PLAINTIFF'S EXHIBIT

GP-873

GEORGIA-PACIFIC CORPORATION

BESTWALL GYPSUM DIVISION
Paoli, Pennsylvania
July, 1966

ACME PLANT PROFIT & LOSS STATEMENT

		Month					Annual Standard	Year-to-Date			
		Annual Standard	$ %	Units	Amount	Average Unit	Average/Unit	$ %	Units	Amount	Average Unit
Rock Sales	Tons	30,000	6.0	3,928	$ 27,499	$ 7.00	$ 3.47	2.3	21,570	$ 88,229	$ 4.09
Plaster Sales	Tons	18,000	3.5	575	16,106	28.01	24.06	3.9	5,622	150,146	26.71
Board, Lath & Tile Sales	SM	185,412	84.0	9,742	387,638	39.79	37.33	86.0	86,402	3,320,552	38.43
Joint System Sales	Tons	4,632	6.0	185	27,611	149.25	132.34	7.5	1,983	289,059	145.77
Densite Sales	Tons	-	-	-	-	-	-	-	-	-	-
Other Product Sales	-		.5		2,493			.3		11,797	
Total Sales			100.0		$ 461,347			100.0		$ 3,859,783	
Total Trade Discounts			(.9)		$ (4,205)			1.6		$ 62,667	
Freight - Rock	Tons		53.4	3,928	14,695	3.74	.73	25.7	21,570	22,636	1.05
- Plaster	Tons		35.7	575	5,745	9.99	4.83	32.8	5,622	49,202	8.75
- Board, Lath & Tile	SM		22.8	9,742	88,599	9.09	7.45	22.4	86,402	742,501	8.59
- Joint System	Tons		12.8	185	3,534	19.10	26.77	13.1	1,983	37,960	19.14
- Densite	Tons		-		-			-		-	
- Other Products	-		10.7		267			16.0		1,889	
Total Freight			24.5		$ 112,840			22.1		$ 854,188	
Total Defective Allowances			.5		$ 2,459			.2		$ 7,583	
Cash Discounts & Policy Allow.											
- Rock	Tons		2.1	3,928	563	.14	.07	1.7	21,570	1,532	.07
- Plaster	Tons		.5	575	84	.15	.39	1.4	5,622	2,105	.37
- Board, Lath & Tile	SM		3.8	9,742	14,612	1.50	.62	2.4	86,402	79,912	.92
- Joinf System	Tons		2.4	185	661	3.57	2.16	1.9	1,983	5,523	2.79
- Densite	Tons		-		-			-		-	
- Other Products	-		-		1			.2		17	
Total Cash Discounts & Policy All.			3.5		$ 15,921			2.3		$ 89,0[illegible]9	
Net Sales - Rock	Tons		44.5	3,928	12,241	3.12	2.67	71.6	21,570	63,210	2.93
- Plaster	Tons		62.3	575	10,027	17.44	18.78	65.6	5,622	98,421	17.51
- Board, Lath & Tile	SM		74.2	9,742	287,490	29.51	28.92	73.5	86,402	2,440,699	28.25
- Joint System	Tons		80.9	185	22,349	120.80	102.98	81.0	1,983	234,035	118.02
- Densite	Tons		-		-			-		-	
- Other Products	-		89.3		2,225			83.8		9,891	
Total Net Sales			72.4		$ 334,332			73.8		$ 2,846,256	
Rock Cost	Tons		-		-			-		-	
Rock Processing Cost	Tons			14,278	7,401	.52	.53		120,235	71,208	.59
Crushed Rock Loading	Tons			3,928	596	.15	.10		21,570	2,437	.11
Rock Inventory Difference				-	(362)	-	-		-	(2,542)	-
Cost of Rock Sold				3,928	$ 2,632	$ .67	$ .63		21,570	$ 15,204	$ .70
Cost of Rock Used	Tons			10,107	5,003	.50	.53		95,501	55,899	.59
Stucco Processing Cost	Tons			8,062	3,256	.40	1.03		76,152	73,576	.97
Plaster Raw Materials Cost	Tons			653	3,280	8.09	4.25		6,114	44,307	7.25
Plaster Processing Cost	Tons			653	2,297	3.52	2.86		6,114	18,870	3.09
Plaster Transfers	Tons				(1,996)					(12,562)	
Stucco and Plaster Inventory Difference				-	(1,729)	-	-		-	(8,693)	-
Cost of Plaster Sold	Tons			575	$ 4,892	$ 8.50	$ 8.69		5,622	$ 51,495	$ 9.16
Cost of Stucco in Board	SM			8,856	7,219	.82	1.31		91,414	120,604	1.32
Paper Cost	SM			8,856	70,480	7.96	8.08		91,414	755,387	8.26
Other Raw Material Cost	SM			8,856	15,113	1.71	1.62		91,414	158,144	1.73
Board Processing Cost	SM			8,856	59,354	6.70	4.90		91,414	463,192	5.07
Tile Raw Material Cost	SM			-	-	-	-		-	-	-
Tile Processing Cost	SM			-	-	-	-		-	-	-
Board, Lath & Tile Transfers	SM				(1,417)					43,886	
Board, Lath & Tile Inventory Difference					22,329					(70,904)	
Cost of Board, Lath & Tile Sold	SM			9,742	$ 173,078	$ 17.77	$ 16.51		86,402	$ 1,470,309	$ 17.02
Joint System Tapes	Tons			547	[illegible]	1.46	7.50		4,192	14,601	3.48
Joint System Raw Material Cost	Tons			547	38,166	69.77	79.50		4,192	320,234	76.39
Joint System Processing Cost	Tons			547	4,541	8.30	8.86		4,192	32,418	7.73
Joint System Transfers	Tons			(364)	(34,574)				(2,863)	(281,616)	
Joint System Inventory Difference					2,065					18,992	
Cost of Joint System Sold				185	$ 10,996	$ 80.99	$		1,983	$ 104,629	$ 78.08
Cost of Other Products Sold					$ 1,697					$ 9,338	
Gross Profit - Rock	Tons		34.9	3,928	9,609	2.45	2.03	54.4	21,570	48,006	2.23
- Plaster	Tons		31.9	575	5,135	8.93	10.11	31.3	5,622	46,926	8.35
- Board, Lath & Tile	SM		29.5	9,742	114,412	11.74	12.35	29.2	86,402	970,390	11.23
- Joint System	Tons		26.7	185	7,365	39.81	6.48	27.4	1,983	79,207	39.94
- Joint System Inter-Plant	Tons				3,988					50,199	
- Other Products	-		21.2		528			4.7		553	
Total Gross Profit			30.6		$ 141,037			31.0		$ 1,195,281	
Administrative Expense			2.1		9,778		107,000	1.8		71,345	
General Plant Expense			6.2		28,520		371,000	5.1		195,118	
Fixed Costs			4.5		20,440		221,000	3.0		116,524	
Houston Warehouse Expense			.8		3,701		55,000	.8		30,404	
Operating Profit			17.0		$ 78,598		$ 1,839,000	20.3		$ 781,890	
Home Office Administrative			4.1		19,090			3.2		124,224	
Selling Expense			14.3		66,112		-	11.8		455,580	
Net Profit Before Taxes			(1.4)		$ (6,604)		$ 843,000	5.3		$ 202,086	
Annual Std. - Mo. & YTD					$ 70,000					$ 490,000	

Statistics:

		Month	Annual Standard	Year-to-Date
Number of Employees - Salaried		28	28	
- Hourly		151	154	
Johns-Manville Sales:				
Volume		1,747 M Sq. Ft.	10,000 M Sq. Ft.	12,435 M Sq. Ft.
%		9.2	4.9	7.9
Industrial Sales %		.4	4.0	2.2
Board & Lath Plant:				
Days Operated		13.9	294	138.8
Average Daily Production		637 M Sq. Ft.	640 M Sq. Ft.	659 M Sq. Ft.
% of Capacity		47 %	85 %	69 %
Production per Man Hours		853 Sq. Ft.	931 Sq. Ft.	927 Sq. Ft.
Man Hours per Machine Hours		17.4	15.9	17.2
Lath Sales Volume	SM	14	1,200	180

Capacity: Plaster	Tons	6,664
Board & Lath	SM	18,108

GEORGIA-PACIFIC CORPORATION

BESTWALL GYPSUM DIVISION
Paoli, Pennsylvania
August, 1966
Revised

ACME PLANT PROFIT AND LOSS STATEMENT

		Month					Annual Standard	Year-to-Date			
		Annual Standard	$ %	Units	Amount	Average Unit	Average/ Unit	$ %	Units	Amount	Average Unit
Rock Sales	Tons	30,000	3.7	3,039	$ 20,174	$ 6.64	$ 3.47	2.5	24,609	$ 108,403	$ 4.41
Plaster Sales	Tons	18,000	5.5	1,144	29,967	26.19	24.06	4.1	6,766	180,113	26.62
Board, Lath & Tile	SM	185,412	84.1	11,440	462,637	40.44	37.33	85.8	97,842	3,783,189	38.67
Joint System Sales	Tons	4,632	6.3	253	34,585	136.70	132.34	7.3	2,236	323,644	144.74
Densite Sales	Tons	-	-	-	-	-	-	-	-	-	-
Other Product Sales	-	-	.4	-	2,162	-	-	.3	-	13,959	-
Total Sales			100.0		$ 549,525			100.0		$ 4,409,308	
Total Trade Discounts			.6		$ 3,009			1.5		$ 65,676	
Freight - Rock	Tons		58.0	3,039	11,702	3.85	.73	31.7	24,609	34,338	1.40
- Plaster	Tons		31.6	1,144	9,477	8.28	4.83	32.6	6,766	58,679	8.67
- Board, Lath & Tile	SM		21.2	11,440	98,163	8.58	7.45	22.2	97,842	840,664	8.59
- Joint System	Tons		13.6	253	4,682	18.51	26.77	13.2	2,236	42,642	19.07
- Densite	Tons		-	-	-	-	-	-	-	-	-
- Other Products	-		11.7	-	253	-	-	15.3	-	2,142	-
Total Freight			22.6		$ 124,277			22.2		$ 978,465	
Total Defective Allowances			-		$ 194			.2		$ 7,777	
Cash Discount & Policy Allowances											
- Rock	Tons		1.9	3,039	383	.13	.07	1.8	24,609	1,915	.08
- Plaster	Tons		.8	1,144	253	.22	.39	1.3	6,766	2,358	.35
- Board, Lath & Tile	SM		2.0	11,440	9,029	.79	.62	2.4	97,842	88,941	.91
- Joint System	Tons		3.7	253	1,291	5.10	2.16	2.1	2,236	6,814	3.05
- Densite	Tons		-	-	-	-	-	-	-	-	-
- Other Products	-		4.4	-	96	-	-	.8	-	113	-
Total Cash Discounts & Policy All.			2.0		$ 11,052			2.3		$ 100,141	
Net Sales - Rock	Tons		32.[illegible]	3,039	6,627	2.18	2.67	64.4	24,609	69,837	2.84
- Plaster	Tons		67.4	1,144	20,181	17.64	18.78	65.8	6,766	118,602	17.53
- Board, Lath & Tile	SM		76.7	11,440	354,844	31.02	28.92	73.9	97,842	2,795,543	28.57
- Joint System	Tons		79.6	253	27,528	108.81	102.98	80.8	2,236	261,563	116.98
- Densite	Tons		-	-	-	-	-	-	-	-	-
- Other Products	-		83.9	-	1,813	-	-	83.9	-	11,704	-
Total Net Sales	Tons		74.8	15,689	$ 410,993	$ 26.20	$ 27.55	73.8	129,402	$ 3,257,249	$ 25.17
Rock Cost	Tons			-	-	-	-		-	-	-
Rock Processing Cost	Tons			14,219	9,070	.64	.53		134,454	80,278	.60
Crushed Rock Loading	Tons			3,039	354	.12	.10		24,609	2,791	.11
Rock Inventory Difference				-	(793)	-	-		-	(3,335)	-
Cost of Rock Sold				3,039	$ 2,310	$ .76	$ .63		24,609	$ 17,514	$ .71
Cost of Rock Used	Tons			10,374	6,321	.61	.53		105,875	62,220	.59
Stucco Processing Cost	Tons			8,387	8,098	.97	1.03		84,539	81,674	.97
Plaster Raw Materials Cost	Tons			1,229	8,359	6.80	4.25		7,353	52,666	7.16
Plaster Processing Cost	Tons			1,229	3,369	2.74	2.86		7,353	22,239	3.02
Plaster Transfers	Tons			-	(2,418)	-	-		-	(14,980)	-
Stucco & Plaster Inventory Difference				-	(503)	-	-		-	(9,196)	-
Cost of Plaster Sold	Tons			1,144	$ 10,531	$ 9.20	$ 8.69		6,766	$ 62,026	$ 9.17
Cost of Stucco In Board	SM			9,856	12,695	1.29	1.31		101,270	133,299	1.32
Paper Cost	SM			9,856	80,720	8.19	8.08		101,270	836,107	8.26
Other Raw Material Cost	SM			9,856	23,660	2.40	1.62		101,270	181,804	1.80
Board Processing Cost	SM			9,856	48,178	4.89	4.90		101,270	511,370	5.05
Tile Raw Material Cost	SM			-	-	-	-		-	-	-
Tile Processing Cost	SM			-	-	-	-		-	-	-
Board, Lath & Tile Transfers	SM			-	2,892	-	-		-	46,778	-
Board, Lath & Tile Inventory Difference				-	31,679	-	-		-	(39,225)	-
Cost of Board, Lath & Tile Sold	SM			11,440	$ 199,824	$ 17.47	$ 16.51		97,842	$ 1,670,133	$ 17.07
Joint System Tapes	Tons			498	1,733	3.48	7.50		4,690	16,334	3.48
Joint System Raw Material Cost	Tons			498	36,577	73.45	79.50		4,690	356,811	76.08
Joint System Processing Cost	Tons			498	6,604	13.26	8.86		4,690	39,022	8.32
Joint System Transfers	Tons			(277)	(25,640)	-	-		(3,140)	(307,256)	-
Joint System Inventory Difference				-	4,438	-	-		-	23,430	-
Cost of Joint System Sold				253	$ 23,712	$ 105.06	$ -		2,236	$ 128,341	$ 81.13
Cost of Other Products Sold					$ 2,251					$ 11,589	$
Gross Profit - Rock	Tons			3,039	4,317	1.42	2.03		24,609	52,323	2.13
- Plaster	Tons			1,144	5,443	4.76	10.11		6,766	52,369	7.74
- Board, Lath & Tile	SM			11,440	159,227	13.92	12.35		97,842	1,129,617	11.55
- Joint System	Tons			253	947	3.74	6.48		2,236	80,154	35.85
- Joint System Inter Plant	Tons			-	2,869	-	-		-	53,068	-
- Other Products	-			-	(438)	-	-		-	115	-
Total Gross Profit	Tons			15,689	$ 172,365	$ 10.99	$ 11.38		129,402	$ 1,367,646	$ 10.57
Administrative Expense	Tons			15,689	8,884	.57	.47		129,402	80,229	.62
General Plant Expense	Tons			15,689	27,257	1.74	1.63		129,402	222,375	1.72
Fixed Costs	Tons			15,689	20,152	1.28	.97		129,402	136,676	1.05
Houston Warehouse Expense	Tons			15,689	4,221	.27	.24		129,402	34,625	.27
Operating Profit	Tons			15,689	$ 111,851	$ 7.13	$ 8.07		129,402	$ 893,741	$ 6.91
Home Office Administrative	Tons			15,689	17,782	1.13	.94		129,402	142,006	1.10
Selling Expense	Tons			15,689	67,378	4.30	3.43		129,402	522,958	4.04
Net Profit Before Taxes	Tons			15,689	$ 26,691	$ 1.70	$ 3.70		129,402	$ 228,777	$ 1.77
Annual Std. - Mo. & YTD	Tons			18,987	$ 70,000		$ 843,000		151,896	$ 560,000	

Statistics:

			Month	Annual Standard	Year-to-Date
Number of Employees - Salaried			28	28	-
- Hourly			151	154	-
Johns-Manville Sales:					
Volume			1,661 M Sq. Ft.	10,000 M Sq. Ft.	14,096 M Sq. Ft.
%			7.5 %	4.9 %	7.8 %
Industrial Sales %			-	4.0 %	1.9 %
Board & Lath Plant:					
Days Operated			17.2	294	156.0
Average Daily Production			573 M Sq. Ft.	640 M Sq. Ft.	649 M Sq. Ft.
% of Capacity			53 %	85 %	67 %
Production per Man Hours			849 Sq. Ft.	931 Sq. Ft.	919 Sq. Ft.
Man Hours per Machine Hours			16.6	15.9	17.1
Weight per MSF-SM Bd., Lath & Tile	Lbs.		1,967	1,890	1,958
Computed Tons of Bd., Lath & Tile Sales	Tons		11,253	175,214	95,791
Capacity: Plaster	Tons	6,664			
Board & Lath	SM	18,108			
Lath Sales Volume	SM		33	1,200	213

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GEORGIA-PACIFIC CORPORATION

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BESTWALL GYPSUM DIVISION
Paoli, Pennsylvania
August, 1966

ACME PLANT PROFIT AND LOSS STATEMENT

		Month					Annual Standard	Year-to-Date			
		Annual Standard	$ $	Units	Amount	Average Unit	Average/Unit	$ $	Units	Amount	Average Unit
Rock Sales	Tons	30,000	3.7	3,039	$ 20,174	$ 6.64	$ 3.47	2.5	24,609	$ 108,403	$ 4.41
Plaster Sales	Tons	18,000	5.5	1,144	29,967	26.19	24.06	4.1	6,766	180,113	26.62
Board, Lath & Tile	SM	185,412	84.1	11,440	462,637	40.44	37.33	85.8	97,842	3,783,189	38.67
Joint System Sales	Tons	4,632	6.3	253	34,585	136.70	132.34	7.3	2,236	323,644	144.74
Densite Sales	Tons	-	-	-	-	-	-	-	-	-	-
Other Product Sales	-	-	.4	-	2,162	-	-	.3	-	13,959	-
Total Sales			100.0		$ 549,525			100.0		$ 4,409,308	
Total Trade Discounts			.6		$ 3,009			1.5		$ 65,676	
Freight - Rock	Tons		58.0	3,039	11,702	3.85	.73	31.7	24,609	34,338	1.40
- Plaster	Tons		31.6	1,144	9,477	8.28	4.83	32.6	6,766	58,679	8.67
- Board, Lath & Tile	SM		21.2	11,440	98,163	8.58	7.45	22.2	97,842	840,664	8.59
- Joint System	Tons		13.6	253	4,682	18.51	26.77	13.2	2,236	42,642	19.07
- Densite	Tons		-	-	-	-	-	-	-	-	-
- Other Products	-		11.7	-	253	-	-	15.3	-	2,142	-
Total Freight			22.6		$ 124,277			22.2		$ 978,465	
Total Defective Allowances			-		$ 194			.2		$ 7,777	
Cash Discount & Policy Allowances											
- Rock	Tons		1.9	3,039	383	.13	.07	1.8	24,609	1,915	.08
- Plaster	Tons		.8	1,144	253	.22	.39	1.3	6,766	2,358	.35
- Board, Lath & Tile	SM		2.0	11,440	9,029	.79	.62	2.4	97,842	88,941	.91
- Joint System	Tons		3.7	253	1,291	5.10	2.16	2.1	2,236	6,814	3.05
- Densite	Tons		-	-	-	-	-	-	-	-	-
- Other Products	-		4.4	-	96	-	-	.8	-	113	-
Total Cash Discounts & Policy All.			2.0		$ 11,052			2.3		$ 100,141	
Net Sales - Rock	Tons		32.8	3,039	6,627	2.18	2.67	64.4	24,609	69,837	2.84
- Plaster	Tons		67.4	1,144	20,181	17.64	18.78	65.8	6,766	118,602	17.53
- Board, Lath & Tile	SM		76.7	11,440	354,844	31.02	28.92	73.9	97,842	2,795,543	28.57
- Joint System	Tons		79.6	253	27,528	108.81	102.98	80.8	2,236	261,563	116.98
- Densite	Tons		-	-	-	-	-	-	-	-	-
- Other Products	-		83.9	-	1,813	-	-	83.9	-	11,704	-
Total Net Sales	Tons		74.8	15,689	$ 410,993	$ 26.20	$ 27.55	73.8	129,402	$ 3,257,249	$ 25.17
Rock Cost	Tons			-	-	-	-		-	-	-
Rock Processing Cost	Tons			14,219	9,070	.64	.53		134,454	80,278	.60
Crushed Rock Loading	Tons			3,039	354	.12	.10		24,609	2,791	.11
Rock Inventory Difference				-	(793)	-	-		-	(3,335)	-
Cost of Rock Sold				3,039	$ 2,310	$ .76	$ .63		24,609	$ 17,514	$ .71
Cost of Rock Used	Tons			10,374	6,321	.61	.53		105,875	62,220	.59
Stucco Processing Cost	Tons			8,387	8,098	.97	1.03		84,539	81,674	.97
Plaster Raw Materials Cost	Tons			1,229	8,359	6.80	4.25		7,353	52,666	7.16
Plaster Processing Cost	Tons			1,229	3,369	2.74	2.86		7,353	22,239	3.02
Plaster Transfers	Tons			-	(2,418)	-	-		-	(14,980)	-
Stucco & Plaster Inventory Difference				-	(503)	-	-		-	(9,196)	-
Cost of Plaster Sold	Tons			1,144	$ 14,738	$ 12.88 ✓	$ 8.69		6,766	$ 66,233 ✓	$ 9.79
Cost of Stucco in Board	SM			9,856	8,488	.86 ✓	1.31		101,270	129,092	1.27
Paper Cost	SM			9,856	80,720	8.19	8.08		101,270	836,107	8.26
Other Raw Material Cost	SM			9,856	23,660	2.40	1.62		101,270	181,804	1.80
Board Processing Cost	SM			9,856	48,178	4.89	4.90		101,270	511,370	5.05
Tile Raw Material Cost	SM			-	-	-	-		-	-	-
Tile Processing Cost	SM			-	-	-	-		-	-	-
Board, Lath & Tile Transfers	SM			-	2,892	-	-		-	46,778	-
Board, Lath & Tile Inventory Difference				-	31,679	-	-		-	(39,225)	-
Cost of Board, Lath & Tile Sold	SM			11,440	$ 195,617	$ 17.10 ✓	$ 16.51		97,842	$ 1,665,926 ✓	$ 17.03
Joint System Tapes	Tons			498	1,[illegible]3	3.48	7.50		4,690	16,334	3.48
Joint System Raw Material Cost	Tons			498	36,577	73.45	79.50		4,690	356,811	76.08
Joint System Processing Cost	Tons			498	6,604	13.26	8.86		4,690	39,022	8.32
Joint System Transfers	Tons			(277)	(25,640)	-	-		(3,140)	(307,256)	-
Joint System Inventory Difference				-	4,438	-	-		-	23,430	-
Cost of Joint System Sold				253	$ 23,712	$ 105.06	$ -		2,236	$ 128,341	$ 81.13
Cost of Other Products Sold					$ 2,251					$ 11,589	$
Gross Profit - Rock	Tons			3,039	4,317	1.42	2.03		24,609	52,323	2.13
- Plaster	Tons			1,144	5,443	4.76	10.11		6,766	52,369	7.74
- Board, Lath & Tile	SM			11,440	159,227	13.92	12.35		97,842	1,129,617	11.55
- Joint System	Tons			253	947	3.74	6.48		2,236	80,154	35.85
- Joint System Inter Plant	Tons			-	2,869	-	-		-	53,068	-
- Other Products	-			-	(438)	-	-		-	115	-
Total Gross Profit	Tons			15,689	$ 172,365	$ 10.99	$ 11.38		129,402	$ 1,367,646	$ 10.57
Administrative Expense	Tons			15,689	8,884	.57	.47		129,402	80,229	.62
General Plant Expense	Tons			15,689	27,257	1.74	1.63		129,402	222,375	1.72
Fixed Costs	Tons			15,689	20,152	1.28	.97		129,402	136,676	1.05
Houston Warehouse Expense	Tons			15,689	4,221	.27	.24		129,402	34,625	.27
Operating Profit	Tons			15,689	$ 111,851	$ 7.13	$ 8.07		129,402	$ 893,741	$ 6.91
Home Office Administrative	Tons			15,689	17,782	1.13	.94		129,402	142,006	1.10
Selling Expense	Tons			15,689	67,378	4.30	3.43		129,402	522,958	4.04
Net Profit Before Taxes	Tons			15,689	$ 26,691	$ 1.70	$ 3.70		129,402	$ 228,777	$ 1.77
Annual Std. - Mo. & YTD	Tons			18,987	$ 70,000		$ 843,000		151,896	$ 560,000	

Statistics:

			Month	Annual Standard	Year-to-Date
Number of Employees - Salaried			28	28	-
- Hourly			151	154	-
Johns-Manville Sales:					
Volume			1,661 M Sq. Ft.	10,000 M Sq. Ft.	14,096 M Sq. Ft.
%			7.5 %	4.9 %	7.8 %
Industrial Sales %			-	4.0 %	1.9 %
Board & Lath Plant:					
Days Operated			17.2	294	156.0
Average Daily Production			573 M Sq. Ft.	640 M Sq. Ft.	649 M Sq. Ft.
% of Capacity			53 %	85 %	67 %
Production per Man Hours			849 Sq. Ft.	931 Sq. Ft.	919 Sq. Ft.
Man Hours per Machine Hours			16.6	15.9	17.1
Weight per MSF-SM Bd., Lath & Tile	Lbs.		1,967	1,890	1,958
Computed Tons of Bd., Lath & Tile Sales	Tons		11,253	175,214	95,791
Capacity: Plaster	Tons	6,664			
Board & Lath	SM	18,108			
Lath Sales Volume	SM		33	1,200	213

SGP 0002892

GEORGIA-PACIFIC CORPORATION

BESTWALL GYPSUM DIVISION
Paoli, Pennsylvania
September, 1966

ACME PLANT PROFIT & LOSS STATEMENT

	Percent Sales Dollars Mo.	Std.	YTD		Month Units	Month Amount	Month Average	Annual Standard	Year-to-Date Units	Year-to-Date Amount	Year-to-Date Average	Annual Standard Volume
Rock Sales	3	1	3	Tons	2,266	$ 14,839	$ 6.55	$ 3.47	26,875	$ 123,242	$ 4.59	30,000
Plaster Sales	8	5	5	Tons	1,872	40,469	21.62	24.06	8,638	220,582	25.54	18,000
Board, Lath & Tile Sales	81	86	85	SM	10,888	421,926	38.75	37.33	108,730	4,205,115	38.67	185,412
Joint System Sales	8	8	7	Tons	238	40,451	169.96	[illegible]	2,474	364,095	147.17	4,632
Densite Sales	-	-	-	Tons	-	-	-	-	-	-	-	-
Other Product Sales	-	-	-	-	-	1,634	-	-	-	15,593	-	-
Total Sales	100	100	100			$ 519,319				$ 4,928,627		
Total Trade Discounts						$ 4,032				$ 69,708		
Freight - Rock				Tons	2,266	6,687	2.95	.73	26,875	41,025	1.53	
- Plaster				Tons	1,872	13,612	7.27	4.83	8,636	72,291	8.37	
- Board, Lath & Tile				SM	10,888	80,815	7.42	7.45	108,730	921,479	8.47	
- Joint System				Tons	238	6,311	26.52	26.77	2,474	48,953	19.79	
- Densite				Tons	-	-	-	-	-	-	-	
- Other Products				-	-	238	-	-	-	2,380	-	
Total Freight						$ 107,663				$ 1,086,128		
Total Defective Allowances						$ -				$ 7,777		
Cash Discounts & Policy Allowances												
- Rock				Tons	2,266	264	.12	.07	26,875	2,179	.08	
- Plaster				Tons	1,872	650	.35	.39	8,638	3,008	.35	
- Board, Lath & Tile				SM	10,888	10,452	.96	.62	108,730	99,393	.91	
- Joint System				Tons	238	651	2.74	2.16	2,474	7,465	3.02	
- Densite				Tons	-	-	-	-	-	-	-	
- Other Products				-	-	58	-	-	-	171	-	
Total Cash Discounts & Policy Allowances						$ 12,075				$ 112,216		
Net Sales - Rock				Tons	2,266	7,888	3.48	2.67	26,875	77,725	2.89	
- Plaster				Tons	1,872	26,182	13.99	18.78	8,638	144,784	16.76	
- Board, Lath & Tile				SM	10,888	329,430	30.26	28.92	108,730	3,124,973	28.74	
- Joint System				Tons	238	30,711	129.04	102.98	2,474	292,274	118.14	
- Densite				Tons	-	-	-	-	-	-	-	
- Other Products				-	-	1,338	-	-	-	13,042	-	
Total Net Sales				Tons	14,944	$ 395,549	$ 26.47	$ 27.55	144,346	$ 3,652,798	$ 25.31	
Rock Cost				Tons	-	-	-	-	-	-	-	
Rock Processing Cost				Tons	9,378	7,515	.80	.53	143,832	87,793	.61	
Crushed Rock Loading				Tons	2,266	163	.07	.10	26,875	2,954	.11	
Rock Inventory Difference				-	-	3,901	-	-	-	566	-	
Cost of Rock Sold				Tons	2,266	$ 1,971	$ .87	$ .63	26,875	$ 19,485	$ .72	
Cost of Rock Used				Tons	12,007	9,608	.80	.53	117,882	71,828	.61	
Stucco Processing Cost				Tons	9,483	8,670	.91	1.03	94,022	90,344	.96	
Plaster Raw Materials Cost				Tons	1,918	9,908	5.17	4.25	9,271	62,574	6.75	
Plaster Processing Cost				Tons	1,918	4,977	2.59	2.86	9,271	27,216	2.94	
Plaster Transfers				Tons	-	(3,182)	-	-	-	(18,162)	-	
Stucco and Plaster Inventory Difference				-	-	1,547	-	-	-	(6,947)	-	
Cost of Plaster Sold				Tons	1,872	$ 16,976	$ 9.07	$ 8.69	8,638	$ 79,002	$ 9.15	
Cost of Stucco In Board				SM	10,507	14,552	1.38	1.31	111,777	147,851	1.32	
Paper Cost				SM	10,507	89,036	8.47	8.08	111,777	925,143	8.28	
Other Raw Material Cost				SM	10,507	20,829	1.98	1.62	111,777	202,633	1.81	
Tile Raw Materials Cost				SM	-	-	-	-	-	-	-	
Board Processing Cost				SM	10,507	50,493	4.81	4.90	111,777	561,863	5.03	
Tile Processing Cost				SM	-	-	-	-	-	-	-	
Board, Lath & Tile Transfers				SM	-	8,476	-	-	-	55,254	-	
Board, Lath & Tile Inventory Difference				-	-	2,891	-	-	-	(36,334)		
Cost of Board, Lath & Tile Sold				SM	10,888	$ 186,277	$ 17.11	$ 16.51	108,730	$ 1,856,410	$ 17.07	
Joint System Tapes				Tons	620	1,526	2.46	7.50	5,310	17,860	3.36	
Joint System Raw Material Cost				Tons	620	43,110	69.53	79.50	5,310	399,921	75.31	
Joint System Processing Cost				Tons	620	4,504	7.26	8.86	5,310	43,526	8.20	
Joint System Transfers				Tons	(423)	(46,433)	-	-	(3,563)	(353,689)	-	
Joint System Inventory Difference				-	-	2,684	-	-	-	26,114	-	
Cost of Joint System Sold				Tons	238	$ 5,391	$ 46.29	$ -	2,474	$ 133,732	$ 77.78	
Cost of Other Products Sold				Tons	-	$ 1,336	$ -	$ -	-	$ 12,925	$ -	
Gross Profit - Rock				Tons	2,266	5,917	2.61	2.03	26,875	58,240	2.17	
- Plaster				Tons	1,872	9,206	4.92	10.11	8,638	65,782	7.62	
- Board, Lath & Tile				SM	10,888	143,153	13.15	12.35	108,730	1,268,563	11.67	
- Joint System				Tons	238	19,695		6.48	2,474	99,849	40.36	
- Joint System - Inter-Plant				Tons	-	5,625	-	-	-	58,693	-	
- Other Products				-	-	2	-	-	-	117	-	
Total Gross Profit				Tons	14,944	$ 183,598	$ 12.29	$ 11.38	144,346	$ 1,551,244	$ 10.75	
Administrative Expense				Tons	14,944	13,031	.87	.47	144,346	93,260	.65	
General Plant Expense				Tons	14,944	29,863	2.00	1.63	144,346	252,238	1.74	
Fixed Costs				Tons	14,944	23,325	1.56	.97	144,346	160,001	1.11	
Houston Warehouse Expense				Tons	14,944	3,857	.26	.24	144,346	38,482	.27	
Operating Profit				Tons	14,944	$ 113,522	$ 7.60	$ 8.07	144,346	$ 1,007,263	$ 6.98	
Home Office Administrative				Tons	14,944	19,290	1.29	.94	144,346	161,296	1.12	
Selling Expense				Tons	14,944	62,049	4.15	3.43	144,346	585,007	4.05	
Net Profit Before Taxes				Tons	14,944	$ 32,183	$ 2.16	$ 3.70	144,346	$ 260,960	$ 1.81	
Annual Std. - Mo. & YTD				Tons	18,987	$ 70,000		$843,000	170,883	$ 630,000		

__Statistics__:

		Month	Annual Standard	Year-to-Date
Number of Employees - Salaried		28	28	-
- Hourly		118	154	-
Johns Manville Sales:				
Volume	M Sq. Ft.	2,002	10,000	16,096
%	%	9.6	4.9	8.0
Industrial Sales %	%	.2	4.0	1.7
Board & Lath Plant:				
Days Operated		23.0	294	179
Average Daily Production	M Sq. Ft.	457	640	624
% of Capacity	%	54	85	65
Production/Man Hours	Sq. Ft.	952	931	922
Man Hours per Mach. Hours		17.0	15.9	17.1
Weight per MSF-SM Board, Lath & Tile	Lbs	1,941	1,890	1,956
Computed Tons of Board, Lath & Tile Sales	Tons	10,568	175,214	106,359
Lath Sales Volume	SM	6.0	1,200	219
Capacity: Plaster	Tons	6,664	-	-
Board & Lath	SM	18,108	-	-

SGP 0002888

GEORGIA-PACIFIC CORPORATION

BESTWALL GYPSUM DIVISION
Paoli, Pennsylvania
October, 1966

ACME PLANT PROFIT AND LOSS STATEMENT

	Percent Sales Dollars Mo.	Std.	YTD		Month Units	Month Amount	Month Average	Annual Standard	Year-To-Date Units	Year-To-Date Amount	Year-To-Date Average	Annual Standard Volume
Rock Sales	2	1	3	Tons	1,533	$ 8,060	$ 5.26	$ 3.47	28,408	$ 131,302	$ 4.62	30,000
Plaster Sales	8	5	5	Tons	2,105	46,047	21.88	24.06	10,743	266,629	24.82	18,000
Board, Lath & Tile Sales	83	86	85	SM	12,058	458,210	38.00	37.33	120,788	4,063,325	38.61	185,412
Joint System Sales	7	8	7	Tons	304	37,351	122.87	132.34	2,778	401,446	144.51	4,632
Densite Sales	-	-	-	Tons	-	-	-	-	-	-	-	-
Other Product Sales	-	-	-	-	-	2,283	-	-	-	17,876	-	-
Total Sales	100	100	100			$ 551,951				$ 5,480,578		
Total Trade Discounts				-		$ 4,121				$ 73,829		
Freight - Rock				Tons	1,533	5,818	3.80	.73	28,408	46,843	1.65	
- Plaster				Tons	2,105	15,379	7.31	.83	10,743	87,670	8.16	
- Board, Lath & Tile				SM	12,058	95,182	7.89	7.45	120,788	1,016,661	8.42	
- Joint System				Tons	304	5,146	16.93	26.77	2,778	54,099	19.47	
- Densite				Tons	-	-	-	-	-	-	-	
- Other Products				-	-	416	-	-	-	2,796	-	
Total Freight						$ 121,941				$ 1,208,069		
Total Defective Allowances						$ 619				$ 8,396		
Cash Discount & Policy Allowances												
- Rock				Tons	1,533	152	.10	-	28,408	2,331	.08	
- Plaster				Tons	2,105	506	.24	.07	10,743	3,516	.33	
- Board, Lath & Tile				SM	12,058	10,236	.85	.39	120,788	109,629	.91	
- Joint System				Tons	304	745	2.45	.62	2,778	8,210	2.96	
- Densite				Tons	-	-	-	2.16	-	-	-	
- Other Products				-	-	-	-	-	-	171	-	
Total Cash Discount & Policy Allowances				Tons		$ 11,641				$ 123,857		
Net Sales - Rock				Tons	1,533	2,039	1.33	2.67	28,408	79,764	2.81	
- Plaster				Tons	2,105	30,160	14.33	18.78	10,743	174,944	16.28	
- Board, Lath & Tile				SM	12,058	350,585	29.08	28.92	120,788	3,475,558	28.97	
- Joint System				Tons	304	28,978	95.32	102.98	2,778	321,252	115.64	
- Densite				Tons	-	-	-	-	-	-	-	
- Other Products				-	-	1,867	-	-	-	14,909	-	
Total Net Sales				Tons	15,522	$ 413,629	$ 26.65	$ 27.55	159,868	$ 4,066,427	$ 25.44	
Rock Cost				Tons	-	-	-	-	-	-	-	
Rock Processing Cost				Tons	10,032	7,392	.74	.53	153,864	95,185	.62	
Crushed Rock Loading				Tons	1,533	158	.10	.10	28,408	3,112	.11	
Rock Inventory Difference				-	-	3,713	-	-	-	4,279	-	
Cost of Rock Sold				Tons	1,533	$ 1,288	$ .84	$ .63	28,408	$ 20,773	$ .73	
Cost of Rock Used				Tons	13,070	9,975	.76	.53	130,952	81,803	.62	
Stucco Processing				Tons	10,461	8,834	.84	1.03	104,483	99,178	.95	
Plaster Raw Materials Cost				Tons	2,135	9,720	4.55	4.25	11,406	72,294	6.34	
Plaster Processing Cost				Tons	2,135	4,687	2.20	2.86	11,406	31,903	2.80	
Plaster Transfers				Tons	-	(1,312)	-	-	-	(19,474)	-	
Stucco & Plaster Inventory Difference				-	-	(1,872)	-	-	-	(8,819)	-	
Cost of Plaster Sold				Tons	2,105	$ 15,423	$ 7.33	$ 8.69	10,743	$ 94,425	$ 8.79	
Cost of Stucco in Board				SM	11,269	14,609	1.30	1.31	123,046	162,460	1.32	
Paper Cost				SM	11,269	100,122	8.88	8.08	123,046	1,025,265	8.33	
Other Raw Material Cost				SM	11,269	20,765	1.84	1.62	123,046	223,398	1.82	
Board Processing Cost				SM	11,269	58,309	5.17	4.90	123,046	620,172	5.04	
Tile Raw Materials Cost				SM	-	-	-	-	-	-	-	
Tile Processing Cost				SM	-	-	-	-	-	-	-	
Board, Lath & Tile Transfers				SM	-	(6,997)	-	-	-	48,257	-	
Board, Lath & Tile Inventory Difference				-	-	28,326	-	-	-	(8,008)	-	
Cost of Board, Lath & Tile Sold				SM	12,058	$ 215,134	$ 17.84	$ 16.51	120,788	$ 2,071,544	$ 17.15	
Joint System Tapes				Tons	464	1,351	2.91	7.50	5,774	19,211	3.33	
Joint System Raw Material Cost				Tons	464	35,553	76.62	79.50	5,774	435,474	75.42	
Joint System Processing Cost				Tons	464	3,765	8.11	8.86	5,774	47,291	8.19	
Joint System Transfers				Tons	(220)	(21,434)	-	-	(3,783)	(375,123)	-	
Joint System Inventory Differences				-	-	8,629	-	-	-	34,743	-	
Cost of Joint System Sold				Tons	304	$ 27,864	$ 99.53	$ -	2,778	$ 161,596	$ 80.16	
Cost of Other Products Sold				-	-	$ 1,802	$ -	$ -	-	$ 14,727	$ -	
Gross Profit - Rock				Tons	1,533	751	.49	2.03	28,408	58,991	2.08	
- Plaster				Tons	2,105	14,737	7.00	10.11	10,743	80,519	7.50	
- Board, Lath & Tile				SM	12,058	135,451	11.23	12.35	120,788	1,404,014	11.62	
- Joint System				Tons	304	(1,280)	(4.21)	6.48	2,778	98,569	35.48	
- Joint System Inter-Plant				Tons	-	2,394	-	-	-	61,087	-	
- Other Products				-	-	65	-	-	-	182	-	
Total Gross Profit				Tons	15,522	$ 152,118	$ 9.80	11.38	159,868	$ 1,703,362	$ 10.65	
Administrative Expense				Tons	15,522	9,230	.59	.47	159,868	102,493	.64	
General Plant Expense				Tons	15,522	26,728	1.72	1.63	159,868	278,966	1.74	
Fixed Costs				Tons	15,522	20,741	1.34	.97	159,868	180,742	1.13	
Houston Warehouse Expense				Tons	15,522	3,873	.25	.24	159,868	42,355	.26	
Operating Profit				Tons	15,522	$ 91,546	$ 5.90	$ 8.07	159,868	$ 1,098,809	$ 6.88	
Home Office Administrative				Tons	15,522	19,618	1.26	.94	159,868	180,914	1.13	
Selling Expense				Tons	15,522	77,846	5.02	3.43	159,868	662,853	4.15	
Net Profit Before Taxes				Tons	15,522	$ (5,918)	$ (.38)	$ 3.70	159,868	$ 255,042	$ 1.60	
Annual Std. - Mo. & YTD				Tons	18,987	$ 70,000	$ -	$843,000	189,870	$ 700,000	$ -	

Statistics:

		Month	Annual Standard	Year-To-Date
Number of Employees - Salaried		25	28	-
- Hourly		117	154	-
Johns-Manville Sales:				
Volume	M Sq. Ft.	2,569	10,000	18,667
%	%	11.8	4.1	8.4
Industrial %	%	6.8	2.7	4.9
Board & Lath Plant				
Days Operated		24	294	203
Averaged Daily Production	M Sq. Ft.	470	640	606
% of Capacity	%	54	85	64
Production/Man Hours	Sq. Ft.	956	931	925
Man Hours per Machine Hours		17.3	15.9	17.1
Weight per MSF-SM Board, Lath & Tile	Lbs.	1,920	1,890	1,953
Computed Tons of Board, Lath & Tile Sales	Tons	11,580	175,214	117,939
Lath Sales Volume	SM	17	1,200	236
Capacity: Plaster	Tons	6,664	-	
Board & Lath	SM	18,108	-	

SGP 0002882

GEORGIA-PACIFIC CORPORATION

BESTWALL GYPSUM DIVISION
Paoli, Pennsylvania

HOUSTON WAREHOUSE PROFIT AND LOSS STATEMENT

		Month			Year-to-Date		
		Units	Amount	Average Unit	Units	Amount	Average Unit
Plaster Sales	Tons	1.2	$ 192	$ 160.00	14.6	$ 1,851	$ 126.78
Board, Lath & Tile Sales	SM	801.4	32,963	41.13	12,179.2	480,362	39.44
Joint System Sales	Tons	1.5	363	242.00	60.0	10,044	167.40
Other Product Sales	-	-	-	-	-	-	-
Total Sales			$ 33,518			$ 492,932	
Trade Discounts - Plaster	Tons	-	$ -	$ -	-	$ -	$ -
- Board, Lath & Tile	SM	801.4	188	.23	12,179.2	1,468	.12
- Joint System	Tons	-	-	-	-	-	-
- Other Products	-	-	-	-	-	-	-
Total Trade Discounts			$ 188			$ 1,468	
Freight - Plaster	Tons	1.2	$ 12	$ 10.00	14.6	$ 128	$ 8.77
- Board, Lath & Tile	SM	801.4	2,381	2.97	12,179.2	48,225	3.96
- Joint System	Tons	1.5	11	7.33	60.0	375	6.25
- Other Products	-	-	-	-	-	1	-
Total Freight			$ 2,404			$ 48,729	
Total Defective Allowances			$ -			$ 14	
Cash Disc. & Policy All. - Plaster	Tons	-	$ -	$ -	14.6	$ 4	$ .27
- Board, Lath & Tile	SM	801.4	892	1.11	12,179.2	8,733	.72
- Joint System	Tons	1.5	76	50.67	60.0	83	1.38
- Other Products	-	-	-	-	-	1	-
Total Cash Disc. & Policy All.			$ 968			$ 8,821	
Warehouse Freight - Inbound							
- Plaster	Tons	1.2	$ 9	$ 7.50	14.6	$ 191	$ 13.08
- Board, Lath & Tile	SM	801.4	8,749	10.92	12,179.2	92,073	7.56
- Joint System	Tons	1.5	12	8.00	60.0	1,133	18.88
- Other Products	-	-	-	-	-	15	-
Total Warehouse Freight - Inbound			$ 8,770			$ 93,412	
Net Sales - Plaster	Tons	1.2	$ 171	$ 142.50	14.6	$ 1,528	$ 104.66
- Board, Lath & Tile	SM	801.4	20,753	25.90	12,179.2	329,849	27.08
- Joint System	Tons	1.5	264	176.00	60.0	8,453	140.89
- Other Products	-	-	-	-	-	658	-
Total Net Sales			$ 21,188			$ 340,488	
Cost of Goods Sold:							
Total Fin. Prod. Invent. Change			$ 4,205			$ (13,581)	
Total Fin. Prod. Transfer			$ 11,306			$ 273,065	
Warehouse Operating Expense			$ 3,873			$ 42,355	
Total Cost of Goods Sold			$ 19,384			$ 301,839	
Operating Profit			$ 1,804			$ 38,649	
% of List Sales			5.4%			7.8%	

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GEORGIA-PACIFIC CORPORATION

[illegible]
[illegible], Pennsylvania
[illegible], 1966

SOUTHWEST Sales Region Statement of Sales and Expenses

	Month Actual Amount	Month Actual %	Month Budget Amount	Month Budget %	Year-to-Date Actual Amount	Year-to-Date Actual %	Year-to-Date Budget Amount	Year-to-Date Budget %	Annual Standard Amount	Annual Standard %
Plaster	$ 13,471	2.7	$ 16,554	2.9	$ 140,293	2.8	$ 182,[illegible]	[illegible]	$ [illegible]	4.4
Joint System	23,861	4.1	26,668	4.6	203,777	4.1	[illegible]	3.9	284,[illegible]	[illegible]
Gypsum Board	447,680	90.0	525,616	91.1	4,521,971	90.9	5,560,624	92.0	[illegible]	91.0
Lath	399	.1	—	—	23,067	.5	10,000	[illegible]	[illegible]	.1
Tile	9,764	2.0	4,564	.8	51,645	1.0	39,310	.7	[illegible]	.7
Other	2,736	.5	3,375	.6	33,454	.7	[illegible]	[illegible]	—	—
Total List Sales	$ 497,[illegible]	100.0	$ 576,777	100.0	$ 4,974,207	100.0	$ 6,037,886	100.0	$ [illegible]	[illegible]
Trade Discounts	$ 3,828	.8	$ 3,000	.5	$ 61,781	1.2	$ 105,000	1.7	$ 28,000	.3
Freight	97,375	19.6	102,666	17.8	901,203	18.2	1,154,787	19.1	1,762,[illegible]	20.0
Policy Allowances	849	.2	2,000	.3	22,272	.4	15,500	.3	23,000	.3
Anticipated Allowances	—	—	—	—	—	—	7,800	.1	—	—
Cash Discounts	8,453	1.7	10,959	1.9	92,606	1.9	109,445	1.8	150,000	1.7
Inter-Company Commissions	50,103	10.0	44,000	7.6	337,612	6.8	287,500	4.8	306,000	[illegible]
Sales Deductions	$ 160,608	32.3	$ 162,625	28.1	$ 1,415,374	28.5	$ 1,680,022	27.8	$ 2,262,000	[illegible]
Net Sales	$ 336,652	67.7	$ 414,152	71.9	$ 3,558,833	71.5	$ 4,357,854	72.2	$ [illegible]	[illegible]
Selling Expenses										
Wages & Salaries	$ 5,948	1.3	$ [illegible]	1.6	$ 142,537	2.9	$ 155,200	2.7	$ [illegible]	[illegible]
Payroll Insurance	(179)	—	185	—	1,437	—	2,117	—	[illegible]	—
Stock Bonus	55	—	[illegible]	.1	8,712	.2	15,520	.3	24,000	.3
Payroll Taxes	575	.1	360	.1	6,035	.1	6,055	.1	[illegible]	
Fixed Expenses	561	.1	400	.1	6,733	.1	6,750	.1	[illegible]	
Advertising	585	.1	400	.1	3,760	.1	8,500	.1	[illegible]	.1
Contributions	—	—	—	—	—	—	—	—	—	—
Dues & Subscriptions	292	.1	300	.1	2,327	—	3,171	.1	[illegible]	.1
Light, Heat & Power	—	—	—	—	—	—	—	—	—	—
Postage	27	—	50	—	625	—	1,025	—	[illegible]	—
Professional Services	—	—	—	—	45	—	—	—	—	—
Repairs	—	—	—	—	159	—	—	—	—	—
Samples	654	.1	250	.1	3,266	.1	8,000	.1	[illegible]	
Temporary Help	—	—	—	—	36	—	200	—	—	—
Change Location & Moving Empl.	—	—	900	.1	1,974	—	5,400	.1	[illegible]	—
Unclassified (Inc. Empl. Exp.)	3,135	.6	45	—	2,913	.1	975	—	[illegible]	—
Trade Conventions	—	—	300	.1	1,202	.1	2,400	—	[illegible]	—
Sales Meetings	230	—	—	—	2,084	—	4,500	.1	[illegible]	—
Sales School	—	—	—	—	113	—	—	—	[illegible]	
Prizes & Awards	—	—	—	—	—	—	—	—	—	—
Services Purchased	4	—	—	—	7	—	100	—	—	—
Stationery & Office Supplies	167	—	20	—	1,731	—	2,055	—	—	—
Telephone, TWX, Telegraph	1,436	.3	1500	[illegible]	20,652	.4	17,600	.3	[illegible]	—
Travel	3,426	.7	3,000	.5	42,446	.9	48,600	.8	18,000	.2
Dealer & Trade Factor Meetings	—	—	50	—	400	—	200	—	48,000	.5
Agent's Commission	—	—	—	—	257	—	—	—	—	—
Home Office Charge	15,038	3.0	12,000	2.2	108,804	2.2	119,500	2.0	145,000	1.7
Total Selling Expenses	$ 31,954	6.4	$ 31,000	5.4	$ 359,[illegible]	7.2	$ 408,970	[illegible]	$ [illegible]	[illegible]

Units	Actual Month	Avg./Unit	Budget Month	Avg./Unit	Actual Year-to-Date	Avg./Unit	Budget Year-to-Date	Avg./Unit	Annual Std.	Avg./Unit
Plaster	520.0	25.91	600	27.59	5151.7	27.83	6,700	27.26	14,250	[illegible]
Joint System	224.9	103.43	200	133.31	1574.2	129.45	1,760	134.04	2,086	[illegible]
Gypsum Board	11,309.7	39.58	13,300	39.52	118,436.3	38.18	145,089	38.33	[illegible]	[illegible]
Lath	13.1	30.46	—	—	551.0	41.86	311	32.15	1,806	32.97
Tile	101.4	96.30	40	114.11	474.7	108.75	359	107.50	550	110.00

Southwest Region failed to meet October's net sales budget by $78,000 because of a volume deficiency in board of 1990 MSF ($79,000). Joint System price was $29.91/ton under budget due to the deposition of 63 tons at a extremely [illegible] price, which would have been dumped if not sold.

Distribution Division accounted for 10,323 MSF of Board and Lath.
Joint System [illegible] MSF Board - 40 Lbs.
Tons of Plaster per MSF of Lath - 39 7

SGP 0002884

ACME PLANT PROFIT AND LOSS STATEMENT

	Percent Sales Dollars Mo.	Std.	YTD		Month Units	Month Amount	Month Average	Annual Standard	Year-To-Date Units	Year-To-Date Amount	Year-To-Date Average	Annual Standard Volume
Rock Sales	2	1	2	Tons	1,705	$ 9,869	$ 5.79	$ 3.47	30,113	$ 141,171	$ 4.69	30,000
Plaster Sales	5	5	5	Tons	1,109	27,256	24.58	24.06	11,852	293,885	24.80	18,000
Board, Lath & Tile Sales	84	86	85	SM	11,865	462,323	38.97	37.33	132,653	5,125,648	38.64	185,412
Joint System Sales	9	8	8	Tons	289	48,699	168.51	132.34	3,067	450,145	146.77	4,652
Densite Sales	-	-	-	Tons	-	-	-	-	-	-	-	-
Other Product Sales	-	-	-	-	-	2,233	-	-	-	20,109	-	-
Total Sales	100	100	100			$ 550,380				$ 6,030,958		
Total Trade Discounts						$ 8,371				$ 82,200		
Freight - Rock				Tons	1,705	5,980	3.51	.73	30,113	52,823	1.75	
- Plaster				Tons	1,109	8,419	7.59	4.83	11,852	96,089	8.11	
- Board, Lath & Tile				SM	11,865	97,039	8.16	7.45	132,653	1,113,700	8.40	
- Joint System				Tons	289	5,043	17.45	26.77	3,067	59,142	19.28	
- Densite				Tons	-	-	-	-	-	-	-	
- Other Products				-	-	347	-	-	-	3,143	-	
Total Freight						$ 116,828				$ 1,324,897		
Total Defective Allowances						$ 7,427				$ 15,823		
Cash Discount & Policy Allowances												
- Rock				Tons	1,705	128	.08	-	30,113	2,459	.0[illegible]	
- Plaster				Tons	1,109	140	.13	.07	11,852	3,656	.31	
- Board, Lath & Tile				SM	11,865	9,294	.78	.39	132,653	118,923	.90	
- Joint System				Tons	289	263	.91	.62	3,067	8,473	2.76	
- Densite				Tons	-	-	-	2.16	-	-	-	
- Other Products				-	-	-	-	-	-	171	-	
Total Cash Discount & Policy Allowances						$ 9,825				$ 133,682		
Net Sales - Rock				Tons	1,705	3,472	2.04	2.67	30,113	83,236	2.76	
- Plaster				Tons	1,109	18,643	16.81	18.78	11,852	193,587	16.33	
- Board, Lath & Tile				SM	11,865	347,222	29.26	28.92	132,653	3,822,780	28.82	
- Joint System				Tons	289	36,706	127.01	102.98	3,067	357,958	116.71	
- Densite				Tons	-	-	-	-	-	-	-	
- Other Products				-	-	1,886	-	-	-	16,795	-	
Total Net Sales				Tons	14,444	$ 407,929	$ 28.24	$ 27.55	174,312	$ 4,474,356	$ 25.67	
Rock Cost				Tons	-	-	-	-	-	-	-	
Rock Processing Cost				Tons	9,027	5,553	.62	.53	162,891	100,735	.62	
Crushed Rock Loading				Tons	1,705	199	.12	.10	30,113	3,311	.11	
Rock Inventory Difference				-	-	4,368	-	-	-	8,647	-	
Cost of Rock Sold				Tons	1,705	$ 1,262	$ .74	$ .63	30,113	$ 22,035	$ .73	
Cost of Rock Used				Tons	12,921	6,858	.69	.53	143,873	90,661	.63	
Stucco Processing Cost				Tons	10,301	10,039	.97	1.03	114,784	109,217	.95	
Plaster Raw Materials Cost				Tons	1,106	5,221	4.72	4.25	12,512	77,515	6.20	
Plaster Processing Cost				Tons	1,106	3,087	2.79	2.86	12,512	34,990	2.80	
Plaster Transfers				Tons	-	(1,837)	-	-	-	(21,311)	-	
Stucco & Plaster Inventory Difference				-	-	2,156	-	-	-	(6,663)	-	
Cost of Plaster				Tons	1,109	$ 10,717	$ 9.66	$ 8.69	11,852	$ 105,142	$ 8.87	
Cost of Stucco in Board				SM	12,425	16,807	1.35	1.31	135,471	179,267	1.32	
Paper Cost				SM	12,425	100,635	8.10	8.08	135,471	1,125,900	8.31	
Other Raw Material Cost				SM	12,425	23,278	1.87	1.62	135,471	246,676	1.82	
Board Processing Cost				SM	12,425	63,195	5.09	4.90	135,471	683,367	5.04	
Tile Raw Materials Cost				SM	-	-	-	-	-	-	-	
Tile Processing Cost				SM	-	-	-	-	-	-	-	
Board, Lath & Tile Transfers				SM	-	1,127	-	-	-	49,384	-	
Board, Lath & Tile Inventory Difference				-	-	1,187	-	-	-	(6,821)	-	
Cost of Board, Lath & Tile Sold				SM	11,865	206,229	17.38	16.51	132,653	2,277,773	17.17	
Joint System Tapes				Tons	617	2,675	4.34	7.50	6,391	21,886	3.42	
Joint System Raw Material Cost				Tons	617	41,053	66.54	79.50	6,391	476,527	74.56	
Joint System Processing Cost				Tons	.617	4,837	7.84	8.86	6,391	52,128	8.16	
Joint System Transfers				Tons	(214)	(24,661)	-	-	(3,674)	(399,784)	-	
Joint System Inventory Difference				-	-	(8,841)	-	-	-	25,902	-	
Cost of Joint System Sold					289	$ 15,063	$ 63.43	$ -	3,067	$ 176,659	$ 78.58	
Cost of Other Products Sold					-	$ 1,634	$ -	$ -	-	$ 16,361	$ -	
Gross Profit - Rock				Tons	1,705	2,210	1.30	2.03	30,113	61,201	2.03	
- Plaster				Tons	1,109	7,926	7.15	10.11	11,852	88,445	7.46	
- Board, Lath & Tile				SM	11,865	140,993	11.88	12.35	132,653	1,545,007	11.65	
- Joint System				Tons	289	18,374	63.58	6.48	3,067	116,943	38.13	
- Joint System Inter-Plant				Tons	-	3,269	-	-	-	64,356	-	
- Other Products				-	-	252	-	-	-	434	-	
Total Gross Profit				Tons	14,444	$ 173,024	$ 11.98	$ 11.38	174,312	$ 1,876,386	$ 10.76	
Administrative Expense				Tons	14,444	8,743	.61	.47	174,312	111,233	.64	
General Plant Expense				Tons	14,444	27,047	1.87	1.63	174,312	306,013	1.76	
Fixed Costs				Tons	14,444	22,788	1.58	.97	174,312	203,530	1.17	
Profit Royalty				-	-	-	-	-	-	-	-	
Houston Warehouse Expense				Tons	14,444	3,339	.23	.24	174,312	45,694	.26	
Operating Profit				Tons	14,444	$ 111,107	$ 7.69	$ 8.07	174,312	$ 1,209,916	$ 6.94	
Home Office Administrative				Tons	14,444	17,914	1.24	.94	174,312	198,828	1.14	
Selling Expense				Tons	14,444	83,012	5.75	3.43	174,312	745,865	4.28	
Net Profit Before Taxes				Tons	14,444	$ 10,181	$ .70	$ 3.70	174,312	$ 265,223	$ 1.52	
Annual Std. - Mo. & YTD				Tons	18,987	$ 70,000		$843,000	208,857	$ 770,000		

Statistics:

		Month	Annual Standard	Year-To-Date
Number of Employees - Salaried		24	28	
- Hourly		112	154	
Johns-Manville Sales:				
Volume	M Sq. Ft.	1,815	10,000	20,482
%	%	8.6	4.1	8.4
Industrial %	%	3.3	2.7	3.9
Board & Lath Plant:				
Days Operated		27.4	294	230.4
Average Daily Production	M Sq. Ft.	453	640	588
% of Capacity	%	64	85	64
Production/Man Hours	Sq. Ft.	980	931	930
Man Hours per Machine Hours		17.2	15.9	17.1
Weight per MSF-SM Board, Lath & Tile	Lbs.	1,912	1,890	1,949
Computed Tons of Board, Lath & Tile Sales	Tons	11,341	175,214	129,280
Lath Sales Volume	SM	25	1,200	261
Capacity: Plaster	Tons	6,664	-	-
Board & Lath	SM	18,108	-	-