
							63.2% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	515.05
DP PUT FORWARD	515.25
% OF DP SALES PLAN	100.0%
TOTAL SS (M3OBS) SALES PLAN	554.99
SS PUT FORWARD	555.30
% OF SS SALES PLAN	100.1%
TOTAL VOLUME PUT FORWARD	1070.55
SALES PLAN COMMITMENT	1070.04
DP/SS % OF SALES PLAN	100.0%

SUMMARY SCOTLAND MARKETING PLAN, APRIL 2020 - MARCH 2021 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
08-Jan-20	19 Feb 2020	137.09	3.44	2.86	26.30	21.83	2.00	1.66	2.50	2.08	12.00	9.96
11-Mar-20	22 April 2020	175.60	12.18	10.11	19.00	15.77	4.50	3.74	5.97	4.96	8.14	6.76
13-May-20	24 June 2020	141.86	11.33	9.40	20.80	17.26	2.60	2.16	3.00	2.49	14.35	11.91
29-Jul-20	9 September 2020	212.70	6.86	5.69	27.18	22.56	4.50	3.74	5.45	4.52	22.57	18.73
07-Oct-20	18 November 2020	175.41	7.40	6.14	21.54	17.88	7.59	6.30	4.10	3.40	26.27	21.80
		842.66	41.21	34.20	114.82	95.30	21.19	17.59	21.02	17.45	83.33	69.16

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
19 Feb 2020	137.09	46.24	38.38	183.33	16.3%
22 Apr 2020	175.60	49.79	41.33	225.39	20.0%
24 Jun 2020	141.86	52.08	43.23	193.94	17.3%
9 Sep 2020	212.70	66.56	55.24	279.26	24.8%
18 Nov 2020	175.41	66.90	55.53	242.31	21.6%
	842.66	281.57	233.70	1124.23	35.1% of Sales Plan

LOCAL NEGOTIATION / SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	34.28			
NICHE MARKET LOGS (NML / NMH)		9.98	8.28	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		39.74	32.98	
FIREWOOD		54.44	45.19	
OTHER LOGS (OO, OL, OLP, FENCING)		28.39	23.56	
TOTAL	34.28	132.55	110.02	5.2% 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	VOLUME BY CUSTOMER
SUMMARY TOTAL - SEE FDs FOR INDIVIDUAL CUSTOMERS	1040.70	104.95	231.39	93.06	431.56	10.10	1911.76
							59.7% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	1280.40
DP PUT FORWARD	1285.18
% OF DP SALES PLAN	100.4%
TOTAL SS (M3OBS) SALES PLAN	1919.25
SS PUT FORWARD	1917.64
% OF SS SALES PLAN	99.9%
TOTAL VOLUME PUT FORWARD	3202.82
SALES PLAN COMMITMENT	3199.65
DP/SS % OF SALES PLAN	100.1%