

AFFIDAVIT OF PHILIP M. RICE

STATE OF OHIO)

COUNTY OF LUCAS)

This day personally appeared before me the undersigned authority, Philip M. Rice, who, after having been first duly sworn, deposes and says that:

1. My name is Philip M. Rice and I am an Assistant Secretary of Owens-Illinois, Inc., a corporation duly organized and existing under and by virtue of the laws of the State of Ohio, with its principal office located at One SeaGate, in the City of Toledo, County of Lucas, State of Ohio, in which corporation's behalf I make this affidavit.

2. As an Assistant Secretary of Owens-Illinois, Inc., I am authorized to make this affidavit on its behalf.

3. I have in my capacity as an Assistant Secretary of Owens-Illinois, Inc. either personally searched or had others under my direction and control search the available records and information pertaining to the past business operations of said corporation's manufacture, sale and/or distribution of asbestos-containing products.

4. The records establish that the only asbestos-containing thermal insulation products manufactured, sold and/or distributed by Owens-Illinois carried the trade name "Kaylo." Owens-Illinois operated a pilot plant manufacturing limited amounts of Kaylo from mid to late 1943 until 1948. Owens-Illinois began the production and marketing of commercial quantities of Kaylo thermal insulation products in 1948. Owens-Illinois sold its entire thermal insulation business to Owens-Corning Fiberglas, an independent corporation, effective on April 30, 1958. Exhibit I to this affidavit is a true and correct copy of the contract of sale of this Kaylo business.

5. Records showing sales of small quantities of Kaylo to the U.S. Navy for Seattle and Bremerton in 1952 and 1953 are attached as Exhibit II. These records also show sales of small quantities of Kaylo to these locations in 1954 and one sale of Kaylo shipped to the Naval Supply Depot in Spokane in 1954. The records attached as Exhibit II are the only records indicating sales of Kaylo within the State of Washington.

PLAINTIFF'S
EXHIBIT

tabbles 04184.00

PLAINTIFF'S
EXHIBIT

tabbles WV-000960

6. Exhibit III to this affidavit are copies of the permanent accounting records of Owens-Illinois which show the total gross sales of Kaylo products for the years 1943 through and including 1958. These accounting records are maintained by the accounting department of Owens-Illinois as permanent business records and were located in the accounting department.

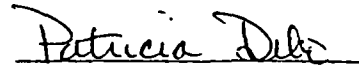
7. Owens-Illinois ceased the manufacture, sale and/or distribution of asbestos-containing products on or about April 30, 1958 and has not since engaged in any such business.

FURTHER AFFIANT SAITH NOT.



PHILIP M. RICE

Sworn to and subscribed before me this 9th day of February, 1984.



NOTARY PUBLIC

PATRICIA DEBO
NOTARY PUBLIC - STATE OF OHIO
MY COMMISSION EXPIRES MAY 24, 1988

EXHIBIT III

UNITED STATES DEPARTMENT OF AGRICULTURE, BUREAU OF PLANT INDUSTRY, WASHINGTON, D. C.

7 Months Ended
July 31, 1913
July 31, 1912

GROSS SALES

	July 1913	June 1913	July 1912	7 Months Ended July 31, 1913
K-Ls	\$	\$	\$	\$

NUMBER OF UNITS SOLD

K-Ls (3d. Foot)	36			252
-----------------	----	--	--	-----

AVERAGE SELLING PRICE PER UNIT

K-Ls	\$	\$.1650	\$	\$.0030
------	----	----------	----	----------

1912 1913 1914 1915 1916 1917 1918 1919 1920 1921 1922 1923 1924 1925 1926 1927 1928 1929 1930 1931 1932

GROSS SALES

— K-Lo — 5,119.20 5,125.14

% GROSS PROFIT ON NORMAL COST

K-Lo 36.2 9.8

NUMBER OF UNITS SOLD

K-Lo 23,310 23,562

AVERAGE SELLING PRICE PER UNIT

K-Lo .2196 .2175

1444

1 Month Ending
Apr. 30, 1943

Apr. 30, 1943

Mar. 31, 1943

Apr. 30, 1943

GROSS SALES

K-Lo

3,965.76

3,965.76

% GROSS PROFIT ON NORMAL COST

K-Lo

53.8

53.8

NUMBER OF UNITS SOLD

K-Lo

19,890

19,890

AVERAGE SELLING PRICE PER UNIT

K-Lo

199.4

199.4

GROSS SALES BY LINE

	Month of		6 Months Ended
	June 1944	May 1944	June 30, 1944

GROSS SALES

K-LO	250.56	373.12	5.94	4,589.44	5.94
------	--------	--------	------	----------	------

% GROSS PROFIT ON NORMAL COST

K-LO	54.7	40.2	52.7
------	------	------	------

NUMBER OF UNITS SOLD

K-LO (Bd. Feet)		36	19,000	252
-----------------	--	----	--------	-----

AVERAGE SELLING PRICE PER UNIT

K-LO		.1650	.0235
------	--	-------	-------

	Month of			6 Month Period	
	August	July	August	August 31,	August 31,
	1944	1944	1943	1944	1943

GROSS SALES

K-Lo	15,992.95	3,690.02	21,290.41	5.04
------	-----------	----------	-----------	------

% GROSS PROFIT ON NORMAL COST

K-Lo	44.3	60.3	40.3
------	------	------	------

NUMBER OF UNITS SOLD

K-Lo (Bd. Foot)	122,525	30,114	172,530	252
-----------------	---------	--------	---------	-----

AVERAGE SELLING PRICE PER UNIT

K-Lo	.1305	.1227	.1107	.2357
------	-------	-------	-------	-------

	Month of		10 Months Ended	
	Oct. 1944	Sept. 1944	Oct. 31, 1944	Oct. 31, 1943

GROSS SALES

K-LO	8,594.61	0,769.22	5,119.20	41,644.24	5,125.14
------	----------	----------	----------	-----------	----------

% GROSS PROFIT ON NORMAL COST

K-LO	11.7	43.4	36.2	39.7	13.9
------	------	------	------	------	------

NUMBER OF UNITS SOLD

K-LO (Ord. Ev.)	10,245	72,405	23,310	315,100	23,562
-----------------	--------	--------	--------	---------	--------

AVERAGE SELLING PRICE PER UNIT

K-LO	.1224	.1211	.2105	.1321	.2175
------	-------	-------	-------	-------	-------

12 Months Ended
December 31,
1944

Month of
November
1944

December
1944

GROSS SALES

K-10 6,069.04 7,270.88 54,983.16 5,123.14

4 GROSS PROFIT ON NORMAL COST

K-10 76.5 34.4 43.1 6.2

NUMBER OF UNITS SOLD

K-10 (Bl. Post) 49,380 62,197 426,757 23,462

AVERAGE SELLING PRICE PER UNIT

K-10 .1229 .1169 .1200 .1175

1945

MONTHLY SALES REPORT - FEBRUARY 1945

Month of February 1945

GROSS SALES

K-10 \$ 5,021.66 \$ 2,807.01 \$ 7,828.67

GROSS PROFIT ON NORMAL COST

K-10 47.8 45.2 46.9

NUMBER OF UNITS SOLD

K-10 (Bd. Foot) 37,476 19,929 57,405

AVERAGE SELLING PRICE PER UNIT

K-10 (Bd. Foot) 1340 1409 1364

GROSS SALES GROSS PROFIT ON NORMAL COST NUMBER OF UNITS SOLD AVERAGE SELLING PRICE PER UNIT

	April 1943	Month of March 1943	April 1944	Month of April 30, 1944
GROSS SALES				
L TO	\$ 7,334.41	\$ 11,619.24	3,965.76	26,782.32
				3,965.76
GROSS PROFIT ON NORMAL COST				
L TO	48.3	42.1	23.8	45.2
			53.8	24.4
NUMBER OF UNITS SOLD				
L TO (M. Foot)	60,933	88,321	19,890	206,659
				19,890
AVERAGE SELLING PRICE PER UNIT				
L TO (M. Foot)	.1204	.1316	.1994	.1296
				.1994

OVERO-ILLINOIS INSULAK PRODUCTS DIVISION
GRIDS SALES BY LINE

	Month of		6 Month Period	
	June 1945	May 1945	June 30, 1945	June 30, 1944

GROSS SALES

K-10	\$ 5,011.66	\$ 4,492.07	\$ 250.56	\$ 37,699.05	\$ 4,589.44
------	-------------	-------------	-----------	--------------	-------------

% GROSS PROFIT ON NORMAL COST

K-10	41.9	46.5	54.7	44.8	52.7
------	------	------	------	------	------

NUMBER OF UNITS SOLD

K-10 (Ed. Feet)	43,535	30,898	281,083	19,890
-----------------	--------	--------	---------	--------

AVERAGE SELLING PRICE PER UNIT

K-10 (Ed. Feet)	1.336	1.454	1.320
-----------------	-------	-------	-------

OMEGA-ILLINOIS INSURANCE PRODUCTS DIVISION
GROSS SALES BY LINES

Month of		7 Months Ended	
July	June	July 31,	July 31,
1945	1945	1945	1944

GROSS SALES

K-10	\$ 2,104.70	\$ 5,014.66	\$ 3,690.02	\$ 39,194.75	\$ 4,887.46
------	-------------	-------------	-------------	--------------	-------------

% GROSS PROFIT ON NORMAL COST

K-10	39.9	41.9	60.3	44.6	56.1
------	------	------	------	------	------

NUMBER OF UNITS SOLD
K-10 (100 Feet)

	15,609	43,536	30,114	286,692	50,000
--	--------	--------	--------	---------	--------

AVERAGE UNIT PRICE PER UNIT
K-10 (100 Feet)

	.1348	.1336	.1227	.1321	.1657
--	-------	-------	-------	-------	-------

OZENS-ILLINOIS INSULDI PRODUCTS DIVISION
GROSS SALES BY LINES

	Month of				9 Months Ended	
	Sept. 1945	Aug. 1945	Sept. 1944		Sept. 30, 1945	Sept. 30, 1944
GROSS SALES						
K-10	\$ 2,133.16	\$ 1,308.26	8,769.22	\$	42,634.17	33,049.63

GROSS PROFIT ON NORMAL COST

K-10	46.4	50.2	43.4		44.9	47.0
------	------	------	------	--	------	------

NUMBER OF UNITS SOLD
K-10 (DA. P.C.)

	16,616	9,471	72,405		322,179	244,935
--	--------	-------	--------	--	---------	---------

AVERAGE SELLING PRICE PER UNIT
K-10 (DA. P.C.)

	.1283	.1381	.1211		.1321	.1319
--	-------	-------	-------	--	-------	-------

OHIO-ILLINOIS INDUSTRIAL PRODUCTS DIVISION
GROSS SALES BY LINE

Month of
Nov. 1945
Oct. 1945
Nov. 30, 1944
Nov. 30, 1944

GROSS SALES

K-LO \$ 1,630.79 \$ 2,504.73 \$ 7,270.83 \$ 45,777.69 \$ 48,913.12

% GROSS PROFIT ON NORMAL COST

K-LO 50.1 37.1 34.4 44.6 39.0

NUMBER OF UNITS SOLD

K-LO (34. Feet) 10,660 15,075 62,197 319,322 377,377

AVERAGE SELLING PRICE PER UNIT
K-LO (34. Feet)

1536 1570 1169 1319 1296

CHENB-ILLINOIS INDUSTRIAL PRODUCTS DIVISION
QUARTER SALES BY LINES

	Month of		12 Months Ended	
	Dec. 1945	Nov. 1945	Dec. 31, 1945	Dec. 31, 1944

GROSS SALES

K-10	14,290.93	1,638.79	6,068.04	54,983.16
------	-----------	----------	----------	-----------

GROSS PROFIT ON NORMAL COST

K-10	42.5	50.1	76.5	43.1
------	------	------	------	------

NUMBER OF UNITS SOLD
K-10 (Bd. Feet)

	102,314	10,668	49,300	451,636
--	---------	--------	--------	---------

AVERAGE SELLING PRICE PER UNIT
K-10 (Bd. Feet)

	.1397	.1536	.1229	.1352
--	-------	-------	-------	-------

.1288

1946

GROUP DATA BY LINE

Month of Jan. 1945
Month of Dec. 1945
Month of Jan. 1946

GROSS SALES

K-10 14,223.39 14,290.93 2,807.01

% GROSS PROFIT ON RETAIL PRICE

K-10 41.2 42.5 45.2

NUMBER OF UNITS SOLD

K-10 (Ed. Feet) 117,204 102,314 19,929

AVERAGE SELLING PRICE PER UNIT

K-10 (Ed. Feet) .1214 .1397 .1409

Year	Month	Day	Time	Location	Remarks
1916	Dec	1	10:30	St. Paul	Arrived from St. Paul
1916	Dec	2	10:30	St. Paul	Arrived from St. Paul
1916	Dec	3	10:30	St. Paul	Arrived from St. Paul
1916	Dec	4	10:30	St. Paul	Arrived from St. Paul
1916	Dec	5	10:30	St. Paul	Arrived from St. Paul
1916	Dec	6	10:30	St. Paul	Arrived from St. Paul
1916	Dec	7	10:30	St. Paul	Arrived from St. Paul
1916	Dec	8	10:30	St. Paul	Arrived from St. Paul
1916	Dec	9	10:30	St. Paul	Arrived from St. Paul
1916	Dec	10	10:30	St. Paul	Arrived from St. Paul
1916	Dec	11	10:30	St. Paul	Arrived from St. Paul
1916	Dec	12	10:30	St. Paul	Arrived from St. Paul
1916	Dec	13	10:30	St. Paul	Arrived from St. Paul
1916	Dec	14	10:30	St. Paul	Arrived from St. Paul
1916	Dec	15	10:30	St. Paul	Arrived from St. Paul
1916	Dec	16	10:30	St. Paul	Arrived from St. Paul
1916	Dec	17	10:30	St. Paul	Arrived from St. Paul
1916	Dec	18	10:30	St. Paul	Arrived from St. Paul
1916	Dec	19	10:30	St. Paul	Arrived from St. Paul
1916	Dec	20	10:30	St. Paul	Arrived from St. Paul
1916	Dec	21	10:30	St. Paul	Arrived from St. Paul
1916	Dec	22	10:30	St. Paul	Arrived from St. Paul
1916	Dec	23	10:30	St. Paul	Arrived from St. Paul
1916	Dec	24	10:30	St. Paul	Arrived from St. Paul
1916	Dec	25	10:30	St. Paul	Arrived from St. Paul
1916	Dec	26	10:30	St. Paul	Arrived from St. Paul
1916	Dec	27	10:30	St. Paul	Arrived from St. Paul
1916	Dec	28	10:30	St. Paul	Arrived from St. Paul
1916	Dec	29	10:30	St. Paul	Arrived from St. Paul
1916	Dec	30	10:30	St. Paul	Arrived from St. Paul
1916	Dec	31	10:30	St. Paul	Arrived from St. Paul

5:41:55 5:50:00

Key to:			
5512.58	7,617.41	11,619.81	27,383.11
			19,417.91

% GROSS PROFIT ON NORMAL COST

	1970	1971	1972
1. Total	36.6	49.0	42.5
2. Net			
a. Federal Government			
b. State and local governments			
c. Private business			
d. Individuals			
e. Foreign countries			
f. Other			
3. Gross			
a. Federal Government			
b. State and local governments			
c. Private business			
d. Individuals			
e. Foreign countries			
f. Other			

NUMBER OF WITS SOLD

Paylo (Est. Post)	38,769	53,331	88,321	209,304	115,726
-------------------	--------	--------	--------	---------	---------

ALL THE BEST ON THIS JOURNEY

Enylo (rd. Fort)	, 11/29	. 11/28	. 1316	. 1308	. 1335
------------------	---------	---------	--------	--------	--------

3. How many people are in the room?

0153

20.8657

13,572.58

4,412.07

49,555.017.

31.2/14.39

May 10

15.0

8.17

11.5

150

12

1998-1999

(1999) 2000

57:712

81110

... of ...

1171.295

112

ATTACHED SHEET FOR UNIT

$$L_{\alpha} \gamma L_{\alpha} \quad (L_{\alpha} \gamma \bar{L}_{\alpha} \gamma L_{\alpha})$$

.1315

21171

175/111

11.11

...

	Month of			9 Months Ended	
	September 1946	August 1946	September 1945	Sept. 30, 1946	Sept. 30, 1945

GROSS SALES

K-10 10,585.59 11,507.84 2,132.16 80,511.99 42,634.17

% GROSS PROFIT ON NOMINAL COST

K-10 41.3 41.5 46.4 42.8 44.8

NUMBER OF UNITS SOLD

K-10 (Ba. Feet) 73,982 74,204 16,616 579,719 322,779

AVERAGE SELLING PRICE PER UNIT

K-10 (Ba. Feet) .1431 .1549 .1203 .1389 .1321

GROSS-ILLINOIS INSULOX PRODUCTS DIVISION
GROSS SALES BY LINES

	Month of			12 Months Ended	
	December 1946	November 1946	December 1946	Dec. 31. 1946	Dec. 31. 1945

GROSS SALES

K-LO	1,30.63	8,617.50	11,290.93	101,495.57	61,060.62
------	---------	----------	-----------	------------	-----------

% GROSS PROFIT ON NORMAL COST

K-LO	(30.5)	43.41	42.5	42.0	44.1
	39.4	41.0	33.2	40.0	38.1

NUMBER OF UNITS SOLD

K-LO (Bd. Feet)	(0,104)	64,814	102,314	719,097	451,636
-----------------	---------	--------	---------	---------	---------

AVERAGE SELLING PRICE PER UNIT

K-LO (Bd. Feet)		.1330	.1397	.1411	.1352
-----------------	--	-------	-------	-------	-------

1947

	Feb. 28,	Feb. 20,	Feb. 28,
1947	1946	1947	1946

GROSS SALES

May 10	13,143.00	0,037.68	7,617.14	21,106.40	21,840.53
--------	-----------	----------	----------	-----------	-----------

% GROSS PROFIT ON NORMAL COST

paylo	41.5	43.2	49.0	42.1	43.9
	41.5	43.2	49.0	42.1	43.9

NUMBER OF UNITS SOLD

Paylo (Dd. Post)	102,000	50,901	53,331	152,989	170,535
------------------	---------	--------	--------	---------	---------

AVERAGE SELLING PRICE PER UNIT

Material	Weight (lb.)	Volume (cu. ft.)	Weight (lb.)	Volume (cu. ft.)
Asphalt	1.200	.1428	1.281	.1579
Concrete	1.579	.1428	1.281	.1579
Gravel	1.281	.1428	1.281	.1579
Sand	1.281	.1428	1.281	.1579
Brick	1.281	.1428	1.281	.1579
Stone	1.281	.1428	1.281	.1579
Wood	1.281	.1428	1.281	.1579
Steel	1.281	.1428	1.281	.1579
Aluminum	1.281	.1428	1.281	.1579
Copper	1.281	.1428	1.281	.1579
Lead	1.281	.1428	1.281	.1579
Gold	1.281	.1428	1.281	.1579
Silver	1.281	.1428	1.281	.1579
Platinum	1.281	.1428	1.281	.1579
Palladium	1.281	.1428	1.281	.1579
Rhodium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.281	.1579
Rubidium	1.281	.1428	1.281	.1579
Ruthenium	1.281	.1428	1.281	.1579
Rosmium	1.281	.1428	1.281	.1579
Rhenium	1.281	.1428	1.	

	Aug. 1947	July 1947	Aug. 1946	Aug. 31, 1947	Aug. 31, 1946
...	...	...	...	...	...

CHARGE

Kay 10 9,863.41 14,839.41 11,507.84 86,895.60 69,926.70

CHARGE

Kay 10 43.4 34.8 41.5 38.7 43.0

CHARGE

Kay 10 (No. 1000) 64,737 110,332 74,284 643,391 505,737

CHARGE

Kay 10 (No. 1000) -15241 .1315 .1549 .1351 .1383

	Oct. 1947	Sept. 1947	Oct. 1946	Oct. 1947	Oct. 1946
Kaylo	14,490.98	9,015.96	11,917.45	110,402.54	92,449.44
% GROSS PROFIT ON NORMAL COST					
Kaylo	44.0	42.2	45.6	39.7	43.1
NUMBER OF UNITS SOLD					
Kaylo (Bd. Feet)	104,086	70,324	82,748	817,801	662,467
AVERAGE SELLING PRICE PER UNIT					
Kaylo (00 Feet)	1392	1282	1440	1350	1395

GROSS SALES

Kaylo

% GROSS PROFIT ON NORMAL COST

Kaylo

NUMBER OF UNITS SOLD

Kaylo (Bd. Feet)

AVERAGE SELLING PRICE PER UNIT

Kaylo (00 Feet)

		Month of		12 Mon. Ended	
		Dec. 1947	Nov. 1947	Dec. 31, 1947	Dec. 31, 1946
GROSS SALES					
Kaylo	2,196.27	15,140.55	438.63	134,747.26	101,485.57

GROSS SALES

Kaylo

GROSS PROFIT ON NORMAL COST

Kaylo

QUANTITY OF UNITS SOLD

Kaylo (Ad. Feet)

AVERAGE SELLING PRICE PER UNIT

Kaylo (Ad. Feet)

40.4	30.1	(30.2)	38.7	42.8
66,620	119,290	(8,184)	1,003,719	719,097
.1380	.1270		.1342	.1411

GROSS SALES

Insulation Sales:

Heat Insulating Blocks	7,990.70	4,566.96	17,165.20
Pipe Covering	5,633.93	4,653.66	14,096.19
Core Material	6,032.56	3,654.12	17,532.42
	20,657.19	12,874.74	48,793.81

1/2 GROSS PROFIT ON NORMAL COST

Insulation Sales

30.2	36.9	37.9
------	------	------

NUMBER OF UNITS SOLD

Insulation Sales:

Heat Insulating Block	63,064	35,750	132,607
Pipe Covering	29,934	19,403	64,970
Core Material	56,937	30,451	145,806

AVERAGE SELLING PRICE PER UNIT

Insulation Sales:

Heat Insulating Block - Bd. Feet	.1251	.1277	.1294
Pipe Covering - Lineal Feet	.1002	.2308	.2170
Core Material - Bd. Feet	.1200	.1200	.1202

CHARGES PAID

Insulation Sales:

Heat Insulating Blocks	10,032.65	6,023.17	33,221.02
Pipe Covering	9,087.45	4,812.24	27,995.88
Core Material	20,148.35	3,386.68	41,067.65
Keyto Accessories	1,843.40		1,843.40
	41,111.85	14,222.09	104,279.95

4 CHARGES PAID UP ON HUMAN. ADGCH

Insulation Sales

12.7	6.5	23.3
------	-----	------

REPORT OF ITEMS SOLD

Insulation Sales:

Heat Insulating Block	60,458	36,745	229,810
Pipe Covering	23,485	9,293	97,748
Core Material	130,592	28,224	304,622
Keyto Accessories	977		977

AVOIDER SELLING PRICE PER UNIT

Insulation Sales:

Heat Insulating Block - Ind. Feet	1659	1639	1446
Pipe Covering - Ind. Feet	3869	5178	2824
Core Material - Ind. Feet	1543	1209	1346
Keyto Accessories - Ind. Feet	1,8868		1,8868

7 Mon. Ended
July 31, 1949

Month of
June 1949

Month of
July 1948

1948-49

Insulation Sales:
Heat Insulating Blocks
Pipe Covering
Roof Tile
Core Material
Keylo Accessories

14,083.68	20,878.84	68,183.54
6,311.18	13,298.71	47,605.77
18,189.52	18,229.27	36,418.79
9,036.36	34,531.54	84,635.55
42,508.80	5,529.60	49,881.80
90,129.54	92,467.96	286,723.45

4. GROSS PROFIT ON MATERIAL COST

Insulation Sales

19.3	20.7	21.2
------	------	------

NUMBER OF INTRA ROOF

Insulation Sales:
Heat Insulating Deck
Pipe Covering
Roof Tile
Core Material

80,937	111,174	421,921
22,119	38,712	158,579
136,314	140,873	277,187
58,542	223,816	586,980

APPROX. SHIPING PRICE PER UNIT

Insulation Sales:
Heat Insulating Blocks - 84, Feet
Pipe Covering - 12000 Feet
Roof Tile - 14, Feet
Core Material - 14, Feet

1740	1878	1616
2853	3435	3002
1334	1294	1314
1543	1543	1412

ORDER DATES

Insulation Sales:			
Rock Insulating Block	25,292.48	24,510.74	117,986.76
Pipe Covering	11,648.57	7,163.73	66,418.07
Roof Tile	32,579.13	103,458.58	172,456.50
Core Material	8,930.25	24,033.92	117,399.72
Keylo Accessories	121.60		50,003.40
	78,572.03	159,166.97	524,844.45

ORDER PROFIT ON MONTHLY ORDER

Insulation Sales	19.2	25.0	22.1
------------------	------	------	------

ORDER OF ORDER SOLD

Insulation Sales:			
Rock Insulating Block	150,332	130,405	702,458
Pipe Covering	38,345	22,594	219,488
Roof Tile	240,053	769,411	1,286,651
Core Material	57,881	155,776	800,637

AVERAGE SELLING PRICE PER ORDER

Insulation Sales:			
Rock Insulating Block - Rd. Feet	.1682	.1890	.1679
Pipe Covering - 12 inch Feet	.3040	.3171	.3026
Roof Tile - Rd. Feet	.1357	.1305	.1316
Core Material - Rd. Feet	.1543	.1543	.1469

Insulation Sales:
 Heat Insulating Block - 31,419.18
 Pipe Covering - 16,442.99
 Roof Tile - 16,274.57
 Core Material - 32,831.76
 Total - 90,968.50
 1987
 102,841.76
 201,898.17
 95,778.85
 197,492.76
 177,357.03
 52,656.50
 725,127.31

Insulation Sales:
 19.8
 31.9
 23.2

NUMBER OF UNITS SOLD

Insulation Sales:
 Heat Insulating Block - 16,746
 Pipe Covering - 67,191
 Roof Tile - 110,710
 Core Material - 212,794
 291,693
 44,754
 61,388
 174,478
 1,156,097
 331,433
 1,458,749
 1,187,911

AVERAGE SELLING PRICE PER UNIT

Insulation Sales:
 Heat Insulating Block - 19.43
 Pipe Covering - 24.47
 Roof Tile - 14.70
 Core Material - 15.43
 17.46
 28.90
 13.54
 14.93

PERMANENT INSTITUTIONAL PROPERTY INVENTORY

12 Mon. Ended
Dec. 31, 1918

Month of
Nov. 1918

Month of
Dec. 1918

GROSS SALES

Insulation Sales:
Heat Insulating Blocks
Pipe Covering
Roof Tile
Core Material
Kevlar Accessories

34,355.67	31,419.18	236,253.84
28,522.93	16,442.99	124,301.00
15,017.31	16,274.57	212,510.07
19,604.93	32,831.76	196,955.96
1,009.12	902.60	53,665.60
98,509.98	97,871.10	823,687.29

4. GROSS PROFIT ON NORMAL COST

Insulation Sales

2.9

19.8

19.9

NUMBER OF UNITS SOLD

Insulation Sales:
Heat Insulating Blocks
Pipe Covering
Roof Tile
Core Material

187,639	161,746	1,343,736
105,940	67,191	437,373
114,065	110,710	1,572,814
120,480	212,796	1,308,391

AVERAGE SELLING PRICE PER UNIT

Insulation Sales:

Heat Insulating Blocks - Id. Foot
Pipe Covering - Linear Foot
Roof Tile - Sq. Foot
Core Material - Id. Foot

1831	1943	1758
2692	2447	2842
1317	1470	1351
1627	1513	1505

	Jan 1919	Feb 1919	Jan 1919	Feb 1919	Jan 1919	Feb 1919
	Month of	Month of	Month of	Month of	Month of	Month of

Green Sales

Insulation Sales				
Heat Insulating Blocks	42,189.25	32,712.05	74,901.30	9,174.50
Pipe Covering	24,959.95	29,108.78	54,068.73	8,462.26
Roof tile	9,944.39	8,012.53	17,956.92	
Core Material	22,743.03	21,912.86	44,655.89	10,699.86
Subtotal	15,126.82	1,134.72	16,261.54	
Total Installation	114,963.44	92,880.94	207,844.38	28,336.62

Green Profit on Material Cost

Insulation Sales:	15.0	17.2	16.0	37.6
-------------------	------	------	------	------

Insulation Sales

Insulation Sales:				
Heat Insulating Blocks	220,570	168,479	389,019	68,743
Pipe Covering	86,583	106,660	193,243	35,036
Roof Tile	94,196	59,794	153,990	
Core Material	168,660	158,710	327,370	88,869

Average Selling Price Per Unit

Insulation Sales:				
Heat Insulating Block - Bd. Feet	.1913	.1942	.1925	.1335
Pipe Covering - Lineal Feet	.2883	.2729	.2798	.2415
Roof Tile -Bd. Feet	.1056	.1310	.1166	
Core Material - Bd. Feet	.1348	.1381	.1364	.1204

INSULATION

Insulation Sales:				
Heat Insulating Block	17,771.08	14,577.49	107,249.87	23,188.37
Pipe Covering	29,352.52	45,742.37	129,163.62	18,908.43
Roof Tile	84,575.21	49,882.73	152,414.86	
Core Material	5,681.88	14,586.08	64,923.85	20,919.30
Key to Accessories	20,428.54	15,037.61	31,727.69	
	157,809.23	139,826.28	505,479.89	63,016.10

INSULATION PIPELINE AND ROOFING

Insulation Sales:				
Heat Insulating Block	8	6.2	8.5	30.8
Pipe Covering	24.4	25.8	26.8	33.0

INSULATION PIPELINE

Insulation Sales:				
Heat Insulating Block	95,665	79,707	564,421	169,352
Pipe Covering	80,947	174,521	448,711	74,263
Roof Tile	604,864	373,944	1,132,798	
Core Material	47,982	94,545	469,897	174,030

INSULATION PIPELINE PIPELINE

Insulation Sales:				
Heat Insulating Block	1858	1829	1900	1369
Pipe Covering	3626	2621	2879	2546
Roof Tile	1398	1334	1345	
Core Material - PM. Heat	1184	1543	1382	1702

GRAND TOTAL BY LINE

Month of	Month of	6 Mos. Ended	6 Mos. Ended
June, 1919	May, 1919	June 30, 1919	June 30, 1918

Grand Sales

Insulation Sales:

Heat Insulating Blocks	14,854.98	11,092.08	133,157.73	54,099.86
Pipe Covering	32,766.65	30,699.91	192,586.18	41,294.59
Roof Tile	57,261.91	66,264.66	273,941.43	18,229.27
Core Material	3,771.37	10,397.08	79,693.10	75,999.19
Exyle Accessories	5,514.96	8,569.15	65,811.00	7,373.00
Transite Panels		624.00	624.00	
Other Insulation		260.00	310.00	
	252,92	260.00	715,604.24	196,595.91
	112,419.79	127,784.56		

Grand Profit on Normal Sale

Insulation Sales

7.8	9.8	8.1	22.1
-----	-----	-----	------

Number of Units Sold

Insulation Sales:

Heat Insulating Blocks - Sq. Feet	74,772	60,242	699,395	340,984
Pipe Covering - Linear Feet	64,559	76,203	509,550	136,460
Roof Tile - Sq. Feet	525,785	507,079	2,160,462	140,073
Core Material - Sq. Feet	21,935	67,134	530,966	520,438
Transite Panels - Sq. Feet		832	832	

Average Selling Price Per Unit

Insulation Sales:

Heat Insulating Blocks - Sq. Feet	1883	1035	1904	1587
Pipe Covering - Linear Feet	5075	1015	3267	2026
Roof Tile - Sq. Feet	1091	1305	1264	1204
Core Material - Sq. Feet	1719	1543	1414	1431
Transite Panels - Sq. Feet		7000	7000	

OWENS-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINE

	Month of August, 1949	Month of July, 1949	2 Mos. Ended August 31, 1949
--	--------------------------	------------------------	---------------------------------

GROSS SALES

Heat Insulating Blocks
Pipe Covering
Roof Tile
Core Material
Other Insulation
Kaylo Accessories

\$ 27,324.02	\$ 14,574.40	\$ 41,898.40
49,003.70	24,376.71	74,380.11
95,357.19	54,242.46	149,599.65
15,091.62	23,040.99	38,132.61
6.00		6.00
15,229.70	9,916.60	25,146.30

TOTAL GROSS SALES

201,760.03	126,179.24	327,939.27
------------	------------	------------

% GROSS PROFIT ON NORMAL COST

Heat Insulating Block
Pipe Covering
Roof Tile
Core Material
Other Insulation
Kaylo Accessories

32.6	49.2	30.4
16.4	10.7	14.5
	(2.2)	(.6)
17.0	14.6	15.6
24.0		24.0
22.0	21.3	21.0

NUMBER OF UNITS SOLD

Heat Insulating Block - Bd. Feet
Pipe Covering - Linear Feet
Roof Tile - Bd. Feet
Core Material - Bd. Feet

127,512	65,830	193,392
140,057	60,543	200,600
711,039	413,736	1,124,775
103,912	115,305	219,218

AVERAGE SELLING PRICE PER UNIT

Heat Insulating Block - Bd. Feet
Pipe Covering - Linear Feet
Roof Tile - Bd. Feet
Core Material - Bd. Feet

.2143	.2212	.2167
.3562	.4026	.3702
.1341	.1311	.1339
.1529	.1999	.1776

Oct. 1949

Sept. 1949

Oct. 31, 1949

GROSS SALES

Heat Insulating Blocks	\$ 35,041.73	\$ 29,351.35	\$106,252.36
Pipe Covering	32,144.31	56,007.94	160,417.58
Roof Tile	50,154.04	73,418.07	331,171.76
Core Material	2,977.56	1,679.29	43,797.46
Other Insulation			6.00
Radio Accessories	27,608.10	19,524.79	72,649.19
Doors	62.50		62.50
TOTAL GROSS SALES	197,920.24	178,401.34	704,396.85

% GROSS PROFIT ON NOMINAL COST

Heat Insulating Block			
Pipe Covering	30.0	41.0	19.2
Roof Tile	12.2	17.0	15.2
Core Material	12.5	13.0	6.4
Other Insulation	12.0	14.6	15.3
Radio Accessories	27.3	37.0	24.0
Doors	29.2		25.0
			29.2

NUMBER OF UNITS SOLD

Heat Insulating Block - 14d. Feet	224,662	141,702	559,756
Pipe Covering - 14d. Feet	66,836	129,150	396,586
Roof Tile - 14d. Feet	708,285	528,481	2,361,541
Core Material - 14d. Feet	18,610	9,792	247,620
Doors			

AVERAGE SELLING PRICE PER UNIT

Heat Insulating Block - 14d. Feet	.1560	.2071	.1899
Pipe Covering - 14d. Feet	.4009	.4102	.4045
Roof Tile - 14d. Feet	.1386	.1309	.1360
Core Material - 14d. Feet	.1600	.1919	.1769
Doors	15.6250		15.6250

MONTH OF
Dec. 1949

MONTH OF
Nov. 1949

U. S. BUREAU OF
Dec. 31, 1949

GROSS SALES

Heat Insulating Blocks
Pipe Covering
Roof Tile
Core Material
Transite Panels
Other Insulation
Kaylo Accessories
Doors
TOTAL GROSS SALES

\$ 9,994.73
167,220.23
30,923.34
8,395.28
2,562.42
2,112.50
8,274.98
1221,208.50
\$ 21,592.89
40,754.49
92,170.44
7,539.19
2,410.16
5,059.10
8,249.26
170,326.27
\$ 137,000.00
376,392.28
444,265.54
59,731.93
4,972.58
6.00
80,620.79
62.52
\$1,103,931.62

GROSS PROFIT ON NORMAL COST

Heat Insulating Block
Pipe Covering
Roof Tile
Core Material
Other Insulation
Kaylo Accessories
Doors

29.0
12.0
4.3
3.4
(33.3)
11.4
37.7
3.6
6.7
10.7
24.2
10.3
30.1
12.6
6.3
13.1
24.0
23.4
22.2
14.0

NUMBER OF UNITS SOLD

Heat Insulating Block - Rd. Feet
Pipe Covering - Linear Feet
Roof Tile - Rd. Feet
Core Material - Rd. Feet
Transite Panels - Sq. Feet
Doors

9,122
532,024
276,930
50,177
6,924
110,568
85,800
673,953
52,455
3,322
679,446
1,014,568
2,312,424
350,252
10,246
4

AVERAGE SELLING PRICE PER UNIT

Heat Insulating Block - Rd. Feet
Pipe Covering - Linear Feet
Roof Tile - Rd. Feet
Core Material - Rd. Feet
Transite Panels - Sq. Feet
Doors

1.0957
.3163
.1117
.1443
.3701
.1953
.5677
.1368
.1437
.7255
.2029
.3710
.1921
.2667
.4853
15.6250

1149

American Structural Products Co.

Month of Feb. 1949

General Sales

Heat Insulating Blocks

Pipe Covering

Roof Tile

Core Material

Insulation Sales

42,185.25	32,712.05	74,901.30	9,174.52
24,939.95	29,106.74	50,065.73	8,462.26
9,444.39	6,012.34	17,456.92	
22,743.03	21,912.86	44,655.89	10,649.86
15,126.82	1,134.72	16,261.54	
114,963.44	92,880.94	207,844.38	28,336.62

General Sales

Heat Insulating Blocks

Pipe Covering

Roof Tile

Core Material

Insulation Sales

Heat Insulating Blocks

Pipe Covering

Roof Tile

Core Material

220,570	165,473	389,049	68,743
86,583	106,660	193,243	35,036
74,196	59,704	133,900	
168,660	158,710	327,370	88,869

Insulation Sales

Heat Insulating Blocks

Pipe Covering

Roof Tile

Core Material

1913	1942	1925	1335
2393	2779	2795	2815
1056	1910	1160	
1348	1381	1364	1204

American Construction Products Co.

AMERICAN

Insulation Sales:				
Heat Conducting Blocks	17,771.05	14,579.49	107,240.37	22,128.37
Pipe Covering	29,352.52	45,742.37	129,163.62	18,908.43
Roof Tile	84,575.21	49,382.73	757,414.36	
Core Material	5,681.86	14,586.02	64,923.85	20,919.30
Key to Accessories	20,423.54	15,037.61	31,127.69	
	157,809.23	139,826.28	502,479.89	63,016.10

Insulation Sales

Insulation Sales	8	6.2	85	30.8
------------------	---	-----	----	------

Insulation Sales

Insulation Sales:				
Heat Conducting Blocks	95,665	79,707	544,421	129,352
Pipe Covering	80,947	174,523	468,711	74,263
Roof Tile	604,864	373,904	1,132,836	
Core Material	47,982	74,543	469,847	174,030

Insulation Sales

Insulation Sales:				
Heat Conducting Blocks	15,558	1829	1900	1319
Pipe Covering	3626	2621	2875	2546
Roof Tile	1378	1334	1495	
Core Material	1184	1543	1382	1202

Month of June, 1949 Month of May, 1949 6 Mos. Ended June 30, 1949 6 Mos. Ended June 30, 1946

Gross Sales

Insulation Sales:				
Roof Insulating Blocks	14,824.98	11,032.00	133,157.73	54,079.86
Pipe Covering	32,786.65	30,000.91	195,886.18	41,204.59
Roof Tile	55,801.51	66,700.00	273,901.43	18,220.27
Core Material	3,771.31	10,377.80	79,073.10	75,592.19
Kaylo Accumulator	5,511.96	0,749.15	65,011.80	7,373.00
Transite Panels		624.00	624.00	
Other Insulation		260.00	210.00	
	249.97			
	132,409.79	127,784.56	745,604.24	196,562.91

9. Gross Profit on Normal Sale

94,522.23

Insulation Sales

7.8 5.0 0.1 22.1

Number of Units Sold

Insulation Sales:
Roof Insulating Block-14 Foot
Pipe Covering - 11mmel Foot
Roof Tile - 14. Foot
Core Material - 14. Foot
Transite Panels - Sq. Feet

74,732
64,529
525,785
21,935
60,242
76,209
597,817
67,134
832
699,395
2,009,550
2,700,000
340,934
136,460
140,877
528,438

Average Selling Price Per Unit

Insulation Sales:
Roof Insulating Block-14 Foot
Pipe Covering - 11mmel Foot
Roof Tile - 14. Foot
Core Material - 14. Foot
Transite Panels - Sq. Feet

1,086
2,070
3,051
1,719
1,039
6,015
1,395
1,513
6,000
1,904
2,267
1,204
1,414
7,000
1,587
3,000
1,209
1,431

Month of
Oct. 1949

Month of
Sept. 1949

Month of
Oct. 1949

Kaylo
Division

GROSS SALES

Heat Insulating Blocks	\$ 35,041.73	\$ 29,351.35	\$106,252.30
Pipe Covering	32,144.31	54,007.84	160,417.53
Roof Tile	56,154.04	73,418.07	331,171.75
Core Material	2,917.56	1,579.29	43,727.46
Other Insulation			6.00
Kaylo Accessories	27,608.10	19,824.79	72,649.19
Doors	62.50		62.50

TOTAL GROSS SALES

	152,900.24	178,401.34	704,396.25
--	------------	------------	------------

% GROSS PROFIT ON NOMINAL COST

Heat Insulating Block			
Pipe Covering	38.0	41.0	39.2
Roof Tile	12.2	17.6	15.2
Core Material	12.5	13.0	6.4
Other Insulation	12.0	14.6	15.3
Kaylo Accessories	27.3	27.0	24.0
Doors	29.2		25.0
	29.1	29.7	29.2

NUMBER OF UNITS SOLD

Heat Insulating Block - Sq. Feet	224,662	141,702	559,756
Pipe Covering - Linear Feet	66,836	129,150	396,586
Roof Tile - Sq. Feet	708,287	528,481	2,361,541
Core Material - Sq. Feet	18,610	9,792	247,620
Doors			

AVERAGE SELLING PRICE PER UNIT

Heat Insulating Block - Sq. Feet	.1560	.2071	.1899
Pipe Covering - Linear Feet	.4809	.4132	.4045
Roof Tile - Sq. Feet	.1386	.1309	.1360
Core Material - Sq. Feet	.1600	.1919	.1769
Doors	15.6250		15.6250

OWENS-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINES

	Month of August, 1949	Month of July, 1949	2 Mos. Ended August 31, 1949
GROSS SALES			
Heat Insulating Blocks	\$ 27,324.82	\$ 14,574.48	\$ 41,899.30
Pipe Covering	49,693.70	24,376.71	74,065.41
Roof Tile	95,357.19	54,242.46	149,599.65
Core Material	15,891.62	23,048.99	38,940.61
Other Insulation	6.00		6.00
Kaylo Accessories	15,299.70	9,916.60	25,216.30
TOTAL GROSS SALES	203,760.03	126,159.24	329,927.27
% GROSS PROFIT ON NORMAL COST			
Heat Insulating Block	32.6	49.2	30.4
Pipe Covering	16.4	10.7	14.5
Roof Tile		2.2	(.3)
Core Material	17.0	14.6	15.6
Other Insulation	24.0		24.0
Kaylo Accessories	20.0	21.3	21.0
	13.3	11.1	11.2
NUMBER OF UNITS SOLD			
Heat Insulating Block - Bd. Feet	127,512	65,880	193,392
Pipe Covering - Lineal Feet	140,057	60,543	200,600
Roof Tile - Bd. Feet	711,039	413,736	1,124,775
Core Material - Bd. Feet	103,912	115,306	219,218
AVERAGE SELLING PRICE PER UNIT			
Heat Insulating Block - Bd. Feet	.2143	.2212	.2167
Pipe Covering - Lineal Feet	.3602	.4326	.3702
Roof Tile - Bd. Feet	.1341	.1311	.1339
Core Material - Bd. Feet	.1529	.1999	.1776

STATE OF NEW YORK
 DEPARTMENT OF TAXATION

10. 1969 - Ended
 Oct. 31,
 1969

Month of
 Oct. 1969

Oct. 31,
 1969

Gross Sales

Insulation Sales

627,306.21

322,341.52

79,543.11

1,024.17

Gross Profit on Insulation Cont.

Insulation Sales

33.7

7.3

Ray Division

6 Mos. Ended
Dec. 31, 1949

Month of
Nov. 1949

Month of
Dec. 1949

GROSS SALES

Heat Insulating Blocks
Pipe Covering
Roof Tile
Core Material
Transite Panels
Other Insulation
Kaylo Accessories
Doors
TOTAL GROSS SALES

\$ 9,994.73
167,220.23
30,923.34
8,395.28
2,562.42
2,112.50
4,274.42
\$221,208.50
\$ 21,592.89
48,754.49
92,170.44
7,539.19
2,410.16
5,859.10
8,269.26
\$178,326.27
\$ 137,880.00
376,392.28
444,265.54
59,731.93
4,972.58
6.00
80,620.79
62.50
\$1,103,931.62

GROSS PROFIT ON NORMAL COST

Heat Insulating Block
Pipe Covering
Roof Tile
Core Material
Other Insulation
Kaylo Accessories
Doors

29.0
12.8
4.3
3.4
(33.3)
11.4
37.7
3.6
6.7
10.7
24.2
10.3
38.1
12.6
6.3
13.1
24.0
23.4
29.2
14.0

NUMBER OF UNITS SOLD

Heat Insulating Block - Pd. Feet
Pipe Covering - Lineal Feet
Roof Tile - Pd. Feet
Core Material - Rd. Feet
Transite Panels - Sq. Feet
Doors

9,122
532,074
276,930
50,177
6,924
110,568
85,808
673,953
52,455
3,322
679,446
1,014,568
2,312,424
358,252
10,246
4

AVERAGE SELLING PRICE PER UNIT

Heat Insulating Block - Rd. Feet
Pipe Covering - Lineal Feet
Roof Tile - Pd. Feet
Core Material - Rd. Feet
Transite Panels - Sq. Feet
Doors

1.0557
.3143
.1117
.1442
.3701
.1953
.5677
.1368
.1437
.7255
.2029
.3710
.1921
.1667
.4853
15.6250

COMPANY
12 MON. ENDED

Month of	Month of	12 Mon. Ended
Dec. 1949	Nov. 1949	Dec. 31, 1948
Gross Sales		
Insulation Sales		
6,347.77	6,347.77	6,347.77

2 Months Ended
Feb. 28, 1950

Month of
Jan. 1950

Month of
Feb. 1950

1950

GROSS SALES

Heat Insulating Blocks	\$ 23,524.34	\$ 31,850.90	\$ 55,375.24
Pipe Covering	144,375.12	99,782.73	244,157.85
Roof Tile	50,127.55	43,863.27	93,990.82
Core Material	10,640.59	11,183.84	29,824.43
Laminated Panels		2,219.48	2,219.48
Keylo Accessories	2,946.26	1,927.55	4,473.81
Doors		540.00	540.00
Total Gross Sales	\$239,213.86	\$191,367.77	\$430,581.63

1. GROSS PROFIT ON NORMAL COST

Heat Insulating Block	38.6	33.1	35.4
Pipe Covering	10.2	12.2	11.0
Roof Tile	1.3	8.9	4.8
Core Material	5.4	.5	3.5
Laminated Panels	(3.8)	27.8	27.8
Keylo Accessories		18.8	7.5
Doors		11.1	11.1
	10.6	14.5	12.3

NUMBER OF UNITS SOLD

Heat Insulating Block-12. Feet	132,360	157,850	290,210
Pipe Covering - Lineal Feet	393,520	279,429	672,949
Roof Tile - Sq. Feet	138,239	107,316	245,555
Core Material - Sq. Feet	85,846	50,117	135,963
Laminated Panels - Sq. Feet		2,784	2,784
Doors		27	27

AVERAGE SELLING PRICE PER UNIT

Heat Insulating Block-12. Feet	\$.1777	\$.2018	\$.1908
Pipe Covering - Lineal Feet	.3669	.3571	.3628
Roof Tile - Sq. Feet	.3626	.4087	.3828
Core Material - Sq. Feet	.2171	.2232	.2194
Laminated Panels - Sq. Feet		.7972	.7972
Doors		20.0000	20.0000

Gross Sales

Heat Insulating Blocks			
Pipe Covering	\$ 7,636.92	\$ 22,651.74	\$ 85,663.90
Roof Tile	38,106.23	70,969.77	333,233.85
Core Material	49,157.27	55,175.87	198,523.96
Laminated Panels	10,520.90	22,969.20	71,314.53
Other Insulation	2,265.13		4,404.61
Kaylo Accessories	13,821.58	619.00	619.00
Doors	140.00	4,597.39	22,892.78
Total Gross Sales	\$130,248.03	\$176,912.87	\$737,812.63

\$ Gross Profit on Normal Cont

Heat Insulating Block			
Pipe Covering	20.8	36.6	34.4
Roof Tile	(1.1)	5.6	8.7
Core Material	(18.1)	.3	(1.7)
Laminated Panels	12.9	9.9	8.0
Other Insulation	23.7		27.6
Kaylo Accessories	30.3	65.6	65.6
Doors	10.4	18.7	23.5
	6.6	9.0	14.0
			9.6

Number of Units Sold

Heat Insulating Block-Bd. Feet	32,988	104,975	428,173
Pipe Covering - Lineal Feet	83,574	100,715	857,238
Roof Tile - Sq. Feet	135,956	147,143	528,554
Core Material - Sq. Ft.	65,045	83,041	284,049
Laminated Panels - Sq. Ft.	3,238		6,022
Doors	7		34

Average Selling Price Per Unit

Heat Insulating Block-Bd. Feet			
Pipe Covering - Lineal Feet	.2315	.2158	.2061
Roof Tile - Sq. Feet	.4560	.7047	.4121
Core Material - Sq. Feet	.3060	.3750	.3763
Laminated Panels - Sq. Feet	.2947	.2765	.2511
Doors	.5995		.7447
	20.0000		20.0000

CHUCKS DALLIN BY LITTON

Record

Month of June 1950 6 Mos. Ended June 30, 1950

Gross Sales		
Heat Insulating Blocks	\$ 39,168.40	\$ 154,716.78
Pipe Covering	46,511.41	439,583.72
Roof Tile	78,671.03	377,132.77
Core Material	11,785.00	99,927.60
Laminated Panels	4,452.81	16,059.72
Other Insulation		619.00
Kaylo Accessories	4,188.74	35,060.51
Doors	6,976.25	7,556.25
Total Gross Sales	\$191,753.64	\$1,130,756.35

% Gross Profit on Normal Cost		
Heat Insulating Block	28.4	32.2
Pipe Covering	(1.7)	7.0
Roof Tile	(21.9)	(8.3)
Core Material	(65.4)	(3.2)
Laminated Panels	17.0	36.6
Other Insulation		65.6
Kaylo Accessories	28.3	22.5
Doors	14.5	14.4
	(6.1)	5.5

Number of Units Sold		
Heat Insulating Block-Ed. Feet	175,827	742,075
Pipe Covering - Lineal Feet	87,405	1,007,391
Roof Tile - Sq. Ft.	225,287	1,029,902
Core Material - Sq. Ft.	39,258	386,597
Laminated Panels - Sq. Ft.	7,368	17,606
Doors	210	244

Average Selling Price Per Unit		
Heat Insulating Block-Ed. Feet	.2228	.2085
Pipe Covering - Lineal Feet	.5321	.4364
Roof Tile - Sq. Feet	.3492	.3662
Core Material - Sq. Feet	.3002	.2585
Laminated Panels - Sq. Feet	.6043	.9122
Doors	33.2202	31.3761

Aug. 1950 July 1950

Gross Sales			
Heat Insulating Blocks	\$ 42,241.15	\$ 34,495.85	\$ 231,453.78
Pipe Covering	96,324.27	57,142.00	593,049.99
Roof Tile	191,768.37	62,000.08	630,901.22
Core Material	49,709.38	21,601.27	171,338.25
Laminated Panels	3,792.36		19,852.08
Other Insulation	2,857.05		3,576.95
Kaylo Accessories	14,867.54	5,431.98	55,359.83
Doors	345.08	1,744.41	9,745.54
Total Gross Sales	\$102,865.80	\$102,415.59	\$1,015,177.74

% Gross Profit on Normal Cost			
Heat Insulating Block	24.6	21.3	29.2
Pipe Covering	8.8	5.3	7.1
Roof Tile	.2	(43.2)	(9.0)
Core Material	17.8	(57.9)	(4.0)
Laminated Panels	11.6		31.5
Other Insulation	60.2		61.1
Kaylo Accessories	15.3	10.1	20.2
Doors	16.9	25.7	17.3
	8.8	(12.0)	4.0
			11.2

Number of Units Sold			
Heat Insulating Block-Bd. Feet	230,934	172,375	1,145,944
Pipe Covering - Linear Feet	140,266	110,698	1,250,355
Roof Tile - Sq. Ft.	594,354	173,962	1,728,218
Core Material - Sq. Ft.	203,760	77,625	667,982
Laminated Panels - Sq. Ft.	5,560		23,175
Doors	11	30	305

Average Selling Price Per Unit			
Heat Insulating Block-Bd. Feet	.1829	.1995	.2020
Pipe Covering - Linear Feet	.6867	.5162	.4713
Roof Tile - Sq. Feet	.3212	.3564	.3528
Core Material - Sq. Feet	.2440	.2783	.2564
Laminated Panels - Sq. Feet	.6819		.8565
Doors	31.4436	34.8882	31.9559

Kaylo Division began operations July 1, 1949.

A/C 50 July 50

1

Month of
Oct. 1950

Month of
Sept. 1950

10 Months
Ended
October 31, 1950

Month
Ended
October 31, 1949

Gross Sales	Month of Oct. 1950	Month of Sept. 1950	10 Months Ended October 31, 1950	Month Ended October 31, 1949
Heat Insulating Blocks	\$ 65,408.67	\$ 43,361.61	\$ 340,224.06	\$106,292.38
Pipe Covering	93,123.28	79,505.76	765,679.03	160,417.56
Roof Tile	239,284.10	121,731.51	991,916.83	321,171.76
Core Material	25,204.49	22,987.74	219,430.48	43,797.46
Laminated Panels	3,192.13	7,600.16	30,644.37	
Other Insulation	7,926.91	743.03	12,245.99	6.00
Kaylo Accessories	10,312.48	38,577.43	104,249.74	72,649.19
Doors	3,264.47	1,273.94	14,284.95	62.50
Total Gross Sales	\$447,716.53	\$315,781.18	\$2,478,675.45	\$704,396.85

% Gross Profit on Normal Cost	Month of Oct. 1950	Month of Sept. 1950	10 Months Ended October 31, 1950	Month Ended October 31, 1949
Heat Insulating Block	30.0	28.4	29.2	39.2
Pipe Covering	8.5	7.4	7.3	15.2
Roof Tile	6.1	2.7	(3.9)	6.4
Core Material	15.1	(11.6)	(2.7)	15.3
Laminated Panels	(.9)	(.4)	20.7	
Other Insulation	42.9	10.1	46.3	24.0
Kaylo Accessories	2.1	22.2	19.1	25.0
Doors	17.9	(10.1)	14.0	29.2
	11.2	8.6	5.9	15.8

Number of Units Sold	Month of Oct. 1950	Month of Sept. 1950	10 Months Ended October 31, 1950	Month Ended October 31, 1949
Heat Insulating Block-Bd. Feet	323,350	225,978	1,695,272	559,756
Pipe Covering - Lineal Feet	176,899	148,451	1,583,705	396,586
Roof Tile - Sq. Ft.	698,015	335,626	2,821,859	899,635
Core Material - Sq. Ft.	95,608	118,974	882,564	153,515
Laminated Panels - Sq. Ft.	4,832	12,288	40,295	
Doors	94	37	436	4

Average Selling Price Per Unit	Month of Oct. 1950	Month of Sept. 1950	10 Months Ended October 31, 1950	Month Ended October 31, 1949
Heat Insulating Block - Bd. Feet	\$.2023	\$.1919	\$.2007	\$.1899
Pipe Covering - Lineal Feet	.5264	.5356	.4835	.4045
Roof Tile - Sq. Feet	.3428	.3627	.3515	.3570
Core Material - Sq. Feet	.2636	.1932	.2486	.2053
Laminated Panels - Sq. Feet	.6606	.6185	.7605	
Doors	34.7284	34.4308	32.7636	15.6250

Kaylo Division began operations July 1, 1949.

1951

OWENS-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINES

		2 Months Ended	
		February 28, 1951	February 28, 1950
Month of	Month of		
Feb. 1951	Jan. 1951		

Gross Sales			
Heat Insulating Blocks	\$ 30,471.61	\$ 93,304.52	\$ 123,776.13
Pipe Covering	98,330.08	157,331.16	255,661.24
Roof Tile	165,535.71	154,837.09	320,372.80
Core Material	24,274.01	42,489.44	66,763.45
Laminated Panels	1,187.20	5,864.32	7,051.52
Other Insulation	1,219.86	1,975.68	3,195.54
Kaylo Accessories	36,352.57	18,461.58	56,814.15
Doors	759.15	356.86	1,116.01
Total Gross Sales	\$360,130.19	\$471,220.65	\$430,581.63

% Gross Profit on Normal Cost			
Heat Insulating Block	28.3	33.6	32.3
Pipe Covering	10.9	8.2	9.2
Roof Tile	.8	5.7	3.2
Core Material	12.2	28.1	22.3
Laminated Panels	(450.2)	22.5	57.1
Other Insulation	70.5	61.2	64.7
Kaylo Accessories	16.6	49.3	27.2
Doors	12.4	19.0	14.5
	(.3)	10.1	12.4

Number of Units Sold			
Heat Insulating Block - Bd. Feet	142,488 *	407,324	549,812 *
Pipe Covering - Lineal Feet	196,863	332,235	529,098
Roof Tile - Sq. Ft.	457,866	410,450	868,316
Core Material - Sq. Ft.	79,084	173,152	252,236
Laminated Panels - Sq. Ft.	1,472	8,443	9,920
Doors	23	10	33

Average Selling Price Per Unit			
Heat Insulating Block - Bd. Feet	\$.2139*	\$.2291	\$.2251*
Pipe Covering - Lineal Feet	.4995	.4736	.4832
Roof Tile - Sq. Feet	.3615	.3772	.3690
Core Material - Sq. Feet	.3069	.2454	.2647
Laminated Panels - Sq. Feet	.8065	.6942	.7108
Doors	33.0563	35.6350	33.4435

(* CORRECTED COPY)

Month of Month of 4 Months Ended
Apr. 1951 Mar. 1951 April 30, 1951 April 30, 1950

Gross Sales				
Heat Insulating Blocks	\$ 46,123.84	\$105,935.18	\$ 275,835.15	\$ 85,663.90
Pipe Covering	131,972.65	137,602.02	525,235.91	353,233.85
Roof Tile	265,923.96	255,888.74	842,185.50	198,923.96
Core Material	30,722.04	49,802.36	147,287.85	71,314.53
Laminated Panels	3,033.60	5,538.97	15,624.09	4,484.61
Other Insulation	3,806.79	6,471.03	13,473.36	619.00
Kaylo Accessories	49,144.24	53,464.55	159,422.94	22,892.78
Doors	2,015.96	573.52	3,705.49	680.00
Total Gross Sales	\$532,743.08	\$615,276.37	\$1,982,770.29	\$737,812.63

% Gross Profit on Normal Cost				
Heat Insulating Block	9.7	37.1	30.3	34.4
Pipe Covering	1.4	20.8	9.6	8.7
Roof Tile	2.8	4.7	3.5	1.7
Core Material	12.0	21.2	19.8	8.0
Laminated Panels	69.2	49.7	21.6	27.6
Other Insulation	19.3	70.7	54.8	65.6
Kaylo Accessories	6.2	10.5	11.3	23.5
Doors	8.2	9.8	10.4	14.0
	1.8	16.9	10.9	9.6

Number of Units Sold				
Heat Insulating Block - Bd. Feet	262,026	478,511	1,290,349	428,173
Pipe Covering - Lineal Feet	230,796	245,115	1,005,009	857,238
Roof Tile - Sq. Ft.	713,596	693,095	2,275,007	528,654
Core Material - Sq. Ft.	129,771	135,429	517,436	284,049
Laminated Panels - Sq. Ft.	3,392	5,728	19,040	6,022
Doors	63	14	110	34

Average Selling Price Per Unit				
Heat Insulating Block - Bd. Feet	\$.1760	\$.2214	\$.2138	\$.2001
Pipe Covering - Lineal Feet	.5718	.5614	.5226	.4121
Roof Tile - Sq. Feet	.3727	.3692	.3702	.3763
Core Material - Sq. Feet	.2367	.3677	.2846	.2511
Laminated Panels - Sq. Feet	.8943	.9670	.8206	.7447
Doors	31.9994	40.9657	33.6863	20.0000

June 1951 May 1951 June 30, 1951 June 30, 1950

Gross Sales				
Heat Insulating Blocks	\$ 48,775.97	\$ 62,174.00	\$ 386,785.12	\$ 154,716.78
Pipe Covering	150,237.97	234,543.31	910,017.19	439,583.72
Roof Tile	251,982.03	161,686.46	1,255,853.99	377,132.77
Core Material	28,757.88	25,813.73	201,859.46	99,927.60
Laminated Panels	3,337.40	7,234.04	26,199.53	16,059.72
Other Insulation	9,620.84	3,340.39	26,434.59	619.00
Kaylo Accessories	17,380.39	49,003.88	225,807.21	35,060.51
Doors	2,315.40	1,552.97	7,573.86	7,656.25
Total Gross Sales	\$512,407.80	\$545,348.70	\$3,040,526.95	\$1,130,756.15

% Gross Profit on Normal Cost				
Heat Insulating Block	27.2	25.1	29.1	32.2
Pipe Covering	15.6	16.7	12.4	7.0
Roof Tile	7.4	2.0	4.1	(8.3)
Core Material	23.1	31.6	21.8	3.2
Laminated Panels	5	8.6	10.6	36.6
Other Insulation	52.5	54.8	54.0	65.6
Kaylo Accessories	5.4	5.9	7.1	22.5
Doors	3.4	10.8	6.3	14.4
	13.2	12.0	11.5	5.5

Number of Units Sold				
Heat Insulating Block - Bd. Feet	214,940	234,282	1,739,571	742,075
Pipe Covering - Lineal Feet	287,902	520,641	1,813,552	1,007,391
Roof Tile - Sq. Ft.	699,776	430,800	3,413,583	1,029,902
Core Material - Sq. Ft.	93,240	71,905	682,661	385,597
Laminated Panels - Sq. Ft.	4,544	8,812	32,396	17,606
Doors	70	41	221	244

Average Selling Price Per Unit				
Heat Insulating Block - Bd. Feet	\$.2269	\$.2654	\$.2223	\$.2035
Pipe Covering - Lineal Feet	.5218	.4505	.5018	.4364
Roof Tile - Sq. Foot	.3601	.3605	.3679	.3662
Core Material - Sq. Feet	.3084	.3586	.2957	.2585
Laminated Panels - Sq. Feet	.7345	.8209	.8086	.9122
Doors	33.0771	37.0773	34.2709	31.3781

OWENS-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINES

	Month of Aug. 1951	Month of July 1951	8 Months Ended	
			Aug. 31, 1951	Aug. 31, 1950

Gross Sales				
Heat Insulating Blocks	\$ 49,614.62	\$ 96,307.56	\$ 532,707.30	\$ 231,453.78
Pipe Covering	144,692.47	176,687.25	1,231,396.91	593,049.99
Roof Tile	164,615.32	284,447.13	1,704,916.44	630,901.22
Core Material	27,153.34	30,449.52	259,462.32	171,238.25
Laminated Panels	(1,831.45)	1,866.71	26,180.79	19,852.08
Other Insulation	27,668.98	14,293.40	68,396.97	3,576.05
Kaylo Accessories	42,911.86	16,190.55	284,909.62	55,359.83
Doors	14,922.43	2,178.52	24,674.81	9,746.54
Total Gross Sales	\$469,697.57	\$622,420.64	\$4,132,645.16	\$1,715,177.74

% Gross Profit on Normal Cost				
Heat Insulating Block	27.8	32.3	29.6	29.2
Pipe Covering	7.9	17.3	12.6	7.1
Roof Tile	11.5	9.9	5.8	(9.0)
Core Material	25.1	(18.1)	18.4	(4.0)
Laminated Panels	(70.7)	(12.6)	(16.6)	31.5
Other Insulation	44.6	33.8	46.0	61.1
Kaylo Accessories	(21.2)	3.8	2.7	20.2
Doors	14.7	24.2	12.9	17.3
	11.7	14.8	12.0	4.0

Number of Units Sold				
Heat Insulating Block - Bd. Feet	220,876	428,936	2,309,383	1,145,944
Pipe Covering - Lineal Feet	212,518	386,737	2,412,807	1,258,355
Roof Tile - Sq. Ft.	381,636	770,126	4,565,345	1,788,218
Core Material - Sq. Ft.	95,147	95,904	873,712	667,982
Laminated Panels - Sq. Ft.	6,365	1,824	40,585	23,175
Doors	443	58	722	305

Average Selling Price Per Unit				
Heat Insulating Block - Bd. Feet	\$.2246	\$.2245	\$.2229	\$.2020
Pipe Covering - Lineal Feet	.6808	.4569	.5104	.4713
Roof Tile - Sq. Feet	.4313	.3694	.3734	.3528
Core Material - Sq. Feet	.2854	.3175	.2970	.2564
Laminated Panels - Sq. Feet	.2956	1.0234	.6451	.8566
Doors	33.6849	37.5607	34.1756	31.9559

OVERS-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINE

Month of
Oct. 1951

10 Months Ended
Oct. 31, 1951

	Month of Oct. 1951	Month of Sept. 1951	10 Months Ended Oct. 31, 1951
Gross Sales			
Heat Insulating Blocks	\$ 56,261.79	\$ 39,910.20	\$ 628,079.29
Pipe Covering	160,558.57	145,978.30	1,537,933.78
Roof Tile	113,735.01	229,714.13	2,048,365.58
Core Material	41,400.90	42,984.18	343,847.48
Laminated Panels	26,156.24	28,301.76	80,718.79
Other Insulation	15,091.40	10,303.60	93,791.97
Kaylo Accessories	37,336.54	45,292.62	367,538.78
Doors	3,132.23	1,174.66	28,981.70
Total Gross Sales	\$153,672.76	\$543,739.45	\$5,130,057.37

% Gross Profit on Normal Cost

Heat Insulating Block	20.9	24.2	28.4	29.2
Pipe Covering	12.0	13.1	12.6	7.3
Roof Tile	(6.4)	13.0	5.9	(3.9)
Core Material	(53.2)	7.9	8.3	(2.7)
Laminated Panels	3.8	(4.5)	(5.8)	20.7
Other Insulation	52.2	52.3	47.7	46.3
Kaylo Accessories	(15.5)	(5.8)	(2)	19.1
Doors	(5.2)	3.3	10.6	14.0
Total	1.0	11.8	11.0	5.9

Number of Units Sold

Heat Insulating Block-Bd. Feet	261,939	183,005	2,834,327	1,695,272
Pipe Covering-Linear Feet	320,712	285,038	3,018,557	1,583,705
Roof Tile-Sq. Ft.	282,490	602,668	5,450,503	2,821,859
Core Material-Sq. Ft.	136,560	149,544	1,159,824	882,564
Laminated Panels-Sq. Ft.	34,324	26,318	101,227	40,295
Doors	83	33	838	436

Average Selling Price Per Unit

Heat Insulating Block-Bd. Feet	\$.2148	\$.2181	\$.2219	\$.2007
Pipe Covering-Linear Feet	.5006	.5121	.5095	.4835
Roof Tile-Sq. Feet	.4026	.3812	.3758	.3515
Core Material-Sq. Feet	.3032	.2874	.2965	.2486
Laminated Panels-Sq. Feet	.7630	1.0784	.7974	.7605
Doors	37.7377	35.5958	34.5844	32.7636

UNION PACIFIC RAILROAD

	Month of Dec. 1951	Month of Nov. 1951	12 Months Ended	
			Dec. 31, 1951	Dec. 31, 1950

Gross Sales

Heat Insulating Blocks	\$ 64,293.77	\$ 41,195.64	\$ 734,368.70	\$ 420,018.46
Pipe Covering	171,399.89	248,941.00	1,958,274.67	1,015,317.33
Roof Tile	59,902.63	121,890.34	2,230,158.55	1,313,019.78
Core Material	21,578.40	35,181.18	400,607.06	284,449.61
Laminated Panels	(11,472.03)	8,657.96	77,904.72	72,057.61
Other Insulation	21,361.00	15,372.04	130,525.01	13,413.92
Keylo Accessories	11,153.25	8,521.78	387,213.81	169,408.05
Doors	2,269.30	6,389.39	37,640.39	15,834.88
	\$340,486.21	\$486,149.33	\$5,956,692.91	\$3,303,519.64

% Gross Profit on Normal Cost

Heat Insulating Block	28.1	23.5	28.1	30.8
Pipe Covering	10.4	14.3	12.6	8.9
Roof Tile	6.6	(1.4)	5.5	.1
Core Material	(25.3)	(14.0)	4.5	3.3
Laminated Panels	(38.9)	(23.1)	(16.1)	17.8
Other Insulation	48.1	49.6	48.0	47.8
Keylo Accessories	(17.9)	4.3	(.6)	16.1
Doors	(18.9)	10.7	9.1	13.2
	10.9	9.5	10.9	8.5

Number of Units Sold

Heat Insulating Block - Bd. Feet	284,749	189,559	3,308,635	2,056,650
Pipe Covering - Lineal Feet	269,224	422,327	3,710,108	2,090,031
Roof Tile - Sq. Ft.	50,790	382,376	5,883,669	3,672,883
Core Material - Sq. Ft.	71,928	101,754	1,333,506	1,126,365
Laminated Panels - Sq. Ft.	(14,592)	11,656	90,291	91,323
Doors	81	147	1,066	489

Average Selling Price Per Unit

Heat Insulating Block - Bd. Feet	\$.2258	\$.2173	\$.2220	\$.2042
Pipe Covering - Lineal Feet	.6366	.5895	.5278	.4858
Roof Tile - Sq. Feet	1.1794	.3188	.3790	.3575
Core Material - Sq. Feet	.3000	.3457	.3004	.2525
Laminated Panels - Sq. Feet	(.7862)	.7428	.7926	.7890
Doors	28.0160	43.4652	35.3099	32.3822

1st Half
1952

Feb. 1952 Jan. 1952 Feb. 29, 1952 Feb. 28, 1951

Gross Sales	\$ 52,369.47	\$ 43,489.33	\$ 95,858.80	\$123,776.13
Heat Insulation:	164,688.63	190,341.52	355,030.18	255,661.24
Block	9,366.85	18,910.32	28,277.17	
Pipe Insulation	226,424.95	252,741.20	479,166.15	379,437.37
Other Heat Insulation	131,173.07	121,411.75	252,584.82	320,372.80
Roof Tile	(130.58)	14,426.80	14,296.22	56,814.15
Roof Tile Accessories	46,854.72	11,527.16	58,381.88	66,763.45
Core Material	2,380.60	13,448.23	15,828.83	8,167.53
Laminated Products	12,022.80	14,608.80	26,661.69	3,197.54
Other Insulation	\$418,725.56	\$428,163.94	\$846,919.20	\$834,720.84

1. Gross Profit on Normal Cost

Heat Insulation:	21.2	4.0	13.4	32.3
Block	9.0	16.2	12.8	9.2
Pipe Insulation	34.2	32.0	34.7	
Other Heat Insulation	12.9	15.5	14.3	
Total Heat Insulation	20.8	20.8	20.8	3.2
Roof Tile	(152.2)	19.6	18.4	27.2
Roof Tile Accessories	15.7	(15.3)	9.6	22.3
Core Material	(78.7)	(2.5)	(14.0)	(47.3)
Laminated Products	53.8	76.3	67.1	64.7
Other Insulation	16.4	17.8	17.1	12.4

Number of Units Sold

Heat Insulating Block - Bd. Feet	228,320	167,801	396,201	549,812
Pipe Insulation - Lineal Feet	310,293	289,001	599,294	529,098
Roof Tile - Sq. Ft.	303,939	278,807	582,746	868,316
Core Material - Sq. Ft.	145,827	37,629	183,456	252,236

Average Selling Price Per Unit

Heat Insulating Block - Bd. Feet	\$.2294	\$.2590	\$.2419	\$.2251
Pipe Insulation - Lineal Feet	.5308	.6586	.5924	.4832
Roof Tile - Sq. Feet	.4316	.4355	.4334	.3690
Core Material - Sq. Feet	.3213	.3063	.3182	.2647

Gross Sales

Heat Insulation:

Block	
Pipe Insulation	
Other Heat Insulation	
Total Heat Insulation	
Roof Tile	
Roof Tile Accessories	
Core Material	
Laminated Products	
Other Insulation	

	\$ 47,588.47	\$ 45,080.13	\$ 188,527.40	\$ 275,835.15
	144,012.42	156,620.31	655,662.91	525,235.91
	(9,513.52)	630.51	19,394.16	4,723.74
	182,087.37	202,330.95	863,504.47	805,794.80
	41,163.30	93,849.03	387,597.95	842,185.50
	11,244.34	5,973.16	31,513.72	159,422.94
	5,264.84	23,871.58	87,518.30	147,287.85
	1,900.22	2,110.27	19,847.32	19,329.50
	9,969.15	10,456.80	47,081.55	8,749.62
	425,629.22	\$138,600.59	\$1,437,149.31	\$1,982,770.29

APR, 1952

MAR, 1952

APR 30, 1952

APR 30, 1957

\$ Gross Profit on Normal Cost

Heat Insulation:

Block	
Pipe Insulation	
Other Heat Insulation	
Total Heat Insulation	
Roof Tile	
Roof Tile Accessories	
Core Material	
Laminated Products	
Other Insulation	

	16.9	23.4	16.7	30.3
	7.2	5.6	5.9	9.6
	(102.6)	27.8	1.2	
	4.7	9.6	11.2	
	20.5	19.8	20.5	3.5
	7.8	(21.5)	7.9	11.3
	3.9	15.4	10.8	19.8
	(21.6)	12.6	(11.9)	(15.5)
	96.0	64.0	73.1	
	10.9	13.6	15.2	10.9

Number of Units Sold

Heat Insulating Block - Bd. Feet	
Pipe Insulation - Lineal Feet	
Roof Tile - Sq. Ft.	
Core Material - Sq. Ft.	

221,752	206,432	824,385	1,290,349
237,812	278,070	1,115,176	1,307,009
92,756	215,786	891,288	2,275,007
17,180	73,031	273,667	517,436

Average Selling Price Per Unit

Heat Insulating Block - Bd. Feet	
Pipe Insulation - Lineal Feet	
Roof Tile - Sq. Feet	
Core Material - Sq. Feet	

\$.2146	\$.2184	\$.2287	\$.2130
.6056	.5632	.5879	.5226
.4438	.4349	.3702	.2846
.3065	.3269	.3198	.2846

6 Months Ended
June 30, 1972 June 30, 1971

\$ 72,336.43	\$ 49,666.01	\$ 310,529.04	\$ 386,785.12
201,354.53	176,297.77	1,033,315.21	910,017.19
215.42	(55.45)	19,554.11	12,282.09
273,906.38	225,908.33	1,363,399.18	1,309,084.40
56,722.42	18,293.03	462,614.20	1,255,873.99
10,202.72	3,624.95	45,421.39	229,807.21
14,305.60	29,143.02	131,046.52	201,859.16
1,660.04	3,140.01	24,647.37	33,769.39
6,277.68	8,504.08	61,870.11	14,152.50
\$363,244.04	\$288,615.02	\$2,088,999.17	\$3,040,526.95

\$ Gross Profit on Normal Cost

18.4	27.1	16.8	29.1
16.0	14.7	11.9	12.4
11.5		1.1	
16.7	17.4	13.3	
12.5	18.9	19.5	4.1
(16.2)	22.6	3.5	7.1
	11.1	10.0	21.8
17.4	12.2	(6.8)	(6.8)
60.1	74.9	72.2	
15.3	10.5	15.7	11.5

Number of Units Sold
 Heat Insulating Block-Bd. Feet
 Pipe Insulation - Lineal Feet
 Roof Tile - Sq. Ft.
 Core Material - Sq. Ft.

Average Selling Price Per Unit
Heat Insulating Block-Bd. Feet
Pipe Insulation - Lineal Foot
Roof Tilo - Sq. Ft.
Core Material - Sq. Ft.

GROSS SALES BY LINES

Month of Dec. 1952 Month of Nov. 1952 12 Months Ended Dec. 31, 1951

Gross Sales

Heat Insulation:

Block	\$ 89,105.96	\$ 57,535.71	\$ 760,503.99	\$ 734,368.70
Pipe Insulation	256,723.17	264,746.31	2,575,337.66	1,958,274.67
Other Heat Insulation	4,803.32	5,212.44	44,556.44	30,171.91
Applied Insulation	22,691.62	22,702.32	156,003.55	
Total Heat Insulation	384,314.07	350,197.81	3,536,401.64	2,722,815.28
Roof Tile	60,467.71	65,857.74	868,795.58	2,230,158.55
Roof Tile Accessories	15,922.50	21,018.22	137,918.28	387,213.81
Core Material	36,767.94	32,046.40	309,348.32	400,607.06
Laminated Products	11,023.06	755.75	68,427.06	115,545.11
Other Insulation	49.50	199.35	74,438.70	100,353.10
	\$508,544.78	\$471,075.27	\$4,925,329.58	\$5,956,692.91

Gross Profit on Normal Cost

Heat Insulation:

Block	22.3	18.9	21.9	28.1
Pipe Insulation	6.6	9.9	11.6	12.6
Other Heat Insulation	29.1	48.5	10.4	
Total Heat Insulation	10.0	11.3	13.3	
Roof Tile	11.5	13.9	18.7	5.5
Roof Tile Accessories	8.3	34.0	10.1	.6
Core Material	34.7	30.9	20.8	4.5
Laminated Products			303.1	54.7
Other Insulation	48.9	52.8	69.8	
	3.6	8.4	13.7	10.9

Number of Units Sold

Heat Insulating Block - Bd. Feet	391,084	249,391	3,393,899	3,308,635
Pipe Insulation - Linear Feet	427,074	413,477	4,193,652	3,710,108
Roof Tile - Sq. Feet	145,069	157,048	2,025,194	5,803,569
Core Material - Sq. Feet	107,602	96,364	945,077	1,333,506

Average Selling Price Per Unit

Heat Insulating Block - Bd. Feet	\$.2278	\$.2307	\$.2241	\$.2220
Pipe Insulation - Linear Feet	.6011	.6403	.6141	.5278
Roof Tile - Sq. Feet	.4168	.4257	.4200	.3790
Core Material - Sq. Feet	.3417	.3326	.3273	.3004

1st Half
19532 Months Ended
Feb. 28, 1953 Feb. 29, 1952Month of
Jan. 1953Month of
Feb. 1953Gross SalesHeat Insulation:

Block	\$ 53,418.28	\$ 62,196.21	\$115,614.49	\$ 61,663.15
Pipe Insulation	212,735.14	222,201.32	434,936.46	355,030.18
Curved Block	551.17	5,369.20	5,920.37	34,195.65
Other Heat Insulation	7,662.09	7,494.23	15,156.32	28,277.17
Applied Insulation	10,137.00		10,137.00	
Total Heat Insulation	284,503.68	297,260.96	581,704.64	479,166.15
Roof Deck	63,045.90	57,024.76	120,070.66	252,594.82
Roof Accessories	7,933.34	130.00	8,063.34	14,296.22
Core Material	20,535.44	56,481.16	77,016.60	58,381.88
Other Products	4,153.08	16,260.63	20,413.71	42,490.43
	\$389,171.44	\$427,966.51	\$808,137.95	\$816,919.50

% Gross Profit on Normal CostHeat Insulation:

Block	28.5	27.5	28.0	13.4
Pipe Insulation	15.9	7.6	11.6	12.8
Other Insulation	45.4	31.7	38.6	34.7
Total Heat Insulation	18.5	12.4	15.3	14.3
Roof Deck	28.3	18.5	23.7	22.8
Roof Deck Accessories	14.3	366.8	20.3	18.4
Core Material	33.6	28.7	30.0	9.6
Other Products	18.9	21.6	(23.6)	63.1
	17.3	17.3	17.3	17.1

Number of Units Sold

Heat Insulating Block - Bd. Feet	243,142	292,373	535,515	286,880
Pipe Insulation - Lineal Feet	304,889	374,700	679,589	500,254
Curved Block - Sq. Ft.	838	8,949	9,777	46,004
Roof Deck - Sq. Ft.	153,471	151,589	305,060	582,746
Core Material - Sq. Ft.	59,940	182,980	242,920	183,450

Average Selling Price Per Unit

Heat Insulating Block - Bd. Feet	\$.2197	\$.2127	\$.2159	\$.2149
Pipe Insulation - Lineal Feet	.6977	.5930	.6460	.5924
Curved Block - Sq. Ft.	.6977	.6665	.6665	.7535
Roof Deck - Sq. Ft.	.4183	.3445	.3582	.4334
Core Material - Sq. Ft.	.3426	.3637	.3170	.3182

Month of
Apr. 1953

Month of
Mar. 1953

4 Months Ended
Apr. 30, 1953

Apr. 30, 1952

Gross Sales			
Heat Insulation:			
Block	\$ 62,177.88	\$ 41,096.53	\$ 218,888.90
Pipe Insulation	163,988.95	225,790.76	824,716.17
Curved Block	96.45	9,625.66	15,642.48
Other Heat Insulation	1,574.50	5,731.49	22,462.31
Applied Insulation	8,367.71	15,672.03	34,176.74
Total Heat Insulation	235,205.49	297,916.47	1,115,886.60
Roof Deck	72,626.08	21,963.17	215,459.91
Roof Accessories	8,785.94	1,029.05	17,830.24
Core Material	44,386.09	72,746.04	194,148.73
Other Products	(1,257.54)	1,333.95	20,529.12
	\$360,747.06	\$395,012.59	\$1,563,904.60

2 Gross Profit on Normal Cost			
Heat Insulation:			
Block	19.7	22.9	24.7
Pipe Insulation	(12.8)	13.0	7.5
Other Insulation	63.0	48.4	42.8
Total Heat Insulation	(2.7)	14.4	11.4
Roof Deck	24.9	22.4	24.0
Roof Deck Accessories	16.3	(101.4)	11.4
Core Material	28.4	29.9	29.6
Other Products	6.8	4.1	(42.1)
	58.6	17.4	14.9

Number of Units Sold			
Heat Insulation Block - Ed. Feet	300,255	190,586	1,026,356
Pipe Insulation - Linear Feet	278,203	323,686	1,281,538
Curved Block - Sq. Ft.	41	21,933	31,751
Roof Deck - Sq. Ft.	194,620	54,051	553,731
Core Material - Sq. Ft.	122,522	194,348	559,790

Average Selling Price Per Unit			
Heat Insulation Block - Ed. Feet	\$.2071	\$.2156	\$.2133
Pipe Insulation - Linear Feet	.5993	.6716	.6435
Curved Block - Sq. Ft.	2.3524	.4400	.4027
Roof Deck - Sq. Ft.	.3732	.4053	.3891
Core Material - Sq. Ft.	.3623	.3743	.3668

714,720
1,115,176
46,127
891,538
273,667

\$.2160
5376
7402
4344
3103

June 1953 6 Months Ended June 30, 1953 June 30, 1952

Gross Sales			
Heat Insulation:			
Block	\$ 74,452.81	\$ 48,433.99	\$ 341,775.70
Pipe Insulation	190,625.90	166,065.35	1,181,107.42
Curved Block	3,427.88	657.75	19,728.11
Other Heat Insulation	6,938.83	4,265.36	33,666.50
Applied Insulation	25,657.98		59,834.72
Total Heat Insulation	301,103.40	219,422.45	1,636,412.45
Roof Deck	74,355.85	57,625.63	347,441.39
Roof Deck Accessories	31,545.23	18,736.42	68,561.89
Core Material	21,042.18	36,997.48	252,188.39
Other Products		(5,200.00)	15,329.12
	\$428,446.66	\$327,581.98	\$2,312,933.24
			\$2,088,999.17

4 Gross Profit on Normal Cost

Heat Insulation:			
Block	13.8	22.1	21.9
Pipe Insulation	(1.4)	(4.9)	4.4
Other Insulation	51.8	41.8	44.6
Total Heat Insulation	3.7	2.1	8.8
Roof Deck	15.8	22.0	21.9
Roof Deck Accessories	12.4	32.0	17.4
Core Material	28.0	31.6	29.7
Other Products			
	5.1	9.2	12.3
			15.7

Number of Units Sold

Heat Insulating Block-Bd. Feet	430,955	251,075	1,708,386
Pipe Insulation - Lineal Feet	327,619	291,931	1,901,088
Curved Block - Sq. Ft.	7,765	1,309	40,825
Roof Deck - Sq. Ft.	171,008	143,758	868,497
Core Material - Sq. Ft.	61,380	106,250	727,420

Average Selling Price Per Unit

Heat Insulating Block-Bd. Feet	\$.1728	\$.1929	\$.2164
Pipe Insulation - Lineal Feet	.5819	.5609	.6214
Curved Block	.4415	.5025	.4932
Roof Deck - Sq. Ft.	.4348	.4009	.4000
Core Material - Sq. Ft.	.3428	.3482	.3467

Month of Dec. 1953 Month of Nov. 1953 12 Months Ended Dec. 31, 1952

Gross Sales	Month of Dec. 1953	Month of Nov. 1953	12 Months Ended Dec. 31, 1952
Heat Insulation:			
Block	\$ 37,371.89	\$ 74,748.25	\$ 760,295.34
Pipe Insulation	197,173.48	207,440.28	2,644,379.23
Curved Block	477.25	3,224.05	50,701.20
Other Heat Insulation	5,929.03	7,891.25	71,681.51
Applied Insulation	24,016.26	26,527.23	191,023.04
Total Heat Insulation	264,967.91	319,901.06	3,718,080.32
Roof Deck	25,199.54	90,238.39	903,465.71
Roof Deck Accessories	6,630.00	3,511.27	99,293.68
Core Material			349,232.76
Other Products	2,216.20	504.00	20,948.92
	\$299,013.65	\$414,234.72	\$5,091,021.39

% Gross Profit on Normal Cost	Month of Dec. 1953	Month of Nov. 1953	12 Months Ended Dec. 31, 1952
Heat Insulation:			
Block	11.0	18.0	18.1
Pipe Insulation	10.3	.3	1.6
Other Insulation	4.2	13.7	33.0
Total Heat Insulation	11.3	14.8	5.5
Roof Deck	2.3	22.2	20.2
Roof Deck Accessories	50.1	21.0	8.9
Core Material	1.3	6.0	33.1
Other Products	11.2	8.3	9.6
			13.7

Number of Units Sold	Month of Dec. 1953	Month of Nov. 1953	12 Months Ended Dec. 31, 1952
Heat Insulating Block-Bd. Feet	201,585	420,117	4,052,051
Pipe Insulation - Linear Feet	412,018	392,066	4,488,691
Curved Block - Sq. Ft.	655	6,900	109,078
Roof Deck - Sq. Ft.	56,730	205,844	2,171,841
Core Material - Sq. Ft.			1,044,401
			945,077

Average Selling Price Per Unit	Month of Dec. 1953	Month of Nov. 1953	12 Months Ended Dec. 31, 1952
Heat Insulating Block-Bd. Feet	.1054	.1779	.1876
Pipe Insulation - Linear Feet	.4755	.5291	.5892
Curved Block - Sq. Ft.	.7286	.4673	.4648
Roof Deck - Sq. Ft.	.4442	.4384	.4160
Core Material - Sq. Ft.			.3344
			.3273

1954

Period Ended
Feb. 28, 1954
Feb. 28, 1953

Period of
Jan. 1954

Per

Gross Sales:
Heat Insulation:

Block	\$ 28,672.37	\$ 42,828.59	\$ 71,500.96	\$115,614.49
Pipe Insulation - Routed	37,358.13	37,544.18	74,882.31	92,104.32
- Molded-Std. Line	122,067.78	159,664.35	272,732.13	328,343.14
- Other	5,429.14	9,607.36	15,036.50	14,489.00
Other Heat Insulation Products	5,223.89	11,832.29	17,167.98	21,076.69
Total Heat Insulation	193,856.31	292,433.57	451,220.88	571,627.64
Other Products	124,776.37	42,893.05	97,622.42	236,510.31
	\$233,612.68	\$335,326.62	\$548,843.30	\$808,137.95

Net Gross Profit on Normal Cost
Heat Insulation:

Block	26.0	22.0	23.6	*
Pipe Insulation - Routed	(3.9)	(7.3)	(5.6)	
- Molded - Std. Line	21.1	19.0	19.9	
- Other	23.6	31.0	28.3	
Other Heat Insulation Products	(170.9)	3.2	(50.4)	
Total Heat Insulation	12.1	15.4	13.9	
Other Products	30.1	13.2	24.8	
	16.0	15.7	15.8	

Number of Units Sold

Heat Insulating Block - Bl. Ft.	165,515	247,222	412,737	535,515
Pipe Insulation - Routed L.F.	193,083	131,657	374,150	355,563
- Molded-Std. Line L.F.	161,230	129,820	351,073	341,060
- Other L.F.	639	1,567	2,206	2,566

Average Selling Price Per Unit

Heat Insulating Block - Bl. Ft.	\$.1732	\$.1732	\$.1732	\$.2139
Pipe Insulation - Routed L.F.	.1934	.2073	.2001	.2742
- Molded-Std. Line L.F.	.7571	.7937	.7769	.9627
- Other L.F.	8.4563	6.1311	6.8162	5.6465

* The breakdown of information for prior years is not available.

In month of February 1954 Gross Sales of Other Products is overstated by \$8,529.63 and Other Heat Insulation Products is understated by \$8,529.63. No change has been made on J-3A February Schedule but the March J-30 and J-3A will be corrected and reflect correct year to date figures.

Month of
Apr. 1954

Month of
Mar. 1954

4 Months Ended
Apr. 30, 1954

Apr. 30, 1953

GROSS SALES

Heat Insulation:				
Block	\$ 71,378.78	\$ 43,400.48	\$ 186,280.22	\$ 218,888.90
Pipe Insulation - Routed	36,464.02	47,627.53	150,973.86	163,605.27
- Molded-Std. Line	207,327.15	207,339.35	697,448.63	627,748.14
- Other	4,019.26	7,821.76	26,877.52	33,282.76
Other Heat Insulation Products	(151.10)	9,230.22	34,776.73	28,104.79
Total Heat Insulation	319,039.11	315,459.34	1,094,356.96	1,031,709.86
Other Products	40,495.25	10,440.79	140,065.83	482,194.74
	\$359,534.36	\$325,900.13	\$1,234,422.79	\$1,563,904.60

GROSS PROFIT ON MATERIAL COST

Heat Insulation:				
Block	22.2	23.6	23.1	*
Pipe Insulation - Routed	(8.9)	1.1	(4.3)	
- Molded-Std. Line	19.4	20.6	19.9	
- Other	6.1	21.2	23.0	
Other Heat Insulation Products		32.4	(20.9)	
Total Heat Insulation	16.7	18.4	16.0	
Structural Products	9.9	(304.9)	14.1	
	15.9	15.6	15.8	

NUMBER OF UNITS SOLD

Heat Insulating Block - Bd.Ft.	412,401	250,451	1,075,589	1,026,355
Pipe Insulation - Routed L.F.	195,951	242,202	812,303	613,335
- Molded-Std. Line L.F.	315,006	304,415	970,479	662,795
- Other L.F.	1,955	1,840	6,001	5,418

AVERAGE SELLING PRICE PER UNIT

Heat Insulating Block - Bd.Ft.	\$.1731	\$.1733	\$.1732	\$.2133
Pipe Insulation - Routed L.F.	.1261	.1966	.1957	.2669
- Molded-Std. Line L.F.	.6582	.6013	.7084	.9471
- Other L.F.	2.0559	4.3510	4.4788	6.1430

* The breakdown of information for prior years is not available.

GROSS SALES BY LINES

	Month of June 1954	Month of May 1954	6 Months Ended June 30, 1954	June 30, 1953
GROSS SALES				
Heat Insulation:				
Block	\$ 60,698.21	\$ 45,172.66	\$ 292,151.09	\$ 341,775.70
Pipe Insulation - Routed	88,560.44	53,303.25	300,837.55	215,084.27
- Molded-Std. Line	123,589.64	84,977.24	896,015.51	908,054.49
- Other	9,501.75	2,863.28	39,242.55	58,268.66
Other Heat Insulation Products	1,330.10	278.03	36,284.86	53,394.61
Total Heat Insulation	283,680.14	187,194.46	1,565,231.56	1,576,577.73
Structural Products	1,964.05	20,040.13	162,070.01	743,355.51
	\$285,644.19	\$207,234.59	\$1,727,301.57	\$2,319,933.24

% GROSS PROFIT ON NORMAL COST

Heat Insulation:				
Block	24.0	25.7	23.7	*
Pipe Insulation - Routed	(5.7)	(6.6)	(5.1)	
- Molded-Std. Line	24.9	27.9	21.4	
- Other	18.9	27.3	22.3	
Other Heat Insulation Products	55.8	68.4	11.9	
Total Heat Insulation	15.1	17.7	16.5	
Structural Products	19.6	(.3)	7.6	
	15.2	16.2	15.8	

NUMBER OF UNITS SOLD

Heat Insulating Block - Bd. Ft.	255,260	351,284	259,260	1,606,133	1,708,386
Pipe Insulation - Routed L. F.	478,435	277,765	1,568,504	870,338	870,338
- Molded-Std. Line L. F.	165,551	113,238	1,249,268	1,020,764	1,020,764
- Other L. F.	2,617	843	9,461	9,986	9,986

AVERAGE SELLING PRICE PER UNIT

Heat Insulating Block - Bd. Ft.	\$.1728	\$.1742	\$.1733	\$.2001
Pipe Insulation - Routed L. F.	.1951	.1919	.1918	.2471
- Molded-Std. Line L. F.	.7465	.7504	.7172	.8896
- Other L. F.	3.6308	3.3965	4.1478	5.8350

* The breakdown of information for prior years is not available.

UNION BRIDGE CO. BALTIMORE

	Month of Aug. 1954	Month of July 1954	8 Months Ended	
			Aug. 31, 1954	Aug. 31, 1953
GROSS SALES				
Heat Insulation:				
Block	\$ 63,307.61	\$ 52,837.15	\$ 408,295.85	\$ 506,807.46
Pipe Insulation - Routed	40,929.26	31,486.66	373,253.47	297,788.50
- Molded-Std. Line	155,314.54	112,021.89	1,163,351.93	1,303,503.49
- Other	1,462.86	3,519.14	44,224.55	90,849.66
Other Heat Insulation Products	682.35	1,151.53	38,818.74	71,344.80
Total Heat Insulation	261,696.62	201,016.36	2,027,944.54	2,270,293.91
Structural Products	1,762.23	10,800.31	174,632.55	1,108,137.03
	<u>\$263,458.85</u>	<u>\$211,816.67</u>	<u>\$2,202,577.09</u>	<u>\$3,378,430.94</u>

% GROSS PROFIT ON NORMAL COST

Heat Insulation:				
Block	25.4	23.4	23.9	*
Pipe Insulation - Routed	(13.3)	(5.1)	(5.3)	
- Molded-Std. Line	22.9	23.6	21.8	
- Other	27.3	10.8	21.5	
Other Heat Insulation Products	72.7	48.1	14.1	
Total Heat Insulation	19.0	19.0	17.1	
Structural Products	25.0	24.8	8.9	
	<u>19.1</u>	<u>19.2</u>	<u>16.5</u>	

NUMBER OF UNITS SOLD

Heat Insulating Block - Bd. Ft.	361,034	304,460	2,351,627	2,609,719
Pipe Insulation - Routed L. F.	213,243	159,553	1,941,305	1,260,125
- Molded-Std. Line L. F.	213,941	152,794	1,616,003	1,511,244
- Other L. F.	398	958	10,817	16,860

AVERAGE SELLING PRICE PER UNIT

Heat Insulating Block - Bd. Ft.	\$.1754	\$.1735	\$.1736	\$.1942
Pipe Insulation - Routed L. F.	.1919	.1973	.1923	.2363
- Molded-Std. Line L. F.	.7260	.7332	.7199	.8625
- Other L. F.	3.6755	3.6734	4.0884	5.3895

* The breakdown of information for prior years is not available.

GROSS SALESHeat Insulation:

Block
 Pipe Insulation - Routed
 - Molded-Std. Line
 - Other
 Other Heat Insulation Products
 Total Heat Insulation
 Structural Products

\$ 51,881.80	\$ 94,384.51	\$ 560,562.16	\$ 648,175.20
27,889.50	29,317.30	430,460.27	379,060.49
188,102.39	136,766.25	1,488,220.57	1,738,954.49
5,504.75	2,248.11	51,977.41	121,750.49
33.60	13,017.76	51,870.10	104,861.13
279,412.04	275,733.93	2,583,090.51	2,992,801.80
8,371.08	9,927.63	192,931.26	1,384,971.22
\$287,793.12	\$285,661.56	\$2,776,021.77	\$4,377,773.02

% GROSS PROFIT ON NORMAL COSTHeat Insulation:

Block
 Pipe Insulation - Routed
 - Molded-Std. Line
 - Other
 Other Heat Insulation Products
 Total Heat Insulation
 Structural Products

26.6	24.9	24.3	*
(3.2)	(5.0)	(5.2)	
25.7	25.9	22.7	
(19.5)	13.2	16.8	
50.6	22.9	16.3	
22.1	22.1	18.2	
25.1	16.4	10.1	
20.9	21.9	17.6	

NUMBER OF UNITS SOLD

Heat Insulating Block - Bd. Ft.
 Pipe Insulation - Routed L. F.
 - Molded-Std. Line L. F.
 - Other L. F.

325,874	545,609	3,223,110	3,430,349
128,671	150,493	2,220,469	1,623,267
251,474	163,659	2,031,136	2,033,247
1,373	619	12,809	22,493

AVERAGE SELLING PRICE PER UNIT

Heat Insulating Block - Bd. Ft.
 Pipe Insulation - Routed L. F.
 - Molded-Std. Line L. F.
 - Other L. F.

\$.1776	\$.1730	\$.1739	\$.1890
.2168	.1948	.1939	.2328
.7480	.8357	.7327	.8554
4.0093	3.6318	4.0579	5.4123

* The breakdown of information for prior years is not available.

	Month of Dec. 1954	Month of Nov. 1954	12 Months Ended Dec. 31, 1954	Dec. 31, 1953
GROSS SALES				
Heat Insulation:				
Block	\$ 86,199.19	\$118,246.07	\$ 765,007.42	\$ 760,295.34
Pipe Insulation - Routed	33,564.15	37,755.05	501,779.47	462,983.60
- Molded-Std. Line	162,219.88	153,481.11	1,803,921.56	2,039,484.26
- Other	2,667.17	5,805.56	60,450.14	141,911.37
Other Heat Insulation Products	1,391.70	374.13	53,635.93	122,382.71
Total Heat Insulation	286,042.09	315,661.92	3,184,794.52	3,527,057.23
Structural Products	4,725.22	828.69	198,485.17	1,563,964.11
	\$290,767.31	\$316,490.61	\$3,383,279.69	\$5,091,021.39

1/2 GROSS PROFIT ON NORMAL COST

Heat Insulation:				
Block	23.9	24.1	24.2	*
Pipe Insulation - Routed	(3.3)	(3.1)	(4.9)	
- Molded-Std. Line	24.4	24.8	23.0	
- Other	13.9	(7.6)	14.4	
Other Heat Insulation Products	51.8	57.9	17.5	
Total Heat Insulation	22.3	20.6	18.7	
Structural Products	83.1	(2.5)	17.1	
	26.0	20.6	18.6	

NUMBER OF UNITS SOLD

Heat Insulating Block - Bd. Ft.	495,722	678,518	4,397,350	4,052,051
Pipe Insulation - Routed L. F.	162,972	191,317	2,574,758	2,042,201
- Molded-Std. Line L. F.	203,677	202,302	2,437,115	2,419,808
- Other L. F.	542	1,309	14,660	26,082

AVERAGE SELLING PRICE PER UNIT

Heat Insulating Block - Bd. Ft.	\$.1739	\$.1743	\$.1741	\$.1876
Pipe Insulation - Routed L. F.	.2060	.1973	.1949	.2267
- Molded-Std. Line L. F.	.7965	.7507	.7402	.8428
- Other L. F.	4.9210	4.4351	4.1235	5.4410

The breakdown of information for prior years is not available.

1755

OWENS-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINES

	Month of Feb. 1955	Month of Jan. 1955	2 months ended	
	Feb. 1955	Jan. 1955	Feb. 28, 1955	Feb. 28, 1954
<u>Gross sales</u>				
Heat insulation:				
Block	\$ 74,908.19	\$ 59,344.34	\$134,252.53	\$ 71,500.96
Pipe insulation	239,424.47	185,515.03	424,939.50	362,650.94
Other heat insulation products	1,413.78	534.12	1,947.90	17,167.98
Total heat insulation	315,746.44	245,393.49	561,139.93	451,319.88
Other products	395.06	98.29	493.34	97,659.42
	\$316,141.50	\$245,491.77	\$561,633.27	\$548,979.30
<u>% Gross profit on normal cost</u>				
Heat insulation:				
Block	30.3	29.5	30.0	23.6
Pipe insulation	23.9	22.2	23.1	15.3
Other heat insulation products	2.0	50.8	12.5	50.4
Total heat insulation	25.3	24.0	24.7	13.9
Other products	(6.4)	(182.9)	41.6	24.8
	25.3	23.9	24.7	15.8
<u>Number of units sold</u>				
Heat insulating block - bd. ft.	422,416	333,031	755,447	412,737
Pipe insulation - L. F.	412,101	381,491	793,592	727,414
<u>Average selling price per unit</u>				
Heat insulating block - bd. ft.	\$.1773	\$.1782	\$.1777	\$.1732
Pipe insulation - L. F.	.5810	.4863	.5355	.4995

OWENS-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINES

	Month of Apr. 1955	Month of Mar. 1955	4 months ended	
			Apr. 30, 1955	Apr. 30, 1954
<u>Gross sales</u>				
Heat insulation:				
Block	\$ 75,412.50	\$ 77,915.61	\$ 287,580.64	\$ 186,280.22
Pipe insulation	186,967.42	162,732.50	774,639.42	873,300.01
Other heat insulation products	507.30	566.70	3,021.90	34,776.73
Total heat insulation	262,887.22	241,214.81	1,065,241.96	1,094,356.96
Other products	80.97	785.82	1,360.13	110,065.83
	\$262,968.19	\$242,000.63	\$1,066,602.09	\$1,234,422.79
<u>Gross profit on normal cost</u>				
Heat insulation:				
Block	28.3	26.9	28.7	23.1
Pipe insulation	22.3	17.9	21.8	16.0
Other heat insulation products	52.5	40.0	16.3	20.9
Total heat insulation	24.1	20.8	23.7	16.0
Other products	28.2	10.4	10.8	14.1
	24.1	20.7	23.6	15.8
<u>Number of units sold</u>				
Heat insulating block - bd. ft.	433,867	445,739	1,635,053	1,075,589
Pipe insulation - L. F.	317,869	203,675	1,395,136	1,788,783
<u>Average selling price per unit</u>				
Heat insulating block - bd. ft.	\$.1738	\$.1748	\$.1759	\$.1732
Pipe insulation - L. F.	.5082	.5737	.5552	.4882

OWENS-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINES

	Month of June 1955	Month of May 1955	6 months ended	
			June 30, 1955	June 30, 1954
<u>Gross sales</u>				
<u>Heat insulation:</u>				
Block	\$ 97,676.21	\$ 78,195.91	\$ 463,452.76	\$ 292,151.09
Pipe insulation	224,838.00	168,718.27	1,168,195.69	1,236,095.61
Other heat insulation products	851.34	917.10	4,790.34	36,984.86
Total heat insulation	323,365.55	247,831.28	1,636,438.79	1,565,231.56
Other products	718.67	162.77	2,241.57	162,070.01
	\$324,084.22	\$247,994.05	\$1,638,680.36	\$1,727,301.57
<u>% gross profit on normal cost</u>				
<u>Heat insulation:</u>				
Block	29.9	27.5	28.8	23.7
Pipe insulation	21.4	20.0	21.5	15.0
Other heat insulation products	52.5	55.0	31.3	11.9
Total heat insulation	24.0	22.5	23.6	16.5
Other products	16.8	(14.7)	(2.2)	7.6
	24.0	21.6	23.5	15.8
<u>Number of units sold</u>				
Heat insulating block - bd. ft.	569,480	447,096	2,651,629	1,686,133
Pipe insulation - L. F.	372,925	339,740	2,107,801	2,827,233
<u>Average selling price per unit</u>				
Heat insulating block - bd. ft.	\$.1715	\$.1749	\$.1748	\$.1733
Pipe insulation - L. F.	.6029	.4966	.5542	.4372

OWENS-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINES

	Month of Aug. 1955	Month of July 1955	8 months ended	
			Aug. 31, 1955	Aug. 31, 1954
<u>Gross sales</u>				
Heat insulation:				
Block	\$ 90,642.26	\$ 97,733.19	\$ 651,028.21	\$ 408,295.85
Pipe insulation	217,321.83	211,573.72	1,597,091.24	1,580,829.95
Other heat insulation products	497.81	1,594.74	6,882.89	38,818.74
Total heat insulation	308,461.90	310,901.65	2,255,802.34	2,027,944.54
Other products	6,763.10	2,267.43	11,272.10	174,672.55
	<u>\$315,225.00</u>	<u>\$313,169.08</u>	<u>\$2,267,074.44</u>	<u>\$2,202,617.09</u>
<u>% gross profit on normal cost</u>				
Heat insulation:				
Block	28.8	29.3	28.8	23.9
Pipe insulation	22.0	21.7	21.6	
Other heat insulation products	13.8	58.0	36.7	14.1
Total heat insulation	24.0	24.3	23.7	17.1
Other products	20.5	31.8	18.2	8.9
	<u>23.9</u>	<u>24.4</u>	<u>23.6</u>	<u>16.5</u>
<u>Number of units sold</u>				
Heat insulating block - bd. ft.	523,388	570,198	3,745,215	2,351,627
Pipe insulation - L. F.	371,360	389,162	2,868,323	3,568,125
<u>Average selling price per unit</u>				
Heat insulating block - bd. ft.	\$.1732	\$.1714	.1740	.1736
Pipe insulation - L. F.	.5052	.5437	.5568	.4430

OWENS-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINES

	Month of Oct. 1955	Month of Sept. 1955	10 months ended	
			Oct. 31, 1955	Oct. 31, 1954

Gross sales
Heat insulation:

Block	\$ 92,170.58	\$ 78,339.34	\$ 822,338.13	\$ 560,562.16
Pipe insulation	207,959.60	148,520.42	1,953,571.26	1,970,658.25
Other heat insulation products	195.72	555.12	7,933.73	51,870.10
Total heat insulation	300,625.90	227,414.88	2,783,843.12	2,583,090.51
Other products	1,971.46	10,767.83	21,011.39	192,931.26
	\$302,597.36	\$238,182.71	\$2,804,854.51	\$2,776,021.77

% gross profit on normal cost

Heat insulation:

Block	29.5	26.7	28.7	24.3
Pipe insulation	20.6	20.2	21.4	18.2
Other heat insulation products	65.1	63.3	40.5	16.3
Total heat insulation	23.4	22.5	23.5	18.2
Other products	37.0	35.5	27.5	10.1
	23.5	23.2	23.5	17.6

Number of units sold

Heat insulating block - bd. ft.	532,527	456,343	4,734,085	3,223,110
Pipe insulation - L. F.	423,304	329,905	3,621,692	4,204,414

Average selling price per unit

Heat insulating block - bd. ft.	\$.1731	\$.1717	\$.1737	\$.1739
Pipe insulation - L. F.	.4912	.4501	.5394	.4621

OWENS-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINES

	Month of Dec. 1955	Month of Nov. 1955	12 months ended	
			Dec. 31, 1955	Dec. 31, 1954
Gross sales				
Heat insulation:				
Block	\$ 19,561.17	\$ 46,026.72	\$ 917,926.02	\$ 765,007.42
Pipe insulation	183,567.36	169,699.52	2,306,830.14	2,366,151.17
Other heat insulation products	436.60	682.14	9,032.47	53,635.23
Total heat insulation	233,565.13	216,408.38	3,233,816.63	3,184,794.82
Other products	384.00	3,406.94	27,802.33	198,485.17
	\$233,949.13	\$219,815.32	\$3,261,618.96	\$3,383,279.99

% Gross profit on normal cost

Heat insulation:				
Block	28.7	29.2	28.7	24.2
Pipe insulation	19.2	19.7	21.1	18.7
Other heat insulation products	66.8	56.1	43.1	17.5
Total heat insulation	21.3	36.1	23.2	18.7
Other products	1.9	362.6	92.7	17.1
	21.3	10.2	23.1	18.6

Number of units sold

Heat insulating block - bd. ft.	289,259	265,480	5,288,824	4,397,350
Pipe insulation - L. F.	374,481	380,689	4,376,832	5,026,533

Average selling price per unit

Heat insulating block - bd. ft.	\$.1713	\$.1734	\$.1736	\$.1741
Pipe insulation - L. F.	.4902	.4458	.5271	.4707

1956

OMEGA-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINES

Month of Feb. 1956 Month of Jan. 1956 2 months ended Feb. 28, 1956

Gross sales			
Heat insulation:			
Block	\$ 39,416.47	\$ 79,760.59	\$119,177.06
Pipe insulation	192,677.05	224,330.84	417,007.89
Other heat insulation products			
Total heat insulation	232,093.52	304,091.43	536,184.95
Other products		57.02	57.02
	232,093.52	304,148.45	536,241.97

% gross profit on normal cost			
Heat insulation:			
Block	29.6	26.4	27.5
Pipe insulation	19.3	20.0	19.6
Other heat insulation products			
Total heat insulation	21.0	21.7	21.4
Other products		52.2	215.3
	21.0	21.6	21.3

Number of units sold			
Heat insulating block - bd. ft.	227,959	469,934	697,893
Pipe insulation - L. F.	418,510	527,295	945,795
Average selling price per unit			
Heat insulating block - bd. ft.	\$.1729	\$.1697	\$.1708
Pipe insulation - L. F.	.404	.4294	.4409

.1777
.5355

OHENS-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINES

Month of
Apr. 1956

Month of
Mar. 1956

4 months ended
Apr. 30, 1955

Gross sales			
Heat insulation:			
Block	\$ 78,296.96	\$ 61,548.67	\$ 281,580.64
Pipe insulation	292,122.77	239,479.69	774,639.42
Other heat insulation products	86.94	142.50	3,021.90
Total heat insulation	370,506.67	301,170.86	1,065,241.96
Other products	813.75	208.35	1,360.13
	\$371,320.42	\$301,379.21	\$1,066,602.09

4 Gross profit on normal cost

Heat insulation:			
Block	31.7	30.5	28.7
Pipe insulation	22.2	52.1	21.3
Other heat insulation products	52.2	65.3	16.3
Total heat insulation	24.2	23.5	23.7
Other products	52.6	15.8	(10.8)
	24.3	21.5	23.6

Number of units sold

Heat insulating block - bd. ft.	444,311	353,994	1,635,073
Pipe insulation - L. F.	543,179	513,262	1,395,136

Average selling price per unit

Heat insulating block - bd. ft.	\$.1762	\$.1739	\$.1759
Pipe insulation - L. F.	.5378	.4666	.5552

OWENS-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINES

	Month of June 1956	Month of May 1956	6 months ended	
			June 30, 1956	June 30, 1955

Gross sales

Heat insulation:				
Block	\$ 65,921.35	\$ 71,805.70	\$ 399,719.74	\$ 463,452.76
Pipe insulation	258,466.64	329,295.38	1,536,372.37	1,168,195.69
Other heat insulation products	477.78		707.22	4,790.34
Total heat insulation	324,865.77	404,101.08	1,936,829.33	1,636,438.79
Other products	113.40	3,233.58	4,426.10	2,241.57
	\$324,979.17	\$407,334.66	\$1,941,255.43	\$1,638,680.36

% Gross profit on normal cost

Heat insulation:				
Block	34.3	34.3	31.1	28.8
Pipe insulation	21.6	21.3	21.1	21.5
Other heat insulation products	64.7		63.3	31.1
Total heat insulation	24.3	23.7	23.2	23.6
Other products	36.1	35.9	34.8	2.2
	24.3	23.7	23.2	23.5

Number of units sold

Heat insulating block - bd. ft.	355,734	404,249	2,256,181	2,651,629
Pipe insulation - L. F.	326,647	523,802	2,852,685	2,107,801

Average selling price per unit

Heat insulating block - bd. ft.	\$.1853	\$.1850	\$.1772	\$.1748
Pipe insulation - L. F.	.7913	.6207	.5306	.5542

CAENS-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINES

	Month of Aug. 1956	Month of July 1956	8 months ended Aug. 31, 1956 Aug. 31, 1955	
<u>Gross sales</u>				
Heat insulation:				
Block	\$ 94,317.31	\$ 63,320.49	\$ 557,387.54	\$ 651,828.21
Pipe insulation	482,062.70	274,537.48	2,292,972.55	1,597,091.24
Other heat insulation products	1,015.44	395.16	2,117.82	6,402.82
Total heat insulation	577,395.45	338,253.13	2,852,477.91	2,255,322.34
Other products	3,631.25	7,175.97	15,233.32	11,272.10
	\$581,026.70	\$345,429.10	\$2,867,711.23	\$2,266,594.44
<u>Net gross profit on normal cost</u>				
Heat insulation:				
Block	35.7	33.8	32.2	28.8
Pipe insulation	20.0	19.1	20.6	21.6
Other heat insulation products	64.1	64.0	63.8	36.7
Total heat insulation	22.6	21.9	22.9	21.7
Other products	37.4	36.3	36.1	18.2
	22.7	22.2	23.0	21.6
<u>Number of units sold</u>				
Heat insulating block - bd. ft.	503,038	342,757	3,101,976	3,745,215
Pipe insulation - L. F.	810,220	446,143	4,107,048	2,868,323
<u>Average selling price per unit</u>				
Heat insulating block - bd. ft.	\$.1875	\$.1847	\$.1797	\$.1740
Pipe insulation - L. F.	.5950	.6154	.5500	.5563

OMENS-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINES

	Month of Oct. 1956	Month of Sept. 1956	10 months ended	
			Oct. 31, 1956	Oct. 31, 1955

Gross salesHeat insulation:

Block	\$ 98,368.73	\$ 49,854.27	\$ 705,610.54	\$ 822,338.13
Pipe insulation	348,039.81	289,547.11	2,930,559.47	1,953,571.26
Other heat insulation products	446,408.54	339,401.38	2,117.82	7,933.73
Total heat insulation	4,278.50	8,222.57	3,638,287.83	2,783,843.12
Other products	4450,687.04	\$ 347,651.95	27,764.39	24,011.32
			\$3,666,072.22	\$2,807,854.51

% gross profit on normal costHeat insulation:

Block	36.3	34.3	33.0	28.7
Pipe insulation	22.7	19.7	20.8	21.4
Other heat insulation products			63.8	40.5
Total heat insulation	25.7	21.9	23.2	23.5
Other products	51.9	27.9	36.1	27.5
	25.9	22.0	23.1	23.5

Number of units sold

Heat insulating block - bd. ft.	512,607	269,309	3,883,892	4,734,085
Pipe insulation - L. F.	627,615	405,271	5,221,934	3,621,692

Average selling price per unit

Heat insulating block - bd. ft.	\$.1919	\$.1051	\$.1817	\$.1737
Pipe insulation - L. F.	.5545	.5967	.5612	.5594

OMENS-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINES

	Month of Dec. 1956	Month of Nov. 1956	12 months ended	
			Dec. 31, 1956	Dec. 31, 1955

Gross sales				
Heat insulation:				
Block	\$ 88,034.29	\$ 113,966.55	\$ 907,611.38	\$ 917,926.02
Pipe insulation	239,478.35	323,128.38	3,493,166.20	2,306,838.14
Other heat insulation products		341.00	2,458.82	9,052.47
Total heat insulation	327,512.64	437,435.93	4,403,236.40	3,233,816.63
Other products	51.04	3,714.44	24,101.79	27,892.33
	<u>\$327,564.48</u>	<u>\$441,150.37</u>	<u>\$4,427,338.19</u>	<u>\$3,261,708.96</u>

% Gross profit on normal cost

Heat insulation:				
Block	28.2	35.8	32.8	28.7
Pipe insulation	28.3	25.9	21.7	21.1
Other heat insulation products		16.3	52.8	43.1
Total heat insulation	28.3	28.4	24.1	23.2
Other products	39.6		31.2	22.7
	<u>28.2</u>	<u>28.1</u>	<u>24.1</u>	<u>21.8</u>

Number of units sold

Heat insulating block - bd. ft.	469,185	602,139	4,955,216	5,288,824
Pipe insulation - L. F.	451,662	557,261	6,230,057	4,376,862
Average selling price per unit				
Heat insulating block - bd. ft.	\$.1876	\$.1893	\$.1832	\$.1736
Pipe insulation - L. F.	.5302	.5799	.5606	.5271

1957

OWENS-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINES

	Month of Feb. 1957	Month of Jan. 1957	2 months ended	
			Feb. 28, 1957	Feb. 29, 1956
Gross sales				
Heat insulating block	\$ 77,788.56	\$ 71,115.70	\$148,904.26	\$119,177.06
Pipe insulation	296,343.71	270,352.84	574,736.55	417,007.89
Core material	2,916.88	3,849.12	6,766.00	
Other products	99.02	2,925.90	3,024.92	27.02
	<u>\$377,188.17</u>	<u>\$356,243.56</u>	<u>\$733,431.73</u>	<u>\$536,211.97</u>
% gross profit on normal cost				
Heat insulating block	30.8	30.9	30.8	27.5
Pipe insulation	30.4	29.2	29.8	19.6
Core material	23.5	25.8	24.8	
Other products		25.5	17.8	(215.3)
	<u>30.3</u>	<u>29.5</u>	<u>29.2</u>	<u>21.3</u>
Number of units sold				
Heat insulating block - bd. ft.	406,025	372,921	778,946	697,893
Pipe insulation - L. F.	560,811	524,941	1,085,752	945,795
Core material - S. F.	8,125	10,692	18,817	
Average selling price per unit				
Heat insulating block - bd. ft.	\$.1916	\$.1907	\$.1912	\$.1708
Pipe insulation - L. F.	.5285	.5303	.5293	.5109
Core material - S. F.	.3590	.3694	.3596	

OMENS-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINES

	Month of Apr. 1957	Month of Mar. 1957	4 months ended Apr. 30, 1957	Apr. 30, 1956
<u>Gross sales</u>				
Heat insulating block	\$ 78,297.68	\$ 87,295.14	\$ 314,497.08	\$ 259,022.69
Pipe insulation	272,501.30	306,040.78	1,153,278.63	948,610.35
Core material			6,766.00	
Other products	242.93	1,428.68	4,696.53	1,308.56
	<u>\$351,041.91</u>	<u>\$394,764.60</u>	<u>\$1,479,238.24</u>	<u>\$1,208,941.60</u>
<u>% gross profit on normal cost</u>				
Heat insulating block	32.0	20.4	31.1	29.5
Pipe insulation	32.0	44.8	30.5	20.9
Core material	50.2	32.2	27.8	31.3
Other products	<u>32.0</u>	<u>30.6</u>	<u>30.7</u>	<u>22.8</u>
<u>Number of units sold</u>				
Heat insulating block - bd. ft.	402,032	453,367	1,634,345	1,496,198
Pipe insulation - L. F.	539,376	616,467	2,241,595	2,002,236
Core material - S. F.			18,817	
<u>Average selling price per unit</u>				
Heat insulating block - bd. ft.	\$.1948	\$.1925	\$.1924	\$.1731
Pipe insulation - L. F.	.5052	.4964	.5145	.4738
Core material - S. F.			.3596	

OWENS-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINES

	Month of June 1957	Month of May 1957	6 months ended	
			June 30, 1957	June 30, 1956
<u>Gross sales</u>				
Heat insulating block	\$ 96,538.95	\$ 92,135.40	\$ 503,171.43	\$ 399,749.74
Pipe insulation	300,457.40	251,658.78	1,705,394.81	1,536,372.37
Core material		1,048.32	7,814.32	113.40
Other products	5,634.15	379.62	10,910.30	5,019.92
	<u>\$402,830.50</u>	<u>\$345,222.12</u>	<u>\$2,227,290.86</u>	<u>\$1,941,255.43</u>
<u>% gross profit on normal cost</u>				
Heat insulating block	31.6	31.6	31.3	31.1
Pipe insulation	32.0	31.6	30.9	21.1
Core material		40.0	26.9	36.1
Other products	31.9	35.0	30.2	32.0
	<u>31.9</u>	<u>31.6</u>	<u>31.0</u>	<u>21.2</u>
<u>Number of units sold</u>				
Heat insulating block - bd. ft.	497,165	477,362	2,608,872	2,256,181
Pipe insulation - L. F.	519,632	497,174	3,258,401	2,852,685
Core material - S. F.		2,016	20,833	315
<u>Average selling price per unit</u>				
Heat insulating block - bd. ft.	\$.1942	\$.1930	\$.1929	\$.1772
Pipe insulation - L. F.	.5702	.5062	.5234	.5386
Core material - S. F.		.5200	.3751	.3600

CHENGO-ILLINOIS KAYLO DIVISION
GROSS SALES BY MONTH

	Month of Aug. 1957	Month of July 1957	8 months ended Aug. 31, 1957	Aug. 31, 1956
Gross Sales				
Heat insulating block	\$110,669.83	\$ 86,462.88	\$ 700,304.14	\$ 557,387.54
Pipe insulation	310,953.98	294,677.68	2,311,036.47	2,292,972.55
Core material	2,245.32	8,172.09	18,231.73	7,170.12
Other products	144.48	2,229.85	13,284.63	10,101.02
	<u>\$424,013.61</u>	<u>\$391,542.50</u>	<u>\$3,042,846.97</u>	<u>\$2,867,741.23</u>
% Gross profit on normal cost				
Heat insulating block	31.9	31.7	31.4	32.2
Pipe insulation	32.3	32.5	31.3	20.6
Core material	25.0	23.3	25.0	36.1
Other products	29.1	36.2	31.2	36.0
	<u>32.2</u>	<u>32.1</u>	<u>31.3</u>	<u>23.0</u>
Number of units sold				
Heat insulating block-bd. ft.	568,095	446,333	3,623,300	3,101,976
Pipe insulation - L. F.	549,828	465,904	4,274,193	4,109,048
Core material - S. F.	6,237	23,124	50,254	19,917
Average selling price per unit				
Heat insulating block-bd. ft.	\$.1948	\$.1937	\$.1933	\$.1797
Pipe insulation - L. F.	.5655	.6325	.5407	.5580
Core material - S. F.	.3600	.3625	.3628	.3600

OWENS-ILLINOIS MAYCO DIVISION
GROSS SALES BY LINES

	Month of Oct. 1957	Month of Sept. 1957	10 months ended	
			Oct. 31, 1957	Oct. 31, 1956
<u>Gross Sales</u>				
Heat insulating block	\$ 96,210.28	\$106,324.02	\$ 902,838.44	\$ 705,610.54
Pipe insulation	317,515.78	285,199.54	2,913,741.79	2,930,559.47
Core material	1,636.85		19,868.58	10,377.72
Other products	1,100.00	200.06	14,584.69	19,504.42
	\$416,462.91	\$391,723.62	\$3,851,033.50	\$3,666,052.22

Gross Sales

Heat insulating block
Pipe insulation
Core material
Other products

% gross profit on normal cost

Heat insulating block
Pipe insulation
Core material
Other products

Number of units sold

Heat insulating block-bd. ft.
Pipe insulation - L. F.
Core material - S. F.

Average selling price per unit

Heat insulating block-bd. ft.
Pipe insulation - L. F.
Core material - S. F.

494,434	513,501	4,661,235	3,883,892
550,072	477,697	5,301,962	5,221,934
5,202		55,456	28,827
\$	\$	\$	\$
.1946	.1956	.1937	.1817
.5772	.5970	.5496	.5612
.3147		.3583	.3600

OMEGA-ILLINOIS KAYLO DIVISION
GROSS SALES BY LINES

	Month of Dec. 1957	Month of Nov. 1957	12 months ended	
			Dec. 31, 1957	Dec. 31, 1956
<u>Gross sales</u>				
Heat insulating block	\$ 89,131.65	\$ 86,746.89	\$1,078,716.98	\$ 907,611.38
Pipe insulation	322,948.77	281,183.08	3,517,874.44	3,493,166.20
Core material	6,175.44		26,044.02	10,377.72
Other products		40.32	14,625.01	16,182.89
	<u>\$418,255.86</u>	<u>\$467,970.09</u>	<u>\$4,637,260.45</u>	<u>\$4,427,338.19</u>
<u>% gross profit on normal cost</u>				
Heat insulating block	29.4	32.3	31.4	32.8
Pipe insulation	32.0	32.5	31.6	21.7
Core material	23.6		23.8	36.1
Other products	31.4	36.5	34.0	31.3
		<u>32.4</u>	<u>31.5</u>	<u>24.1</u>
<u>Number of units sold</u>				
Heat insulating block-bd.ft.	463,121	444,175	5,568,531	4,955,216
Pipe insulation - L. F.	578,746	482,227	6,362,935	6,230,857
Core material - S. F.	17,154		72,610	28,827
<u>Average selling price per unit</u>				
Heat insulating block-bd.ft.	\$.1925	\$.1953	\$.1937	\$.1832
Pipe insulation - L. F.	.5580	.5831	.5529	.5606
Core material - S. F.	.3600		.3587	.3600

GROSS SALES BY LINES

1958

	Month of Feb. 1958	Month of Jan. 1958	2 months ended	
			Feb. 28, 1958	Feb. 28, 1957
<u>Gross sales</u>				
Heat insulating block	\$108,078.82	\$121,151.56	\$229,230.38	\$148,904.26
Pipe insulation	231,500.72	338,059.95	569,560.67	574,736.55
Core material	2,265.73	293.23	2,558.96	6,766.00
Other products	384.57	67.70	452.27	3,024.92
	<u>\$342,229.84</u>	<u>\$459,572.44</u>	<u>\$801,802.28</u>	<u>\$723,431.73</u>
<u>% gross profit on normal cost</u>				
Heat insulating block	30.4	31.0	30.7	30.8
Pipe insulation	32.1	32.8	32.5	29.8
Core material	26.1	11.8	24.4	24.8
Other products	14.5	36.0	17.7	17.8
	<u>31.4</u>	<u>32.3</u>	<u>32.0</u>	<u>29.9</u>
<u>Number of units sold</u>				
Heat insulating block - bd. ft.	555,948	594,227	1,150,175	778,946
Pipe insulation - L. F.	448,509	500,160	956,669	1,085,752
Core material - S. F.	5,994	914	6,908	18,817
<u>Average selling price per unit</u>				
Heat insulating block - bd. ft.	\$.1944	\$.2039	\$.1993	\$.1912
Pipe insulation - L. F.	.5162	.6653	.5954	.5293
Core material - S. F.	.3780	.3208	.3704	.3596

	Month of Apr. 1958	Month of Mar. 1958	4 months ended	
			Apr. 30, 1958	Apr. 30, 1957

Gross sales

Heat insulating block	\$133,374.16	\$ 95,962.45	\$ 458,566.99	\$ 314,497.08
Pipe insulation	374,228.21	339,215.45	1,283,004.33	1,153,278.63
Core material			2,550.96	6,765.00
Other products			721.78	4,694.53
	\$507,602.37	\$435,449.41	\$1,744,854.06	\$1,479,233.24

% gross profit on normal cost

Heat insulating block	31.4	31.4	31.0	31.1
Pipe insulation	33.2	32.5	32.7	30.5
Core material			24.4	24.8
Other products		29.1		27.8
	32.6	32.2	32.3	30.7

Number of units sold

Heat insulating block - bd. ft.	684,898	495,501	2,330,574	1,634,345
Pipe insulation - L. F.	639,834	630,962	2,227,465	2,241,595
Core material - S. F.			6,908	18,817

Average selling price per unit

Heat insulating block - bd. ft.	\$.1947	\$.1937	\$.1968	\$.1924
Pipe insulation - L. F.	.5849	.5376	.5760	.5145
Core material - S. F.			.3704	.3596

1. *Staphylococcus aureus* (ATCC 12228)

No.	Date	Amount	Particulars	Number of gross sold	
				Month of	5 months ended
1550	Apr. 1957		May 1957	Apr. 1957	May 31, 1957
1551	Apr. 1957		May 1957	Apr. 1957	May 31, 1957

Key to E. acuminatus

MONTH OF JUNE 1957
 Month of June 1957
 Month of June 1957
 Month of June 1957

MONTH OF JUNE 1957
 Month of June 1957
 Month of June 1957
 Month of June 1957

MONTH OF JUNE 1957

MONTH OF JUNE 1957

MONTH OF JUNE 1957

MONTH OF JUNE 1957

UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS
WASHINGTON, D. C. 20250

GROSS SALES		Number of Gross sold	
Month of	7 months ended	Month of	7 months ended
June 1958	July 31, 1958	June 1958	July 31, 1958
July 1958	July 31, 1958	July 1958	July 31, 1958

50.00 (3,356.86) 3,730,988.50 2,631,600.01

GROSS SALES		
Month of	Month of	Number of gross sold
Nov. 1958	Nov. 1958	Nov. 1958
Nov. 1958	Nov. 1958	Nov. 1958

GROSS SALES		
Month of	Month of	Number of gross sold
Nov. 1958	Nov. 1958	Nov. 1958
Nov. 1958	Nov. 1958	Nov. 1958

GROSS SALES		
Month of	Month of	Number of gross sold
Nov. 1958	Nov. 1958	Nov. 1958
Nov. 1958	Nov. 1958	Nov. 1958

COPIES SOLD BY LINE

Gross Sales		Number of copies sold	
Month of	Month of	Month of	Month of
Dec. 1958	Nov. 1958	Dec. 1958	Dec. 1958
Dec. 31, 1958	Dec. 31, 1957	Dec. 31, 1958	Dec. 31, 1957

12,670.00 1,732,300.00 1,626,800.00

Waylo & Associates