

PLAINTIFF'S EXHIBIT

GP-874

GEORGIA-PACIFIC CORPORATION

BESTWALL GYPSUM DIVISION
Paoli, Pennsylvania
November, 1966

HOUSTON WAREHOUSE PROFIT AND LOSS STATEMENT

		Month			Year-to-Date		
		Units	Amount	Average Unit	Units	Amount	Average Unit
Plaster Sales	Tons	1.4	\$ 213	\$ 152.14	16.0	\$ 2,064	\$ 129.00
Board, Lath & Tile Sales	SM	634.0	25,881	40.82	12,813.2	506,243	39.51
Joint System Sales	Tons	2.3	455	197.83	62.3	10,499	168.52
Other Product Sales	-	-	-	-	-	675	-
Total Sales			\$ 26,549			\$ 519,481	
Trade Discounts - Plaster	Tons	-	\$ -	-	-	\$ -	-
- Board, Lath & Tile	SM	634.0	(103)	-	12,813.2	1,365	.11
- Joint System	Tons	-	-	-	-	-	-
- Other Products	-	-	-	-	-	-	-
Total Trade Discounts			\$ (103)			\$ 1,365	
Freight - Plaster	Tons	1.4	\$ 12	\$ 8.57	16.0	\$ 140	\$ 8.75
- Board, Lath & Tile	SM	634.0	2,241	3.55	12,813.2	50,466	3.94
- Joint System	Tons	2.3	16	6.96	62.3	391	6.28
- Other Products	-	-	-	-	-	1	-
Total Freight			\$ 2,269			\$ 50,998	
Total Defective Allowances			\$ -			\$ 14	
Cash Disc. & Policy All. - Plaster	Tons	-	\$ -	-	16.0	\$ 4	.25
- Board, Lath & Tile	SM	634.0	539	.85	12,813.2	9,272	.72
- Joint System	Tons	2.3	(76)	-	62.3	7	.11
- Other Products	-	-	-	-	-	1	-
Total Cash Disc. & Policy All.			\$ 463			\$ 9,284	
Warehouse Freight - Inbound							
- Plaster	Tons	1.4	\$ 11	\$ 7.85	16.0	\$ 202	\$ 12.63
- Board, Lath & Tile	SM	634.0	5,103	8.05	12,813.2	97,176	7.58
- Joint System	Tons	2.3	(80)	-	62.3	1,053	16.90
- Other Products	-	-	-	-	-	15	-
Total Warehouse Freight - Inbound			\$ 5,034			\$ 98,446	
Net Sales - Plaster	Tons	1.4	\$ 190	\$ 13.57	16.0	\$ 1,718	\$ 107.37
- Board, Lath & Tile	SM	634.0	18,101	28.55	12,813.2	347,950	27.16
- Joint System	Tons	2.3	595	258.70	62.3	9,048	145.23
- Other Products	-	-	-	-	-	658	-
Total Net Sales			\$ 18,886			\$ 359,374	
Cost of Goods Sold:							
Total Fin. Prod. Invent. Change			\$ (3,606)			\$ (17,187)	
Total Fin. Prod. Transfer			\$ 16,385			\$ 289,450	
Warehouse Operating Expense			\$ 3,339			\$ 45,694	
Total Cost of Goods Sold			\$ 16,118			\$ 317,957	
Operating Profit			\$ 2,768			\$ 41,417	
% of List Sales			10.4%			8.0%	

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HOUSTON WAREHOUSE PROFIT AND LOSS STATEMENT

		Month			Year-to-Date		
		Units	Amount	Average Unit	Units	Amount	Average Unit
Plaster Sales	Tons	.9	\$ 124	\$ 137.78	13.4	\$ 1,659	\$ 123.80
Board, Lath & Tile Sales	SM	854.3	35,585	41.65	11,377.8	447,399	39.32
Joint System Sales	Tons	4.6	933	202.83	58.5	9,681	165.49
Other Product Sales	-	-	-	-	-	675	-
Total Sales			<u>36,642</u>			<u>459,414</u>	
Trade Discounts - Plaster	Tons	-	\$ -	\$ -	-	\$ -	\$ -
- Board, Lath & Tile	SM	-	-	-	11,377.8	1,280	.11
- Joint System	Tons	-	-	-	-	-	-
- Other Products	-	-	-	-	-	-	-
Total Trade Discounts			<u>\$ -</u>			<u>\$ 1,280</u>	
Freight - Plaster	Tons	.9	\$ 10	\$ 11.10	13.4	\$ 116	\$ 8.66
- Board, Lath & Tile	SM	854.3	2,612	3.06	11,377.8	45,844	4.03
- Joint System	Tons	4.6	33	7.17	58.5	364	6.22
- Other Products	-	-	-	-	-	-	-
Total Freight			<u>\$ 2,655</u>			<u>\$ 46,325</u>	
Total Defective Allowances			<u>\$ -</u>			<u>\$ 14</u>	
Cash Disc. & Policy All. - Plaster	Tons	-	\$ -	\$ -	13.4	\$ 4	\$.30
- Board, Lath & Tile	SM	854.3	784	.92	11,377.8	7,841	.69
- Joint System	Tons	-	-	-	58.5	7	.12
- Other Products	-	-	-	-	-	-	-
Total Cash Disc. & Policy All.			<u>\$ 784</u>			<u>\$ 7,853</u>	
Warehouse Freight - Inbound							
- Plaster	Tons	.9	\$ 8	\$ 8.89	13.4	\$ 182	\$ 13.58
- Board, Lath & Tile	SM	854.3	4,657	5.45	11,377.8	83,324	7.32
- Joint System	Tons	4.6	6	1.30	58.5	1,121	19.16
- Other Products	-	-	-	-	-	15	-
Total Warehouse Freight - Inbound			<u>\$ 4,671</u>			<u>\$ 84,642</u>	
Net Sales - Plaster	Tons	.9	\$ 106	\$ 117.79	13.4	\$ 1,357	\$ 101.27
- Board, Lath & Tile	SM	854.3	27,532	32.22	11,377.8	309,096	27.17
- Joint System	Tons	4.6	894	194.35	58.5	8,189	139.98
- Other Products	-	-	-	-	-	658	-
Total Net Sales			<u>\$ 28,532</u>			<u>\$ 319,300</u>	
Cost of Goods Sold:							
Total Fin. Prod. Invent. Change			<u>\$ (9,888)</u>			<u>\$ (17,786)</u>	
Total Fin. Prod. Transfer			<u>\$ 22,780</u>			<u>\$ 261,759</u>	
Warehouse Operating Expense			<u>\$ 3,857</u>			<u>\$ 38,482</u>	
Total Cost of Goods Sold			<u>\$ 16,749</u>			<u>\$ 282,455</u>	
Operating Profit			<u>\$ 11,783</u>			<u>\$ 36,845</u>	
% of List Sales			32.2%			8.0%	

HOUSTON WAREHOUSE PROFIT AND LOSS STATEMENT

		Month			Year-to-Date		
		Units	Amount	Average Unit	Units	Amount	Average Unit
Plaster Sales	Tons	2.4	\$ 336	\$ 140.00	12.5	\$ 1,535	\$ 122.80
Board, Lath & Tile Sales	SM	1,466.0	60,683	41.39	10,523.5	411,814	39.13
Joint System Sales	Tons	9.8	1,161	118.47	53.9	8,748	162.30
Other Product Sales	-	-	29	-	-	675	-
Total Sales			<u>62,209</u>			<u>422,772</u>	
Trade Discounts - Plaster	Tons	-	\$ -	\$ -	-	\$ -	\$ -
- Board, Lath & Tile	SM	-	-	-	10,523.5	1,280	.12
- Joint System	Tons	-	-	-	-	-	-
- Other Products	-	-	-	-	-	-	-
Total Trade Discounts			<u>\$ -</u>			<u>\$ 1,280</u>	
Freight - Plaster	Tons	2.4	\$ 38	\$ 15.83	12.5	\$ 106	\$ 8.48
- Board, Lath & Tile	SM	1,466.0	5,572	3.80	10,523.5	43,232	4.11
- Joint System	Tons	9.8	49	5.00	53.9	331	6.14
- Other Products	-	-	-	-	-	-	-
Total Freight			<u>\$ 5,660</u>			<u>\$ 43,670</u>	
Total Defective Allowances			<u>\$ -</u>			<u>\$ 14</u>	
Cash Disc. & Policy All. - Plaster	Tons	-	\$ -	\$ -	12.5	\$ 4	\$.32
- Board, Lath & Tile	SM	1,466.0	1,241	.85	10,523.5	7,057	.66
- Joint System	Tons	-	-	-	53.9	7	.13
- Other Products	-	-	-	-	-	-	-
Total Cash Disc. & Policy All.			<u>\$ 1,241</u>			<u>\$ 7,069</u>	
Warehouse Freight - Inbound							
- Plaster	Tons	2.4	\$ (52)	\$ (21.67)	12.5	\$ 174	\$ 13.92
- Board, Lath & Tile	SM	1,466.0	10,500	7.16	10,523.5	78,667	7.48
- Joint System	Tons	9.8	603	61.53	53.9	1,115	20.68
- Other Products	-	-	2	-	-	15	-
Total Warehouse Freight - Inbound			<u>\$ 11,053</u>			<u>\$ 79,971</u>	
Net Sales - Plaster	Tons	2.4	\$ 350	\$ 145.83	12.5	\$ 1,251	\$ 100.08
- Board, Lath & Tile	SM	1,466.0	43,370	29.58	10,523.5	281,564	26.76
- Joint System	Tons	9.8	509	51.94	53.9	7,295	135.35
- Other Products	-	-	26	-	-	658	-
Total Net Sales			<u>\$ 44,255</u>			<u>\$ 290,768</u>	
Cost of Goods Sold:							
Total Fin. Prod. Invent. Change			<u>\$ 8,319</u>			<u>\$ (7,898)</u>	
Total Fin. Prod. Transfer			<u>\$ 26,548</u>			<u>\$ 238,979</u>	
Warehouse Operating Expense			<u>\$ 4,221</u>			<u>\$ 34,625</u>	
Total Cost of Goods Sold			<u>\$ 39,088</u>			<u>\$ 265,706</u>	
Operating Profit			<u>\$ 5,167</u>			<u>\$ 25,062</u>	
% of List Sales			7.2%			5.9%	