

EARNINGS CALCULATION

	261,000#/Yr.			750,000#/Yr.		
	Newport	Newark	Edge Moor Filter Press	Newport	Newark	Edge Moor Filter Press
<u>MILL COSTS</u>						
Hydrolysate	47.77	83.97	49.70	37.00	54.17	37.64
Calcination	25.02	25.02	25.02	20.73	20.73	20.73
NK & Classification	10.00	10.00	10.00	8.00	8.00	8.00
Standard. & Ship.	5.69	5.69	5.69	5.69	5.69	5.69
Freight on Sales	2.24	2.24	2.24	2.24	2.24	2.24
Sales Expenses	26.10	26.10	26.10	26.10	26.10	26.10
	<u>116.82</u>	<u>153.02</u>	<u>118.75</u>	<u>99.76</u>	<u>116.93</u>	<u>100.40</u>
Annual Mill Cost (\$MM)	304,900	399,388	309,938	748,200	876,975	753,000
Selling Price #/cwt.	225.00	225.00	225.00	225.00	225.00	225.00
Annual Sales	587,250	587,250	587,250	1,687,500	1,687,500	1,687,500
Operative Earnings	282,350	187,862	277,312	939,300	810,525	934,500
All other Exp. (8.9%)	25,129	16,720	24,681	83,598	72,137	83,171
Gross Earnings	257,221	171,142	252,631	955,702	838,288	951,329
Fed. Tax	133,755	88,994	131,368	496,965	435,910	494,691
Net Earnings	123,466	82,148	121,263	458,737	402,378	456,638
Investment						
Off Plant Allocation	27,700	75,100	31,600	31,200	82,000	38,700
Hydro new	98,000	500,000	140,000	98,000	500,000	140,000
Hydro no allocation	26,500		17,200	26,500		39,500
Calcination	20,000	20,000	20,000	50,700	50,700	50,700
Classification	46,000	46,000	46,000	46,000	46,000	46,000
Warehouse &	10,000	10,000	10,000	10,000	10,000	10,000
Working Capital	<u>119,400</u>	<u>145,000</u>	<u>120,600</u>	<u>308,500</u>	<u>344,800</u>	<u>309,800</u>
	347,600	786,100	385,400	570,900	1,033,500	634,700
% Return	35.5	10.5	31.5	80.3	38.9	71.9
						75.6