(x) QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

FOR THE QUARTERLY PERIOD ENDED JUNE 30, 2000
OR
( ) TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

FOR THE TRANSITION PERIOD FROM TO

COMMISSION FILE NUMBER 1-6780

RAYONIER INC.

Incorporated in the State of North Carolina I.R.S. Employer Identification Number 13-2607329

50 North Laura Street, Jacksonville, FL 32202 (Principal Executive Office)

Telephone Number: (904) 357-9100

Indicate by check mark whether the registrant (l) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months and (2) has been subject to such filing requirements for the past 90 days.

YES (X) NO ( )

As of July 31, 2000, there were outstanding 27,207,040 Common Shares of the Registrant.
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The following unaudited financial statements reflect, in the opinion of Rayonier Inc. and subsidiaries (Rayonier or the Company), all adjustments (which include only normal recurring adjustments) necessary for a fair presentation of the results of operations, the financial position and the cash flows for the periods presented. For a full description of accounting policies, please refer to the Notes to Consolidated Financial Statements in the 1999 Annual Report on Form 10-K.

RAYONIER INC. AND SUBSIDIARIES STATEMENTS OF CONSOLIDATED INCOME
(UNAUDITED)
(THOUSANDS OF DOLLARS, EXCEPT PER SHARE DATA)

|  | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  | 2000 |  | 1999 |  |
| SALES | \$ | 283,552 | \$ | 258, 023 | \$ | 572,707 | \$ | 484,419 |
| Costs and expenses |  |  |  |  |  |  |  |  |
| Cost of sales |  | 225,922 |  | 215,198 |  | 452,062 |  | 403,879 |
| Selling and general expenses |  | 9,416 |  | 9,785 |  | 19,352 |  | 19,250 |
| Other operating expense (income), net |  | 948 |  | (711) |  | 2,521 |  | $(1,905)$ |
|  |  | 236,286 |  | 224,272 |  | 473,935 |  | 421,224 |
| OPERATING INCOME |  | 47,266 |  | 33,751 |  | 98,772 |  | 63,195 |
| Interest expense |  | $(21,612)$ |  | $(7,683)$ |  | $(44,402)$ |  | $(15,387)$ |
| Miscellaneous (expense) income, net |  | (790) |  | (233) |  | (623) |  | 481 |
| Gains from sale of assets |  | - |  | - |  | 23,147 |  | - |
| Income before income taxes |  | 24,864 |  | 25,835 |  | 76,894 |  | 48,289 |
| Income tax expense |  | $(7,433)$ |  | $(8,758)$ |  | $(23,990)$ |  | $(16,082)$ |
| NET INCOME | \$ | $\begin{gathered} 17,431 \\ ======= \end{gathered}$ | \$ | $\begin{array}{r} 17,077 \\ ======== \end{array}$ | \$ | 52,904 | \$ | $\begin{array}{r} 32,207 \\ ======= \end{array}$ |
| EARNINGS PER COMMON SHARE |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.64 | \$ | 0.62 | \$ | 1.93 | \$ | 1.16 |
| Diluted | \$ | 0.63 | \$ | 0.60 | \$ | 1.90 | \$ | 1.14 |



RAYONIER INC. AND SUBSIDIARIES
STATEMENTS OF CONSOLIDATED CASH FLOWS
(UNAUDITED)
(THOUSANDS OF DOLLARS)

|  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  |
| OPERATING ACTIVITIES |  |  |  |  |
| Net income | \$ | 52,904 | \$ | 32,207 |
| Adjustments to reconcile net income to net cash provided by operating activities |  |  |  |  |
| Depreciation, depletion and amortization |  | 73,388 |  | 50,124 |
| Deferred income taxes |  | 4,839 |  | 5,663 |
| Gains from sale of assets |  | $(23,147)$ |  | - |
| Non-cash cost of land sales |  | 1,215 |  | 2,878 |
| Increase in other non-current liabilities |  | 3,913 |  | 1,584 |
| Change in accounts receivable, inventories <br> and accounts payable |  |  |  |  |
| Increase in current timber purchase agreements |  | $(6,510)$ |  | $(2,138)$ |
| Increase in other current assets |  | $(2,309)$ |  | (348) |
| Increase in accrued liabilities |  | 1,431 |  | 7,866 |
| CASH PROVIDED BY OPERATING ACTIVITIES |  | 106,974 |  | 103,566 |
| INVESTING ACTIVITIES |  |  |  |  |
| Capital expenditures |  | $(47,420)$ |  | $(43,453)$ |
| Sales, retirements and reclassifications of property, plant and equipment, net |  | $(2,011)$ |  | (311) |
| Expenditures for dispositions and discontinued operations, net of tax benefits of $\$ 1,802$ and $\$ 2,773$ |  | $(3,118)$ |  | $(4,798)$ |
| Proceeds from sale of assets, net of cash costs |  | 49,403 |  |  |
| Change in timber purchase agreements and other assets |  | 8,801 |  | 1,500 |
| CASH PROVIDED BY (USED FOR) INVESTING ACTIVITIES |  | 5,655 |  | $(47,062)$ |
| FINANCING ACTIVITIES |  |  |  |  |
| Issuance of debt |  | 55,549 |  | 99,861 |
| Repayments of debt |  | $(138,748)$ |  | $(137,436)$ |
| Dividends paid |  | $(19,652)$ |  | $(17,244)$ |
| Repurchase of common shares |  | $(9,350)$ |  | $(5,600)$ |
| Issuance of common shares |  | 1,723 |  | 2,997 |
| CASH USED FOR FINANCING ACTIVITIES |  | $(110,478)$ |  | $(57,422)$ |
| CASH AND SHORT-TERM INVESTMENTS |  |  |  |  |
| Increase (decrease) in cash and short-term investments |  | 2,151 |  | (918) |
| Balance at beginning of period |  | 12,265 |  | 6,635 |
| Balance at end of period |  | 14,416 | \$ | 5,717 |
| SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION |  |  |  |  |
| Cash paid during the period for: |  |  |  |  |
| Interest |  | 43,574 | \$ | 14,132 |
| Income taxes |  | 11,208 | \$ | 4,622 |

## 1. EARNINGS PER COMMON SHARE

The following table provides details of the calculation of basic and diluted earnings per common share in accordance with Statement of Financial Accounting Standards (SFAS) No. 128, "Earnings Per Share," for the three months and six months ended June 30, 2000 and 1999.

|  | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  | 2000 |  | 1999 |  |
| Net income | \$ | 17,431 | \$ | 17,077 | \$ | 52,904 | \$ | 32,207 |
| Shares used for determining basic earnings per common share <br> $27,324,476$ <br> $27,785,931$ <br> 27,357,419 <br> $27,796,186$ |  |  |  |  |  |  |  |  |
| Dilutive effect of |  |  |  |  |  |  |  |  |
| Stock options |  | 192,293 |  | 307,947 |  | 193,325 |  | 269,111 |
| Contingent shares |  | 360, 000 |  | 240, 000 |  | 360, 000 |  | 240, 000 |
| Shares used for determining diluted earnings per common share <br> 27,876,769 <br> 28,333, 878 <br> 27,910,744 $28,305,297$ |  |  |  |  |  |  |  |  |
| Basic earnings per common share | \$ | 0.64 | \$ | 0.62 | \$ | 1.93 | \$ | 1.16 |
| Diluted earnings per common share | \$ | 0.63 | \$ | 0.60 | \$ | 1.90 | \$ | 1.14 |

2. GAINS FROM SALE OF ASSETS

From time to time, Rayonier opportunistically sells non-strategic assets to monetize portions of its asset base. In March 2000, Rayonier sold approximately 57,000 acres of Southeastern U.S. forestland to various third parties for $\$ 49.6$ million, resulting in a pre-tax gain of $\$ 23.1$ million ( $\$ 14.4$ million after tax, or $\$ 0.51$ per diluted common share). The proceeds of these sales were used to reduce debt.

## 3. RECLASSIFICATIONS

Certain reclassifications of the prior year amounts have been made to conform with the current year presentation.

## SEGMENT INFORMATION

Rayonier operates in two major business segments, Timber and Wood Products and Specialty Pulp Products. The Timber and Wood Products segment includes two reportable business units, Forest Resources and Trading and Wood Products. Chemical Cellulose and Fluff and Specialty Paper Pulps are product lines within the Specialty Pulp Products segment.

The amounts and relative contributions to sales and operating income attributable to each of Rayonier's reportable business units for the three months and six months ended June 30, 2000 and 1999 were as follows (thousands of dollars):

|  | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  | 2000 |  | 1999 |  |
| SALES |  |  |  |  |  |  |  |  |
| Timber and Wood Products |  |  |  |  |  |  |  |  |
| Forest Resources and Trading | \$ | 116,746 | \$ | 119,102 | \$ | 241,315 | \$ | 219,144 |
| Wood Products |  | 31,660 |  | 32,786 |  | 63,299 |  | 57,414 |
| Total Timber and Wood Products |  | 148,406 |  | 151,888 |  | 304,614 |  | 276,558 |
| Specialty Pulp Products |  |  |  |  |  |  |  |  |
| Chemical Cellulose |  | 74,073 |  | 69,945 |  | 148, 852 |  | 132,785 |
| Fluff and Specialty Paper Pulps |  | 61, 070 |  | 36,296 |  | 119,433 |  | 75,325 |
| Total Specialty Pulp Products |  | 135,143 |  | 106,241 |  | 268,285 |  | 208,110 |
| Intersegment Eliminations |  | 3 |  | (106) |  | (192) |  | (249) |
| Total Sales | \$ | 283,552 | \$ | 258, 023 | \$ | 572,707 | \$ | 484,419 |
| OPERATING INCOME (LOSS) |  |  |  |  |  |  |  |  |
| Timber and Wood Products |  |  |  |  |  |  |  |  |
| Forest Resources and Trading | \$ | 32,849 | \$ | 29,892 | \$ | 74,514 | \$ | 58,409 |
| Wood Products |  | $(2,736)$ |  | 1,964 |  | $(4,133)$ |  | 1,063 |
| Total Timber and Wood Products |  | 30,113 |  | 31,856 |  | 70,381 |  | 59,472 |
| Specialty Pulp Products |  | 21,008 |  | 6,156 |  | 38,509 |  | 12,022 |
| Corporate and Other |  | $(3,855)$ |  | $(4,261)$ |  | $(10,118)$ |  | $(8,299)$ |
| Total Operating Income | \$ | 47,266 | \$ | 33,751 | \$ | 98,772 | \$ | 63,195 |

## RESULTS OF OPERATIONS

## SALES AND OPERATING INCOME (LOSS)

Sales for the second quarter of 2000 were $\$ 284$ million, $\$ 26$ million above prior year, primarily due to higher U.S. Southeast timber harvest volumes and stronger Specialty Pulp Products markets. Sales for the six months ended June 30, 2000 of $\$ 573$ million were $\$ 89$ million higher than the prior year, due to increases in the Specialty Pulp Products segment, primarily the result of higher prices and volumes, as well as increases in the Timber and Wood Products segment, primarily the result of increased log trading activity and timber harvesting in both the Southeast and the Northwest U.S. regions.

Operating income for the second quarter of 2000 of $\$ 47$ million was $\$ 14$ million above prior year, and operating income for the six months ended June 30, 2000 of $\$ 99$ million was $\$ 36$ million above prior year. Specialty Pulp Products operating results for both periods increased due to higher volumes, higher prices and lower costs. Timber and Wood Products results declined in the second quarter compared to the prior year due primarily to lower lumber pricing. However, the unusually strong Northwest U.S. harvest during the first quarter resulted in greater operating income for the six months ended June 30, 2000 when compared to the prior year.

Timber and Wood Products sales for the second quarter of 2000 were $\$ 148$ million, $\$ 4$ million below prior year, although sales for the six months ended June 30, 2000 were $\$ 28$ million above prior year, at $\$ 305$ million. Operating income for the second quarter of 2000 of $\$ 30$ million was $\$ 2$ million below prior year However, operating income for the six months ended June 30, 2000 was $\$ 11$ million above prior year, at $\$ 70$ million.

FOREST RESOURCES AND TRADING
Forest Resources and Trading sales for the second quarter of 2000 were $\$ 117$ million, $\$ 2$ million below prior year. Higher Southeast U.S. timber volumes were more than offset by lower Northwest U.S. timber volumes, which had been unusually strong in first quarter 2000. For the six months ended June 30, 2000, sales were $\$ 241$ million, $\$ 22$ million above prior year. The sales improvement was the result of unusually strong first quarter 2000 Northwest U.S. timber volumes and higher prices, increased volumes in the Southeast U.S. resulting from the Smurfit forestlands acquisition, and higher log trading activity in U.S. markets. These improvements in sales were partially offset by lower timber prices in the Southeast U.S.

Operating income for the second quarter of 2000 was $\$ 33$ million, $\$ 3$ million above prior year, and $\$ 75$ million for the six months ended June 30, 2000, $\$ 16$ million above prior year. The increases were primarily a result of the strong Northwest U.S. timber sales activity in first quarter of 2000. Second quarter 2000 results were also adversely affected by $\$ 0.8$ million in additional foreign exchange translation losses compared to the prior year and by $\$ 0.4$ million due to the write off of fire-damaged, pre-merchantable timber.

## WOOD PRODUCTS

Wood Products sales for the second quarter of 2000 were $\$ 32$ million, $\$ 1$ million below prior year, although for the six months ended June 30, 2000 sales were $\$ 63$ million, $\$ 6$ million above prior year. Operating losses of $\$ 3$ million and $\$ 4$ million for the second quarter of 2000 and six months ended June 30, 2000, respectively, were both $\$ 5$ million below prior year results. The lower operating income is attributable to lower lumber pricing and higher logs costs, partially offset by continued operating and price improvements at the New Zealand medium-density-fiberboard (MDF) plant.

SPECIALTY PULP PRODUCTS
Sales of Specialty Pulp Products for the second quarter of 2000 were $\$ 135$ million, $\$ 29$ million above prior year, due to stronger fluff pulp pricing and higher pulp volumes, and for the six months ended June 30, 2000, sales were \$268 million, $\$ 60$ million above prior year. Operating income of $\$ 21$ million and $\$ 39$ million for the second quarter of 2000 and six months ended June 30, 2000, respectively, were $\$ 15$ million and $\$ 27$ million above prior year. Second quarter 2000 fluff and specialty paper pulp prices were 28 percent higher than prior year, while overall volumes for chemical cellulose, and fluff and specialty paper pulps were 20 percent higher. For the six months ended June 30, 2000, luff and specialty paper pulp prices were 25 percent higher, while chemical cellulose and fluff and specialty paper pulp volumes increased 21 percent.

CORPORATE AND OTHER
Corporate and other costs for the second quarter of 2000 were $\$ 3.9$ million, $\$ 0.4$ million below prior year, due to lower general administrative costs. However, corporate and other expenses for the six months ended June 30, 2000 of $\$ 10.1$ million were $\$ 1.8$ million above prior year, principally as a result of costs associated with the headquarters relocation from Stamford, CT to Jacksonville, FL, partially offset by lower general administrative costs. The relocation is essentially complete, on schedule and under budget.

## INTEREST EXPENSE

Interest expense of $\$ 22$ million and $\$ 44$ million for the second quarter of 2000 and the six months ended June 30, 2000, respectively, were $\$ 14$ million and $\$ 29$ million above prior year, reflecting higher debt levels associated with the Smurfit forestland acquisition and slightly higher interest rates.

Miscellaneous (expense) income for the second quarter of 2000 was \$(0.8) million compared to $\$(0.2)$ million in the prior year, and $\$(0.6)$ million for the six months ended June 30,2000 compared to $\$ 0.5$ million for the six months ended June 30, 1999. The increased expense for both the second quarter of 2000 and the six months ended June 30, 2000 reflect losses on the mark-to-market of foreign exchange forward contracts.

## gains From sales of Assets

In March 2000, Rayonier sold approximately 57,000 acres of non-strategic
Southeast U.S. forestland to various third parties for $\$ 49.6$ million, resulting in a pre-tax gain of $\$ 23.1$ million ( $\$ 14.4$ million after tax, or $\$ 0.51$ per diluted common share). The proceeds of these sales were used to reduce debt.

## INCOME TAX EXPENSE

The effective tax rate was 29.9 percent for the second quarter of 2000 and 31.2 percent for the six months ended June 30, 2000, compared to 33.9 percent and 33.3 percent for the corresponding periods in the prior year. The lower tax rates in 2000 reflect the impact of increased foreign sales corporation tax benefits. The effective tax rates continue to be below U.S. statutory rates, resulting from the lower tax rates in effect for foreign subsidiaries and various tax credits.

## NET INCOME

Net income for the second quarter of 2000 was $\$ 17.4$ million, or $\$ 0.63$ per diluted common share, compared to $\$ 17.1$ million, or $\$ 0.60$ per diluted common share, for the second quarter of 1999. Net income for the six months ended June 30,2000 was $\$ 52.9$ million, or $\$ 1.90$ per diluted common share, compared to $\$ 32$ million, or $\$ 1.14$ per diluted common share, for the six months ended June 30 , 1999. Net income for the six months ended June 30, 2000 included $\$ 14.4$ million, or $\$ 0.51$ per diluted common share, reflecting gains from the sale of non-strategic forestland.

Specialty pulp markets are continuing to strengthen reflecting a tight supply and demand balance, while New Zealand timber and MDF conditions are stable to improving. As a result, full year 2000 net income is expected to be better than in 1999, despite the timberland acquisition financing costs. However, results for the third quarter of 2000 are expected to be somewhat lower than both the second quarter of 2000 and the third quarter of 1999. In the third quarter, improving pulp markets are expected to only partially offset the combined effect of a lower U.S. Northwest harvest due to the seasonal slowdown in Northwest timber harvests and the unusually strong harvest that took place in the first quarter of 2000.

## LIQUIDITY AND CAPITAL RESOURCES

Cash flow provided by operating activities of $\$ 107$ million for the six months ended June 30, 2000 increased $\$ 3$ million from 1999, primarily as a result of improvements in net income, partially offset by working capital requirements. Cash flow provided by investing activities for the six months ended June 30, 2000 was $\$ 6$ million, primarily the result of monetizing certain non-strategic forestlands and reduced timber purchase agreements. EBITDA (defined as earnings from continuing operations before significant non-recurring items, provision for dispositions, interest expense, income taxes, depreciation, depletion and amortization and the non-cash cost of land sales) for the three months and six months ended June 30, 2000 was $\$ 83$ million and $\$ 173$ million, respectively, $\$ 26$ million and $\$ 56$ million higher, respectively, than the prior year. Cash from operating activities were used to finance capital expenditures of $\$ 47$ million, dividends of $\$ 20$ million and the repurchase of common shares for $\$ 9$ million.

The Company repurchased 142,900 of its shares during the second quarter of 2000 at an average cost of $\$ 40.64$ for a total of $\$ 6$ million, and 228,500 shares during the six months ended June 30, 2000 at an average cost of $\$ 40.92$ for a total of $\$ 9$ million. During the second quarter of 1999 and the six months ended June 30, 1999, the Company repurchased 86,900 and 124,300 shares, at average costs of $\$ 46.92$ and $\$ 45.05$ per share for $\$ 4$ million and $\$ 6$ million, respectively.

At June 30, 2000, debt was $\$ 1,053$ million and the debt-to-capital ratio was 60.8 percent, compared to debt of $\$ 1,136$ million and a debt-to-capital ratio of 63.5 percent at December 31, 1999. Excluding U.S. timberland external debt, corporate debt was $\$ 323$ million, a reduction of $\$ 96$ million from December 31, 1999 and $\$ 129$ million from June 30, 1999. The Company has unsecured credit facilities totaling $\$ 300$ million, which were used as support for $\$ 45$ million of outstanding commercial paper. As of June 30, 2000, Rayonier (excluding U.S. timberland revolving credit facilities) had $\$ 255$ million available under its revolving credit facilities.

In connection with the financing of the Smurfit forestland acquisition, Rayonier Timberlands Operating Company, L.P. (RTOC), a wholly-owned limited partnership, issued notes totaling $\$ 485$ million, and entered into an agreement with a group of banks that provided RTOC with an unsecured term loan of $\$ 200$ million and revolving credit facilities totaling \$75 million, which expire in 2004.

As of June 30, 2000 and December 31, 1999, RTOC's outstanding external debt was $\$ 730$ million and $\$ 717$ million, respectively. RTOC had $\$ 30$ million of available borrowings under its revolving credit facilities as of June 30, 2000.

In addition, the Company has on file with the Securities and Exchange Commission shelf registration statements to offer $\$ 150$ million of new public debt securities. The Company believes that internally generated funds, combined with available external financing, will enable Rayonier to fund capital expenditures, share repurchases, working capital and other liquidity needs for the foreseeable future.

## SAFE HARBOR

Comments about market trends, anticipated earnings and future activities in 2000 and beyond, are forward-looking and are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Changes in the following important factors, among others, could cause actual results to differ materially from those expressed in the forward-looking statements: changes in global market trends; interest rate and currency movements; fluctuations in demand for specialty chemical cellulose and fluff pulps, export and domestic logs, and wood products; the impact of such market factors on the Company's timber sales in the U.S. and New Zealand; adverse weather conditions; production costs for wood products and for specialty pulps, particularly for raw materials such as wood and chemicals; and governmental policies and regulations affecting the environment, import and export controls, and taxes.

## 11

ITEM 3. SELECTED OPERATING DATA

| Three | nded | Six Months Ended June 30, |  |
| :---: | :---: | :---: | :---: |
| 2000 | 1999 | 2000 | 1999 |

TIMBER AND WOOD PRODUCTS
Log trading sales volum
North America, in millions of board feet New Zealand, in thousands of cubic meters Other, in thousands of cubic meters

Timber sales volume
Northwest U.S., in millions of board feet Southeast U.S., in thousands of short green tons New Zealand, in thousands of cubic meters

Lumber sales volume, in millions of board feet
Medium-density fiberboard sales volume,
in thousands of cubic meters

| 62 | 45 | 124 | 75 |
| ---: | ---: | ---: | ---: |
| 305 | 319 | 549 | 591 |
| 86 | 162 | 205 | 272 |
|  |  |  |  |
| 64 | 67 | 154 | 132 |
| 137 | 598 | 2,136 | 1,131 |
| 289 | 321 | 542 | 591 |
|  |  |  |  |
| 70 | 68 | 135 | 124 |
|  |  |  | 58 |
| 39 | 31 |  |  |
|  |  |  |  |
| 19 | 8 | 239 | 18 |
| 11 | 148 |  |  |
| 154 |  |  | 11 |

## SPECIALTY PULP PRODUCTS

```
Pulp sales volume
Chemical cellulose, in thousands of metric tons Fluff and specialty paper pulp, in thousands of metric tons
```

Production as a percent of capacity
89

89
101.1\%
87. 0\%

178
155
ntercompany timber sales volume
Northwest U.S., in millions of board feet Southeast U.S., in thousands of short green tons 4
148 263 New Zealand, in thousands of cubic meters

154

㑆

|  | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2000 |  | 1999 |  | 2000 |  | 1999 |
| GEOGRAPHICAL DATA (NON-U.S.) |  |  |  |  |  |  |  |  |
| Sales |  |  |  |  |  |  |  |  |
| New Zealand | \$ | 23,559 | \$ | 21,521 | \$ | 42,853 | \$ | 39,805 |
| Other |  | 12,859 |  | 11,101 |  | 23,997 |  | 21,083 |
| Total | \$ | 36,418 | \$ | 32,622 | \$ | 66,850 | \$ | 60,888 |
| Operating income (loss) |  |  |  |  |  |  |  |  |
| New Zealand | \$ | (355) | \$ | $(1,068)$ | \$ | $(1,464)$ | \$ | $(2,703)$ |
| Other |  | 307 |  | 38 |  | 267 |  | (268) |
| Total | \$ | (48) | \$ | $(1,030)$ | \$ | $(1,197)$ | \$ | $(2,971)$ |
| FOREST RESOURCES |  |  |  |  |  |  |  |  |
| Sales |  |  |  |  |  |  |  |  |
| Northwest U.S. | \$ | 21,701 | \$ | 23,716 | \$ | 55,999 | \$ | 47,582 |
| Southeast U.S. |  | 27,150 |  | 14,754 |  | 54,492 |  | 31,696 |
| New Zealand |  | 5,611 |  | 7,430 |  | 10,169 |  | 12,792 |
| Total | \$ | 54,462 | \$ | 45,900 |  | 120,660 | \$ | 92,070 |
| Operating income |  |  |  |  |  |  |  |  |
| Northwest U.S. | \$ | 17,409 | \$ | 18,704 | \$ | 47,038 | \$ | 37,270 |
| Southeast U.S. |  | 11,902 |  | 10,532 |  | 24,787 |  | 22,995 |
| New Zealand |  | 1,660 |  | 2,467 |  | 2,782 |  | 3,465 |
| Total | \$ | 30,971 | \$ | 31,703 | \$ | 74,607 | \$ | 63,730 |
| EBITDA per share |  |  |  |  |  |  |  |  |
| Northwest U.S. | \$ | 0.66 | \$ | 0.70 | \$ | 1.77 | \$ | 1.39 |
| Southeast U.S. |  | 0.85 |  | 0.47 |  | 1.71 |  | 1.01 |
| New Zealand |  | 0.17 |  | 0.21 |  | 0.31 |  | 0.35 |
| Total | \$ | 1.68 | \$ | 1.38 | \$ | 3.79 | \$ | 2.75 |

ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS
The Annual Meeting of Shareholders of the Company was held on May 18, 2000. At that meeting, three directors were elected as follows (there were no broker non-votes with respect to the election of directors):

## Votes For

Votes Withheld

Director of Class III, Term Expires in 2003

| Rand V. Araskog | 109,208 |
| :--- | ---: |
| W. Lee Nutter | $23,724,109$ |
| Nicholas L. Trivisonno | $23,747,958$ |

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
(a) See Exhibit Index.
(b) Rayonier Inc. did not file a report on Form 8-K during the quarter covered by this report.

SIGNATURE

Pursuant to the requirements of Section 13 of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

RAYONIER INC. (Registrant)

BY /s/ GEORGE C. KAY
George C. Kay
Vice President and
Corporate Controller
(Chief Accounting Officer)
August 10, 2000

EXHIBIT NO
EXHIBIT NO

2
3.1
3.2

DESCRIPTION
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Plan of acquisition, reorganization, arrangement, liquidation or succession

Amended and restated articles of incorporation
By-laws

Instruments defining the rights of security holders, including indentures

Material Contracts

Statement re: computation of per share earnings
Statement re: computation of ratios

Letter re: unaudited interim financial information
Letter re: change in accounting principles
Report furnished to security holders
Published report regarding matters submitted to vote of security holders

Consents of experts and counsel
Power of attorney
Financial data schedule
Additional exhibits

LOCATION
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None

No amendments
No amendments

Not required to be filed. The Registrant hereby agrees to file with the Commission a copy of any instrument defining the rights of holders of the Registrant's long-term debt upon request of the Commission.

None

Not required to be filed
Filed herewith

None

None

None

None

None
None
Filed herewith

None

RAYONIER INC. AND SUBSIDIARIES
RATIO OF EARNINGS TO FIXED CHARGES
(UNAUDITED)
(THOUSANDS OF DOLLARS)

|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  |
| Earnings: |  |  |  |  |
| Net Income | \$ | 52,904 | \$ | 32,207 |
| Add: |  |  |  |  |
| Income Taxes |  | 23,990 |  | 16,082 |
| Amortization of Capitalized Interest |  | 1,154 |  | 1,184 |
| Additions to Net Income |  | 25,144 |  | 17,266 |
| Adjustments to Earnings for Fixed Charges: |  |  |  |  |
| Interest and Other Financial Charges |  | 44,402 |  | 15,387 |
| Interest Factor Attributable to Rentals |  | 685 |  | 875 |
| Adjustments for Fixed Charges |  | 45,087 |  | 16,262 |
| EARNINGS AS ADJUSTED | \$ | 123,135 | \$ | 65,735 |
| Fixed Charges: |  |  |  |  |
| Fixed Charges above | \$ | 45,087 | \$ | 16,262 |
| Capitalized Interest |  | - |  | 150 |
| TOTAL FIXED CHARGES | \$ | 45,087 | \$ | 16,412 |
| RATIO OF EARNINGS AS ADJUSTED TO |  |  |  |  |
| TOTAL FIXED CHARGES |  | 2.73 |  | 4.01 |

## 6-MOS

DEC-31-2000
JAN-01-2000 JUN-30-2000

14,416
117, $788^{0}$
4,831
93,370
279,219
695,595
2,228, 826
195,559

0
1,050,245
0
52,928
$2,228,826$
625,597

572,707
572,707

452, 062
21, 873
44,402 76, 894 23,990
52,904
$0_{0}^{0}$
52,904
1.93
1.90

