PLAINTIFF'S EXHIBIT

BIR-1180

SALESMAN'S BULLETIN

BIRD & SON

EAST WALPOLE, MA. • SHREVEPORT, LA. • CHARLESTON, S.C. • PERTH AMBOY, N.J. • SAN MATEO, C.A. • CHICAGO, IL.

BUILDING MATERIALS DIVISION

TO: All Northeastern Division Salesmen
District Managers, CE Correspondents
and Office

Bulletin #5
February 13, 1980

SHINGLE SALES BY COLOR - 1979

The figures below indicate percent to total sales:

WIND SEAL		JET		MARK 25	
Snow White	20.0	Moire	24.5	Wood Blende	20.5
Frost Blende	16.7	Frost Blende	17.9	Sable Black	20.1
Black	12.9	Wood Blende	15.4	Snow Flake	19.7
Moire	12.6	Snow White	10.8	Ascot Gray	8.8
Wood	12.6	Meadow Green	7.4	Cirrus Blende	8.4
Meadow Green	6.3	Slate Blende	5.2	Cinnamon Brown	6.9
Slate Blende	6.2	Chestnut Brown	4.9	Slate Blende	6.7
Chestnut Brown	4.8	Shadow Green	2.9	Black Pearl	3.9
Sea Green	3.2	Dawn Mist	2.5	Canyon	2.7
Colonial Green	2.7	Wedgewood Blue	2.3	Tawny	2.3
Bright Red	2.0	Shadow Gray	2.3		100.0
	100.0	Adobe	2.0		
		Desert Brown	1.9		
			100.0		

GLASS BILT		ARCHITECT 70		CUSTOMIZED ROOFSCAPE	
Wood Blende	24.2	Cypresswood	45.0	Wood Blende	40.8
Snow White	19.9	Oakwood	36.9	Cinnamon Brown	11.4
Moire	18.2	Ebonywood	18.1	Tawny	8.8
Frost Blende	14.3		100.0	Sable Black	8.4
Mahogany	13.3			Slate Blende	8.4
Meadow Mist	10.1			Canyon	6.3
	100.0			Ascot Gray	5.8
				Snowflake	4.6
				Black Pearl	3.2
				Cirrus Blende	2.3
					100.0

Gordon C. Johnson
Sales Service Manager
Building Materials Division

ALL SALES MEET SUGGESTIONS FOR SUBJECTS AND SELLING ARGUMENTS SUBJECT TO DISCUSSION AT SALES MEETINGS