Jan - June '74

PLAINTIFF'S EXHIBIT
GP-577

SIX MONTHS SALES & PROFITS FROM NEW PRODUCTS DEVELOPED WITHIN THE PAST FIVE YEARS

Unit	Product	Sales Volume	List Sales Amount	Gross Profit Amount
MSF	Pre-Dec Wallboard (All)	22,984	$1,329,751	$ 279,839
MSF	Shaft-Liner Panels	25	5,632	1,020
MLF	Metal T Splines	75	17,734	1,508
MLF	L-Runners & J-Channels	10	1,208	(148)
BGS	Polystyrene Texture	18,438	59,712	10,109
BGS	Vinyl Topping	2,348	4,345	1,505
	Total		$1,418,382	$ 293,833

*ESTIMATED ANNUAL COST SAVINGS GENERATED IN THE PAST SIX MONTHS

1.	5/8" Firestop vermiculite elimination	$113,000
2.	Reduction in polyvinyl acetate at Akron, Chicago, Marietta and Milford	31,000
3.	Reduction in polyvinyl alcohol content at Akron, Chicago, Marietta and Milford	66,000
4.	Use of Elvace at Chicago and Milford	23,000
	Total	$233,000

*Based on first six months sales in 1974

SIX MONTHS SALES & PROFITS FROM NEW PRODUCTS DEVELOPED WITHIN THE PAST FIVE YEARS

Product	List Sales	Gross Profit
Pre-Dec Wallboard (all)	$ 840,019	$149,532
Sentinel Wallboard	9,519	(5)
Polystyrene Texture	16,416	4,030
Vinyl Topping (non-asbestos)	27,668	5,505
Vinyl Bedding (non-asbestos)	5,619	1,368
+Vinyl Triple Duty (non-asbestos)	14,785	(84)
Vinyl All Purpose (non-asbestos)	1,865	73
*New Casein Topping	93,500	28,500
*New Casein Bedding	35,800	7,270
*New Casein All Purpose	38,300	9,650
	$1,083,491	$205,859

+Includes non-profitable old formula containing asbestos which could not be broken out.

*Estimates based on Akron production figures. Profits are conservative because of combining results with old casein formula which was less profitable.

Jan - June 1975

SIX MONTHS SALES & PROFITS FROM NEW PRODUCTS DEVELOPED WITHIN THE PAST FIVE YEARS

Product	List Sales	Gross Profit
Pre-Dec Wallboard (all)	$ 841,666	$ 71,236
Sentinel Wallboard	835	10
Firedoor Cores	7,488	2,004
*Vinyl Topping (non-asbestos)	53,553	11,037
*Vinyl Bedding (non-asbestos)	7,315	1,457
*Vinyl All Purpose (non-asbestos)	193,371	50,259
Triple Duty (non-asbestos)	119,508	27,448
Modified Casein Topping	224,294	60,313
Modified Casein Bedding	68,254	15,512
Modified Casein All Purpose	96,505	24,353
Polystyrene Texture	19,847	3,718
Totals	$1,632,636	$ 267,347

*Non-asbestos vinyls sold by Acme and Chicago. Some asbestos products at Acme couldn't be broken out. Does not include interplant shipments of non-asbestos products.

SIX MONTHS SALES & PROFITS FROM NEW PRODUCTS DEVELOPED WITHIN THE PAST FIVE YEARS

Product	List Sales	Gross Profit
Pre-Dec Wallboard (all)	$1,137,970	$ 118,238
Sentinel Wallboard (all)	27,679	2,045
Firedoor Cores (Tigard)	45,331	13,363
Asbestos Free Topping (Acme & Chicago)	73,563	11,679
Asbestos Free Bedding (Acme & Chicago)	6,003	1,372
Asbestos Free All Purpose (Acme & Chicago)	2,200	282
Asbestos Free Triple Duty (Acme & Chicago)	124,443	23,830
Modified Casein Topping (Akron)	196,005	52,186
Modified Casein Bedding (Akron)	62,381	14,189
Asbestos Free Ready Mix (Akron)	9,437	957
Polystyrene Texture	23,938	5,888
Asbestos Free Speed Set (Blue Rapids)	50,916	10,439
Totals	$1,759,866	$ 254,448

SIX MONTHS SALES & PROFITS FROM NEW PRODUCTS DEVELOPED WITHIN THE PAST FIVE YEARS

Product	Sales Volume	List Sales	Gross Profit
Sentinel Wallboard (all)	950	$ 72,889	$ 6,679
Polystyrene Texture	6,519	22,929	4,643
Firedoor Cores (all)	4,619	63,517	19,249
Asbestos Free Vinyl Topping	59,853	108,009	10,809
Asbestos Free Vinyl Bedding	6,711	12,822	1,507
Asbestos Free Vinyl Triple Duty	68,913	131,073	7,893
Asbestos Free Vinyl All Purpose	2,670	4,830	316
Modified Casein Topping	76,125	156,681	36,355
Modified Casein Bedding	23,675	47,836	9,470
Modified Casein All Purpose	89,880	182,243	37,279
Asbestos Free Ready Mix	14,562	29,185	770
Asbestos Free Ready Mix	9,872	17,101	4,179
Asbestos Free Speed Set	23,872	53,106	7,593
Totals	388,221	$ 947,221	$ 146,742

*ESTIMATED ANNUAL COST SAVINGS FROM PROJECTS COMPLETED DURING THE PAST SIX MONTHS

New Triple Duty Formula	Akron	$ 22,288
	Marietta	21,840
Procedure to Continue with Mercurial Preservative	Milford	49,485
Limestone Extended Ready Mix	Chicago	16,078
	Akron	22,688
New Ready Mix Formula	Akron	35,653
Total		$ 168,032

*Based on first six months production figures.

SIX MONTHS SALES & PROFITS FROM NEW PRODUCTS DEVELOPED WITHIN THE PAST FIVE YEARS

Product	Sales Volume	List Sales	Gross Profit
Sentinel Wallboard (all)	781	$ 70,996	$ 7,729
Polystyrene Texture	6,138	22,249	4,684
Firedoor Cores (Raw)	1,760	23,005	6,179
Firedoor Cores (Banded)	7,514	187,850	67,887
Fire Retardant Wood	36,862	12,549	3,855
Asbestos Free Vinyl Topping (Chicago and Marietta)	114,867	211,778	27,595
Asbestos Free Vinyl Bedding (Chicago and Marietta)	12,520	25,300	3,657
Asbestos Free Vinyl Triple Duty (Chicago and Marietta)	75,617	143,442	12,878
Asbestos Free Vinyl All Purpose (Chicago)	3,620	6,756	679
Modified Casein Topping (Akron and Chicago)	140,982	297,097	78,839
Modified Casein Bedding (Akron and Chicago)	23,401	48,052	9,911
Modified Casein All Purpose (Akron and Chicago)	137,680	291,485	78,049
Asbestos Free Ready Mix (all)	49,068	198,652	(330)
Totals		$1,539,212	$ 296,611

*ESTIMATED COST SAVINGS TO BE REALIZED IN 1977

Conversion to M Glass Fiber	$ 75,000
RM Savings for 1 Gallon Ready Mix	6,685
Extended Ready Mix at Akron, Chicago & Marietta	65,484
Revision of Chicago Ready Mix Formula (Sericite Reduction)	5,528
Revision of Chicago Asbestos Free Vinyl (Extended)	9,214
Total	$ 161,911

*Based on 1976 shipments

July - Dec 1977

SIX MONTHS SALES & PROFITS FROM NEW
PRODUCTS DEVELOPED WITHIN THE PAST FIVE YEARS

PRODUCT	UNIT	SALES VOLUME	LIST SALES AMOUNT	GROSS PROFIT AMOUNT
Sentinel Wallboard (all)	MSF	420	$ 41,954	$ 6,451
Polystyrene Texture	BGS	6,218	24,984	5,174
Firedoor Cores (raw)	EA	7,212	98,316	25,937
Firedoor Cores (banded)	EA	14,165	375,731	128,962
Fire Retardant Edge Banding	LN.FT.	68,516	24,201	7,072
			$565,186	$173,596

Cost Savings For Last Six Months

Pre-Dec $27,223 M sq. feet x $1.00 = $27,223