

ACME PLANT PROFIT & LOSS STATEMENT

		Annual Standard	Month		Average Unit	Annual Standard Average/ Unit	Year-to-Date			
			\$	Units			\$	Units	Amount	Average Unit
Rock Sales	Tons	30,000	6.0	5,928	\$ 27,499	\$ 7.00	\$ 3.47	21,570	\$ 88,279	\$ 4.09
Plaster Sales	Tons	18,000	3.5	575	16,106	28.01	24.06	5,622	150,146	26.71
Board, Lath & Tile Sales	SM	185,412	84.0	9,742	387,638	39.79	57.35	86,402	3,320,552	38.45
Joint System Sales	Tons	4,632	6.0	185	27,611	149.25	132.34	1,983	289,059	145.77
Densite Sales	Tons	-	-	-	-	-	-	-	-	-
Other Product Sales	-	-	-	-	2,493	-	-	-	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	21,570	22,636	1.05
- Plaster	Tons	35.7		575	5,745	9.99	4.83	5,622	49,202	8.75
- Board, Lath & Tile	SM	22.8		9,742	88,599	9.09	7.45	86,402	742,501	8.59
- Joint System	Tons	12.8		185	3,534	19.10	26.77	1,983	37,960	19.14
- Densite	Tons	-		-	-	-	-	-	-	-
- Other Products	-	10.7		-	267	-	-	-	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	21,570	1,532	.07
- Plaster	Tons	.5		575	84	.15	.39	5,622	2,105	.37
- Board, Lath & Tile	SM	3.8		9,742	14,612	1.50	.62	86,402	79,912	.92
- Joint System	Tons	2.4		185	661	3.57	2.16	1,983	5,523	2.79
- Densite	Tons	-		-	-	-	-	-	-	-
- Other Products	-	-		-	1	-	.2	-	-	-
Total Cash Discounts & Policy All.		3.5			\$ 15,921		2.3		\$ 89,639	
Net Sales		44.5		3,928	12,241	3.12	2.67	21,570	63,210	2.93
- Rock	Tons	62.3		575	10,027	17.44	18.78	5,622	98,421	17.51
- Plaster	Tons	74.2		9,742	287,490	29.51	28.92	86,402	2,440,699	28.25
- Board, Lath & Tile	SM	80.9		185	22,349	120.80	102.98	1,983	234,035	118.02
- Joint System	Tons	-		-	-	-	-	-	-	-
- 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	-		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	75,576	.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)	-	-	-	(17,562)	-
Stucco and Plaster Inventory Difference		-			(1,742)	-	-	-	(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)	-	-	-	43,806	-
Board, Lath & Tile Inventory Difference		-			22,329	-	-	-	(70,904)	-
Cost of Board, Lath & Tile Sold	SM	9,742			\$ 175,078	\$ 17.77	\$ 16.51	86,402	\$ 1,470,309	\$ 17.02
Joint System Tapes	Tons	547			388	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	21,570	48,006	2.23
- Plaster	Tons	31.9		575	5,135	8.93	10.11	5,622	46,926	8.35
- Board, Lath & Tile	SM	29.5		9,742	114,412	11.74	12.35	86,402	970,590	11.23
- Joint System	Tons	26.7		185	7,365	39.81	6.48	1,983	79,207	39.94
- Joint System Inter-Plant	Tons	-		-	3,988	-	-	-	50,199	-
- Other Products	-	21.2		-	528	-	-	-	553	-
Total Gross Profit		30.6			\$ 141,037		31.0		\$ 1,192,281	
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		\$ 1,832,000	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	2.3	\$ 202,086	
Annual Std. - Mo. & YTD					\$ 70,000				\$ 490,000	

Statistics:

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.
Industrial Sales %	9.2	4.9	7.9
Board & Lath Plant:	.4	4.0	2.2
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
Capacity: Plaster	Tons	6,664	
Board & Lath	SM	18,108	

ACMI PLANT PROFIT AND LOSS STATEMENT

		Annual Standard	Month			Annual Standard Average/ Unit	Year-to-Date		
			\$ %	Units	Amount		\$ %	Units	Amount
Rock Sales	Tons	30,000	3.7	3,039	\$ 20,174	\$ 6.64	3.47	24,609	\$ 108,403
Plaster Sales	Tons	18,000	5.5	1,144	29,967	26.19	24.06	6,766	180,113
Board, Lath & Tile	SM	185,412	84.1	11,440	462,637	40.44	37.33	97,842	3,783,189
Joint System Sales	Tons	4,632	6.3	253	34,585	136.70	132.34	2,236	323,644
Densite Sales	Tons	-	-	-	-	-	-	-	-
Other Product Sales	-	-	-	-	2,162	-	-	-	13,959
Total Sales	-	100.0	-	-	\$ 549,522	-	100.0	-	\$ 4,409,308
Total Trade Discounts	-	-	-	-	3,002	-	-	-	65,676
Freight - Rock	Tons	-	58.0	3,039	11,702	3.85	31.7	24,609	34,358
- Plaster	Tons	-	31.6	1,144	9,477	8.28	4.83	6,766	58,679
- Board, Lath & Tile	SM	-	21.2	11,440	98,163	8.58	7.45	97,842	840,664
- Joint System	Tons	-	13.6	253	4,682	18.51	26.77	2,236	42,642
- Densite	Tons	-	-	-	-	-	-	-	-
- Other Products	-	-	-	-	253	-	-	-	2,142
Total Freight	-	-	11.7	-	\$ 124,277	-	22.2	-	\$ 978,465
Total Defective Allowances	-	-	-	-	194	-	-	-	7,777
Cash Discount & Policy Allowances	-	-	-	-	-	-	-	-	-
- Rock	Tons	-	1.9	3,039	383	.13	.07	24,609	1,915
- Plaster	Tons	-	.8	1,144	253	.22	.39	6,766	2,358
- Board, Lath & Tile	SM	-	2.0	11,440	9,029	.79	.62	97,842	88,941
- Joint System	Tons	-	3.7	253	1,291	5.10	2.16	2,236	6,814
- Densite	Tons	-	-	-	-	-	-	-	-
- Other Products	-	-	-	-	96	-	-	-	113
Total Cash Discounts & Policy All.	-	-	2.0	-	\$ 11,052	-	2.3	-	\$ 100,141
Net Sales	-	-	-	-	-	-	-	-	-
- Rock	Tons	-	32.1	3,039	6,627	2.18	2.67	24,609	69,837
- Plaster	Tons	-	67.4	1,144	20,181	17.64	18.78	6,766	118,602
- Board, Lath & Tile	SM	-	76.7	11,440	354,844	31.02	28.92	97,842	2,795,543
- Joint System	Tons	-	79.6	253	27,928	108.81	102.98	2,236	261,563
- 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	\$ 3,257,242
Rock Cost	Tons	-	-	-	-	-	-	-	-
Rock Processing Cost	Tons	-	-	14,219	9,070	.64	.53	134,454	80,278
Crushed Rock Loading	Tons	-	-	3,039	354	.12	.10	24,609	2,791
Rock Inventory Difference	-	-	-	-	(793)	-	-	-	(3,335)
Cost of Rock Sold	-	-	-	3,039	\$ 2,310	\$.76	\$.63	24,609	\$ 17,514
Cost of Rock Used	Tons	-	-	10,374	6,321	.61	.53	105,875	62,220
Stucco Processing Cost	Tons	-	-	8,387	8,098	.97	1.03	84,539	81,674
Plaster Raw Materials Cost	Tons	-	-	1,229	6,359	6.80	4.25	7,353	52,666
Plaster Processing Cost	Tons	-	-	1,229	3,369	2.74	2.86	7,353	22,239
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
Cost of Stucco In Hand	SM	-	-	9,856	12,695	1.29	1.31	101,270	133,299
Paper Cost	SM	-	-	9,856	80,720	8.19	8.08	101,270	836,107
Other Raw Material Cost	SM	-	-	9,856	23,660	2.40	1.62	101,270	181,804
Board Processing Cost	SM	-	-	9,856	48,178	4.89	4.90	101,270	511,370
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
Joint System Tapes	Tons	-	-	498	1,733	3.48	7.50	4,690	16,334
Joint System Raw Material Cost	Tons	-	-	498	36,577	73.45	79.50	4,690	356,811
Joint System Processing Cost	Tons	-	-	498	6,604	13.26	8.86	4,690	39,022
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
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
- Plaster	Tons	-	-	1,144	5,443	4.76	10.11	6,766	52,369
- Board, Lath & Tile	SM	-	-	11,440	159,227	13.92	12.35	97,842	1,129,617
- Joint System	Tons	-	-	253	947	3.74	6.48	2,236	80,154
- 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
Administrative Expense	Tons	-	-	15,689	8,884	.57	.47	129,402	80,229
General Plant Expense	Tons	-	-	15,689	27,257	1.74	1.63	129,402	222,375
Fixed Costs	Tons	-	-	15,689	20,152	1.28	.97	129,402	136,676
Houston Warehouse Expense	Tons	-	-	15,689	4,221	.27	.24	129,402	34,625
Operating Profit	Tons	-	-	15,689	\$ 111,851	\$ 7.13	\$ 8.07	129,402	\$ 893,741
Home Office Administrative	Tons	-	-	15,689	17,782	1.13	.94	129,402	142,006
Selling Expense	Tons	-	-	15,689	67,378	4.30	3.43	129,402	522,958
Net Profit Before Taxes	Tons	-	-	15,689	\$ 26,691	\$ 1.70	\$ 3.70	129,402	\$ 228,777
Annual Std. - Mo. & YTD	Tons	-	-	18,987	\$ 70,000	-	\$ 843,000	151,896	\$ 560,000

Statistics:

Number of Employees - Salaried
- Hourly

Johns-Manville Sales:

Volume

Industrial Sales %

Board & Lath Plant:

Days Operated

Average Daily Production

% of Capacity

Production per Man Hours

Man Hours per Machine Hours

Weight per MSF-SM Bd., Lath & Tile

Computed Tons of Bd., Lath & Tile Sales

Capacity: Plaster

Board & Lath

Lath Sales Volume

28

151

1,661 M Sq. Ft.

7.5 %

-

17.2

575 M Sq. Ft.

53 %

849 Sq. Ft.

16.6

1,967

11,253

33

28

154

10,000 M Sq. Ft.

4.9 %

4.0 %

294

640 M Sq. Ft.

85 %

931 Sq. Ft.

15.9

1,890

175,214

1,200

-

-

14,096 M Sq. Ft.

7.8 %

1.9 %

156.0

649 M Sq. Ft.

67 %

919 Sq. Ft.

17.1

1,958

95,791

213

ACME PLANT PROFIT AND LOSS STATEMENT

		Month				Annual	Year-to-Date				
		Annual	\$ \$	Units	Amount	Average	Standard	\$ \$	Units	Amount	Average
		Standard				Unit	Average/				Unit
							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		\$ 549,825		100.0			\$ 4,409,308	
Total Trade Discounts			1.6		\$ 5,009		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		-			\$ 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			32.8		\$ 6,627	2.18	2.67	64.4		\$ 69,837	2.84
- Rock	Tons	67.4	1,144	20,181	17.64	18.78	65.8	6,766	118,602	17.53	
- Plaster	Tons	76.7	11,440	354,844	31.02	28.92	73.9	97,842	2,795,543	28.57	
- Board, Lath & Tile	SM	79.6	253	27,528	108.81	102.98	80.8	2,236	261,563	116.98	
- Joint System	Tons	-	-	-	-	-	-	-	-	-	
- Densite	Tons	-	-	-	-	-	-	-	-	-	
- Other Products	-	-	83.9	-	1,813	-	83.9	-	11,704	-	
Total Net Sales			74.8		\$ 410,992	\$ 26.20	\$ 27.52	73.8		\$ 3,257,249	\$ 25.17
Rock Cost	Tons	-	14,219	9,070	.64	.53	134,454	80,278	.60		
Rock Processing Cost	Tons	-	3,039	354	.12	.10	24,609	2,791	.11		
Crushed Rock Loading	Tons	-	-	-	-	-	-	-	-	-	
Rock Inventory Difference			-	(792)	-	-	-	-	-	-	
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	1.31	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	1,783	3.48	7.50	4,690	16,334	3.48			
Joint System Raw Material Cost	Tons	498	36,977	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	\$ 81.15		
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)	-	-	-	112	-		
Total Gross Profit			15,689	\$ 172,365	\$ 10.89	\$ 11.38	129,402	\$ 1,267,646	\$ 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	522,938	4.04		
Net Profit Before Taxes			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:

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 Hour

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

1,967

1,890

1,958

Computed Tons of Bd., Lath & Tile Sales

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

ACME PLANT PROFIT & LOSS STATEMENT

	Percent				Month			Annual Standard	Year-to-Date			Annual Standard Volume
	Sales Dollars	Mo.	Std. YTD		Units	Amount	Average		Units	Amount	Average	
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	39.67	185,412
Joint System Sales	8	8	7	Tons	238	40,451	169.96	157.34	2,474	364,095	147.17	4,632
Densite Sales	-	-	-	Tons	-	-	-	-	-	-	-	-
Other Product Sales	-	-	-	-	-	-	-	-	-	-	-	-
Total Sales	100	100	100	-	-	\$ 1,634	-	-	-	\$ 15,593	-	-
Total Trade Discounts	-	-	-	-	-	\$ 519,319	-	-	-	\$ 4,928,627	-	-
Freight - Rock	-	-	-	Tons	2,266	6,687	2.95	.73	26,875	41,025	1.55	-
- Plaster	-	-	-	Tons	1,872	13,612	7.27	4.83	8,638	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	-	-	-	2,280	-	-
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	-	-	-	-	-	\$ 12,072	-	-	-	\$ 112,216	-	-
Net Sales	-	-	-	-	-	\$ 1,634	-	-	-	\$ 15,593	-	-
- 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	83.15	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	\$ 3.69	\$ 843,000	170,883	\$ 630,000	\$ 3.69	-

Statistics:

Number of Employees - Salaried
- Hourly28
11828
154

-

Johns Manville Sales:

Volume

M Sq. Ft.

2,002

10,000

16,096

% Industrial Sales %

%

9.6

4.9

8.0

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

ACME PLANT PROFIT AND LOSS STATEMENT

	Percent				Month			Annual Standard	Year-To-Date			Annual Standard Volume
	Sales Dollars				Units	Amount	Average		Units	Amount	Average	
	Mo.	Std.	YTD									
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	4,663,325	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						\$ 551,951				\$ 2,480,578		
Total Trade Discounts				-		\$ 4,121				\$ 73,829		
Freight - Rock				Tons	1,533	5,818	3.80	.73	28,408	46,643	1.65	
- Plaster				Tons	2,105	15,379	7.21	.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	162,480	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	58,509	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 Gros. Profit				Tons	15,522	\$ 152,118	\$ 9.80	\$ 11.38	159,868	\$ 1,703,367	\$ 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	\$ -	\$ 43,000	169,870	\$ 700,000	\$ -	

Statistics:

Number of Employees - Salaried 25
- Hourly 117

Johns-Manville Sales:

Volume M Sq. ft. 2,569 10,000 18,667
% 11.8 4.1 8.4
Industrial % 6.8 2.7 4.0

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 1,690 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

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	-	-	-	-	-	-	-
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	-	-	-	-	-	-	-
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	-	-	-	-	-	-	-
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%	

SOUTHWEST Sales Region Statement of Sales and Expenses

	Month		Year-to-Date		Annual Statement Amount
	Actual	Budget	Actual	Budget	
Plaster	\$ 13,471	\$ 16,254	\$ 149,293	\$ 182,110	\$ 272,111
Joint System	4,161	2,648	23,371	41	24,100
Gypsum Board	4,161	2,648	42,197	9,934	44,100
Lath	371	1	23,067	92.0	4,100
Tile	9,746	4,254	51,645	1.0	4,100
Other	1,746	3,325	33,954	3,472	4,100
Total List Sales	\$ 29,714	\$ 27,122	\$ 243,807	\$ 105,606	\$ 241,100
Trade Discounts	\$ 2,828	\$ 3,000	\$ 61,781	\$ 105,000	\$ 28,000
Freight	97,375	102,606	901,203	1,174,787	1,174,787
Policy Allowances	849	1,000	22,372	15,500	22,000
Cash Discounts	8,453	10,000	92,006	104,800	250,000
Inter-Company Commissions	50,103	100,000	237,446	244,400	244,400
Sales Deductions	\$ 160,406	\$ 166,606	\$ 415,366	\$ 469,800	\$ 520,000
Net Sales	\$ 23,654	\$ 20,516	\$ 2,558,832	\$ 2,558,832	\$ 2,558,832
Selling Expenses					
Wages & Salaries	\$ 5,948	\$ 7,200	\$ 143,237	\$ 152,200	\$ 152,200
Payroll Insurance	(179)	195	1,437	2,117	2,117
Stock Bonus	55	75	8,712	15,540	15,540
Payroll Taxes	575	200	6,025	6,025	6,025
Fixed Expenses	561	200	6,725	6,725	6,725
Advertising	585	200	2,700	2,500	2,500
Contributions	242	200	2,377	3,771	3,771
Dues & Subscriptions	37	50	625	1,015	1,015
Postage	149	100	1,497	1,497	1,497
Professional Services	654	250	2,806	8,000	8,000
Repairs	—	—	—	—	—
Temporary Help	—	—	—	—	—
Change Location & Moving Empl.	—	—	—	—	—
Unclassified (Inc. Empl. Exp.)	—	—	—	—	—
Trade Conventions	3,135	900	1,774	5,400	5,400
Sales Meetings	236	300	2,913	975	975
Sales School	—	—	1,262	2,400	2,400
Sales Travel	—	—	2,084	4,200	4,200
Supplies Purchased	4	—	113	100	100
Stationery & Office Supplies	167	200	1,731	2,055	2,055
Telephone, TX, Telegraph	1,436	1,500	40,452	19,400	19,400
Travel	3,426	3,000	42,446	48,400	48,400
Dealer & Trade Factor Meetings	—	50	400	200	200
Agents Commission	—	—	—	—	—
Home Office Charge	—	—	—	—	—
Total Selling Expenses	\$ 15,038	\$ 12,600	\$ 148,277	\$ 119,500	\$ 119,500
Unsold	\$ 21,531	\$ 20,000	\$ 259,554	\$ 240,770	\$ 240,770
Plaster	270.0	600	3,517	4,700	4,700
Joint System	234.9	200	1,774	4,700	4,700
Gypsum Board	11,809.7	13,300	118,432	145,089	145,089
Lath	13.1	40	41.86	38.13	38.13
Tile	101.4	40	474.7	259	259
			108.75	107.50	107.50

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 an extremely low price, which would have been dumped if not sold.

Distribution Division accounted for 10,323 MSF of Board and Lath.
Joint System - 27 MSF Board - 40 Lbs.
Tons of Plaster per MSF of Lath - 35.7

ACME PLANT PROFIT AND LOSS STATEMENT

	Percent Sales Dollars				Month			Annual Standard	Year-to-Date			Annual Standard Volume
	Mo.	Std.	YTD		Units	Amount	Average		Units	Amount	Average	
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	12,000
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	-	-	-	\$ 6,030,951	-	-
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	.08	-
- 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	3,922,780	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	\$ 4,474,396	\$ 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	22,789	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:

Number of Employees - Salaried
- Hourly24
11228
154

Johns-Manville Sales:

Volume

M Sq. Ft.

1,815

10,000

20,482

Industrial %

8.6

4.1

8.4

Board & Lath Plant:

Days Operated

27.4

294

230.4

Average Daily Production

453

640

588

% of Capacity

64

85

64

Production/Man Hours

980

931

930

Man Hours per Machine Hours

17.2

15.9

17.1

Weight per MSF-SM Board, Lath & Tile

1,912

1,890

1,949

Computed Tons of Board, Lath & Tile Sales

11,341

175,214

129,280

Lath Sales Volume

25

1,200

261

Capacity: Plaster

6,664

-

-

Board & Lath

18,108

-

-

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