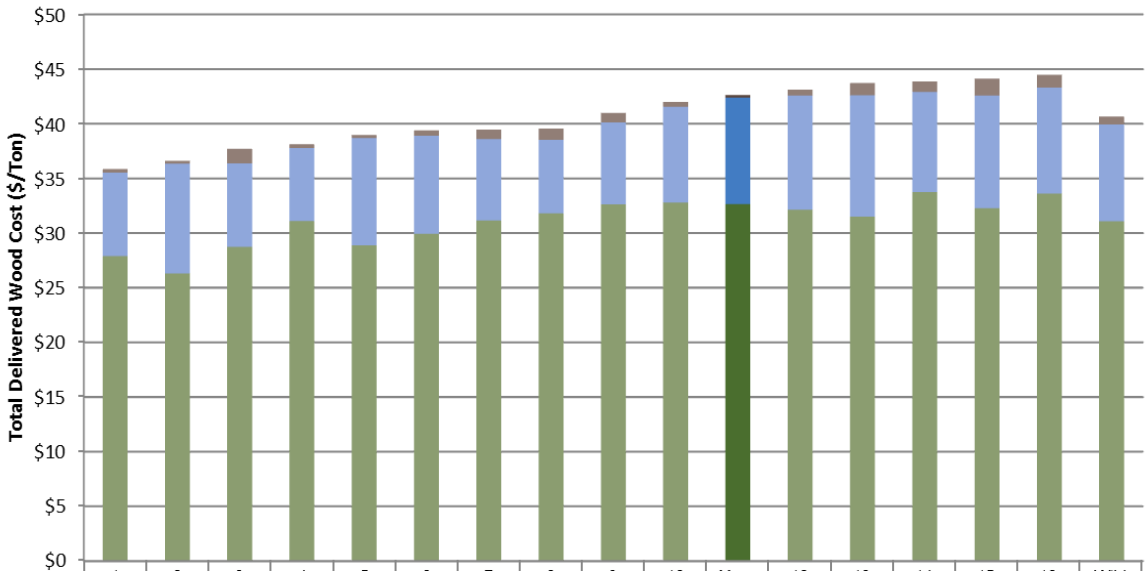
Best-in-class Analysis

- By comparing product mix and cost components with others in your peer group, you can identify opportunities for improvement.
- In this case, both freight distance and freight costs are higher than most better performing mills. Fiber costs are also higher than better performing mills.

Forest2Market, Inc.
Best in Class - Total Fiber (Species X)
Mills Consuming Between X and Y Million Tons Per Year



Mill Rank	1	2	3	4	5	6	7	8	9	10	Your Mill	12	13	14	15	16	Wt'd Avg
Volume Quartile (%)	2	3	3	2	4	2	4	1	3	1	2	1	4	3	1	4	
Pulpwood Consumption (%)	80%	68%	83%	76%	65%	41%	100%	73%	89%	60%	71%	42%	36%	70%	72%	84%	69%
Primary Chip Consumption (%)	2%	5%	0%	14%	9%	21%	0%	21%	3%	22%	5%	22%	20%	15%	18%	10%	12%
Secondary Chip Consumption (%)	18%	27%	17%	10%	26%	38%	0%	6%	8%	17%	24%	36%	44%	15%	10%	6%	19%
Freight Distance (miles)	49	59	61	47	63	60	58	49	52	50	65	59	73	61	69	68	59
Total Cost $/ton	35.85	36.60	37.70	38.13	38.97	39.39	39.47	39.56	40.99	42.00	42.63	43.13	43.74	43.87	44.13	44.47	40.66
Overhead ($/ton)	0.31	0.25	1.32	0.34	0.28	0.49	0.87	1.04	0.87	0.44	0.23	0.54	1.13	0.96	1.54	1.16	0.74
Freight ($/ton)	7.64	10.04	7.65	6.69	9.82	8.97	7.45	6.72	7.49	8.77	9.75	10.46	11.10	9.15	10.32	9.71	8.86
Fiber Cost ($/ton)	27.90	26.31	28.73	31.10	28.87	29.93	31.15	31.80	32.63	32.79	32.65	32.13	31.51	33.76	32.27	33.60	31.07

The data in this sample is randomly generated and has no relationship to any actual mill data. Costs include estimated cost of converting pulpwood to chips for pulpwood delivered directly to mill gate.