

## Sample FRx Report

For the Three Months Ending March 31, 1994

(Dollars in Thousands)

CONSOL\_BS\_IS

	Monthly Activity			Year To Date					
	January	February	March	Current Year			Last Year		
				Actual	Budget	Variance	Actual	% Change	
<b>Consolidated</b>									
Cash	\$2,471	\$2,522	\$5,429	\$10,422			\$129,009	91.9	
Payables	(8,365)	1,254	(13,956)	(21,067)			322,633	(106.5)	
Net Sales	505,607	513,951	1,090,500	2,110,058	787,002	1,323,056	2,764,416	(23.7)	
Cost of Goods Sold	311,722	318,268	798,339	1,428,329	490,304	(938,025)	2,015,147	29.1	
Gross Profit	193,885	195,683	292,161	681,729	296,698	(385,031)	749,269	9.0	
Operating Expenses	167,944	169,374	170,822	508,140	277,882	(230,258)	450,754	(12.7)	
Provision for Taxes	6,910	7,012	7,111	21,033	4,659	(16,374)	79,873	73.7	
Other Income (Expenses)	(352)	(339)	(325)	(1,016)	(1,940)	924	(2,688)	(62.2)	
<b>Net Income</b>	<b>18,679</b>	<b>18,958</b>	<b>113,903</b>	<b>151,540</b>	<b>12,217</b>	<b>(139,323)</b>	<b>215,954</b>	<b>29.8</b>	
<b>Corporate</b>									
Cash	2,471	2,522	5,429	10,422			129,009	91.9	
Payables	(8,365)	1,254	(13,956)	(21,067)			322,633	(106.5)	
Operating Expenses	64,663	65,292	65,935	195,890	99,554	(96,336)	182,839	(7.1)	
Provision for Taxes	6,910	7,012	7,111	21,033	4,659	(16,374)	79,873	73.7	
Other Income (Expenses)	(352)	(339)	(325)	(1,016)	(1,940)	924	(2,688)	(62.2)	
<b>Net Income</b>	<b>(71,925)</b>	<b>(72,643)</b>	<b>(73,371)</b>	<b>(217,939)</b>	<b>(106,153)</b>	<b>111,786</b>	<b>(265,400)</b>	<b>17.9</b>	
<b>Division A</b>									
Net Sales	269,642	274,109	846,716	1,390,467	403,897	986,570	2,188,155	(36.5)	
Cost of Goods Sold	160,533	163,905	640,734	965,172	252,501	(712,671)	1,657,441	41.8	
Gross Profit	109,109	110,204	205,982	425,295	151,396	(273,899)	530,714	19.9	
Operating Expenses	53,581	53,882	54,186	161,649	93,843	(67,806)	141,038	(14.6)	
<b>Net Income</b>	<b>55,528</b>	<b>56,322</b>	<b>151,796</b>	<b>263,646</b>	<b>57,553</b>	<b>(206,093)</b>	<b>389,676</b>	<b>32.3</b>	
<b>Division B</b>									
Net Sales	235,965	239,842	243,784	719,591	383,105	336,486	576,261	24.9	
Cost of Goods Sold	151,189	154,363	157,605	463,157	237,803	(225,354)	357,706	(29.5)	
Gross Profit	84,776	85,479	86,179	256,434	145,302	(111,132)	218,555	(17.3)	
Operating Expenses	49,700	50,200	50,701	150,601	84,486	(66,115)	126,877	(18.7)	
<b>Net Income</b>	<b>35,076</b>	<b>35,279</b>	<b>35,478</b>	<b>105,833</b>	<b>60,816</b>	<b>(45,017)</b>	<b>91,678</b>	<b>(15.4)</b>	

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