

TEXTURES

| <u>YEAR</u>                   | <u>PRODUCT</u> | <u>SALES<br/>TONS</u>   | <u>LIST<br/>SALES</u> | <u>PROFIT</u> |
|-------------------------------|----------------|-------------------------|-----------------------|---------------|
| 1964                          | Bestex C       | 527(bags)               | *2,848.               | *1,018.       |
| 1965                          | Bestex A,B,C.  | 17,915(bags)            | *50,067.              | *2,247.       |
| 1966 (1 <sup>st</sup> 6 Mths) | Bestex A       | 29,869(bags)            | *57,052.              | *870.         |
|                               | Bestex B       | 793(bags)               | *3,269.               | *138.         |
|                               | Bestex C       | 4,241(bags)             | *16,794               | * (752.)      |
| 1967                          | Bestex A       | 1,043.3 (tons)          | *170,678.85           | *28,072.27    |
|                               | Bestex B       | 41.0 (tons)             | *8,115.44             | *72.46        |
|                               | Bestex C       | 222.7 (tons)            | *42,805.84            | * (2,083.65)  |
|                               | Bestex D       | 1.0 (tons)              | *165.00               | *9.35         |
| 1968                          | Bestex A       | 1,208 (tons)            | *158,005.             | *1,747.       |
|                               | Bestex B       | 46 (tons)               | *7,330.               | * (1,811.)    |
|                               | Bestex C       | <del>436.6</del> (tons) | <del>69,826.32</del>  | * (11,607.92) |
|                               | Bestex D       | <del>54.6</del> (tons)  | <del>10,924.20</del>  | * (3,028.7)   |
| 1969                          | Bestex A       | 1490.6 (tons)           | *194,960.46           | *9,913.14     |
|                               | Bestex B       | 126.8 (tons)            | *11,300.44            | * (222.61)    |
|                               | Bestex C       | 330.3 (tons)            | *54,883.26            | * (3,975.7)   |
|                               | Bestex D       | 77.9 (tons)             | *11,865.70            | *46.03        |
| 1970                          | Bestex A       | 1527.6 (tons)           | *197,582.21           | *19,061.8     |
|                               | Bestex B       | 104.4 (tons)            | *17,273.68            | *1146.45      |
|                               | Bestex C       | 310.4 (tons)            | *50,413.28            | * (1,114.07)  |
|                               | Bestex D       | 318.9 (tons)            | *42,247.50            | *4,832.34     |
| 1971                          | Bestex A       | 1527.2 (tons)           | *192,523.             | *2,824.       |
|                               | Bestex B       | 71.6 (tons)             | *11,644.              | *484.         |
|                               | Bestex C       | 558.2 (tons)            | *88,629.              | *2,479.       |
|                               | Bestex D       | 460.0 (tons)            | *61,260.              | *950.         |
| 1972                          | Wall           |                         | *115,584.             | * (11,124.    |

| <u>Year</u> | <u>Product</u> | <u>Sales</u>  | <u>List<br/>Sales</u> | <u>Profit</u> |
|-------------|----------------|---------------|-----------------------|---------------|
|             | Ceiling        |               | \$166,323.            | \$39,895      |
| 1973        | Wall           |               | \$202,583.            | \$(10,781.)   |
|             | Ceiling        |               | \$348,177.            | \$102,299.    |
| 1974        | Ceiling        |               | \$86,128.             | \$14,139.     |
| 1975        | Ceiling        |               | \$70,763.             | \$14,157.     |
| 1976        | Ceiling        | 12,659 (Bags) | \$45,178.             | \$9,327.      |
| 1977/6/1978 | Ceiling        | 6,218 (Bags)  | \$24,948.             | \$5,174.      |

# ONE DAY JOINT COMPOUND

| <u>YEAR</u>         | <u>SALES<br/>TONS</u> | <u>DOLLAR SALES VOL.</u> | <u>PROFIT</u> |
|---------------------|-----------------------|--------------------------|---------------|
| 1963                | 397                   | * 80,716                 | * 23,642      |
| 1964                | 548                   | * 92,459                 | * 24,346      |
| 1965                | 346                   | * 74,543                 | * 14,215      |
| 1966 (1st 6 MONTHS) | 279                   | * 46,895                 | * 7,976       |
| 1967                | 292.9                 | * 50,168.98              | * 11,210.74   |
| 1968                | 461.8                 | * 57,169.04              | * 4370.76     |
| 1969                | 136.2                 | * 20,417.81              | * 2459.74     |
| 1970                | 162.9                 | * 24,291.50              | * 4,502.34    |
| 1971                | 337.9                 | * 53,576.                | * 6,723.      |
| 1972                |                       |                          |               |
| 1973                |                       |                          |               |
| 1974                |                       |                          |               |
| 1975 (Non-Asb)      |                       | * 50,916.                | * 10,439.     |
| 1976 (Non-Asb)      |                       | * 63,106.                | * 7,593.      |