RISI

TIMBER TRANSACTION PRICE SERVICE

1) How to Use RISI's Timber Transaction Price Service

RISI's Timber Transaction Price Service (Timber TPS) is an online service that gives you objective reports of stumpage prices by species, product, and region, plus powerful tools that let you view and analyze specific timber sales throughout the U.S. Using Timber TPS's online reports and analytical tools, you can more quickly and accurately assess the market value of timber and timberlands, leading to better investment decisions and better outcomes for timber sales or purchases.

Timber TPS relies on the participation of its subscribers to ensure that the highest volume and quality of timber sales is reported. And since transparency is a key to quality, we report data for numerous sale, tract, and product attributes. You may also choose to exclude data and outlying transactions.

The following instructions should help you in using the Timber Transaction Price Service, with steps detailing how to view and input sales data. If you have any additional questions, please view the online help section or contact tps@risiinfo.com. Please read this information guide thoroughly before using the service. It will answer many of your questions and help you increase your effectiveness when using RISI's Timber Transaction Price Service.

Requirements for use:

- Internet access
- Microsoft Internet Explorer or Mozilla Firefox
- Timber TPS password and login name

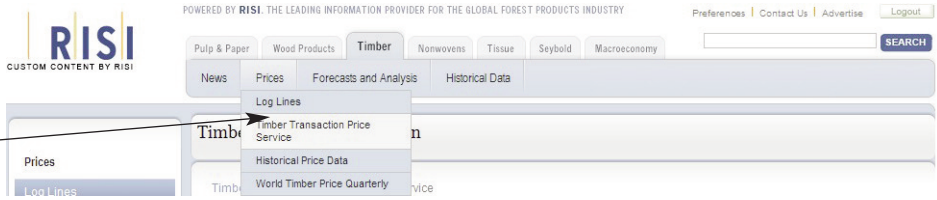
Timber TPS is provided by RISI, the leading information provider for the global forest products industry. For more information on RISI solutions, visit www.risiinfo.com.

Please look to the following pages for step-by-step instructions.

ADDRESS 4 Alfred Circle Bedford, MA 01730 USA
TEL 781.734.8900
FAX 781.271.0337
WEB www.risiinfo.com

1. Login to TTPS

Log in to **www.risiinfo.com** using your RISI username and password. Navigate to TTPS by selecting the "Timber" Tab at the top of your screen, and then mouse over "Prices" to select "Timber Transaction Price Service".



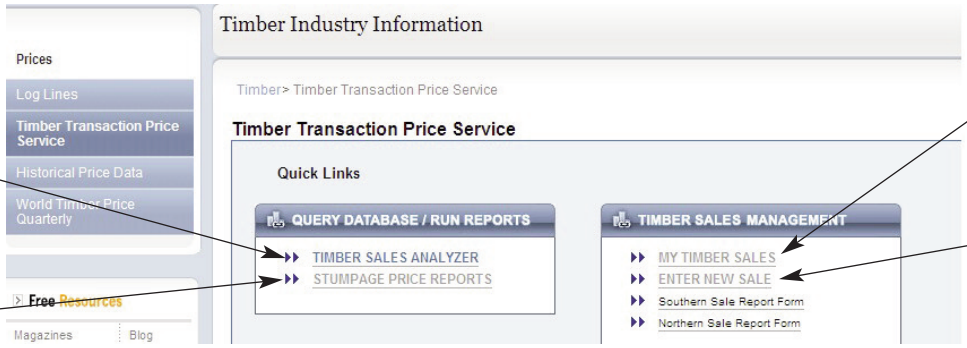
2. Main Menu & Map

Timber Sales Analyzer – Allows you to query the TTPS database and look at sales in depth.

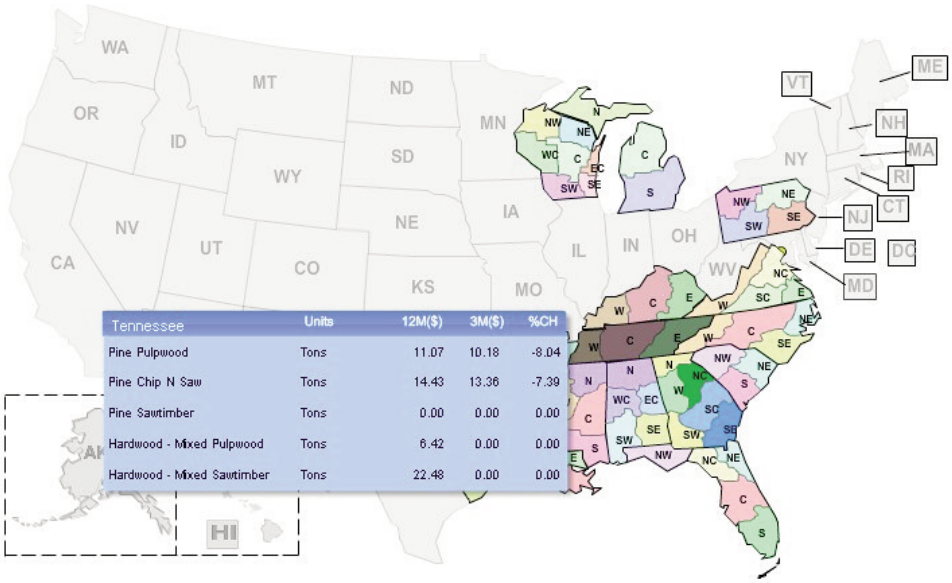
Stumpage Price Reports – Custom content provided for your organization by RISI will be located here.

My Timber Sales – Timber sales submitted by your organization are displayed and accessed here.

Enter New Sale – Enter a new sale here.



Map – Displays states and regions covered by TTPS. States that you have access to will have a pop up displaying the average prices for ALL sales in the database in that state.



Tennessee	Units	12M($)	3M($)	%CH
Pine Pulpwood	Tons	11.07	10.18	-8.04
Pine Chip N Saw	Tons	14.43	13.36	-7.39
Pine Sawtimber	Tons	0.00	0.00	0.00
Hardwood - Mixed Pulpwood	Tons	6.42	0.00	0.00
Hardwood - Mixed Sawtimber	Tons	22.48	0.00	0.00

3. Timber Sales Analyzer (TSA)

Timber Sales Analyzer (TSA) – The TSA allows you to set criteria for retrieving timber sales from the database. Upon generating the report, all sales meeting such criteria will be returned for additional analysis. Through the TSA, you can create price tables and graphs to track trends and variations in the markets, or view individual sales in detail. You have the option of exporting the data to excel for further analysis.

Queries - Select a saved query from the drop down menu, or continue with a **New Query.**

Price Type - Depending upon your subscription, you may select Stumpage, Delivered or Land Sale.

Select Location –You may search by individual regions and counties, or select ALL regions and counties within selected states.

Select Product Specifications – Search by individual product/species combinations, or select ALL species and products for the given location. (Note: for species with multiple sub-species, ie: Pine – loblolly, slash, etc, the "Pine" selection will search all subspecies as well.

Sale Information – Optional selections, we suggest that these be left blank for maximum results (except for the Indicative of Market field).

Query Definition – allows you to name and save queries for future use.

Access Level - Depending upon your subscription, you may have access to **Transaction Detail** or **Regional Detail**. Transaction Detail allows you to search by county and view individual sale details. Regional Detail draws upon a slightly larger dataset, but sale details are not available.

Indicative of market – allows you to exclude sales deemed as not indicative of normal market conditions by RISI or the submitting company (i.e.: damaged timber from salvage sales).

My sales only – allows you to search only within your organization's timber sales.

Generate Report – click here to retrieve sales.

Saved Queries -------Please select-------- ----OR---- New Query
(Select From the Existing Saved Criteria)

Price Type: Please select
Access Level: Please select
Definitions

1. Select Location

Country: USA
State:
(Press Ctrl to Select Multiple States)

Region:
County:
(Press Ctrl to Select Multiple Regions)
(Press Ctrl to Select Multiple Counties)

2. Set Date Range

Start Date : (mm/dd/yyyy)
End Date: (mm/dd/yyyy)

3. Select Product Specifications

Product Species:
ALL
Alder - Red
Alder - White
Ash
Ash - White
(Press Ctrl to Select Multiple Species)

Product Category:
ALL
Biomass
Boltwood
Chip N Saw - Grade B
Chip N Saw
(Press Ctrl to Select Muliple Categories)

4. Sale Information

Role at Sale: Please select
Submitting Entity: Please select
Sale Type: Please select
Payment Type: Please select
Acres: <25 25-50 50-100 100-200 >200
Harvest Type: Please select
My Sales Only
Indicative of Market

Query Definition

Query Name:
Query Description:

Save Query
Generate Report

3.1 TSA Overview

Timber Sales Analyzer Overview

Report Criteria — New Criteria

Country:	USA				
State:	Mississippi				
Region:	Central				
County:	ALL				
Start Date:	01/02/2008	End Date:	11/18/2008		
Species:	Pine				
Category:	ALL				
Harvest Type:	Not Selected	Role of Sale:	Not Selected	Sale Type:	Not Selected
My Sales Only:	Not Selected	Indicative of Market:		Selected	
Submitting Entity:	Not Selected	Acres:	Not Selected		

Overview | Analysis | Sales

These are the products for the selected sales. You can go to the Sales page for a specific product and remove a sale and all its products from the calculations.
Units of measurement default to the most common unit reported for the query.

Export table | Export sales

						Winning Bid			2nd Bid
	Product Species	Product Category	Unit	Number of Sales	Volume	Avg	High	Low	Avg
◉	Pine	Chip N Saw	Tons	34	60,744.50	$18.14	$31.60	$11.00	87.65%

Overview – view results

Export Table – Exports the fields displayed on the page

Export to excel – exports the table to excel.

3.2 TSA Analysis

Overview | Analysis | Sales

You can change the type of group or increase/decrease the number of groups.

Select Criteria: Quarter

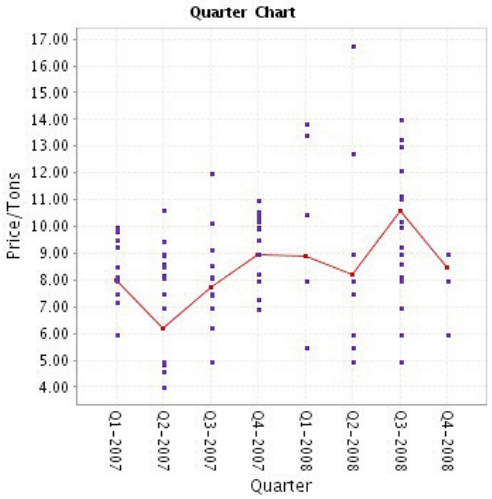
Price Series Weight: ◉ Weighted ○ Unweighted

Analysis

Pine Pulpwood

Export to Excel

Quarter	$/Unit	N	Vol	SD
Q1-2007	$7.99	14	35,223.10	1.04
Q2-2007	$6.21	15	51,812.00	2.01
Q3-2007	$7.72	11	15,230.31	1.81
Q4-2007	$8.96	17	64,554.55	1.28
Q1-2008	$8.88	7	14,192.00	2.81
Q2-2008	$8.19	11	5,900.00	3.47
Q3-2008	$10.60	21	58,733.38	2.61
Q4-2008	$8.47	3	3,800.00	1.25



Analysis - click to redisplay graph and table based on criteria and price series weight selections.

Price Averages- Choose weighted or unweighted.

Export to excel – exports the table to excel.

3.3 TSA Sales

Sales – view individual sales in detail (tab not available when Regional Detail selected).

Sale ID – click here to view all viewable recorded data on selected sale.

Overview | Analysis | Sales

You can exclude a sale from the calculation by removing the check mark. Add the check mark back in to include the sale and its products. Select overview or analysis page to recalculate.

Export to Excel

	SALE INFO									PRODUCT INFO		
☑	Sale ID	State	County	Acreage	Sale Date	Sale Type	Payment Type	Harvest Type	Log Cond	Volume	Price	Avg Dia (inches)
☑	30171	Mississippi	Mississippi - Kemper	60.00	10/2008	Negotiated	Pay as Cut - Weight	Clearcut	7-9 months	800.00	$8.00	
☑	30113	Mississippi	Mississippi - Attala	30.00	10/2008	Negotiated	Pay as Cut - Weight	Clearcut	7-9 months	400.00	$6.00	
☑	30348	Mississippi	Mississippi - Leake	90.00	10/2008	Negotiated	Pay as Cut - Weight	Clearcut	7-9 months	2,600.00	$9.00	
☑	30072	Mississippi	Mississippi - Madison	63.00	09/2008	Sealed Bid	Lump Sum	Clearcut	10+ months	1,236.00	$10.23	0.00

4. My Timber Sales

My Timbersales - You may pinpoint your organizations sales in the system by selecting state, region, and entering the start and end dates (by clicking the calendar icons) then clicking **Search**. By default, the list will display the most recent sales first.

Timber Transaction Price Service

My Timber Sales

TIMBER SALES

Total Transactions: 35 Year-to-Date Transactions: 33 Last Month Transactions: 2

Set Location and Date Range

State: Please Select Region: Please Select

Start Date: (mm/dd/yyyy) End Date: (mm/dd/yyyy)

Search | Add New Sale

Search Results

Export Table | Export Sales

Sale ID	Sale Name	State	Sale Date	Status	Action
30118	Marinette County - 10 08 08	Wisconsin	10/08/2008	active	
30119	Oneida 10 01 08	Wisconsin	10/01/2008	active	
29936	Marathon County	Wisconsin	09/01/2008	active	
29927	July 2008 Washburn County	Wisconsin	07/01/2008	active	
29921	June Burnett	Wisconsin	06/12/2008	active	
29929	Taylor County June 2008	Wisconsin	06/06/2008	active	

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5. Enter New Sale

Select Template (Select From the Saved Template) ----OR---- Enter New Sale (Enter New Sale and Save as Template if Required)

Field marked with an asterisk * are Optional Fields - Does not display in TTPS - for your online database info only.

Contributor Information – Confidential. Available only to your organization. Buyer, Seller, and Sale name are optional

Contributor Information

Submitting Company: RISI

Company ID: 4040

*Sale Name or #:

*Buyer's Name:

*Seller's Name:

Sale Information – enter attributes related to the sale. (Required.)

Sale Information

Submitting Entity: Please Select

Role at Sale: Please Select

Seller Type: Please Select

Buyer Type: Please Select

Sale Date: (mm/dd/yyyy)

Country of Sale: Please Select

State of Sale: Please Select

County of Sale: Please Select

Included in TTPS: Yes

Price Type: Please Select

Number of Acres:

Sale Type: Please Select

Payment Type: Please Select

Contract Length: Months

Method of Inventory: Please Select

Tract Information – Enter information related to the tract conditions. **Private Comments** do not display in the TSA. Optional.

Tract Information

Access Impact on Sale: Please Select

Logging Conditions: Please Select

Topography: Please Select

Timber Origin: Please Select

Predominant Stand Age: Years

Private Comments:

Public Comments:

5. Enter New Sale Continued

Product Information – Enter information for each product included in the timber sale. Click **Add Row** for each additional product. Total Price calculates automatically.

Bid Information – enter all bids received for the sale. Bid #1 defaults to the total price for all products shown above. Re-enter if the first bid is different.

Add New Template – allows you to enter a template name and save the completed fields for future use.

Submit Sale - To submit the completed sale to TTPS to be reviewed and accepted into the system.

Review Sale – allows you to review the sale you have entered, before submitting to RISI.

Products Information (Pre-Sales Criteria Data) Add Row

Species	Category	Timber Quality	Unit Rule
Please Select	Please Select	Please Select	Please Select

Bids Received: Highest to Lowest

1) $ 2) $ 3) $

4) $ 5) $ 6) $

7) $ 8) $ 9) $

10) $

Add New Template

Template Name:

Template Description:

Save Template | Save Sale | Submit Sale | Cancel

Timber Transaction Price Service

Enter Sale or Create Template

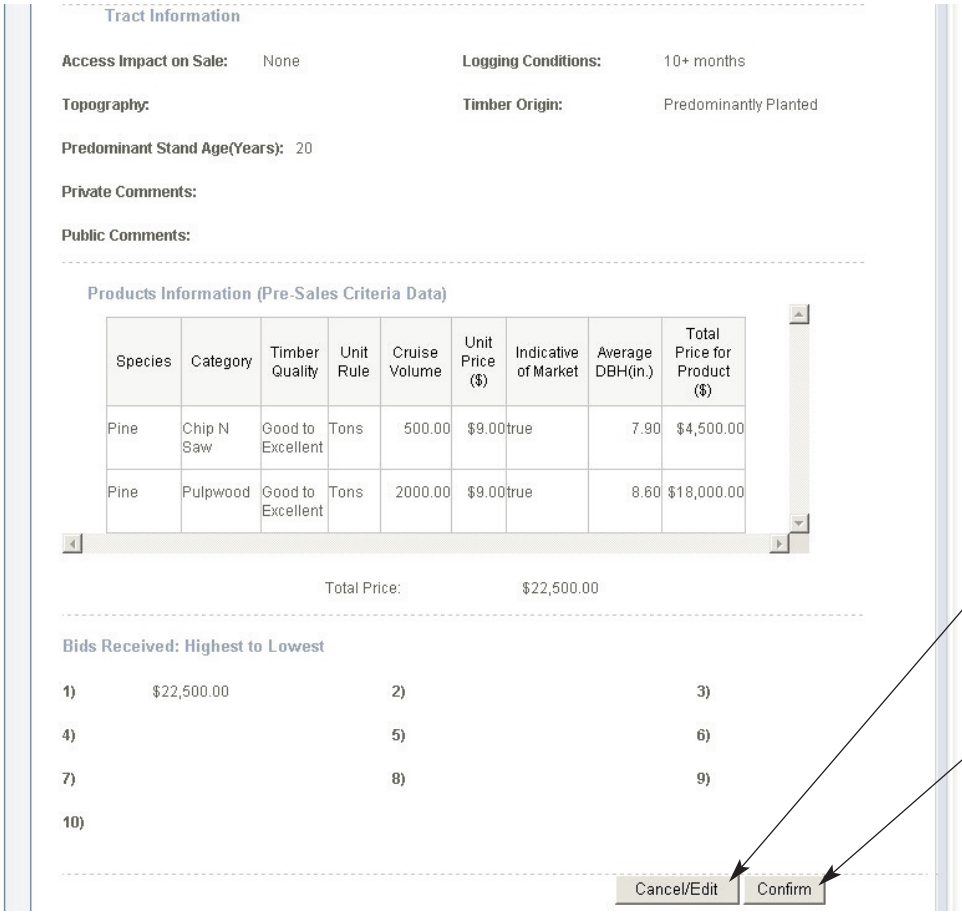
Contributor Information

Sale ID:	30456		
Submitting Comany:	RISI	**Company ID:**	4040
Sale Name or #:	Green Trees - 40		
Buyer's Name:	Big paper mill		
Seller's Name:	Farmer Joe		

Sale Information

Submitting Entity:	TIMO	**Role at Sale:**	Seller
Seller Type:	TIMO	**Buyer Type:**	Dealer/Broker
Sale Date:	07/22/2008	**Country of Sale:**	USA
State of Sale:	Mississippi	**County of Sale:**	Bolivar
Included in TTPS:	yes		
Price Type:	Stumpage		
Acres:	100.00		
Sale Type:	Negotiated	**Payment Type:**	Pay as Cut - Weight
Harvest Type:	Thinning	**Thinning Type:**	
Thinning Method:	Row	**Thinning#:**	
Contract Length(Months):	12	**Method of Inventory:**	Cruise

5. Enter New Sale Continued



Tract Information

Access Impact on Sale: None

Logging Conditions: 10+ months

Topography:

Timber Origin: Predominantly Planted

Predominant Stand Age(Years): 20

Private Comments:

Public Comments:

Products Information (Pre-Sales Criteria Data)

Species	Category	Timber Quality	Unit Rule	Cruise Volume	Unit Price ($)	Indicative of Market	Average DBH(in.)	Total Price for Product ($)
Pine	Chip N Saw	Good to Excellent	Tons	500.00	$9.00	true	7.90	$4,500.00
Pine	Pulpwood	Good to Excellent	Tons	2000.00	$9.00	true	8.60	$18,000.00

Total Price: $22,500.00

Bids Received: Highest to Lowest

1) $22,500.00 2) 3)

4) 5) 6)

7) 8) 9)

10)

Cancel/Edit Confirm

Click **Cancel/Edit** to modify the sale before resubmitting.

Confirm Sales – You must click **Confirm** for the sale to be entered into the active database. Sale will be costed as "incomplete" if not selected.

6. Other Questions?

If the information above has not helped you to your satisfaction, or if you have any remaining questions regarding the TTPS Interface, please contact us at:

Email: info@risiinfo.com
Telephone: 866.271.8625