

NORTH HIGHLAND SALES PLAN - APRIL 2023 - MARCH 2024

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

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

COMPETITIVE SALES

GOING LIVE	FLS 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-23	22-Feb-23	19.00										
08-Mar-23	19-Apr-23	12.00										
10-May-23	21-Jun-23	13.00	6.00	4.98							3.00	2.49
26-Jul-23	06-Sep-23	12.00										
04-Oct-23	15-Nov-23	12.00										
		56.00	6.00	4.98							3.00	2.49

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22-Feb-23	19.00			19.00	29%
19-Apr-23					
21-Jun-23	12.00	6.00	4.98	18.00	28%
06-Sep-23	13.00	3.00	2.49	16.00	25%
15-Nov-23	12.00			12.00	18%
	56.00	9.00	7.47	65.00	34.6% of BUSINESS PLAN

SPOT TENDER	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

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
				2.00	1.66	2.00	1.66

UNALLOCATED WINDBLOW	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER					of BUSINESS PLAN
LOCAL NEGOTIATION		4.00	3.32	4.00	2.1% of BUSINESS PLAN
UNALLOCATED WINDBLOW					of BUSINESS 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	115.00						115.00
							61.2% of BUSINESS PLAN

TOTAL DP (M3OBS) BUSINESS PLAN	15.08
DP PUT FORWARD	13.00
% OF DP BUSINESS PLAN	86.2%
TOTAL SS (M3OBS) BUSINESS PLAN	172.95
SS PUT FORWARD	171.00
% OF SS BUSINESS PLAN	98.9%
BUSINESS PLAN COMMITMENT	188.03
TOTAL VOLUME PUT FORWARD	184.00
DP/SS % OF BUSINESS PLAN	97.9%

INVERNESS, ROSS & SKYE SALES PLAN - APRIL 2023 - MARCH 2024

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

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

COMPETITIVE SALES

GOING LIVE	FLS 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-23	22-Feb-23	8.50	2.00	1.66								
08-Mar-23	19-Apr-23	29.00	3.00	2.49								
10-May-23	21-Jun-23	30.00										
26-Jul-23	06-Sep-23	30.00									2.50	2.08
04-Oct-23	15-Nov-23	25.50	3.00	2.49								
		123.00	8.00	6.64							2.50	2.08

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22-Feb-23	8.50	2.00	1.66	10.50	8%
19-Apr-23	29.00	3.00	2.49	32.00	24%
21-Jun-23	30.00			30.00	22%
06-Sep-23	30.00	2.50	2.08	32.50	24%
15-Nov-23	25.50	3.00	2.49	28.50	21%
	123.00	10.50	8.72	133.50	58.8% of BUSINESS PLAN

SPOT TENDER	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

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
		3.00	2.49	1.00	0.83	1.50	1.25

UNALLOCATED WINDBLOW	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER					of BUSINESS PLAN
LOCAL NEGOTIATION		5.50	4.57	5.50	2.4% of BUSINESS PLAN
UNALLOCATED WINDBLOW					of BUSINESS 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	48.00	12.30			30.35	5.80	96.45
							42.5% of BUSINESS PLAN

TOTAL DP (M3OBS) BUSINESS PLAN	59.99
DP PUT FORWARD	64.45
% OF DP BUSINESS PLAN	107.4%
TOTAL SS (M3OBS) BUSINESS PLAN	166.86
SS PUT FORWARD	171.00
% OF SS BUSINESS PLAN	102.5%
BUSINESS PLAN COMMITMENT	226.85
TOTAL VOLUME PUT FORWARD	235.45
DP/SS % OF BUSINESS PLAN	103.8%

NORTH REGION SALES PLAN - APRIL 2023 - MARCH 2024

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

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

COMPETITIVE SALES

GOING LIVE	FLS 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-23	22-Feb-23	27.50	2.00	1.66								
08-Mar-23	19-Apr-23	29.00	3.00	2.49								
10-May-23	21-Jun-23	42.00	6.00	4.98								
26-Jul-23	06-Sep-23	43.00									5.50	4.57
04-Oct-23	15-Nov-23	37.50	3.00	2.49								
		179.00	14.00	11.62							5.50	4.57

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22-Feb-23	27.50	2.00	1.66	29.50	15%
19-Apr-23	29.00	3.00	2.49	32.00	16%
21-Jun-23	42.00	6.00	4.98	48.00	24%
06-Sep-23	43.00	5.50	4.57	48.50	24%
15-Nov-23	37.50	3.00	2.49	40.50	20%
	179.00	19.50	16.19	198.50	47.8% of BUSINESS PLAN

SPOT TENDER	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

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
		3.00	2.49	3.00	2.49	3.50	2.91

UNALLOCATED WINDBLOW	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER					of BUSINESS PLAN
LOCAL NEGOTIATION		9.50	7.89	9.50	2.3% of BUSINESS PLAN
UNALLOCATED WINDBLOW					of BUSINESS 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	163.00	12.30			30.35	5.80	211.45
							51.0% of BUSINESS PLAN

TOTAL DP (M3OBS) BUSINESS PLAN	75.07
DP PUT FORWARD	77.45
% OF DP BUSINESS PLAN	103.2%
TOTAL SS (M3OBS) BUSINESS PLAN	339.81
SS PUT FORWARD	342.00
% OF SS BUSINESS PLAN	100.6%
BUSINESS PLAN COMMITMENT	414.88
TOTAL VOLUME PUT FORWARD	419.45
DP/SS % OF BUSINESS PLAN	101.1%

MORAY & ABERDEENSHIRE SALES PLAN - APRIL 2023 - MARCH 2024

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

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

COMPETITIVE SALES

GOING LIVE	FLS 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-23	22-Feb-23											
08-Mar-23	19-Apr-23											
10-May-23	21-Jun-23											
26-Jul-23	06-Sep-23											
04-Oct-23	15-Nov-23											

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)
22-Feb-23				
19-Apr-23				
21-Jun-23				
06-Sep-23				
15-Nov-23				

of BUSINESS PLAN

SPOT TENDER	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

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB

UNALLOCATED WINDBLOW	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB
	29.10	49.33	40.94

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)
SPOT TENDER				
LOCAL NEGOTIATION				
UNALLOCATED WINDBLOW	29.10	49.33	40.94	78.43

of BUSINESS PLAN

of BUSINESS PLAN

17.2% of BUSINESS 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	220.90	26.02	34.67	5.81	84.87	4.30	376.57

82.8% of BUSINESS PLAN

TOTAL DP (M3OBS) BUSINESS PLAN	205.00
DP PUT FORWARD	205.00
% OF DP BUSINESS PLAN	100.0%
TOTAL SS (M3OBS) BUSINESS PLAN	250.00
SS PUT FORWARD	250.00
% OF SS BUSINESS PLAN	100.0%
BUSINESS PLAN COMMITMENT	455.00
TOTAL VOLUME PUT FORWARD	455.00
DP/SS % OF BUSINESS PLAN	100.0%

TAY SALES PLAN - APRIL 2023 - MARCH 2024

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

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

COMPETITIVE SALES

GOING LIVE	FLS 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-23	22-Feb-23											
08-Mar-23	19-Apr-23											
10-May-23	21-Jun-23											
26-Jul-23	06-Sep-23											
04-Oct-23	15-Nov-23											

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)
22-Feb-23				
19-Apr-23				
21-Jun-23				
06-Sep-23				
15-Nov-23				

of BUSINESS PLAN

SPOT TENDER	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

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB

UNALLOCATED WINDBLOW	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB
	17.10	20.40	16.93

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)
SPOT TENDER				
LOCAL NEGOTIATION				
UNALLOCATED WINDBLOW	17.10	20.40	16.93	37.50

of BUSINESS PLAN

of BUSINESS PLAN

20.2% of BUSINESS 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	107.90	12.50		5.00	22.50		147.90

79.8% of BUSINESS PLAN

TOTAL DP (M3OBS) BUSINESS PLAN	60.40
DP PUT FORWARD	60.40
% OF DP BUSINESS PLAN	100.0%
TOTAL SS (M3OBS) BUSINESS PLAN	125.00
SS PUT FORWARD	125.00
% OF SS BUSINESS PLAN	100.0%
BUSINESS PLAN COMMITMENT	185.40
TOTAL VOLUME PUT FORWARD	185.40
DP/SS % OF BUSINESS PLAN	100.0%

EAST REGION SALES PLAN - APRIL 2023 - MARCH 2024

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

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

COMPETITIVE SALES

GOING LIVE	FLS 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-23	22-Feb-23											
08-Mar-23	19-Apr-23											
10-May-23	21-Jun-23											
26-Jul-23	06-Sep-23											
04-Oct-23	15-Nov-23											

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)
22-Feb-23				
19-Apr-23				
21-Jun-23				
06-Sep-23				
15-Nov-23				

of BUSINESS PLAN

SPOT TENDER	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

UNALLOCATED WINDBLOW	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB

UNALLOCATED WINDBLOW	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB
	46.20	69.73	57.88

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)
SPOT TENDER				
LOCAL NEGOTIATION				
UNALLOCATED WINDBLOW	46.20	69.73	57.88	115.93

of BUSINESS PLAN

of BUSINESS PLAN

18.1% of BUSINESS 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	328.80	38.52	34.67	10.81	107.37	4.30	524.47

81.9% of BUSINESS PLAN

TOTAL DP (M3OBS) BUSINESS PLAN	265.40
DP PUT FORWARD	265.40
% OF DP BUSINESS PLAN	100.0%
TOTAL SS (M3OBS) BUSINESS PLAN	375.00
SS PUT FORWARD	375.00
% OF SS BUSINESS PLAN	100.0%
BUSINESS PLAN COMMITMENT	640.40
TOTAL VOLUME PUT FORWARD	640.40
DP/SS % OF BUSINESS PLAN	100.0%

WEST ARGYLL SALES PLAN - APRIL 2023 - MARCH 2024

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

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

COMPETITIVE SALES

GOING LIVE	FLS 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-23	22-Feb-23	5.00									3.00	2.49
08-Mar-23	19-Apr-23	10.00			5.00	4.15					5.00	4.15
10-May-23	21-Jun-23	11.00			5.00	4.15					5.00	4.15
26-Jul-23	06-Sep-23	10.00			5.00	4.15					5.00	4.15
04-Oct-23	15-Nov-23	5.00			5.00	4.15					5.00	4.15
		41.00			20.00	16.60					23.00	19.09

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22-Feb-23	5.00	3.00	2.49	8.00	10%
19-Apr-23	10.00	10.00	8.30	20.00	24%
21-Jun-23	11.00	10.00	8.30	21.00	25%
06-Sep-23	10.00	10.00	8.30	20.00	24%
15-Nov-23	5.00	10.00	8.30	15.00	18%
	41.00	43.00	35.69	84.00	23.2% of BUSINESS PLAN

SPOT TENDER	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

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB

UNALLOCATED WINDBLOW	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER					of BUSINESS PLAN
LOCAL NEGOTIATION					of BUSINESS PLAN
UNALLOCATED WINDBLOW					of BUSINESS 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	198.90		42.20	6.00	30.98		278.08
							76.7% of BUSINESS PLAN

TOTAL DP (M3OBS) BUSINESS PLAN	121.05
DP PUT FORWARD	122.18
% OF DP BUSINESS PLAN	100.9%
TOTAL SS (M3OBS) BUSINESS PLAN	241.50
SS PUT FORWARD	239.90
% OF SS BUSINESS PLAN	99.3%
BUSINESS PLAN COMMITMENT	362.55
TOTAL VOLUME PUT FORWARD	362.08
DP/SS % OF BUSINESS PLAN	99.9%

LOCHABER SALES PLAN - APRIL 2023 - MARCH 2024

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

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

COMPETITIVE SALES

GOING LIVE	FLS 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-23	22-Feb-23											
08-Mar-23	19-Apr-23										4.00	3.32
10-May-23	21-Jun-23										4.00	3.32
26-Jul-23	06-Sep-23										4.00	3.32
04-Oct-23	15-Nov-23											
											12.00	9.96

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22-Feb-23					
19-Apr-23		4.00	3.32	4.00	33%
21-Jun-23		4.00	3.32	4.00	33%
06-Sep-23		4.00	3.32	4.00	33%
15-Nov-23					
		12.00	9.96	12.00	8.7% of BUSINESS PLAN

SPOT TENDER	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

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB

UNALLOCATED WINDBLOW	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER					of BUSINESS PLAN
LOCAL NEGOTIATION					of BUSINESS PLAN
UNALLOCATED WINDBLOW					of BUSINESS 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		25.80		9.30		126.35
							91.4% of BUSINESS PLAN

TOTAL DP (M3OBS) BUSINESS PLAN	47.69
DP PUT FORWARD	47.10
% OF DP BUSINESS PLAN	98.8%
TOTAL SS (M3OBS) BUSINESS PLAN	90.55
SS PUT FORWARD	91.25
% OF SS BUSINESS PLAN	100.8%
BUSINESS PLAN COMMITMENT	138.24
TOTAL VOLUME PUT FORWARD	138.35
DP/SS % OF BUSINESS PLAN	100.1%

WEST REGION SALES PLAN - APRIL 2023 - MARCH 2024

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

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

COMPETITIVE SALES

GOING LIVE	FLS 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-23	22-Feb-23	5.00									3.00	2.49
08-Mar-23	19-Apr-23	10.00			5.00	4.15					9.00	7.47
10-May-23	21-Jun-23	11.00			5.00	4.15					9.00	7.47
26-Jul-23	06-Sep-23	10.00			5.00	4.15					9.00	7.47
04-Oct-23	15-Nov-23	5.00			5.00	4.15					5.00	4.15
		41.00			20.00	16.60					35.00	29.05

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22-Feb-23	5.00	3.00	2.49	8.00	8%
19-Apr-23	10.00	14.00	11.62	24.00	25%
21-Jun-23	11.00	14.00	11.62	25.00	26%
06-Sep-23	10.00	14.00	11.62	24.00	25%
15-Nov-23	5.00	10.00	8.30	15.00	16%
	41.00	55.00	45.65	96.00	19.2% of BUSINESS PLAN

SPOT TENDER	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

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB

UNALLOCATED WINDBLOW	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER					of BUSINESS PLAN
LOCAL NEGOTIATION					of BUSINESS PLAN
UNALLOCATED WINDBLOW					of BUSINESS 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	290.15		68.00	6.00	40.28		404.43
							80.8% of BUSINESS PLAN

TOTAL DP (M3OBS) BUSINESS PLAN	168.74
DP PUT FORWARD	169.28
% OF DP BUSINESS PLAN	100.3%
TOTAL SS (M3OBS) BUSINESS PLAN	332.05
SS PUT FORWARD	331.15
% OF SS BUSINESS PLAN	99.7%
BUSINESS PLAN COMMITMENT	500.79
TOTAL VOLUME PUT FORWARD	500.43
DP/SS % OF BUSINESS PLAN	99.9%

COWAL & TROSSACHS SALES PLAN - APRIL 2023 - MARCH 2024

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

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

COMPETITIVE SALES

GOING LIVE	FLS 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-23	22-Feb-23						2.05	1.70	1.69	1.40		
08-Mar-23	19-Apr-23	15.09				8.10	0.60	0.50	0.48	0.40		
10-May-23	21-Jun-23	15.73			9.76	4.50	0.60	0.50	1.81	1.50		
26-Jul-23	06-Sep-23	46.87			5.42				0.30	0.25		
04-Oct-23	15-Nov-23											
		77.69			15.18	12.60	3.25	2.70	4.28	3.55		

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22-Feb-23					
19-Apr-23	15.09	3.74	3.10	18.83	19%
21-Jun-23	15.73	10.84	9.00	26.57	26%
06-Sep-23	46.87	7.83	6.50	54.70	54%
15-Nov-23		0.30	0.25	0.30	0%
	77.69	22.71	18.85	100.40	35.8% of BUSINESS PLAN

SPOT TENDER	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
	33.50									4.00	3.32

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
				1.00	0.83		

UNALLOCATED WINDBLOW	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER	33.50	4.00	3.32	37.50	13.4% of BUSINESS PLAN
LOCAL NEGOTIATION		1.00	0.83	1.00	0.4% of BUSINESS PLAN
UNALLOCATED WINDBLOW					of BUSINESS 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	99.36		16.00	3.50	22.00		140.86
							50.2% of BUSINESS PLAN

TOTAL DP (M3OBS) BUSINESS PLAN	70.00
DP PUT FORWARD	69.21
% OF DP BUSINESS PLAN	98.9%
TOTAL SS (M3OBS) BUSINESS PLAN	210.63
SS PUT FORWARD	210.55
% OF SS BUSINESS PLAN	100.0%
BUSINESS PLAN COMMITMENT	280.63
TOTAL VOLUME PUT FORWARD	279.76
DP/SS % OF BUSINESS PLAN	99.7%

SCOTTISH LOWLANDS SALES PLAN - APRIL 2023 - MARCH 2024

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

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

COMPETITIVE SALES

GOING LIVE	FLS 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-23	22-Feb-23	20.30			2.20	1.83						
08-Mar-23	19-Apr-23				7.40	6.14						
10-May-23	21-Jun-23											
26-Jul-23	06-Sep-23	5.90										
04-Oct-23	15-Nov-23											
		26.20			9.60	7.97						

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22-Feb-23	20.30	2.20	1.83	22.50	63%
19-Apr-23		7.40	6.14	7.40	21%
21-Jun-23					
06-Sep-23	5.90			5.90	16%
15-Nov-23					
	26.20	9.60	7.97	35.80	47.7% of BUSINESS PLAN

SPOT TENDER	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
										5.90	4.90

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
				1.00	0.83		

UNALLOCATED WINDBLOW	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER		5.90	4.90	5.90	7.9% of BUSINESS PLAN
LOCAL NEGOTIATION		1.00	0.83	1.00	1.3% of BUSINESS PLAN
UNALLOCATED WINDBLOW					of BUSINESS 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	16.00			2.50	16.00		34.50
							46.0% of BUSINESS PLAN

TOTAL DP (M3OBS) BUSINESS PLAN	35.00
DP PUT FORWARD	35.00
% OF DP BUSINESS PLAN	100.0%
TOTAL SS (M3OBS) BUSINESS PLAN	40.01
SS PUT FORWARD	42.20
% OF SS BUSINESS PLAN	105.5%
BUSINESS PLAN COMMITMENT	75.01
TOTAL VOLUME PUT FORWARD	77.20
DP/SS % OF BUSINESS PLAN	102.9%

CENTRAL REGION SALES PLAN - APRIL 2023 - MARCH 2024

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

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

COMPETITIVE SALES

GOING LIVE	FLS 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-23	22-Feb-23	20.30			2.20	1.83						
08-Mar-23	19-Apr-23	15.09			7.40	6.14	2.05	1.70	1.69	1.40		
10-May-23	21-Jun-23	15.73			9.76	8.10	0.60	0.50	0.48	0.40		
26-Jul-23	06-Sep-23	52.77			5.42	4.50	0.60	0.50	1.81	1.50		
04-Oct-23	15-Nov-23								0.30	0.25		
		103.89			24.78	20.57	3.25	2.70	4.28	3.55		

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22-Feb-23	20.30	2.20	1.83	22.50	17%
19-Apr-23	15.09	11.14	9.25	26.23	19%
21-Jun-23	15.73	10.84	9.00	26.57	20%
06-Sep-23	52.77	7.83	6.50	60.60	44%
15-Nov-23		0.30	0.25	0.30	0%
	103.89	32.31	26.82	136.20	38.3% of BUSINESS PLAN

SPOT TENDER	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
	33.50									9.90	8.22

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
				2.00	1.66		

UNALLOCATED WINDBLOW	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER	33.50	9.90	8.22	43.40	12.2% of BUSINESS PLAN
LOCAL NEGOTIATION		2.00	1.66	2.00	0.6% of BUSINESS PLAN
UNALLOCATED WINDBLOW					of BUSINESS 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	115.36		16.00	6.00	38.00		175.36
							49.3% of BUSINESS PLAN

TOTAL DP (M3OBS) BUSINESS PLAN	105.00
DP PUT FORWARD	104.21
% OF DP BUSINESS PLAN	99.2%
TOTAL SS (M3OBS) BUSINESS PLAN	250.64
SS PUT FORWARD	252.75
% OF SS BUSINESS PLAN	100.8%
TOTAL VOLUME PUT FORWARD	356.96
BUSINESS PLAN COMMITMENT	355.64
DP/SS % OF BUSINESS PLAN	100.4%

GALLOWAY SALES PLAN - APRIL 2023 - MARCH 2024

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

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

COMPETITIVE SALES

GOING LIVE	FLS 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-23	22-Feb-23	4.00									2.00	1.66
08-Mar-23	19-Apr-23	14.00	1.00	0.83	5.00	4.15			1.00	0.83	2.00	1.66
10-May-23	21-Jun-23	6.00			2.00	1.66			1.00	0.83	1.00	0.83
26-Jul-23	06-Sep-23	20.00			2.00	1.66			2.00	1.66	1.00	0.83
04-Oct-23	15-Nov-23	6.00	1.00	0.83	4.00	3.32			2.00	1.66	2.00	1.66
		50.00	2.00	1.66	13.00	10.79			6.00	4.98	8.00	6.64

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22-Feb-23	4.00	2.00	1.66	6.00	8%
19-Apr-23	14.00	9.00	7.47	23.00	29%
21-Jun-23	6.00	4.00	3.32	10.00	13%
06-Sep-23	20.00	5.00	4.15	25.00	32%
15-Nov-23	6.00	9.00	7.47	15.00	19%
	50.00	29.00	24.07	79.00	16.4% of BUSINESS PLAN

SPOT TENDER	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
	7.80			25.00	20.75			2.00	1.66	38.00	31.54

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
		10.00	8.30			10.50	8.72

UNALLOCATED WINDBLOW	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER	7.80	65.00	53.95	72.80	15.1% of BUSINESS PLAN
LOCAL NEGOTIATION		20.50	17.02	20.50	4.3% of BUSINESS PLAN
UNALLOCATED WINDBLOW					of BUSINESS 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	108.20		62.00	40.00	98.50		308.70
							64.2% of BUSINESS PLAN

TOTAL DP (M3OBS) BUSINESS PLAN	315.00
DP PUT FORWARD	315.00
% OF DP BUSINESS PLAN	100.0%
TOTAL SS (M3OBS) BUSINESS PLAN	166.00
SS PUT FORWARD	166.00
% OF SS BUSINESS PLAN	100.0%
BUSINESS PLAN COMMITMENT	481.00
TOTAL VOLUME PUT FORWARD	481.00
DP/SS % OF BUSINESS PLAN	100.0%

DUMFRIES & BORDERS SALES PLAN - APRIL 2023 - MARCH 2024

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

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

COMPETITIVE SALES

GOING LIVE	FLS 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-23	22-Feb-23	25.00					1.00	0.83	1.00	0.83	2.00	1.66
08-Mar-23	19-Apr-23	40.00			5.00	4.15			1.00	0.83	2.00	1.66
10-May-23	21-Jun-23	30.00	1.00	0.83	5.00	4.15	1.00	0.83	1.00	0.83	1.00	0.83
26-Jul-23	06-Sep-23	40.00			2.00	1.66			1.00	0.83	1.00	0.83
04-Oct-23	15-Nov-23	30.00	1.00	0.83	5.00	4.15	1.00	0.83	1.00	0.83	2.00	1.66
		165.00	2.00	1.66	17.00	14.11	3.00	2.49	5.00	4.15	8.00	6.64

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22-Feb-23	25.00	4.00	3.32	29.00	15%
19-Apr-23	40.00	8.00	6.64	48.00	24%
21-Jun-23	30.00	9.00	7.47	39.00	20%
06-Sep-23	40.00	4.00	3.32	44.00	22%
15-Nov-23	30.00	10.00	8.30	40.00	20%
	165.00	35.00	29.05	200.00	38.1% of BUSINESS PLAN

SPOT TENDER	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
	58.41			21.00	17.43	1.00	0.83	4.00	3.32	10.33	8.57

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
	10.00	30.00	24.90			20.33	16.87

UNALLOCATED WINDBLOW	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER	58.41	36.33	30.15	94.74	18.0% of BUSINESS PLAN
LOCAL NEGOTIATION	10.00	50.33	41.77	60.33	11.5% of BUSINESS PLAN
UNALLOCATED WINDBLOW					of BUSINESS 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	91.59		29.85	17.50	30.99		169.93
							32.4% of BUSINESS PLAN

TOTAL DP (M3OBS) BUSINESS PLAN	200.00
DP PUT FORWARD	200.00
% OF DP BUSINESS PLAN	100.0%
TOTAL SS (M3OBS) BUSINESS PLAN	325.00
SS PUT FORWARD	325.00
% OF SS BUSINESS PLAN	100.0%
BUSINESS PLAN COMMITMENT	525.00
TOTAL VOLUME PUT FORWARD	525.00
DP/SS % OF BUSINESS PLAN	100.0%

SOUTH REGION SALES PLAN - APRIL 2023 - MARCH 2024

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

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

COMPETITIVE SALES

GOING LIVE	FLS 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-23	22-Feb-23	29.00					1.00	0.83	1.00	0.83	4.00	3.32
08-Mar-23	19-Apr-23	54.00	1.00	0.83	10.00	8.30			2.00	1.66	4.00	3.32
10-May-23	21-Jun-23	36.00	1.00	0.83	7.00	5.81	1.00	0.83	2.00	1.66	2.00	1.66
26-Jul-23	06-Sep-23	60.00			4.00	3.32			3.00	2.49	2.00	1.66
04-Oct-23	15-Nov-23	36.00	2.00	1.66	9.00	7.47	1.00	0.83	3.00	2.49	4.00	3.32
		215.00	4.00	3.32	30.00	24.90	3.00	2.49	11.00	9.13	16.00	13.28

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22-Feb-23	29.00	6.00	4.98	35.00	13%
19-Apr-23	54.00	17.00	14.11	71.00	25%
21-Jun-23	36.00	13.00	10.79	49.00	18%
06-Sep-23	60.00	9.00	7.47	69.00	25%
15-Nov-23	36.00	19.00	15.77	55.00	20%
	215.00	64.00	53.12	279.00	27.7% of BUSINESS PLAN

SPOT TENDER	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
	66.21			46.00	38.18	1.00	0.83	6.00	4.98	48.33	40.11

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
	10.00	40.00	33.20			30.83	25.59

UNALLOCATED WINDBLOW	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER	66.21	101.33	84.10	167.54	16.7% of BUSINESS PLAN
LOCAL NEGOTIATION	10.00	70.83	58.79	80.83	8.0% of BUSINESS PLAN
UNALLOCATED WINDBLOW					of BUSINESS 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	199.79		91.85	57.50	129.49		478.63
							47.6% of BUSINESS PLAN

TOTAL DP (M3OBS) BUSINESS PLAN	515.00
DP PUT FORWARD	515.00
% OF DP BUSINESS PLAN	100.0%

TOTAL SS (M3OBS) BUSINESS PLAN	491.00
SS PUT FORWARD	491.00
% OF SS BUSINESS PLAN	100.0%

BUSINESS PLAN COMMITMENT	1006.00
TOTAL VOLUME PUT FORWARD	1006.00
DP/SS % OF BUSINESS PLAN	100.0%

SCOTLAND SALES PLAN - APRIL 2023 - MARCH 2024

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

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

COMPETITIVE SALES

GOING LIVE	FLS 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-23	22-Feb-23	81.80	2.00	1.66	2.20	1.83	1.00	0.83	1.00	0.83	7.00	5.81
08-Mar-23	19-Apr-23	108.09	4.00	3.32	22.40	18.59	2.05	1.70	3.69	3.06	13.00	10.79
10-May-23	21-Jun-23	104.73	7.00	5.81	21.76	18.06	1.60	1.33	2.48	2.06	11.00	9.13
26-Jul-23	06-Sep-23	165.77			14.42	11.97	0.60	0.50	4.81	3.99	16.50	13.70
04-Oct-23	15-Nov-23	78.50	5.00	4.15	14.00	11.62	1.00	0.83	3.30	2.74	9.00	7.47
		538.89	18.00	14.94	74.78	62.07	6.25	5.19	15.28	12.68	56.50	46.90

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
22-Feb-23	81.80	13.20	10.96	95.00	13%
19-Apr-23	108.09	45.14	37.47	153.23	22%
21-Jun-23	104.73	43.84	36.39	148.57	21%
06-Sep-23	165.77	36.33	30.15	202.10	28%
15-Nov-23	78.50	32.30	26.81	110.80	16%
	538.89	170.81	141.77	709.70	24.3% of BUSINESS PLAN

	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
SPOT TENDER	99.71			46.00	38.18	1.00	0.83	6.00	4.98	58.23	48.33

	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
LOCAL NEGOTIATION	10.00	43.00	35.69	5.00	4.15	34.33	28.49

	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB
UNALLOCATED WINDBLOW	46.20	69.73	57.88

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER	99.71	111.23	92.32	210.94	7.2% of BUSINESS PLAN
LOCAL NEGOTIATION	10.00	82.33	68.33	92.33	3.2% of BUSINESS PLAN
UNALLOCATED WINDBLOW	46.20	69.73	57.88	115.93	4.0% of BUSINESS 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	1097.10	50.82	210.52	80.31	345.49	10.10	1794.34
							61.5% of BUSINESS PLAN

TOTAL DP (M3OBS) BUSINESS PLAN	1129.21
DP PUT FORWARD	1131.34
% OF DP BUSINESS PLAN	100.2%
TOTAL SS (M3OBS) BUSINESS PLAN	1788.50
SS PUT FORWARD	1791.90
% OF SS BUSINESS PLAN	100.2%
BUSINESS PLAN COMMITMENT	2917.71
TOTAL VOLUME PUT FORWARD	2923.24
DP/SS % OF BUSINESS PLAN	100.2%