

Jan - June 1973

PLAINTIFF'S EXHIBIT

GP-576

ANALYSIS OF SALES & PROFITS

<u>UNIT</u>	<u>PRODUCT</u>	<u>SALES VOLUME</u>	<u>LIST SALES AMOUNT</u>	<u>GROSS PROFIT AMOUNT</u>
MSF	1/4" Sound Deadening Board	4,447	\$ 171,115	\$ 48,396
MSF	Pre-Dec Wallboard (All)	30,885	1,772,347	424,606
Tubes	Drywall Adhesive	4,656	2,504	(32)
Tubes	Panel Adhesive	--	--	--
MSF	Shaft Liner Panel	--	--	--
MLF	Metal T Splines	32	6,140	577
MLF	L Runners & J Channels	11	1,211	8
Tons	Ram Process Plaster	41	3,906	1,940
Bags	Polystyrene Texture	6,601	19,341	3,254
			\$1,976,604	\$ 478,749

TEXTURES COMPARISON - TOTAL SALES & PROFIT - YTD THRU JUNE

<u>PRODUCT</u>	<u>1972</u>		<u>1973</u>	
	<u>SALES</u>	<u>GROSS PROFIT</u>	<u>SALES</u>	<u>GROSS PROFIT</u>
Wall Textures	\$ 87,951	\$ 5,875	\$ 99,542	\$ 2,592
Ceiling Textures:				
1) Perlite	3,959	1,029	2,667	411
2) Vermiculite	12,098	3,174	151,501	49,174
3) Polystyrene	35,044	8,169	19,340	3,254
	\$140,065	\$ 5,362	\$273,237	\$ 50,246

COMPARISON OF FIRESTOP BOARD SALES - YTD THRU JUNE

<u>PRODUCT</u>	<u>1972 SALES</u>	<u>1973 SALES</u>
1/2" Firestop	29,136 MSF	42,114 MSF
5/8" Firestop	74,757 MSF	97,549 MSF

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ANALYSIS OF SALES & PROFITS FROM NEW PRODUCTS

<u>Unit</u>	<u>Product</u>	<u>Sales Volume</u>	<u>List Sales Amount</u>	<u>Gross Profit Amount</u>
MSF	1/4" Sound Deadening Board	4,452	\$ 173,330	\$ 58,064
MSF	Pre-Dec Wallboard (all)	24,750	785,831	355,985
MSF	Shaft Liner Panel	--	--	--
MLF	Metal T Splines	78	15,191	1,500
MLF	L Runners & J Channels	22	2,088	(1,055)
BGS	Polystyrene Texture	11,132	33,708	5,382
			\$1,010,148	\$ 419,876

TEXTURE SALES & PROFITS 1972 & 1973

		<u>Wall Texture</u>		<u>Woolenlite Ceiling Texture</u>		<u>Polystyrene</u>	
		<u>Sales</u>	<u>Profits</u>	<u>Sales</u>	<u>Profits</u>	<u>Sales</u>	<u>Profits</u>
1972	1st half	\$ 87,951	\$ (5,815)	\$ 12,090	\$ 2,321	\$36,065	\$7,887
	2nd half	107,633	(5,219)	111,566	29,242	4,602	455
1973	1st half	99,625	(2,513)	151,603	49,174	19,340	3,254
	2nd half	102,958	8,218	143,526	44,489	33,708	5,382

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