

AMERICAN BRAKEBLOK DIVISION

Comparison of Gross Profit by Product

<u>Year</u>	<u>Cubic Inches Shipped</u>	<u>Net Sales</u>	<u>Average Net Sales Price Per M.Cu.In.</u>	<u>% Gross Profit of Net Sales</u>
<u>Original Equipment - Rolled Brake Lining</u>				
1939	41,690,435	\$ 979,725.15	\$ 23.50	27.88 %
1940	55,630,237	1,299,711.22	23.36	26.05
1946	90,347,777	2,362,197.87	26.15	11.10
1947	126,730,239	3,571,395.15	28.18	4.35 *
1948	110,135,822	3,358,438.27	30.49	4.91 *
<u>Replacement - Rolled Brake Lining</u>				
1939	17,654,152	\$ 842,075.04	\$ 47.70	61.36 %
1940	18,329,841	875,592.51	47.77	60.40
1946	64,983,637	3,328,872.63	51.23	46.96
1947	26,030,634	1,361,732.16	52.31	32.45 *
1948	34,282,202	1,919,952.14	56.00	34.87 *
<u>Original Equipment - Pressed Brake Lining</u>				
1939	1,850,524	\$ 75,762.27	\$ 40.94	27.12 %
1940	2,914,741	114,452.66	39.27	25.70
1946	6,047,785	268,898.88	44.46	20.86
1947	10,276,303	521,155.34	50.71	24.43 *
1948	14,408,370	758,440.20	52.64	24.24 *
<u>Replacement - Pressed Brake Lining</u>				
1939	3,265,630	\$ 157,401.39	\$ 48.20	34.87 %
1940	3,774,590	179,217.81	47.48	34.13
1946	17,286,447	881,032.12	50.97	26.83
1947	17,399,207	978,128.42	56.22	21.95 *
1948	21,140,009	1,242,416.90	58.77	23.24 *

* - includes LIFO adjustment

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