

HISTORY

In 1952 Reynolds Metals Company bought Southern States Iron Roofing Company, essentially from the Internal Revenue, to protect \$40 million of aluminum sales. Reynolds' product was used to produce aluminum roofing, sold through Southern States' 16 warehouses. The present SIRCO, then an integrated part of Southern States, was a conventional drum producer as well as a producer of field assembled drums. In 1971 the company, for several reasons, started losing money. In February 1972 the management was removed and the current president, then sales manager, was installed as president. After analyzing the overall situation, the conventional drum plant was closed. Sales were cut in half. Three months later the plant was in the black and operated the last six months of that year at acceptable profit levels. A similar situation exists today - - one profitable operation and one that is non-profitable.

In 1976, using the space made available by closing the conventional drum plant, four aluminum metal decorating lines were moved from Reynolds' Alabama plant to the SIRCO plant in Birmingham. Key Reynolds' personnel were transferred to operate the equipment.

Adequate market and margin existed then and now.

PLAINTIFF'S EXHIBIT

RMC-520

		Dec. 1958	Nov. 1958	Dec. 1957	Dec. 1958 Yr. To. Date	Dec. 1957 Yr. To. Date	G. P %
01	Alum. Mill Products	192 929	179 798		2398450		20.99
07	Alum. Rfg. & Fixt.	92 367	107 247		1798533		15.52
08	Alum. Ind. Rfg. & Fixt.	12 683	6 848		183 286		17.56
09	Alum. Raincry. Equip.	8 322	7 214		145 913		27.41
10	Alum. Misc. Prod.	58 63	53 27		103 572		26.63
11	Alum. W/B Siding	7 288	10 716		133 369		20.77
12	Alum. Awning Sheets	42 606	53 120		1112 196		28.26
13	Alum. Awning Supp.	59 35	60 38		136 328		30.39
14	Colorweld Sheet & Coil	36 285	46 91		239 014		9.46
15	Aluminum Screens	2 73	(70)		22 541		8.23
16	Aluminum Windows	27 231	34 585		316 445		19.34
17	Do-It-Yourself	36	12 59		61 58		(2.55)
18	Farm Gates	17 43	16 91		33 237		20.25
19	Vents & Trim	53 01	70 67		105 922		23.76
20	Metal Accessories	48 34	70 94		61 310		26.61
21	Alum Poultry House	1 157	15 509		87 282		24.75
101	Carbon Steel	53 913	67 541		703 667		17.44
102	Steel Bars & Angles	7 95	50		46 679		17.76
106	Expanded Metal	6 240	46 98		39 852		21.50
107	Steel Rfa. & Fixt.	120 477	140 285		1712 627		16.45
109	Steel Raincry. Equip.	18 849	22 823		249 131		26.09
110	Steel Misc. Products	14 804	15 342		232 785		24.91
111	Cabinets	2 116	22 48		34 061		20.07
112	Garage Doors	60 68	52 34		68 390		16.83
850	Mfg. Income	136	236		22 92		86.99
201	Stnls. Stl. Sht. & Coil	136 025	122 101		967 107		11.75
202	S. Stl. Rod, Bar & Struct.	74 46	10 487		69 698		12.98
203	Stnls. Stl. Tube & Pipe	31 394	10 528		135 107		12.56
204	Stnls. Stl. Fittings	15 281	10 386		60 412		7.33
850	Lawn Edging		16		(322)		41.61
301	Brass & Copper	30 504	26 391		269 625		11.71
401	Asphalt Roofing	52 029	74 670		1050 074		8.97
402	Plywood	132 152	120 102		1943 746		12.97
403	Flexible Insulation	67 265	60 942		817 709		14.25
404	Pipe Insulation	11 161	14 191		148 052		18.56
405	Home Insulation	18 180	14 737		231 314		19.40
406	Rigid Insulation	55 626	53 527		552 240		15.08
407	Fiberglass Panels	14 583	20 148		202 708		21.16
408	Polyethylene	7 500	7 371		78 214		21.67
109	Cedar Shingles	8 377	23 833		264 469		21.22
410	Stairways	329	679		80 10		16.19
411	Wall Paneling	64 80	57 63		89 416		19.27
412	Wood Doors	87 43	13 179		158 309		17.78
413	Asbestos Products	99 72	16 267		189 794		12.50
TOTAL		1,286,298	1,311,909	951,573	17,208,742	15,680,092	17.23

RMC0002271

		Dec. 1959	Nov. 1959	Dec. 1958	Dec. 1959 Yr. to Date	Dec. 1958 Yr. to Date	G. P.
01	Alum. Mill Products	384 020	305 463	192 929	3076 765	2398 452	21.07
07	Alum. Rfg. & Fixt.	123 863	108 889	42 367	1514 633	1798 533	18.77
08	Alum. Ind. Rfg. & Fixt.	20 956	33 933	12 653	311 757	153 286	19.18
07	Alum. Rainwy. Equip.	12 176	15 964	8 322	185 342	145 913	32.96
10	Alum. Misc. Prod.	5 318	12 574	5 899	101 050	109 750	23.46
11	Alum. W/B Siding	1 093	2 766	7 258	67 517	133 369	24.03
12	Alum. Awning Sheets	46 511	58 092	42 456	1460 656	1112 196	22.09
13	Alum. Awning Supp.	6 320	6 295	5 735	136 221	136 323	30.25
14	Colorweld Sheet & Coil	19 682	19 150	36 285	318 511	239 014	12.11
16	Aluminum Windows	47 899	45 000	27 504	434 868	338 956	14.85
19	Vents & Trim	8 954	8 355	5 301	147 849	105 922	23.25
20	Metal Accessories	8 442	10 234	9 834	114 348	61 310	20.13
21	Alum. Poultry Hous.	11 934	8 424	1 157	18 7 583	87 282	18.81
22	Alum. Life Guard Sdg.	16 493	22 891		263 269		22.59
101	Carbon Steel	62 419	26 743	54 708	1063 375	750 346	18.74
105	Expanded Metal	6 937	3 978	6 240	61 250	39 852	22.4
107	Steel Rfg. & Fixt.	177 118	109 015	120 477	2103 429	1712 627	14.71
109	Steel Rainwy. Equip.	15 746	13 767	18 849	227 806	249 131	24.52
110	Steel Misc. Products	10 524	26 266	14 804	317 435	232 785	17.69
111	Cabinets	2 920	2 943	2 116	43 270	34 061	22.2
201	Stnls. Stl. Sht. & Coil	111 293	83 847	136 025	2028 502	967 107	12.76
202	S. Stl. Rod, Bar & Struct.	13 912	4 714	7 446	109 990	69 198	16.06
203	Stnls. Stl. Tube & Pipe	11 543	22 583	31 394	265 413	135 107	11.87
204	Stnls. Stl. Fittings	1 832	559	15 281	33 913	60 412	3.93
301	Brass & Copper	29 641	65 869	30 504	461 892	269 625	12.84
401	Asphalt Roofing	54 487	78 996	52 029	949 876	1050 074	9.90
402	Plywood	75 575	84 209	132 152	1787 120	1943 746	10.83
403	Flexible Insulation	70 822	63 613	67 265	916 673	817 709	13.98
404	Pipe Insulation	6 100	5 544	11 161	86 374	148 052	18.90
405	Home Insulation	12 827	16 798	18 180	238 408	231 314	20.33
406	Rigid Insulation	34 969	56 782	55 626	902 748	552 240	15.09
407	Fiberglass Panels	15 146	12 834	14 583	190 486	202 708	23.86
408	Polyethylene	5 559	10 830	7 500	103 179	78 214	19.78
409	Cedar Shingles	6 041	12 289	8 377	203 732	264 469	20.35
410	Misc. Bldg. Products	5 580	7 101	8 276	94 660	111 607	19.18
411	Wall Paneling	5 747	20 220	6 480	84 651	81 416	14.43
412	Wood Doors	10 665	3 772	8 743	177 876	158 309	15.20
413	Asbestos Products	4 821	4 814	9 972	132 245	189 794	13.53
TOTAL		1365 885	1396 116	1286 298	20904 672	17208 742	11.81

Period December 1, 1959

Thru December 31, 1959

		Dec. 1960	Nov. 1960	Dec. 1959	Yr.-to-Date	Yr.-to-Date	GP%
01	Alum. Mill Products	224 320	253 474	284 020	339 1548	3076 765	20.53
07	Alum. Rfg. & Fixt.	92 107	122 683	123 863	1397 003	1514 633	20.83
08	Alum. Ind. Rfg. & Fixt.	28 786	24 134	20 956	315 313	311 757	19.25
	Alum. Raincry. Equip.	9 996	19 837	12 176	203 118	185 342	36.47
	Alum. Misc. Prod.	4 815	5 752	5 318	57 799	101 050	25.19
	Alum. W/B Siding	840	7 206	1 093	39 569	67 517	22.93
12	Alum. Awning Sheets	41 546	40 929	46 511	1117 612	1460 656	21.86
13	Alum. Awning Supp.	20 683	22 061	6 320	283 474	136 221	17.80
14	Colorweld Sheet & Coil	23 874	20 167	19 682	577 915	318 511	8.69
16	Aluminum Windows	41 969	55 469	47 899	639 571	434 218	20.01
19	Vents & Trim	7 099	13 026	8 954	129 976	147 849	24.23
20	Metal Accessories	6 839	13 094	8 442	125 793	114 348	22.30
21	Alum. Poultry Hses.	17 149	30 240	11 934	248 628	187 583	24.39
22	Alum. Lifeguard Sdg.	21 155	33 641	16 493	355 968	263 269	20.42
23	Alum. Truck Sections	3 920	5 006		43 027		31.31
24	M. Homes Sht. & Coil	80	81		161		72.67
101	Carbon Steel	40 057	49 483	62 419	727 879	1063 375	18.37
106	Expanded Metal	4 013	3 765	6 937	70 834	61 250	23.44
107	Steel Rfg. & Fixt.	115 284	174 970	177 118	1980 097	2103 129	14.66
109	Steel Raincry. Equip.	13 947	29 258	15 746	231 821	227 806	23.97
110	Steel Misc. Products	8 811	14 424	10 524	179 030	317 435	14.55
	Cabinets	1 881	5 380	2 920	36 749	43 270	16.44
201	Stnls. Stl. Sht. & Coil	123 446	152 594	111 293	1406 970	2028 502	12.19
202	S. Stl. Red. Bar & Struct.	8 825	8 701	13 912	133 727	109 990	15.05
203	Stnls. Stl. Tube & P.	55 488	58 545	11 543	403 492	265 413	11.47
204	Stnls. Stl. Fittings	1 499	2 507	1 832	33 294	33 913	7.70
301	Brass & Copper	49 678	51 650	29 641	482 070	461 892	9.90
401	Asphalt Roofing	57 902	59 398	54 487	835 847	949 876	9.09
402	Plywood	61 681	108 846	75 575	1435 598	1787 120	9.67
403	Flexible Insulation	51 329	50 979	70 822	807 046	916 673	13.15
404	Pipe Insulation	3 472	10 252	6 100	52 593	86 374	14.64
405	Homo Insulation	10 959	19 074	12 827	186 245	238 408	20.48
406	Rigid Insulation	42 276	42 942	34 969	587 030	902 748	12.43
407	Fiberglass Panels	13 945	18 612	15 146	174 251	190 486	18.74
408	Polyethylene	6 725	8 189	5 559	79 752	103 179	20.01
409	Cedar Shingles	6 636	8 810	6 041	134 581	203 732	22.93
410	Misc. Bldg. Prod.	4 921	5 404	5 580	70 874	94 660	24.81
	Wall Paneling	5 025	5 017	5 747	58 101	84 651	17.96
	Wood Doors	424	655	10 665	47 261	177 876	10.77
	Asbestos Products	865	6 228	4 821	75 451	132 245	12.78
TOTAL		1228 267	1562, 483	1365, 885	19177 068	20,904, 672	16.73

Atlanta Mfg.		Dec. 1960	Nov. 1960	Dec. 1959	Dec. 1959	Yr.-To-Date	Yr.-To-Date	GP%
001	Alum. Mill Prod.	\$	\$	\$	(481)	\$ 37 021	\$ 28 654	(27)
007	Alum. Rfg. & Fixt.						1 150	
008	Alum. Ind. Rfg. & Fixt.							
010	Alum. Misc. Prod.					248		9.12
011	Alum. W/B Siding		2 331			790	(10)	70.62
012	Alum. Awning Sheets	4 540	120	244	118 817	179 745		12.50
013	Alum. Awning Supp.	20	7 867	4	1 904	1 659		25.30
014	Colorweld Sht. & Coil	(2 776)		407 343	997 038	338 0 298		6.33
019	Vents & Trim		18		115			20.58
850	Mfg. Income	84 410	134 383	9 888	1196 943	191 047		12.11
860	Lawn Edging				16 766	119 458		47.35
888	Scrap	7 019	11 081	16 663	141 789	161 424		3.31
	Total Atlanta Mfg.	\$ 93,213	\$ 155,800	\$ 433,661	\$ 2511,431	\$ 4,062,825		9.04
	Container Div.							
001	Alum. Mill Prod.	\$	\$	\$	(11 434)	\$	\$	
801	Heavy Drums	145 899	116 665	186 788	1654 801	2184 736		29.86
802	Light Drums	133 935	139 526	134 055	1852 610	1521 415		24.83
804	Alum. Drums			68 898	4 073	156 826		22.41
805	Pails	2 275	4 187	3 221	74 195	60 507		12.33
850	Mfg. Income					755		
	Total Container	\$ 282,109	\$ 260,378	\$ 381,528	\$ 3585,679	\$ 3924,239		26.89
	Mobile Homes Div.							
001	Alum. Mill Prod.	\$ 945	\$ 2 022		\$ 3 162			16.12
014	Colorweld Sht. & Coil	3 196	9 585		15 217			11.05
024	M. Homes Sht. & Coil	6 057	9 460		27 349			19.78
101	Carbon Steel	4 938	12 305		17 244			30.08
405	Home Insulation	1 782	1 815		5 997			13.21
	Total Mobile Homes	\$ 16,918	\$ 35,187		\$ 68,969			19.69
	Total All Divisions	\$ 1,620,507	\$ 2,013,848	\$ 2,181,074	\$ 25,343,147	\$ 28,891,836		15.45